

Curriculum vitae with track record: Hallgeir Sjøstad, 2022

* PERSONAL INFORMATION

*Family name, First name:	Sjøstad, Hallgeir		
*Date of birth:	16.10.1985	*Sex:	Male
*Nationality:	Norwegian		
URL for personal website:	https://sites.google.com/view/hallgeir-sjastad/home		

* EDUCATION

	Name of faculty/department, name of university/institution
2017	Ph.D. in Psychology and Decision Science, Department for Strategy and Management, Norwegian School of Economics (NHH)
2012	Master of Science in Psychology (Cand.psychol.), University of Bergen

* POSITIONS (academic, business, industry, public sector, national or international organisations)

Current Position

	Job title/name of employer
2022-present	Professor of Leadership and Organizational Psychology, Department for Strategy and Management, Norwegian School of Economics (NHH)

Previous positions held (list)

	Job title/name of employer
2011-2012	University Lecturer, Department of Psychology, University of Bergen
2012-2013	Clinical Psychologist, Medical Services, Norwegian Armed Forces
2013-2017	PhD Candidate, Norwegian School of Economics
2017-2018	Postdoctoral Researcher, Norwegian School of Economics
2018-2020	Assistant Professor, FAIR Insight Team, SNF - Centre for Applied Research at NHH
2020-2022	Associate Professor of Leadership and Organizational Psychology, Department for Strategy and Management, Norwegian School of Economics (NHH)

TEACHING ACTIVITIES (if applicable)

	Teaching position – topic, name of university/institution
2012	Primary instructor - Didactics of Psychology (Master), University of Bergen, Norway
2019-present	Primary instructor - Happiness and the good life: How to make better decisions (Bachelor), Norwegian School of Economics
2021-present	Primary instructor - Psychology and Leadership (Bachelor), Norwegian School of Economics

MEMBERSHIPS OF ACADEMIES / SCIENTIFIC SOCIETIES / NETWORKS (if applicable)

	Name of academies, scientific societies, networks
2015-present	Member of: Society for Judgment and Decision Making, Society for Personality and Social Psychology.
2017-present	Affiliated member of the research center FAIR, Norwegian School of Economics
2020-present	Affiliated member of the Center for Sustainable Business, Norwegian School of Economics

Track record: Full publication list

21 peer reviewed publications; 16 international journal articles; 5 papers at ABS level 4.

1. Baumeister, R. F., Maranges, H. M., & **Sjåstad, H.** (2022/forthcoming). *Matrix of Maybe*. Book chapter: The Palgrave Encyclopedia of Possibility.
2. Capraro, V., Boggio, P., Böhm, R., Perc, M., & **Sjåstad, H.** (2022/forthcoming). *Cooperation and acting for the greater good during the COVID-19 pandemic*. Book chapter: Oxford University Press.
3. Van Bavel, J. J., Cichocka, A., Capraro, V., **Sjåstad, H.**, Nezelek, J. B., Alfano, M., ... Hudecek, M. F. C. (2022). National identity predicts public health support during a global pandemic. *Nature Communications*.
4. Sætrevik, B., & **Sjåstad, H.** (2021). Failed pre-registered replication of mortality salience effects in traditional and novel measures. *Meta-Psychology*.
5. Everett, J.A.C., Colombatto, C., Awad, E., Boggio, P., Bos, B., Brady, W.J., Chawla, M., Chituc, V., Chung, D., Drupp, M.A., Goel, S., Grosskopf, B., Hjorth, F., Ji, A., Kealoha, C., Lin, Y., Ma, Y., Maréchal, M.A., Mancinelli, F., Mathys, C., Olsen, A.L., Pearce, G., Prosser, A.M.B., Reggev, N., Sabin, N., Senn, J., Sinnott-Armstrong, W., **Sjåstad, H.**, ... Crockett, M.J. (2021). Moral dilemmas and trust in leaders during a global health crisis. *Nature Human Behaviour*.
6. Dahlén, M., Thorbjørnsen, H., **Sjåstad, H.**, von Heideken Wågert P., Hellström C., Kerstis B., Lindberg D., Stier J., & Elvén M. (2021). Changes in physical activity are associated with corresponding changes in psychological well-being: A pandemic case study. *International Journal of Environmental Research and Public Health*.
7. Nødtvedt, K. B., **Sjåstad, H.**, Skard, S., Thorbjørnsen, H., & Van Bavel, J. J. (2021). Racial bias in the sharing economy and the role of trust and self-congruence. *Journal of Experimental Psychology: Applied (ABS4)*.
8. Bø, S., **Sjåstad, H.**, & Norman, E. (2021). Working for the best or bracing for the worst? Approach and avoidance motivation in planning. *Collabra: Psychology*.
9. Skard, S., Knudsen, E. S., **Sjåstad, H.**, & Thorbjørnsen, H. (2021). How virtual reality influences travel intentions: The role of mental imagery and happiness forecasting. *Tourism Management (ABS4)*.
10. **Sjåstad, H.**, Zhang, M., Masvie, A., & Baumeister, R.F. (2020). Social exclusion reduces happiness by creating expectations of future rejection. *Self and Identity*.
11. Reynolds, T., Howard, C., **Sjåstad, H.**, Okimoto, T., Baumeister, R.F., Aquino, K., JongHan, K. (2020). Man up and take it: Gender bias in moral typecasting. *Organizational Behavior and Human Decision Processes (ABS4)*.
12. Vonasch, A. & **Sjåstad, H.** (2020). Future-orientation (as trait and state) promotes reputation-protective choice in moral dilemmas. *Social Psychological and Personality Science*.
13. Ent, M.R., Baumeister, R.F., **Sjåstad, H.**, & Von Hippel, W. (2020). Helping behavior is non-zero-sum: Helper and recipient autobiographical accounts of help. *Evolution and Human Behavior*.
14. **Sjåstad, H.**, Baumeister, R.F., & Ent, M.R. (2020). Greener grass or sour grapes? How people value future goals after initial failure. *Journal of Experimental Social Psychology (ABS4)*.
15. Baumeister, R. F., Vonasch, A. J., & **Sjåstad, H.** (2020). The long reach of self-control. *Surrounding Self-Control*. Book chapter: Oxford University Press.
16. **Sjåstad, H.** (2019). Short-sighted greed? Focusing on the future promotes reputation-based generosity. *Judgment and Decision Making*.
17. **Sjåstad, H.** & Baumeister, R. F. (2019). Moral self-judgment is stronger for future than past actions. *Motivation and Emotion*.
18. **Sjåstad, H.** (2019). Algorithm aversion: An old problem with new implications. *Magma - Norwegian Journal for Economics and Management*.

19. **Sjåstad, H.** & Baumeister, R. F. (2018). The Future and the Will: Planning requires self-control, and ego depletion leads to planning aversion. *Journal of Experimental Social Psychology* (**ABS4**).
20. Baumeister, R.F., Maranges, H.M., & **Sjåstad, H.** (2018). Consciousness of the future as a matrix of maybe: Pragmatic prospection and the simulation of alternative possibilities. *Psychology of Consciousness: Theory, Research, and Practice*.
21. **Sjåstad, H.** & Thorbjørnsen, H. (2018). Can choice architecture contribute to long-lasting behavior change? *Magma - Norwegian Journal for Economics and Management*.

Openly available working papers / pre-prints: Research in progress

1. **Sjåstad, H.** & Baumeister, R. F. (2021). Fast optimism, slow realism? Causal evidence for a two-step model of future thinking. Invited revision (R&R): *Cognition*. <https://psyarxiv.com/v6ksu/>
2. **Sjåstad, H.** & Van Bavel, J. (2021). The best-case heuristic in risk prediction: Relative optimism in a global health pandemic. Invited revision (R&R): *Personality and Social Psychology Bulletin*. <https://psyarxiv.com/pcj4f/>
3. Werner, K. M., **Sjåstad, H.**, Milyavskaya, M., & Hofmann, W. (2021). Planning for success: Trait self-control predicts goal attainment through the use of implementation intentions. In preparation for journal submission: <https://psyarxiv.com/m9u4e/>
4. **Sjåstad, H.**, Thorbjørnsen, H., Skard, S., & Norman, E. (2021). Self-serving optimism in hedonic prediction: People believe in a bright future for themselves and their friends, but not for their enemies. In preparation for journal submission: <https://psyarxiv.com/wgc3z>
5. **Sjåstad, H.**, & Ekström, M. (2021). Ulyssean self-control: Pre-commitment is effective, but choosing it freely requires good self-control. In preparation for journal submission: <https://psyarxiv.com/w24eb/>

Selected popular articles for a public audience:

- Sjåstad, H. (2018) "Denne handlingen overrasker mer enn du tror." *Psykologisk.no*
- Sjåstad, H. (2019) "Moralens tidsdimensjon." *Tidsskrift for Norsk Psykologforening*
- Sjåstad, H. (2019) "Egoisme er en kortsiktig strategi." *Morgenbladet*
- Sjåstad, H. & Thorbjørnsen, H. (2019) "Lykke som universitetsfag." *Morgenbladet*
- Sjåstad, H., Bjorvatn, K., & Ekström, M. (2019) "Ærlighet under lupen." *Morgenbladet*
- Sjåstad, H. (2020) "Sosiale forventninger driver lykkefølelsen." *Tidsskrift for Norsk Psykologforening*
- Sjåstad, H. (2020) "Does failure make victory seem sweeter?" *Scientific American*
- Sjåstad, H. (2021) "National identity and public health behaviors during covid-19" *Behavioraleconomics.com*

Selected public presentations:

- "Hva skaper tillit?", invited speaker presentation, Arendalsuka 2018
- "Self-serving optimism in hedonic prediction", poster presentation, Society for Personality and Social Psychology 2019
- "How people think about the future: Preparing for action or protecting the self?", invited speaker presentation, New York University 2020
- "How people think about the future: Preparing for action or protecting the self?", invited speaker presentation, Harvard University 2020
- "The sour grape-effect: How people value future goals after failure", invited speaker presentation, part of "Adversity begets Adversity" symposium, Society for Personality and Social Psychology 2021