

Geoff Fisher

Contact Information:

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Professional Experience:

Associate Professor of Marketing (with tenure), Cornell University, SC Johnson College of Business, 2023 – present.
Assistant Professor of Marketing, Cornell University, SC Johnson College of Business, 2015 – 2023.

Education:

Ph.D., Behavioral and Social Neuroscience, Caltech, 2015
B.A., Economics and Mathematics, Cornell University, *summa cum laude*, 2010

Research Interests:

Judgment and Decision Making, Behavioral Economics, Consumer Neuroscience

Publications:

Fisher, Geoffrey and Kaitlin Woolley (2024). “How Consumers Resolve Conflict over Branded Products: Evidence from Mouse Cursor Trajectories,” *Journal of Marketing Research*, 61(1), 165-184.

Fisher, Geoffrey (2023). “Measuring the Factors Influencing Purchasing Decisions: Evidence from Cursor Tracking and Cognitive Modeling,” *Management Science*, 69(8), 4558-4578.

Fisher, Geoffrey, Matthew McGranaghan, Jura Liaukonyte, and Kenneth Wilbur (2023). “Price Promotions, Beneficiary Framing, and Mental Accounting,” *Quantitative Marketing and Economics*, 21, 147-181.

Chao, Matthew and Geoffrey Fisher (2022). “Self-Interested Giving: The Relationship Between Conditional Gifts, Charitable Donations, and Donor Self-Interestedness,” *Management Science*, 68(6), 4537-4567.

Fisher, Geoffrey (2021). “A Multiattribute Attentional Drift Diffusion Model,” *Organizational*

Behavior and Human Decision Processes, 165, 167-182.

Fisher, Geoffrey (2021). "Intertemporal Choices are Causally Influenced by Fluctuations in Visual Attention," *Management Science*, 67(8), 4961-4981.

Setton, Roni, Geoffrey Fisher, and R. Nathan Spreng (2019). "Mind the Gap: Congruence Between Present and Future Motivational States Modulates Prospective Decision-Making," *Neuropsychologia*, 132, 107130.

McGranaghan, Matthew, Jura Liaukonyte, Geoffrey Fisher, and Kenneth Wilbur (2019). "Lead Offer Spillovers," *Marketing Science*, 38(4), 643-668.

Fisher, Geoffrey (2018). "Nutrition Labeling Reduces Valuations of Food Through Multiple Health and Taste Channels," *Appetite*, 120, 500-504.

Fisher, Geoffrey (2017). "An Attentional Drift Diffusion Model Over Binary-Attribute Choice," *Cognition*, 168, 34-45.

Benjamin, Daniel J., James J. Choi, and Geoffrey Fisher (2016). "Religious Identity and Economic Behavior," *Review of Economics and Statistics*, 98(4), 617-637. Lead Article.

Fisher, Geoffrey and Antonio Rangel (2014). "Symmetry in Cold-to-Hot and Hot-to-Cold Valuation Gaps," *Psychological Science*, 25(1), 120-127.

Teaching:

Behavioral Economics and Managerial Decisions, 2019-present

Marketing Research, 2016-2024

PhD Seminar in Behavioral Marketing, Spring 2023, Spring 2025

Consumer Neuroscience, 2016-2020

Honors, Awards, and Fellowships:

1st Place Blue Ribbon Cookie, New York State Fair, 2024

Dyson Outstanding Early Career Achievement Award, 2022

Cornell Center for Social Science Faculty Fellowship, 2018-2019

New Innovator Award, Foundation for Food and Agriculture Research, 2016

California Institute of Technology Fellowship, 2010-2015

National Science Foundation IGERT Fellowship, 2010-2013

Research Grants:

2022, LEEDR Seed Grant, \$1,000

2020, LEEDR Seed Grant, \$1,000

2019, Cornell Center for Social Science Small Grant (with Adam Anderson and Vaida Rimeikyte), \$10,000

2018-2019, Cornell Center for Social Science Faculty Fellowship Grant, \$10,000
2018, Business of Food Small Grants Program, SC Johnson College of Business (with Kaitlin Woolley), \$7,250
2016-2019, Foundation for Food and Agriculture Research Award, \$300,000
2016-2019, USDA National Institute of Food and Agriculture, HATCH Project 1010381, \$75,000

Professional Service:

Journal Referee: *American Economic Review, Appetite, Applied Economics, Cognition, Cognitive Psychology, Decisions in Economics and Finance, Economic Inquiry, Journal of Economic Behavior & Organization, Journal of Economics & Management Strategy, Journal of the European Economic Association, Journal of Experimental Psychology: General, Journal of Experimental Psychology: Learning, Memory, Cognition, Journal of Marketing Research, Journal of Neuroscience Psychology and Economics, Journal of Political Economy, Judgment and Decision Making, Management Science, Organizational Behavior and Human Decision Processes, Psychological Review, Psychonomic Bulletin & Review, Quarterly Journal of Economics, Review of Economics and Statistics*

Grant Reviewer: Howard AMA Doctoral Dissertation Award, National Science Foundation, Israel Science Foundation

Conference Reviewer: Association for Consumer Research, Behavioral Decision Research in Management, Society of Judgment and Decision Making, Society for Consumer Psychology

College and University Service:

Marketing Area PhD Committee: Member, Spring 2023; Chair/Coordinator, Summer 2023 – present

Director of the Cornell Eye Tracking Laboratory, 2015-present

Dyson Undergraduate Studies Committee: Member, 2017-2018, 2023 – present

Tenure and Promotion Ad Hoc Committee Member, Fall 2024

Dyson Curriculum Review Implementation Committee, 2023

Faculty Search Committee Member: Marketing, 2017, 2018, 2022, 2023; Development Economics, 2017-2018.

Co-organizer SC Johnson College of Business Marketing Workshop: Spring 2017, Fall 2017, Spring 2018, Fall 2019, Spring 2020, Spring 2022

Co-organizer SC Johnson College of Business Marketing Research Camps: 2018, 2020, 2022-2023

Reappointment Ad Hoc Committee Chair, Spring 2023 (two cases)

Reappointment Ad Hoc Committee Chair, Fall 2023

Dyson Awards Committee: Member, 2020-2023