

# Annabelle R. Roberts

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## ACADEMIC POSITIONS

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**University of Texas at Austin, McCombs School of Business, Austin, TX** 2022 - Present  
Assistant Professor of Marketing

## EDUCATION

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**University of Chicago, Booth School of Business, Chicago, IL** 2022

*Ph.D. in Behavioral Science*

Dissertation: What are you waiting for? Factors that influence patient decisions and experiences

Dissertation Committee: Ayelet Fishbach (Chair), Emma Levine, Ann McGill, Oleg Urminsky

**Tufts University, Medford, MA** 2016

*B.A., Psychology*

Summa Cum Laude

High Thesis Honors

## RESEARCH INTERESTS

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Consumer behavior, judgment and decision making, patience, intertemporal choice, motivation, self-disclosure, trust

## PUBLICATIONS

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**Roberts, Annabelle R.** and Ayelet Fishbach (in press), "Impatience Over Time," *Social Psychological and Personality Science*.

**Roberts, Annabelle R.**, Alex Imas, and Ayelet Fishbach (in press), "Can't Wait to Pay: The Desire for Goal Closure Increases Impatience for Costs," *Journal of Personality and Social Psychology*.

**Roberts, Annabelle R.** and Ayelet Fishbach (2022), "Can't Wait or Won't Wait? The Two Barriers to Patient Decisions," *Trends in Cognitive Science*, 26 (4), 283-285.

**Roberts, Annabelle R.**, Franklin Shaddy, and Ayelet Fishbach (2021), "Love is Patient: People are More Willing to Wait for Things They Like," *Journal of Experimental Psychology: General*, 150 (7), 1423-1437.

**Roberts, Annabelle R.**, Emma E. Levine, and Ovul Sezer (2021), "Hiding Success," *Journal of Personality and Social Psychology*, 120 (5), 1261-1286.

**Roberts, Annabelle R.** and Ayelet Fishbach (2020), "When Wanting Closure Reduces Patients' Patience," *Organizational Behavior and Human Decision Processes*, 161, 85-94.

Levine, Emma E., **Annabelle R. Roberts**, and Taya R. Cohen (2020), "Difficult Conversations: Navigating the Tension Between Honesty and Benevolence," *Current Opinion in Psychology*, 31, 38-43.

**Roberts, Annabelle R.** and Ed O'Brien (2019), "Work Well-Being," In D. S. Dunn (Ed.), *Oxford Bibliographies in Psychology*. New York: Oxford University Press.

## **WORKING PAPERS**

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**Roberts, Annabelle R.** and Ayelet Fishbach, "When Impatient People Behave Patiently," manuscript in preparation.

**Roberts, Annabelle R.**, Emma E. Levine, and Jane Risen, "Learning to Distrust: One Untrustworthy Experience Reduces the Expected Value of Trust," manuscript in preparation.

## **SELECTED WORK IN PROGRESS**

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"Disclosing Shortcomings in Morality, Sociability, and Competence," with Justin Landy and Emma E. Levine.

"Hedonic Advice to the Self and Others," with Ed O'Brien.

## **HONORS AND AWARDS**

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Faculty Honor Roll, University of Texas at Austin	2023
J. Michael Harrison Doctoral Prize, Booth School of Business	2021
EMBA Award for Teaching Assistance, Booth School of Business	2019-2021
Graduate Student Travel Award, Society for Personality and Social Psychology	2019
Thomas Harrison Carmichael and Emily Leonard Carmichael Scholarship Prize, Tufts University	2016
Summer Scholar, Tufts University	2015

## **CONFERENCE PRESENTATIONS**

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### **Organized Symposia**

Roberts, Annabelle R. and Benjamin A. Converse (2022), "Finish Lines and Ticking Clocks: The Draw of Completion and the Threat of Expiration," Symposium co-chair at the *Society for the Science of Motivation (SSM)*, Chicago, IL.

Roberts, Annabelle R. (2022), "Time to Work: How Thinking About Time Impacts Goal Pursuit," Symposium chair at the *Society for Personality and Social Psychology (SPSP)*, San Francisco, CA.

Roberts, Annabelle R. and Evan Weingarten (2019), "Time, Discounting, and the Consumer Experience," Symposium co-chair at the *Association for Consumer Research (ACR)*, Atlanta, GA.

Roberts, Annabelle R. and Akshina Banerjee (2018), Symposium co-chair for the *Kellogg-Booth Student Symposium (KBSS)*, Chicago, IL.

### **Talks**

Roberts, Annabelle R. and Ayelet Fishbach (2023), “Impatience Over Time,” Talk to be presented at the *Society for Consumer Psychology (SCP)*, Nashville, TN.

Roberts, Annabelle R. and Ayelet Fishbach (2023), “Impatience Over Time,” Talk presented at the *Association for Consumer Research (ACR)*, Seattle, WA.

Roberts, Annabelle R. and Ayelet Fishbach (2023), “Impatience Over Time,” Talk presented at the *European Association for Consumer Research (EACR)*, Amsterdam, Netherlands.

Roberts, Annabelle R., Alex Imas, and Ayelet Fishbach (2022), “Can’t Wait to Pay: The Desire for Goal Closure Increases Impatience for Costs,” Talk presented at the *Society for the Science of Motivation (SSM)*, Chicago, IL.

Roberts, Annabelle R. and Ayelet Fishbach (2022), “Impatience Over Time,” Talk presented at the *Society for Personality and Social Psychology (SPSP)*, San Francisco, CA.

Roberts, Annabelle R., Alex Imas, and Ayelet Fishbach (2022), “Can’t Wait to Pay: The Desire for Goal Closure Increases Impatience for Costs,” Talk presented at the *Society for Judgment and Decision Making (SJDM)*, Virtual Conference.

Roberts, Annabelle R., Alex Imas, and Ayelet Fishbach (2021), “Can’t Wait to Pay: The Desire for Goal Closure Increases Impatience for Costs,” Talk presented at the *Association for Consumer Research (ACR)*, Virtual Conference.

Roberts, Annabelle R., Alex Imas, and Ayelet Fishbach (2021), “Can’t Wait to Pay: The Desire for Goal Closure Increases Impatience for Costs,” Talk presented at the *Society for Consumer Psychology (SCP)*, Virtual Conference.

Roberts, Annabelle R., Justin Landy, and Emma E. Levine (2021), “Disclosing Shortcomings in Morality, Sociability, and Competence,” Talk presented at the *Society for Consumer Psychology (SCP)*, Virtual Conference.

Roberts, Annabelle R., Emma E. Levine, Alixandra Barasch, and Jonathan Z. Berman (2021), “Don’t Curb Your Enthusiasm: Expressing Emotion Improves Perceptions of Self-Promotion,” Talk presented at the *Society of Personality and Social Psychology (SPSP)*, Virtual Conference.

Roberts, Annabelle R. and Ayelet Fishbach (2020), “When Wanting Closure Reduces Patients’ Patience,” Talk presented at the *Society for Judgment and Decision Making (SJDM)*, Virtual Conference.

Roberts, Annabelle R. and Ayelet Fishbach (2020), “When Wanting Closure Reduces Patients’ Patience,” Talk presented at the *Association for Consumer Research (ACR)*, Virtual Conference.

Roberts, Annabelle R., Franklin Shaddy, and Ayelet Fishbach (2020), “Love is Patient: People are More Willing to Wait for Things They Like,” Talk presented at the *Society for Consumer Psychology (SCP)*, Huntington Beach, CA.

Roberts, Annabelle R., Franklin Shaddy, and Ayelet Fishbach (2019), “Love is patient: People are more willing to wait for things they like,” Talk presented at the *Society for Judgment and Decision Making (SJDM)*, Montreal, Canada.

Roberts, Annabelle R., Franklin Shaddy, and Ayelet Fishbach (2019), “Love is Patient: People are More Willing to Wait for Things They Like,” Talk presented at the *Association for Consumer Research (ACR)*, Atlanta, GA.

Roberts, Annabelle R., Franklin Shaddy, and Ayelet Fishbach (2019), “Love is Patient: People are More Willing to Wait for Things They Like,” Talk presented at *Booth School of Business, Behavioral Science Brownbag Series*, Chicago, IL.

Roberts, Annabelle R., Franklin Shaddy, and Ayelet Fishbach (2019), “Love is Patient: People are More Willing to Wait for Things They Like,” Talk presented at the *Society for the Science of Motivation (SSM)*, Washington, DC.

Roberts, Annabelle R., Franklin Shaddy, and Ayelet Fishbach (2019), “Love is Patient: People are More Willing to Wait for Things They Like,” Talk presented at the *Kellogg Booth Student Symposium (KBSS)*, Chicago, IL.

Roberts, Annabelle R., Emma E. Levine, and Ovul Sezer (2019), “Hiding Success,” Talk presented at the *Society for Consumer Psychology (SCP)*, Savannah, GA.

Roberts, Annabelle R., Emma E. Levine, and Ovul Sezer (2018), “Hiding Success,” Talk presented at the *Society for Judgment and Decision Making (SJDM)*, New Orleans, LA.

Roberts, Annabelle R., Emma E. Levine, and Ovul Sezer (2018), “Hiding Success,” Talk presented at the *Booth School of Business, Behavioral Science Brownbag Series*, Chicago, IL.

### **INVITED TALKS**

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Stanford University, Stanford Graduate School of Business	November 2021
Yale University, Yale School of Management	November 2021
University of Virginia, Darden School of Business	October 2021
University of Texas at Austin, McCombs School of Business	October 2021

### **TEACHING EXPERIENCE**

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Information and Analysis (MKT 360), Spring\* and Fall 2023

\*Faculty Honor Roll

Teaching Assistant Positions at the University of Chicago Booth School of Business

*Managing in Organizations* (BUSN 20701) with Ayelet Fishbach, Spring 2021

*Marketing Management* (BUSN 37800) with Pradeep Chintagunta, Winter 2021

*Managing in Organizations* (BUSN 38001) with Ann McGill, Spring and Autumn 2020

*Managerial Psychology* (BUSN 38815) with Ann McGill, Summer 2019 and 2020

*Strategies and Processes of Negotiation* (BUSN 38803 and 38103) with Ayelet Fishbach, Summer 2018 and 2019

### **PROFESSIONAL AFFILIATIONS**

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American Marketing Association (AMA)

Association for Consumer Research (ACR)

Society for Consumer Psychology (SCP)

Society for Judgment and Decision Making (SJDM)

Society for Personality and Social Psychology (SPSP)

Society for the Science of Motivation (SSM)

## **SERVICE**

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Ad Hoc Reviewer

*Emotion*

*Journal of Consumer Psychology*

*Journal of Marketing Research*

*Motivation and Emotion*

*Personality and Social Psychology Bulletin*

## **WORK EXPERIENCE**

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Market Metrics, Boston, MA

2016 - 2017

Market Research Analyst