

# KURT PAUL MUNZ

Ph.D. Candidate  
Marketing  
New York University  
Leonard N. Stern School of Business

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## EDUCATION

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- Ph.D. New York University Leonard N. Stern School of Business - Marketing, 2019 (expected)
- M.A. New York University - Psychology, 2014
- B.S. Rensselaer Polytechnic Institute - Communication, 2005

## RESEARCH INTERESTS

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Judgment & decision making, choice, commitment, choice architecture

## WORKING PAPERS

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“Charitable Giving to Teachers with the Same Name: A Field Experiment” with Minah Jung and Adam Alter

## CURRENT RESEARCH

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- “Spreading of Alternatives Without a Perception of Choice” with Vicki Morwitz
- “Neglect for Sorted Attributes” with Priya Raghubir
- “Consumption Neglect” with Tom Meyvis and Ravi Dhar
- “Winning, Fast or Slow? Preferences for Uncertainty Resolution” with Alix Barasch

## ACADEMIC AWARDS & HONORS

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- 2014 “Best Academic Achievement” Award in the Master’s Psychology Program (NYU)
- 2013 Psi Chi Honor Society (NYU)
- 2005 Phalanx, Rensselaer’s Senior Honor Society (RPI)
- 2004 McKinney Prize for Writing (RPI)
- 2001 NROTC Scholarship (4 year, full tuition)

## CONFERENCE PRESENTATIONS

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Munz, Kurt and Priya Raghubir (2016) “Sorting as Screening,” poster presented at Society for Consumer Psychology Annual Conference, St. Petersburg, FL, February 2016.

## TEACHING – COURSES TAUGHT

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Introduction to Marketing (BBA) – Instructor – Summer '17

## TEACHING – ADDITIONAL EXPERIENCE

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Consumer Behavior (MBA; Anne Laure Sellier) – Grader – Summer '15  
 Introduction to Marketing (BBA; Daria Dzyabura) – Teaching Fellow – Spring '17  
 Research for Consumer Insights (BBA; Carol Pluzinski) – Teaching Fellow – Fall '16  
 Statistics for the Behavioral Sciences (BA; Elizabeth Bauer) – Teaching Assistant – Spring '14, Fall '13

## SERVICE

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Social & Consumer Psychology Association at NYU – President 2013 – 2014

## PROFESSIONAL ASSOCIATIONS

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

## PHD & RELATED COURSES

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### Marketing

Judgment & Decision Making	Vicki Morwitz
Consumer Behavior	Andrea Bonezzi
Diffusion Models & Applications in Marketing	Eitan Muller
Structural Models & Applications in Marketing	Tülin Erdem
Consumer Behavior (Information Processing & Social Psychology Perspective) (Columbia)	Michel Pham & Bernd Schmitt
Behavioral Economics, Judgment & Decision Making (Columbia)	Eric J. Johnson

### Psychology

Theories of Social Psychology	Yaacov Trope & John Jost
Self-Regulation	Peter Gollwitzer & Gabriele Oettingen
Person Perception, Interpersonal	Tessa West

### Methods

Experimental Design & Analysis	Tom Meyvis
Research Methods	Priya Raghubir
Analysis of Variance	Barry Cohen
Regression and Multivariate Analysis	Jeffrey Simonoff

### Related

Microeconomics: Theory and Applications	Luis Cabral
Marketing Core (MBA)	Sam Craig

ADDITIONAL EMPLOYMENT

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2012-2014 United States Navy Reserve (New York, NY) – Lieutenant Commander  
2005-2012 United States Navy (San Diego, CA, Bath, ME & Rota, Spain) – Lieutenant