

**TESS WILKINSON-RYAN**  
Assistant Professor | University of Pennsylvania Law School  
3400 Chestnut Street, Philadelphia, Pennsylvania 19104  
(215) 746-3457  
twilkins@law.upenn.edu

---

## **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  
James Wilson Fellowship for Public Governance

### **Harvard College**

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

## **PUBLICATIONS**

*Breaching the Mortgage Contract: The Behavioral Economics of Strategic Default* 64 VAND. L. REV. \_\_\_\_ (forthcoming 2011).

*Do Liquidated Damages Encourage Breach? A Psychological Experiment*, 108 MICH. L. REV. 633 (2010).

*Breach is for Suckers*, 63 VAND. L. REV. 1003 (2010) (with David Hoffman).

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

*Moral Judgment and Moral Heuristics in Breach of Contract*, 6 J. EMPIRICAL LEG. STUD. 407 (2009) (with Jonathan Baron).

*The Effect of Conflicting Moral and Legal Rules on Bargaining Behavior: The Case of Divorce*, 37 J. LEG. STUD. 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 U. PENN. L. REV. 1373-1397 (2005).

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

## **WORKING PAPERS**

*The Moral Psychology of Assigned Contracts*

*Trust and Distrust in Consumer Contracting*

*Refusing Costless Information in an Ultimatum Game with Uncertain Endowments* (with Jason Dana)

*Saliency in Retirement Investment Choices* (with Jill Fisch)

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

## **TEACHING AND RESEARCH INTERESTS**

- Contracts
- Judgment and Decision-Making
- Behavioral Law & Economics
- Negotiation

## **EXPERIENCE**

**University of Pennsylvania Law School**, Philadelphia, Pennsylvania (2010-present)  
Assistant Professor of Law

**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; Gender, Law & Psychology.

**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**

*Moral Psychology of Assigned Contracts*

- Georgetown Law and Economics Seminar (September, 2010)
- Conference on Empirical Legal Studies, Yale Law School (November, 2010)
- NYU Law and Economics Colloquium (February, 2011)
- University of Pennsylvania Faculty Ad Hoc series (March, 2011)

*Breaching the Mortgage Contract*

- Tobin Conference on Financial Regulation (June, 2010)

*Introduction to Law and Psychology*

- ACE Insurance Annual Legal Conference (June, 2010)

*When Contract Damages are a Sucker's Payoff*

- Association of Law and Economics Annual Meeting (May, 2010)
- Conference on Empirical Legal Studies (November, 2009)

*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)
- Florida State University Faculty Workshop Series (March, 2009)
- University of Pennsylvania Law School Faculty Ad Hoc Series (February, 2009)

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

- Law & Human Behavior seminar, 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, *Empirical Contracts Panel*, Conference on Empirical Legal Studies (November, 2010)

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