

## Adam D. Galinsky

Management Department • Columbia Business School • Columbia University

Mobile: 773-495-2999 • E-mail: [adamgalinsky@columbia.edu](mailto:adamgalinsky@columbia.edu)

[www.adamgalinsky.com](http://www.adamgalinsky.com)

---

### ACADEMIC POITIONS

---

#### **INSEAD Business School, Singapore Campus**

- Distinguished Management Scholar: 2025-2026

#### **Columbia University: Columbia Business School**

- Paul Calello Professor of Leadership and Ethics: 2020-present
- Vice Dean of Diversity, Equity, and Inclusion, 2022-2025
- Chair of the Management Division: 2014-2020
- Vikram S. Pandit Professor of Business: 2012-2020
- Visiting Professor: 2006 and 2011

#### **University of Hawaii at Mānoa: Shidler College of Business**

- Visiting Scholar: 2021-2022

#### **Cologne University: Social Cognition Center**

- International Scholar: 2013-2019

#### **IDC: Arison School of Business**

- Summer School and Conference Co-Director (with Yaacov Trope): 2013-2018

#### **Northwestern University: Kellogg School of Management**

- Morris & Alice Kaplan Prof. of Ethics and Decision in Management: 2007-2012
- Associate Professor (without tenure): 2004-2007
- Assistant Professor: 2002-2004
- Postdoctoral Fellow of the Dispute Resolution Research Center: 1998-2000

#### **University of California, Berkeley: Haas School of Business**

- Visiting Professor: 2008-2009

#### **University of Utah: David Eccles School of Business**

- Assistant Professor: 2000-2002.

### EDUCATION

---

#### **Ph.D. Princeton University, Social Psychology, 1999**

Dissertation: *Perspective-taking: Debiasing social thought*

- M.A. Princeton University**, Social Psychology, 1995  
Master's Thesis: *Shatterance: The potential pitfalls of self-affirmation theory*
- B.A. Harvard University**, Psychology, June 1991, *cum laude* in General Studies

## RESEARCH INTERESTS

---

- Power and status
- Managing diversity and multicultural experiences
- Creativity and innovation
- Negotiation and auction behavior
- Ethics and decision making

## AWARDS AND FELLOWSHIPS

---

### Career

- **Outstanding Mentor Award.** International Association of Conflict Management. Recognizes individuals who have advanced the field of conflict management by serving as a mentor to and role model for colleagues including students, junior and senior faculty, and others in the IACM community. 2025
- **Columbia University Faculty Mentoring Award.** Recognizes senior faculty who have demonstrated an exceptional commitment to developing the careers of tenure-track and mid-career faculty. 2022
- **Diener Award in Social Psychology,** Society of Personality and Social Psychology. Given annually to one “mid-career scholar whose work has added substantially to the body of knowledge in social psychology.” 2016
- **Career Trajectory Award,** Society of Experimental Social Psychology. Given annually to one researcher for “uniquely creative and influential scholarly productivity at or near the peak of one's scientific career.” 2016
- **Best Thinkers on Talent,** Thinkers50, 2015
- **World's 50 Best B-School Professors,** *Poets and Quants*, 2012.
- **Master Teacher in Ethics,** Wheatley Institution at Brigham Young University and the Society for Business Ethics, 2012.
- **Ver Steeg Distinguished Research Fellow.** Recognizes “a Northwestern faculty member whose research and scholarship is so outstanding as to enhance the reputation of Northwestern, nationally and internationally.” Awarded to one faculty member per year across Northwestern University. 2011.

### Research

- **Outstanding Publication Award**, Lu, J. G., Swaab, R. I., & Galinsky, A. D. (2022). Global leaders for global teams: Leaders with multicultural experiences communicate and lead more effectively, especially in multinational teams. *Organization Science*, 33(4), 1554-1573. International Association for Conflict Management, 2024.
- **Outstanding Publication Award**, Maddux, W.W., Lu, J.G., Affinito, S., & Galinsky, A.D. (2021). Multicultural experiences: A systematic review and new theoretical framework (*Academy of Management Annals*). International Association for Conflict Management, 2023.
- **Best Article Award**, *Academy of Management Annals*, Awarded to the article considered to be the best one published in the previous year, 2022. Maddux, W.W., Lu, J. G., Affinito, S. J., & Galinsky, A.D. (2021). Multicultural experiences: A systematic review and new theoretical framework. *Academy of Management Annals*, 15, 345–376
- **Best Article Award**, *Academy of Management Review*. Awarded to the article considered to be the best one published in the previous year, 2020. Hall, E.V., Hall, A.V., Galinsky, A. D., & Phillips, K.W. (2019). MOSAIC: A model of stereotyping through associated and intersectional categories.
- **Decade Award**, *Academy of Management Annals*. Given to the most highly cited *Annals* paper published in the last 10 years, 2018. Magee & Galinsky, Social hierarchy: The self-reinforcing nature of power and status.
- **Outstanding Article Award**, Schaerer, M., Swaab, R.I., & Galinsky, A.D. (2015), Anchors weigh more than power: Why absolute powerlessness liberates negotiators to achieve better outcomes (*Psychological Science*), International Association for Conflict Management, 2017.
- **Best Paper Published by a Doctoral Student as Lead Author**, Society for Personality and Social Psychology (Cao, Galinsky, Maddux), Does travel broaden the mind? Breadth of foreign experiences increases generalized trust, 2015.
- **Best Paper Award** (Godart, Maddux, Shipolov, & Galinsky), Academy of Management Meetings, Organizational Behavior Division, Boston, 2012.
- **Best Empirical Paper Runner-up** (Kilduff, Galinsky, Gallo, & Reade), “Whatever it takes: The effects of rivalry on unethical behavior.” Annual Conference of the International Association for Conflict Management. 2012
- **Otto Klineberg Intercultural and International Relations Prize**, Honorable Mention. Leung, K., Y, Maddux, W. W., Galinsky, A. D., & Chiu, C. Y. Multicultural experience enhances creativity: The when and how, 2009

- **Most Influential Article**, Academy of Management, Conflict Management Division. Kray, L. J., Thompson, L., & Galinsky, A. D.. Battle of the sexes: Gender stereotype confirmation and reactance in negotiations, 2000-2003.
- **Best Paper/New Directions Award** (Maddux, Mullen, & Galinsky), Academy of Management Meetings, Conflict Management Division, Philadelphia, 2007.
- **Best Paper Award** (Diekmann, Tenbrunsel, & Galinsky), Academy of Management Meetings, Conflict Management Division, Denver, August 2002.
- **Best Empirical Paper Award** (Kray, Galinsky, & Thompson), International Association for Conflict Management Meetings, Paris, France, June 2001.
- **Most Outstanding Dissertation Award** (over the two-year period of 1999 and 2000), International Association for Conflict Management, Awarded in 2001.
- **Most Outstanding Dissertation in Social Psychology Award**, Finalist (1 of 3), Society of Experimental Social Psychology, 1999.
- **Best Paper with Graduate Student as Lead Author** (Seiden, Galinsky, Kim, & Medvec), International Association for Conflict Management Meeting, San Sebastian, Spain, June 1999.
- **Dissertation Research Award**, American Psychological Association, 1997-1998.
- **Dissertation Fellowship**, Princeton Society of Fellows of the Woodrow Wilson Foundation, 1996-1998. (First psychologist recipient)
- **Graduate Fellowship**, National Science Foundation, 1994-1997.

### Teaching

- **Chair's Core Course Teaching Award**, Kellogg, 2007-2008
- **Chair's Core Course Teaching Award**, Kellogg, 2005-2006
- **Excellence in Teaching Award**, Princeton Psychology Department Award, 1997 (Inaugural recipient).

### Academic

- **University Fellowship**, Princeton University, 1993-1994.
- **John Harvard Scholarship for Academic Achievement of the Highest Distinction**, Harvard University, 1988-89, 1989-90, 1990-91.

### FILM PRODUCTION

---

- **Working in Protest (2018):** Executive Producer
- **All the Rage (2016):** Executive Producer
- **Who Took Johnny (2014):** Executive Producer
  - Audience Award for Best Feature Documentary, Brooklyn Film Festival
  - Official Selection: Slamdance Film Festival
- **Battle for Brooklyn (2011):** Associate Producer
  - Shortlisted for 2011 Academy Awards
  - Official Selection: Toronto Hot Docs Film Festival
  - Best Film and Best Documentary: Brooklyn Film Festival
- **Horns and Halos (2003):** Associate Producer
  - Shortlisted for 2003 Academy Awards
  - Home Box Office purchased the film
  - Official Selection: Toronto International Film Festival, Rotterdam Film Festival

## **EXPERT WITNESS TESTIMONY**

---

**Why Defamation is So Durable and So Damaging:** I articulate why defamation produces substantial and enduring damages to reputation. My expert reports and testimony have generated more than \$1Billion in verdicts and settlements for my clients.

- **Zamora/Lafise vs. Montealegre:** Sole damages expert for the plaintiff alleging harm to reputation (Nicaraguan banker was libeled in financial publications by another banker trying to gain leverage in a contract dispute)
  - Jury awarded \$37.2 million in damages, 2006 (ranked #44 of Top 100 Verdicts in the U.S. for 2006 by Verdict Search),
- **Duke Lacrosse Players vs. Duke University:** Damages consultant for plaintiffs alleging harm to reputation and loss of social standing.
  - Case settled in 2013.
- **Jeffrey M. Miller and Cynthia S. Miller v. Junior Achievement of Central Indiana, Inc.:** Damages expert for plaintiff alleging harm to reputation and loss of social standing.
  - Case settled in 2016.
- **Lukasz Gottwald p/k/a Dr. Luke, Kasz Money, Inc, and Prescription Songs, LLC. V. Kesha Rose Sebert, p/k/a Kesha.** Damages expert for plaintiff alleging harm to reputation and loss of social standing.
  - Case settled in 2023
- **Louis Bacon v. Peter Nygard.** Sole damages expert for plaintiff alleging harm to reputation and loss of social standing.

- Special Referee awarded \$203.7M in damages, 2023. Summary judgement in favor of Plaintiff, 2022.
- US Dominion, Inc, Dominion Voting Systems, Inc., and Dominion Voting Systems Corporation v. Fox Corporation and Fox Broadcasting Company, LLC. Damages expert for plaintiff alleging harm to reputation.
  - Case settled for \$787.5 Million in 2023 (One of the largest defamation settlements in U.S. history)
- Yifat V. Schnur and Yifat V. Schnur, Esq., LLC vs. John Balestriere, et al. Damages consultant for plaintiff in case alleging harm to reputation and loss of social standing.
- Ina and David Steiner vs. eBay inc. Damages consultant for plaintiff in case alleging harm to reputation and loss of social standing and organizational misconduct.
- Hapgood vs. Auberge Resorts. Damages consultant for plaintiff in case alleging harm to reputation and loss of social standing

## POPULAR AUDIENCE TALKS

---

- [How to Inspire Others](#). TEDx talk. Released November, 2023. 18k views.
- [How to Speak Up for Yourself](#). TED Talk. Released November, 2016. 7.7 million views.

## PUBLICATIONS: BOOKS

---

📖 Galinsky, A. D (2025). *INSPIRE: The Universal Path for Leading Yourself and Others*. HarperCollins.

### Critical Acclaim

- [Economist](#)
- [Financial Times](#)
- [Next Big Idea Club](#) Must Read
- [INC](#)

📖 Galinsky, A. D. & Schweitzer, M. E. (2015). *FRIEND & FOE: When to Cooperate, When to Compete, and How to Succeed at Both*. Penguin Random House.

### Best Seller

- Top 10 in Non-Fiction Audiobooks, Audible.com, 3/18/2016.
- #1 in Negotiations, #3 in Business Skills, #3 in Social Psychology. Amazon.com Best Seller: (Kindle version). 3/5/2017
- Top 20 in Business & Personal Finance, iBooks US Bestseller List. 3/5/2017

### Critical Acclaim

- [New York Times](#)
- [Economist](#):
- [Financial Times](#)
- [PBS selection](#)
- [Oprah selection](#)
- [Best Business Books 2016](#)
- [Library Journal](#): <http://tinyurl.com/z8s7j9c>
- [INC](#).

## **PUBLICATIONS: ARTICLES**

---

1. Bailey, E.R., Carter, J.T., Iyengar, S.S., & Galinsky, A.D. (*in press*). The privilege to be yourself depends on what others think of you: Social status increases authenticity. *Personality and Social Psychology Bulletin*.
2. Tadmor, C. T., Danziger, S., Stockheim, I., Galinsky, A. D., Dubois, D., & Haba, H. (*in press*). First encounters of the cold kind: Psychological perspectives on language-based inferiority in English-medium instruction and student-professor interaction Dynamics. *Academy of Management Learning & Education*.
3. Ader, Jeremy, Raymundo, I., Galinsky, A. D., Akinola, M., & Bell, M. Education research: A behavioral intervention to improve group-based diagnostic quality and educational experience among neurology trainees: A feasibility study. (2025). *Neurology® Education* 4, no. 2: e200216.
4. Galinsky, A. D., & Levin, C. (2025). Inspiring leaders aren't born, they're made. *Leader to Leader*, 117, 33-339.
5. Wang, C. S., Ku, G., Smith, A. N., Scott, E., Edwards, B., & Galinsky, A. D. (2025). Increasing black employees' social identity affirmation and organizational involvement: Reducing social uncertainty through organizational and individual strategies. *Organization Science*, 36, 809-837.
6. Hoff, M, Rucker, D. D., & Galinsky, A. D. (2025). The vicious cycle of status insecurity, *Journal of Personality and Social Psychology*, 128, 101–122.
7. Horton, C. B., Adam, H., & Galinsky, A. D. (2025). Evaluating the Evidence for Enclothed Cognition: Z-Curve and Meta-Analyses. *Personality and Social Psychology Bulletin*, 51, 203-221.
8. Bailey, E. R., Krautter, K., Wu, W., Galinsky, A. D., & Jachimowicz, J. M. (2024). A potential pitfall of passion: Passion is associated with performance overconfidence. *Social Psychological and Personality Science*, 15(7), 769-779.
9. Fincher, K., Zhang, T., Percaya, A., Galinsky, A. D., Morris, M. (2024). The effect of configural processing on mentalization. *Journal of Personality and Social Psychology*.

10. Galinsky, A. D., Turek, T., Agarwal, G., Anicich, E. M., Rucker, D. D., Bowles, H. R., Liberman, N., Levin, C., Magee, J. C. (2024). Are many sex/gender differences really power differences? *PNAS Nexus*, 3(2), pgae025.
11. Wald, K. A., Abraham, M., Pike, B., & Galinsky, A. D. (2024). Gender differences in climbing up the ladder: Why experience closes the ambition gender gap. *Psychological Science*, 35(11), 1287-1307.
12. Huang, L. & Galinsky, A. D. (2023) SHARP wit: Why receiving sarcasm improves perspective-taking. *Current Opinion in Psychology*, 54, 101709.
13. Levy, A., Galinsky, A., Nguyen, C. Q., Saguy, T., Ikizer, E. G., & Dovidio, J. F. (2023). Ingroup love, outgroup hate, and the gateway group effect: Comparing the direct and indirect impact of dual versus single identification. *PLOS ONE*, 18(8), e0287631.
14. Mo, C. H., Jachimowicz, J. M., Menges, J. I., & Galinsky, A. D. (2023). The impact of incidental environmental factors on vote choice: How wind speed leads to more prevention-focused voting. *Political Behavior*. <https://doi.org/10.1007/s11109-023-09865-y>
15. Pfrombeck, J., Galinsky, A.D., Nagy, N., North, M.S., Brockner, J., & Grote, G. (2023). Self-affirmation increases reemployment success for the unemployed. *Proceedings of the National Academy of Sciences*, 120(37), e2301532120.
16. Slepian, M. L., Greenaway, K. H., Camp, N. P., & Galinsky, A. D. (2023). The bright side of secrecy: The energizing effect of positive secrets. *Journal of Personality and Social Psychology*, 125, 1018–1035.
17. Unkelbach, C., Alves, H., Baldwin, M., Crusius, J., Diel, K, Galinsky, A. D., Gast, A., Hofmann, W., Imhoff, R., Genschow, O., Lammers, J., Pauels, E., Schneider, I., Topolinski, S., Westfal, M., & Mussweiler, T. (2023). Relativity in Social Cognition: Basic processes and novel applications of social comparisons. *European Review of Social Psychology*, 34, 387–440.
18. Yang, Q., Liu, S. S., Sullivan, D., & Galinsky, A. D. (2023). Taking control of violence against doctors. *Asian Journal of Social Psychology*, 26, 99-118.
19. Zhang, T., Wang, D., Galinsky, A. D. (2023). Learning down to train up: Mentors are more effective when they value insights from below. *Academy of Management Journal*, 66, 604–637.
20. Bailey, E. R., Horton, C. B., & Galinsky, A. D. (2022). Encloded harmony or encloded dissonance? The effect of attire on the authenticity, power, and engagement of remote workers *Academy of Management Discoveries*. 8, 341–356.
21. Jachimowicz, J. M., Wihler, A., & Galinsky, A. D. (2022). My boss' passion matters as much as my own: The interpersonal dynamics of passion are a critical driver of performance evaluations. *Journal of Organizational Behavior*, 43(9), 1496-1515.

22. Jachimowicz, J.M., Frey, E., Matz, S.C., Jeronimus, B.F., & Galinsky, A.D. (2022). The sharp spikes of poverty: Financial Scarcity Is related to higher levels of distress intensity in daily life. *Social Psychological and Personality Science*, *13*, 1187–1198.
23. Lu, J. G., Swaab, R. I., & Galinsky, A. D. (2022). Global leaders for global teams: Leaders with multicultural experiences communicate and lead more effectively, especially in multinational teams. *Organization Science*, *33*(4), 1554-1573.
24. Pfrombeck, J., Levin, C., Rucker, D. D., & Galinsky, A. D. (2022). The hierarchy of voice framework: The dynamic relationship between employee voice and social hierarchy. *Research in Organizational Behavior*, *42*, 1-16
25. Vishkin, A. Slepian, M. J., & Galinsky, A. D. (2022). The gender-equality paradox and optimal distinctiveness: More gender-equal societies have more gendered names. *Social Psychological and Personality Science*, *13*, 490-499.
26. Fleischmann, A., Lammers, J., Diel, K., Hofmann, W., & Galinsky, A. D. (2021). More threatening and more diagnostic: How moral comparisons differ from social comparisons. *Journal of Personality and Social Psychology*, *12*, 1057–1078.
27. Fleischmann, A., Lammers, J., Conway, P., & Galinsky, A.D. (2021). Kant be compared: People high in social comparison orientation make fewer—not more—deontological decisions in sacrificial dilemmas. *Social Psychological and Personality Science*, *12*, 984-995.
28. Gladstone, J. J., Jachimowicz, J. M., Greenberg, A. E., & Galinsky, A. D. (2021). Financial shame spirals: How shame intensifies financial hardship. *Organizational Behavior and Human Decision Processes*, *167*, 42-56.
29. Götz, F., Gvartz, A., Galinsky, A.D., & Jachimowicz, J.M. (2021). How personality and policy predict pandemic behavior: Understanding sheltering-in-place in 55 countries at the onset of COVID-19. *American Psychologist*. *76*, 39-49.
30. Jachimowicz, J. M., Gladstone, J. J., Berry, D., Kirkdale, C. L., Thornley, T., & Galinsky, A. D. (2021). Making medications stick: improving medication adherence by highlighting the personal health costs of non-compliance. *Behavioural Public Policy*, *5*, 396-416.
31. Liu, S. S., Shteynberg, G., Morris, M. W., Yang, Q., Galinsky, A. D. (2021). How does collectivism affect social interactions? A test of two competing accounts. *Personality and Social Psychology Bulletin*, *47*, 362-376.
32. Maddux, W.W., Lu, J. G., Affinito, S. J., & Galinsky, A.D. (2021). Multicultural experiences: A systematic review and new theoretical framework. *Academy of Management Annals*, *15*, 345–376.

33. Pike, B. & Galinsky, A. D. (2021). The Power-Shield: Powerful roles protect against gender disparities in political elections. *Journal of Applied Psychology, 106*, 268-280.
34. Brown, Z., Anicich, E. A., & Galinsky, A. D. (2020). Compensatory conspicuous communication: Low status increases jargon use. *Organizational Behavior and Human Decision Processes, 161*, 274-290.
35. Cao, J. & Galinsky, A. D. (2020). The diversity-uncertainty-valence (DUV) Model of generalized trust development. *Organizational Behavior and Human Decision Processes, 161*, 49-64.
36. Cao, J., Kong, D. T. & Galinsky, A. D. (2020). Breaking bread produces bigger pies: An empirical extension of shared eating to negotiations and a commentary on Woolley and Fishbach (2019). *Psychological Science, 31*, 1340–1345.
37. Lu, J. G., Lee, J. J., Gino, F., & Galinsky, A. D. (2020). Air pollution, state anxiety, and unethical behavior: A meta-analytic review. *Psychological Science, 31*, 748–755.
38. Majer, J. M., Trötschel, R., Galinsky, A. D., & Loschelder, D. D., (2020). Open to offers, but resisting requests: How the framing of anchors affects motivation and negotiated outcomes. *Journal of Personality and Social Psychology, 119*, 582–599.
39. Pike, B. & Galinsky, A. D. (2020). Power leads to action because it releases the psychological brakes on action. *Current Opinion in Psychology, 33*, 91–94.
40. Adam, H., & Galinsky, A. D. (2019). Reflections on enclotted cognition: Commentary on Burns et al. *Journal of Experimental Social Psychology, 83*, 157-159.
41. Fleischmann, A., Lammers, J., Conway, P., & Galinsky, A.D. (2019). Paradoxical effects of power on moral thinking: Why power both increases *and* decreases deontological *and* utilitarian moral decisions. *Social Psychological and Personality Science, 10* 110-120.
42. Hall, E.V., Hall, A.V., Galinsky, A. D., & Phillips, K.W. (2019). MOSAIC: A model of stereotyping through associated and intersectional categories. *Academy of Management Review, 44*, 643-672.
43. Jachimowicz, J.M., To, C., Agasi, S., Côté, S., & Galinsky, A.D. (2019). The gravitational pull of passion: Why and when people admire and support individuals who express passion. *Organizational Behavior and Human Decision Processes, 153*, 41-62.
44. Jachimowicz, J. M., Wihler, A., Bailey, E. R., & Galinsky, A. D. (2019). Reply to Guo et al. and Credé: Grit-S scale measures only perseverance, not passion, and its supposed subfactors are merely artifacts. *Proceedings of the National Academy of Sciences, 116*(10), 3942-3944.
45. Leonardelli, G. J., Gu, J., McRuer, G., Medvec, V. H., & Galinsky, A. D. (2019). Multiple equivalent simultaneous offers (MESOs) reduce the negotiator dilemma: How a

- choice of first offers increases economic and relational outcomes. *Organizational Behavior and Human Decision Processes*, 152, 64-83.
46. Slepian, M. L., Halevy, N., & Galinsky, A. D. (2018). The solitude of secrecy: Thinking about secrets evokes goal conflict and feelings of fatigue. *Personality and Social Psychology Bulletin*, 45, 1129–1151.
47. Adam, H., Obodaru, O., Lu, J. G., Maddux, W. W., & Galinsky, A. D. (2018). The shortest path to oneself leads around the world: Living abroad increases self-concept clarity. *Organizational Behavior and Human Decision Processes*, 145, 16-29.
48. Gündemir, S. & Galinsky, A. D. (2018). Multicolored blindfolds: How organizational multiculturalism can conceal and de-legitimize racial discrimination. *Social Psychological and Personality Science*, 9 825-834.
49. Hirsh, J. B., Lu, J. G., & Galinsky, A. D. (2018). Moral Utility Theory: Understanding the Motivation to Behave (Un)Ethically. *Research in Organizational Behavior*, 38, 43-59.
50. Jachimowicz, J.M., Hauser, O., O'Brien, J.D., Sherman, E., & Galinsky, A.D. (2018). The critical role of second-order normative beliefs in predicting energy conservation. *Nature Human Behaviour*, 2, 757-764.
51. Jachimowicz, J. M., Wihler, A., Bailey, E. R., & Galinsky, A. D. (2018). Why grit requires perseverance and passion to positively predict performance. *Proceedings of the National Academy of Sciences*, 115(40), 9980-9985.
52. Lammers, J., Gast, A., Unkelbach, C., & Galinsky, A.D. (2018). Moral character impression formation depends on the valence homogeneity of the context. *Social Psychological and Personality Science*, 9, 576-585
53. Lee, A. J., Loschelder, D. D., Schweinsberg, M., Mason, M. F., & Galinsky, A. D. (2018). Too precise to pursue: How precise first offers create barriers-to-entry in negotiations and markets. *Organizational Behavior and Human Decision Processes*, 148, 87-100.
54. Lu, J. G., Lee, J. J., Gino, F., & Galinsky, A. D. (2018). Polluted morality: Air pollution predicts criminal activity and unethical behavior. *Psychological Science*, 29, 340-355.
55. Pike, B. Kilduff, G. J., & Galinsky, A. D. (2018). The long shadow of rivalry: Rivalry motivates performance today and tomorrow. *Psychological Science*, 29, 804-813.
56. Rucker, D. D., Galinsky, A. D., & Magee, J. C. (2018). The agentic–communal model of advantage and disadvantage: How inequality produces similarities in the psychology of power, social class, gender, and race. *Advances in Experimental Social Psychology*, 58, 71-125.

57. Chou, E., Halevy, N., Galinsky, A. D., & Murnighan, J. K. (2017). The goldilocks contract: The synergistic benefits of combining structure and autonomy for motivation, creativity, and cooperation. *Journal of Personality and Social Psychology* 113, 393–412.
58. Galinsky, A. D., Schaerer, M., & Mage, J. C. (2017). The four horsemen of power at the bargaining table. *Journal of Business and Industrial Marketing*, 32, 606-611.
59. Gündemir, S., Homan, A. C., Usova, A., & Galinsky, A. D. (2017). Multicultural meritocracy: The synergistic benefits of valuing both diversity and merit for whites and racial minorities. *Journal Experimental Social Psychology*, 73, 34-41.
60. Kilduff, G. J., & Galinsky, A. D. (2017). The spark that ignites: Mere exposure to rivals increases Machiavellianism and unethical behavior. *Journal of Experimental Social Psychology*, 69, 156-162.
61. Lammers, J., Dubois, D., Rucker, D. D., & Galinsky, A. D. (2017). Ease of retrieval moderates the effects of power on agency: Implications for the replicability of power recall effects. *Social Cognition*, 35, 1-17.
62. Lu, J.G., Hafenbrack, A.C., Maddux, W.W., Eastwick, P.W., Wang, D., & Galinsky, A.D. (2017). “Going Out” of the Box: Close intercultural relationships spark creativity, workplace innovation, and entrepreneurship. *Journal of Applied Psychology*, 102, 1091-1108.
63. Lu, J.G., Quoidbach, J., Gino, F., Chakroff, A., Maddux, W.W., & Galinsky, A.D. (2017). The dark side of going abroad: How broad foreign experiences increase immoral behavior. *Journal of Personality and Social Psychology*, 112, 1-16.
64. Mandel, N., Rucker, D. D., Levav, J., & Galinsky A. D. (2017). The compensatory consumer behavior model: How self-discrepancies drive consumer behavior. *Journal of Consumer Psychology*, 27, 133–146.
65. Rucker, D. D. & Galinsky, A. D. (2017). Social power and social class: conceptualization, consequences, and current challenges. *Current Opinion in Psychology*, 18, 26-30.
66. Wang, C. S., Whitson, J. A., Anicich, E. M., Kray, L. J., & Galinsky, A. D. (2017). Challenge your stigma: How to re-frame and re-value negative stereotypes and slurs. *Current Directions in Psychological Science*, 26, 75-80.
67. Wei, W., Lu, J.G., Galinsky, A.D., Wu, H., Gosling, S.D., Rentfrow, P.J., Yuan, W., Zhang, Q., Guo, Y., Zhang, M., Gui, W., Guo, X.Y., Potter, J., Wang, J., Li, B., Li, X., Han, Y.M., Lv, M., Guo, X.Q., Choe, Y., Lin, W., Yu, K., Bai, Q., Shang, Z., Ying, H., & Wang, L. (2017). Regional ambient temperature predicts human personality. *Nature: Human Behaviour*, 1, 890-895.

68. Whitson, J. A., Anicich, E. M., Wang, C. S. & Galinsky, A. D. (2017). Navigating Stigma and Group Conflict: Identification and Self-Labeling. *Negotiation and Conflict Management Research*, 10, 88-106.
69. Anicich, E. M., Fast, N. J., Halevy, N., & Galinsky, A. D. (2016). The perils of power without status: Interpersonal conflict and demeaning treatment in organizations. *Organization Science*, 27, 123–140.
70. Chou, E., Palmer, B. & Galinsky A.D. (2016). Economic insecurity increases physical pain. *Psychological Science*, 27, 443-454.
71. Galinsky, A. D., & Schweitzer, M. E. (2016). Why every great leader needs to be a great perspective taker. *Leader to Leader*, 80, 32-37.
72. Galinsky, A. D., Rucker, D. D., & Magee, J. C. (2016). Power and perspective-taking: A critical examination. *Journal of Experimental Social Psychology*, 67, 91-92.
73. Hu, M., Rucker, D. D., & Galinsky, A. D. (2016). From the immoral to the incorruptible: How prescriptive expectations turn the powerful into paragons of virtue. *Personality and Social Psychology Bulletin*. 42, 826–837.
74. Kilduff, G. J., Galinsky, A. D., Gallo, E., & Reade, J. J. (2016). Whatever it takes: The consequences of rivalry for unethical behavior. *Academy of Management Journal*, 59, 1508-1534
75. Kuwabara, K. Lee, A. J., Yu, S., & Galinsky, A. D. (2016). Status decreases dominance in the west but increases dominance in the east. *Psychological Science*, 27, 127-137.
76. Lammers, J., Stoker, J. I., Rink, F. Galinsky, A. D. (2016). To have control over or to be free from others? The desire for power reflects a need for autonomy. *Personality and Social Psychology Bulletin*, 42, 498-512
77. Loschelder, D., Friese, M., Schaerer, M., & Galinsky, A.D. (2016). The Too-Much Precision Effect: When and why precise anchors backfire with experts. *Psychological Science*, 27, 1573–1587.
78. Loschelder, D., Swaab, R.I., Troetschel, R. & Galinsky, A.D. (2016). The information-anchoring model of first offers: When and why moving first helps versus hurts negotiators. *Journal of Applied Psychology*, 101, 995-1012
79. Lucas, B., Galinsky, A. D., & Murnighan, J. K. (2016). An intention-based account of perspective-taking: Why perspective-taking can both decrease and increase moral condemnation. *Personality and Social Psychology Bulletin*, 42, 1480–1489
80. Rucker, D. D. & Galinsky, A. D. (2016). Growing beyond growth: Why multiple mindsets matter for consumer behavior. *Journal of Consumer Psychology*, 26, 161-164.

81. Slepian, M. L. & Galinsky, A. D. (2016). The voiced pronunciation of initial phonemes predicts the gender of names. *Journal of Personality and Social Psychology*, *110*, 509 - 527.
82. Slepian, M. L., Masicampo, E. J., & Galinsky, A. D. (2016). The hidden effects of recalling secrets: Assimilation, contrast, and the burdens of secrecy. *Journal of Experimental Psychology: General*, *145*, 27-48.
83. Stamkou, E., van Kleef, G. A., Homan, A.C., & Galinsky, A. D. (2016). How norm violations shape social hierarchies: Those who stand on top block norm violators from rising up. *Group Processes & Intergroup Relations*, *19*, 608–629.
84. Steffens, N. K., Gocłowska, M. A., Cruwys, T., & Galinsky, A. D. (2016). Multiple social identities are associated with enhanced creativity via cognitive flexibility. *Personality and Social Psychology Bulletin*, *42*, 188-203.
85. Adam, H., Obodaru, O., & Galinsky, A. D. (2015). Who you are is where you are: Antecedents and consequences of locating the self in the brain or the heart. *Organizational Behavior and Human Decision Processes*, *128*, 74-83.
86. Anicich, E., Swaab, R.I., & Galinsky, A.D. (2015). Hierarchical cultural values predict success and fatality in high-stakes teams. *Proceedings of the National Academy of Science*, *112*, 1338–1343.
87. Dubois, D., Rucker, D. D., & Galinsky, A. D. (2015). Social class, power, and selfishness: When and why upper and lower class individuals behave unethically. *Journal of Personality and Social Psychology*, *108*, 436 – 449.
88. Galinsky, A. D., Rucker, D. D., & Magee, J. C. (2015). Power: Past findings, present considerations, and future directions. In J. A. Simpson, J. F. Dovidio (Assoc. Eds.), M. Mikulincer, & P. R. Shaver (Eds.), *APA Handbook of Personality and Social Psychology, Vol. 3: Interpersonal Relations* (pp. 421-460). Washington, DC: American Psychological Association.
89. Galinsky, A D., Todd, A. R., Homan, A. C., Phillips, K. W., Apfelbaum, E. P., Sasaki, S. J., Richeson, J. A., Olayon, J. B., Maddux, W.W. (2015). Maximizing the gains and minimizing the pains of diversity: A policy perspective. *Perspectives on Psychological Science*, *10*, 742–748.
90. Godart, F., Maddux, W. W., Shipilov, A., & Galinsky, A. D. (2015), Fashion with a foreign flair: Professional experiences abroad facilitate the creative innovations of organizations. *Academy of Management Journal*, *58*, 195–220.
91. Hall, E.V., Galinsky, A.D. & Phillips, K.W. (2015). Gender profiling: A gendered race perspective on person-position fit. *Personality and Social Psychology Bulletin*, *41*, 853–868.

92. Hsu, Y., Huang, L., Nordgren, L. F., Rucker, D. D., & Galinsky, A. D. (2015). The music of power: Perceptual and behavioral consequences of powerful music. *Social Psychological and Personality Science*, *6*, 75-83
93. Huang, L., Gino, F., & Galinsky, A. D. (2015). The highest form of intelligence: Sarcasm increases creativity through abstract thinking for both expressers and recipients. *Organizational Behavior and Human Decision Processes*, *131*, 162-177.
94. Kang, S. K., Galinsky, A. D., Kray, L. J., & Shirako, A. (2015). Power affects performance when the pressure is on: Evidence for low-power threat and high-power lift. *Personality and Social Psychology Bulletin*, *41*, 726-725.
95. Ku, G., Wang, C. S., & Galinsky, A. D. (2015). The promise and perversity of perspective-taking in organizations. *Research on Organizational Behavior*, *35*, 79-102.
96. Lammers, J. Galinsky, A. D., Dubois, D., & Rucker, D. D. (2015). Power and morality. *Current Opinion in Psychology*, *6*, 15-19.
97. Lucas, B. & Galinsky, A. D. (2015). Is utilitarianism risky? How the same antecedents and mechanism produce both utilitarian and risky choices. *Perspectives in Psychological Science*, *10*, 541-548.
98. Romero, D., Uzzi, B., Swaab, R.I. & Galinsky, A.D. (2015). Mimicry is presidential: Linguistic style matching and improved polling numbers. *Personality and Social Psychology Bulletin* *41*, 1311–1319.
99. Rucker, D. D. & Galinsky, A. D. (2015). The agentic-communal model of power: Implications for consumer behavior. *Current Opinion in Psychology*, *6*, 15-19.
100. Schaerer, M., Swaab, R.I., & Galinsky, A.D. (2015). Anchors weigh more than power: Why absolute powerlessness liberates negotiators to achieve better outcomes. *Psychological Science*, *26*, 170-181.
101. Swaab, R.I. & Galinsky, A.D. (2015). Egalitarianism makes organizations stronger: Cross-national variation in institutional and psychological equality predicts talent levels and the performance of national teams. *Organizational Behavior and Human Decision Processes*, *120*, 80-92.
102. Todd, A. R., Forstmann, M., Burgmer, P., Brooks, A. W., & Galinsky, A. D. (2015). Anxious and egocentric: How specific emotions influence perspective taking. *Journal of Experimental Psychology: General*, *144*, 374-391.
103. Waytz, Adam, Chou, E., Magee, J. C., & Galinsky, A.D. (2015). Not so lonely at the top: The relationship between power and loneliness. *Organizational Behavior and Human Decision Processes*, *130*, 69-78.

104. Whitson, J. A., Kay, A. C., & Galinsky, A. D. (2015). The emotional roots of conspiratorial perceptions, system justification, and belief in the paranormal. *Journal of Experimental Social Psychology, 56*, 89-95.
105. Cao, J., Galinsky, A. D., & Maddux, W. W. (2014). Does travel truly broaden the mind? Breadth of foreign experiences increases generalized trust. *Social Psychology and Personality Science, 5*, 517-525.
106. Galinsky, A. D., Magee, J. C., Rus, D., Rothman, N. B., & Todd, A. R. (2014). Acceleration with steering: The synergistic benefits of combining power and perspective-taking. *Social Psychology and Personality Science, 5*, 627 - 635.
107. Friesen, J. P., Kay A. C., Eibach, R. P., & Galinsky, A. D. (2014). Seeking structure in social organization: Compensatory control and the psychological advantages of hierarchy. *Journal of Personality and Social Psychology, 106*, 590-609.
108. Haselhuhn, M. P., Wong, E. M., Ormiston, M. E., Inesi, M. E., & Galinsky, A. D. (2014). Negotiating face-to-face: Men's facial structure predicts negotiation performance *Leadership Quarterly, 25*, 835-845.
109. Ko, S. J., Sadler, M. S. & Galinsky, A. D. (2014). The sound of power: Conveying and detecting hierarchical rank through voice. *Psychological Science, 26*, 3-14.
110. Loschelder, D., Swaab, R.I., Troetschel, R. & Galinsky, A.D. (2014). The first-mover disadvantage: The folly of revealing compatible preferences. *Psychological Science, 25*, 954-962.
111. Maddux, W.W., Bivolaru, E., Hafenbrack, A.C., Tadmor, C.T., & Galinsky, A.D. (2014). Expanding opportunities by opening your mind: Multicultural engagement predicts increases in integrative complexity and job market success. *Social Psychological and Personality Science, 5*, 608-615.
112. Menon, T., Sheldon, O. J., & Galinsky, A. D. (2014). Barriers to transforming hostile relations: Why friendly gestures can backfire. *Negotiation and Conflict Management Research, 7*, 17-37.
113. Rucker, D. D., Hu, M. & Galinsky, A. D. (2014). The experience versus expectations of power: A recipe for altering power's effects on behavior. *Journal of Consumer Research, 41*, 381-396
114. Shteynberg, G., Hirsh, J. B., Apfelbaum, E. P., Larsen, J. T., Galinsky, A. D., & Roese, N. J. (2014). Feeling more together: Group attention intensifies emotion. *Emotion, 14*, 1102-1114.
115. Shteynberg, G., Hirsh, J. B., Galinsky, A. D., & Knight, A. P. (2014). Shared attention increases mood infusion. *Journal of Experimental Psychology: General, 143*, 123-130.

116. Swaab, R.I., Schaerer, M., Anicich, E.M., Ronay, R., & Galinsky, A.D. (2014). The Too-Much-Talent Effect: Team interdependence determines when more talent is too much versus not enough. *Psychological Science*, *25*, 1581–1591.
117. Todd, A. T., & Galinsky A. D. (2014). Perspective-taking as a strategy for improving intergroup relations: Evidence, mechanisms, and qualification. *Social and Personality Psychology Compass*, *8*, 374-387
118. Wang, C. S., Ku, G., Tai, K., & Galinsky, A. D. (2014). Stupid doctors and smart construction workers: Perspective-taking reduces stereotyping of both negative and positive targets. *Social Psychological and Personality Science*, *5*, 429 – 435.
119. Wang, C. S., Tai, K., Ku, G., & Galinsky, A. D. (2014) Perspective-taking increases willingness to engage in intergroup contact. *PLOS ONE*, *9*, e85681.
120. Diekmann, K.A., Sillito, S.D., Galinsky, A.D., & Tenbrunsel, A.E. (2013). Double-victimization in the workplace: Why observers condemn passive victims of sexual harassment. *Organization Science*. *24*, 614-628.
121. Galinsky, A. D., Hall, E. V., & Cuddy, A. C. J. (2013). Gendered races: Implications for interracial dating, leadership selection, and athletic recruitment. *Psychological Science*, *24*, 498-506.
122. Galinsky, A. D., Wang, C. S., Whitson, J. A., Anicich, E. M., Hugenberg, K., Bodenhausen, G. B. (2013). Reappropriation of stigmatizing labels: The reciprocal relationship between power and self-labeling. *Psychological Science*, *24*, 2020-2029.
123. Gilin, D., Maddux, W.W., Carpenter, J., & Galinsky, A.D. (2013). Using both your head and your heart to manage conflict: The role of perspective-taking and empathy in mixed-motive interactions. *Personality and Social Psychology Bulletin*, *39*, 3-16
124. Gunia, B. C., Swaab, R. I., Sivanathan, N. & Galinsky, A. D. (2013). The remarkable robustness of the first-offer effect: Across cultures, power, and issues. *Personality and Social Psychology Bulletin*, *39*, 1547 – 1558.
125. Kifer, Y., Heller, D., Perunovic, W. E., Galinsky, A. D. (2013). The good life of the powerful: The experience of power and authenticity enhance subjective well-being. *Psychological Science*, *24*, 280-288.
126. Kilduff, G.J & Galinsky, A.D, (2013). From the ephemeral to the enduring: Approach-oriented mindsets lead to greater status. *Journal of Personality and Social Psychology*, *105*, 816–831.
127. Lammers, J., Dubois, D., Rucker, D. D., & Galinsky, A. D. (2013). Power gets the job: Priming power improves interview outcomes. *Journal of Experimental Social Psychology*, *49*, 776-779.

128. Park, L. E., Streamer, L., Huang, L., & Galinsky, A. D. (2013). Stand tall, but don't put your feet up: Universal and culturally-specific effects of expansive postures. *Journal of Experimental Social Psychology, 49*, 965-971.
129. Pierce, J.R., Kilduff, G.J., Galinsky, A.D., & Sivanathan, N. (2013). From glue to gasoline: How competition turns perspective-takers unethical. *Psychological Science, 24*, 1986-1994.
130. Sinaceur, M., Adam, H., Van Kleef, G. A., & Galinsky, A. D. (2013). The advantages of being unpredictable: How emotional inconsistency extracts concessions in negotiation. *Journal of Experimental Social Psychology, 49*, 498-508.
131. Sinaceur, M., Maddux, W., Vasiljevic, D., & Nuckel, R., & Galinsky, A. D. (2013). Good things come to those who wait: Late first offers facilitate creative agreements in negotiation. *Personality and Social Psychology Bulletin, 39*, 814-825.
132. Whitson, J. A., Liljenquist, K. A., Galinsky, A. D., Magee, J. C., Gruenfeld, D. H, & Cadena, B. (2013). The blind leading: Power reduces awareness of constraints. *Journal of Experimental Social Psychology, 49*, 579-582
133. Adam, H., & Galinsky, A. D. (2012). Enclothed cognition. *Journal of Experimental Social Psychology, 117*, 249–260.
134. Anderson, C., Kraus, M. W., Galinsky, A. D., & Keltner, D. (2012). Sociometric status and subjective well-being. *Psychological Science, 23*, 764-771.
135. Dubois, D., Rucker, D. D. & Galinsky, A. D. (2012). Super Size Me: Product Size as a Signal of Status. *Journal of Consumer Research, 38*, 1047-1062.
136. Fast, N. J., Halevy, N., & Galinsky, A.D. (2012). The destructive nature of power without status. *Journal of Experimental Social Psychology, 48*, 391-394.
137. Fast, N. J., Sivanathan, N., Mayer, N. D., & Galinsky, A. D. (2012). Power and overconfident decision making. *Organizational Behavior and Human Decision Processes, 117*, 249-260.
138. Galinsky, A. D., Whitson, J. A., Huang, L., & Rucker, D. D. (2012). Not so fluid and not so meaningful: Toward an appreciation of content-specific compensation. *Psychological Inquiry, 23*, 339-345.
139. Gino, F., & Galinsky, A. D. (2012). Vicarious dishonesty: When psychological closeness creates distance from one's moral compass. *Organizational Behavior and Human Decision Processes, 119*, 15–26.
140. Halevy, N., Chou, E. Y., & Galinsky A. D. (2012). Exhausting or exhilarating? Conflict as threat to interests, relationships, and identities. *Journal of Experimental Social Psychology, 48*, 530–537

141. Halevy, N. Chou, E., Galinsky, A. D., & Murnighan, J. K. (2012). When hierarchy wins: Evidence from the National Basketball Association. *Social Psychological and Personality Science*, 3, 398-406.
142. Inesi, M. E., Gruenfeld, D. H., Galinsky, A. D. (2012). How power corrupts relationships: Cynical attributions for others' generous acts. *Journal of Experimental Social Psychology*, 48, 795–803.
143. Jordan, J., Diermeier, D., & Galinsky, A. D. (2012). The strategic samaritan: How effectiveness and proximity affect corporate responses to external crises. *Business Ethics Quarterly*, 22, 621-648.
144. Lammers, J., Galinsky, A. D., Gordijn, E. H., & Otten, S. (2012). Power increases social distance. *Social Psychological and Personality Science*, 3, 282-290.
145. Mazzocco, Phillip J., Derek D. Rucker, Adam D. Galinsky, and Eric T. Anderson (2012). Actual and vicarious group membership impacts consumers' desire for status. *Journal of Consumer Psychology*, 22, 520-528.
146. Muscatell, K. A., Morelli, S. A., Falk, E. B., Way, B. M., Pfeifer, J. H., Galinsky, A. D., Lieberman, M. D., Dapretto, M. & Eisenberger, N. I. (2012). Social status modulates neural activity in the mentalizing network, *NeuroImage*, 60, 1771-1777.
147. Ronay, R., Greenaway, K., Anicich, E.M., Galinsky, A.D. (2012). The path to glory is paved with hierarchy: When hierarchical differentiation increases group effectiveness. *Psychological Science*, 23, 669–677.
148. Rucker, D. D., Galinsky, A. D., & Dubois, D. (2012). Power and consumer behavior: How power shapes who and what consumers value. *Journal of Consumer Psychology*, 22, 352–368.
149. Swaab, R. I., Galinsky, A.D., Medvec, V. H., & Diermeier, D. A. (2012). The communication orientation model: Explaining the diverse effects of sight, sound, and synchronicity on negotiation and group decision-making outcomes. *Personality and Social Psychology Review*, 16, 25-53.
150. Tadmor, C. T., Galinsky, A. D., & Maddux, W. W. (2012). Getting the most out of living abroad: Biculturalism and integrative complexity as key drivers of professional and creative success *Journal of Personality and Social Psychology*, 103, 520–542.
151. Todd, A. R., Bodenhausen, G., B., & Galinsky, A. D., (2012). Perspective-taking combats the denial of intergroup discrimination. *Journal of Experimental Social Psychology*, 48, 738–745.
152. Todd, A. R. & Galinsky, A. D., (2012). The reciprocal link between multiculturalism and perspective-taking: How ideological and self-regulatory approaches to managing diversity reinforce each other. *Journal of Experimental Social Psychology*, 48, 1394-1398.

153. Todd, A. R., Galinsky, A. D., & Bodenhausen, G. B. (2012). Perspective-taking undermines stereotype maintenance processes: Evidence from social memory, behavior explanation, and information solicitation. *Social Cognition, 30*, 94-108.
154. Halevy, N., Berson, Y., & Galinsky, A.D. (2011). The mainstream is not electable: Vision and representativeness in leader emergence and effectiveness. *Personality and Social Psychology Bulletin, 37*, 893–904.
155. Halevy, N. Chou, E., & Galinsky, A. D. (2011). A Functional Model of Hierarchy: Why, How, and When Vertical Differentiation Enhances Group Performance. *Organizational Psychology Review, 32-52*.
156. Hirsh, J. B., Galinsky, A. D., & Zhong, C. B. (2011). Drunk, powerful, and in the dark: How general processes of disinhibition produce both prosocial and antisocial behavior. *Perspectives on Psychological Science, 6*, 415-427
157. Huang, L., & Galinsky, A. D. (2011). No mirrors for the powerful: Why dominant smiles aren't processed using embodied simulation. *Behavioral and Brain Sciences, 33*,48.
158. Huang, L., & Galinsky, A. D. (2011). Mind-body dissonance: Conflict between the senses expands the mind's horizons. *Social Psychological and Personality Science, 2*, 351-359.
159. Huang, L., Galinsky, A. D., & Gruenfeld, D. H, & Guillory, L. E. (2011). Powerful postures vs. powerful roles: Which is the proximate correlate of thought and behavior? *Psychological Science, 22*, 95-102.
160. Inesi, M. E., Botti, S. Dubois, D., Rucker, D. D., & Galinsky, A. D. (2011). Power and choice: Their dynamic interplay in quenching the thirst for personal control. *Psychological Science, 22*, 1042-1048
161. Jordan, J., & Galinsky, A. G, & Sivanathan, N. (2011). Something to lose and nothing to gain: The role of stress in the interactive effect of power and stability on risk-taking. *Administrative Science Quarterly, 56*, 530-558.
162. Ronay, R., & Galinsky, A. D. (2011). Lex Talionis: Testosterone and the law of retaliation. *Journal of Experimental Social Psychology, 47*, 702–705.
163. Rucker, D. D., Dubois, D., & Galinsky, A. D. (2011). Generous paupers and stingy princes: Power drives consumers' spending on self versus others. *Journal of Consumer Research, 37*, 1015-1029
164. Shteynberg, G. & Galinsky, A. D. (2011). Implicit coordination: Sharing goals with similar others Intensifies goal pursuit. *Journal of Experimental Social Psychology, 47*, 1291-1294.

165. Todd, A. R., Bodenhausen, G. V., Richeson, J. A., & Galinsky, A. D. (2011). Perspective taking combats automatic expressions of racial bias. *Journal of Personality and Social Psychology, 100*, 1027-1042.
166. Todd, A. R., Hanko, K., Galinsky, A. D., & Mussweiler, T. (2011). When focusing on differences leads to similar perspectives. *Psychological Science, 22*, 134-141.
167. Blatt, B., LeLacheur, S., F., Galinsky, A. D., Simmens, S. J., & Greenberg, L. (2010). Perspective-taking: Increasing satisfaction in medical encounters. *Academic Medicine, 85*, 1445-1452.
168. Dubois, D., Rucker, D. D., & Galinsky, A. D. (2010). The accentuation bias: Money literally looms larger (and sometimes smaller) to the powerless. *Social Psychological and Personality Science, 1*, 199-205.
169. Ersner-Hershfield, H., Galinsky, A. D., Kray, L. J., & King, B. (2010). Company, country, connections: Counterfactual origins increase organizational commitment, patriotism, and social investment. *Psychological Science, 21*, 1479-1486.
170. Kay, A. C., Shepherd, S., Blatz, C. W., Chua, S. N., & Galinsky, A. D. (2010). For god (or) country: The hydraulic relation between government instability and belief in religious sources of control. *Journal of Personality and Social Psychology, 99*, 725-739.
171. Ku, G., Wang, C. S., & Galinsky, A. D. (2010). Perception through a perspective-taking lens: Differential effects on judgment and behavior. *Journal of Experimental Social Psychology, 46*, 792-798.
172. Kray, L. J., George, I. G., Liljenquist, K. A., Galinsky, A. D., Tetlock, P. E. & Roese, N. J. (2010). From what *might* have been to what *must* have been: Counterfactual thinking creates meaning. *Journal of Personality and Social Psychology, 98*, 106-118.
173. Lammers, J., Stapel, D. A., & Galinsky, A. D. (2010). Power increases hypocrisy: Moralizing in reasoning, immorality in behavior. *Psychological Science, 21*, 737-744.
174. Liljenquist, K. A., Zhong, C., Galinsky, A. D. (2010). The smell of virtue: Clean scents promote reciprocity and charity. *Psychological Science, 21*, 381-383.
175. Maddux, W. W., Adam, H., & Galinsky, A. D. (2010). When in Rome...learn why the Romans do what they do: How multicultural learning experiences facilitate creativity. *Personality and Social Psychology Bulletin, 36*, 731-74.
176. Smith, P. K. & Galinsky, A. D., (2010). The nonconscious nature of power: Cues and consequences. *Social and Personality Psychology Compass, 4*, 918-938.
177. Wade-Benzoni, K., Sondak, H., & Galinsky, A. D. (2010). Leaving a legacy: Intergenerational allocations of benefits and burdens. *Business Ethics Quarterly, 20*, 7-34.

178. Ashton-James, C., Maddux, W. W., Galinsky, A. D., & Chartrand, T. L. (2009). Who I am depends on how I feel: The role of affect in the expression of culture. *Psychological Science, 20*, 340-346.
179. Fast, N. J., Gruenfeld, D. H., Sivanathan, N., & Galinsky, A. D. (2009). Illusory Control: A generative force behind power's far-reaching effects. *Psychological Science, 20*, 502-508.
180. Galinsky, A. D. (2009). Introduction: Negotiations and achieving the social cognition dream. *Social Cognition, 27*, 339-341.
181. Galinsky, A. D., Ku, G., Mussweiler, T. (2009). To start low or to start high? The case of auctions vs. negotiations. *Current Directions in Psychological Science, 18*, 357-361
182. Gunia, B. C., Sivanathan, N., & Galinsky, A. D. (2009). Vicarious entrapment: Your sunk costs, my escalation of commitment. *Journal of Experimental Social Psychology, 45*, 1238-1244.
183. Kay, A. C., Whitson, J. A., Gaucher, D., & Galinsky, A. D. (2009). Compensatory control: Achieving order through the mind, our institutions, and the heavens. *Current Directions in Psychological Science, 18*, 264-268
184. Kray, L. J., Galinsky, A. D. & Markman, K. D., (2009). Counterfactual structure and learning from experience in negotiations. *Journal of Experimental Social Psychology, 45*, 979-982.
185. Maddux, W. W., & Galinsky, A. D. (2009). Cultural borders and mental barriers: The relationship between living abroad and creativity. *Journal of Personality and Social Psychology, 96*, 1047-1061.
186. Maddux, W. W., Leung, K. Y., Chiu, C. Y., & Galinsky, A. D. (2009). Toward a more complete understanding of the link between multicultural experience and creativity. *American Psychologist, 64*, 156-158.
187. Ordóñez, L. D., Schweitzer, M. E., Galinsky, A. D., & Bazerman, M. H. (2009). Goals gone wild: The systematic side effects of over-prescribing goal setting. *Academy of Management Perspectives, 23*, 6-16.
188. Ordóñez, L. D., Schweitzer, M. E., Galinsky, A. D., & Bazerman, M. H. (2009). On good scholarship, goal setting, and scholars gone wild. *Academy of Management Perspectives, 23*, 82-87.
189. Roese, N. J., Epstude, K., Fessel, F., Morrison, M., Smallman, R., Summerville, A., Galinsky, A. D., & Segerstrom, S. (2009). Repetitive regret, depression, and anxiety: Findings from a nationally representative survey. *Journal of Social and Clinical Psychology, 28*, 671-688.

190. Rucker, D. D., & Galinsky, A. D. (2009). Conspicuous consumption versus utilitarian ideals: How different levels of power shape consumption. *Journal of Experimental Social Psychology, 45*, 549-555.
191. Wang, C. S., Galinsky, A. D., & Murnighan, J. K. (2009). Bad drives psychological reactions but good propels behavior: Responses to honesty and deception. *Psychological Science, 20*, 634-644
192. Galinsky, A. D., Maddux, W. W., Gilin, D., & White, J. B. (2008). Why it pays to get inside the head of your opponent: The differential effects of perspective-taking and empathy in negotiations. *Psychological Science, 19*, 378-384.
193. Galinsky, A. D., Magee, J. C., Gruenfeld, D. H, Whitson, J. A., & Liljenquist, K. A. (2008). Social power reduces the strength of the situation: Implications for creativity, conformity, and dissonance. *Journal of Personality and Social Psychology, 95*, 1450-1466.
194. Galinsky, A. D., Wang, C. S., & Ku, G. (2008). Perspective-takers behave more stereotypically. *Journal of Personality and Social Psychology, 95*, 404-419.
195. Gruenfeld, D. H, Inesi, M. E., Magee, J. C., & Galinsky, A. D. (2008). Power and the objectification of social targets. *Journal of Personality and Social Psychology, 95*, 111-127.
196. Kray, L. J., Paddock, L., & Galinsky, A. D, (2008). The effect of past performance on expected control and risk attitudes in integrative negotiations. *Negotiations and Conflict Management Research, 1*, 161-178.
197. Lammers, J., Galinsky, A. D., Gordijn, E. H., & Otten, S. (2008). Illegitimacy moderates the effects of power on approach. *Psychological Science, 19*, 558-564.
198. Leung, K., Y, Maddux, W. W., Galinsky, A. D., & Chiu, C. Y. (2008). Multicultural experience enhances creativity: The when and how. *American Psychologist, 63*, 169-181.
199. Maddux, W. W., Galinsky, A. D., Cuddy, A. J. C., & Polifroni, M. (2008). When being a model minority is good...and bad: Realistic threat explains negativity toward Asian Americans. *Personality and Social Psychology Bulletin, 34*, 74-89.
200. Maddux, W. W., Mullen, E. & Galinsky, A. D. (2008). Chameleons bake bigger pies and take bigger pieces: Strategic behavioral mimicry facilitates negotiation outcomes. *Journal of Experimental Social Psychology, 40*, 461-468.
201. Magee, J. C. & Galinsky, A. D. (2008). Social hierarchy: The self-reinforcing nature of power and status. *Academy of Management Annals, 2*, 351-398.
202. Rucker, D. D., & Galinsky, A. D. (2008). Desire to acquire: Powerlessness and compensatory consumption. *Journal of Consumer Research, 35*, 257-267.

203. Sivanathan, N., Molden, D. C., Galinsky, A. D., & Ku, G. (2008). The promise and peril of self-affirmation in de-escalation of commitment. *Organizational Behavior and Human Decision Processes*, *107*, 1-14.
204. Smith, P. K., Jostmann, N. B., Galinsky A. D. van Dijk, W. W. (2008). Lacking power impairs executive functions. *Psychological Science*, *19*, 469-475.
205. Whitson, J. A., & Galinsky, A. D. (2008). Lacking control increases illusory pattern perception. *Science*, *322*, 115-117.
206. Zhong, C., Dijksterhuis, A., & Galinsky, A. D. (2008). The merits of unconscious thought in creativity. *Psychological Science*, *19*, 912-918.
207. Zhong, C., Galinsky, A. D., & Unzueta, M. M. (2008). Negational racial identity and presidential voting preferences. *Journal of Experimental Social Psychology*, *44*, 1563-1566.
208. Zhong, C., Phillips, K. W., Leonardelli, G. J., & Galinsky A. D. (2008). Negational categorization and intergroup behavior. *Personality and Social Psychology Bulletin*, *34*, 793-806.
209. Bledsoe, C. H., Sherin, B., Galinsky, A. D., Headley, N. M., Heimer, C. A., Kjeldgaard, E., Lindgren, J., Miller, J. D., Roloff, M. E., & Uttal, D. H. (2007). Regulating creativity: research and survival in the IRB iron cage. *Northwestern Law Review*, *101*, 593-641.
210. Galinsky, A. D., & Moskowitz, G. B. (2007). Further ironies of suppression: Stereotype and counterstereotype accessibility following suppression. *Journal of Experimental Social Psychology*, *43*, 833-841.
211. Magee, J. C., Galinsky, A. D., & Gruenfeld, D. H. (2007). Power, propensity to negotiate, and moving first in competitive interactions. *Personality and Social Psychology Bulletin*, *33*, 200-212.
212. Markman, K. D., Lindberg, M. J., Kray, L. J., Galinsky, A. D. (2007). Implications of counterfactual structure for creative generation and analytical problem solving. *Personality and Social Psychology Bulletin*. *33*, 312-324.
213. Galinsky, A. D., Magee, J. C., Inesi, M. E., & Gruenfeld, D. H. (2006). Power and perspectives not taken. *Psychological Science*, *17*, 1068-1074.
214. Anderson, C. A., & Galinsky, A. D. (2006). Power, optimism, and the proclivity for risk. *European Journal of Social Psychology*, *36*, 511-536.
215. Kray, L. J., Galinsky, A. D., & Wong, E. (2006). Thinking within the box: The relational processing style elicited by counterfactual mind-sets. *Journal of Personality and Social Psychology*, *91*, 33-48.

216. Ku, G., Galinsky, A. D., & Murnighan, J. K. (2006). Starting low but ending high: A reversal of the anchoring effect in auctions. *Journal of Personality and Social Psychology, 90*, 975-986.
217. Galinsky, A.D., Leonardelli, G. J., Okhuysen, G.A., & Mussweiler, T. (2005). Regulatory focus at the bargaining table: Promoting distributive and integrative success. *Personality and Social Psychology Bulletin, 31*, 1087-1098.
218. Galinsky, A. D., Ku, G. & Wang, C. S. (2005). Perspective-taking: Fostering social bonds and facilitating social coordination. *Group Processes and Intergroup Relations, 8*, 109-125.
219. Liljenquist, K. A., Galinsky, A. D., & Kray, L. J. (2004). Exploring the rabbit hole of possibilities by myself or with my group: The benefits and liabilities of activating counterfactual mind-sets for information sharing and group coordination. *Journal of Behavioral Decision Making, 17*, 263-279.
220. Galinsky, A. D., & Kray, L. J. (2004). From thinking about what might have been to sharing what we know: The effects of counterfactual mind-sets on information sharing in groups. *Journal of Experimental Social Psychology, 40*, 606-618.
221. White, J. B., Tynan, R., Galinsky, A. D., & Thompson, L. (2004) Face threat sensitivity in negotiation: Roadblock to agreement and joint gain. *Organizational Behavior and Human Decision Processes, 94*, 102-124.
222. Galinsky, A. D., & Ku, G. (2004). The effects of perspective-taking on prejudice: The moderating role of self-evaluation. *Personality and Social Psychology Bulletin, 30*, 594-604.
223. Kray, L. J., Rebb, J., Galinsky, A. D., & Thompson, L. (2004). Stereotype reactance at the bargaining table: The effect of stereotype activation and power on claiming and creating value. *Personality and Social Psychology Bulletin, 30*, 399-411.
224. Galinsky, A. D., Gruenfeld, D. H, & Magee, J. C. (2003). From power to action. *Journal of Personality and Social Psychology, 85*, 453-466.
225. Diekmann, K. A., Tenbrunsel, A. E., & Galinsky, A. D. (2003). From self-prediction to self-defeat: Behavioral forecasting, self-fulfilling prophecies, and the effect of competitive expectations. *Journal of Personality and Social Psychology, 85*, 672-683.
226. Okhuysen, G. A., Galinsky, A. D., & Uptigrove, T. A. (2003). Saving the worst for last: The effect of time horizon on the efficiency of negotiating benefits and burdens. *Organizational Behavior and Human Decision Processes, 91*, 269-279.
227. Kray, L. J., & Galinsky, A. D. (2003). The debiasing effect of counterfactual mind-sets: Increasing the search for disconfirmatory information in group decisions. *Organizational Behavior and Human Decision Processes, 91*, 69-81.

228. Galinsky, A. D., Mussweiler, T., & Medvec, V. H. (2002). Disconnecting outcomes and evaluations: The role of negotiator focus. *Journal of Personality and Social Psychology*, *83*, 1131–1140.
229. Galinsky, A. D., Seiden, V., Kim, P. H., & Medvec, V. H. (2002). The dissatisfaction of having your first offer accepted: The role of counterfactual thinking in negotiations. *Personality and Social Psychology Bulletin*, *28*, 271-283.
230. Kray, L. J., Galinsky, A. D., & Thompson, L. (2002). Reversing the gender gap in negotiations: An exploration of stereotype regeneration. *Organizational Behavior and Human Decision Processes*, *87*, 386-409.
231. Galinsky, A. D., & Mussweiler, T. (2001). First offers as anchors: The role of perspective-taking and negotiator focus. *Journal of Personality and Social Psychology*, *81*, 657–669.
232. Kray, L. J., Thompson, L., & Galinsky, A. D. (2001). Battle of the sexes: Gender stereotype confirmation and reactance in negotiations. *Journal of Personality and Social Psychology* *80*, 942–958.
233. Galinsky, A. D., & Moskowitz, G. B. (2000). Perspective-taking: Decreasing stereotype expression, stereotype accessibility, and in-group favoritism. *Journal of Personality and Social Psychology*, *78*, 708-724.
234. Galinsky, A. D., & Moskowitz, G. B., (2000). Counterfactuals as behavioral primes: Priming the simulation heuristic and consideration of alternatives. *Journal of Experimental Social Psychology*, *36*, 384-409.
235. Galinsky, A. D., Moskowitz, G. B., & Skurnik, I. W. (2000). Counterfactuals as self-generated primes: The effect of prior counterfactual activation on person perception judgments. *Social Cognition*, *18*, 252-280.
236. Galinsky, A. D., & Glucksberg, S. (2000). Inhibition of the literal: Metaphors and idioms as judgmental primes. *Social Cognition*, *18*, 35-54.
237. Galinsky, A. D., Stone, J., & Cooper, J. (2000). The reinstatement of dissonance and psychological discomfort following failed affirmations. *European Journal of Social Psychology*, *30*, 123-147.
238. Galinsky, A. D., & Lehman, E. V. (1995). Emergence, divergence, convergence: Three models of symphony orchestras at the crossroads. *Journal of Cultural Policy*, *2*, 117-139.

#### **PUBLICATIONS: BUSINESS REVIEWS**

---

239. Galinsky, A. D. & Schweitzer, M (2015). The ups and downs of managing hierarchies. *IESE Insight*, *27*, 54-61.

240. Galinsky, A. D. & Schweitzer, M (2015). It's good to be the Queen...but it's easier being the King. *McKinsey Quarterly*.
241. Schweitzer, M., Brooks, A. W., & Galinsky, A. D. (2015). The organizational apology. *Harvard Business Review*, 93, 44-52.
242. Galinsky, A. D. & Kilduff, G. J. (2013). Be seen as a leader: A simple exercise can boost your status and influence. *Harvard Business Review*, 91, 127-30
243. Wiesenfeld, B. M., Rothman, N. B., Wheeler-Smith, S. L. & Galinsky, A. D. (2011). Why fair bosses fall behind. *Harvard Business Review*
244. Maddux, W. W., Galinsky, A.D. & Tadmor, C. T. (2010). Be a better manager: Live abroad. *Harvard Business Review*.
245. Galinsky, A. D., & Schweitzer, M. E., (2007). Think before you drink: Alcohol and negotiations. *Negotiation*
246. Liljenquist, K. A. & Galinsky, A. D. (2007). Turn your adversary into your advocate: Strategic requests for advice can transform disputes into amiable problem-solving ventures. *Negotiation*
247. Swaab, R. I. & Galinsky, A. D. (2007). Negotiation at a distance: The MEDIA approach. *Negotiation*.
248. Diekmann, K. A., & Galinsky, A. D. (2006). Overconfident, underprepared: Why you may not be ready to negotiate. *Negotiation*.
249. Liljenquist, K. A., & Galinsky, A. D. (2006). How to defuse threats at the bargaining table. *Negotiation*.
250. Galinsky, A. D., & Magee, J. C. (2006). Power Plays. *Negotiation*.
251. Sondak, H, & Galinsky, A. D. (2006). Gain less pain: How to negotiate burdens. *Negotiation*.
252. Galinsky, A. D., Maddux, W. W., & Ku, G. (2006). The view from the other side of the table. *Negotiation*.
253. Medvec, V. H. & Galinsky, A. D. (2005). Putting more on the table: How making multiple offers can increase the final value of the deal. *Negotiation*, 4.
254. Galinsky, A. D. (2004). Should you make the first offer? *Negotiation*, 7, pp. 1-4.
255. Galinsky, A. D. & Liljenquist, K. A., (2004). Putting on the pressure: How to make threats in negotiations. *Negotiation*, 12, pp. 1-5.

256. Mussweiler, T. & Galinsky, A. D. (2002). Strategien der verhandlungsführung: Der einfluss des ersten gebotes [Strategies of negotiation: The impact of the first offer]. *Wirtschaftspsychologie*, 4, 21-27.

### **PUBLICATIONS: CHAPTERS**

---

257. Rucker, D. D., D'Agostino, J., & Galinsky, A. D. Compensatory consumption: A material salve for psychological wounds. In *The Routledge Handbook of Identity and Consumption* (pp. 270-284). Routledge.
258. Rucker, D. D., & Galinsky, A. D. (2025). Social hierarchy and social influence. In *Research Handbook on Social Influence* (pp. 148-163). Edward Elgar Publishing.
259. Lu, J.G., Martin, A., Usova, A., & Galinsky, A.D. (2019). Creativity and humor across cultures: Where Aha meets Haha. In S.R. Luria, J. Baer, & J.C. Kaufman (Eds.), *Creativity and Humor*. San Diego, CA: Academic Press
260. Lu, J. G., Zhang, T., Galinsky, A. D., & Rucker, D. D. (2018). On the distinction between unethical and selfish behavior. In K. Gray & J. Graham (Eds.), *Atlas of Moral Psychology: Mapping Good and Evil in the Mind*. Pp. 465-474. New York, NY: Guilford Press.
261. Schaerer, M., Lee, A. J., Galinsky, A. D., & Thau, S. (2018). Contextualizing social power research within organizational behavior. In Ferris, D. L., Johnson, R. E., & Sedikides, C. (Eds.), *The Self at Work: Fundamental Theory and Research*, pp. 194-221. Organizational Frontiers Series of the Society for Industrial and Organizational Psychology. New York: Routledge.
262. Galinsky, A. D., Mason, M. F., Brockner, J. (2016). Psychologists in schools of business: Where theory meets practice. *Career Paths in Psychology: Where Your Degree Can Take You*. American Psychological Association.
263. Galinsky, A. D. & Lee, A. J. (2015). When perspective-takers turn unethical. In J. P. Forgas, P. Van Lange, L. Jussim (Eds.). *Social Psychology and Morality*. Philadelphia: Psychology Press.
264. Rucker, D. D., and Galinsky, A. D. (2015). "Power and Consumer Behavior," In Michael I. Norton, Derek D. Rucker, and Cait Lamberton (Editors), *Cambridge Handbook of Consumer Psychology*. Cambridge MA: Cambridge Press.
265. Rucker, D. D., and Galinsky, A. D. (2013), "Compensatory Consumption," In Russell Belk and Ayalla Ruvio (Editors), *The Routledge Companion to Identity and Consumption* (pp. 207-215). Routledge.
266. Kray, L.J., Hershfield, H.E., George, L., & Galinsky, A.D. (2013). Twists of fate: Moments in time and what might have been in the emergence of meaning. In Markman,

- K., Proulx, T., & Lindberg, M. (eds.). *The Psychology of Meaning*. Washington, D.C.: American Psychological Association.
267. Galinsky, A. D., Chou, E. Y., Halevy, N., & Van Kleef, G. A. (2012). The far-reaching effects of power: At the individual, dyadic, and group levels. *Research on Managing Groups and Teams*, *15*, 81-113.
268. Galinsky, A., Gilin, D., & Maddux, W. W. (2011). Using both your head and your heart: The role of perspective taking and empathy in resolving social conflict. *The Psychology of Social Conflict and Aggression*, 103-118.
269. Galinsky, A. D., Rus, D., & Lammers, J. (2012). Power: A central force governing psychological, social, and organizational Life. In D. De Cremer, J. K. Murnighan, & R. van Dick (Eds.), *Social Psychology in Organizations*. Taylor & Francis
270. Lammers, J. & Galinsky, A. D. (2009). The conceptualization of power and the nature of interdependency: The role of legitimacy and culture. In D. Tjosvold & B. van Knippenberg (Eds.), *Power and interdependence in organizations* (pp. 67-82). Cambridge, UK: Cambridge University Press.
271. Galinsky, A. D., Jordan, J., & Sivanathan, N. (2008). Harnessing power to capture leadership. In D. Forsyth and C. Hoyt (Eds.), *Social Psychology and Leadership* (pp. 283-299). Praeger Press.
272. Wong, E., Galinsky, A. D., & Kray, L. J. (2008). The counterfactual mind-set: A decade of research. To appear in K. D. Markman, W. M. P. Klein, & J. A. Suhr (Eds.), *The Handbook of Imagination and Mental Simulation* (pp. 161-174). New York: Psychology Press.
273. Zhong, C., Magee, J. C., Maddux, W. W., & Galinsky, A. D. (2006). Power, culture, and action: Considerations in the expression and enactment of power in East Asian and Western societies. In E. A. Mannix, M. A. Neale, & Y. Chen (Eds.), *Research on Managing in Teams and Groups* (Vol. 9, 53-73). Greenwich, CT: Elsevier Science Press.
274. Galinsky, A. D., Liljenquist, K. A., Kray, L. J., & Roese, N. R., (2005). Finding meaning from mutability: Making sense and deriving significance through counterfactual thinking. In D. R. Mandel, D. J Hilton, & P. Catellani (Eds.), *The Psychology of Counterfactual Thinking*. London: Routledge.
275. Martorana, P. V., Galinsky, A. D., & Rao, H. (2005). From system justification to system condemnation: Antecedents of attempts to change power hierarchies. In M. A. Neale, E. A. Mannix, & M. Thomas-Hunt (Eds.), *Research on Managing in Teams and Groups*. (Vol. 7, 285–315). Greenwich, CT: Elsevier Science Press.
276. Roese, N. J., Sanna, L. J., & Galinsky, A. D. (2005). The mechanics of imagination: Automaticity and control in counterfactual thinking. In J. A. Bargh, J. Uleman, & R. Hassin (Eds.), *The New Unconscious* (pp. 138-170). New York, NY: Oxford University Press.

277. Magee, J. C., Gruenfeld, D. H., Keltner, D., & Galinsky, A. D. (2004). Leadership and the psychology of power. In D. M. Messick & R. Kramer (Eds.), *The Psychology of Leadership: Some New Approaches*. New Jersey: L. Erlbaum.
278. Galinsky, A. D., Hugenberg, K., Groom, C., & Bodenhausen, G. B. (2003). The reappropriation of stigmatizing labels: Implications for social identity. In M. A. Neale, E. A. Mannix, & J. Polzer (Eds.), *Research on Managing in Teams and Groups*. (Vol. 5: 221-256). Greenwich, CT: Elsevier Science Press.
279. Galinsky, A. D., Martorana, P. V., & Ku, G. (2003). To control or not to control stereotypes: Separating the implicit and explicit processes of perspective-taking and suppression. In J. P. Forgas, K. Williams, W. von Hippel (Eds.). *Responding to the social world: Implicit and explicit processes in social judgments and decisions* (pp. 343-363). Philadelphia: Psychology Press.
280. Galinsky, A. D. (2002). Creating and reducing intergroup conflict: The role of perspective-taking in affecting out-group evaluations. In M. A. Neale, E. A. Mannix, & H. Sondak (Eds.), *Research on Managing in Teams and Groups* (Vol. 4: 85-113). Greenwich, CT: JAI Press, Inc.
281. Moskowitz, G. B., Skurnik, I., & Galinsky, A. D. (1999). The history of dual process notions in social psychology. In S. Chaiken & Y. Trope (Eds.), *Dual-Process Theories in Social Psychology* (pp. 12-36). New York: Guilford.

#### **PUBLICATIONS: CASES AND TEACHING NOTES**

---

282. Austen-Smith, D., Feddersen, T., Galinsky A. D., & Liljenquist, K. (2010). *The Kidney Case*. Dispute Resolution Research Center.
283. Austen-Smith, D., Feddersen, T., & Galinsky A. D. (2010). *The Kidney Case Teaching Note*. Dispute Resolution Research Center.
284. Austen-Smith, D., Galinsky A. D., Chung, K. H., & LaVanway, C. (2007). *Unilever's Mission for Vitality*. Kellogg School of Management Publishing. Case # 5-307-501.
285. Austen-Smith, D., Galinsky A. D., Chung, K. H., & LaVanway, C. (2007). *Unilever's Mission for Vitality Teaching Note*. Kellogg School of Management Publishing. Case # 5-307-501.
286. Brett, J. M. & Galinsky, A. D., (2005). *BioPharm-Seltek Teaching Note: The Dynamics of Distribution*. Dispute Resolution Research Center.
287. Hackman, J. R., Lehman, E. V., Galinsky, A. D., & Peiperl, M. (2000). *The London Symphony Orchestra (B)*. Boston: Harvard Business School Publishing. Case # 9-400-075.

288. Hackman, J. R., Lehman, E. V., Galinsky, A. D., & Peiperl, M. (2000). *The London Symphony Orchestra: The Perspective of Clive Gillinson, Managing Director*, Video. Product # 9-901-801.
289. Hackman, J. R., Lehman, E. V., & Galinsky, A. D. (1994). *The London Symphony Orchestra*. Boston: Harvard Business School Publishing. Case # 9-494-034.

### **PUBLICATIONS: NEWSPAPER AND MAGAZINE ARTICLES, BLOG POSTS**

290. Galinsky, A. D. (2025). [What sets inspirational leaders apart](#). *Harvard Business Review*, March-April issue.
291. Galinsky, A. D. (2025). [How to be an inspirational force in an infuriating world](#). Next Big Idea Club Magazine.
292. Galinsky, A. D. (2023). [E. Jean Carroll's case reveals the 'double victimization' of sexual assault survivors](#). *Scientific American*.
293. Galinsky, A. D. (2023). [Bad bosses forget one simple thing](#). *CNN*
294. Galinsky, A. D. & Kray, L. J. (2022). How COVID created a universal midlife crisis. *Los Angeles Times*. <https://www.latimes.com/opinion/story/2022-05-15/covid-universal-midlife-crisis>
295. Galinsky, A. D. (2022). The Supreme Court's vaccine rebuke leaves CEOs in a bind. *Fortune*. <https://fortune.com/2022/01/31/supreme-courts-biden-vaccine-mandate-rebuke-leaves-ceos-in-a-bind-employers-covid-politics-adam-galinsky/>
296. Galinsky, A. D. (2022). When new covid variants upend your return-to-office plans. *Harvard Business Review*. <https://hbr.org/2022/01/when-new-covid-variants-upend-your-return-to-office-plans>
297. Galinsky, A. D. (2021). The 'psychology of regret' helps explain why vaccine mandates work. *Washington Post*, <https://www.washingtonpost.com/outlook/2021/11/11/vaccine-hesitancy-psychology-regret>
298. Gladstone, J. J., Jachimowicz, J. M., Greenberg, A. E., & Galinsky, A. D. (2021). If money is tight, that's nothing to be ashamed of. <https://www.bostonglobe.com/2021/10/27/opinion/if-money-is-tight-thats-nothing-be-ashamed/>
299. Galinsky, A. D. (2021). Three simple steps for managers to get vaccine mandates right. *Fortune*, <https://fortune.com/2021/09/28/three-simple-steps-covid-vaccine-mandate-manager-workplace-adam-galinsky/>

300. Galinsky, A. D. (2021). Silicon valley firms shouldn't penalize remote work. *Newsweek*. <https://www.newsweek.com/silicon-valley-firms-shouldnt-penalize-remote-work-opinion-1622228>
301. Galinsky, A. D. (2021). Remote work is now a status symbol. Here's how to make a workplace that works for everyone. *Time*. <https://time.com/6089019/remote-work-status-symbol/>
302. Galinsky, A. D. (2020). Why outfitting police in military uniforms encourages brutality. *Fast Company*. <https://www.fastcompany.com/90517517/why-outfitting-police-in-military-uniforms-encourages-brutality>
303. Galinsky, A. D. (2020). Why Trump's COVID Speeches Created a Market Roller Coaster and a Crisis of Confidence. *Medium* <https://medium.com/@columbiabusiness/why-trumps-covid-speeches-created-a-market-roller-coaster-and-a-crisis-of-confidence-889297457249>
304. Galinsky, A. D. & Galinsky, M. F. (2017). Why the house and senate health care bills will increase the opiate crisis. *Huffington Post* [https://www.huffingtonpost.com/entry/why-the-ahca-will-make-the-opiate-epidemic-much-worse\\_us\\_595d5fd6e4b0d5b458e7e40c](https://www.huffingtonpost.com/entry/why-the-ahca-will-make-the-opiate-epidemic-much-worse_us_595d5fd6e4b0d5b458e7e40c)
305. Galinsky, A. D. (2017). Successful people use these techniques to speak up for themselves—and stay likable. *Quartz*. <https://qz.com/878838/successful-people-use-these-techniques-to-speak-up-for-themselves-and-stay-likable/>
306. Galinsky, A. D. & Phillips, K. W. (2016). It Could Be Decades Before We Say 'Madam President'. *Huffington Post*. [http://www.huffingtonpost.com/entry/it-could-be-decades-before-we-say-madam-president\\_us\\_584e2cb2e4b0e05aded4715d](http://www.huffingtonpost.com/entry/it-could-be-decades-before-we-say-madam-president_us_584e2cb2e4b0e05aded4715d)
307. Galinsky, A.D. & Schweitzer, M. E (2016). The red flags in Lochte's story. *CNN*. <http://www.cnn.com/2016/08/19/opinions/ryan-lochte-red-flags-galinsky-schweitzer/>
308. Galinsky, A.D. & Schweitzer, M. E (2016). An Important Lesson From Ryan Lochte's Olympic Mistake. *Time*. <http://time.com/money/4460519/ryan-lochte-olympics-apology/>
309. Chou, E., Palmer, B. & Galinsky A.D. (2016). The Link Between Income Inequality and Physical Pain. *Harvard Business Review*. <https://hbr.org/2016/03/the-link-between-income-inequality-and-physical-pain>
310. Anicich, E. M., Fast, N. J., Halevy, N., & Galinsky, A. D. (2016). How Powerful, Low-Status Jobs Lead to Conflict. *Harvard Business Review*. <https://hbr.org/2016/02/how-powerful-low-status-jobs-lead-to-conflict?>
311. Galinsky, A.D. & Schweitzer, M. E (2016). What Every Entrepreneur Can Learn From 'Eddie The Eagle'. *Forbes.com*. <http://www.forbes.com/sites/galinskyschweitzer/2016/03/13/what-every-entrepreneur-can-learn-from-eddie-the-eagle/#4dbab8f895af>

312. Galinsky, A.D. & Schweitzer, M. E (2016). Why Political 'Bromances' Come And Go. *Forbes.com* <http://www.forbes.com/sites/galinskyschweitzer/2016/02/24/why-political-bromances-come-and-go/#7ad99c1a6c05>
313. Galinsky, A.D., Olayon, J. B., & Schweitzer, M. E., (2016). Diversity training is not the answer. *Talent Management*. [http://workforcediversitynetwork.com/res\\_articles\\_DiversityTrainingNotAnswer.aspx](http://workforcediversitynetwork.com/res_articles_DiversityTrainingNotAnswer.aspx)
314. Galinsky, A.D. & Schweitzer, M. E (2015). The problem of too much talent. *The Atlantic*. <http://www.theatlantic.com/business/archive/2015/09/hierarchy-friend-foe-too-much-talent/401150/>
315. Galinsky, A. D. (2015). When you're in charge, your whisper may feel like a shout. *New York Times*. [http://www.nytimes.com/2015/08/16/jobs/when-youre-in-charge-your-whisper-may-feel-like-a-shout.html?\\_r=0](http://www.nytimes.com/2015/08/16/jobs/when-youre-in-charge-your-whisper-may-feel-like-a-shout.html?_r=0). Print Version and On-line.
316. Galinsky, A. D., Huang, L., & Gino, F. (2015). That time your boss caught you watching cat videos and said, 'don't work too hard'. *Fortune* <http://fortune.com/2015/08/10/cat-videos-careers-workplace-culture/>
317. Waytz, Adam, Chou, E., Magee, J. C., & Galinsky, A.D. (2015). Not lonely at the top. *New York Times*. <http://www.nytimes.com/2015/07/26/opinion/not-lonely-at-the-top.html>. Print Version and On-line.
318. Galinsky, A.D. & Schweitzer, M. E (2015). Aaron Hernandez's red flag. *Huffington Post*. [http://www.huffingtonpost.com/adam-galinsky/aaron-hernandezs-red-flag\\_b\\_7089984.html](http://www.huffingtonpost.com/adam-galinsky/aaron-hernandezs-red-flag_b_7089984.html)
319. Schweitzer, M. E & Galinsky, A.D. (2015). The apology formula: How Brian Williams, and all of us, can recover from a transgression. *Linkedin*. <https://www.linkedin.com/pulse/apology-formula-how-brian-williams-all-us-can-recover-schweitzer>
320. Schweitzer, M. E & Galinsky, A.D. (2015). How Sepp Blatter built FIFA into a religion. *Fortune*. <http://fortune.com/2015/06/03/how-sepp-blatter-built-fifa-into-a-religion>
321. Galinsky, A.D. & Maddux, W. W. (2010). Fostering creativity through foreign experience. *Rotman*, 84-86.
322. Galinsky, A. D., Gunia, B. C., & Sivanathan, N., (2009). The insider succession trap. *Forbes.com*. <http://www.forbes.com/2009/10/22/insider-succession-planning-leadership-ceonetwork-governance.html>.
323. Galinsky, A. D. and Rucker, D. D. (2008), "Powerless Consumers Spend More" *Advertising Age* (September 22<sup>nd</sup>).

324. Leonardelli, G. J., Galinsky, A.D., Okhuysen, G.A., & Mussweiler, T. (2007). Achieving optimal agreements. *Rotman*, Spring, 50-53

## **PUBLICATIONS: RETRACTED and EDITORIAL CONCERNS**

---

1. Brooks, A.W., Schroeder, J., Risen, J., Gino, F., Galinsky, A.D., Norton, M.I., & Schweitzer, M.E. (2016). Don't stop believing: Rituals improve performance by decreasing anxiety. *Organizational Behavior and Human Decision Processes*, 137, 71-85. RETRACTED 2024
2. Gino, F., Kouchaki, M., & Galinsky, A. D. (2015). The moral virtue of authenticity: How inauthenticity produces feelings of immorality and impurity. *Psychological Science*, 26, 983–996. RETRACTED 2023
3. Dubois, D., Rucker, D. D., & Galinsky, A. D. (2016). Dynamics of Communicator and Audience Power: The Persuasiveness of Competence versus Warmth. *Journal of Consumer Research*, 43, 68-85. EDITORIAL CONCERN 2023
4. Dubois, D., Rucker, D. D. & Galinsky, A. D. (2012). Super Size Me: Product Size as a Signal of Status. *Journal of Consumer Research*, 38, 1047-1062. EDITORIAL CONCERN 2023

## **GRANTS**

---

### **Discovery Project -- Australian Research Council**

- Climbing the ladder or falling from grace: How norm violations shape social hierarchies. (Collaborative project with Katerine Greenaway, Elise Kalokerinos, and Michael Slepian). 2016-2019. \$AU153,088.

### **Research Talent Grant -- Netherlands Organisation for Scientific Research (NWO)**

- Climbing the ladder or falling from grace: How norm violations shape social hierarchies. (Collaborative project with Gerben Van Kleef and Effie Stamkou). 2012. €200,000.

### **National Science Foundation**

- The role of counterfactual mind-sets in debiasing group decisions. (Collaborative project with Laura Kray). June, 2002-May, 2004. \$200,000.

### **Carnegie Bosch Institute (Carnegie Mellon University)**

- Social Structures and Social Cognition: How National and Organizational Culture Influences Behavior (With Don Moore), November 2000. \$10,000.

## **TEACHING EXPERIENCE**

---

**Columbia Business School, Columbia University**

- *Leadership* (Core Class), MBA course  
2011-2012; 2012-2013, 2013-2014; 2014-2015; 2015-2016, 2016-2017, 2017-2018, 2018-2019, 2019-2020, 2020-2021, 2022-2023, 2023-2024, 2024-2025  
Instructor Evaluation: Achieved 4.9 (out of 5).
- Executive Ethics, MBA course  
2018-2019, 2019-2020, 2020-2021, 2021-2022, 2022-2023, 2023-2024, 2024-2025  
Course Evaluation: Achieved 4.6 (out of 5).
- Leadership Immersion, MBA course  
2015-2016, 2017-2018  
Course Evaluation: Achieved 4.7 (out of 5).
- *Experimental Research Methods*, PhD seminar  
2015-2016

**IDC: Arison School of Business**

- Managing Change Doctoral Seminar, 2013
- Social Hierarchy Doctoral Seminar, 2014
- Meaning & Purpose Doctoral Seminar, 2015
- Morality & Ethics Doctoral Seminar, 2016
- Diversity Doctoral Seminar, 2017
- Negotiations Doctoral Seminar, 2018

**Cologne University: Social Cognition Center**

- Social Hierarchy Master's Seminar: 2013-2019

**Kellogg School of Management, Northwestern University**

- *Leadership in Organizations* (Core Class), MBA course  
2001-2002; 2002-2003; 2003-2004; 2004-2005; 2005-2006, 2006-2007, 2007-2008; 2008-2009; 2009-2010, 2010-2011; 2011-2012, 2012-2013  
Instructor Evaluation: Achieved 9.8 (out of 10).
- *Executive Ethical Leadership*, Executive MBA course (U.S., Germany, and Hong Kong programs); *Values Based Leadership*, MBA course  
2005-2006, 2006-2007, 2006-2007, 2007-2008; 2008-2009; 2009-2010, 2010-2011; 2011-2012;  
Instructor Evaluation: Achieved 9.3 (out of 10).
- *Negotiations*, MBA course  
1998-1999, 1999-2000, 2001-2002; 2003-2004; 2004-2005, 2006-2007  
Instructor Evaluation: Achieved 9.4 (out of 10).
- *Experimental Research Methods*, PhD seminar  
2002-2003; 2004-2005; 2011-2012

**Haas School of Business, University of California, Berkeley**

- *Ethics* (Core Class), MBA course  
2008-2009  
Instructor Evaluation: Achieved 7 (out of 7).
- *Executive Leadership*, Berkeley-Columbia Executive MBA  
2008-2009  
Instructor Evaluation: Achieved 7 (out of 7).

**Eccles School of Business, University of Utah**

- *Managerial Negotiation*, MBA course, 2000-2001  
Instructor Evaluation: Achieved 5.9 (out of 6).
- *Team Foundations* (Core Class), MBA course, 2001-2002  
Instructor Evaluation: Achieved 5.7 (out of 6).

**Princeton University**

- *Theories of Psychotherapy*, Assistant to the Instructor and Preceptor  
Spring semester, 1997
- *Advanced Social Psychology*, Assistant to the Instructor and Preceptor  
Fall semester, 1996
- *Psychology of Stereotyping and Prejudice*, Assistant to the Instructor and Preceptor  
Spring semester, 1996
- *Quantitative Methods in Psychology*, Assistant to the Instructor and Preceptor  
Fall semester, 1995

**ADVISING EXPERIENCE**

---

**Dissertation Chair or Co-chair**

- Issac Raymundo, Management, Columbia University, Proposal Defended
- Zachary Brown, Management, Columbia University, Defended, 2020
- Jon, Jachimowicz, Management, Columbia University, Defended, 2019
- Alice Lee, Management, Columbia University, Defended, 2019
- Jackson Lu, Management, Columbia University, Defended, 2018
- Eric Anicich, Management, Columbia University, Defended, 2016
- Erika Hall, MORS, Northwestern University, Defended 2014
- Sunny Kim, MORS, Northwestern University, Defended 2014
- Dennis Hsu, MORS, Northwestern University, Defended 2014
- Jiyin Cao, MORS, Northwestern University, Defended 2014
- Li Huang, MORS, Northwestern University, Defended 2011
- Katie Liljenquist, MORS, Northwestern University, Defended 2010
- Jennifer Whitson, MORS, Northwestern University, Defended 2007

- Paul Martorana, MORS, Northwestern University, Defended 2005
- Gillian Ku, MORS, Northwestern University, Defended 2004

### **Dissertation Committee Member**

- Christine Nguyen, Management, Columbia University, Proposal Defended
- Blaine Horton, Management, Columbia University, Proposal Defended
- Mike White, Management, Columbia University, Proposal Defended
- Maren Hoff, Marketing, Columbia University, Proposal Defended
- Erica Bailey, Management, Columbia University, Defended 2023
- James Carter, Management, Columbia University, Defended 2023
- Zaijia Liu, Management, Columbia University, Defended 2021
- Shi Liu, Management, Columbia University, Defended, 2020
- Ashley Martin, Management, Columbia University, Defended 2018
- Jeffrey Thomas, New York University, Defended 2017
- Liza Wiley, Management, Columbia University, Defended 2017
- Jae Cho, Management, Columbia University, Defended 2017
- Abbie Wazlawek, Management, Columbia University, Defended 2016
- Zhi Liu, Management, Columbia University, Defended 2015
- Sean Blair, Marketing, Northwestern University, Defended 2015
- Miao Hu, Marketing, Northwestern University, Defended 2014
- McKenzie Rees, Management, University of Utah, Defended 2014
- Andy Yap, Management, Columbia University, Defended 2013
- Alison Brooks, OPIM, Wharton, University of Pennsylvania, Defended 2013
- Nicholas Hays, Management, UCLA, Defended 2012
- Aiwa Shirako, Management, UC Berkeley, Defended 2011
- Meghan Bean, Psychology, Northwestern University, Defended 2011
- Brian Gunia, MORS, Northwestern University, Defended 2011
- Jiunwen Wang, MORS, Northwestern University
- David Dubois, Marketing, Northwestern University, Defended 2011
- Mark Rivera, MORS, Northwestern University, Defended 2010
- Niro Sivanathan, MORS, Northwestern University, Defended 2010
- Diana Rus, Organisation Department, University of Rotterdam, Defended, 2009
- Andrew Todd, Psychology, Northwestern University, Defended 2009
- Ryan Hamilton, Marketing, Northwestern University, Defended 2007
- Cynthia Wang, MORS, Northwestern University, Defended 2007
- Chen-Bo Zhong, MORS, Northwestern University, defended 2007
- Gail Berger, MORS, Northwestern University, defended 2003
- Kurt Hugenberg, Psychology, Northwestern University, defended 2003
- Elizabeth Seeley, Psychology, Northwestern University, defended 2003
- Stacy Skeddings, Psychology, University of Utah, defended 2002

### **Postdoctoral Fellows**

- Erik Santos (Columbia, 2023-present)
- Ariella S. Kristal (Columbia, 2022-2024)
- Florencio F. Portocarrero (Columbia, 2022-2024)
- Sandra Portocarrero (Columbia, 2022-2024)
- Maya Z. Rossignac-Milon (Columbia, 2019-2022)

- Aharon Levy (Columbia, 2019-2020)
- Sarah Ward (Columbia, 2018-2020)
- Ting Zhang (Columbia, 2015-2018)
- Katrina Fincher (Columbia, 2016-2018)
- Seval Gundemir (Columbia, 2015-2017)
- Michael Slepian (Columbia, 2014-2016)
- Drew Jacoby-Senghor (Columbia, 2014-2016)
- Stacey Sasaki (Columbia, 2013-2016)
- Ali Crum (Columbia, 2012-2014)
- Richard Ronay (Columbia, 2011-2013)
- Daniel Efron (Northwestern, 2011-2013)
- Sarah Townsend (Northwestern, 2011-2013)
- Gairry Shytenberg (Northwestern, 2010-2012)
- Nir Halevy (Northwestern, 2010-2012)
- Jacob Hirsh (Northwestern, 2010-2011)
- Sonia Kang (Northwestern, 2010-2011)
- Hal Ersner-Hershfield (Northwestern, 2009-2011)
- Evan Apfelbaum (Northwestern, 2009-2011)
- Taya Cohen (Northwestern, 2008-2010)
- Sei Jin Ko (Northwestern, 2007-2009)
- Zoe Kinias (Northwestern, 2007-2009)
- Jennifer Jordan (Northwestern, 2007-2009)
- Christopher Bauman (Northwestern, 2006-2008)
- William Maddux (Northwestern, 2004-2006)
- Elizabeth Mullen (Northwestern, 2003-2005)
- Geoffrey Leonardelli (Northwestern, 2002-2004)
- Cameron Anderson (Northwestern, 2001-2003)

### **Visiting Doctoral Students**

- Johan Majer (Leuphana University, 2016)
- Alexandra Fleischmann (University of Cologne, 2018)
- Michael Schaerer (INSEAD, 2015-2016)
- Eftychia Stamkou (University of Amsterdam, 2014-2015)
- Richard Ronay (University of Queensland, 2009)
- Diana Rus (Groningen University, 2008)
- Joris Lammers (Tilburg University, 2006)

### **Summer Schools**

- Interdisciplinary Center Herzliya: Co-Directed two-day conference with 10 faculty and two-week summer school with 15-20 doctoral students rigorously selected for specialization in the annual topic.
  - Negotiations/Conflict Resolution, 2018
  - Diversity, 2017
  - Morality and Ethics, 2016
  - Meaning and Purpose, 2015

- Social Hierarchy, 2014
- Change and Innovation, 2013
- Society of Social and Personality Psychology
  - Negotiations/Conflict Resolution, 2009

## ACADEMIC SERVICE

---

### **Columbia University**

- Member, Commission on Race and Racism, 2023-2025

### **Columbia Business School**

- Member, DEI Standing Committee, 2019-2021
- Junior Faculty Liaison, Management Division, 2020-2021
- Chair, Committee on Faculty Respect, Inclusion, and Fairness, Columbia Business School, 2018-2019
- Core Elective Committee, Columbia Business School, 2018
- Core-Course Coordinator, Management, 2014-2023.
- Co-Chair, Decision Making and Negotiation Area, Cross-Disciplinary Area, 2013-2014.

### **Academic Community**

- Member, Committee to select Diener Award in Social Psychology and in Personality Psychology, 2017, 2018, 2019, 2020.
- Member, Committee to select Best Dissertation Award, Conflict Management Division, Academy of Management, 2011.
- Teaching Ethics, Created and ran a Professional Development Workshop. Academy of Management, 2010.
- Member, Committee to select the Most Influential Paper Award for 2001-1004, Conflict Management Division, Academy of Management, 2009.
- Chair, Committee to select the Most Influential Paper Award for 1998-2001, Conflict Management Division, Academy of Management, 2006.
- Presented “Starting a research program” to the Conflict Management Doctoral Student Consortium, *Academy of Management Meetings*, August, 2004.
- Presented a new negotiation simulation, *Brookside Community Hospital vs. Black Computer Systems*, at the Conflict Management Professional Development Workshop, *Academy of Management Meetings*, August, 2004

### **Northwestern University**

- University Strategic Planning Subcommittee, Teaching, Learning, and Assessment, 2010
- Research talks to Northwestern University Staff Advisory Council (NUSAC), April, 2010
- Northwestern University Institutional Review Board, 2004-2007.

- Federalwide Assurance Committee: Reviewed and made recommendation to the administration on its position and made further recommendation on how to improve the IRB. 2005-2007

### **Kellogg School of Management**

- Personnel Committee (Six-person committee that makes all retention and promotion decisions), 2009-2011.
- MBA Curriculum Committee, 2007-present
- Day at Kellogg Presentations, 2 one-hour presentation, 2003, 2004, 2007, 2010, 2011
- Behavioral Research Committee, 2007-present.
- MORS for the Road, Lecture to graduating class, 2007, 2008.
- Social Enterprise at Kellogg (SEEK) Advisory Board, 2006-present.
- Committee to form a proposal and recommendation on undergraduate curriculum for the business degree, 2006.
- Plenary Session for Global Initiative in Management, Cross Cultural Communication, February, 2005; February, 2006, February, 2007.
- Untenured observer, Personnel Committee, 2004-2005.
- Faculty advisor, Global Initiative in Management, Spent two weeks in Japan with 25 MBA students studying how the Japanese organized and conducted business. Spring 2004.
- Research at Kellogg Presentation, Fall, 2003
- Mediated merger of Kellogg Outdoor Adventures (KOA) and Kellogg Service Initiative (KSI) into a new group (Kellogg Adventures, Outdoor and Service), Spring, 2003.
- The Managers Program Major Field Presentations, 2002, 2003.

### **Management and Organizations Department**

- Coordinator of DRRC Colloquium Series, 2009- present.
- Junior Faculty Search Committee, 2003-2004, 2004- 2005, 2005-2006, 2007-2008, 2020-2011
- Dispute Resolution Research Center, Chair of Postdoctoral Fellowship Search Committee, 2002-present.
- Dispute Resolution Research Center, Grants Committee, 2002-present.
- Co-Coordinator of MORS Colloquium Series, 2002-2003, 2004-2005

### **David Eccles School of Business, University of Utah**

- Junior Faculty Search Committee, 2001.
- Behavioral Lab Committee, 2000-2002.

### **Princeton University (as a doctoral student)**

- Editorial Assistant on edited volume: *The Legacy of Ned Jones: Attribution Processes, Person Perception, and Social Interaction*, 1997.
- Statistical Consultant for senior theses, Psychology Department, Princeton University, 1995-1998.

- Graduate Student Representative, Princeton University Research Participation Pool, 1995-1998.
- Coordinator of Princeton University Registration Questionnaire Distribution, 1996, 1997.
- Coordinating Assistant: Well-Being Conference, Princeton University, April 1994.

## **EDITORIAL WORK**

---

### **Editor**

- *Journal of Experimental Social Psychology* (2012-2014)
- *Social Cognition*. Special Issue on Negotiations (2009).

### **Consulting Editor**

- *Psychological Science* (2007-2019)
- *Social Psychological and Personality Science* (2009-present)
- *Journal of Personality and Social Psychology* (2005-2007)
- *Organizational Behavior and Human Decision Processes* (2004-2007)
- *European Journal of Social Psychology* (2002-2005)

## **OUTSIDE ACTIVITIES**

---

Workshops, training, and expert work for organizations including Allianz, Audible, Bank of America, Brunswick Group, CCI, Chicago United, Kaufmann Foundation, Dominion, Federal Policy Research Institute of Thailand, RMS, PDT Partners, Proctor & Gamble, Wine and Spirits Wholesalers of America, Young President's Organization.