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ACADEMIC POSITIONS

July 2010 – present **Stern School of Business, New York University**
Assistant Professor of Management & Organizations

EDUCATION

May 2010 **Haas School of Business, University of California, Berkeley**
Ph.D., Business Administration

December 2002 **The Pennsylvania State University**
B.S., Computer Science, minor in Statistics
with honors and with high distinction

RESEARCH INTERESTS

- Rivalry and Competition
- Status and Power
- Group Dynamics
- Negotiations

PUBLICATIONS

- Galinsky, A. D., & Kilduff, G. J. 2013. Be seen as a leader: A simple exercise can boost your status and influence. *Harvard Business Review*, 91, 127-130.
- Kilduff, G. J., & Galinsky, A. D. 2013. From the ephemeral to the enduring: How approach-oriented mindsets lead to greater status. *Journal of Personality and Social Psychology*, 105, 816-831.
- Pierce, J. R., Kilduff, G. J., Galinsky, A. D., & Sivanathan, N. 2013. From glue to gasoline: How competition turns perspective-takers unethical. *Psychological Science*, 24, 1986-1994.
- Anderson, C., Willer, R., Kilduff, G. J., & Brown, C. E. 2012. The origins of deference: When do people prefer lower status? *Journal of Personality and Social Psychology*, 102, 1077-1088.
- Magee, J. C., Kilduff, G. J., & Heath, C. 2011. On the folly of principals' power: Managerial psychology as a cause of bad incentives. *Research in Organizational Behavior*, 31, 25-41.

- Kilduff, G. J., Elfenbein, H. A., & Staw, B. M. 2010. The psychology of rivalry: A relationally-dependent analysis of competition. *Academy of Management Journal*, 53, 943-969. *Finalist for the Academy of Management Journal Best Paper Award*.
- Anderson, C., & Kilduff, G. J. 2009. The pursuit of status in social groups. *Current Directions in Psychological Science*, 18, 295-298.
- Anderson, C., & Kilduff, G. J. 2009. Why do dominant personalities attain influence in face-to-face groups? The competence-signaling effects of trait dominance. *Journal of Personality and Social Psychology*, 96, 491-503.
- Curhan, J. R., Elfenbein, H. A., & Kilduff, G. J. 2009. Getting off on the right foot: Subjective value versus economic value in predicting longitudinal job outcomes from job offer negotiations. *Journal of Applied Psychology*, 94, 524-534.

MANUSCRIPTS UNDER REVIEW

- Kilduff, G. J., Galinsky, A. D., Gallo, E., & Reade, J. J. Whatever it takes: The consequences of rivalry for unethical behavior. 3rd invited revision at *Administrative Science Quarterly*.
- Kilduff, G. J. Rivalry, motivation, and performance. Under review at *Social Psychological and Personality Science*.
- Kilduff, G. J., Anderson, C., & Willer, R. Consensus and contributions: How shared status hierarchies promote group success. Under review at *Organization Science*.

SELECTED MEDIA COVERAGE

- [“Looks can be convincing: To get promoted, just appear competent”](#) Fast Company, October 21, 2013
- [“Lance Armstrong’s confession and the psychology of the competitor”](#) TIME, January 17, 2013.
- [“Do college rivalries go too far?”](#) USA Today, August 31, 2012.
- [“Faster, higher, stronger!”](#) The Psychologist, July, 2012.
- [“Enemy me on Facebook”](#) Boston Globe, February 26, 2012.
- [“The double-edged sword of business rivalry”](#) The Globe and Mail, October 12, 2011.
- [“86.74 is going to stand for a long time”](#) ESPN The Magazine, June 16, 2011.
- [“Meeting your match: Feelings of rivalry can change our thoughts and behavior”](#) Scientific American Mind, October 28, 2010.
- [“The psychology of social status”](#) Scientific American, December 8, 2009.
- [“Competence: Is your boss faking it?”](#) Time/CNN, February 11, 2009.

CONFERENCE PRESENTATIONS

- Kilduff, G. J., & Thomas, J. P. 2013. The heat of battle: The influence of rivalry on competitive decision-making. Paper presented at the 2013 annual meeting of the Academy of Management, Orlando, FL.
- Invited speaker at “The productivity process: Research tips and strategies from prolific junior faculty,” 2013 annual meeting of the Academy of Management, Orlando, FL.

- Kilduff, G. J., Galinsky, A. D., Gallo, E., & Reade, J. J. 2013. Whatever it takes: Rivalry and unethical behavior. Paper presented at the 2013 annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Kilduff, G. J., Chen, M.-J., & Su, K.-H. 2012. Holding a grudge: Psycho-historical rivalry in competitive dynamics. Paper presented at the 2012 annual meeting of the Academy of Management, Boston, MA.
- Kilduff, G. J., & Galinsky, A. D. 2012. The butterfly effect of status. Paper presented at the 2012 annual meeting of the Academy of Management, Boston, MA.
- Kilduff, G. J., Galinsky, A. D., Gallo, E., & Reade, J. J. 2012. Whatever it takes: Rivalry and unethical behavior. Paper presented at the 2012 annual meeting of the International Association for Conflict Management, Stellenbosch, South Africa. *Runner-up for best empirical paper.*
- Kilduff, G. J., & Galinsky, A. D. 2012. The butterfly effect of status. Paper presented at the 2012 annual meeting of the International Association for Conflict Management, Stellenbosch, South Africa.
- Kilduff, G. J., & Galinsky, A. D. 2011. The butterfly effect of status. Paper presented at the 2011 annual meeting of the Society of Experimental Social Psychology, Washington, DC.
- Kilduff, G. J. 2011. The effects of rivalry on motivation and performance. Paper presented at the 2011 annual meeting of the Academy of Management, San Antonio, TX.
- Kilduff, G.J., Sivanathan, N., & Galinsky, A. D. 2010. Whatever it takes: The consequences of rivalry for unethical behavior. Paper presented at the 2010 annual meeting of the Academy of Management, Montreal, Canada.
- Kilduff, G. J., & Anderson, C. 2009. Status conflict: How disagreement over status affects group performance and group member behavior. Paper presented at the 2009 annual meeting of the Society for Personality and Social Psychology, Tampa, FL.
- Anderson, C., & Kilduff, G. J. 2008. Why are group status hierarchies determined by dominance? Paper presented at the 2008 annual meeting of the Society of Experimental Social Psychology, Sacramento, CA.
- Anderson, C., & Kilduff, G. J. 2008. Why do dominant people attain status in groups? Paper presented at the 2008 annual meeting of the Academy of Management, Anaheim, CA.
- Kilduff, G. J., Curhan, J. R., & Elfenbein, H. A. 2007. Negotiation satisfaction leads to job satisfaction. Paper presented at the 2007 annual meeting of the Academy of Management, Philadelphia, PA.
- Kilduff, G. J., & Anderson C. 2006. Batting for status: The origins and outcomes of status conflicts in groups. Paper presented at the 2006 annual meeting of the Academy of Management, Atlanta, GA.
- Kilduff, G. J. 2005. "The Motivational Effects and Organizational Consequences of CEO Rivalry." Paper presented at the 2005 annual meeting of the Academy of Management, Honolulu, HI.

CHAired CONFERENCE SYMPOSIA

- Kilduff, G. J. 2010. The dark side of rivalry: Consequences for unethical, irrational, and antisocial behavior. Symposium presentation at the 70th annual meeting of the Academy of Management, Montreal, Canada.

Kilduff, G. J. (with C. Anderson). 2009. Jockeying for position: New approaches to the study of power and status. Symposium at the 10th annual meeting of the Society for Personality and Social Psychology, Tampa, FL.

Kilduff, G. J. (with C. Anderson). 2006. Jockeying for position: The dynamics of status and power in social groups. Symposium at the 66th annual meeting of the Academy of Management, Atlanta, GA.

PROFESSIONAL ACTIVITIES

Editorial Review Board member at Academy of Management Journal

Ad hoc reviewer:

- Academy of Management Review
- Administrative Science Quarterly
- Journal of Applied Psychology
- Journal of Experimental Social Psychology
- Journal of Personality and Social Psychology
- Organizational Behavior and Human Decision Processes
- Organization Science
- Personality and Social Psychology Bulletin
- Perspectives on Psychological Science
- Psychological Science
- Social Psychological and Personality Science
- National Science Foundation
- Academy of Management Annual Conference: Organizational Behavior and Conflict Management Divisions
- International Association for Conflict Management Annual Conference

Member, Academy of Management, 2005 – present

Member, Society for Personality and Social Psychology, 2006 – present

Member, Society of Experimental Social Psychology, 2011 – present

Member, International Association for Conflict Management, 2012 – present

PROFESSIONAL EXPERIENCE

Minitab Inc., 2003 - 2004

Software Engineer