

TESS WILKINSON-RYAN

Professor of Law and Psychology | University of Pennsylvania Law School

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ACADEMIC POSITIONS

University of Pennsylvania Law School

Professor of Law and Psychology, 2015-present

Assistant Professor of Law, 2010-2015

George Sharswood Fellow in Law and Psychology, July 2008-June 2010

New York University Law School

Visiting Faculty, March 2016

Harvard Law School

Visiting Professor of Law, January Term 2015

Stanford Law School

Visiting Professor of Law, Autumn 2014

TEACHING AND RESEARCH FIELDS

- Contracts
- Trusts & Estates
- Behavioral Law & Economics
- Moral Psychology & Legal Decision-Making
- Psychology of Financial Decision-Making

EDUCATION

University of Pennsylvania

Ph.D., Psychology, 2008.

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

Harvard College

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

PUBLICATIONS

The Behavioral Paradox of Fine Print, 103 CORNELL L. REV. __ (forthcoming 2017).

The Knowledge Gap in Workplace Retirement Investing and the Role of Professional Advisors, 66 DUKE L. J. 633-672 (2016) (with Jill Fisch & Kristin Firth).

Incentives to Breach, 17 AM. L. ECON. REV. 290 (2015).

Intuitive Formalism, 163 U. PENN. L. R. 325 (2015).

The Common Sense of Contract Formation, 67 STANFORD L. REV. 1419 (2015) (with David Hoffman).

Judging Similarity, 100 IOWA L. REV. 267 (2014) (with Shyam Balganesh & Irina Manta).

Why Do Retail Investors Make Costly Mistakes? An Experiment on Mutual Funds, 162 U. PENN. L. REV. 605 (2014) (with Jill Fisch).

A Psychological Account of Consent to Fine Print, 99 IOWA L. REV. 101 (2014).

The Psychology of Contract Precautions, 80 U. CHI. L. REV. 101 (2013) (with David Hoffman).

Legal Promise and Psychological Contract, 47 WAKE FOREST L. REV. 843 (2012).

Transferring Trust: Reciprocity Norms and Assignment of Contract, 9 J. EMP. LEG. STUD. 511 (2012).

Breaching the Mortgage Contract: The Behavioral Economics of Strategic Default 64 VAND. L. REV. 1547 (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).

Fault in Contracts: A Psychological Approach, 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).

AWARDS AND HONORS

Harvey Levin Memorial Award for Teaching Excellence, chosen by graduating class (2014)

A. Leo Levin Teaching Award for Excellence in an Introductory Course (2012-2013)

Stanford/Yale Junior Faculty Forum Invitation (June 2009)

INVITED PRESENTATIONS AND CONFERENCES

Replicating Law & Psychology Experiments

- Conference on Empirical Legal Studies (November, 2016)

Perverse Behavioral Economics of Disclosure

- Yale Social Psychology Lunch Series (January, 2017)
- AALS Annual Conference (January, 2017)
- North American Workshop on Private Law Theory (November, 2016)

- University of North Carolina Faculty Workshop (October, 2016)
- Thinking Conference at Brown University (August, 2016)
- Cornell Law School Faculty Workshop (September, 2016)
- University of Virginia Faculty Workshop (April, 2016)
- NYU Faculty Workshop Series (March, 2016)
- Brooklyn Law School Faculty Workshop (March, 2016)
- Cardozo Law School Faculty Workshop (March, 2016)
- Conference on Empirical Legal Studies (November, 2015)

Common Sense of Contract Formation

- University of Toronto Law School Law & Economics Seminar (March, 2015)
- Columbia Law School Contracts & Economic Organization Workshop (February, 2015)
- *Stanford Law Review* Symposium in Honor of Richard Craswell (February, 2015)
- Harvard Law School Faculty Workshop (January, 2015)
- Stanford Law School Faculty Workshop (November, 2014)
- Conference on Empirical Legal Studies (November, 2014)
- Harvard Law School Law and Economics Seminar (October, 2014)
- University of Pennsylvania Law School Faculty Ad Hoc Series (June, 2014)
- Private Law Consortium, University of Pennsylvania (May, 2014)

Intuitive Formalism

- University of Pennsylvania Law Review Symposium on the New Doctrinalism (October, 2014)

Incentives to Breach

- Harvard Law School Private Law Seminar (October, 2014)
- Behavioral and Experimental Law and Economics Conference, Notre Dame Law and Market Behavior Center (July, 2014)
- American Law and Economics Association Annual Meeting (May, 2014)
- University of Pennsylvania Law School Faculty Ad Hoc Series (February, 2014)

Judging Similarity

- American Law and Economics Association Annual Meeting (May, 2014)

The Psychology of Consent to Fine Print

- American University Washington College of Law Faculty Speaker Series (March, 2013)
- University of Minnesota Law School Behavioral Law and Economics Workshop (April, 2013)

Mutual Fund Fees and Retirement Investing: An Experiment

- Boulder Summer Conference on Consumer Financial Decision-Making (May, 2013)
- Penn/NYU Law and Finance Conference (February, 2013)
- University of Minnesota Law School Faculty Works-in-Progress Seminar (October, 2012)
- University of Pennsylvania Law School Faculty Ad Hoc Series (April, 2012)

The Psychology of Contract Precautions

- Wharton Legal Studies and Business Ethics Faculty Workshop (January, 2012)
- Washington University Law School Faculty Workshop (March, 2012)
- Conference on Empirical Legal Studies (November, 2012)

Transferring Trust: Reciprocity Norms and Assignment of Contract

- 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)
- George Washington University Law School Center for Law, Economics and Finance Junior Scholars Workshop (February, 2012)
- UCLA Law and Economics Workshop (March, 2012)
- Boulder Summer Conference on Consumer Financial Decision-Making (June, 2012)

Breaching the Mortgage Contract

- Tobin Conference on Financial Regulation (June, 2010)

Introduction to Law and Psychology

- ACE Insurance Annual Legal Conference (June, 2010)

Breach is for Suckers

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

Do Liquidated Damages Encourage Efficient Breach? A Psychological Experiment.

- UCLA Law School Faculty Workshop (January 2010)
- Boston University Law School Faculty Workshop (January 2010)
- University of California at Irvine Law School Faculty Workshop (January, 2010)
- University of Illinois Law School Faculty Workshop (December, 2009)
- University of Michigan Law School Faculty Workshop (December, 2009)
- Vanderbilt Law School Faculty Workshop (November, 2009)
- Temple University Beasley School of Law Faculty Workshop (November, 2009)
- University of Virginia Law School Faculty Workshop (November, 2009)
- Boston College Law School Faculty Workshop (November, 2009)
- Cornell Law School Faculty Workshop (October, 2009)
- 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, *Efficient Long-Term Contracting*, Penn Institute for Law & Economics (November, 2012)

Discussant, *Law and Psychology Panel*, Conference on Empirical Legal Studies (November, 2011)

Discussant, *Empirical Contracts Panel*, Conference on Empirical Legal Studies (November, 2010)

UNIVERSITY AND PROFESSIONAL SERVICE ACTIVITIES

Committees:

Law School Appointments Committee (2016-2017)

Law School Student Engagement Committee, Chair (2015; 2016-2017)

Law School Academic Careers Committee (2010-2015)

Law School Public Interest Committee (2011-2013)

Law School Faculty Retreat (2012-2013)

Penn Forum for Women Faculty (2012-2013)

Committee for Student Engagement, co-chair (2015)

Professional Service:

Peer Referee, *American Law and Economics Review*

Peer Referee, *Journal of Empirical Legal Studies*

Peer Referee, *Journal of Legal Studies*

Peer Referee, *Journal of Behavioral Decision Making*

Co-President Society for Empirical Legal Studies (2012-2013)

Peer Reviewer (research proposal), Israeli Science Foundation

Peer Reviewer, American Academy in Berlin Fellows Selection