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## **PAMELA KAREN SMITH**

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Rady School of Management  
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### **POSITIONS**

Rady School of Management, University of California San Diego  
Associate Professor, 2017-present  
Assistant Professor, 2009-2017  
Social Psychology, Radboud University Nijmegen  
Assistant Professor, 2008-2009  
Behavioural Science Institute Postdoctoral Researcher, 2006-2008  
Social and Organizational Psychology, Leiden University  
Assistant Professor, 2005-2006  
Social Psychology, University of Amsterdam  
Postdoctoral Researcher, 2004-2005

### **EDUCATION**

Ph.D., New York University, Social Psychology, Quantitative minor, 2004  
M.A., New York University, Social Psychology, 2001  
B.A. with high honors, University of Michigan, Psychology and Creative Writing, 1996

### **HONORS, FELLOWSHIPS, AND AWARDS**

University of California, San Diego Faculty Career Development Award, 2016-2017  
University of California, San Diego Hellman Fellowship, 2011-2012  
Radboud University Nijmegen Professor Dr. Jacques Janssen Bokaal award, 2008  
Society of Experimental Social Psychology Dissertation Award, 2005  
New York University Stuart Cook Award in Social Psychology, 2004  
Society for Personality and Social Psychology Graduate Poster Award, Honorable Mention,  
2003 & 2004  
New York University Katzell Summer Fellowship, 2003  
New York University Student Travel Grant, 2002 & 2003  
New York University Henry Mitchell MacCracken Fellowship, 1999-2004  
National Science Foundation Graduate Student Fellowship, 1999-2003  
Psi Chi Program Best Paper Award, Midwestern Psychological Association, 1997  
J. P. Guilford/Psi Chi Undergraduate Research Award, 1996  
Phi Beta Kappa, University of Michigan, 1995  
Golden Key National Honor Society, University of Michigan, 1995  
Psi Chi, University of Michigan, 1995

**PEER-REVIEWED PUBLICATIONS** (Google Scholar citation count at <http://bit.ly/1tfXC8T>)

\* indicates equal contribution, **boldface** indicates graduate or undergraduate student coauthor

Kunstman, J. W., **Fitzpatrick, C.**, & Smith, P. K. (in press). Poisoned praise: Discounted praise backfires and undermines subordinate impressions in the minds of the powerful. *Social Psychological and Personality Science*.

Johnson, C. S.\*, Smith, P. K.\*, & Wang, C. (2017). Sage on the stage: Women's representation at an academic conference. *Personality and Social Psychology Bulletin*, *43*, 493–507.

Oveis, C., Spectre, A., Smith, P. K., **Liu, M. Y.**, & Keltner, D. (2016). Laughter conveys status. *Journal of Experimental Social Psychology*, *65*, 109-115.

Smith, P. K.\*, & Hofmann, W.\* (2016). Power in everyday life. *Proceedings of the National Academy of Sciences*, *113*, 10043-10048.

Smith, P. K., Smallman, R., & Rucker, D. D. (2016). Power and categorization: Power increases the number and abstractness of categories. *Social Psychological and Personality Science*, *7*, 281-289.

Wakslak, C. J.\*, Smith, P. K.\*, & **Han, A.** (2014). Using abstract language signals power. *Journal of Personality and Social Psychology*, *107*, 41-55.

Magee, J. C., & Smith, P. K. (2013). The social distance theory of power. *Personality and Social Psychology Review*, *17*, 158-186.

Smith, P. K., McCulloch, K. C., & **Schouwstra, A.** (2013). Moving closer to reach the top: Approach behavior increases one's sense of power. *Social Cognition*, *31*, 518-529.

Stel, M., van Dijk, E., Smith, P. K., van Dijk, W. W., & **Djalal, F. M.** (2012). Lowering the pitch of your voice makes you feel more powerful and think more abstractly. *Social Psychological and Personality Science*, *3*, 497-502.

Karremans, J. C., & Smith, P. K. (2010). Having the power to forgive: When the experience of power increases interpersonal forgiveness. *Personality and Social Psychology Bulletin*, *36*, 1010-1023.

Smith, P. K., & Galinsky, A. D. (2010). The nonconscious nature of power: Cues and consequences. *Social and Personality Psychology Compass*, *4*, 918–938

Smith, P. K., & Bargh, J. A. (2008). Nonconscious effects of power on basic approach and avoidance tendencies. *Social Cognition*, *26*, 1-24.

Smith, P. K., Dijksterhuis, A., & Chaiken, S. (2008). Subliminal exposure to faces and racial

attitudes: Exposure to Whites makes Whites like Blacks less. *Journal of Experimental Social Psychology*, 44, 50-64.

- Smith, P. K., Dijksterhuis, A., & Wigboldus, D. H. J. (2008). Powerful people make good decisions even when they consciously think. *Psychological Science*, 19, 1258-1259.
- Smith, P. K., Jost, J. T., & **Vijay, R.** (2008). Legitimacy crisis? Behavioral approach and inhibition when power differences are left unexplained. *Social Justice Research*, 21, 358-376.
- Smith, P. K., Jostmann, N. B., Galinsky, A. D., & van Dijk, W. (2008). Lacking power impairs executive functions. *Psychological Science*, 19, 441-447.
- Smith, P. K., Wigboldus, D. H. J., & Dijksterhuis, A. (2008). Abstract thinking increases one's sense of power. *Journal of Experimental Social Psychology*, 44, 378-385.
- Oettingen, G., Grant, H., Smith, P. K., **Skinner, M.**, & Gollwitzer, P. M. (2006). Nonconscious goal pursuit: Acting in an explanatory vacuum. *Journal of Experimental Social Psychology*, 42, 668-675.
- Smith, P. K., & Trope, Y. (2006). You focus on the forest when you're in charge of the trees: Power priming and abstract information processing. *Journal of Personality and Social Psychology*, 90, 578-596.
- Dijksterhuis, A., & Smith, P. K. (2002). Affective habituation: Subliminal exposure to extreme stimuli decreases their extremity. *Emotion*, 2, 203-214.
- Park, D. C., Lautenschlager, G., Hedden, T., Davidson, N. S., Smith, A. D., & Smith, P. K. (2002). Models of visuospatial and verbal memory across the adult life span. *Psychology and Aging*, 17, 299-320.
- McKenna, K. Y. A., Green, A. S., & Smith, P. K. (2001). Demarginalizing the sexual self. *Journal of Sex Research*, 38, 302-311.

#### **INVITED PAPERS**

- Smith, P. K., & Magee, J. C. (2015). The interpersonal nature of power and status. *Current Opinion in Behavioral Sciences*, 3, 152-156.
- Smith, P. K., & Ledgerwood, A. (2010). Three problems with dual systems. *Psychological Inquiry*, 21, 242-249.
- Dijksterhuis, A. & Smith, P. K. (2005). What do we do unconsciously? And how? *Journal of Consumer Psychology*, 15, 225-229.

Dijksterhuis, A., Smith, P. K., Van Baaren, R. B., & Wigboldus, D. H. J. (2005). The unconscious consumer: Effects of environment on consumer behavior. *Journal of Consumer Psychology, 15*, 193-202.

### **BOOK CHAPTERS**

Smith, P. K., & Overbeck, J. R. (2014). The leaders' rosy halo: Why do we give power holders the benefit of the doubt? In J.-W. van Prooijen & P. A. M. Lange (Eds.), *Power, politics, and paranoia: Why people are suspicious about their leaders* (pp. 53-72). Cambridge, UK: Cambridge University Press.

Smith, P. K., & McCulloch, K. C. (2012). Subliminal perception. In V. Ramachandran (Ed.), *Encyclopedia of human behavior* (2nd ed., pp. 551-557). New York: Elsevier.

Dijksterhuis, A., Aarts, H., & Smith, P. K. (2005). The power of the subliminal: On subliminal persuasion and other potential applications. In R. R. Hassin, J. S. Uleman, & J. A. Bargh (Eds.), *The new unconscious* (pp. 77-106). New York: Oxford University Press.

### **CONFERENCE PRESENTATIONS**

Fitzpatrick, C., Kunstman, J., & Smith, P. K. (2017). *Attributional ambiguity causes high-power individuals to discount subordinate praise*. Poster given at the Midwestern Psychological Association Annual Meeting, Chicago, Illinois.

Smith, P. K., & Hofmann, W. (2017). *Power in everyday life*. Talk given at the 18<sup>th</sup> General Meeting of the European Association of Social Psychology, Granada, Spain.

Smith, P. K., & Yin, Y. (2017). *Can helping others increase your social rank?* Talk given at the Duck Conference on Social Cognition, Buck Island, North Carolina.

Zhang, M., & Smith, P. K. (2017). *The effect of preference for consistency and social power on predecisional distortion of information*. Poster given at the Society for Personality and Social Psychology Eighteenth Annual Meeting, San Antonio, Texas.

Fitzpatrick, C., Kunstman, J., & Smith, P. K. (2016). *Disadvantages of the corner office: Power, attributional ambiguity, and person perception*. Poster given at the Society for Personality and Social Psychology Seventeenth Annual Meeting, San Diego, California.

Johnson, C., Smith, P. K., & Wang, C. (2016). *Gender representation at SPSP*. Poster given at the Society for Personality and Social Psychology Seventeenth Annual Meeting, San Diego, California.

Smith, P. K. (2016). *Exploring organizational phenomena through the lens of construal level theory*. Discussant in symposium given at the Academy of Management Annual Meeting, Anaheim, California.

- Smith, P. K., & Hofmann, W. (2016). *Power in everyday life*. Talk given at the Person Memory Interest Group Meeting, Lake Arrowhead, California.
- Yin, Y., & Smith, P. K. (2016). *Power decreases motivation to affiliate with other people both within and outside power relationships*. Poster given at the Society for Personality and Social Psychology Seventeenth Annual Meeting, San Diego, California.
- Zhang, M., & Smith, P. K. (2016). *The effect of preference for consistency and social power on predecisional distortion of information*. Poster given at the Society for Judgment and Decision-Making 37th Annual Conference, Boston, Massachusetts.
- Zhang, M., & Smith, P. K. (2016). *Power and temporal discounting*. Poster given at the Society for Personality and Social Psychology Seventeenth Annual Meeting, San Diego, California.
- Kifer, Y., Heller, D., & Smith, P. K. (2014). *Can power change who you are? The influence of power on extraversion*. Poster given at the Society for Personality and Social Psychology Fifteenth Annual Meeting, Austin, Texas.
- Magee, J. C., & Smith, P. K. (2014). *The social distance theory of power*. Talk given at the IDC Conference on Social Hierarchy, Herzliya, Israel.
- Magee, J. C., & Smith, P. K. (2014). *The social distance theory of power: Implications for close relationships*. Talk given at the Society for Personality and Social Psychology Fifteenth Annual Meeting, Austin, Texas.
- Smith, P. K. (2014). *Power and social distance: The importance of thinking about (and manipulating) an interpersonal construct interpersonally*. Talk given at the Duck Conference on Social Cognition, Buck Island, North Carolina.
- Smith, P. K. (2014). *Words speak loudly too: The effect of linguistic structure and choices on cognition, emotion, and behavior*. Symposium chaired at the Society of Experimental Social Psychology Conference, Columbus, Ohio.
- Smith, P. K., Wakslak, C. J., & Han, A. (2014). *Using abstract language signals power but not status*. Talk at the Association for Psychological Science Annual Convention, San Francisco, California.
- Wakslak, C. J., Smith, P. K., & Han, A. (2014). *Using abstract language signals power*. Talk given at the Society of Experimental Social Psychology Conference, Columbus, Ohio.
- Smith, P. K. (2013). *Mechanical Turk 2.0: Issues, limitations, and solutions for collecting data*. Participant in roundtable held at the North American Conference of the Association for Consumer Research, Chicago, Illinois.
- Smith, P. K., & Magee, J. C. (2013). *The social distance theory of power*. Talk given at the

Academy of Management Annual Meeting, Lake Buena Vista, Florida.

Smith, P. K., & Smallman, R. (2013). *The relationship between power and different measures of breadth of categorization*. Talk given at the Duck Conference on Social Cognition, Buck Island, North Carolina.

Wakslak, C. J., Smith, P. K., & Han, A. (2013). *Using abstract language signals power*. Talk given at the Academy of Management Annual Meeting, Lake Buena Vista, Florida.

Han, A., Wakslak, C. J., & Smith, P. K. (2012). *Abstract communication as a power cue*. Talk given at the Conference of the International Association for Conflict Management, Stellenbosch, South Africa.

Smith, P. K. (2012). *Would Robin Hood make a good CEO? On power, pro-social behavior and leadership in organizations*. Discussant in symposium given at the Academy of Management Annual Meeting, Boston, Massachusetts.

Smith, P. K., Jostmann, N. B., & Galinsky, A. D. (2012). *The uncertain nature of powerlessness impairs executive functions*. Talk given at the Society for Personality and Social Psychology Thirteenth Annual Meeting, San Diego, California.

Smith, P. K., & Magee, J. C. (2012). *The social distance theory of power*. Talk given at the Social Cognition Preconference, Society for Personality and Social Psychology Thirteenth Annual Meeting, San Diego, California.

Wakslak, C. J., Smith, P. K., & Han, A. (2012). *Using abstract language signals power*. Talk given at the Duck Conference on Social Cognition, Buck Island, North Carolina.

Magee, J. C., & Smith, P. K. (2011). *What drives the psychological effects of power? An integration of the Approach/Inhibition and Social Distance Theories*. Talk given at the Conference of the International Association for Conflict Management, Istanbul, Turkey.

Smith, P. K. (2011). *On power and the weighting of feasibility and desirability information in decision-making*. Talk given at the Academy of Management Annual Meeting, San Antonio, Texas.

Smith, P. K., & Magee, J. C. (2011). *The social distance theory of power*. Talk given at the Person Memory Interest Group Meeting, Montross, Virginia.

Wakslak, C., & Smith, P. K. (2011). *Psychological distance at work: Insights from Construal Level Theory*. Symposium co-chaired at the Academy of Management Annual Meeting, San Antonio, Texas.

Magee, J. C., & Smith, P. K. (2010). *What drives the psychological effects of power? An integration of the approach/inhibition and social distance theories*. Talk given at the Duck Conference on Social Cognition, Buck Island, North Carolina.

- Smith, P. K. (2010). *Approach behavior increases one's sense of power*. Talk given at the Society of Experimental Social Psychology Conference, Minneapolis, Minnesota.
- Smith, P. K., Bargh, J. A., & Leshner, A. (2010). *Having power makes people more implemental in their goal-related decision-making*. Talk given at the Society for Consumer Psychology Annual Winter Conference, St. Pete Beach, Florida.
- Smith, P. K., & Carney, D. R. (2010). *The hormonal and behavioral bases of power*. Symposium co-chaired at the Society of Experimental Social Psychology Conference, Minneapolis, Minnesota.
- Smith, P. K., & Schouwstra, A. (2010). *Approach behavior increases one's sense of power*. Talk given at the Academy of Management Annual Meeting, Montreal, Canada.
- Smith, P. K., Jostmann, N. B., Galinsky, A. D., & van Dijk, W. W. (2009). *Lacking power impairs executive functions*. Talk given at the Duck Conference on Social Cognition, Buck Island, North Carolina.
- Smith, P. K., Jostmann, N. B., Galinsky, A. D., & van Dijk, W. W. (2009). *Lacking power impairs executive functions*. Poster given at the Society for Personality and Social Psychology Tenth Annual Meeting, Tampa, Florida.
- Smith, P. K. (2008). *Approach behavior increases one's sense of power*. Talk given at the 3rd EAESP Meeting on the Psychology of Attitudes: Affective Processes in Evaluation, Bergen Dal, Netherlands.
- Smith, P. K. (2008). *Lacking power impairs executive functions*. Talk given at the Kurt Lewin Institute Conference, Zeist, Netherlands.
- Smith, P. K. (2008). *Lacking power impairs executive functions*. Talk given at the Social Cognition Preconference, Society for Personality and Social Psychology Ninth Annual Meeting, Albuquerque, New Mexico.
- Smith, P. K. (2008). *The psychological path to power is a perpetual loop: Cognitive and behavioral processes induced by power increase one's sense of power*. Talk given at the European Social Cognition Network Transfer of Knowledge Conference, Volterra, Italy.
- Smith, P. K., Jostmann, N. B., Galinsky, A. D., & van Dijk, W. W. (2008). *Lacking power impairs executive functions*. Talk given at the European Association for Experimental Social Psychology 15th General Meeting, Opatija, Croatia.
- Smith, P. K. (2007). *Approach behavior increases one's sense of power*. Poster given at the Society for Personality and Social Psychology Eighth Annual Meeting, Memphis, Tennessee.

- Smith, P. K. (2007). *The social cognition of power: A low-level approach to understanding the big shots*. Talk given at the Verenigde Studieverenigingen Sociale Wetenschappen (VSSW) Conference on Power, Nijmegen, Netherlands.
- Smith, P. K., Jostmann, N. B., Galinsky, A. D., & van Dijk, W. (2007). *How executives function: The impact of power on executive control*. Talk given at the European Social Cognition Network Transfer of Knowledge Conference, Brno, Czech Republic.
- Smith, P. K., Jostmann, N. B., Galinsky, A. D., & van Dijk, W. (2007). *How executives function: The impact of power on executive control*. Talk given at the Kurt Lewin Institute Workshop “On the dark side of self-regulation,” Amsterdam, Netherlands.
- Smith, P. K. (2006). *A construal-level model of power and decision-making*. Talk given at the European Social Cognition Network Transfer of Knowledge Conference, Pultusk/Warsaw, Poland.
- Smith, P. K. (2006). *A construal-level model of power and decision-making*. Informal paper presentation given at the Society of Experimental Social Psychology Conference, Philadelphia, Pennsylvania.
- Smith, P. K. (2006). *The social cognition of power: Its basic effects on cognition and behavior*. Talk given at the Kurt Lewin Institute Conference, Zeist, Netherlands.
- Smith, P. K. (2006). *The social cognition of power: A low-level approach to understanding the big shots*. Workshop given at the Stichting Studieverenigingen Psychologie Nederland (SSPN) Conference on Power, Utrecht, Netherlands.
- Smith, P. K., Dijksterhuis, A. & Wigboldus, D. H. J. (2006). *Social power leads to more abstract, intuitive information processing*. Talk given at the Second Workshop on Cognitive and Social Perspectives on (Un)consciousness: Intuitive Information Processing, Kazimierz Dolny, Poland.
- Smith, P. K., & Wigboldus, D. H. J. (2006). *Focusing on the big picture makes you feel like a big shot: Abstract mindsets increase perceived power*. Poster given at the Society for Personality and Social Psychology Seventh Annual Meeting, Palm Springs, California.
- Smith, P. K. (2005). *The bidirectional relationship between power and abstract thought*. Talk given at the Person Memory Interest Group Meeting, Julian, California.
- Smith, P. K. (2005). *The social cognition of power: Nonconscious processes*. Symposium chaired at the Society for Personality and Social Psychology Sixth Annual Meeting, New Orleans, Louisiana.
- Smith, P. K. (2005). *You focus on the forest when you’re in charge of the trees: Power priming and abstract information processing*. Talk given at the European Association for Experimental Social Psychology 14th General Meeting, Würzburg, Germany.



- Smith, P. K., Bargh, J. A., & Leshner, A. (2005). *Nonconscious effects of power on the process of goal pursuit*. Talk given at the Small Group Meeting on Self Regulation and Intergroup Phenomena, Jena, Germany.
- Smith, P. K., & Trope, Y. (2005). *You focus on the forest when you're in charge of the trees: Power priming and abstract information processing*. Talk given at the Society for Personality and Social Psychology Sixth Annual Meeting, New Orleans, Louisiana.
- Smith, P. K., Trope, Y., & Wigboldus, D. H. J. (2005). *Power leads to abstract thinking, and abstract thinking leads to power*. Talk given at the European Social Cognition Network Transfer of Knowledge Conference, Vitznau, Switzerland.
- Smith, P. K., Bargh, J. A., & Leshner, A. (2004). *Nonconscious effects of power on the process of goal pursuit*. Poster given at the Society for Personality and Social Psychology Fifth Annual Meeting, Austin, Texas.
- Oettingen, G., Gollwitzer, P., Smith, P. K., Grant-Pillow, H., & Skinner, M. (2003). *Conscious and nonconscious goal pursuit: Behaving the same but feeling different*. Poster given at the Society for Personality and Social Psychology Fourth Annual Meeting, Los Angeles, California.
- Smith, P. K., & Bargh, J. A. (2003). *Beyond the boardroom: General effects of high and low power on the approach and avoidance systems*. Poster given at the Society for Personality and Social Psychology Fourth Annual Meeting, Los Angeles, California.
- Smith, P. K., & Bargh, J. A. (2003). *Nonconscious effects of power on basic approach and avoidance tendencies*. Talk given at the Graduate Student Conference in Social Psychology, Yale University, New Haven, Connecticut.
- Smith, P. K., & Chaiken, S. (2002). *The effect of mere exposure on implicit and explicit racial attitudes*. Poster given at the Society for Personality and Social Psychology Third Annual Meeting, Savannah, Georgia.
- Park, D. C., Davidson, N. S., Lautenschlager, G., Smith, A. D., Smith, P. K., & Hedden, T. (1999). *Models of visuospatial and verbal memory across the adult life span: Integration of behavioral and brain data*. Talk given at the Old Memories Conference, Cold Spring Harbor.
- Park, D. C., Davidson, N. S., Lautenschlager, G., Smith, A. D., & Smith, P. K. (1998). *Differentiation of visuospatial and verbal working memory and long-term memory across the life span*. Talk given at the Cognitive Aging Conference, Atlanta, Georgia.
- Schwarz, N., Park, D. C., Knäuper, B., Davidson, N. S., & Smith, P. K. (1998). *Aging, cognition, and self-reports: Age-dependent context effects and misleading conclusions about age*

*differences in attitudes and behaviors.* Talk given at the Cognitive Aging Conference, Atlanta, Georgia.

Smith, P. K., Schwarz, N., & Park, D. C. (1998). *The influence of aging and question content on frequency scale effects with self-reported behaviors.* Poster given at the Midwestern Psychological Association Annual Meeting, Chicago, Illinois.

Smith, P. K. (1997). *Influence of collective and personal self-esteem on stress reactions to racial discrimination.* Talk given at the Midwestern Psychological Association Annual Meeting, Chicago, Illinois. Recipient of Psi Chi Program Best Paper Award.

Smith, P. K. (1997). *Influence of ethnic identity complexity on reactions to racial discrimination.* Poster given at the American Psychological Association Convention, Chicago, Illinois.

### **INVITED TALKS**

Guest Speaker, UCSD Women in Business, April 15, 2017.

Keynote Speaker, Women at Rady, Rady School of Management, University of California, San Diego, April 5, 2017.

Sunday Assembly San Diego, San Diego, CA, March 26, 2017.

Actionable Leadership and Management, Shiley Eye Center, University of California, San Diego, November 14, 2016.

Keynote Speaker, Women at Rady, Rady School of Management, University of California, San Diego, March 9, 2016.

Women in Bioengineering meeting, University of California, San Diego, June 29, 2015.

Women in Science and Technology Conference, San Diego, California, May 9, 2015.

Social Psychology Brown Bag, University of Washington, January 30, 2015.

Keynote Speaker, Women at Rady, Rady School of Management, University of California, San Diego, October 30, 2014.

Center for Behavior, Evolution, and Culture, University of California, Los Angeles, January 6, 2014.

Social Psychology Research Interest Group Brown Bag, Miami University, September 13, 2013.

Psychology Department Colloquium, Yeshiva University, February 27, 2013.

Social Cognition Research Group Brown Bag, Ohio State University, September 19, 2012.

Social Psychology Brown Bag, San Diego State University, December 5, 2011.

Management and Organization Seminar, University of Southern California Marshall School of Business, September 23, 2011.

Faculty of Management Seminar, Tel Aviv University, July 11, 2011.

Women in Science and Technology Conference, San Diego, California, May 14, 2011.

Women in Surgery lecture series, Department of Surgery, University of California, San Diego Health System, March 24, 2011.

Human Resources and Organizational Behavior Colloquium, University of California, Los Angeles Anderson School of Management, February 18, 2011.

Social Psychology Colloquium, University of California, Los Angeles, April 15, 2010.

Friday Afternoon Social Colloquium (FASC), University of California, Santa Barbara, February 19, 2010.

Institute of Personality and Social Research (IPSR) Colloquium, University of California, Berkeley, November 4, 2009.  
Social-Personality Psychology Brown Bag, University of California, Davis, November 2, 2009.  
Negotiation, Organizations & Markets (NOM) Seminar, Harvard Business School, October 21, 2009.  
Public Lecture, Bates College, October 19, 2009.  
Management Seminar Series, Columbia University Graduate School of Business, September 15, 2009.  
Social Psychology Colloquium, Utrecht University, June 18, 2009.  
Organisational Behaviour Seminar, London Business School, May 1, 2008.  
Social Psychology Colloquium, Tilburg University, February 1, 2008.  
Social Psychology Colloquium, Cornell University, January 30, 2007.  
Social Psychology Colloquium, Rutgers University, November 2, 2005.  
Marketing Behavioral Lab, Kellogg School of Management, Northwestern University, November 1, 2005.  
Social Psychology Brown Bag, University of Jena, April 26, 2005.  
Social Psychology Colloquium, Tilburg University, December 17, 2004.

#### **NOTABLE MEDIA MENTIONS**

Psychologists have long studied what power does to the mind. It isn't always pretty, October 19, 2016, *Vox.com*, <http://www.vox.com/science-and-health/2016/10/18/13285196/2016-trump-clinton-psychology-power>

Learning to lead, September 23, 2014, *Chicago Tribune*, <http://www.chicagotribune.com/brandpublishing/linkage/chi-learning-to-lead-20140923-story.html>.

We assume that people who speak abstractly are powerful, July 25, 2014, *HBR Blog Network*, <http://blogs.hbr.org/2014/07/we-assume-that-people-who-speak-abstractly-are-powerful/>.

Abstract speaking's power: When communication's not in the details, July 17, 2014, *Businessweek*, <http://www.businessweek.com/articles/2014-07-17/abstract-speaking-power-when-communications-not-in-the-details>.

Work smarter: Speak vaguely to seem more powerful, July 7, 2014, *New York Magazine*, <http://nymag.com/scienceofus/2014/07/speak-vaguely-to-seem-more-powerful.html>.

How power corrupts the mind, July 9, 2013, *The Atlantic*, <http://www.theatlantic.com/health/archive/2013/07/how-power-corrupts-the-mind/277638/>.

Math for baby boys and more surprising insights from the social sciences, December 18, 2011, *The Boston Globe*, <http://www.bostonglobe.com/ideas/2011/12/18/math-for-baby-boys/o0njCpQq3EXFbY11Qr17rN/story.html>.

Master mind, May 2009, *Self*, p. 128.

Mensen met macht kunnen goed intuïtief én bewust nadenken, December 13, 2008, *NRC Handelsblad, Wetenschap section*, [http://www.nrc.nl/wetenschap/article2091612.ece/Mensen\\_met\\_macht\\_kunnen\\_goed\\_intuïtief\\_en\\_bewust\\_nadenken](http://www.nrc.nl/wetenschap/article2091612.ece/Mensen_met_macht_kunnen_goed_intuïtief_en_bewust_nadenken)

Why it pays in life to feel powerful, September 1, 2008, *Emirates Business 24|7*, <http://www.business24->

- [7.ae/articles/2008/9/pages/09012008\\_08408b1d30b64a56bf86928ad74137d3.aspx#](http://7.ae/articles/2008/9/pages/09012008_08408b1d30b64a56bf86928ad74137d3.aspx#)  
Slechte mensen, August 30-31, 2008, *NRC Handelsblad*, *Wetenschap* section, p. 8-9.  
<http://www.intermediair.nl/artikel.jsp?id=1542697>
- Een machtig gevoel: Wie macht heeft, gaat abstracter denken, August 14, 2008, *Intermediair*, 33, p. 33. <http://www.intermediair.nl/artikel.jsp?id=1542697>
- Those given jobs with most power think better, June 16, 2008, *San Antonio Express-News*.  
Those given jobs with most power think better, June 15, 2008, *The Atlanta Journal-Constitution*.  
<http://www.ajc.com/business/content/printedition/2008/06/15/brite.html>
- Cognitive disenchantment: From he that hath not. May 24-30, 2008. *The Economist*, 387, p. 94-95. [http://www.economist.com/science/displaystory.cfm?story\\_id=11402754](http://www.economist.com/science/displaystory.cfm?story_id=11402754)
- A new power principle? May 20, 2008. *BusinessWeek.com Management IQ* blog.  
[http://www.businessweek.com/careers/managementiq/archives/2008/05/a\\_new\\_power\\_principle.html](http://www.businessweek.com/careers/managementiq/archives/2008/05/a_new_power_principle.html)
- Does power corrupt? Absolutely not. May 20, 2008. *Time.com*.  
<http://www.time.com/time/health/article/0,8599,1808140,00.html>
- Lack of power hurts cognitive functioning. May 19, 2008. *United Press International*.  
[http://www.upi.com/NewsTrack/Health/2008/05/19/lack\\_of\\_power\\_hurts\\_cognitive\\_functioning/3080/](http://www.upi.com/NewsTrack/Health/2008/05/19/lack_of_power_hurts_cognitive_functioning/3080/)
- Study: A lack of power can impair worker's thinking ability. May 14, 2008. *A Better Life* (USA Today health blog). <http://blogs.usatoday.com/betterlife/2008/05/does-this-sound.html>
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<http://psychologytoday.com/articles/pto-20070723-000009.html>
- Machtdenken. June 24-25, 2006. *NRC Handelsblad*.

## **TEACHING EXPERIENCE**

### ***MBA***

Rady School of Management, UCSD  
Organizational Strategy and Human Resource Management  
Power and Politics  
The Psychology and Practice of Influence

### ***Psychology Masters***

Radboud University Nijmegen  
Research Training: Experimental Research  
New York University  
Intermediate Masters Statistics

### ***Undergraduate***

Rady School of Management, UCSD  
Organizational Leadership  
Radboud University Nijmegen  
Conscious and Unconscious Processes  
Project Social Psychology (research experience course)  
Social Cognition  
Leiden University

Bachelor Project (research thesis course)  
Conflict and Cooperation  
Judgment and Influence  
University of Amsterdam  
Research Practicum  
New York University  
Lab in Personality and Social Psychology

***Dissertation Committees***

Rady School of Management, UCSD  
Matthew Lupoli, 2015-present  
Min Zhang, 2015-present  
Yidan Yin, 2016-present

**LOCAL SERVICE**

Social and Behavioral Sciences Committee Member, Institutional Review Board, University of California, San Diego, 2017-present  
Faculty Mentor Program, University of California, San Diego, 2012-2013  
Faculty Equity Advisor, University of California, San Diego, 2009-2010  
Lab Committee, Behavioural Science Institute, Radboud University Nijmegen, 2008-2009  
Award Committee for Best Paper by a Ph.D. Student, Behavioural Science Institute, Radboud University Nijmegen, 2008  
Cubicle Lab Coordinator, Behavioural Science Institute, Radboud University Nijmegen, 2007-2009  
Vision Committee, Behavioural Science Institute, Radboud University Nijmegen, 2007-2008  
Ethics Committee, Department of Psychology, Leiden University, 2005-2006  
Lab Room Coordinator, Social Psychology Program, New York University, 2000-2004  
Judge, Psychology Masters Students Research Conference, New York University, 2003  
Lab Manager, Dr. John A. Bargh, New York University, 1999-2003  
Treasurer, Graduate Association for Students of Psychology, New York University, 1999-2003  
Admissions Committee, Social Psychology Program, New York University, 2000

**PROFESSIONAL SERVICE**

***Editorial Boards***

European Journal of Social Psychology  
Consulting Editor, 2012-2015  
Journal of Experimental Social Psychology  
Editorial Board, 2016-present  
Journal of Personality and Social Psychology  
Consulting Editor, 2014-present  
Guest Editor, 2016  
Proceedings of the National Academy of Sciences  
Guest Editor, 2014  
Social Psychological and Personality Science

Editorial Board, 2015-present  
Associate Editor, 2012-2015

***Ad Hoc Grant Reviewer***

Israel Science Foundation  
Netherlands Organisation for Scientific Research (NWO)  
Social Sciences and Humanities Research Council of Canada  
United States-Israel Binational Science Foundation

***Ad Hoc Journal Reviewer***

Administrative Science Quarterly  
Basic and Applied Social Psychology  
British Journal of Social Psychology  
Canadian Journal of Experimental Psychology  
Cognition  
Cognition and Emotion  
Current Directions in Psychological Science  
Emotion  
Experimental Psychology  
European Journal of Social Psychology  
Frontiers in Human Neuroscience  
Group Dynamics  
Journal of Consumer Psychology  
Journal of Experimental Psychology: Applied  
Journal of Experimental Psychology: General  
Journal of Experimental Social Psychology  
Journal of Personality and Social Psychology  
Motivation and Emotion  
Organization Science  
Personality and Social Psychology Bulletin  
Personality and Social Psychology Review  
PLOS ONE  
Psychological Science  
Quarterly Journal of Experimental Psychology  
Review of General Psychology  
Social Cognition  
Social Cognitive and Affective Neuroscience  
Social Psychology  
Social Psychological and Personality Science

***Other***

Co-organizer of 2015 Power, Status, and Influence Conference (with Miguel Unzueta), March 12-13, 2015, Rady School of Management, University of California, San Diego.  
Dissertation Award Committee, Society of Experimental Social Psychology, 2011.  
Co-organizer of ASPO Herfstsymposium 2007, “The Dark and the Bright Sides of Social Power” (with Nils B. Jostmann, Wilco W. van Dijk, and Diederik Stapel), October 5, 2007, Vrije

Universiteit Amsterdam.  
Co-organizer of KLI Workshop, “What Power Does to People: The Effects of Power on Cognition, Emotion, and Behavior” (with Adam Galinsky, Thomas Schubert, Joris Lammers, Wilco W. van Dijk, and Nils B. Jostmann), October 3-4, 2007, Vrije Universiteit Amsterdam.

**MEMBERSHIP IN PROFESSIONAL ASSOCIATIONS**

Academy of Management  
Association for Psychological Science (formerly American Psychological Society)  
International Social Cognition Network  
Society for Personality and Social Psychology  
Society of Experimental Social Psychology  
Social Psychology Network