

GRANT E. DONNELLY

Curriculum Vitae – August 27, 2024

The Ohio State University
Fisher College of Business
2100 Neil Ave.
514 Fisher Hall
Columbus, OH 43210

Mobile: +1 (415) 235-1392
Email: donnelly.177@osu.edu
Web: <https://bit.ly/2PI3bQS>

ACADEMIC EMPLOYMENT

2018 – Assistant Professor of Marketing
The Ohio State University, Columbus, Ohio, USA

AFFILIATIONS

2018 – Sustainability Institute, Core Faculty
The Ohio State University

2018 – Sustainability Transparency Accountability Research (STAR) Lab
Harvard University

EDUCATION

2013 – 2018 Doctor of Business Administration – Marketing
Harvard Business School, Boston, Massachusetts, USA
Dissertation: *Essays on Enhancing Consumer Welfare*
Committee: Michael I. Norton (Chair); Leslie K. John; Cait Lamberton;
John Gourville

2010 – 2013 Master of Arts – Psychology (Mind, Brain and Behavior Research)
San Francisco State University, San Francisco, California, USA
Thesis: *The Psychological Barriers of Money Management*
Committee: Ryan T. Howell (Advisor); Charlotte U. Tate

2001 – 2005 Bachelor of Arts – Environmental Studies (The Urban Environment)
San Francisco State University, San Francisco, California, USA

JOURNAL PUBLICATIONS

Herziger, Atar, and **Grant E. Donnelly**, “Reduce or Refrain: Rethinking Resource Restriction Requests” Forthcoming at *Journal of Environmental Psychology*

Donnelly, Grant E., Cait Lamberton, Stephen Bush, Zoë Chance, and Michael I. Norton (2023), “Repayment-by-Purchase’ Increases Consumer Debt Repayment” *Journal of Marketing Research*, 61(3), 411-429.

- Selected Media Coverage: [The Wall Street Journal](#), [CNBC](#)

- Donnelly, Grant E.**, Blanco, Christian, Calvin Spanbauer and Sara L. Stienecker (2023), “The Effects of Item Dirtiness on Disposal Decisions” *Journal of the Association for Consumer Research*, 8(3), 339-350.
- Hurst, Kristin, Nicole Sintov, and **Grant E. Donnelly** (2023), “Increasing Sustainable Behavior Through Conversation” *Journal of Environmental Psychology*, 86(1), Article 101948.
- Whillans, Ashley V., Jaewon Yoon, and **Grant E. Donnelly** (2022), “People Overestimate the Self-Presentational Costs of Deadline Extension Requests” *Journal of Experimental Social Psychology*, 98(1), Article 104253.
- Selected Media Coverage: [Harvard Business Review](#)
- Donnelly, Grant E.**, Duncan Simester, and Michael I. Norton (2021), “The Short and Long-Run Impact of Empowering Customers in Corporate Social Responsibility Initiatives” *Journal of Economic Behavior and Organization*, 192(4), 616-637.
- Selected Media Coverage: [The Wall Street Journal](#)
- Whillans, Ashley V., Jaewon Yoon, Aurora Turek, **Grant E. Donnelly** (2021), “Extension Request Avoidance Predicts Greater Time Stress Among Women” *Proceedings of the National Academy of Sciences*, 118(45), 109-118.
- Selected Media Coverage: [The Wall Street Journal](#), [Forbes](#)
- Donnelly, Grant E.**, Paige Guge, Ryan T. Howell, and Leslie K. John (2021), “A Salient Sugar Tax Decreases Sugary Drink Buying” *Psychological Science*, 32(11), 1830-1841.
- Donnelly, Grant E.**, Anne Wilson, Ashley V. Whillans and Michael I. Norton (2021), “Communicating Resource Scarcity and Interpersonal Connection” *Journal of Consumer Psychology*, 31(4), 726-745.
- Selected Media Coverage: [Harvard Business Review](#), [Forbes](#)
- Brough, Aaron R., **Grant E. Donnelly**, Vladas Griskevicius, Ezra M. Markowitz, Kaitlin T. Raimi, Crystal Reeck, Remi Trudel, Kurt B. Waldman, Karen Page Winterich and Kimberly S. Wolske (2020), “Understanding How Sustainable Initiatives Fail: A Framework to Aid Design of Effective Interventions” *Social Marketing Quarterly*, 26(4), 309-324.
- Lee-Yoon, Alice, **Grant E. Donnelly**, and Ashley V. Whillans (2020), “Overcoming Resource Scarcity: Consumers’ Response to Gifts Intending to Save Time and Money,” *Journal of the Association for Consumer Research*, 5(4), 391-403.
- Selected Media Coverage: [The Wall Street Journal](#)
- John, Leslie K., **Grant E. Donnelly**, and Christina A. Roberto (2019), “Using Behavioral Science to Inform Policies Limiting Sugary-Drink Portions: Reply to Wilson and Stolarz-Fantino (2018),” *Psychological Science*, 30(7), 1103-1105.
- Donnelly, Grant E.**, Laura Zatz, Dan Svirsky and Leslie K. John (2018), “The Effect of Graphic Warnings on Sugary-Drink Purchasing,” *Psychological Science*, 29(8), 1321-33.
- Selected Media Coverage: [The Boston Globe](#), [The Boston Globe \(Beverage Industry Response\)](#), [U.S. News](#), [The Harvard Gazette](#)

Donnelly, Grant E., Tianyi Zheng, Emily Haisley and Michael I. Norton (2018), “The Amount and Source of Millionaires’ Wealth (Moderately) Predicts Their Happiness,” *Personality and Social Psychology Bulletin*, 44(5), 684-99.

- Selected Media Coverage: [The New York Times](#), [CNBC](#), [The Atlantic](#), [The Wall Street Journal](#), [Time](#), [Vice](#), [Columbus Monthly](#)

John, Leslie K., **Grant E. Donnelly**, and Christina A. Roberto (2017), “Psychologically Informed Implementations of Sugary-Drink Portion Limits,” *Psychological Science*, 28(5), 620-29.

Donnelly, Grant E., Cait Lambertson, Rebecca Walker Reczek, and Michael I. Norton (2017), “Social Recycling Transforms Unwanted Goods into Happiness,” *Journal of the Association for Consumer Research*, 2(1), 48-63.

- Selected Media Coverage: [Boston Public Radio](#)

Ksendzova, Masha, **Grant E. Donnelly**, and Ryan T. Howell (2017), “A Brief Money Management Scale and its Associations with Personality, Financial Health, and Hypothetical Debt Repayment,” *Journal of Financial Counseling and Planning*, 28(1), 62-75.

Donnelly, Grant E., Masha Ksendzova, Ryan T. Howell, Kathleen D. Vohs, and Roy F. Baumeister (2016), “Buying to Blunt Negative Feelings: Materialistic Escape from the Self,” *Review of General Psychology*, 20(3), 272-316.

Donnelly, Grant E., Masha Ksendzova, and Ryan T. Howell (2013), “Sadness, Identity and Plastic in Over-Shopping: The Interplay of Materialism, Poor Credit Management, and Emotional Buying Motives in Predicting Compulsive Buying,” *Journal of Economic Psychology*, 39(6), 113-125.

- Selected Media Coverage: [The Huffington Post](#)

Donnelly, Grant E., Ravi Iyer and Ryan T. Howell (2012), “The Big Five Personality Traits, Material Values, and Financial Well-Being of Self-Described Money Managers,” *Journal of Economic Psychology*, 33(6), 1129-1142.

MANUSCRIPTS UNDER REVIEW AND IN REVISION

Haltman, Cory, **Grant E. Donnelly**, and Rebecca Walker Reczek, “I Liked it Before it Was Cool: When and Why Consumers Signal Early Adoption of Popular Products” Revising for third round review at *Journal of Marketing*

Haltman, Cory, Jianna Jin, **Grant E. Donnelly**, and Rebecca Walker Reczek, “Equity or Immorality? How Political Ideology Shapes Consumer Response to Historically Underrepresented Identities in Marketing Communications” Revising for third round review at *Journal of Consumer Research*

Von Schuckmann, Julia, Lucia Barros, **Grant E. Donnelly**, and Marco Bertini, “The Situational Samaritan: How and Why Marketplace Conditions Shape Prosocial Consumer Behavior” Revising for third round review at *Journal of Consumer Psychology*

Haltman, Cory, Atar Herziger, **Grant E. Donnelly**, and Rebecca Walker Reczek, “Better Late than Never? Gift Givers’ Overestimate Relationship Harm from Late Gifts” Under second round review at *Journal of Consumer Psychology*

Donnelly, Grant E., Samantha Mertens and Nicole Sintov “Incentives to Recycle” Under second round review at *Journal of Environmental Psychology*

Landekhovskaya, Maria, **Grant E. Donnelly**, and Rebecca Walker Reczek, “Challenge Based Advertising Appeals Motivate Consumers to Try Virtuous Replacement Products” Revising for second round review at *Journal of Public Policy and Marketing*

Kim, Hyebin, Elanor F. Williams, Aviva Philipp-Mueller, **Grant E. Donnelly**, and Emily Rosenzweig “Mismatched Giver and Recipient Preferences for Utilitarian and Hedonic Gifts” Revising for reject and resubmit at *Journal of Marketing*

Garcia-Rada, Ximena, **Grant E. Donnelly**, Jenny Olson, Hristina Nikolova, and Michael I. Norton, “Couples Underestimate the Hedonic Benefits of Talking about Money” Under first round review at *Journal of Experimental Psychology: General*

Ordabayeva, Nailya, Selin Malkoc, Christine Kim, Monika Lisjak, Elicia John, **Grant E. Donnelly**, Lisa Cavanaugh, and Vikas Mittal, “Politics in the Middle: A Call to Study Nuanced Political Differences in a Binary World” Under first round review at *International Journal of Research in Marketing*

Rifkin, Jacqueline, **Grant E. Donnelly**, Siyuan Yin, “First Impression or Frequent Flyer? The Persuasive Effect of Customer Tenure Claims in Online Word of Mouth” Under first round review at *Journal of Marketing Research*

Wang, Qingyang, and **Grant E. Donnelly**, “I’d Like Anything But Anchovies: Rejecting Unappealing Options Reduces Decision Difficulty in Joint Decision Making” Under first round review at *Journal of Marketing Research*

WORKING PAPERS (DATA COLLECTION COMPLETE)

Bunosso, Isabella, **Grant E. Donnelly**, and Selin A. Malkoc, “Is this Store Liberal (Un)Like Me? Consumer Response to Operational Policies that Activate Implicit Associations with Political Issues” Writing to submit to *Journal of Consumer Research*

Donnelly, Grant E., Hanne Collins, and Alison Wood Brooks, “How Prisoner Apologies Influence Parole Decisions” Writing to submit to *Proceedings of the National Academy of Sciences*

Donnelly, Grant E., Gillian Sandstrom, “Synchronous Conversations Between Customers and Service Providers Enhance Consumer Engagement” Writing to submit to *Journal of Consumer Psychology*

Herziger, Atar, Kristin Hurst, and **Grant E. Donnelly**, “Understanding When Green Engagement Initiatives Fail to Empower Material Recovery” Writing to submit to *Journal of Environmental Psychology*

- Hurst, Kristin, Nicole Sintov, Logan Hobbs, and **Grant E. Donnelly**, “Self-Silencing Results in Behavioral Conformity in Sustainability Contexts” Writing to submit to *Journal of Environmental Psychology*
- Jin, Jianna, **Grant E. Donnelly**, and Rebecca Walker Reczek, “Consumer Aversion to Digital Mental Health Tools: The Role of Negative Self-Perceptions” Writing to submit to *Journal of Consumer Research*
- Jin, Jianna, **Grant E. Donnelly**, and Selin Malkoc, “The Dark Side of Personal Quantification: The Social Consequences of Time Tracking” Writing to submit to *Journal of Consumer Research*
- Macdonald, Tyler, Jesse Walker, **Grant E. Donnelly**, Aaron R. Brough and Carey Morewedge, “The ‘Overqualified’ Product: When Consumers Prefer Lower-Quality to Higher-Quality Options” Writing to submit to *Journal of Marketing Research*
- Vinoo, Poornima, **Grant E. Donnelly**, Mathew S. Isaac, and Aaron R. Brough “Used Enough? The Effect of Categorization on Product Replacement Timing” Writing to submit to *Journal of Marketing Research*

SELECTED RESEARCH IN PROGRESS

- Bunosso, Isabella, and **Grant E. Donnelly**, “Caught in the Crossfire: How Social Judgement Concerns Deter Consumers from Politically Active Brands” 3 studies completed
- Bunosso, Isabella, and **Grant E. Donnelly**, “Green Goals, Broken Promises: How Transparency About Company Sustainability Pledges Shapes Consumer Interest” 3 studies completed
- Goor, Dafna, Siyuan Yin, **Grant E. Donnelly**, and Michael I. Norton, “The Road Not Taken: Consumption of Unfamiliar Products Increase Consumer Engagement through Feelings of Self-Discovery” 8 studies completed
- Nam, Jimin, and **Grant E. Donnelly**, “Corporate Responses to Customer Reviews with Discrimination Claims” 2 studies completed
- Shen, Mingnan, and **Grant E. Donnelly**, “Incentivizing Attention” 2 studies completed
- Yin, Siyuan, **Grant E. Donnelly**, Cait Lamberton, and Michael I. Norton, “The Life You Save (For): Experiences Dominate Goods in Motivating Savings” 7 studies completed

POPULAR PRESS

- Bunosso, Isabella, **Grant E. Donnelly**, and Selin Malkoc (May 27, 2022). Keeping a Business Safe without a Mask Mandate Requires a Nuanced Approach. [Scientific American](#).
- Whillans, Ashley V., and **Grant E. Donnelly** (October 30, 2021). How Men and Women Treat Deadlines in the Workplace Differently. [The Wall Street Journal](#).
- Donnelly, Grant E.**, and Ashley V. Whillans (August 3, 2021). Declined invitations go over more graciously when lack of money is cited instead of lack of time. [The Conversation](#).

Donnelly, Grant E., and Ashley V. Whillans (May 1, 2020). In this crisis, giving people financial gifts can lead to bad feelings. [*The Wall Street Journal*](#).

Yoon, Jaewon, Ashley Whillans, and **Grant E. Donnelly** (April 4, 2019). Why we don't ask for more time on deadlines (but probably should). [*Harvard Business Review*](#).

Donnelly, Grant E. (March 6, 2019). Why "I don't have time" is a bad way to decline an invitation. [*Harvard Business Review*](#).

Donnelly, Grant E., and Michael I. Norton (October 21, 2018). A better way to pay off credit-card debt. [*The Wall Street Journal*](#).

Donnelly, Grant E., and Michael I. Norton (December 7, 2017). Even for the very rich, more money brings happiness. [*The Wall Street Journal*](#).

GRANT FUNDING

Total	\$1,054,578.00
2023	Decision Sciences Collaborative Something to Bond Over: When and Why Individuals Seek Out Unpleasant Experiences with Others (Co-Primary Investigator), \$2,800
2020	Coca-Cola Sustainability Increasing the use of Reverse Vending Machines Through Consumer Empowerment (Primary Investigator), \$667,691
2019	Decision Sciences Collaborative Behavioral Energy Conservation Living Lab (Co-Primary Investigator), \$3,000
2019	Harvard University, Mind Brain and Behavior Initiative Trapped by Time: Do Women's Negative Beliefs about Extension Requests Contribute to Gender Gaps in Workplace Success, \$14,960
2019	Sustainability Institute, The Ohio State University, Behavioral Energy Conservation Living Lab (Co-Primary Investigator), \$308,117
2018	Long-Term Research Grant, Thinking Forward Initiative, Putting it All Out on the Kitchen Table: Examination of Couples' Financial Communication (Co-Primary Investigator), \$58,010

HONORS AND AWARDS

Outstanding Undergraduate Instructor Award, Fisher College of Business	2024
Best Paper – Consumer Well-Being, Society for Consumer Psychology	2024
Mittelstaedt & Gentry Doctoral Symposium, Invited Faculty	2024
Pace Setters Faculty Research Award, Fisher College of Business	2022
Recognition Award, Fisher College of Business, Marketing Department	2019
Haring Doctoral Symposium, Invited Faculty	2019
AMA- Sheth Doctoral Consortium Fellow	2017
Finalist, Experimental Pitch Competition, Harvard University	2016

INVITED PRESENTATIONS

01/24/25	Cornell University, SC Johnson College of Business
10/04/24	Temple University, Fox School of Business
09/23/24	London Business School, Department of Marketing
12/06/23	HEC Montreal, Department of Marketing
09/13/23	Duke University, Fuqua School of Business
08/10/23	The 12 th Triennial Invitational Choice Symposium, INSEAD
01/27/23	The Ohio State University, Department of Consumer Sciences
01/20/23	University of Toronto, Department of Marketing
04/23/21	University of Iowa, Tippie College of Business
03/19/21	University of Notre Dame, Consumer Financial Wellbeing Conference
12/20/20	Behavioral Exchange (BX), Arabia
08/25/19	B4 Development, Qatar Nudge Unit
05/30/19	The 11 th Triennial Invitational Choice Symposium, Chesapeake Bay, Maryland
09/07/18	The Ohio State University, Department of Psychology
06/28/18	Commonwealth Bank of Australia, Department of Behavioral Economics
10/16/17	The Ohio State University, Department of Marketing and Logistics
07/09/15	Federal Reserve Bank of Boston, Department of Research
05/27/15	Yale School of Management, Department of Marketing
01/22/15	Harvard University Employee Credit Union, Personal Financial Management Program
10/07/14	Harvard University, SALT Money

CONFERENCE PARTICIPATION AT PEER-REVIEWED SCIENTIFIC MEETINGS (*presenter)

CHAired SYMPOSIA

- “Overwhelmed, Over-Nudged, Overweight – Helping Consumers to Eat Healthier in the Age of Rising Inequality and Information Overload,” *Society for Consumer Psychology*, Huntington Beach, CA. (February, 2020).
- “The Up-Side of Material Consumption: Exploring the Psychological Value of Material Goods,” co-chaired with Joseph Goodman, *Society for Consumer Psychology*, Savannah, GA. (February, 2019).
- “Motivation to Save: New Insights into the Psychology of Saving Goals,” co-chaired with Masha Ksendzova, *Association for Consumer Research*, Dallas, TX. (October, 2018).
- “Giving Seconds and Cents: The Psychological Consequences of Time and Money on Prosocial Behavior and Consumer Well-being,” co-chaired with John Costello, *Association for Consumer Research*, Dallas, TX. (October, 2018).
- “Prosociality with Impact: Examining and Overcoming Roadblocks to Effective Altruism,” co-chaired with Masha Ksendzova, *Association for Consumer Research*, San Diego, CA. (October, 2017).
- “Doing Well by Doing Better: Strategies to Increase Consumer Participation in Charitable Campaigns,” co-chaired with Minah Jung, *Society for Consumer Psychology*, St. Petersburg, FL. (February, 2016).
- “Landfill Overload: The Psychology of Disposal Decision-Making.” *Society for Consumer Psychology*, Phoenix, AZ. (February, 2015).
- “The Psychology of Debt: Steering Consumers out of the Red and Into the Black,” co-chaired with Nina Mazar, *Association for Consumer Research*, Baltimore, MD. (October, 2014).

PAPER PRESENTATIONS

Haltman, Cory, Jianna Jin, **Grant E. Donnelly**, and Rebecca Walker Reczek, “Equity or Immorality? How Political Ideology Shapes Consumer Response to Historically Underrepresented Identities in Marketing Communications”

- Marketing and Public Policy, 2024 (Washington, D.C.)
- Society for Consumer Psychology, 2024 (Nashville)

Garcia-Rada, Ximena, Jenny Olson, Hristina Nikolova, **Grant E. Donnelly**, and Michael I. Norton, “Financial Communication and its Impact on Relationship Satisfaction and Financial Health”

- Society for Consumer Psychology, 2024 (Nashville)

Herziger, Atar, Kristin Hurst, and **Grant E. Donnelly**, “When Empowerment is Not So Empowering”

- Association for Consumer Research, 2023 (Seattle)

Philipp-Mueller, Aviva and **Grant E. Donnelly** “Gift-Giver Aversion to Utilitarian Gifts”

- Association for Consumer Research, 2023 (Seattle)

Haltman, Cory, Atar Herziger, **Grant E. Donnelly**, and Rebecca Walker Reczek, “Better Late than Never? Gift Givers’ Overestimation of Relationship Harm from Late Gifts can Lead to Worse Gifts for Recipients”

- Association for Consumer Research, 2023 (Seattle)*

Rifkin, Jacqueline, **Grant E. Donnelly**, Siyuan Yin, “Tenure Claims in Online Reviews”

- Society for Consumer Psychology, 2023 (San Juan)*
- Association for Consumer Research, 2023 (Seattle)*

Haltman, Cory, **Grant E. Donnelly**, and Rebecca Walker Reczek, “Early Adoption and Word of Mouth”

- Society for Consumer Psychology, 2023 (San Juan)
- Association for Consumer Research, 2023 (Seattle)

Jin, Jianna, and **Grant E. Donnelly**, “The Interpersonal Consequences of Tracking Time versus Money”

- Society for Consumer Psychology, 2023 (San Juan)
- Association for Consumer Research, 2023 (Seattle)

Jin, Jianna, **Grant E. Donnelly**, and Rebecca Walker Reczek, “Consumer Aversion to Digital Mental Health Tools: The Role of Negative Self-Perceptions”

- Association for Consumer Research, 2022 (Denver)
- Society for Consumer Psychology, 2024 (Nashville)

Bunosso, Isabella, **Grant E. Donnelly**, and Selin A. Malkoc, “Is this Store Liberal (Un)Like Me? Consumer Response to COVID-19 Policies in a Politically Polarized World”

- Society for Consumer Psychology, 2023 (San Juan)
- Association for Consumer Research, 2022 (Denver)

Haltman, C., and **Grant E. Donnelly**, “The Green = Expensive Intuition”

- Association for Consumer Research, 2021 (Seattle)

Whillans, A. V., Jaewon Yoon, Aurora Turek, and **Grant E. Donnelly**, “Extension Request Avoidance Increases Time Stress Among Women”

- Association for Consumer Research, 2021 (Seattle)
- International Association for Conflict Management, 2022 (Ottawa)*

Donnelly, Grant E., and Aaron R. Brough, “The ‘Overqualified’ Product: When Consumers Prefer Lower-Quality to Higher-Quality Options”

- Association for Consumer Research, 2021 (Seattle)*

Landekhovskaya, Maria, **Grant E. Donnelly**, and Rebecca Walker Reczek, “Do Challenge Based Advertising Appeals Motivate Consumers to try Virtuous Replacement Products”

- Society for Consumer Psychology, 2023 (San Juan)
- Association for Consumer Research, 2021 (Seattle)
- AMA Marketing + Public Policy Conference, 2021 (Virtual)

Hurst, Kristin, Nicole Sintov, and **Grant E. Donnelly**, “We’re Not so Different, You and I: Effects of Social Identity and Norms on Roommate Pro-Environmental Behavior”

- Association for Consumer Research, 2021 (Seattle)*
- Society for Consumer Psychology, 2021 (Virtual)*

Donnelly, Grant E., and Alison Wood Brooks, “How Prisoner Apologies Influence Parole Decisions”

- International Association for Conflict Management, 2019 (Dublin)
- Society for Personality and Social Psychology, 2021 (Virtual)*

Herziger, Atar, **Grant E. Donnelly**, and Rebecca Reczek, “Aspirational Recycling”

- Society of Consumer Psychology, 2020 (Huntington Beach)*
- Association for Consumer Research, 2020 (Paris)

Grant E. Donnelly, Paige Guge, Ryan T. Howell, and Leslie K. John, “Sugary-Beverage Tax Labeling”

- Society of Consumer Psychology, 2020 (Huntington Beach)*
- Advances in Field Experiments, 2020 (University of Chicago)*

Goor, Dafna, **Grant E. Donnelly** and Michael I. Norton, “The Road Not Taken: Consumption of Unfamiliar Products Increase Consumer Engagement through Feelings of Self-Discovery”

- Society of Consumer Psychology, 2020 (Huntington Beach)*
- Association for Consumer Research, 2020 (Paris)*

Von Schuckmann, Julia, Lucia Salmonson Guimarães Barros, **Grant E. Donnelly**, and Marco Bertini, “Identity Related Embarrassment: When and Why People Compensate for Others’ Misbehavior”

- European Marketing Academy, 2021 (Virtual)
- Association for Consumer Research, 2019 (Atlanta)

Falco, David, **Grant E. Donnelly** and Selin Malkoc, “When Time is Like Money: Thinking of Monetary Value of Time Decreases Willingness to Spend Time on Others, but Increases Time Spent on the Self”

- Society of Consumer Psychology, 2020 (Huntington Beach)*
- Association for Consumer Research, 2019 (Atlanta)

Yoon, Jaewon, **Grant E. Donnelly** and Ashley Whillans, “It Doesn’t Hurt to Ask (for More Time): Employees Overestimate Interpersonal Costs of Extension Requests”

- Society for Personality and Social Psychology, 2019 (Portland)

Lee-Yoon, Alice, **Grant E. Donnelly**, and Ashley V. Whillans, “Time-Saving Gifts”

- Society for Consumer Psychology, 2019 (Savannah)*

Donnelly, Grant E., Masha Ksendzova and Michael I. Norton, “Saving for Experiences versus Material Goods”

- Association for Consumer Research, 2018 (Dallas)*
- European Association for Consumer Research, 2018 (Ghet)

Donnelly, Grant E., Anne Wilson, Ashley Whillans and Michael I. Norton, “Communicating Limited Financial Resources Increases Perceived Trustworthiness and Interpersonal Connection”

- Society for Consumer Psychology, 2019 (Savannah)*
- Association for Consumer Research, 2018 (Dallas)*

Donnelly, Grant E., Duncan Simester, and Michael I. Norton, “Voting for Charity: The Benefits for Firms of Direct Consumer Involvement in Charitable Campaigns”

- Society for Consumer Psychology, 2016 (St. Petersburg)*
- Association for Consumer Research, 2016 (Berlin)*

Donnelly, Grant E., Cait Lambertson, Zoë Chance, and Michael I. Norton, “Allowing Consumers to ‘Repay by the Purchase’ Reduces Credit Card Debt”

- Association for Consumer Research, 2015 (New Orleans)*
- Association for Consumer Research, 2014 (Baltimore)*

Ksendzova, Masha, **Grant E. Donnelly**, and Remi Trudel, “Paying Cash as a Form of Helping Corporations”

- Association for Consumer Research, 2016 (Berlin)
- Society for Judgment and Decision Making, 2016 (Boston)

Donnelly, Grant E., Laura Zatz, Dan Svirsky and Leslie K. John, “The Effect of Graphic Warnings on Sugary-Drink Purchasing,” *Psychological Science*, 29(8), 1321-33.

- Academy of Management, 2018 (Chicago)
- American Society of Law, Medicine & Ethics, 2017 (Atlanta)
- Association for Consumer Research, 2017 (San Diego)*
- American Public Health Association, 2017 (Atlanta)
- Society for Personality and Social Psychology, 2018 (Atlanta)*

Donnelly, Grant E., Tianyi Zheng, Emily Haisley and Michael I. Norton, “The Amount and Source of Millionaires’ Wealth (Moderately) Predicts Their Happiness,” *Personality and Social Psychology Bulletin*, 44(5), 684-99.

- Society for Personality and Social Psychology, 2015 (Long Beach)
- Association for Psychological Science, 2014 (San Francisco)*

John, Leslie K., **Grant E. Donnelly**, and Christina A. Roberto (2017), “Psychologically Informed Implementations of Sugary-Drink Portion Limits,” *Psychological Science*, 28(5), 620-29.

- Society for Consumer Psychology, 2016 (St. Petersburg)

- Behavioral Exchange, 2016 (Boston)
- Association for Consumer Research, 2015 (New Orleans)
- Academy of Management, 2015 (Vancouver)*

Donnelly, Grant E., Cait Lambertson, Rebecca Walker Reczek, and Michael I. Norton (2017), “Social Recycling Transforms Unwanted Goods into Happiness,” *Journal of the Association for Consumer Research*, 2(1), 48-63.

- Society for Consumer Psychology, 2016 (St. Petersburg)*
- Association for Consumer Research, 2015 (New Orleans)*
- Society for Consumer Psychology, 2015 (Phoenix)*

Donnelly, Grant E., Masha Ksendzova, and Ryan T. Howell (2013), “Sadness, Identity and Plastic in Over-Shopping: The Interplay of Materialism, Poor Credit Management, and Emotional Buying Motives in Predicting Compulsive Buying,” *Journal of Economic Psychology*, 39(6), 113-125.

- Interdisciplinary Science of Consumption: Mechanisms of Allocating Resources Across Disciplines, 2012 (Ann Arbor)*

POSTER PRESENTATIONS

Donnelly, Grant E., Duncan Simester, and Michael I. Norton, “Voting for Charity: The Benefits for Firms of Direct Consumer Involvement in Charitable Campaigns”

- Society for Judgment and Decision Making, 2016 (Boston)*

Donnelly, Grant E., Cait Lambertson, Zoë Chance, and Michael I. Norton, “Allowing Consumers to ‘Repay by the Purchase’ Reduces Credit Card Debt”

- Boulder Summer Conference on Consumer Financial Decision Making, 2015 (Boulder)*

Ksendzova, Masha, **Grant E. Donnelly,** and Remi Trudel, “Paying Cash as a Form of Helping Corporations”

- Society for Judgment and Decision Making, 2015 (Chicago)

Donnelly, Grant E., Cait Lambertson, Rebecca Walker Reczek, and Michael I. Norton (2017), “Social Recycling Transforms Unwanted Goods into Happiness,” *Journal of the Association for Consumer Research*, 2(1), 48-63.

- Society for Judgment and Decision-Making Conference, 2014 (Long Beach)*

Ksendzova, Masha, **Grant E. Donnelly,** and Ryan T. Howell (2017), “A Brief Money Management Scale and its Associations with Personality, Financial Health, and Hypothetical Debt Repayment,” *Journal of Financial Counseling and Planning*, 28(1), 62-75.

- Society for Personality and Social Psychology, 2014 (Austin)*

Donnelly, Grant E., Masha Ksendzova, Ryan T. Howell, Kathleen D. Vohs, and Roy F. Baumeister (2016), “Buying to Blunt Negative Feelings: Materialistic Escape from the Self,” *Review of General Psychology*, 20(3), 272-316.

- Society for Personality and Social Psychology, 2013 (New Orleans)*

Donnelly, Grant E., Masha Ksendzova, and Ryan T. Howell (2013), “Sadness, Identity and Plastic in Over-Shopping: The Interplay of Materialism, Poor Credit Management, and Emotional Buying Motives in Predicting Compulsive Buying,” *Journal of Economic Psychology*, 39(6), 113-125.

- Society for Personality and Social Psychology, 2012 (San Diego)*

Donnelly, Grant E., Ravi Iyer and Ryan T. Howell (2012), “The Big Five Personality Traits, Material Values, and Financial Well-Being of Self-Described Money Managers,” *Journal of Economic Psychology*, 33(6), 1129-1142.

- Western Psychological Association, 2012 (San Francisco)*
- Interdisciplinary Science of Consumption: Mechanisms of Allocating Resources Across Disciplines, 2010 (Ann Arbor)*
- Society for Personality and Social Psychology, 2010 (Las Vegas)*

TEACHING EXPERIENCE AND INTERESTS

TEACHING INTERESTS

Sustainability Marketing, Field Experimentation, Advertising and Promotional Strategy, Consumer Behavior, Research Methods

INSTRUCTOR EVALUATIONS

Global Marketing & Sustainability (Graduate)
The Ohio State University, Columbus, OH

- 2024, Overall evaluation: 4.71/5.00
- 2023, Overall evaluation: 4.89/5.00
- 2022, Overall evaluation: 4.67/5.00

Sustainability Marketing for Consumers, Firms & Society (Undergraduate)
The Ohio State University, Columbus, OH

- 2024, Overall evaluation: 4.86/5.00
- 2023, Overall evaluation: 4.87/5.00
- 2022, Overall evaluation: 4.93/5.00
- 2021, Overall evaluation: 4.88/5.00

Advanced Market Research (Doctoral)
The Ohio State University, Columbus, OH

- 2020, Overall evaluation: 5.00/5.00

Advertising and Promotional Strategy (Undergraduate)
The Ohio State University, Columbus, OH

- 2019, Overall evaluation: 4.69/5.00
- 2019, Overall evaluation: 4.56/5.00

Consumer Behavior (Undergraduate)
Harvard University Extension School, Boston, MA

- 2015, Overall evaluation: 4.58/5.00
- 2014, Overall evaluation: 4.33/5.00

PROFESSIONAL AFFILIATIONS

American Marketing Association
American Psychological Association
Association of Consumer Research

Society for Consumer Psychology
Society for Judgment & Decision Making
Society for Personality & Social Psychology

SERVICE TO THE PROFESSION

Diversity, Equity, and Inclusion Committee; Society for Consumer Psychology 2024-Current

Executive Committee (2012) for the *Interdisciplinary Science of Consumption Conference* at the University of Michigan (<http://consumption.umich.edu>)

Editorial Review Board Memberships:

- Journal of Consumer Psychology (2024 – Present)

Ad-Hoc Reviewer for:

Journal of Consumer Research
Journal of Marketing Research
Journal of Marketing
Journal of Consumer Psychology
Journal the Association for Consumer Research
Journal of Public Policy & Marketing
Management Science
Psychological Science
Organizational Behavior and Human Decision Processes
Journal of Experimental Social Psychology
Personality and Social Psychology Bulletin
Emotion
Obesity
Appetite

Reviewer for:

Association for Consumer Research Conference
Society for Consumer Psychology Conference
Society of Judgement and Decision Making Conference
Society for Personality and Social Psychology Conference

SERVICE TO THE UNIVERSITY

Undergraduate Curriculum Committee (Marketing), The Ohio State University 2018-Current

Behavioral Lab Manager (Marketing), The Ohio State University 2022-Current

Sustainability Faculty Advisory Board, The Ohio State University 2022-Current

DISSERTATION/THESIS COMMITTEE CHAIR

Cory Haltman (PhD in Business Administration, The Ohio State University) 2025 (co-chair)
Isabella Bunosso (PhD in Business Administration, The Ohio State University) 2026

DISSERTATION/THESIS COMMITTEE MEMBER FOR:

Jaewon Yoon (PhD in Business Administration, Harvard Business School), 2021
Logan Hobbs (Master of Science, Environmental Psychology, The Ohio State University) 2022
Junha Kim (PhD in Business Administration, The Ohio State University) 2023
Jiame Lucas (Master of Science, Environmental Psychology, The Ohio State University) 2023
Jianna Jin (PhD in Business Administration, The Ohio State University) 2024
Jamie Allen (PhD, Environmental Psychology, The Ohio State University) expected 2025
Stephanie Flout (PhD in Business Administration, The Ohio State University) expected 2025
Maria Landekhovskaya (PhD in Consumer Sciences, The Ohio State University) expected 2025
Samantha Mertens (PhD, Environmental Psychology, The Ohio State University) expected 2025