

Dafna Goor

London Business School
R234 Sussex Place, Regent's Park, London NW1 4SA, U.K.
dgoor@london.edu

Academic Employment

Assistant Professor of Marketing 2020-present
London Business School

Education

D.B.A., Marketing 2015-2020
Harvard Business School, Harvard University

M.B.A., Magna Cum Laude, Majors in Strategy and Global Leadership 2013
Recanati Business School, Tel Aviv University
HEC Paris Fall 2013

B.A., Psychology and Business Administration, Magna Cum Laude 2011
Tel Aviv University
Dean's Honor list with Distinction, Social Sciences 2009-2010

Research Interests

Branding, Authenticity, Consumer Identity, Symbolic Consumption, Luxury Marketing, Status Seeking, Consumer Well-being.

Honors & Awards

Ferber Award, Honorable Mention (paper: Status Pivoting) 2021
Ferber Award, Honorable Mention (paper: The Impostor Syndrome from Luxury Consumption) 2020
CBSIG Rising Star Award 2020
AMA, Sheth, & MSI Organizational Frontlines Research (OFR) Young Scholar Research Award 2020
Wyss Award for Excellence in Doctoral Research, HBS 2019
MSI Alden G. Clayton Doctoral Dissertation Proposal Award 2018
Branding in the New World: How Luxury Consumption, Social Comparison, and Brand Secrecy Impact Symbolic Consumption

The Franco Nicosia ACR Competitive Paper Award Honorable Mention, 2018
Association of Consumer Research, Dallas, Texas

AMA-Sheth Foundation Doctoral Consortium Fellow 2018
Best Paper Award, European Association of Consumer Research, Ghent, Belgium 2018
Best Paper Award (\$2,000), LVMH-SMU Luxury Research Conference, Singapore 2018

Best Paper Award, Monaco Symposium on Luxury, Monaco
Harvard University Graduate Fellowship

2018
2015-2020

Publications

Banker, Mohin, Moses Miller, Guy Voichek, Dafna Goor, and Tamar Makov (2022), “Prosocial Nudges and Visual Cues Increase Social Distancing but Authoritative Nudges Decrease It.” *Proceedings of the National Academy of Sciences*, 119(33).

- Featured in Forbes.

Goor, Dafna, Anat Keinan, and Nailya Ordabayeva (2021), “Status Pivoting,” *Journal of Consumer Research*, 47(6), 978-1002.

- MSI Clayton Dissertation Award.
- Ferber Award, Honorable Mention, 2021.
- Featured in BBC, The Marker.

Goor, Dafna, Nailya Ordabayeva, Anat Keinan, and Sandrine Crener (2020), “The Impostor Syndrome from Luxury Consumption,” *Journal of Consumer Research*, 46(6), 1031-51.

- Ferber Award, Honorable Mention, 2020.
- The Nicosia Best Competitive Paper Award Honorable Mention at the Association for Consumer Research Conference.
- Best Paper Award at the European Association for Consumer Research Conference.
- Best Paper Award at the Monaco Symposium on Luxury.
- Best Paper 3rd Place Award at the LVMH-SMU Luxury Research Conference.
- Featured in CNBC, The Guardian, BBC Global News (25:11), BBC Newsday (19:03), Fast Company (1), Fast Company (2), Esquire, National Affairs, NBC LX, Market Business News, Business Standard, Ladders News, Mama Minimalist, Psych Central, The Financial Diet, Eurasia Review, 15 Minute News, Phys Org, Neuroscience News, NewsGram, Magzter, FIT, Canvas8, Quartz, SKY, and The Mirror.

Anat Keinan, Sandrine Crener, and Dafna Goor (2020), “Luxury and Environmental Responsibility,” in *The Research Handbook on Luxury Branding*, Edward Elgar Publishing, 300-22.

Select Research in Progress

Goor, Dafna, Anat Keinan, and Nailya Ordabayeva, “Hyperopic Nostalgia: Understanding Consumer Documentation of Personal and Historic Events.” Invited for second revision at the *Journal of Consumer Psychology*.

Goor, Dafna, Anat Keinan, Nir Halevy, and Michael I. Norton, “Hidden in Plain Sight: Consumer Responses to Pseudo-Secrets in Marketing.”

- AMA, Sheth, & MSI Organizational Frontlines Research (OFR) Young Scholar Research Award

“Effortlessly Green: When and Why Effort Impacts Environmentally-Friendly Consumption,” with Yonat Zwebnier.

- Featured in Think at LBS.

“The Road Not Taken: Consumption of Unfamiliar Products Increases Feelings of Self-Discovery and Consumer Engagement” with Grant E. Donnelly, Siyuan Yin, and Michael I. Norton.

“How and Why Sellers and Buyers Value Information Differently,” with Kristen Lane, Michael I. Norton, and Ayelet Gneezy.

“Gaining Less by Giving More: The Disempowering Nature of Luxury Gifts,” with Maren Hoff, Adam Galinsky, and Nader Tavassoli.

“Social Desire and Social Anxiety in the Sharing Economy,” with Dena Yadin, Amir Grinstein, Nailya Ordabayeva, and Meike H. Morren.

“Relic Consumption,” with Kyung Hwa Kim.

“The Drivers and Consequences of Attributing Success to Luck in Social Comparison” with Ozlem Tetik, Nicole Kim, and Yuwei Jiang.

“Using Tainted Money to Attenuate Overhead Aversion,” with Shirly Bluvstein, Alixandra Barasch, and Vicki G. Morwitz.

Invited Presentations

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| The Fuqua School of Business, Duke University | April 2023 |
| Harvard Business School | November 2022 |
| School of Business and Economics, Vrije Universiteit Amsterdam | October 2022 |
| Arison School of Business, Reichman University | March 2022 |
| UCR School of Business, University of California Riverside | November 2021 |
| Fisher School of Business, The Ohio State University | May 2021 |
| Decision Making and Economic Psychology, BGU and the Hebrew University | May 2021 |
| Coller School of Management, Tel Aviv University | March 2021 |
| Beedie School of Business, Simon Fraser University | October 2020 |
| The Wharton School, University of Pennsylvania | October 2020 |
| INSEAD | November 2019 |
| London Business School | November 2019 |
| Kellogg School of Management, Northwestern University | October 2019 |
| Miami Herbert Business School, University of Miami | October 2019 |
| McCombs School of Business, The University of Texas at Austin | October 2019 |
| College of Business Administration, University of Illinois at Chicago | October 2019 |
| Leeds School of Business, University of Colorado Boulder | September 2019 |

Rotman School of Management, University of Toronto
Tuck School of Business, Dartmouth College

September 2019
September 2019

Teaching Experience

London Business School

Global Experience Field Course in Luxury Marketing (Paris); MBA, Executive MBA 2022 –
Luxury Strategy (co-teaching); MiM, MBA, Executive MBA 2021 –
Core Marketing; MBA, Executive MBA 2020 –

Harvard University

Consumer Behavior (E-6200), Harvard Extension School, Course Instructor 2017-2020
BIGS research group, Harvard College 2017-2020
Program for Research in Markets and Organizations (PRIMO), Harvard College Sum 2018
Independent Research Course (910r), Harvard College Fall 2017

Tel Aviv University

Developmental Psychology, Graduate School of Education, Teaching Assistant 2008 – 2011

Business and Professional Experience

Ernst & Young

Global Business Development and Global Account Manager – Teva Pharmaceuticals 2014-2015
(2015 MarCap \$44.38B), Life Sciences, Advisory Services

Verint Systems / European Union

Project Manager – FP7 European Commission Research & Innovation Program (€23M) 2012-2013

Harel Insurance

Business Development Manager, Pension Department 2011-2012

Shalvata Psychiatric University Hospital

Research Project Manager – Effects of Schizophrenia on Cognitive and Physical Abilities 2009-2011

Tel-Aviv University, School of Psychology & School of Education

Research Assistant – Children's Understanding of Appearance-Reality Distinction in Theatre 2008-2010

Israel Defense Forces

Sergeant, Special Forces, Intelligence Corps 2004-2006

Volunteering

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| Mentor, HaMisdar, IDF Special Forces Intelligence unit, Volunteer Association | 2021- |
| CEO, The PeaceTube Project – connecting people from countries in conflict, NGO | 2014-2015 |
| Project Manager, HaMisdar, IDF Special Forces Intelligence unit, Volunteer Association | 2009-2014 |
| Instructor, "Hand in Hand" Project, Tel Aviv University | 2009-2011 |
| Mentor, "Beit Hayeled" Municipal Boarding Home, Tel Aviv | 2009-2011 |
| Therapeutic Instructor, Shalvata Psychiatric Hospital, Long-Term Ward for Juveniles | 2009-2010 |

Conference Presentations

Effortlessly Green: When and Why Effort Impacts Environmentally Friendly Consumption (with Yonat Zwebner), 2023 *La Londe Conference on Consumer Behavior and Marketing Communications*, Porquerolles Island, France.

The (Reverse) Endowment Effect of Information (with Kristen Lane, Michael I. Norton, and Ayelet Gneezy), 2023 *European Association of Consumer Research*, Amsterdam, The Netherlands.

Social Interactions in the Sharing Economy: A Double-Edged Sword? (with Amir Grinstein, Nailya Ordabayeva, and Meike Morren), 2023 *European Association of Consumer Research*, Amsterdam, The Netherlands.

The Drivers and Consequences of Attributing Success to Luck in Social Comparison (with Ozlem Tetik, Nicole Kim, and Yuwei Jiang), 2023 *European Association of Consumer Research*, Amsterdam, The Netherlands.

Gaining Less by Giving More: The Disempowering Nature of Luxury Gifts (with Maren Hoff and Nader Tavassoli), 2023 *Society of Consumer Psychology*, Puerto Rico.

The (Reverse) Endowment Effect of Information (with Kristen Lane, Michael I. Norton, and Ayelet Gneezy), 2023 *Society of Consumer Psychology*, Puerto Rico.

The Drivers and Consequences of Attributing Success to Luck in Social Comparison (with Ozlem Tetik, Nicole Kim, and Yuwei Jiang), 2023 *Society of Consumer Psychology*, Puerto Rico.

Gaining Less by Giving More: The Disempowering Nature of Luxury Gifts (with Maren Hoff and Nader Tavassoli), 2022 *Association of Consumer Research*, Denver, Colorado.

The (Reverse) Endowment Effect of Information (with Kristen Lane, Michael I. Norton, and Ayelet Gneezy), 2022 *Association of Consumer Research*, Denver, Colorado.

Prosocial Nudges and Visual Cues Increase Social Distancing but Authoritative Nudges Decrease It (with Mohin Banker, Moses Miller, Guy Voichek, and Tamar Makov), 2022 *Association of Consumer Research*, Denver, Colorado.

Paying a Price for Intergroup Brokering: Why, How, and When Out-group Ties Diminish Brokers' Status (with Adiel Moyal and Nir Halevy), 2022 *The Academy of Management*, Seattle.

Hidden in Plain Sight: Consumer Response to Pseudo-Secrets in Marketing (with Anat Keinan, Nir Halevy, and Michael I. Norton), 2022 *International Association for Relationship Research*, virtual conference.

Status Pivoting: Coping with Status Threats through Motivated Trade-off Beliefs and Consumption across Domains (with Anat Keinan and Nailya Ordabayeva), 2022 *Society of Consumer Psychology Boutique Conference on "Paucity in the Midst of Opulence: How Scarcity, Luxury, and Inequality Impact Consumer Behavior"*, Honolulu, Hawaii.

Effortlessly Green: When and Why Effort Impacts Environmentally Friendly Consumption (with Yonat Zwebner), 2022 *Society of Consumer Psychology*, virtual conference.

The Positive and Negative Effects of Visual Cues and Messages on Social Distancing (with Mohin Banker, Moses Miller, Guy Voichek, and Tamar Makov), 2022 *SJDM*, poster session, virtual conference.

Effortlessly Green: When and Why Effort Impacts Environmentally Friendly Consumption (with Yonat Zwebner), 2021 *Association of Consumer Research*, virtual conference.

Hidden in Plain Sight: Consumer Response to Pseudo-Secrets in Marketing (with Anat Keinan, Nir Halevy, and Michael I. Norton), 2021 *Society of Experimental Social Psychology*, Santa Barbara.

Status Pivoting: Coping with Status Threats through Motivated Trade-off Beliefs and Consumption across Domains (with Anat Keinan and Nailya Ordabayeva), 2020 *Association of Consumer Research*, virtual conference.

Hidden in Plain Sight: Consumer Response to Pseudo-Secrets in Marketing (with Anat Keinan, Nir Halevy, and Michael I. Norton), 2020 *Association of Consumer Research*, virtual conference.

The Road Not Taken: Consumption of Unfamiliar Products Increases Feelings of Self-Discovery and Consumer Engagement (with Grant E. Donnelly and Michael I. Norton), 2020 *Association of Consumer Research*, virtual conference.

Social Interactions in the Sharing Economy: A Double-Edged Sword? (with Amir Grinstein, Nailya Ordabayeva, and Meike Morren), 2020 *Association of Consumer Research*, virtual conference.

Dirty Motivation: Using Donations to Mitigate Overhead Aversion (with Shirly Bluvstein, Alixandra Barasch, and Vicki G. Morwitz), 2020 *Society of Consumer Psychology*, Los Angeles, California.

The Road Not Taken: Consumption of Unfamiliar Products Increases Feelings of Self-Discovery and Consumer Engagement (with Grant E. Donnelly and Michael I. Norton), 2020 *Society of Consumer Psychology*, Los Angeles, California.

Hidden in Plain Sight: Consumer Responses to Pseudo-Secrets in Marketing (with Anat Keinan, Nir Halevy, and Michael I. Norton), 2020 *IOBC*, Tel Aviv, Israel.

Hidden in Plain Sight: Consumer Response to Pseudo-Secrets in Marketing (with Anat Keinan, Nir Halevy, and Michael I. Norton), 2020 *OFR American Marketing Association Winter Academic Conference*, San Diego, California.

Dirty Motivation: Using Donations to Mitigate Overhead Aversion (with Shirly Bluvstein, Alixandra Barasch, and Vicki G. Morwitz), 2019 *Association of Consumer Research*, Atlanta, Georgia.

Branding in the New World: How Luxury Consumption, Social Comparison, and Brand Secrecy Impact Symbolic Consumption, *MSI Spring 2019 Trustees Meeting: Right Channel, Right Content, Right Time*, Boston, Massachusetts. Poster presentation.

The Paradox of Luxury Consumption – Understanding Consumers’ Feelings of Inauthenticity (with Nailya Ordabayeva, Anat Keinan, and Sandrine Crener), 2019 *Brands and Brand Relationships*, Boston.

The Paradox of Luxury Consumption – Understanding Consumers’ Feelings of Inauthenticity (with Nailya Ordabayeva, Anat Keinan, and Sandrine Crener), 2019 *The La Londe Conference*, La Londe, France.

Social Interactions in the Sharing Economy: A Double-Edged Sword? (with Amir Grinstein), 2019 *SHARE Conference*, Northeastern University, Boston, Massachusetts.

The Paradox of Luxury Consumption – Understanding Consumers’ Feelings of Inauthenticity (with Nailya Ordabayeva, Anat Keinan, and Sandrine Crener), 2019 *American Marketing Association Winter Academic Conference*, Austin, Texas.

The Paradox of Luxury Consumption – Understanding Consumers’ Feelings of Inauthenticity (with Nailya Ordabayeva, Anat Keinan, and Sandrine Crener), 2018 *Judgement and Decision Making*, Boston, Massachusetts.

The Impostor Syndrome from Luxury Consumption (with Nailya Ordabayeva, Anat Keinan, and Sandrine Crener), 2018 *Association of Consumer Research*, Dallas, Texas.

The Impostor Syndrome from Luxury Consumption – When Aspirational Products Backfire (with Nailya Ordabayeva, Anat Keinan, and Sandrine Crener), 2018 *European Association of Consumer Research*, Ghent, Belgium.

Did Not Expect It from You! The Effect of Source Typicality on Perceived Message Originality (with Edith Shalev and Kim Laronne), 2018 *European Association of Consumer Research*, Ghent, Belgium.

The Paradox of Luxury Consumption: Selling Dreams in the Age of Authenticity (with Nailya Ordabayeva, Anat Keinan, and Sandrine Crener), 2018 *Transatlantic Doctoral Conference (TADC)*, London Business School, London, UK.

The Impostor Syndrome from Luxury Consumption (with Nailya Ordabayeva, Anat Keinan, and Sandrine Crener), 2018 *LVMH-SMU Luxury Research Conference*, Singapore.

The Impostor Syndrome from Luxury Consumption (with Nailya Ordabayeva, Anat Keinan, and Sandrine Crener), 2018 *Monaco Symposium on Luxury*, Monte Carlo, Monaco.

The Impostor Syndrome from Luxury Consumption (with Nailya Ordabayeva, Anat Keinan, and Sandrine Crener), 2018 *Wharton Society for the Advancement of Women in Business Academia Conference (WSAWBA)*, Philadelphia, Pennsylvania.

The Impostor Syndrome from Luxury Consumption (with Nailya Ordabayeva, Anat Keinan, and Sandrine Crener), 2018 *Society of Consumer Psychology*, Dallas, Texas.

Professional Service

Ad-hoc reviewer for the Journal of Consumer Research, Journal of Marketing Research, Journal of Marketing, Journal of Consumer Psychology, Journal of Business Research, International Journal of Research in Marketing, Journal of Retailing, and the Israeli Science Foundation (ISF).

Reviewer for the Association for Consumer Research, Society for Consumer Psychology, Behavioral Decision Research and Management, and American Marketing Association Conferences.

Professional Affiliations

American Marketing Association, Association of Consumer Research, Society for Consumer Psychology, Society of Judgment and Decision Making, Psychological Science, Beta Gamma Sigma