

**Emma Levine**  
*Operations and Information Management*  
*University of Pennsylvania*

### **Biography**

I am a fourth-year doctoral student at Wharton (University of Pennsylvania), studying decision processes. Broadly, I am interested in how people make inferences about others' motives and how this influences interpersonal judgment and trust. In one stream of research, conducted with Deborah Small, Alixandra Barasch, and Jonathan Berman, I examine how individuals interpret signals of altruistic character. This research appears in the *Journal of Personality and Social Psychology* and the *Journal of Marketing Research*.

My dissertation research focuses on the moral tension between honesty and kindness. In the first chapter of my dissertation, I examine the implicit rules of deception. The philosophical prohibition of deception rests on the assumption that individuals value truth. In many circumstances, however, individuals would prefer to be deceived. In my dissertation, I unearth the systematic rules that govern preferences for deception and document how preferences for deception influence moral judgments. This research builds on two papers I've written with Maurice Schweitzer, which examine the perceived morality of prosocial lying (published in the *Journal of Experimental Social Psychology*), and the relationship between prosocial lying and trust (published in *Organizational and Human Decision Processes*). Last year, my paper on prosocial lying and trust won an Excellence in Ethics Best Paper Award from the Mendoza College of Business.

In addition to my dissertation research on deception, I am conducting research that examines the correlates of trustworthiness and corruption. For example, I am currently investigating the relationship between anticipated guilt and trustworthy behavior (with Brad Bitterly and Maurice Schweitzer), the relationship between ethical stereotypes and corruption across different industries (with Brian Gunia), and the relationship between corruption and trust (with Lamar Pierce).

I earned my BA in Philosophy, Politics, and Economics and my BS in Economics from the University of Pennsylvania. Prior to pursuing my PhD, I worked in sales and consumer analytics for Procter and Gamble.