

DANIELA GOYA-TOCCHETTO
Ph.D. Candidate
Fuqua School of Business, Duke University

dg217@duke.edu

EDUCATION

Ph.D. in Business Administration (2018-2023—expected)	Duke University Durham, NC, United States
Ph.D. in Philosophy (2010-2014)	Federal University of Rio Grande do Sul Porto Alegre, Brazil
M.Sc. in Philosophy & Public Policy (2008-2009)	London School of Economics London, England
M.Sc. in Economics (2006-2008)	Federal University of Rio Grande do Sul Porto Alegre, Brazil
B.S. in Economics (2001-2005)	Federal University of Rio Grande do Sul Porto Alegre, Brazil

PUBLICATIONS

- Goya-Tocchetto, D.**, Kay, A., Vuletich, H., Vonasch, A., & Payne, K. (2022). The partisan trade-off bias: when political polarization meets policy trade-offs. *Journal of Experimental Social Psychology*, v. 98, 104231.
- Goya-Tocchetto, D.** & Payne, K. (2021). How Economic Inequality Shapes Thought and Action. *Journal of Consumer Psychology*, forthcoming.
- S. Davidai, M. V. Day, **D. Goya-Tocchetto**, O. P. Hauser*, J. M. Jachimowicz*, M. U. Mirza, N. Ordabayeva, L. T. Phillips, B. Szaszi and S. J. Tepper (2020). COVID-19 Provides a Rare Opportunity to Create a Stronger, More Equitable Society. *Behavioral Scientist*.
- Amira, K., Wright, J., & **Goya-Tocchetto, D.** (2019). In-group Love versus Out-group Hate: which is more important to partisans and when? *Political Behavior*, 43, 473–494.
Featured in The New York Times:
<https://www.nytimes.com/2019/07/03/opinion/trump-republican-base.html?smid=nytcore-ios-share>
- Blackwell, C., **Goya-Tocchetto, D.**, & Sturman, Z. (2018). Nudges in the restroom: How handwashing can be impacted by environmental cues. *Journal of Behavioral Economics for Policy*, Vol. 2 (2): 41-47.
- Santin, T; Vilanova, F; Brandelli Costa, A.; **Goya-Tocchetto, D.**; Nadelhoffer, T.; & Koller, S. (2018). Cultural Validation of the Free Will Inventory in Brazil. *Avaliação Psicológica*, v.17 (1): 1-11.
- Goya-Tocchetto, D.**, Echols, M., & Wright, J. (2016). Luck, Desert, and Fairness: An Empirical Investigation. *Philosophical Psychology*, V.29, Issue 8: 1112-1127.

Goya-Tocchetto, D. (2016). A Defense of Non-ideal Theories of Justice. *State and Society*, n. 47: 64-90.¹

UNDER REVIEW

J. M. Jachimowicz¹, S. Davidai¹, **D. Goya-Tocchetto**, B. Szaszi, M. V. Day, S. J. Tepper, L. T. Phillips, M. U. Mirza, N. Ordabayeva, and O. P. Hauser. Inequality in Researchers' Minds. *Second round of revisions at Journal of Economic Surveys*.

WORKING PAPERS

Goya-Tocchetto, D., Kay, A., and Payne, K. Inequality Insensitivity: The Influence of System Justifying Ideologies on the Perceived Magnitude of Economic Inequality.

L. T. Phillips¹, S. J. Tepper², **D. Goya-Tocchetto**², J. M. Jachimowicz, S. Davidai, B. Szaszi, M. V. Day, M. U. Mirza, N. Ordabayeva, and O. P. Hauser. Inequality in People's Minds.

Goya-Tocchetto, D. & Davidai, S. Running a longer race: a potential intervention to eliminate class-based bias in hiring decisions.

Goya-Tocchetto, D. and Gray, K. Liberals and Conservatives See Different Victims: Understanding Moral Disagreement through Assumptions of Vulnerability.

Goya-Tocchetto, D., Ponce de Leon, R., & Jost, J. The role of system justification in legal decision-making. In preparation for *Research Handbook in Law and Psychology*.

Paek, J., **Goya-Tocchetto, D.**, and Wade-Benzoni, K. The Andrew Carnegie Effect: Thinking About Your Legacy Shifts Intergenerational Wealth Allocations to the Collective.

Goya-Tocchetto, D., and Wade-Benzoni, K. Legacy Motives at Work: Creating Meaning and Increasing Job Satisfaction in Organizations.

SELECT RESEARCH IN PROGRESS

Goya-Tocchetto, D., Kay, A., and Payne, K. Learning about past socioeconomic advantages and disadvantages can undermine the perceived fairness of meritocracy.

Goya-Tocchetto, D.¹, Lawson, M. A.¹, Larrick, R., Payne, K. The psychological effects of economic inequality on people's prescriptions for minimum wages.

Goya-Tocchetto, D., Rosette, A. Merit-related meta-perceptions of the beneficiaries of diversity initiatives.

Goya-Tocchetto, D., Davidai, S. Local versus global perceptions of inequality.

Goya-Tocchetto, D., Kay, A., and Payne, K. The role of economic inequality in perceptions of process and outcome fairness in the workplace.

¹ *State and Society* is one of the leading law reviews in Brazil. The Brazilian government gives it the highest possible rating for a journal (A-1). I was invited to publish this article as part of a special issue.

Goya-Tocchetto, D., Payne, K., Kay, A. Experiencing economic inequality shapes fairness of meritocracy.

BOOK CHAPTERS

Nadelhoffer, T., & **Tocchetto, D.** (2013). The Potential Dark Side of Free Will: Some Preliminary Findings. In G. Carusso (Ed.), *Exploring the Illusion of Free Will and Moral Responsibility*. Lexington Books: 121-140.

Tocchetto, D., & Pôrto Jr., S. (2012). Distributive justice in Rawls and Nozick: An Empirical Investigation. In Ana Carolina Fonseca, Eduardo Pohlmann, & Gabriel Goldmeier (Eds.), *Ethics, Policy and Public Reason*. Editora Bestiário.

Pôrto Jr., S., **Tocchetto, D.**, Sousa, T., Correa, E., Stampe, M. (2010). The Economic Impact of Traffic Accidents Related to the Abuse of Psychoactive Substances. In Flavio Pechansky, Paulina Vieira Duarte, & Raquel De Boni. (Eds.). *The Use of Alcohol and other Psychoactive Substances on Brazilian Roads and other Studies*. National Council of Drugs Policy.

Ribeiro, E. P., Comim, F., Pôrto Jr., S., & **Tocchetto, D.** (2005). Pro-poor Growth in Brazil: An Exploratory Analysis. In José Raimundo Carvalho & Klaus Hermanns. (Eds.). *Public Policy and Regional Development in Brazil*. Fundação Konrad Adenauer.

CHAired SYMPOSIA

Economic Inequality: implications for society and organizations, symposium presented at the *Academy of Management Annual Conference 2020* (virtual).

TALKS & CONFERENCE PRESENTATIONS

Learning About Past Socioeconomic Advantages and Disadvantages Can Undermine the Perceived Fairness of Meritocracy (with Aaron Kay and Keith Payne). Talk accepted at the *Annual Meeting for the Society for Personality and Social Psychology*, 2022.

Running a longer race: a potential intervention to eliminate class-based bias in hiring decisions (with Shai Davidai). Poster accepted at the *Annual Meeting for the Society for Judgment and Decision Making*, 2022.

Learning About Past Socioeconomic Advantages and Disadvantages Can Undermine the Perceived Fairness of Meritocracy (with Aaron Kay and Keith Payne). Talk presented at the *Harvard Business School Rising Scholars Conference*, 2021.

Introduction to Judgment and Decision-Making. Invited talk presented at the *University of São Paulo*, 2021.

Learning About Past Socioeconomic Advantages and Disadvantages Can Undermine the Perceived Fairness of Meritocracy (with Aaron Kay and Keith Payne). Talk presented at the *Virtual International Association for Conflict Management*, 2021.

Learning About Past Socioeconomic Advantages and Disadvantages Can Undermine the Perceived Fairness of Meritocracy (with Aaron Kay and Keith Payne). Talk presented at the *Virtual Annual Academy of Management Meeting*, 2021.

Learning About Past Socioeconomic Advantages and Disadvantages Can Undermine the Perceived Fairness of Meritocracy (with Aaron Kay and Keith Payne). Talk presented at *John Jost's Lab*, May 2021.

Inequality Insensitivity: The Influence of System Justifying Ideologies on the Perceived Magnitude of Economic Inequality (with Aaron Kay and Keith Payne). Talk presented at *John Jost's Lab*, April 2021.

Running a longer race: When emphasizing low socioeconomic background can boost perceptions of merit (with Shai Davidai). Talk presented at *Sandra Matz's Lab*, 2021.

The Andrew Carnegie Effect: Thinking About Your Legacy Shifts Intergenerational Wealth Allocations to the Collective (with Jessica Paek and Kim Wade-Benzoni). Talk presented at the *Annual Meeting for the Society for Personality and Social Psychology*, 2021 (virtual).

The Partisan Trade-off Bias: When political polarization meets policy trade-offs (with Heidi Vuletich, Andy Vonasch, Aaron Kay, and Keith Payne). Individual Talk presented at the *Annual Meeting for the Society for Personality and Social Psychology*, 2021 (virtual).

System Justification and the Motivated Perception of Economic Inequality (with Aaron Kay and Keith Payne). Talk presented at the *Annual Academy of Management Meeting*, 2020 (virtual).

The Role of Economic Inequality in Perceptions of Process and Outcome Fairness in the Workplace (with Aaron Kay and Keith Payne). Talk presented at the *Annual Academy of Management Meeting*, 2020 (virtual).

Legacy Motives at Work: creating meaning and increasing job satisfaction in organizations (with Kim Wade-Benzoni). Talk presented at the *Annual Academy of Management Meeting*, 2020 (OB Division individual talk, virtual).

Liberals and Conservatives See Different Victims: Understanding Moral Disagreement through Assumptions of Vulnerability (with Kurt Gray). Talk accepted at the *Annual Meeting for the Association for Psychological Science*, 2020. [conference canceled due to COVID-19 pandemic]

System Justification and the Motivated Perception of Economic Inequality (with Aaron Kay and Keith Payne). Poster presented at the *Justice and Morality Pre-conference at the Annual Meeting for the Society for Personality and Social Psychology*, 2020, New Orleans, Louisiana.

Liberals and Conservatives See Different Victims: Understanding Moral Disagreement through Assumptions of Vulnerability (with Kurt Gray). Talk presented at the *Annual Meeting for the Society for Personality and Social Psychology*, 2020, New Orleans, Louisiana.

The Andrew Carnegie Effect: Thinking About Your Legacy Shifts Intergenerational Wealth Allocations to the Collective (with Jessica Paek and Kim Wade-Benzoni). Rapid Talk presented at the *25th Annual Wharton Organizational Behavior Conference*, 2019, The Wharton School.

System Justification and the Motivated Perception of Economic Inequality (with Aaron Kay and Keith Payne). Flash talk presented at the *Economic Inequality Pre-conference at the Annual Meeting for the Society for Judgment and Decision Making*, 2019, Montreal, Canada.

System Justification and the Motivated Perception of Economic Inequality (with Aaron Kay and Keith Payne). Flash talk presented at the *Fuqua Interdisciplinary Lunch Series*, 2019, Duke University.

Economic Inequality and Decision-Making (with Eduardo Horta and Meg Montgomery). *Annual Meetings of the Public Choice Society*, 2017, New Orleans, Louisiana.

The Lottery of Life and Moral Desert. *Southern Society for Philosophy and Psychology*, 2015, New Orleans, Louisiana.

The Lottery of Life and Moral Desert. *Economics Research Workshop*, 2015, College of Charleston, Charleston, SC.

The Lottery of Life and Moral Desert. *1st Philosofest*, 2015, College of Charleston, Charleston, SC.

Government Intervention and Education: An Analysis of the Strategies Nudge and Think. *Education and Capabilities International Conference*, 2012, Porto Alegre, Brazil.

The Economic Costs of Traffic Accidents related to the Abuse of Alcohol in Porto Alegre. Talk presented at the *Economics Graduate Program of the Federal University of RGS*, 2010, Porto Alegre, Brazil.

The Problem of the Relevance of Global Perspectives. *Third Latin American and Caribbean Conference on Human Development and the Human Capabilities Approach*, 2010.

Judgments of Distributive Justice in Rawls and Nozick: An Experimental Investigation. Talk presented at the *Economics Graduate Program of the Federal University of RGS*, 2009, Porto Alegre, Brazil.

SCHOLARSHIPS

Doctoral Student Fellowship, Fuqua School of Business, Duke University (2018 – present)

Capes Graduate Research Program (CNPq): PhD Scholarship (2011-2014)

Brazilian National Council of Drugs Policy (2007-2008)

Brazilian Association of Technological Research Institutions (2007)

United Nations Development Program Millennium Goals (2006)

CNPq Graduate Research Program: MSc in Economics Scholarship (2006)

CNPq Undergraduate Research Program (2003-2005)

GRANTS

Center for Public Choice & Market Process Research Fellowship, Project: “Economic Inequality and Decision-Making”; US\$ 5,000 (2016-2017)

Center for Public Choice & Market Process Research Fellowship, Project: “Markets and Fairness: Folk Intuitions about Economic Justice”; US\$ 2,000 (2015-2016)

Science and Technology Ministry and CNPq Research Fund for the Social Sciences, Executive Assistant for the Project: “Theories of Justice in Philosophy, Economics, and the Law.” Principal Investigator: Alfredo Storck; \$ 150,000 (2012-2015).

TEACHING

Executive Workshop on the Applications of Behavioral Sciences to Leadership (2021), 8 hours total, with CLOO Behavioral Insights.

College of Charleston (2014-2017):

Macroeconomics (9 sections)

Microeconomics (6 sections)

Economic Theory, Social Justice, and Public Policy (1 section)

Nudge: Designing Policies for Real People (2 section)

Introduction to Analytical and Critical Reasoning (4 sections)

Ethics of 21st Century Living (3 sections)

ESPM-Sul (2012-1013):

Macroeconomics (5 sections)

SENAC College (2009-2013):

Introduction to Economics (12 sections)

Sustainability and Economic Development (6 sections)

UFRGS (2011-2012):

Special Topics in Political Philosophy (2 sections)

Macroeconomics (2 sections)

Brazilian Economic History (1 section)

La Salle University (2009-2010):

Introduction to Economics (3 sections)

TEACHING ASSISTANT POSITIONS AT DUKE UNIVERSITY

Navigating Organizations (2018):

Masters of Quantitative Management, for Kimberly Wade-Benzoni (2 sections)

Women & Leadership (2018-2019):

Daytime MBA, for Ashleigh Rosette (2 sections)

Foundations of Management & Organizations (2019):

Masters of Quantitative Management, for Hemant Kakkar (3 sections)

Negotiation (2019, 2021):

Weekend MBA, for Ashleigh Rosette (2 sections)

Daytime MBA, for Patty Linville and Greg Fischer (2 sections)

Power and Influence (2020, 2021):

Daytime MBA, for Kimberly Wade-Benzoni (3 sections)

Business & Common Purpose (2021):
Daytime MBA, for Rick Larrick (1 section)

SERVICE

PhD Brownbag Series, Duke University (Fall 2020-Spring 2021)

Fuqua Interdisciplinary Brownbag Series, Duke University (Fall 2018-Spring 2019): represented the Management Department in the organization of monthly lectures by Fuqua Professors

Secret Judge for the SPSP Graduate Student Poster Award (2019)

Member of STAGE, PhD Student Initiative for Gender Equality in Business Schools (2019-2020)

Minority Doctoral Student Association (MDSA) sessions committee (Fall 2019-Spring 2020): organized sessions for the PhD Project Annual Conference.

ADVISING

Zach Sturman's Bachelor's Thesis: Nudges in the restroom: How handwashing can be impacted by environmental cues, 2017, College of Charleston.

Abby Forgarty's Bachelor's Thesis: The Impact of Inequality on Perceived Need, 2019, University of North Carolina at Chapel Hill.

PROFESSIONAL AFFILIATIONS

Academy of Management (AOM), 2018-present

Society for Personality and Social Psychology (SPSP), 2018-present

Society for Judgment and Decision Making (SJDM), 2019-present

Association for Psychological Science (APS), 2020-present

Member of the Minority Doctoral Students Association (The PhD Project), 2019-present

FORMER ACADEMIC POSITIONS

College of Charleston, Adjunct Professor of Philosophy and Economics (2014-2017)

ESPM-Sul, Brazil: Assistant Professor of Economics (2012-2013)

SENAC College, Brazil: Assistant Professor of Economics (2009-2013)

UFRGS, Brazil: Assistant Professor of Philosophy and Economics (2011-2012)

La Salle, University, Brazil: Assistant Professor of Economics (2009-2010)

REFERENCES

Aaron Kay, Professor of Management & Organizations, *Duke University: The Fuqua School of Business*.
Email: aaron.kay@duke.edu

Keith Payne, Professor of Psychology and Neuroscience, *University of North Carolina at Chapel Hill*.
Email: bkpayne@email.unc.edu