Don A. Moore

Professor | Associate Dean for Academic Affairs | Lorraine Tyson Mitchell Chair in Leadership and Communication at Haas School of Business, University of California, Berkeley

Berkeley, CA, US

Researcher of confidence and overconfidence, with a focus on forecasting, judgment, and decision making

About

Don Moore is the Lorraine Tyson Mitchell Chair in Leadership and Communication at Berkeley Haas and serves as Associate Dean for Academic Affairs. He received his PhD in Organization Behavior from Northwestern University. His research interests include overconfidence?including when people think they are better than they actually are, when people think they are better than others, and when they are too sure they know the truth. He is only occasionally overconfident.

Areas of Expertise

Ethical Choice, Decision-Making, Overconfidence, Negotiation

Selected External Service & Affiliations

Editorial Board of Journal of Personality and Social Psychology (2015 ? present), Editorial Board of Psychological Science (2015 ? present), Editorial Board of Judgment and Decision Making (2012 ? present), Editorial Board of Administrative Science Quarterly (2009 -2013), Editorial Board of Organizational Behavior and Human Decision Processes (2007 ? 2009), Editorial Board of Organization Science (2007 ? 2010)

Positions Held

At Haas since 2010

2021 ? present, Associate Dean for Academic Affairs 2016 ? present, Professor, Management of Organizations Group, Haas School of Business 2010 ? 2016, Associate Professor, Management of Organizations Group, Haas School of Business Courtesy appointment in the Department of Psychology, University of California, Berkeley 2015 ? present, Faculty Director, Xlab 2000 ? 2010, Assistant to Associate Professor of Organizational Behavior, Tepper School of Business, Carnegie Mellon University

Education

Northwestern University
PhD Organization Behavior

Northwestern University
MS Organization Behavior

Carleton College
BA Magna Cum Laude Psychology

Honors & Awards

Barbara and Gerson Bakar Faculty Fellow
2011? 2014

Best Paper Award
Managerial and Organizational Cognition Division of the Academy of Management 2011

IARPA Research Grant
Awarded for grant for: Exploring the Optimal Forecasting Frontier with B. Mellers and P. Tetlock 2011 ? 2015

Cummings Scholar Award
Awarded from the Academy of Management, recognizing ?significant scholarly achievement during the early- to mid-career stage? 2007

Best Paper Award, Managerial and Organizational Cognition Division of the Academy of Management
2007

Weil Prize (CMU)
Awarded for the paper ?Bayesian overconfidence? with Paul J. Healy 2007

National Science Foundation
Research grant for: Correspondence Bias in Performance Appraisal: Why Selecting an Easy Task is a Recipe for Success with Francesca Gino, Zachariah Sharek, and Samuel Swift 2007 ? 2009