

Noah Eisenkraft

Assistant Professor of Organizational Behavior
Kenan-Flagler Business School
University of North Carolina, Chapel Hill

919.886.6624
noah_eisenkraft@unc.edu
<http://noaheisenkraft.com/>

Education

- 2011 The Wharton School at the University of Pennsylvania.
Ph.D., Management/Organizational Behavior
- 2007 The Wharton School at the University of Pennsylvania
M.S., Management/Organizational Behavior.
- 2004 Harvard College.
B.A. Psychology, *magna cum laude*.

Articles in refereed journals

Eisenkraft, N. & Elfenbein, H. A. (2010). The way you make me feel: Evidence for individual differences in affective presence. *Psychological Science*, 21, 505 – 510.

Curhan, J. R., Elfenbein, H. A., & Eisenkraft, N. (2010). The objective value of subjective value: A multi-round negotiation study. *Journal of Applied Social Psychology*, 40, 690 – 709.

Elfenbein, H. A. & Eisenkraft, N. (2010). The relationship between displaying and perceiving nonverbal cues of affect: A meta-analysis to solve an old mystery, *Journal of Personality and Social Psychology*, 98, 301-318.

Elfenbein, H. A., Foo, M. D., Mandal, M. K., Biswal, R., Eisenkraft, N., Lim, A., & Sharma, S. (2010). Displaying and perceiving nonverbal cues of affect: New data on an old question. *Journal of Research in Personality*, 44, 199-206.

Elfenbein, H. A., Eisenkraft, N., & Ding, W. (2009) Do we know who values us? Dyadic meta-accuracy in the perception of professional relationships, *Psychological Science*, 20, 1081-1083.

Langer, E., Russell, T. & Eisenkraft, N. (2009). Orchestral performance and the footprint of mindfulness. *Psychology of Music*, 37, 125-136.

Elfenbein, H. A., Curhan, J. R., Eisenkraft, N., Shirako, A., & Baccaro, L. (2008). Are some negotiators better than others? Individual differences in bargaining outcomes, *Journal of Research in Personality*, 42, 1463-1475.

Manuscripts under review

Elfenbein, H. A., Eisenkraft, N. & Barsade, S. G. "Do we know emotional intelligence when we see it? The properties and promise of observer ratings." Revise and resubmit to the *Journal of Applied Psychology*.

Eisenkraft, N., Curhan, J. R., & Brown, A. D. "Profit in the pursuit of happiness: Intrinsic and extrinsic motivation in negotiations." Submitted to the *Journal of Applied Psychology*.

Working papers

Eisenkraft, N., Kay, V., Hill, K., & Elfenbein, H. A. "Keep calm and carry on: Negative affective presence and the bad apple effect."

Eisenkraft, N. " r_{wg} is not enough: Detecting subgroup disagreement."

Eisenkraft, N., Campagna, R. Elfenbein, H. A., & Dirks, K. "Who trusts? Who is trusted? Individual differences and dyadic trust in teams."

Elfenbein, H. A., Curhan, J. R., Eisenkraft, N., Shirako, A., & Brown, A. "Why are some negotiators better than others? Opening the black box of bargaining behaviors."

Eisenkraft, N. "Restoring glory: The inspiring effect of organizational identity threats on individual performance."

Knight, A., & Eisenkraft, N. "Patient safety culture is local: A variance decomposition analysis."

Refereed presentations

Elfenbein, H. A., Sharma, S., Kopelman, S., Eisenkraft, N. & Curhan, J. R. (2011). Individual differences and negotiation outcomes: A cross-cultural field study. Paper to be presented at the 71st meeting of the Academy of Management, San Antonio, Texas.

Eisenkraft, N. (2010). r_{wg} is not enough: Detecting subgroup disagreement. Paper presented at the 70th meeting of the Academy of Management, Montreal, Quebec.
Included in Best Paper Proceedings.

Eisenkraft, N. & Elfenbein, H. A. (2010). Do you know how you make other people feel? Accuracy in perceptions of trait affective presence. Presented at the 70th meeting of the Academy of Management, Montreal, Quebec.

Elfenbein, H. A., Curhan, J. R., Eisenkraft, N., Shirako, A., & Brown, A. (2010). Why are some negotiators better than others? Opening the black box of bargaining behaviors. Presented at the 23rd Annual Meeting of the International Association for Conflict Management. Cambridge, Massachusetts.

Eisenkraft, N. & Elfenbein, H. A. (2010). The way you make me feel: Evidence for individual differences in affective presence. Presented at the 25th Annual Meeting of the Society for Industrial & Organizational Psychology, Atlanta, Georgia.

Elfenbein, H. A., Eisenkraft, N. & Ding, W. (2010). Do we know who values us? Dyadic meta-accuracy in the perception of professional relationships, Paper presented at the 118th Annual Convention of the American Psychological Association, San Diego, California.

Elfenbein, H. A., Barsade, S., & Eisenkraft, N. (2009). Do we know emotional regulation skill when we see it? A multi-trait multi-method analysis. Presented at the 69th Meeting of the Academy of Management, Chicago, Illinois.

Elfenbein, H. A., Eisenkraft, N., Foo, M. D., Mandal, M. K., Biswal, R., Lim, A., & Sharma, S. (2009). Is there an emotional 'g'? Accuracy in expressing and perceiving nonverbal cues. Paper presented at the 21st Meeting of the Association for Psychological Science, San Francisco, California.

Elfenbein, H. A., Shirako, A., Eisenkraft, N., Brown, A., Curhan, J. R. (2008). Emotional styles in negotiation: Consistency and its consequences. Presented at the 68th Meeting of the Academy of Management, Anaheim, California.

Elfenbein, H. A., Curhan, J. R., & Eisenkraft, N. (2007). On the intuition that some negotiators are better than others. Presented at the 67th Meeting of the Academy of Management, Philadelphia, Pennsylvania.

Elfenbein, H. A., Curhan, J. R., & Eisenkraft, N. (2007). The objective value of subjective value in repeated negotiations. Presented at the 67th Meeting of the Academy of Management, Philadelphia, Pennsylvania.

Rothbard, N. P., Barsade, S. G., & Eisenkraft, N. (2006). Emotional and cognitive transparency at the bargaining table: Costs and benefits. Presented at the 66th Meeting of the Academy of Management, Atlanta, Georgia.

White papers

Palfrey, J. Chen, C., Hwang, S., & Eisenkraft, N. "Public Participation in ICANN." A white paper published at Harvard Law School's Berkman Center for Internet and Society.

Huang, J., & Eisenkraft, N. "The Design of Online Communities." A white paper and collection of interviews published internally for the administration of Harvard College.

Fellowships, honors, & awards

2007 The Wharton School Litton Fellowship for Industrial Relations Doctoral Candidates

2005 Russell Ackoff Doctoral Student Fellowships for Research on Human Decision Processes and Risk Management

Software

BuildSurvey	Software that converts human-readable/editable descriptions of questionnaires into fully functional online surveys.
BuildFeedback	Software that converts human-readable/editable descriptions into automatically created online feedback.
R.SOREMO	Statistical software that analyzes round-robin data using Kenny's (1994) Social Relations Model.
R.Mod.Med	Statistical Software that performs the moderation/mediation bootstrap described in Edwards and Lambert (2007).
R.Difference	Statistical software that performs the response surface analysis described in Edwards and Parry (1993).
ARBTR	Software that facilitates the creation of equitable, integrative, solutions with minimal communication between multiple geographically distributed negotiators.