

Curriculum vitae with publication list

Last updated: February, 2025

* PERSONAL INFORMATION

*Family name, First name:	Sjåstad, Hallgeir		
*Date of birth:	16.10.1985	*Sex:	Male
*Nationality:	Norwegian		
Researcher unique identifier(s) (ORCID, ResearcherID, etc.):	https://orcid.org/0000-0002-8730-1038		
URL for personal website:	https://sites.google.com/view/hallgeir-sjastad/home		

* EDUCATION

	Name of faculty/department, name of university/institution
2017	Ph.D. in Psychology and Decision Science, Department of Strategy and Management, Norwegian School of Economics (NHH)
2012	Master of Science in Psychology (Cand.psychol.), University of Bergen

* POSITIONS (academic, business, industry, public sector, national or international organisations)

Current Position

	Job title/name of employer
2022-present	Professor of Psychology and Leadership, Department of Strategy and Management, Norwegian School of Economics (NHH). Main position.
2020 & 2024-present	Affiliated researcher at FAIR (NHH, from 2020), and Center for Conflict and Cooperation (New York University, from 2024).

Previous positions held (list)

	Job title/name of employer
2011-2012	University Lecturer, Department of Psychology, University of Bergen
2012-2013	Clinical Psychologist, Medical Services, Norwegian Armed Forces
2013-2017	PhD Candidate, Norwegian School of Economics
2017-2018	Postdoctoral Researcher, Norwegian School of Economics
2018-2020	Assistant Professor, FAIR Insight Team, SNF - Centre for Applied Research
2020-2022	Associate Professor of Psychology and Leadership, Department of Strategy and Management, Norwegian School of Economics (NHH)

MOBILITY (if applicable)**Research stays abroad lasting more than three months**

	Name of faculty/department/centre, name of university/institution/country
2015-2016	Faculty of Psychology, Florida State University, USA

Stays abroad related to positions outside academia

	Name of host (business, industry, public sector, national or international organisation/country)
2011	Clinical practice: TygerBear Social Unit for Traumatized Children, Cape Town, South Africa

PROJECT MANAGEMENT EXPERIENCE (if applicable)**Projects funded by Research Council of Norway, international research programmes, private or public organisations**

	Project and role, funding from
2019-2020	Honesty research in the insurance industry and society, project leader (PI), funded by TRYG (NOK 1 million)
2022-2028	Freedom to Choose, project co-PI (deputy) with Alexander Cappelen, interdisciplinary research grant funded by the Norwegian Research Council (NOK 25 million/\$2.8 million).

SUPERVISION OF GRADUATE STUDENTS AND RESEARCH FELLOWS (if applicable)

	No. of	Master's students/ Ph.D./Postdocs	Name of faculty/department/centre, name of university/institution/country
2017-present	1	Co-supervisor: PhD students	Department of Strategy and Department, NHH
2021-present	2	Main supervisor: PhD student	Department of Strategy and Department, NHH

TEACHING ACTIVITIES (if applicable)

	Teaching position – topic, name of university/institution
2012	Primary instructor - Didactics of Psychology (Master), University of Bergen, Norway
2019-present	Primary instructor - Happiness and the good life: How to make better decisions (Bachelor), Norwegian School of Economics
2021-present	Primary instructor - Psychology and Leadership (Bachelor), Norwegian School of Economics

Track record: Full publication list

1. **Sjåstad, H.**, Thorbjørnsen, H., Skard, S., & Norman, E. (2025). Self-serving optimism in well-being prediction: People believe in a bright future for themselves and their friends, but not for their enemies. *European Journal of Social Psychology*.
2. Døskeland, T., Martuza, J., Pedersen, L.J.T., Santos, F., **Sjåstad, H.**, & Thorbjørnsen, H. (2025). The role of social norms in retirement savings: Evidence from two large-scale field experiments. *Journal of Business Research*.
3. Boggio, P. S., Nezlek, J. B., Alfano, M., Azevedo, F., Capraro, V., Cichocka, A., ... **Sjåstad, H.**, ... & Van Bavel, J. J. (2024). A time for moral actions: Moral identity, morality-as-cooperation and moral circles predict support of collective action to fight the COVID-19 pandemic in an international sample. *Group Processes & Intergroup Relations*.
4. Bø, S. & **Sjåstad, H.** (2024). Revisiting the moral forecasting error: A pre-registered replication of “Are we more moral than we think?” *Journal of Experimental Social Psychology*.
5. Chandrashekar, S. P., Permut, S., **Sjåstad, H.**, Kueh, Y. J., Zhong, E. S., Wan, K. H., ... & Feldman, G. (2024). Do People Believe They Are Less Predictable Than Others? Three Replications of Pronin and Kugler’s (2010) Experiment 1. *International Review of Social Psychology*.
6. Vlasceanu, M., Doell, K. C., Bak-Coleman, J. B., Todorova, B., Berkebile-Weinberg, M. M., Grayson, S. J., ... **Sjåstad, H.** ... & Lutz, A. E. (2024). Addressing climate change with behavioral science: A global intervention tournament in 63 countries. *Science Advances*.
7. Azevedo, F., Pavlović, T., Rêgo, G. G., Ay, F. C., Gjoneska, B., Etienne, T. W., ... **Sjåstad, H.**, ... & Huang, G. (2023). Social and moral psychology of COVID-19 across 69 countries. *Scientific Data*.
8. **Sjåstad, H.**, & Baumeister, R. F. (2023). Fast optimism, slow realism? Causal evidence for a two-step model of future thinking. *Cognition*.
9. **Sjåstad, H.** & Bø, S. (2023). Mental simulation of future possibilities: Preparing for action, or protecting the self? *Possibility Studies and Society*.
10. **Sjåstad, H.**, & Van Bavel, J. (2023). The best-case heuristic: Relative optimism in relationships, politics, and a global health pandemic. *Personality and Social Psychology Bulletin*.
11. Baumeister, R. F., Maranges, H. M., & **Sjåstad, H.** (2022). *Matrix of Maybe*. Book chapter: The Palgrave Encyclopedia of Possibility.
12. Capraro, V., Boggio, P., Böhm, R., Perc, M., & **Sjåstad, H.** (2022). *Cooperation and acting for the greater good during the COVID-19 pandemic*. Book chapter: Oxford University Press.
13. Van Bavel, J. J., Cichocka, A., Capraro, V., **Sjåstad, H.**, Nezlek, J. B., Alfano, M., ... Hudecek, M. F. C. (2022). National identity predicts public health support during a global pandemic. *Nature Communications*.
14. Pavlović, T., Azevedo, F., De, K., Riaño-Moreno, J. C., Maglić, M., Gkinopoulos, T., ... **Sjåstad, H.** ... & Keudel, O. (2022). Predicting attitudinal and behavioral responses to COVID-19 pandemic using machine learning. *PNAS Nexus*.
15. Sætrevik, B., & **Sjåstad, H.** (2021). Failed pre-registered replication of mortality salience effects in traditional and novel measures. *Meta-Psychology*.
16. Everett, J.A.C., Colombatto, C., Awad, E., Boggio, P., Bos, B., Brady, W.J., Chawla, M., Chituc, V., Chung, D., Drupp, M.A., Goel, S., Grosskopf, B., Hjorth, F., Ji, A., Kealoha, C., Lin, Y., Ma, Y., Maréchal, M.A., Mancinelli, F., Mathys, C., Olsen, A.L., Pearce, G., Prosser, A.M.B., Reggev, N., Sabin, N., Senn, J., Sinnott-Armstrong, W., **Sjastad, H.**, ... Crockett, M.J. (2021). Moral dilemmas and trust in leaders during a global health crisis. *Nature Human Behaviour*.
17. Dahlén, M., Thorbjørnsen, H., **Sjåstad, H.**, von Heideken Wågert P., Hellström C., Kerstis B., Lindberg D., Stier J., & Elvén M. (2021). Changes in physical activity are associated with corresponding changes in psychological well-being: A pandemic case study. *International Journal of Environmental Research and Public Health*.
18. Nødtvedt, K. B., **Sjåstad, H.**, Skard, S., Thorbjørnsen, H., & Van Bavel, J. J. (2021). Racial bias in the sharing economy and the role of trust and self-congruence. *Journal of Experimental Psychology: Applied*.

19. Bø, S., **Sjåstad, H.**, & Norman, E. (2021). Working for the best or bracing for the worst? Approach and avoidance motivation in planning. *Collabra: Psychology*.
20. Skard, S., Knudsen, E. S, **Sjåstad, H.**, & Thorbjørnsen, H. (2021). How virtual reality influences travel intentions: The role of mental imagery and happiness forecasting. *Tourism Management*.
21. **Sjåstad, H.**, Zhang, M., Masvie, A., & Baumeister, R.F. (2020). Social exclusion reduces happiness by creating expectations of future rejection. *Self and Identity*.
22. Reynolds, T., Howard, C., **Sjåstad, H.**, Okimoto, T., Baumeister, R.F., Aquino, K., JongHan, K. (2020). Man up and take it: Gender bias in moral typecasting. *Organizational Behavior and Human Decision Processes*.
23. Vonasch, A. & **Sjåstad, H.** (2020). Future-orientation (as trait and state) promotes reputation-protective choice in moral dilemmas. *Social Psychological and Personality Science*.
24. Ent, M.R., Baumeister, R.F., **Sjåstad, H.**, & Von Hippel, W. (2020). Helping behavior is non-zero-sum: Helper and recipient autobiographical accounts of help. *Evolution and Human Behavior*.
25. **Sjåstad, H.**, Baumeister, R.F., & Ent., M.R. (2020). Greener grass or sour grapes? How people value future goals after initial failure. *Journal of Experimental Social Psychology*.
26. Baumeister, R. F., Vonasch, A. J., & **Sjåstad, H.** (2020). The long reach of self-control. *Surrounding Self-Control*. Book chapter: Oxford University Press.
27. **Sjåstad, H.** (2019). Short-sighted greed? Focusing on the future promotes reputation-based generosity. *Judgment and Decision Making*.
28. **Sjåstad, H.** & Baumeister, R. F. (2019). Moral self-judgment is stronger for future than past actions. *Motivation and Emotion*.
29. **Sjåstad, H.** (2019). Algorithm aversion: An old problem with new implications. *Magma - Norwegian Journal for Economics and Management*.
30. **Sjåstad, H.** & Baumeister, R. F. (2018). The Future and the Will: Planning requires self-control, and ego depletion leads to planning aversion. *Journal of Experimental Social Psychology*.
31. Baumeister, R.F., Maranges, H.M., & **Sjåstad, H.** (2018). Consciousness of the future as a matrix of maybe: Pragmatic prospection and the simulation of alternative possibilities. *Psychology of Consciousness: Theory, Research, and Practice*.
32. **Sjåstad, H.** & Thorbjørnsen, H. (2018). Can choice architecture contribute to long-lasting behavior change? *Magma - Norwegian Journal for Economics and Management*.

Working papers / pre-prints: Research under review

1. Ekström, M., Bjorvatn, K., Soto Moto, P., & **Sjåstad, H.** (2025: Invited revision, R&R). Making a promise increases the moral cost of lying: Evidence from Norway and the United States. Under review in: *Journal of Economic Behavior and Organization*.
2. Martuza, J., **Sjåstad, H.**, & Thorbjørnsen, H. (2024). Intergroup bias in dishonesty: In-group favoritism, out-group hostility, or both? <https://psyarxiv.com/7pkqm>
3. **Sjåstad, H.**, & Ekström, M. (2024). Ulyssean self-control: Pre-commitment is effective, but choosing it freely requires good self-control. <https://psyarxiv.com/w24eb/>
4. Ekström, M., **Sjåstad, H.**, & Bjorvatn, K. (2024). Creating pro-environmental behavior change: Economic incentives or norm-nudges? <https://openaccess.nhh.no/nhh-xmlui/bitstream/handle/11250/3154481/DP%2015.pdf?sequence=1&isAllowed=y>

Research dissemination: Selected popular articles for a public audience

- Sjøstad, H. (2025) «Det er på tide å heve ambisjonsnivået for Norge som kunnskapsnasjon.» *Khrono* (khrono.no).
- Sjøstad, H. (2024) «Hvorfor mislykkes vi med nyttårsforsettene? Forskning på problemløsning kan forklare hvorfor det ofte ikke går helt som planlagt.» *Forskersonen* (forskning.no).
- Sjøstad, H. (2023) «Gutter og menn som trenger vår hjelp: En vanskelig tanke?» *Morgenbladet*.
- Sjøstad, H. (2022) "Pendlerboligen og pandemien setter befolkningens tillit på prøve." *Forskersonen* (forskning.no).
- Sjøstad, H. (2021) "National identity and public health behaviors during covid-19." *Behavioraleconomics.com*
- Sjøstad, H. (2020) "Does failure make victory seem sweeter?" *Scientific American* (scientificamerican.com).
- Sjøstad, H. (2020) "Sosiale forventninger driver lykkefølelsen." *Tidsskrift for Norsk Psykologforening*.
- Sjøstad, H. (2020) «Hvor stor rolle spiller det hvem som er president i USA? Politikken er viktigst, men personfaktoren kan også utgjøre en forskjell.» *Morgenbladet*.
- Sjøstad, H. & Thorbjørnsen, H. (2019) "Lykke som universitetsfag." *Morgenbladet*.
- Sjøstad, H. (2019) "Egoisme er en kortsiktig strategi." *Morgenbladet*.
- Sjøstad, H. (2019) "Moralens tidsdimensjon." *Tidsskrift for Norsk Psykologforening*.
- Sjøstad, H., Bjorvatn, K., & Ekström, M. (2019) "Ærlighet under lupen." *Morgenbladet*.
- Sjøstad, H. (2018) "Takknemlighet: Denne handlingen overrasker mer enn du tror." *Psykologisk.no*.

Selected public presentations

- "The aversive effect of bad leaders: A study of competence and moral character", invited speaker presentation, Research Seminar at New York University, Center for Conflict and Cooperation, New York 2024.
- "Mental simulation of future possibilities: A motivational theory", invited speaker presentation, Symposium for Possibilities Research, Dublin 2022.
- "The sour grape-effect: How people value future goals after failure", invited speaker presentation, part of "Adversity begets Adversity" symposium, Society for Personality and Social Psychology 2021.
- "How people think about the future: Preparing for action or protecting the self?", invited speaker presentation, Harvard University and New York University, 2020.
- "Hva skaper tillit?", invited speaker presentation, Arendalsuka 2018.