

EMILY N. GARBINSKY

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EMPLOYMENT

University of Notre Dame, *Assistant Professor of Marketing* July 2015 – present

EDUCATION

Stanford University, Graduate School of Business, *Ph.D., Marketing* June 2015
 Carnegie Mellon University, *B.S., Psychology and Decision Science* May 2010

JOURNAL PUBLICATIONS

Garbinsky, Emily N., Anne-Kathrin Klesse, and Jennifer Aaker (2014), “Money in the Bank: Feeling Powerful Increases Saving,” *Journal of Consumer Research*, 41 (3), 610-623.

- Select media coverage: *Science Daily, American Banker, Quartz, Psych Central, Science Word Report*

Garbinsky, Emily N., Carey K. Morewedge, and Baba Shiv (2014), “Interference of the End: Why Recency Bias in Memory Determines When a Food is Consumed Again,” *Psychological Science*, 25 (7), 1466-1474.

- Select media coverage: *Science Daily, Scientific American, NY Daily News, Quartz, Huffington Post*

Garbinsky, Emily N., Carey K. Morewedge, and Baba Shiv (2014), “Does Liking or Wanting Determine Repeat Consumption Delay?” *Appetite*, 72, 59-65.

Baumeister, Roy F., Kathleen D. Vohs, Jennifer Aaker, and Emily N. Garbinsky (2013), “Some Key Differences Between a Happy Life and a Meaningful Life,” *Journal of Positive Psychology*, 8 (6), 505-516.

- Select media coverage: *The Atlantic, The New York Times, The New Yorker, Business Insider, Aeon Magazine, Palo Alto Weekly*

Aaker, Jennifer, Emily N. Garbinsky, and Kathleen D. Vohs (2012), “Cultivating Admiration in Brands: Warmth, Competence, and Landing in the Golden Quadrant,” *Journal of Consumer Psychology*, 22 (2), 191-194.

WORKING PAPERS

Garbinsky, Emily N., Anne-Kathrin Klesse, and Szu-chi Huang, “The Power to Know What You Have: Feeling Powerful Increases Money Organization,” under review, *Journal of Consumer Psychology*.

Garbinsky, Emily N., and Joe J. Gladstone, “The Consumption Consequences of Couples Pooling Financial Resources,” in prep, *Journal of Marketing Research*.

Gladstone, Joe J., Sandra Matz, and Emily N. Garbinsky, “How Price Moderates Self-Brand Congruity,” in prep, *Journal of Marketing Research*.

SELECT WORK IN PROGRESS

Garbinsky, Emily N., and Joe J. Gladstone, "Pooling Financial Resources and Happiness."

Gladstone, Joe J., and Emily N. Garbinsky, "Exploring Financial Infidelity."

Klesse, Anne-Kathrin, and Emily N. Garbinsky, "The Effect of Actionable Food Temptations on Consumption Enjoyment."

AWARDS

BMO Wealth Management Best Paper Award, CFP Academic Research Colloquium, 2017

University and College Honors (GPA: 4.0), Carnegie Mellon University, 2010

Phi Beta Kappa, Carnegie Mellon University, 2010

Psychology Research Oral Presentation Award, Carnegie Mellon University, 2010

Mortar Board National Honor Society, Carnegie Mellon University, 2009

Phi Kappa Phi National Honor Society, Carnegie Mellon University, 2009

Psi Chi National Honor Society, Carnegie Mellon University, 2007

INVITED TALKS

Emory University, Department of Marketing (October 2014)

University of Pittsburgh, Department of Marketing and Business Economics (October 2014)

University of Notre Dame, Department of Marketing (October 2014)

Arizona State University, Department of Marketing (September 2014)

University of Florida, Department of Marketing (September 2014)

University of British Columbia, Marketing and Behavioral Science Division (September 2014)

Pacific Financial Group, Financial Leadership Council Annual Conference (July 2014)

Tilburg University, Department of Marketing (July 2013)

CONFERENCE PRESENTATIONS

* denotes presenting author

Garbinsky, Emily N.*, and Joe J. Gladstone (2017, February). "The Consumption Consequences of Couples Pooling Financial Resources," Paper to be presented at the *Society for Consumer Psychology Conference*, San Francisco, CA.

Garbinsky, Emily N., and Joe J. Gladstone* (2017, February). "The Consumption Consequences of Couples Pooling Financial Resources," Paper to be presented at the *Academic Research Colloquium for Financial Planning and Related Disciplines*, Arlington, VA.

Garbinsky, Emily N., and Joe J. Gladstone* (2016, December). "The Consumption Consequences of Couples Pooling Financial Resources," Poster presented at the *Consumer Financial Protection Bureau Research Conference*, Washington, D.C.

Garbinsky, Emily N., Anne-Kathrin Klesse*, and Szu-chi Huang (2016, October). "The Power to Know What You Have: Feeling Powerful Facilitates Money Management," Paper presented at the *Association for Consumer Research Conference*, Berlin, Germany.

Garbinsky, Emily N.*, and Joe J. Gladstone (2016, May). “The Consumption Consequences of Joint Bank Accounts,” Paper presented at the *Association for Psychological Science Conference*, Chicago, IL.

Garbinsky, Emily N.*, Anne-Kathrin Klesse, and Szu-chi Huang (2015, May). “The Power to Know What You Have: Feeling Powerful Facilitates Money Monitoring,” Poster presented at the *Boulder Summer Conference on Consumer Financial Decision Making*, Boulder, CO.

Garbinsky, Emily N., Carey K. Morewedge*, and Baba Shiv (2014, October). “Interference of the End: Why Recency Bias in Memory Determines When a Food is Consumed Again,” Paper presented at the *Association for Consumer Research Conference*, Baltimore, MD.

Garbinsky, Emily N.*, Anne-Kathrin Klesse, and Jennifer Aaker (2014, March). “The Effect of Power on Saving,” Paper presented at the *Society for Consumer Psychology Conference*, Miami, FL.

Garbinsky, Emily N.*, Anne-Kathrin Klesse, and Jennifer Aaker (2013, October). “With Great Power Comes Financial Responsibility: The Effect of Power on Saving,” Paper presented at the *Association for Consumer Research Conference*, Chicago, IL.

Garbinsky, Emily N.*, Carey K. Morewedge, and Baba Shiv (2013, July). “Goods and the Last Drop: Memory for End Satiation Delays Repeat Consumption Frequency,” Paper presented at the *European Association for Consumer Research Conference*, Barcelona, Spain.

Garbinsky, Emily N.*, and Jennifer Aaker (2013, July). “The Power of Giving: Why People Give Over Time,” Paper presented at the *European Association for Consumer Research Conference*, Barcelona, Spain.

Baumeister, Roy F., Kathleen D. Vohs*, Jennifer Aaker, and Emily N. Garbinsky (2013, January). “What’s Really the Difference Between a Happy Life and a Meaningful Life?,” Paper presented at the *Society for Personality and Social Psychology Conference*, New Orleans, LA.

Garbinsky, Emily N.*, and Jennifer Aaker (2012, October). “Make Them Smile: The Temporal Effect of Emotional Appeals on Giving,” Paper presented at the *Association for Consumer Research Conference*, Vancouver, BC.

Garbinsky, Emily N.*, Carey K. Morewedge, and Baba Shiv (2012, June). “Too Much of a Good Thing: Memory for Satiation Affects Repeat Consumption Decisions,” Paper presented at the *Behavioral Decision Research in Management Conference*, Boulder, CO.

Garbinsky, Emily N.*, and Taly Reich (2012, June). “The Sequencing Effect: Altering Consequences by Alternating the Sequence,” Poster presented at the *Behavioral Decision Research in Management Conference*, Boulder, CO.

Baumeister, Roy F.*, Kathleen D. Vohs, Jennifer Aaker, and Emily N. Garbinsky (2012, May). “Meaning and Happiness: What’s the Difference?,” Paper presented at the *Association for Psychological Science Conference*, Chicago, IL.

Garbinsky, Emily N.*, Carey K. Morewedge, and Baba Shiv (2012, February). “Too Much of a Good Thing: Memory for Satiation Affects Repeat Consumption Decisions,” Paper presented at the *Society for Consumer Psychology Conference*, Las Vegas, NV.

Garbinsky, Emily N.*, Carey K. Morewedge, and Baba Shiv (2011, October). “Too Much of a Good Thing? Effects of Satiation on Future Consumption Decisions,” Paper presented at the *Association for Consumer Research Conference*, St. Louis, MO.

Garbinsky, Emily N.*, and Carey K. Morewedge (2010, November). “Attention Moderates the Impact of Expectations on Hedonic Experience,” Poster presented at the *Society for Judgment and Decision Making Conference*, St. Louis, MO.

TEACHING

Principles of Marketing, Undergraduate

SERVICE

AMA Sheth Doctoral Consortium Session Chair, 2016

Mendoza Undergraduate Graduation Ceremony Card Reader, 2016

Dinner with Professors Volunteer, 2016

Mendoza Behavioral Lab Meeting Co-Organizer, 2016

Mendoza Major Night Volunteer, 2015

Recruiting Committee, 2015

Journal Reviewing:

Journal of Consumer Psychology, 2017-present

Journal of Marketing Research, 2015-present

PROFESSIONAL AFFILIATIONS

Association for Consumer Research

Association for Psychological Science

Society for Consumer Psychology

Society for Judgment and Decision Making