



Nick Polavin, Ph.D.

JURY RESEARCH CONSULTANT

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Dr. Polavin received his Bachelor of Arts in Political Science from the University of Michigan, going on to obtain a Master of Arts and Doctor of Philosophy in Communication — with concentrations in Decision Psychology and Social Psychology — from the Ohio State University. Nick’s research focuses on jurors’ information processing styles, their biases, and how they determine non-economic damages; however, he has conducted research on a number of additional topics, such as group dynamics, decision making, persuasion, and political media effects. Nick has further experience teaching persuasion, public communication campaigns, and media and terrorism. Prior to graduate school, Nick worked for the Manhattan District Attorney’s office and several political campaigns. He currently serves on the Professional Education Committee for the American Society of Trial Consultants. At Litigation Insights, he assists with a variety of jury research services including focus group facilitation, research design development, statistical analysis, internet social searches, and supplemental juror questionnaire development.

Education

- Ph.D., Communication, Ohio State University
- M.A., Communication, Ohio State University
- B.A., Political Science, University of Michigan

Professional Experience

2019-	Jury Research Consultant Litigation Insights, Inc. Overland Park, KS
2018-2019	Research Associate Trial Partners, Inc. Beverly Hills, CA
2017	Research Intern Magna Legal Services Philadelphia, PA

- 2014-2019 Instructor/Research Assistant
Ohio State University
Columbus, OH
- 2012-2013 Paralegal
Manhattan District Attorney's Office
New York, NY

Selected Publications

- Pitera, M.J. & Polavin, N. (2021). [What Causes “Nuclear Verdicts”? – Part 2](#). *Insights*.
- Pitera, M.J. & Polavin, N. (2021). [What Causes “Nuclear Verdicts”? – Part 1](#). *Insights*.
- Polavin, N. & Pitera, M.J. (2021). [What Causes Nuclear Verdicts?](#) *USLAW Magazine* (Spring), 38-39.
- Polavin, N. (2020). [How to Improve Negotiations, Part 3: Communication Factors & Barriers](#). *Insights*.
- Polavin, N. (2020). [How to Improve Negotiations, Part 2: Psychological Tools](#). *Insights*.
- Polavin, N. (2020). [How to Improve Negotiations, Part 1: Planning & Strategy](#). *Insights*.
- Cook, K. & Polavin, N. (2020). [Meaningful Corporate Actions: Juror Attitudes Toward Corporations in the Time of COVID-19 – Part 2](#). *Insights*.
- Cook, K. & Polavin, N. (2020). [Concerning Corporations: Juror Attitudes Toward Corporations in the Time of COVID-19 – Part 1](#). *Insights*.
- Polavin, N. (2020). [Do Jurors Decide After Opening Statements?](#) *USLAW Magazine* (Summer), 24-25.
- Polavin, N. (2020). [Has COVID-19 Affected Jurors’ Trust in Government Agencies and Safety Standards? – Part 2](#) *Insights*.
- Polavin, N. (2020). [Has COVID-19 Affected Jurors’ Trust in Government Agencies and Safety Standards? – Part 1](#) *Insights*.
- Pitera, M.J. & Polavin, N. (2020). Factors That Influence Nuclear Verdicts. *Article for National Association of College and University Attorneys, June 24, 2020 Virtual Conference*.
- Polavin, N. & Leibold, J.M. (2020). [When Can Reframing Create Juror Backlash?](#) *Insights*.
- Polavin, N. (2019). Cognitive-Experiential Self-Theory in Jury Decision Making (Doctoral dissertation). Ohio State University, Columbus, OH.
- Knobloch-Westerwick, S., Mothes, C., Polavin, N. (2017). Confirmation Bias, Ingroup Bias, and Negativity Bias in Selective Exposure to Political Information. *Communication Research*.

Selected Presentations

- Pounds, K. & Polavin, N. (2021). Best Practices in Defending Law Enforcement Cases. *State of Idaho Risk Management Program*. May 19, 2021.
- Polavin, N. (2021). COVID & Jury Trials. *Cincinnati Bar Association*. May 12, 2021.
- Polavin, N. (2021). COVID's Impact on Jury Trials. *Massachusetts Bar Association*. May 10, 2021.
- Pitera, M.J., Polavin, N., & Anderson, R. (2021). Virtual Jury Research. *Minnesota State Bar Association*. April 30, 2021.
- Polavin, N., Cook, K., Pitera, M.J., & Turnage, R. (2021). Jury-Tested Solutions to Common Defense Vulnerabilities. *Presentation to the Missouri Organization of Defense Lawyers*. April 2, 2021.

- Leibold, J.M. & Polavin, N. (2021). The Psychology of Jury Selection. *Presentation to Baylor School of Law*, January 10, 2021.
- Polavin, N., Wirtzfeld, A., & Ilg, J. (2020). Millennials and Gen Xers Are in Your Jury – Are You Ready? *2020 National Federation of Paralegal Association's Annual Convention*, October 10, 2020, Virtual Conference.
- Polavin, N. (2020). How to Preserve Your Best Jurors and Remove Those Biased Against Your Case Through Research-Based Techniques for Maximizing Cause Challenges. *LawPracticeCLE: The Law in Review*.
- Leibold, J.M., Cook, K., & Polavin, N. (2020). Breaking Updates to Jurors' Attitudes – Changes/Trends in the Time of COVID-19. *Forman, Watkins & Krutz Webinar*.
- Leibold, J.M., Cook, K., & Polavin, N. (2020). Toxic Torts: Understanding New Juror Trends and Underlying Attitudes in the Time of COVID-19. *Association of Defense Counsel Webinar*.
- Leibold, J.M., Cook, K., & Polavin, N. (2020). [Breaking Updates to Jurors' Attitudes – Changes/Trends in the Time of COVID-19](#). *Litigation Insights Complimentary Webinar Series*.
- Marinakis, C.M. & Polavin, N. (2020). [Defending the Reptile](#). *Litigation Insights Complimentary Webinar Series*.
- Polavin, N. (2020). [Using Strategy, Psychology, and Communication to Improve Negotiations](#). *Litigation Insights Complimentary Webinar Series*.
- Polavin, N. (2019). Psychological and Communication Factors that Influence Negotiations. *Presented to Vanliner Insurance*, St. Louis, MO.
- Polavin, N. (2019). Psychological and Communication Factors that Influence Negotiations. *Presented to National Interstate Insurance*, Akron, OH.
- Polavin, N. (2019). Cognitive-Experiential Self-Theory in Jury Decision Making. *Judgment Psychology Colloquium at Ohio State University*, Columbus, OH.
- Polavin, N. (2018). Promoting Juror Bias with Debiasing Messages: Specific versus General Debiasing Messages. *American Society of Trial Consultants (ASTC) Annual Conference*, Fort Worth, TX. [Awarded top research presentation.]
- Polavin, N. (2018). Persuasive Communication in Trials. *Moritz College of Law at Ohio State University*, Columbus, OH.
- Polavin, N. (2017). An Exploration of Unpacking Effects in Jury Decision Making. *American Society of Trial Consultants (ASTC) Annual Conference*, Chicago, IL. [Awarded top research presentation.]
- Polavin, N., Garrett, R. K. (2017). Effective Debiasing Messages: Correction Over Counterarguing. *International Communication Association Annual Conference*, San Diego, CA.
- Polavin, N., Wang, Z. (2017). How Atypical Communication Influences Jury Verdicts. *International Communication Association Annual Conference*, San Diego, CA.
- Polavin, N., Wang, Z. (2016). Unpacking Non-Economic Damages. *National Communication Association Annual Conference*, Philadelphia, PA.
- Polavin, N. (2016). Inaccurate Verdicts: How decision-making fallacies and cognitive biases influence jurors. *Judgment Psychology Colloquium at Ohio State University*, Columbus, OH.
- Polavin, N. (2016). Inaccurate Verdicts: How decision-making fallacies and cognitive biases influence jurors. *School of Communication at Ohio State University*, Columbus, OH.
- Knobloch-Westerwick, S., Polavin, N., Mothes, C. (2016). How Being a Different American Makes you Feel Good About Yourself: Effects on Selective Exposure to International News on Self-Regard. *International Communication Association Annual Conference*, Fukuoka, Japan.

- Knobloch-Westerwick, S., Mothes, C., Polavin, N. (2015). Confirmation Bias, Ingroup Bias, and Negativity Bias in Selective Exposure to Political Information. *Association for Education in Journalism and Mass Communication Annual Conference*, San Francisco, CA.

Professional Memberships

- Professional Education Committee of the American Society of Trial Consultants.
- Professional Visibility Committee of the American Society of Trial Consultants.
- Member, American Society of Trial Consultants.
- Member, National Communication Association.
- Member, International Communication Association.