

TESS WILKINSON-RYAN

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EDUCATION

University of Pennsylvania

Ph.D., Psychology, 2008

Dissertation: "Moral Judgment in Breach of Contract"

Graduate Advisor: Jonathan Baron

University of Pennsylvania Law School

J.D., *magna cum laude*, 2005

Visiting Student, University of Chicago School of Law, 2004-2005

Associate Editor, *University of Pennsylvania Law Review*

Order of the Coif

George Shechtman Contract Prize (for student with highest grade in first-year Contracts course)

James Wilson Fellowship for Public Governance

Harvard College

A.B., *magna cum laude*, 1999

PUBLICATIONS

Do Liquidated Damages Encourage Efficient Breach? A Psychological Experiment, 108 MICHIGAN LAW REVIEW __ (forthcoming, 2010).

Moral Psychology of Contracts, in FAULT IN AMERICAN CONTRACT LAW (Omri Ben-Shahar & Ariel Porat eds., Cambridge University Press, forthcoming 2010).

Moral Judgment and Moral Heuristics in Breach of Contract, 6 JOURNAL OF EMPIRICAL LEGAL STUDIES 407 (2009) (with Jonathan Baron).

The Effect of Conflicting Moral and Legal Rules on Bargaining Behavior: The Case of Divorce, 37 JOURNAL OF LEGAL STUDIES 315 (2008) (with Jonathan Baron).

Negotiating Divorce: Gender and the Behavioral Economics of Divorce Bargaining, 26 LAW & INEQUALITY 109 (2008) (with Deborah Small).

Comment, *Admitting Mental Health Evidence to Impeach the Credibility of a Sexual Assault Complainant*, 153 UNIVERSITY OF PENNSYLVANIA LAW REVIEW 1373-1397 (2005).

Identity Disturbance in Borderline Personality Disorder: An Empirical Investigation, 157 AMERICAN JOURNAL OF PSYCHIATRY 528 (2000) (with Drew Westen).

WORKING PAPERS

When Contract Damages are a Sucker's Payoff (with David Hoffman)

The Sucker Norm: Betrayal, Humiliation, and Retaliation in Economic Behavior

Behavioral Economics of Mortgage Contracts

TEACHING AND RESEARCH INTERESTS

Primary

- Contracts
- Negotiation
- Family Law
- Behavioral Law & Economics

Secondary

- Commercial Law
- Remedies
- Torts

EXPERIENCE

University of Pennsylvania Law School, Philadelphia, Pennsylvania (2008-2010)

George Sharswood Fellow in Law and Psychology, Lecturer-in-Law. Courses: Psychological Analysis of Legal Decision-Making, Family Law.

University of Pennsylvania College of Arts & Sciences, Philadelphia, Pennsylvania (2005-2008)

Graduate Fellow, Teaching Assistant. Courses: Judgments and Decisions, Introduction to Psychology, Social Psychology.

Bernstein, Shur, Sawyer & Nelson, Portland, Maine (Summer 2004)

Summer associate at mid-size firm specializing in litigation, commercial, and municipal law.

Education Law Center, Philadelphia, Pennsylvania (Summer 2003)

Summer intern for public interest law firm.

Safe Horizons, New York, New York (2001-2002)

Research associate for victims services and disaster relief agency conducting empirical studies on the effects of vicarious trauma on relief workers after the World Trade Center disaster.

INVITED PRESENTATIONS AND CONFERENCES

When Contract Damages are a Sucker's Payoff

- Conference on Empirical Legal Studies (November, 2009) (invited presenter)

Do Liquidated Damages Encourage Efficient Breach? A Psychological Experiment.

- University of Connecticut Faculty Workshop Series (October, 2009)
- Stanford/Yale Junior Faculty Forum (May, 2009)
- American Law and Economics Association Annual Meeting (May, 2009)
- Faculty Workshop Series, Florida State University (March, 2009)
- Faculty Ad Hoc Series, University of Pennsylvania Law School (February, 2009)

INVITED PRESENTATIONS AND CONFERENCES, cont.

The Effect of Conflicting Moral and Legal Rules on Bargaining Behavior: The Case of Divorce.

- Law & Human Behavior Seminar at Temple Law School (November, 2008)
- Conference on Empirical Legal Studies (October, 2006)

Moral Judgment and Moral Heuristics in Breach of Contract

- Poster, Conference on Empirical Legal Studies (November, 2007)
- Russell Ackoff Fellowship Luncheon, Wharton School of Business (May, 2007)
- Poster, Society for Judgment and Decision-Making (November, 2006)

Discussant, *Family Law Panel*, Conference on Empirical Legal Studies (November, 2007)

OTHER AWARDS AND ACTIVITIES

Ackoff Fellow, Wharton School of Business, University of Pennsylvania, 2006-2007

Ad hoc reviewer, *Journal of Legal Studies*

Ad hoc reviewer, *Journal of Economic Psychology*