**Marlon Mooijman**

Kellogg School of Management, Northwestern University, Global Hub, 2211 Campus Drive, Evanston, Illinois +1 (505) 382 1460, www.marlonmooijman.com

**ACADEMIC POSITIONS**

2019-present **Jones Graduate School of Business, Rice University**

Assistant Professor of Management, Organizational Behavior

2017-2019 **Kellogg School of Management, Northwestern University**

Postdoctoral Fellow, Dispute Resolution Research Center (DRRC)

Lecturer, Management and Organizations Department

2015-2017 **University of Southern California**

Postdoctoral Fellow, Social Psychology Department

**EDUCATION**

Ph.D. **Leiden University**, Leiden, The Netherlands, 2015.

*Social and Organizational Psychology*

M.Sc. **Leiden University**, Leiden, The Netherlands, 2012.

Bachelor and Honor’s Master

*Social and Organizational Psychology*

**RESEARCH INTERESTS**

Ethics & morality, punishment & reward, power & status hierarchies, interpersonal trust.

**PUBLICATIONS**

**Mooijman, M,** & Kouchaki, M. (R&R). On power and feeling trusted: When and why power helps and hinders trust development. Journal of Personality and Social Psychology.

**Mooijman, M,** van Dijk, W. W., Kouchaki, M., & Graham, J. (R&R). Power limits the role of disgust in moral judgment. Organizational Behavior and Human Decision Processes.

**Mooijman, M.,** Van Dijk, W. W., Van Dijk, E., Graham, J., & Ellemers, N. (in press). Leader power, power stability, and interpersonal trust. Organizational Behavior and Human Decision Processes.

**Mooijman, M.,** & Graham, J. (in press). Unjust punishment in organizations. Research in Organizational Behavior

**Mooijman,** **M**., Meindl, P., Dehgani, M., Monterosso, J., Oyserman, D., Doris, J. M., &

Graham, J. (2018). Binding moral values and the moralization of self-control. Journal of Personality and Social Psychology, 115, 585-599.

Hofmann, W., Meindl, P., **Mooijman, M**., & Graham, J. (2018). Morality and self-control: How they are intertwined and how they differ. Current Directions in Psychological Science, 27, 286-291.

**Mooijman, M**., Hoover, J., Ling, Y., Ji, H., & Dehghani, M. (2018). Moralization in social networks and the emergence of violence during protests. Nature: Human Behaviour, 2, 389-396.

\*Cover issue of *Nature Human Behaviour*, news bulletin of *Science Magazine* and

*Boston Globe*, 99% percentile attention score through Altmetric, will be included

in 2020 SAGE *Introduction to Psychology* textbook.

**Mooijman, M.,** Van Dijk, W. W., & Van Dijk, E., & Ellemers, N. (2017).On sanction-goal justifications: How and why leaders’ deterrence justifications undermine rule compliance. Journal of Personality and Social Psychology, 122, 577-588.

**Mooijman, M.,** & Stern, C. (2016). When perspective taking creates a motivational threat. Personality and Social Psychology Bulletin, 42, 738-754.

**Mooijman, M**., Van Dijk, W. W., Van Dijk, E & Ellemers, N. (2015). Why leaders

punish: A power perspective. Journal of Personality and Social Psychology,96*,* 75-89.

\*Mentioned in leading Dutch-language newpapers *Volkskrant*, *NRC*, and

*Standaard,* including front-pagecolumns and full-pages in science sections.

**Mooijman, M.,** & Van Dijk, W.W. (2015). The self in moral judgment. Cognition and Emotion, 7, 1334-1342.

**UNDER REVIEW/IN PREPARATION**

**Mooijman, M,** & Kouchaki, M. (in preparation). When goal setting increases ethical behavior. Target: Academy of Management Journal

**Mooijman, M,** Atari, M., & Dehghani, M. (in preparation). When and why moral

convergence increases endorsement of violence. Target: Psychological Science

**BOOK CHAPTERS**

**Mooijman, M**., Meindl, P., & Graham, J., (forthcoming).On self-control moralization. In A. Mele (Eds.), *The philosophy and science of self-control.*

Graham, J., Haidt, J., Motyl, M., Meindl, P., Iskiwitch, C., & **Mooijman, M**. (2017).Moral Foundations Theory: On the advantages of moral pluralism over moral monism. In J. Graham & K. Gray (Eds.), *The atlas of moral psychology*. NY: Guilford.

**Mooijman, M.** (June 16, 2016). *On the determinants and consequences of leaders’ punishment goals: Power, distrust, and rule compliance* (PhD thesis). Enschede: Ipskamp Drukkers B.V. Supervisor(s) and Co-supervisor(s): Van Dijk, W., Van Dijk, E., & Ellemers N.

**INVITED TALKS**

2019, January Rice University, Jones Graduate School of Business

2018, November IESE Business School, Spain

2018, November INSEAD, France

2018, November National University of Singapore Business School

2018, October Oklahoma State University, Spears School of Business

2018, October ESADE Business School

2018, September London Business School

2018, April University of Illinois at Urbana Champaign

2017, October University of Illinois at Chicago

2016, March NYU, Stern School of Business

**PRESENTATIONS AND SYMPOSIA**

* **Mooijman, M**., & Kouchaki, M. (2018, August). Strategies for promoting ethical behavior in organizations. Showcase symposium organized and chaired at Academy of Management Conference (AOM): Chicago, Illinois.
* **Mooijman, M**., **&** Graham, J. (2018, August). Moralization in the workplace. Talk in symposium selected as showcase symposium at Academy of Management Conference (AOM): Chicago, Illinois.
* **Mooijman, M**., & Kouchaki, M. (2018, July). On power and metaperceptions of trust: When and why leaders are perceived as unwilling to trust. Talk at International Association for Conflict Management (IACM): Philadelphia, Pennsylvania.
* **Mooijman,** **M**., Meindl, P., Dehgani, M., Monterosso, J., Oysermann, D., & Graham, J.

(2017, June). On self-control moralization: A moral foundations perspective. Talk at Science and Philosophy of Self-Control Conference (SPSC): Tallahassee, Florida.

* **Mooijman,** **M**., Meindl, P., Dehgani, M., Monterosso, J., Oysermann, D., & Graham, J.

(2016, September). On self-control moralization: A moral foundations perspective. Talk for invited symposium at Society for Experimental Social Psychology (SESP): Santa Monica: California.

* **Mooijman,** **M**., Knegtmans, H., & Van Dijk, W. W. (2015, december). The impact of power on the evaluation of offensive jokes. Presentation given at Association of Dutch Social Psychologists (ASPO), University of Amsterdam, Amsterdam.
* **Mooijman,** **M**., Meindl, P., Dehgani, M., Monterosso, J., Oysermann, D., & Graham, J.

(2015, December). On self-control moralization: Applying moral pluralism to the

study of self-control. Talk at Science and Philosophy of Self-Control Conference (SPSC): Tallahassee, Florida.

* **Mooijman**, **M**., Van Der Toorn, J., & Willer, R. (2015, February). How power transforms

conservatives’ political attitudes. Graduate student talk at Political Psychology pre-conference (SPSP): Long Beach, California.

* **Mooijman,** **M**., Van Der Toorn, J., & Willer, R. (2015, February). How power transforms

conservatives’ political attitudes. Poster presented at the Society for Personality and

Social Psychology Conference (SPSP): Long Beach, California.

* **Mooijman, M**. (2014, December). Determinants and consequences of sanctions. Symposium organized and chaired at Association of Dutch Social Psychologists (ASPO), Groningen University, Groningen.
* **Mooijman, M**., Van Dijk, W.W., Van Dijk, E, & Ellemers, N. (2014, December). On rule

compliance: The role of perceived sanction motives**.** Presentation given at Association of Dutch Social Psychologists (ASPO), Groningen University, Groningen.

* **Mooijman, M**., Van der Toorn, J., & Willer, R. (2014, July). How Power Transforms

Conservatives into Libertarians: Power Increases Conservatives’ Social Liberalism and Economic Conservatism. European Association of Social Psychology Conference (EASP), Amsterdam, The Netherlands.

* **Mooijman, M**., & Van Dijk, W.W. (2014, July). Increasing the acceptability of

the unacceptable: Self-affirmation decreases the moral condemnation of harmless sexual taboos. European Association of Social Psychology Conference (EASP), Amsterdam, The Netherlands.

* **Mooijman, M**., Van Dijk, W.W., Van Dijk, E, & Ellemers, N. (2014, July). Why the powerful punish: Deterrence as punishment motive and the mediating role of distrust. International Association for Conflict Management (IACM) 2014: Leiden, The Netherlands.
* **Mooijman, M**., Van Dijk, W.W., Van Dijk, E, & Ellemers, N. (2014, June). Why the

powerful punish: Deterrence as punishment motive and the mediating role of distrust. International Social Justice Conference (ISJR) 2014: NYU, New York.

* **Mooijman, M**., Van Dijk, W.W., Van Dijk, E, & Ellemers, N. (2014, February). Why the powerful punish: Deterrence as punishment motive and the mediating role of distrust. Poster presented at the Society For Personality and Social Psychology Conference (SPSP): Austin, Texas.
* **Mooijman, M**., Van Dijk, W.W., Van Dijk, E, & Ellemers, N. (2014, February). Why the

powerful punish: Deterrence as punishment motive and the mediating role of distrust. Poster presented at the Morality and Justice Preconference (SPSP): Austin, Texas.

* **Mooijman, M**., & Van Dijk, W.W. (2013, December). Increasing the acceptability of the

unthinkable: Self-affirmation and sexual taboos. Presentation given at Association of Dutch Social Psychologists (ASPO), Maastricht University, Maastricht.

* **Mooijman, M**., Van Dijk, W. W., Van Dijk, E. (2013, May). The emotional benefit

of punishment: Altruistic punishment as moral affirmation. Presented at the Social Nature of Emotions: Small Group Meeting: Amsterdam University, Amsterdam.

* **Mooijman, M**., Van Dijk, W. W., Van Dijk, E. (December, 2012). The moral benefits of

punishment: Costly punishment as moral compensation. Presentation given at Association of Dutch Social Psychologists (ASPO): Utrecht University, Utrecht.

* **Mooijman, M**., van Dijk, W. W., & van Dijk, E. (December, 2011). The moral self-image and altruistic punishment. Presentation given at Association of Dutch Social Psychologists (ASPO): Tilburg University, Tilburg.

**CONSULTING**

2017 PricewaterhouseCoopers Netherlands (PWC). Compliance office.

**TEACHING EXPERIENCE**

* Lecturer. Negotiations MBA course, Fall 2018, Kellogg School of Management, Northwestern University.
* Lecturer Organizational Behavior Bachelor Course, Spring 2015, Leiden University.
* Supervision Master Thesis, 2012-2015, Leiden University.

(supervised 15 students with their master thesis)

* Mentor to twenty undergraduate students, 2012-2015, Leiden University.

**GRANTS/AWARDS**

* U.S. Army Social Cognitive Models of Networking ARL NS-CTA Grant

Dehghani, M., & Mooijman, M (co-writer). $215,000 (2016-2018).

**PROFESSIONAL SERVICE**

**Ad hoc journal reviewing**

* Organizational Behavior and Human Decision Processes
* Personality and Social Psychology Bulletin
* Journal of Personality and Social Psychology
* Journal of Economic Psychology

**PROFESSIONAL AFFILIATIONS**

* Academy of Management, member, 2015-present
* Society for Personality and Social Psychology, 2012-present
* International Association of Conflict Management, member, 2012-present

**REFERENCES**

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