

Departmental Research Seminar



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

Dr Gavin J. Kilduff
New York University

Date : 19 October 2022 (WED)

Time : 9:00 am – 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. Dr Kilduff's research focuses on three related topic areas: rivalry and competition, status dynamics in groups, and negotiations. He has published extensively in leading management and psychology journals, including the *Academy of Management Journal*, *Journal of Personality and Social Psychology*, and *Journal of Applied Psychology*.

All interested are welcome.

