

**SEAN FATH**

394 Ives Hall, Cornell University, Ithaca, NY 14853  
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. Roy, E., ... many authors including **Fath, S.**, ... & Axt, J. R. (Forthcoming). A contest study to reduce attractiveness-based discrimination in social judgment. *Journal of Personality and Social Psychology*.  
❖ Contributions as author: Study design; manuscript revision
2. **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/)
3. **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)
4. **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)

5. **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)
6. 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.
7. 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)
8. **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*.
9. **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)
10. 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.

## **PRACTITIONER PUBLICATIONS**

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11. **Fath, S.\*** & Proudfoot, D.\* (2024). What demographics forms say about inclusivity at your company. *Harvard Business Review*.
12. **Fath, S.** (2023). When blind hiring advances DEI – and when it doesn’t. *Harvard Business Review*.
13. Ma, A., **Fath, S.**, & Rosette, A. S. (2022). People can learn to recognize their racial privilege. *Harvard Business Review*.
14. **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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Bae, S. & **Fath, S.** Ideology and organizational attraction (*Revise & Resubmit at Journal of Experimental Social Psychology*)

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

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

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

## **SELECT RESEARCH IN PROGRESS**

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

**Fath, S.** & Larrick, R. P. Believing more information is always better (*Data Collection*)

**Fath, S.**, Proudfoot, D., & Keller, J. R. Beliefs about discrimination reduction (*Data Collection*)

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

Darby, C., **Fath, S.**, & Unzueta, M. Perceptions of diversity officers (*Data Collection*)

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

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

❖ Selected as a Showcase Symposium

❖ Symposium organizer and chair

## **CONFERENCE PRESENTATIONS**

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**Fath, S.** & Proudfoot, D. (August 2024). Devaluation by omission: Limited identity options elicit anger and increase identification. Talk to be 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 Diego, 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). Ideology and organizational attraction. 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). Ideology and organizational attraction. Talk presented at the *Annual Academy of Management Meeting*, Seattle, Washington.

❖ Presented by co-author

Bae, S. & **Fath, S.** (February 2022). Ideology and organizational attraction. 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>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 AOM Best Paper Proceedings (top 10% of accepted papers)	2020

## INVITED TALKS

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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)

### Ad Hoc Reviewer

Academy of Management Annual Meeting  
 Academy of Management Review  
 Journal of Applied Psychology  
 Journal of Experimental Social Psychology  
 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 2011—2012  
*Research Assistant* to Dr. Adam Galinsky

Columbia University, Columbia Business School 2012—2014  
*Research Coordinator* for Dr. Adam Galinsky

**PROFESSIONAL AFFILIATIONS**

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