

Michael H. Yeomans

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Academic Employment

2020 – current : Assistant Professor, Imperial College London

2014 – 2020: Post-Doctoral Fellow, Harvard University

2014 - 2016 : Department of Economics

2016 - 2018 : Institute for Quantitative Social Science

2018 : Teaching Systems Lab, Massachusetts Institute of Technology

2018 - 2020 Harvard Business School, Negotiations Organizations & Markets

Education

2009 – 2014: University of Chicago Booth School of Business,

Ph.D. & MBA in Managerial and Organizational Behavior (George Wu, advisor)

2007 – 2009: University of Waterloo, M.A. in Psychology (Derek Koehler, advisor)

2005 – 2007: University of British Columbia, CANEX Exchange (Jonathan Schooler, advisor)

2002 – 2007: University of Toronto, B.Sc. (with Honors) in Psychology and Human Biology

Research Interests

Natural Language Processing, Organizational Behavior, Judgment & Decision-Making,
Conversation, Field Experiments

Citizenship

Canada and United States (*dual*)

Honors and Awards

International Association for Conflict Management Technology Innovator Award, 7/2022
Center for Moral Understanding Grant (co-Investigator w/ Julia Minson), 2/2022
Hillel Einhorn Memorial Fellowship, 10/2011
Faculty Poster Award, 2nd Place. Max Planck Summer Institute, 6/2011.
Student Poster Award, 3rd Place. Society for Judgment and Decision Making, 11/2010.
University of Chicago Summer Research Grant, 9/2010
Chicago Booth. Ph.D. in Managerial and Organizational Behavior Fellowship, 9/2009-8/2014.
University of Waterloo MERIT Graduate Scholarship. 9/2007 – 8/2009.
Morris Belkin Undergraduate Dissertation Award, University of British Columbia. 4/2007.

Journal Publications

- Yeomans, M.**, Boland, K., Collins, H., Abi-Esber, N. & Brooks, A.W.. (2023). A Practical Guide to Conversation Research. *Advances in Methods and Practices in Psychological Science*, *in press*.
- Yeomans, M.**, Schweitzer, M. & Brooks, A.W. (2022). The Conversational Circumplex: Identifying, Prioritizing, and Pursuing Informational and Relational Motives in Conversation. *Current Opinion on Psychology*, *44*, 293-302.
- Yeomans, M.** (2022). The Straw Man Effect: Partisan Misrepresentation in Natural Language. *Group Processes and Intergroup Relations*, *25(7)*, 1905-1924.
- Yeomans, M.** (2021). A Concrete Example of Construct Construction in Natural Language. *Organizational Behavior and Human Decision Processes*, *162*, 81-94.
- Kizilcec, R.* , Reich, J.* **Yeomans, M.***, [*joint first authors], Lopez, G., Rosen, Y., Dann, C., Brunskill, E. & Tingley, D. (2020) Scaling Up Behavioral Science Interventions in Online Education. *Proceedings of National Academy of Sciences*, *117(26)*, 14900-14905.
- Yeomans, M.**, Minson, J., Collins, H., Chen, F. & Gino, F. (2020). Conversational Receptiveness: Improving engagement with opposing views. *Organizational Behavior and Human Decision Processes*, *160*, 131-148.
- Yeomans, M.**, Huang, K., Brooks, A.W., Minson, J. & Gino, F. (2019). It helps to ask: The cumulative benefits of asking follow-up questions. *Journal of Personality and Social Psychology*, *117(6)*, 1139-1144.
- Jeong, M., Minson, J., **Yeomans, M.** & Gino, F. (2019). Communicating warmth in distributive negotiations is surprisingly counter-productive. *Management Science*, *65(12)*, 5449-5956.
- Yeomans, M.**, Shah, A., Mullainathan, S. & Kleinberg, J. (2019). Making Sense of Recommendations. *Journal of Behavioral Decision Making*, *32(4)*, 403-414.

- Yeomans, M.** (2019). Some Hedonic Consequences of Perspective-Taking in Word of Mouth. *Journal of Consumer Psychology, 29*(1), 22-38.
- Yeomans, M.,** Kantor, A. & Tingley, D. (2018). The politeness Package: Detecting Politeness in Natural Language. *R Journal, 10*(2), 489-502.
- Yeomans, M.** & Al-Ubaydli, O. (2018) How does Fundraising affect Charitable Giving? Evidence from a field experiment with volunteers. *Journal of Economic Psychology, 64*, 57-72.
- Yeomans, M.,** Stewart, B., Mavon, K., Reich, J., Kindel, A. & Tingley, D. (2018) The Civic Mission of MOOCs: Computational Measures of Engagement Across Differences in Online Courses. *International Journal of Artificial Intelligence in Education. 28*(4), 553-589.
- Huang, K., **Yeomans, M.,** Brooks, A.W., Minson, J. & Gino, F. (2017). It doesn't hurt to ask: Question-asking increases liking. *Journal of Personality & Social Psychology, 113*(3), 430-452.
- Yeomans, M.** & Reich, J. (2017). Planning to Learn: Plan-Making Encourages and Forecasts Goal Pursuit in Online Education. In *Proceedings of the Seventh International Conference on Learning Analytics & Knowledge*, 464-473. ACM.
- Al-Ubaydli, O. & **Yeomans, M.** (2017) Do people donate more when they perceive a single beneficiary whom they know? A field experimental test of the identifiability effect. *Journal of Behavioral & Experimental Economics, 66*, 96-103.
- Robinson, C., **Yeomans, M.,** Reich, J., Hulleman, C. & Gelbach, H. (2016). Forecasting Student Achievement in MOOCs with Natural Language Processing. In *Proceedings of the Sixth International Conference on Learning Analytics & Knowledge*, 383-387. ACM.
- Yeomans, M.,** & Herberich, D. (2014). An experimental test of the effect of negative social norms on energy-efficient investments. *Journal of Economic Behavior & Organization, 108*, 187-197

Other Publications

- Yeomans, M.** (October 4, 2021). Argue Better by Signalling your Receptiveness with these words. *Aeon Psyche Magazine*.
- Gender bias and performance feedback: an RCT (2021). *UK Government Equalities Office Research Report*.
- Jeong, M., Minson, J., **Yeomans, M.,** & Gino, F. (2019) "Being Nice in a Negotiation Can Backfire." *Harvard Business Review*.
- Yeomans, M.** (July 7, 2015) What Every Manager Should Know About Machine Learning. *Harvard Business Review*.

Working Papers

Brooks, A.W. & **Yeomans, M.** Boomerasking: Answering your own questions. *Revise and Resubmit at Journal of Experimental Psychology: General.*

Blunden, H., Kristal, A., Whillans, A., Yoon, J., Bremner, G., Burd, H. & **Yeomans, M.** Eliciting advice instead of feedback improves developmental input. *Revise and Resubmit at Management Science.*

Minson, J., **Yeomans, M.**, Collins, H., Dorison, C. & Gino, F. Conversational receptiveness transmits between parties and reduces affective polarization. *Revise and Resubmit at Journal of Personality and Social Psychology.*

Yeomans, M. & Brooks, A.W. Topic Preference Detection: A novel approach to understand perspective taking in conversation. *Reject and Resubmit at Journal of Personality and Social Psychology.*

Abi-Esber, N., Brooks, A.W., **Yeomans, M.** & Berger, J. Topic Brainstorming in Conversation. *Under Review.*

Cho, J.Y., Kizilcec, R., **Yeomans, M.** & Tingley, D. Identifying Planning Tactics That Predict Progress and Completion in Massive Open Online Courses. *Working Paper.*

Yeomans, M., Minson, J., Collins, H. & Gino, F. Conversational Receptiveness and the effects of Cross-Partisan Empathy on Disagreement Outcomes. *Working Paper.*

Bevis, B. & **Yeomans, M.** Building an interpretable NLP system to encourage civil discourse. *Working Paper.*

Selected Research in Progress

Shi, Y., **Yeomans, M.**, Truong, M. & Fast, N. Microfoundations of Conversational Flow.

Bevis, B., **Yeomans, M.**, & Schroeder, J. Speaking of Receptiveness. Differences in conflict management across voice and text.

Nguyen, C., **Yeomans, M.**, & Gino, F. Gender Differences in Conversational Receptiveness.

Yeomans, M., Cohen, T., Gershenfeld, J., Bhatia, N. & Glick, S. The Negotiation Data Repository.

Yeomans, M., Kim, Y., Bendersky, C. & Weingart, L. Modeling the language of conflict expression.

Liu, E. & **Yeomans, M.** Managing impressions during hard questions: Evidence from earnings calls

Teaching

Lead Instructor:

Text Mining for Economics & Finance

Imperial College London, Jan-March 2022 (M.Sc., student rating: 4.9/5)

Imperial College London, Jan-March 2023 (M.Sc. & Ph.D.)

Managing Negotiations

Imperial College London, June 2021 (MBA, student rating: 4.8/5)

May 2022 (MBA, student rating: 4.7/5)

May 2023 (MBA)

Management and Business for Engineers (B.Sc.)

Imperial College London, Feb-March 2021 (student rating: 4.3/5) [virtual]

Feb-March 2022 (not rated)

Workshops / Co-Instructor:

Machine Learning & Natural Language Processing

London Business School June 2021 (Ph.D.)

May 2022 (Ph.D.)

Imperial College

April 2023 (Business Analytics MSc)

May 2023 (Climate Change Management & Finance MSc)

Natural Language Processing in Conversation

Harvard Business School October 2020 (Ph.D.)

Booth School of Business November 2020 (Ph.D.)

SICSS London June 2020 (Ph.D.)

June 2021 (Ph.D.)

SocialComQuant Summer School on Computational Social Science (July, 2023)

Negotiations for Entrepreneurs

Imperial College Business School (M.Sc.: Mar 2022; Sept 2022)

Leadership in Conflict

Institute of Global Health Innovation (M.Sc., Mar 2023; May 2023; July 2023)

Managing Difficult Conversations

HEC-Paris Jan 2022 (EMBA)

Institute of Global Health Innovation (M.Sc., Nov 2022; Mar 2023, June 2023, July 2023)

Teaching Assistant:

BUS38002: Managerial Decision Making (University of Chicago)

Instructors: Richard Thaler (x3), George Wu, Jane Risen (x2), Cade Massey
(2011; 2012 x2; 2013 x3, 2014)

Selected Presentations

Invited Talks

July 21, 2022	Facebook Computational Social Science Seminar
May 25, 2022	Queen Mary University of London (Cognitive Sciences)
April 15, 2022	IESEG (Organisational Behaviour)
March 18, 2022	Katz School of Business (Organisational Behaviour)
Feb 18, 2022	Media & Technology SPSP Pre-Conference
July 24, 2021	Behavioral Insights Team London
April 13, 2021	Judge Business School (Organisational Behaviour)
April 1, 2021	Desautels Business School (Organisational Behaviour)
Dec 6, 2020	University College London (JDM Seminar)
Dec 4, 2019	Imperial College Business School
Nov 21, 2019	University of Zurich (Organisational Behaviour)
Oct 28, 2019	Project on Negotiation Seminar
Feb 14, 2019	Stanford Natural Language Processing Seminar
Oct 24, 2017	Rady School of Management
Dec 12, 2016	The Wharton School
Sept 22, 2016	Rotman School of Management (Marketing)
Dec 1, 2016	Consumer Financial Protection Bureau
Jan 19, 2016	AirBnB Trust & Safety Team
May 15, 2012	Yale SOM Whitebox Conference

Chaired Conference Symposia

What are we talking about? Natural Language Processing in Organizations.

Academy of Management - 2019, 2020, 2021, 2022, 2023

International Association of Conflict Management - 2020, 2021, 2022

Presentations at Conferences

A Practical Guide to Conversation Research.

Psychology of Language Preconference, SPSP, Feb 24, 2023

International Association for Conflict Management, July 11, 2022

Reframing feedback as advice improves input concreteness and actionability.

Enterprise Applications of R Language, September 9, 2022

Academy of Management, August 6, 2022

Pathways for Encouraging Conversational Receptiveness.

Association for Psychological Science, May 26, 2023
Behavioural Science and Policy Association, May 8, 2023
Conflict Management Pre-Conference, SPSP, Feb 24, 2023
International Behavioral Public Policy Conference, September 10, 2022
London Text Analysis Conference, September 9, 2022
Academy of Management, August 6, 2022
International Association for Conflict Management, July 11, 2022
Society for Consumer Psychology, March 5, 2022
New Directions in Text as Data, October 28, 2021
Association for Consumer Research, October 4, 2021
Academy of Management, August 5, 2021
International Association for Conflict Management, July 14, 2021

Conversational Receptiveness: Expressing engagement with opposing views.

Monash-Warwick-Zurich Text-as-Data Workshop, April 7, 2023
Society for Judgment & Decision-Making, Feb 10, 2022
Society for Consumer Psychology, March 6, 2021
Association for Consumer Research, October 2, 2020
Academy of Management, August 8, 2020
International Association for Conflict Management, July 12, 2020
International Conference for Computational Social Science, July 18, 2020
Behavioural Science and Policy Association, May 29, 2020
Boston JDM Day, October 4, 2019ca
Advances in Field Experiments, September 13, 2019
Academy of Management, August 10, 2019

A Concrete Example of Construct Construction in Natural Language.

Distance in Organisations, May 20, 2021
Academy of Management, August 9, 2020

Topic Preference Detection: A Conversational Approach to Perspective-Taking.

Close Relationships Preconference, SPSP, 2023
Empirical Methods for Natural Language Processing, November 20, 2020
International Association for Conflict Management, July 12, 2020
Society for Judgment and Decision-Making, November 15, 2019
Society for Personality and Social Psychology, February 9, 2019
Text as Data Conference, September 22, 2018, Seattle, WA.
International Association for Conflict Management, July 11, 2018

Communicating Warmth in Distributive Negotiations is Surprisingly Counter-Productive.

Advances in Field Experiments, October 5, 2018
Conference on Digital Experimentation, October 28, 2017
Text as Data Conference, October 13, 2017

Planning to Learn: Plan-Making Encourages and Predicts Goal Pursuit in Online Education.

Boston JDM Day, April 21, 2017
ACM Learning at Scale, March 12, 2017
Society for Judgement and Decision-Making, November 21, 2016
Conference on Digital Experimentation, October 15, 2016
Advances in Field Experiments, September 16, 2016

The Case Against Recommendations: A Preference for Self-Expression in Word of Mouth.

International Association for Conflict Management, July 11, 2019
Behavioral Decision Research and Management, June 11, 2016
Boston JDM day, April 8, 2016
Society for Judgment and Decision Making, November 20, 2015

Making Sense of Recommendations.

APA Technology, Mind and Society, April 6, 2018
Academy of Management, August 7, 2017
Psychology & Technology, October 22, 2016
Association of Consumer Research, October 7, 2015
Academy of Management, August 8, 2015
Society for Consumer Psychology Summer, August 6, 2015
Society for Judgement and Decision-Making, November 20, 2014

How does Fundraising affect Charitable Giving? Evidence from a field experiment.

Academy of Management Conference, August 9, 2015
Society for Probability, Uncertainty & Decision-Making Conference, August 20, 2013
TIBER Symposium on Psychology and Economics, August 18, 2013

Tire Pressure Neglect.

Behavioral Decision Research and Management Conference, June 28, 2012

Selected External Service

Co-Director, Negotiation Data Repository

Co-Organiser, Summer Institute for Computational Social Science - London (June 2021 & June 2022)

Guest Editor, Special Issue on Computational Social Psychology, Frontiers in Social Psychology

Invited Journal Reviewer: Management Science, PNAS, Psychological Science, Organizational Behavior and Human Decision Processes, Journal of Personality and Social Psychology, Journal of Experimental Social Psychology, Journal of Experimental Psychology: General, Social Psychology and Personality Science, Organization Science, Nature: Scientific Reports, Journal of Marketing, Marketing Science, ACM Computing Surveys, Journal of Learning Analytics, Journal of Economic Psychology, Journal of Environmental Economics and Management, PLoS One.

Invited Conference Reviewer: Society for Judgment and Decision Making, NLP+CSS Workshop at EMNLP, International Association for Conflict Management, International Conference on Computational Social Science (IC2S2), Strategic Management Society.

Professional Affiliations

Society for Judgment and Decision Making
Academy of Management
International Association for Conflict Management
Society of Personality and Social Psychology
International Association for Behavioural Public Policy

Academic References

Francesca Gino (fgino@hbs.edu)

Professor, Harvard Business School

Julia Minson (julia_minson@hks.harvard.edu)

Professor, Harvard Kennedy School

Alison Wood Brooks (awbrooks@hbs.edu)

Professor, Harvard Business School

Dustin Tingley (dtingley@gov.harvard.edu)

Professor, Harvard University