

MMIS Departmental Research Seminar

The Psychology of Rivalry: A relationally-dependent analysis of competition

Date: May 19, 2023

Time: 16:00 – 17:30

Meeting ID: 975 9491 8725

<https://hkbu.zoom.us/j/97594918725>



Prof. Gavin J. Kilduff

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Abstract

My research investigates the origins, consequences, and underlying psychology of rivalry, a competitive relationship that serves to increase the psychological stakes of competition independent of any tangible stakes. In this talk, I will focus specifically on work that examines how rivalry affects performance, customer engagement, and risk-taking.

About the speaker

Gavin J. Kilduff (PhD UC Berkeley) is an Associate Professor of Management and Organizations at NYU Stern School of Business. Professor Kilduff's research focuses on three related topic areas: rivalry and competition, status dynamics in groups, and negotiations. Specifically, he examines how rivalries develop - among individuals, groups, and organizations - and how they affect competitive behavior and decision-making. Additionally, his work on status dynamics within groups examines how individuals achieve status and influence, as well as the group-level consequences of different kinds of hierarchical organization. Professor Kilduff has published his research in several of the leading management and psychology journals, including the Academy of Management Journal, Journal of Personality and Social Psychology, and Journal of Applied Psychology.