

Giulia Maimone

Giulia.Maimone@rady.ucsd.edu

EDUCATION

Rady School of Management, UC San Diego, USA Ph.D. in Marketing	Expected 2023
Bocconi University, Italy M.S. in Management and Economics for Art, Culture, Media, and Entertainment <i>Summa cum laude</i>	2013 – 2015
HEC Université de Lausanne, Switzerland Master Exchange Program	2015
Bocconi University, Italy B.S. in Economics and Management for Art, Culture, and Communication	2010 – 2013

RESEARCH INTERESTS

Antecedents and Consequences of Choice, Morality and Decision-Making, Judgment and Decision-Making under Uncertainty, Consumer Behavior

WORKING PAPERS AND MANUSCRIPTS UNDER REVIEW

- Maimone, Giulia**, Uma R. Karmarkar, and On Amir, “Word Polarity, Judgment Confidence, and Attitudes”
- Maimone, Giulia**, Joachim Vosgerau, and Ayelet Gneezy, “I’d Rather Die by My Own Hand”
- Maimone, Giulia**, Gil Appel, Craig R. M. McKenzie, and Ayelet Gneezy, “Sexual Misconduct, Scientific Fraud, and Citation Penalties”

SELECTED RESEARCH IN PROGRESS

- Maimone, Giulia**, Gil Appel, Tom Meyvis, and Ayelet Gneezy, “Separating the Art from the Artist? The Impact of Sexual Scandals on Consumption”
- Maimone, Giulia**, Joachim Vosgerau, and Ayelet Gneezy, “The Dark Side of Receiving Advice”
- Donnelly, Kristin, [and 24 others, including **Giulia Maimone**, Don Moore, and Leif Nelson] “An Empirical Audit and Review of Moral Licensing”

HONORS AND AWARDS

AMA-Sheth Doctoral Consortium fellow	2022
ACR Shark Tank Research Competition Winner – JDM track	2018
UC San Diego Doctoral Fellowship	2017-present
UC San Diego Frontiers of Innovation Scholars Program grant	2017
HEC Lausanne – 6 months Master Exchange Program fellow	2015
Bocconi FAST Business Game winner	2014
Bocconi Talent Program fellow	2010

CONFERENCE PRESENTATIONS

ORGANIZED SYMPOSIA

“Message Characteristics and Their Downstream Consequences on Judgment,” (2021), *Association for Consumer Research* annual conference, virtual

“Control Over Negative Outcomes,” (2021), *Association for Consumer Research* annual conference, virtual

PAPER PRESENTATIONS (* presenter)

***Maimone, Giulia**, Uma R. Karmarkar, and On Amir (2021), “The Impact of Linguistic Structure on Judgment Confidence and Source Attitudes,” Paper presented at *Association for Consumer Research* annual conference, virtual

***Maimone, Giulia**, Joachim Vosgerau, and Ayelet Gneezy (2021), “I’d Rather Die by My Own Hand,” Paper presented at *Association for Consumer Research* annual conference, virtual

***Maimone, Giulia**, Uma R. Karmarkar, and On Amir (2022), “How Word Polarity Affects Listeners’ Judgment Confidence and Attitudes,” Paper presented at *Society for Consumer Psychology* annual conference, virtual

***Maimone, Giulia**, Gil Appel, Craig R. M. McKenzie, and Ayelet Gneezy (2022), “Sexual Misconduct, Scientific Fraud, and Citation Penalties,” Paper to be presented at *Association for Consumer Research* annual conference, Denver, CO

***Maimone, Giulia**, Gil Appel, Craig R. M. McKenzie, and Ayelet Gneezy (2022), “Sexual Misconduct, Scientific Fraud, and Citation Penalties,” Paper to be presented at *Society for Judgment and Decision Making* annual conference, San Diego, CA

POSTER PRESENTATIONS (* presenter)

***Maimone, Giulia**, Uma R. Karmarkar, and On Amir (2019), “How Word Polarity Affects Listeners’ Judgment Confidence and Attitudes,” Poster presented at *Society for Judgment and Decision Making* annual conference, Montréal, Canada

***Maimone, Giulia**, Joachim Vosgerau, and Ayelet Gneezy (2022), “I’d Rather Die by My Own Hand,” Poster to be presented at *Society for Judgment and Decision Making* annual conference, San Diego, CA

TEACHING EXPERIENCE

Rady School of Management at UC San Diego, USA	2019-present
Graduate Teaching Assistant	
• MGT407 – Marketing Full-time MBA (<i>Prof. U. R. Karmarkar</i>)	2020, 2021, 2022
• MGT103 – Marketing Undergraduate (<i>Dr. K. Bates</i>)	2019
• MGT422 – Creativity and Innovation (<i>Prof. C. R. M. McKenzie</i>)	2020
• MGT429 – Leadership in a Crisis (<i>Dr. B. L. Sadler</i>)	2020
• MGTA402 – Data Driven Communications (<i>A. B. Meyer</i>)	2021
School of Global Policy & Strategy, UC San Diego, USA	2020-present
Graduate Teaching Assistant	
• GPIM420 – Marketing Core (<i>Prof. U. R. Karmarkar</i>)	2021
• GPPS443 – National Security and Decision Making (<i>VADM R. Thomas</i>)	2020, 2021
• GPPS442 – Foundations of Strategic Studies (<i>VADM R. Thomas</i>)	2020, 2021, 2022
• GPPS444 – History of Warfare (<i>VADM R. Thomas</i>)	2020
Bocconi University, Italy	2016-2017
Marketing Department Graduate Teaching Assistant	

OTHER ACADEMIC EXPERIENCES

Rady School of Management at UC San Diego, USA	2017-2019
Lab Manager of the Rady Incentives Laboratory	
• Responsible for recruiting participants, conducting experiments, and managing the subject-pool.	
Bocconi University, Italy	2016-2017
Research Assistant for Professor <i>Joachim Vosgerau</i>	
Lab Manager of the Bocconi Experimental Laboratory for the Social Sciences (BELSS)	
• Responsible for supporting researchers preparing stimulus material, recruiting participants, conducting experiments, and managing the subject-pool.	

PROFESSIONAL EXPERIENCES

Ravensburger IT and ES, Italy	2016
Trade Marketing Specialist	
• Responsible for updating/upgrading the company's trade marketing tools.	
Visionando srl, Milan, Italy	2014-2015
Business Analyst	
• Responsible for the development of strategic analyses related to market trends and competitive overviews, market researches, design and implementation of interviews and questionnaires, and the moderation of project meetings and managers' teamwork sessions.	

SERVICE AND AFFILIATIONS

Ad Hoc Journal Reviewer

- Journal of Personality and Social Psychology

Conferences Reviewer

- ACR annual conference (2020-present)
- SCP annual conference (2019-present)
- EMAC annual conference (2022-present)

Professional Affiliations

- Association for Consumer Research (ACR)
- Society for Judgment and Decision Making (SJDM)
- Society for Consumer Psychology (SCP)

RELEVANT COURSEWORK

Research Topics

Doctoral Topics in Business Administration (UC Berkeley)	Leif Nelson & Don Moore
Topics in Marketing Research (UC San Diego)	Ayelet Gneezy
Topics in Judgment and Decision Making (UC San Diego)	On Amir
Judgment and Decision Making Under Uncertainty (UC San Diego)	Uma R. Karmarkar
Judgment and Decision Making (UC San Diego)	Craig R. M. McKenzie
Psychology and Decision Making (UC San Diego)	Craig R. M. McKenzie
Consumer Behavior Research A (UC San Diego)	Wendy Liu
Consumer Behavior Research B (UC San Diego)	Wendy Liu
Behavioral Research (UC San Diego)	Uri Gneezy
Topics in Behavioral Economics (UC San Diego)	Uri Gneezy
Behavioral Economics (UC San Diego)	Charles Sprenger
Social Psychology (UC San Diego)	Piotr Winkielman
Delay of Gratification (UC San Diego)	Nicholas Christenfeld

Research Methods

Management Research A – Experimental Research (UC San Diego)	Uri Gneezy
Management Research B – Observational Research (UC San Diego)	Kenneth Wilbur
Management Research C – Analytics (UC San Diego)	Kanishka Misra & Karsten Hansen
Quantitative Methods in Psychology A (UC San Diego)	Edward Vul
Quantitative Methods in Psychology B (UC San Diego)	Edward Vul
Microeconomics A (UC San Diego)	Melissa Famulari
Microeconomics B (UC San Diego)	Maxim Sinitsyn
Math and Statistical Foundations (UC San Diego)	James Fowler
Research Methods (Bocconi)	Joachim Vosgerau

REFERENCES

Ayelet Gneezy (co-chair)

Professor of Behavioral Sciences and Marketing
Rady School of Management, UCSD

agneezy@ucsd.edu

On Amir

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Craig R. M. McKenzie

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Gil Appel

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Uma R. Karmarkar (co-chair)

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Uri Gneezy

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