

**SEAN FATH**

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 sean.fath@cornell.edu

**POSITIONS**

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Cornell University, ILR School

Assistant Professor of Organizational Behavior	2020 —
Faculty Fellow, Workplace Inclusion and Diversity Education (WIDE) Center	2022 —
Faculty Affiliate, Center for Applied Research on Work (CAROW)	2023 —

**EDUCATION**

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Duke University, Fuqua School of Business

Ph.D. Management & Organizations 2020

DePaul University

B.A. Psychology 2011

**RESEARCH INTERESTS**

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- Managerial decision making
- Bias reduction in social evaluations
- Perceptions of social and organizational hierarchy

**ACADEMIC PUBLICATIONS** (\* Equal authorship; Student at project outset)

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1. **Fath, S.**, Zhang, X., & Larrick, R. P. (In Press). Self-blinding and the benefits of willful ignorance. *Current Opinion in Psychology*.
2. Bae, S. & **Fath, S.** (2025). Hierarchy as a signal of culture and belonging: Exploring why egalitarian ideology predicts aversion to hierarchical organizations. *Journal of Experimental Social Psychology*, *116*, 104692.  
 ❖ Data, materials, and pre-registration info: [osf.io/7vx2t/](https://osf.io/7vx2t/)
3. Roy, E., ... many authors including **Fath, S.**, ... & Axt, J. R. (2024). A contest study to reduce attractiveness-based discrimination in social judgment. *Journal of Personality and Social Psychology*.  
 ❖ Contributions as author: Study design; manuscript revision
4. **Fath, S.\*** & Proudfoot, D.\* (2024). Devaluation by omission: Limited identity options elicit anger and increase identification. *Psychological Science*, *35*(3), 239-249.  
 ❖ Data, materials, and pre-registration info: [osf.io/be6y9/](https://osf.io/be6y9/)
5. **Fath, S.**, Larrick, R. P., & Soll, J. B. (2023). Encouraging self-blinding in hiring. *Behavioral Science and Policy* *9*(1), 45-57.  
 ❖ Data and materials: [osf.io/2vthn](https://osf.io/2vthn)  
 ❖ Listed as a “most cited” article in *Behavioral Science and Policy* in last 3 years

- ❖ Listed as a “most read” article in *Behavioral Science and Policy* in last 6 months
6. **Fath, S.**, Larrick, R. P., & Soll, J. B. (2022). Blinding curiosity: Exploring preferences for “blinding” one’s own judgment. *Organizational Behavior and Human Decision Processes*, *170*, 104135.
    - ❖ Data, materials, and pre-registration info: [osf.io/6d7ce/](https://osf.io/6d7ce/)
    - ❖ Selected to be published in abbreviated form in *Management Insights* (2022)
  7. **Fath, S.\***, Ma, A.\*, & Rosette, A. S. (2022). Self-views of disadvantage and success impact perceptions of privilege among White men. *Organizational Behavior and Human Decision Processes*, *169*, 104114.
    - ❖ Data, materials, and pre-registration info: [osf.io/v2mgq](https://osf.io/v2mgq)
  8. Matusik, J. G., Mitchell, R. L., Hays, N. A., **Fath, S.**, & Hollenbeck, J. R. (2022). The highs and lows of hierarchy in multiteam systems. *Academy of Management Journal*, *65*(5), 1571-1592.
  9. Proudfoot, D. & **Fath, S.** (2021). Signaling creative genius: How perceived social connectedness influences judgments of creative potential. *Personality and Social Psychology Bulletin*, *47*(4), 580-592.
    - ❖ Data, materials, and pre-registration info: [osf.io/xun26](https://osf.io/xun26)
  10. **Fath, S.** & Kay, A. C. (2018). “If hierarchical, then corrupt”: Exploring people’s tendency to associate hierarchy with corruption in organizations. *Organizational Behavior and Human Decision Processes*, *149*, 145-164.
    - ❖ Data and materials: [osf.io/pe4na](https://osf.io/pe4na)
    - ❖ Studies 1c and 6 replicated in Evans et al., (2024). Corruption and hierarchy: A replication of studies 1c and 6 of Fath & Kay 2018. *The Journal of General Psychology*.
  11. **Fath, S.**, Proudfoot, D., & Kay, A. C. (2017). Effective to a fault: Organizational structure predicts attitudes toward minority organizations. *Journal of Experimental Social Psychology*, *73*, 290-297.
    - ❖ Data and materials: [osf.io/gdtpm](https://osf.io/gdtpm)
  12. Crum, A. J., Akinola, M., Martin, A., & **Fath, S.** (2017). The role of stress mindset in shaping cognitive, emotional, and physiological responses to challenging and threatening stress. *Anxiety, Stress, & Coping* *30*(4), 379-395.

## **PEER-REVIEWED CONFERENCE PUBLICATIONS**

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13. Williamson, K. H., Kizilcec, R. F., **Fath, S.**, & Heffernan, N. (2025). Algorithm appreciation in education: Educators prefer complex over simple algorithms. In *Proceedings of the 15th International Learning Analytics and Knowledge Conference*.

## **PRACTITIONER PUBLICATIONS**

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14. **Fath, S.\*** & Proudfoot, D.\* (2024). What demographics forms say about inclusivity at your company. *Harvard Business Review*.

15. **Fath, S.** (2023). When blind hiring advances DEI – and when it doesn't. *Harvard Business Review*.
16. Ma, A., **Fath, S.**, & Rosette, A. S. (2022). People can learn to recognize their racial privilege. *Harvard Business Review*.
17. **Fath, S.**, Larrick, R. P., Soll, J. B., & Zhu, S. (2021). Why putting on blinders can help us see more clearly. *MIT Sloan Management Review*, 62(4), 38-45.

## **WORKING PAPERS**

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**Fath, S.** & Zhu, S. Evaluations of blind hiring policies

**Fath, S.**, Proudfoot, D, & Keller, J. R. Beliefs about discrimination reduction

**Fath, S.** & Larrick, R. P. Seeking to-be-avoided information

Zhang, X., **Fath, S.**, & Larrick, R. P. Information sequencing preferences

Darby, C. & **Fath, S.** White privilege recognition

Darby, C. & **Fath, S.** Allyship needs and supplies

## **SELECT RESEARCH IN PROGRESS**

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**Fath, S.** & Phillips, L. T. Experienced disadvantage and privilege recognition (*Writing Stage*)

Proudfoot, D. & **Fath, S.** Diversity training language (*Writing Stage*)

Darby, C., **Fath, S.**, & Unzueta, M. Ideology and hiring (*Writing Stage*)

**Fath, S.**, Kay, A. C., & Jost, J. T. Perceived normalcy of managerial hierarchy (*Data Collection*)

Darby, C., **Fath, S.**, Proudfoot, D., & Carter, J. Downsides to social progress data (*Data Collection*)

Zhang, X., **Fath, S.**, & He, J. Resume masking with credential differences (*Data Collection*)

Liaquat, U., **Fath, S.**, & Proudfoot, D. Hierarchy and changeability (*Data Collection*)

## **SYMPOSIA AND PANELS**

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How to start and when to stop: Collaboration in Academia. (April 2022). Panel discussion held at the *Annual Society for Industrial and Organizational Psychology Meeting*, Seattle, Washington.

❖ Invited panel discussant

Antecedents to inequality: Exploring links between ideology and maintenance of social hierarchy. (August 2016). Symposium presented at the *Annual Academy of Management Meeting*, Anaheim, California.

❖ Organizer and chair; Selected as a Showcase Symposium

## CONFERENCE PRESENTATIONS

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- Fath, S., Proudfoot, D., & Keller, J. R.** (July 2025). Beliefs about discrimination reduction. Talk to be presented at the *Annual Academy of Management Meeting*, Copenhagen, Denmark.
- Darby, C. & Fath, S.** (July 2025). White privilege recognition. Talk to be presented at the *Annual Academy of Management Meeting*, Copenhagen, Denmark.
- ❖ Presented by co-author
- Darby, C. & Fath, S.** (July 2025). Allyship needs and supplies. Talk to be presented at the *Annual International Association for Conflict Management Conference*, Burlington, Vermont.
- ❖ Presented by co-author
- Fath, S. & Proudfoot, D.** (August 2024). Devaluation by omission: Limited identity options elicit anger and increase identification. Talk presented at the *Annual Academy of Management Meeting*, Chicago, Illinois.
- Darby, C. & Fath, S.** (June 2024). White privilege recognition and activism. Talk presented at the *Annual International Association for Conflict Management Conference*, Singapore.
- ❖ Presented by co-author
- Fath, S. & Proudfoot, D.** (February 2024). Devaluation by omission: Limited identity options elicit anger and increase identification. Talk presented at the *Annual Meeting for the Society for Personality and Social Psychology*, San Deigo, California.
- Crum, A. J., Akinola, M., Martin, A., & Fath, S.** (August 2023). The role of stress mindset in shaping cognitive, emotional, and physiological responses to challenging and threatening stress. Talk presented at the *Annual Academy of Management Meeting*, Boston, Massachusetts.
- Bae, S. & Fath, S.** (July 2023). Hierarchy as a signal of culture and belonging: Exploring why egalitarian ideology predicts aversion to hierarchical organizations. Talk presented at the *Annual International Association for Conflict Management Conference*, Thessaloniki, Greece.
- ❖ Presented by co-author
- Fath, S., Larrick, R. P., & Soll, J. B.** (May 2023). Encouraging self-blinding in hiring. Talk presented at the *Annual Behavioral Science and Policy Association Conference*, Virtual.
- Fath, S., Larrick, R. P., & Soll, J. B.** (February 2023). Self-blinding to reduce bias in hiring. Talk presented at the *Annual Meeting for the Society for Personality and Social Psychology*, Atlanta, Georgia.
- Fath, S., Larrick, R. P., & Soll, J. B.** (February 2023). Designing nudges to encourage self-blinding in hiring. Talk presented at the *Annual Meeting for the Society for Personality and Social Psychology*, Atlanta, Georgia.
- ❖ Presented by co-author
- Darby, C., McCluney, C., & Fath, S.** (August 2022). Marginalized workers' allyship perceptions of workplace friends and managers. Talk presented at the *Annual Academy of Management Meeting*, Seattle, Washington.
- ❖ Presented by co-author
- Bae, S. & Fath, S.** (August 2022). Hierarchy as a signal of culture and belonging: Exploring why egalitarian ideology predicts aversion to hierarchical organizations. Talk presented at the *Annual Academy of Management Meeting*, Seattle, Washington.
- ❖ Presented by co-author
- Bae, S. & Fath, S.** (February 2022). Hierarchy as a signal of culture and belonging: Exploring why egalitarian ideology predicts aversion to hierarchical organizations. Poster presented at the *Annual Meeting for the Society for Personality and Social Psychology*, San Francisco, California.
- Schlund, R., Proudfoot, D., & Fath, S.** (February 2022). Social class and endorsement of positive gender stereotypes. Poster presented at the *Annual Meeting for the Society for Personality and Social Psychology*, San Francisco, California.
- Fath, S., Ma, A., & Rosette, A. S.** (August 2020). Self-views of disadvantage and success impact perceptions of privilege among White men. Talk presented at virtual *Annual Academy of Management Meeting*
- ❖ Presented by co-author
  - ❖ Selected for OB Division Rapid Research Plenary on Racial Inequality
- Fath, S., Larrick, R. P., & Soll, J. B.** (August 2020). Blinding curiosity: Exploring preferences for "blinding" one's own judgment. Talk accepted for virtual *Annual Academy of Management Meeting*
- Matusik, J. G., Mitchell, R. L., Hays, N. A., Fath, S., & Hollenbeck, J. R.** (August 2020). The highs and lows of hierarchy in multiteam systems. Talk accepted for virtual *Annual Academy of Management Meeting*
- Fath, S., Larrick, R. P., & Soll, J. B.** (November 2019). Blinding curiosity: Exploring preferences for "blinding" one's own judgment. Talk presented at the *Annual Society for Judgment and Decision Making Meeting*, Montreal, Canada.

❖ Presented by co-author

**Fath, S.,** Ma, A., & Rosette, A. S. (August 2019). Self-views of disadvantage and success impact perceptions of privilege among White men. Talk presented at the *Annual Academy of Management Meeting*, Boston, Massachusetts.

**Fath, S.,** Larrick, R. P., & Soll, J. B. (November 2018). Blinding curiosity: Exploring preferences for “blinding” one’s own judgment. Poster presented at the *Annual Society for Judgment and Decision Making Meeting*, New Orleans, Louisiana.

**Fath, S.,** Larrick, R. P., & Soll, J. B. (August 2018). Blinding curiosity: Exploring preferences for “blinding” one’s own judgment. Talk presented at the *Annual Academy of Management Meeting*, Chicago, Illinois.

**Fath, S.,** Larrick, R. P., & Soll, J. B. (March 2018). Blinding curiosity: Exploring preferences for “blinding” one’s own judgment. Poster presented at the *Annual Meeting for the Society for Personality and Social Psychology*, Atlanta, Georgia.

**Fath, S.** & Kay, A. C. (August 2017). Exploring the effect of perceived normalcy on the endorsement of hierarchy. Talk presented at the *Annual Academy of Management Meeting*, Atlanta, Georgia.

**Fath, S.,** Proudfoot, D., & Kay, A. C. (April 2017). Effective to a fault: Organizational structure predicts attitudes towards minority organizations. Talk presented at the *Carolina Research in Social and Personality Psychology Conference*, Durham, North Carolina.

**Fath, S.** & Kay, A. C. (January 2017). On the self-reinforcing nature of hierarchy: Exploring the effects of perceived normalcy on the endorsement of hierarchy. Poster presented at the *Annual Meeting for the Society for Personality and Social Psychology*, San Antonio, Texas.

**Fath, S.,** Proudfoot, D., & Kay, A. C. (August 2016). Effective to a fault: Organizational structure predicts attitudes towards minority organizations. Talk presented at the *Annual Academy of Management Meeting*, Anaheim, California.

**Fath, S.,** Proudfoot, D., & Kay, A. C. (January 2016). Effective to a fault: Organizational structure predicts attitudes towards minority organizations. Talk presented at the *Annual Meeting for the Society for Personality and Social Psychology*, San Diego, California.

**Fath, S.** & Kay, A. C. (January 2016). Effects of hierarchical structure on system confidence and justification. Poster presented at the *Annual Meeting for the Society for Personality and Social Psychology*, San Diego, California.

## TEACHING

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### Course Instructor

ILR School, Cornell University

*Introduction to Organizations and Management*, Undergraduate

*Understanding and Improving Decision Making*, Undergraduate

*Understanding and Improving Decision Making*, MILR

*Judgment and Decision Making*, Ph.D.

eCornell, Cornell University

*Building Diverse Candidate Pools*, eCornell Online Certificate

*Adopting Inclusive Selection Practices*, eCornell Online Certificate

*Establishing Inclusive Employee Integration Processes*, eCornell Online Certificate

### Guest Lecturer

ILR School, Cornell University

*Diversity and Inclusion*, Undergraduate

*Diversity and Inclusion (advanced writing seminar)*, Undergraduate

*Enterprise of Social Science Research*, Ph.D.

### Executive Education & Advising

Cornell Center for Advanced Human Resource Studies, Cornell University

*Addressing Bias in Internal and External Hiring*, CAHRS Working Group, 2021

*Addressing Bias in Internal and External Hiring*, CAHRS Webcast, 2021  
 Customized Executive Education, Cornell University  
*Dynamic Decision Making*, Online Seminar, 2023  
*Managerial Decision Making*, Online Seminar, 2023

## HONORS & AWARDS

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ILR WIDE Center fast research grant (co-PI: \$5,000), <i>Diversity training language</i> , Cornell University	2024
ILR WIDE Center fast research grant (co-PI: \$5,000), <i>Devaluation by omission</i> , Cornell University	2023
ILR WIDE Center fast research grant (PI: \$1,800), <i>Perceptions of diversity officers' initiatives</i> , Cornell University	2023
SPSP Student Poster Award Finalist (student project led by Chadé Darby)	2023
Cornell Center for Social Sciences research grant (PI: \$7,525), <i>Black employees' allyship needs</i> , Cornell University	2022
Cornell Center for Social Sciences research grant (PI: \$11,900), <i>Testing interventions to encourage self-blinding</i> , Cornell University	2020
Selected for <i>AOM Best Paper Proceedings</i> (top 10% of accepted papers)	2020

## INVITED TALKS

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IX Communities (Membership Org. of Recruiting Professionals) Research Report (2024)  
 University of Maryland, Psychology Department (2024)  
 Cornell University, Behavioral Economics and Decision Research Showcase (2021)  
 Cornell University, ILR School, Dean's Advisory Council (2021)  
 Cornell University, ILR School (2019)  
 Emory University, Goizueta Business School (2019)  
 University of Illinois Urbana-Champaign, Gies College of Business (2019)

## PROFESSIONAL SERVICE

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### Cornell University Service

Grant Reviewer, Cornell Center for Social Sciences  
 Organizer, joint ILR School – Johnson College of Business Speaker Series (2022—2023)  
 Undergraduate Admissions Committee, ILR School (2022—2025)  
 Participant, ILR Faculty Panel for Early Decision students (2023)  
 Advisory Board Member, Cornell English Language Support Office (2024—2026)  
 Faculty Presenter, Johnson College of Business Marketing Journal Club (2024)  
 Faculty Panelist, Cornell MOSAIC (Alumni association) Forum (2025)

### Ad Hoc Reviewer

Academy of Management Annual Meeting  
 Academy of Management Review  
 Behavioral Science and Policy  
 Journal of Applied Psychology  
 Journal of Experimental Social Psychology  
 Journal of Organizational Behavior

Journal of Personality and Social Psychology  
 Management Science  
 Organizational Behavior and Human Decision Processes  
 Organization Science  
 Society for Personality and Social Psychology Annual Meeting

## **ACADEMIC ADVISING**

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### **PhD Advising**

Chadé Darby, Cornell University, ILR, PhD Expected 2027  
 Xingruo Zhang, Cornell University, ILR, PhD Expected 2029

### **Master's Thesis Committee Member (Chair noted in parentheses)**

Kimberly Williamson, Cornell University, Information Science (Kizilcec)  
 Archer Pan, Cornell University, Johnson College of Business (Thomas)

### **Undergraduate Advising**

Gabriella Pacitto, Cornell University, ILR, Credit Internship  
 Lia Papafloratos, Cornell University, ILR, Credit Internship  
 Rhys Hammond, Cornell University, ILR, Credit Internship  
 Jordan Monaco, Cornell University, ILR, Credit Internship  
 Ryan Wu, Cornell University, ILR, Credit Internship  
 Reilly Powers, Cornell University, ILR, Credit Internship  
 Jackson Stone, Cornell University, ILR, Credit Internship  
 Michelle Yang, Cornell University, ILR, Honors Thesis Second Reader

## **WORK EXPERIENCE (ACADEMIA)**

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Northwestern University, Kellogg School of Management <i>Research Assistant</i> to Dr. Adam Galinsky	2011—2012
Columbia University, Columbia Business School <i>Research Coordinator</i> for Dr. Adam Galinsky	2012—2014

## **PROFESSIONAL AFFILIATIONS**

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Academy of Management	2015 —
Society for Personality and Social Psychology	2015 —
Society for Judgment and Decision Making	2018 —