

Daniel Newark
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EDUCATION

PhD, Organization Studies, Stanford Graduate School of Education	2014 (Expected)
PhD Minor, Organizational Behavior, Stanford Graduate School of Business	2014 (Expected)
<ul style="list-style-type: none">Completed all the courses and the qualifying field exam required for a PhD in organizational behavior from the business school	
MA, Economics, Stanford University	2011
BA with Honors; Humanities, Organizations, & Society; Stanford University	2003
Coursework, Universidad Complutense de Madrid, Madrid, Spain	2005
Duke University Leadership and the Arts in New York program, NYC, NY	Spring 2001
Boston University's Paris Internship Program, Paris, France	Fall 1998

FELLOWSHIPS & AWARDS

SUMMER INSTITUTE ON BOUNDED RATIONALITY Max Planck Institute for Human Development, Berlin, Germany	July 2012
REGINA CASPER STANFORD GRADUATE FELLOWSHIP IN SCIENCE AND ENGINEERING Stanford University, Stanford, CA	2008—2011
HONORS FOR UNDERGRADUATE THESIS IN HUMANITIES, ORGANIZATIONS, & SOCIETY Stanford University, Stanford, CA	2003

RESEARCH INTERESTS

Decision-Making (individual and organizational), Experimental Economics, Healthcare,
Helping Behavior, Identity, Prosocial Behavior, Social Entrepreneurship

JOURNAL PUBLICATIONS

Newark, D.A., Flynn, F.J., and Bohns, V.K. (In press). Once bitten, twice shy: The effect of a past refusal on expectations of future compliance. *Social Psychological and Personality Science*

MANUSCRIPTS UNDER REVIEW

Newark, D.A. (2013). Indecision and the construction of self (manuscript under review)

Newark, D.A. & Flynn, F.J. (2013). A helping hand is hard at work: Underestimating effort in response to help requests (manuscript under review)

MANUSCRIPTS IN PROGRESS

- Newark, D.A. (2013) Resilience in the quest for help: Seeking assistance after rejection (data collection in progress)
- Newark, D.A. & O'Connor, K.S. (2013) Healthy eating and intertemporal choice: Does ordering lunch ahead of time result in healthier food choices? (data collection in progress)
- O'Connor, K.S. & Newark, D.A. (2013) The determinants of indecision: Are indecisive people more imaginative or more likely to engage in perspective-taking? (data collection in progress)
- Valant, J.M. & Newark, D.A. (2013) My school, our school, your school: The effect of proximity on preferences and priorities in educational institutions (manuscript in preparation)

OTHER PUBLICATIONS & SELECTED MEDIA COVERAGE

- Newark, D.A. (2012). Speak, Memory. *Stanford Magazine*, May/June 2012. (Available at http://alumni.stanford.edu/get/page/magazine/article/?article_id=53322)
- Newark, D.A. (2012). All Talk: 58 Commencement Speeches Analyzed (interview by Sam Scott). *Stanford Magazine (online exclusive)*, May/June 2012. (Available at http://alumni.stanford.edu/get/page/magazine/article/?article_id=54452)
- Newark, Flynn, & Bohns (In press) was covered by the Postmedia News wire service and appeared in several media outlets. A sample article can be found at <http://tinyurl.com/themontrealgazette>.

ADDITIONAL RESEARCH EXPERIENCE

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| EMERGENCY DEPARTMENT, STANFORD HOSPITAL AND CLINICS | Present |
| <ul style="list-style-type: none"> • Over 150 hours of participant observation and interviews with attending physicians, residents, nurses, techs, and administrators. • This research is part of an international collaboration on high-stakes decision-making entitled, "Extreme Environments—Everyday Decisions." | |
| MARCH OF DIMES PREMATURITY RESEARCH CENTER AT STANFORD | Present |
| <ul style="list-style-type: none"> • Participant observation of weekly leadership and research meetings for a new, transdisciplinary center dedicated to understanding and preventing preterm birth. | |
| PRIMARY CARE CLINIC, STANFORD CHILDREN'S HOSPITAL | 2011 |
| <ul style="list-style-type: none"> • Participant observation and interviews with attending physicians, residents, nurses, administrators, and patients. • This research was conducted as part of a course on ethnographic methodology. It culminated with a presentation and formal report to the clinic staff. | |
| DECISION SCIENCE LABORATORY, HARVARD UNIVERSITY, CAMBRIDGE, MA | 2007-2008 |
| <ul style="list-style-type: none"> • Research assistant | |

TEACHING INTERESTS

Decision-Making, Ethics, Leadership, Management, Negotiation, Organizational Behavior, Research Methods, Social Entrepreneurship and Social Innovation

TEACHING EXPERIENCE

ORGANIZATIONAL ANALYSIS — A “FLIPPED CLASSROOM” MASSIVE OPEN ONLINE COURSE (MOOC)
OFFERED THROUGH COURSERA

Enrollment included 30 Stanford graduate students and over 30,000 adults around the world. Teaching assistant for Daniel McFarland, Stanford Graduate School of Education, Stanford, CA (2012)

STRATEGIC LEADERSHIP

Course assistant for John-Paul Ferguson, Stanford Graduate School of Business, Stanford, CA (2012)

WRITING AND COMPOSITION TUTOR

Summer College, Stanford University, Stanford, CA (2012)

EXPERIMENTAL ECONOMICS

Teaching Assistant for Muriel Niederle, Stanford University Department of Economics, Stanford, CA (2011)

ACADEMIC ADVISOR

Summer College, Stanford University, Stanford, CA (2011)

GMAT INSTRUCTOR AND MBA APPLICATION COACH

MBA Center, Paris, France (2007)

ENGLISH LANGUAGE INSTRUCTOR

Paris, France (2007)

FACULTY ACADEMIC ADVISOR TO FRESHMEN

Stanford University, Stanford, CA (2003-2004)

BUSINESS CONCEPTS AND SKILLS FOR THE SOCIAL SECTOR

Teaching Assistant to Gordon Bloom, Stanford University Department of Public Policy, Stanford, CA (2002)

LANGUAGES

English (native speaker—raised in the United States)

Spanish (native speaker—born in Buenos Aires, Argentina to Argentine parents)

French (professional proficiency—10 years of coursework and 1 year living in Paris, France)

PROFESSIONAL AFFILIATIONS

Academy of Management (AOM), Society for Personality and Social Psychology (SPSP)

FACULTY REFERENCES & CONTACT INFORMATION

James G. March

Jack Steele Parker Professor of International Management, Emeritus
Graduate School of Business
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Francis J. Flynn

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Markus Hällgren

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Umeå University
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Visiting Scholar (2011-2013)
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