

# Ryan O. Murphy

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## Education and Positions

Present	Post- Doc	Associate Director and Research Scientist Center for the Decision Sciences Columbia Business School- Management Division Columbia University, New York, NY
2004	Ph.D. &	Management and Organizations Eller College of Management
2001	M.S.	University of Arizona, Tucson, AZ Doctoral Minor in Psychology Research Methods and Statistics Manager of the Decision Behavior Laboratory
2001	-	Mid-Doctoral Research Fellowship Department of Marketing, School of Business and Management Hong Kong University of Science and Technology
1999	M.S.	Experimental Psychology Western Washington University, Bellingham, WA Completed additional Measurement, Evaluation, and Statistical Analysis Program
1996	B.A.	Psychology Wake Forest University, Winston-Salem, NC Graduated <i>Cum Laude</i> Minors in East Asian Studies, Philosophy

## Research

### Research interests

I study how individuals and groups make strategic decisions in interdependent situations primarily using experimental methods. Currently I am examining how trust emerges and is maintained between decision makers. This work examines various mechanisms that can stave off the unraveling of trust-based cooperation. In a related line of work, I study how decision makers adapt, learn, and make tradeoffs in risky and dynamic environments. Dynamic risky decision problems are multistage, and as such the choices made now influence the availability of later alternatives. These problems are pervasive in business settings (e.g., the selection of personnel, research and development investments, or the adoption of new technologies). This line of work aims to discover the cognitive limitations and biases real decision makers exhibit when confronting complex risky decisions. These insights can be formulated prescriptively in order to help people in applied settings make better decisions.

## **Grants**

National Science Foundation (SES-0637151, Funded from October 2006 to September 2009)

\$146,865 awarded to study the development, maintenance, and dissolution of trust between interactive decision makers. I am the PI on this grant from the Decision, Risk and Management Sciences program of the NSF.

National Science Foundation (SES-0637151 REU-1, Funded from June 2007 to August 2008)

\$12,375 was awarded as a Research Experience for Undergraduates supplement. REU is an NSF program designed to offer awards for supporting undergraduate involvement in research under active grants. I am the PI on this grant from the Decision, Risk and Management Sciences program of the NSF.

Economic Science Laboratory research grant, University of Arizona (Awarded in 2003)

\$3,000 awarded to administer a series of experiments regarding trust and decision-making in small groups.

## **Publications**

### **Refereed journal articles**

- Bearden, J. N., Murphy, R. O., & Rapoport, A. (In press). Decision biases in revenue management: Some behavioral evidence. *Manufacturing and Service Operations Management*.
- Haward, M. F., Murphy, R. O., & Lorenz, J. M. (In press). Framing and perinatal decisions: Implications for informed consent. *Pediatrics*.
- Bearden, J. N., Rapoport, A., & Murphy, R. O. (2006). Sequential observation and selection with rank-dependent payoffs: An experimental test. *Management Science*, 52, 1437-1449.
- Bearden, J. N., Rapoport, A., & Murphy, R. O. (2006). Sequential selection and assignment: An experimental study. *Journal of Behavioral Decision Making*, 19, 229-250.
- Murphy, R. O., Rapoport, A., & Parco, J. (2006). The breakdown of cooperation in iterative real-time trust dilemmas. *Experimental Economics*, 9, 147-166.
- Bearden, J. N., Murphy, R. O., & Rapoport, A. (2005). A multi-attribute extension of the secretary problem: Theory and experiments. *Journal of Mathematical Psychology*, 49, 410-425.
- Murphy, R. O., Rapoport, A., & Parco, J. (2004). Population learning of cooperative behavior in a three-person centipede game. *Rationality and Society*, 16, 91-120.

### **Refereed book chapters**

- Bearden, J. N., & Murphy, R. O. (2007). *On generalized secretary problems*. In M. Abdellaoui, R. D. Luce, M. J. Machina & B. Munier (Eds.), *Risk and uncertainty: Mental, formal and experimental representations*, (pp. 187-206). Springer: New York.

### **Manuscripts under review**

- Murphy, R. O., Rapoport, A., & Parco, J. *Strategy elicitation in symmetric real time trust dilemmas*. Manuscript under review, *Organizational Behavior and Human Decision Processes*.

## Manuscripts and projects under development

- Bearden, J. N., & Murphy, R. O. *Portfolio selection among risky options: Behavioral evidence and the persistence of biases.*
- Bearden, J. N., Connolly, T., & Murphy, R. O. *Searching for the party: One-dimensional search in a probabilistic environment with cost.*
- Figner, B., Murphy, R. O., & Weber, E. U. *Affective versus deliberative processing in younger and older adults' risk taking: The role of cognitive control.*
- Johnson, E. J., Weber, E. U., & Murphy, R. O. *Query theory: The effects of recollection sequence on preference construction and choice.*
- Murphy, R. O., & Ames, D. *Embedded trust games and individual differences.*
- Murphy, R. O., & Handgraaf, M. *Measuring Social Value Orientation (SVO).* <https://vlab2.gsb.columbia.edu/svo/>
- Murphy, R. O., & Rapoport, A. *Non-random matching protocols in iterated trust games.*
- Murphy, R. O., & Wood, A. *Allocation choices as a means of credible signaling in an iterated trust dilemma.*
- Weber, E. U., & Murphy, R. O. *Assessing and parameterizing risk attitudes among farmers in Argentina.*

## Selected paper presentations

- Weber, E. U., & Murphy, R. O. (2007). *Individual differences in risk and time preferences among Argentine farmers.* Paper presented as part of a symposium at the Subjective Probability, Utility and Decision Making (SPUDM) conference, Warsaw, Poland.
- Murphy, R. O., & Rapoport, A. (2007). *Non-random matching protocols in an iterated real time trust game.* Paper presented at the International Conference of Social Dilemmas, Seattle, WA.
- Murphy, R. O., & Handgraaf, M. (2007). *Measuring Social Value Orientation (SVO).* Paper presented at the International Conference of Social Dilemmas, Seattle, WA.
- Murphy, R. O., Figner, B., & Weber, E. U. (2007). *Physiological measures (fMRI and galvanic skin response) in risky decision-making research.* Paper presented as part of an invited workshop at the annual meeting of the Academy of Management, Philadelphia, PA.
- Murphy, R. O., & Bearden, J. N. (2007). *An Admissions Problem: Selecting a portfolio of risky binary options.* Paper presented at the annual meeting of the Society for Mathematical Psychology, Irving, CA.
- Bearden, J. N., Connolly, T., & Murphy, R. O. (2007). *Searching for the party: One-dimensional search in a probabilistic environment with cost.* Paper presented at the annual meeting of the Society for Mathematical Psychology, Irving, CA.
- Figner, B., Mackinlay, R. J., Wilkening, F., Murphy, R. O., & Weber, E. U. (2006). *Hot and cold cognition in risky decision making: Accounting for age and gender differences in risk taking.* Paper presented at the annual meeting of the Society for Judgment and Decision Making, Houston, TX.

## Teaching

### Teaching interests

Managerial Decision-Making; Strategic Management and Competitive Decision Making; Negotiations and Bargaining; Statistics, Mathematical Modeling and Research Methods.

### Awards

University of Arizona Student Council Teaching Award, 2001

I was honored by students in the business school as an outstanding teacher. This award is typically given to faculty members, not graduate student instructors.

### Ratings for classes as the instructor

Class Name	Frequency	Mean Rating*	Institution and level	Mean class size
Strategic Management	4 courses	4.7	U of Arizona Business School, undergraduate	25
Bargaining and Negotiation	1 course	4.8	U of Arizona Business School, undergraduate	15
Statistics for Business Management	7 courses	4.6	U of Arizona Business School, undergraduate	35
Advanced Statistics and Structural Equations Modeling	1 course	4.9	U of Arizona Business School, Ph.D.	25
Seminar on Judgment and Decision Making	2 courses	4.7	Columbia Graduate School of Business, MBA	25
Markets and Decision Making	Invited lecturer	-	Columbia Graduate School of Business, MBA and EMBA	30

\*Mean rating of *Overall Teaching Effectiveness* is based on student evaluations using a 5-point scale with higher values indicating greater effectiveness. Typical means for teaching effectiveness range between 3.8 and 4.2 in the business school. For the majority of the courses I have taught, my ratings have been in the top 10% of all instructors.