

**Nicholas Epley**  
Curriculum Vitae  
January, 2021

*Office Address*

University of Chicago  
Booth School of Business  
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**Education**

Ph.D., Psychology, Cornell University, June, 2001  
B.A., Psychology/Philosophy, Saint Olaf College, May, 1996

**Academic Positions**

Center for Decision Research, Faculty Director, 2017-present  
Neubauer Family Faculty Fellow, 2015-Present  
John Templeton Keller Professor of Behavioral Science, University of Chicago, July 2010-Present  
Professor of Behavioral Science, University of Chicago, July 2008-June 2010  
Assistant Professor, University of Chicago, January 2005-June 2008  
Assistant Professor, Harvard University, July 2001 - December 2004

**Honors, Awards, Recognitions**

Alumni Achievement Award, St. Olaf College, 2021  
Career Trajectory Award, Society of Experimental Social Psychology, 2018  
Phoenix Award, University of Chicago Booth, 2017  
Top 100 Most Influential in Business Ethics, Ethisphere, 2015  
Media Book Prize for *Mindwise*, Society for Personality and Social Psychology, 2015  
Commencement Speaker, University of Chicago Booth, 2015  
Fellow, American Psychological Association, 2015  
The World's Best 40 Business School Professors Under the Age of 40, Poets & Quants, 2014  
Fellow, Society for Personality and Social Psychology, 2014  
American Psychological Association Distinguished Scientific Award for Early Career  
Contribution to Psychology, 2011  
Neubauer Family Faculty Fellow, 2008-2010, 2011-2012, 2015-present  
John E. Jeuck Faculty Fellow, University of Chicago, 2010-2011  
Fellow, Center for Advanced Studies in the Behavioral Sciences at Stanford Univ., 2009-2010  
Fellow, Association for Psychological Science, 2009  
Charter Fellow, Midwestern Psychological Association, 2009  
Theoretical Innovation Award from the Society for Personality and Social Psychology (with co-authors Adam Waytz & John Cacioppo), 2008  
Voted one of Harvard's "Favorite Professors," by the Harvard Classes of 2003, 2004, and 2005  
Junior Scholar, Peter Wall Institute for Advanced Studies, Univ. of British Columbia, July 2002  
Finalist, Society for Experimental Social Psychology Dissertation Award, 2002

Graduate Teaching Award, Department of Psychology, Cornell University, 1999  
Donald G. Patterson Undergraduate Award in Psychology, Minnesota Psych. Assoc., 1996  
Phi Beta Kappa, 1996

## Publications

### Book

Epley, N. (2014, hardcover). *Mindwise: How We Understand What Others Think, Feel, Believe, and Want*. New York: Knopf.

—International Markets: U.K. (Penguin), Germany (Ullstein), Korea (Eulyoo), Netherlands (Nieuwezijds), China (Hunan Science and Technology), Taiwan (Eurasian Publishing Group), Japan (Hayakawa), Arabic (Jarir), Estonia (MTÜ Heaolu Arendusühing), Russia (Atticus), India (Penguin), Vietnam (We-Dan Tri), Turkey (Ketebe)

—Audiobook: Brilliance Audio (Nicholas Epley, narrator)

Epley, N. (2015, paperback). *Mindwise: Why We Misunderstand What Others Think, Feel, Believe, and Want*. New York: Vintage Books.

### Journal Articles and Chapters

Kardas, M., Kumar, A., & Epley, N. (in press). Overly shallow?: Miscalibrated expectations create a barrier to deeper conversation. *Journal of Personality and Social Psychology*.

Zhao, X., & Epley, N. (in press). Insufficiently complimentary?: Underestimating the positive impact of compliments creates a barrier to expressing them. *Journal of Personality and Social Psychology*.

Kumar, A., & Epley, N. (2021). It's surprisingly nice to hear you: Misunderstanding the impact of communication media can lead to suboptimal choices of how to connect with others. *Journal of Experimental Psychology: General*, 150, 595-607.

Zhao, X., & Epley, N. (2021). Kind words do not become tired words: Undervaluing the positive impact of frequent compliments. *Self and Identity*, 20, 25-46.

Schroeder, J., & Epley, N. (2020). Demeaning: Dehumanizing others by minimizing the importance of their psychological needs. *Journal of Personality and Social Psychology*, 119, 765-791.

Epley, N., & Kardas, M. (2020). Understanding the minds of others: Activation, application, and accuracy of mind perception. In P. Van Lange, T. Higgins, & A. Kruglanski (Eds.), *Social Psychology: Handbook of Basic Principles* (3<sup>rd</sup> Ed.).

Vandermeer, J., Hosey, C., Epley, N., & Keysar, B. (2019). Escalation of negative social exchange: Reflexive punishment or deliberative deterrence? *Journal of Experimental Social Psychology*, 84, 103823.

Epley, N., & Eyal, T. (2019). Through a looking glass, darkly: Using mechanisms of mind perception to identify accuracy, overconfidence, and underappreciate means for

improvement. *Advances in Experimental Social Psychology*, 60, 65-120.

Epley, N., & Kumar, A. (2019). How to design an ethical culture. *Harvard Business Review*, 3, 144-150.

Kumar, A., & Epley, N. (2018). Undervaluing gratitude: Expressors misunderstand the consequences of showing appreciation. *Psychological Science*, 29, 1423-1435.

Epley, N. (2018). A mind like mine: The exceptionally ordinary underpinnings of anthropomorphism. *Journal of the Association for Consumer Research*, 3, 591-598.

Eyal, T., Steffel, M., & Epley, N. (2018). Perspective mistaking: Accurately understanding the mind of another requires getting perspective, not taking perspective. *Journal of Personality and Social Psychology*, 114, 547-571.

Epley, N., & Tannenbaum, D. (2017). Treating ethics as a design problem. *Behavioral Science and Policy*, 3, 73-84.

Schroeder, J., Kardas, M., & Epley, N. (2017). The humanizing voice: Speech reveals, and text conceals, a more thoughtful mind in the midst of disagreement. *Psychological Science*, 28, 1745-1762.

Eyal, T., & Epley, N. (2017). Exaggerating accessible differences: When gender stereotypes overestimate actual group differences. *Personality and Social Psychology Bulletin*, 43, 1323-1336.

Klein, N., & Epley, N. (2017). Less evil than you: Bounded self-righteousness in character inferences, emotional reactions, and behavioral extremes. *Personality and Social Psychology Bulletin*, 43, 1202-1212.

Schroeder, J., Waytz, A., & Epley, N. (2017). Endorsing help for others that you oppose for yourself: Mind perception alters the perceived effectiveness of paternalism. *Journal of Experimental Psychology: General*, 146, 1106-1125.

Zhou, H., Majka, L., & Epley, N. (2017). Inferring perspective versus getting perspective: Underestimating the value of being in another's shoes. *Psychological Science*, 28, 482-493.

Schroeder, J., & Epley, N. (2016). Mistaking minds and machines: How speech affects dehumanization and anthropomorphism. *Journal of Experimental Psychology: General*, 145, 1427-1437.

Epley, N., & Gilovich, T. (2016). The mechanics of motivated reasoning. *Journal of Economic Perspectives*, 30, 133-140.

Klein, N., & Epley, N. (2016). Maybe holier, but definitely less evil, than you: Bounded self-righteousness in social judgment. *Journal of Personality and Social Psychology*, 110, 660-674.

Schroeder, J., Caruso, E.M., & Epley, N. (2016). Many hands make overlooked work:

Overclaiming of responsibility increases with group size. *Journal of Experimental Psychology: Applied*, 22, 238-246.

Klein, N., Grossman, I., Uskul, A., Kraus, A.A., & Epley, N. (2015). It pays to be nice, but not really nice: Asymmetric reputations from prosociality across 7 cultures. *Judgment and Decision Making*, 10, 355-364.

Klein, N., & Epley, N. (2015). Group discussion improves lie detection. *Proceedings of the National Academy of Sciences*, 112, 7460-7465.

Schroeder, J., & Epley, N. (2015). The sound of intellect: Speech reveals a thoughtful mind, increasing a job candidate's appeal. *Psychological Science*, 26, 877-891.

Epley, N., & Schroeder (2014). Mistakenly seeking solitude. *Journal of Experimental Psychology: General*, 143, 1980-1999.

Gneezy, A., & Epley, N. (2014). Worth keeping but not exceeding: Asymmetric consequences of breaking versus exceeding promises. *Social Psychology and Personality Science*, 5, 796-804.

Klein, N., & Epley, N. (2014). The topography of generosity: Asymmetric evaluations of prosocial actions. *Journal of Experimental Psychology: General*, 143, 2366-2379.

Waytz, A., Haeffner, J., & Epley, N. (2014). The mind in the machine: Anthropomorphism increases trust in an autonomous vehicle. *Journal of Experimental Social Psychology*, 52, 113-117.

Alter, A.L., Oppenheimer, D., & Epley, N. (2013). Disfluency prompts analytic thinking—But not always greater accuracy: Response to Thompson et al. (2013). *Cognition*, 128, 252-255.

Waytz, A., Schroeder, J., & Epley, N. (2013). The lesser minds problem. In Bain, P., Vaes, J., & Leyens, J.P. (Eds.), *Are we all human? Advances in Understanding Humanness and Dehumanization* (pp. 49-67). New York, NY: Psychology Press.

Epley, N., Schroeder, J., & Waytz, A. (2013). Motivated mind perception: Treating pets as people and people as animals. In Gervais, S. (Ed.), *Nebraska Symposium on Motivation* (Vol. 60, pp. 127-152). New York, NY: Springer.

Waytz, A., Klein, N., & Epley, N. (2013). Imagining other minds: Hair triggered but not hare brained. In Marjorie Taylor (Ed.), *The Oxford Handbook of the Development of Imagination* (pp. 272-287). New York, NY: Oxford University Press.

Waytz, A., & Epley, N. (2012). Social connection enables dehumanization. *Journal of Experimental Social Psychology*, 48, 70-76.

Zhang, Y., & Epley, N. (2012). Exaggerated, mispredicted, and misplaced: When "it's the thought that counts" in gift exchanges. *Journal of Experimental Psychology: General*, 141, 667-681.

- Epley, N. (2011). Seeing invisible minds. In Chicago Social Brain Network (Ed.), *Invisible Forces and Powerful Beliefs: Gravity, Gods, and Minds*.
- Savitsky, K., Keysar, B., Epley, N., Carter, T., & Sawnsen, A. (2011). The Closeness-Communication Bias: Increased egocentrism among friends versus strangers. *Journal of Experimental Social Psychology, 47*, 269-273.
- Caruso, E.M., Waytz, A., & Epley, N. (2010). The intentional mind and the hot hand: Perceiving intentions makes streaks seem likely to continue. *Cognition, 116*, 149-153.
- Epley, N., & Waytz, A. (2010). Mind Perception. In S.T. Fiske, D.T. Gilbert, & G. Lindsay, (Eds.), *The Handbook of Social Psychology* (5<sup>th</sup> ed., Vol I., pp. 498-541). New York: Wiley.
- Eyal, T., & Epley, N. (2010). How to seem telepathic: Enabling mind reading by matching self-construal. *Psychological Science, 21*, 700-705.
- Lin, S., Keysar, B., & Epley, N. (2010). Reflexively mindblind: Using Theory of Mind to interpret behavior requires effortful attention. *Journal of Experimental Social Psychology, 46*, 551-556.
- Waytz, A., Cacioppo, J.T., & Epley, N. (2010). Who sees human? The stability and importance of individual differences in anthropomorphism. *Perspectives on Psychological Science, 5*, 219-232.
- Waytz, A., Morewedge, C., Epley, N., Monteleone, G., Gao, J., & Cacioppo, J.T. (2010). Making sense by making sentient: Effectance motivation increases anthropomorphism. *Journal of Personality and Social Psychology, 99*, 410-435.
- Waytz, A., Gray, K., Epley, N., & Wegner, D. (2010). The causes and consequences of mind perception. *Trends in Cognitive Sciences, 14*, 383-388.
- Waytz, A., Epley, N., & Cacioppo, J.T. (2010). Social cognition unbound: Insights into anthropomorphism and dehumanization. *Current Directions in Psychological Science, 19*, 58-62.
- Epley, N., Converse, B.A., Delbosc, A., Monteleone, G., & Cacioppo, J. (2009). Believers' estimates of God's beliefs are more egocentric than estimates of other people's beliefs. *Proceedings of the National Academy of Sciences, 106*, 21533-21538.
- Epley, N., & Caruso, E. (2009). Perspective taking: Misstepping into others' shoes. In K. Markman & W.M. Klien (Eds.), *Handbook of Imagination and Mental Simulation* (pp. 295-309). New York: Psychology Press.
- Li, Y., & Epley, N. (2009). When the best appears to be saved for last: Serial position effects in choice. *Journal of Behavioral Decision Making, 22*, 378-389.
- Preston, J., & Epley, N. (2009). Science and God: An automatic opposition between ultimate explanations. *Journal of Experimental Social Psychology, 45*, 238-241.

- Zhang, Y., & Epley, N. (2009). Self-centered social exchange: Differential use of costs versus benefits in prosocial reciprocity. *Journal of Personality and Social Psychology*, *97*, 796-810.
- Chambers, J.R., Epley, N., Savitsky, K., & Windschitl, P.D. (2008). Knowing too much: Using private knowledge to predict how one is viewed by others. *Psychological Science*, *19*, 542-548.
- Converse, B.A., Lin, S., Keysar, B., & Epley, N. (2008). In the mood to get over yourself: Mood affects theory-of-mind use. *Emotion*, *8*, 725-730.
- Epley, N. (2008). Solving the (real) other minds problem. *Social and Personality Psychology Compass*, *2*, 1455-1474.
- Epley, N., Akalis, S., Waytz, A., & Cacioppo, J.T. (2008). Creating social connection through inferential reproduction: Loneliness and perceived agency in gadgets, gods, and greyhounds. *Psychological Science*, *19*, 114-120.
- Epley, N., & Whitchurch, E. (2008). Mirror, mirror on the wall: Enhancement in self-recognition. *Personality and Social Psychology Bulletin*, *34*, 1159-1170.
- Epley, N., Waytz, A., Akalis, S., & Cacioppo, J.T. (2008). When we need a human: Motivational determinants of anthropomorphism. *Social Cognition*, *26*, 143-155.
- Keysar, B., Converse, B.A., Wang, J., & Epley, N. (2008). Reciprocity is not give and take: Asymmetric reciprocity to positive and negative acts. *Psychological Science*, *19*, 1280-1286.
- Alter, A., Oppenheimer, D., Epley, N., & Eyre, R. (2007). Overcoming intuition: Metacognitive difficulty activates analytical thought. *Journal of Experimental Psychology: General*, *136*, 569-576.
- Epley, N., Waytz, A., & Cacioppo, J.T. (2007). On seeing human: A three-factor theory of anthropomorphism. *Psychological Review*, *114*, 864-886.  
\* Winner of the 2008 Theoretical Innovation Prize from the Society for Personality and Social Psychology.
- Morewedge, C.K., Holtzmann, L. & Epley, N. (2007). Unfixed resources: Perceived costs, consumption, and the accessible account effect. *Journal of Consumer Research*, *34*, 459-467.
- Caruso, E.M., Epley, N., & Bazerman, M. H. (2006). The costs and benefits of undoing egocentric responsibility assessments in groups. *Journal of Personality and Social Psychology*, *91*, 857-871.  
\* Featured as Editor's Choice, *Science* (2006), *314*, 1659-1661.
- Caruso, E.M., Epley, N., & Bazerman, M. (2006). The good, the bad, and the ugly of perspective

taking in groups. In E.A. Mannix, M.A. Neale (Series Eds.) and A.E. Tenbrunsel (Vol. Ed.), *Research on Managing Groups and Teams: Ethics and Groups: Vol 8. Ethics in Groups* (pp. 201-224). London: Elsevier.

- Epley, N., Caruso, E.M., & Bazerman, M.H. (2006). When perspective taking increases taking: Reactive Egoism in social interaction. *Journal of Personality and Social Psychology*, *91*, 872-889.
- Epley, N., & Dunning, D. (2006). The mixed blessings of self-knowledge in behavioral prediction: Enhanced discrimination but exacerbated bias. *Personality and Social Psychology Bulletin*, *32*, 641-655.
- Epley, N., & Gilovich, T. (2006). The anchoring and adjustment heuristic: Why the adjustments are insufficient. *Psychological Science*, *17*, 311-318.
- Epley, N., Mak, D., & Idson, L. (2006). Rebate or bonus? The impact of income framing on spending and saving. *Journal of Behavioral Decision Making*, *19*, 213-227.
- Amir, O., Ariely, D., Cooke, A., Dunning, D., Epley, N., Koszegi, B., Lichtenstein, D., Mazar, N., Mullainathan, S., Prelec, D., Shafir, E., & Silva, J. (2005). Behavioral economics, psychology, and public policy. *Marketing Letters*, *16*, 443-454.
- Epley, N., & Gilovich, T. (2005). When effortful thinking influences judgmental anchoring: Differential effects of forewarning and incentives on self-generated and externally-provided anchors. *Journal of Behavioral Decision Making*, *18*, 199-212.
- Epley, N., & Kruger, J. (2005). When what you type isn't what they read: The perseverance of stereotypes and expectancies over email. *Journal of Experimental Social Psychology*, *41*, 414-422.
- Gilovich, T., Epley, N., & Hanks, K. (2005). Shallow thoughts about the self: The automatic components of self-assessment. In M. Alicke, D. Dunning, & J. Krueger (Eds.), *The Self in Social Perception* (p. 67-84). New York: Taylor & Francis Group.
- Kruger, J., Epley, N., Parker, J., & Ng, Z. (2005). Egocentrism over email: Can we communicate as well as we think? *Journal of Personality and Social Psychology*, *89*, 925-936.
- Preston, J., & Epley, N. (2005). Explanations versus applications: The explanatory power of valuable beliefs. *Psychological Science*, *16*, 826-832.  
\* Featured as Editor's Choice, *Science* (2005), *310*, 20.
- Savitsky, K., Van Boven, L., Epley, N., & Wight, W. (2005). The unpacking effect in responsibility allocations for group tasks. *Journal of Experimental Social Psychology*, *41*, 447-457.
- Epley, N. (2004). A tale of Tuned Decks? Anchoring as adjustment and anchoring as activation. In D.J. Koehler & N. Harvey (Eds.), *The Blackwell Handbook of Judgment and Decision Making* (p. 240-256). Oxford, U.K.: Blackwell Publishers.

- Epley, N., & Caruso, E. (2004). Egocentric ethics. *Social Justice Research, 17*, 171-187.  
\* Runner-up for Deutsch Award, given to best paper from journal in 2004.
- Epley, N., & Gilovich, T. (2004). Are adjustments insufficient? *Personality and Social Psychology Bulletin, 30*, 447-460.
- Epley, N., Keysar, B., Van Boven, L., & Gilovich, T. (2004). Perspective taking as egocentric anchoring and adjustment. *Journal of Personality and Social Psychology, 87*, 327-339.
- Epley, N., Morewedge, C., & Keysar, B. (2004). Perspective taking in children and adults: Equivalent egocentrism but differential correction. *Journal of Experimental Social Psychology, 40*, 760-768.
- Van Boven, L., & Epley, N. (2003). The unpacking effect in evaluative judgments. *Journal of Experimental Social Psychology, 39*, 263-269.
- Epley, N., Savitsky, K., & Gilovich, T. (2002). Empathy Neglect: Reconciling the spotlight effect and the correspondence bias. *Journal of Personality and Social Psychology, 83*, 300-312.
- Epley, N., & Gilovich, T. (2001). Putting adjustment back in the anchoring and adjustment heuristic: Divergent processing of self-generated and experimenter-provided anchors. *Psychological Science, 12*, 391-396.  
\* Reprinted in T. Gilovich, D. Griffin, & D. Kahneman (Eds., 2002), *Heuristics and biases: The psychology of intuitive judgment* (pp. 139-149). Cambridge: Cambridge University Press.
- Savitsky, K., Epley, N., & Gilovich, T. (2001). Do others judge us as harshly as we think? Overestimating the impact of our failures, shortcomings, and mishaps. *Journal of Personality and Social Psychology, 81*, 44-56.
- Epley, N., & Dunning, D. (2000). Feeling "Holier than thou": Are self-serving assessments produced by errors in self or social prediction? *Journal of Personality and Social Psychology, 79*, 861-875.
- Epley, N., & Gilovich, T. (1999). Just going along: Nonconscious priming and conformity to social pressure. *Journal of Experimental Social Psychology, 35*, 578-589.
- Epley, N., Savitsky, K., & Kacheliski, R.A. (1999). What every skeptic should know about subliminal persuasion. *Skeptical Inquirer, 23*, 40-45, 58.  
\* Reprinted in Nier, J.A. (Ed., 2004), *Taking sides: Clashing views on controversial issues in social psychology*. New York: McGraw-Hill.
- Epley, N., & Huff, C. (1998). Suspicion, affective response, and educational benefit as a result of deception in psychology research. *Personality and Social Psychology Bulletin, 24*, 759-768.

### **Commentaries, Entries, and Op-eds**

- Kumar, A. & Epley, N. (2020). Type less, talk more. *Harvard Business Review*.



- Eyal, T., Steffel, M., & Epley, N. (October 9, 2018). Perspective-taking doesn't help you understand what others want. *Harvard Business Review*.
- Epley, N. (March 22, 2018). We all think we know the people we love; We are all deluded. *National Public Radio (NPR.org)*.
- Schroeder, J., & Epley, N. (October 7, 2015). The science of sounding smart. *Harvard Business Review*.
- Epley, N. (2013). Anchoring. In H. Pashler (Ed.), *The Encyclopedia of the Mind*. Thousand Oaks, CA: Sage.
- Epley, N., & Eyal, T. (2011). Integrations need both breadth and depth. *Psychological Inquiry*, 22, 187-192.
- Epley, N., & Schroeder, J. (June 5, 2011). Let's make some Metra noise. *Chicago Tribune*.
- Epley, N., & Waytz, A. (in press). Perspective taking. In H.T. Reis & S. Sprecher (Eds.), *Encyclopedia of Human Relationships*. Thousand Oaks, CA: Sage.
- Epley, N., & Gilovich, T. (2010). Anchoring unbound. *Journal of Consumer Psychology*, 20, 20-24.
- Converse, B., & Epley, N. (2008). Egocentrism. In N. Salkind, & K. Rasmussen (Eds.), *The Encyclopedia of Educational Psychology*. Thousand Oaks, CA: Sage.
- Epley, N. (January 31, 2008). Rebate Psychology. *New York Times*, A27.
- Epley, N. (2007). Base rate fallacy. In R. Baumeister, & K. D. Vohs (Eds.), *Encyclopedia of Social Psychology* (Vol. 1, pp. 102-103). Thousand Oaks, CA: Sage.
- Gneezy, A., & Epley, N. (2007). Prospect Theory. In R. Baumeister, & K. D. Vohs (Eds.), *Encyclopedia of Social Psychology* (Vol. 2, 711-714). Thousand Oaks, CA: Sage.
- Epley, N., Van Boven, L., & Caruso, E. (2004). Balance where it really counts. *Behavioral and Brain Sciences*, 27, 33.

### **Selected Academic Conference Presentations (since 2010)**

- Epley, N. (March, 2018). Perspective Mistaking. Paper presented at the Society for Personality and Social Psychology Annual Convention, Atlanta, GA.
- Epley, N. (April, 2017). Undersociality. Keynote address at the 8th Thurgau Experimental Economics Meeting. Kreuzlingen, Switzerland.
- Epley, N. (January, 2015). Outreach reaches back. Paper presented at the Society for Personality and Social Psychology Annual Convention, San Diego, CA.
- Epley, N., & Schroeder, J. (January, 2014). Mistakenly Seeking Solitude. Paper presented at the

Society for Personality and Social Psychology Annual Convention, Austin, TX.

Klein, N., & Epley, N. (January, 2014). The topography of generosity: Nonlinear evaluations of prosocial actions. Paper presented at the Society for Personality and Social Psychology Annual Convention, Austin, TX.

Epley, N., & Schroeder, J. (January, 2013). The Humanizing Voice. Paper presented at the Society for Personality and Social Psychology Annual Convention, New Orleans, LA.

Eyal, T., & Epley, N. (January, 2011). How to enable mind reading: Perspective taking versus matching construal. Paper presented at the Society for Personality and Social Psychology Annual Convention, San Antonio, TX.

Epley, N., & Zhang, Y. (January, 2011). How surprisingly little thoughts count. Paper presented at the Society for Personality and Social Psychology Annual Convention, San Antonio, TX.

Epley, N. (October, 2010). Self-centered social exchange. Paper presented at the Society for Experimental Social Psychology annual conference, Minneapolis, MN.

Epley, N. (January, 2010). Making sense by making sentient. Paper presented at the Society for Personality and Social Psychology annual conference, Las Vegas, NV.

Epley, N. (January, 2010). Social cognition unbound. Paper presented at the Religion and Spirituality preconference, Society for Personality and Social Psychology annual conference, Las Vegas, NV.

### **Professional Activities**

Editorial Committee, *Annual Review of Psychology* (2012-2016)

Senior Editor, *Behavioral Science and Policy* (2017-present)

Associate Editor, *Psychological Review* (2015-2018), *Psychological Science* (2014-2016), *Behavioral Science and Policy* (2013-2017), *Personality and Social Psychology Bulletin* (2013-2014)

Consulting Editor, *Journal of Personality and Social Psychology* (2004-present), *Journal of Experimental Social Psychology* (2012-present), *Social Psychological and Personality Science* (2010-present), *Personality and Social Psychology Review* (2014-present)

Ad Hoc Reviewer, *American Psychologist*, *American Sociological Review*, *Basic and Applied Social Psychology*, *Behavioral and Brain Sciences*, *British Journal of Social Psychology*, *Cognition*, *Current Directions in Psychological Science*, *Developmental Psychology*, *Developmental Science*, *Emotion*, *European Journal of Social Psychology*, *Journal of Accounting Research*, *Journal of Applied Social Psychology*, *Journal of Consumer Research*, *Journal of Economic Psychology*, *Journal of Experimental Psychology: Applied*, *Journal of Experimental Psychology: Learning, Memory, and Cognition*, *Journal of Experimental Psychology: General*, *Journal of Experimental Social Psychology*, *Journal of Personality and Social Psychology*, *Marketing Science*, *Medical Decision Making*, *Motivation and Emotion*, *Organizational Behavior and Human Decision Processes*, *Perceptual and Motor Skills*, *Personality and Social Psychology Bulletin*, *Proceedings of the National Academy of Sciences*, *Psychological Bulletin*, *Psychological Science*, *Science*, *Self & Identity*, *Social Cognition*, *Trends in Cognitive Science*

Panelist, *National Science Foundation*, Social Psychology Review Panel, 2008- 2009

Instructor, *Judgment and Decision Making* (with R. Hastie), Summer Institute in Social Psychology, University of Michigan, 2005.  
Advisory Board, *Arete Initiative*, and *Program on Religion in Medicine*, University of Chicago  
Member, American Psychological Association, Association for Psychological Science, Midwestern Psychological Society, Society for Experimental Social Psychology, Society for Personality and Social Psychology, Society for Judgment and Decision Making

### **Invited University Presentations**

Harvard University, Department of Psychology, 2000  
Michigan State University, Department of Psychology, 2000  
Ohio University, Department of Psychology, 2000  
Princeton University, Department of Psychology, 2000  
Queens University, Department of Psychology, 2000  
University of Wisconsin-Madison, Department of Psychology, 2000  
Washington University, St. Louis, Department of Psychology, 2000  
Harvard University, Department of Psychology, 2001  
Harvard University, Program on Negotiations, 2001  
Harvard University, Political Psychology and Behavior Research Seminar, 2001  
Northwestern University, Department of Psychology, 2001  
State University of New York—Buffalo, Department of Psychology, 2001  
University of Chicago, Graduate School of Business, 2001  
University of Massachusetts, Amherst, Department of Psychology, 2001  
Cedar Rapids Prairie High School, Graduation Commencement Speaker, 2002  
Duke University, Fuqua School of Business, 2002  
Greater Boston Undergraduate Psychology Conference, Keynote Address, 2002  
Massachusetts Institute of Technology, Sloan School of Business, 2002  
Northeastern University, Department of Psychology, 2002  
University of British Columbia, Peter Wall Institute for Advanced Studies, 2002  
University of Chicago, Graduate School of Business, 2002  
University of Connecticut, Department of Psychology, 2002  
University of Iowa, Department of Psychology, 2002  
Yale University, Department of Psychology, 2002  
Dartmouth University, Department of Brain and Behavioral Sciences, 2003  
University of Illinois, Department of Psychology, 2003  
University of Virginia, Department of Psychology, 2003  
University of Pennsylvania, Wharton School of Business, 2004  
Ohio State University, Department of Psychology, 2004  
Harvard University, Department of Psychology, 2004  
Columbia University, Graduate School of Business, 2004  
University of Chicago, Department of Psychology, 2005  
University of Chicago, Graduate School of Business, 2005  
Indiana University, Department of Psychology, 2005  
University of Illinois at Chicago, Department of Psychology, 2006  
Harvard University, Business School, 2006  
University of Chicago, Divinity School, 2006  
Cornell University, Behavioral Economics and Decision Research Center, 2006  
Carnegie Mellon University, Social and Decision Sciences, 2007

University of California-Berkeley, Haas School of Business, 2008  
Stanford University, Department of Psychology, 2009  
University of California-Los Angeles, 2009  
Stanford University, Graduate School of Business, 2009  
Stanford University, Department of Psychology, Social Psychology Area, 2009  
Center for Advanced Study in the Behavioral Sciences at Stanford University, 2009  
Lake Forest College, Department of Psychology, 2011  
Harvard University, Conference in Honor of Daniel Wegner, 2011  
The Ohio State University, Department of Psychology, 2011  
University of Texas at Austin, McCombs School of Business, 2011  
University of Nebraska-Lincoln, Department of Psychology, 2012  
Northwestern University, Kellogg School of Management, 2012  
University of British Columbia, Department of Psychology, 2012  
Cornell University, Behavioral Economics and Decision Research, 2012  
University of Pennsylvania, Wharton School, 2012  
Harvard University, Department of Psychology, 2013  
Princeton University, Department of Psychology, 2013  
Cornell University, Johnson School of Management/Department of Psychology, 2014  
Tulane University, Department of Psychology, 2015  
Yale University, School of Management, 2015  
Stanford University, Graduate School of Business, 2016  
Princeton University, Department of Psychology, 2016  
University of Chicago, Department of Psychology, 2016  
Carnegie Mellon University, Social and Decision Sciences, 2017  
University of Illinois-Chicago, Department of Psychology, 2017  
Ohio State University, Department of Psychology, 2018  
Rutgers University, School of Business, 2018  
Washington University, Olin School of Business, 2018  
Northwestern University, Department of Psychology, 2018  
Dartmouth University, Department of Psychology, 2019  
University of Notre Dame, Mendota School of Business, 2019  
Harvard University, Harvard Business School, 2020

## **Grants and Research Funding**

### *External:*

American International Group FP57642 (9/1/2014-8/31/2016). \$468,671.12. “Research Fellowship Program.” Principal Investigator.

National Science Foundation SES 1025676 (9/21/2010-9/20/2014). \$299,680. “A model of escalation in social exchange.” Co-Principal Investigator.

General Motors Corporation NV851. (5/13/11-8/13/12). “Effective Interaction with Autonomous Agents.” \$243,964. Principal Investigator.

National Science Foundation SES 0241544 (4/01/2003-3/31/2007). \$199,871.  
“Collaborative Research: The anchoring and adjustment heuristic in everyday life.”  
Principal Investigator.

The Templeton Foundation 12344 (3/15/2007-8/1/2010). \$2,202,204.

“Understanding human nature to harness human potential: The human nature/human potential program.” Senior Scientist.

*Internal (Harvard University):*

Milton Fund (2003-2004). \$34,159. “Perspective Taking as Egocentric Anchoring and Adjustment.”

Clark/Cooke Fund (2002-2005), Harvard University. \$5,920. “Intrapersonal Contrasts in Interpersonal Perception.”

## Teaching Experience

Overall Instructor  
Evaluation (1-5 scale)

*MBA Courses, University of Chicago\**

Designing a Good Life, Summer 2018 (42 students)	4.7
Designing a Good Life, Autumn 2017 (192 students)	4.5
Designing a Good Life, Summer 2017 (48 students)	4.9
Designing a Good Life, Winter 2017 (129 students)	4.7
Designing a Good Life, Summer 2016 (29 students)	5.0
Designing a Good Life, Winter 2016 (129 students)	4.7
Designing a Good Life, Summer 2015 (57 students)	4.8
Designing a Good Life, Summer 2014 (49 students)	4.8
Managing in Organizations, Winter 2014 (195 students)	4.8
Managing in Organizations, Winter 2013 (195 students)	4.9
Managing in Organizations, Winter 2012 (195 students)	4.9
Managing in Organizations, Winter 2011 (195 students)	4.9
Managing in Organizations, Summer 2010 (190 students)	4.8
Managing in Organizations, Summer 2009 (174 students)	4.8
Managing in Organizations, Spring 2009 (195 students)	4.8
Managing in Organizations, Spring 2008 (195 students)	4.7
Managing in Organizations, Spring 2007 (130 students)	4.8
Managing in Organizations, Summer 2006 (112 students)	4.9
Managing in Organizations, Spring 2006 (127 students)	4.9
Essentials of Effective Leadership, Summer 2013 (83 students)	4.9
Essentials of Effective Leadership, Summer 2012 (90 students)	4.9
Essentials of Effective Leadership, Summer 2011 (95 students)	4.9
Essentials of Effective Leadership, Summer 2010 (96 students)	4.9
Essentials of Effective Leadership, Summer 2009 (99 students)	4.9
Essentials of Effective Management, Summer 2008 (95 students)	5.0
Essentials of Effective Management, Summer 2007 (92 students)	4.9
Essentials of Effective Management, Summer 2006 (88 students)	4.9

*Graduate Courses, University of Chicago\**

Foundations of Social Psychology (co-taught w/ Ayelet Fishbach, Spring 2018 (14 students)	4.0
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Foundations of Social Psychology, Spring 2013 (10 students)	4.7
Motivation (co-taught w/ Ayelet Fishbach), Winter 2008 (11 students)	4.6
The Self (co-taught w/ Ayelet Fishbach), Winter 2007 (15 students)	4.5
Social Judgment, Winter 2005 (17 students)	4.7

\*Item reported at University of Chicago is “Overall, did the instructor present the material in an interesting way.”

*Undergraduate Courses, Harvard University*

Introduction to Social Psychology, Spring 2002 (231 students).	4.8
Social Judgment, Fall 2002 (15 students).	4.7
Introduction to Social Psychology, Spring 2003 (232 students).	4.9
Social Judgment, Fall 2003 (15 students).	4.8

*Graduate Courses, Harvard University*

Judgment and Decision Making, Fall 2001 (10 students).	NA
The Self, Fall 2002 (10 students).	NA
Social Judgment, Fall 2003 (Extension School)	NA
Judgment and Decision Making, Fall 2004 (21 students)	NA

—More detailed student evaluations available upon request.