

Departmental Research Seminar



The Psychology of Rivalry:  
A Relationally-dependent Analysis of Competition  
By

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Date : 8 Mar 2023 (WED)  
Time : 9 – 10:30 am  
Venue : Online via Zoom

**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.

**Dr Gavin J. Kilduff** is an Associate Professor of Management and Organizations at the NYU Stern School of Business. His research focuses on three related topic areas: rivalry and competition, status dynamics in groups, negotiations, and the effects of play. He has published various papers in the *Academy of Management Journal*, *Journal of Personality and Social Psychology*, and *Journal of Applied Psychology*, among other journals.

**All interested are welcome.**

