

# CURRICULUM VITAE

DAVID A. DE STENO

## PERSONAL INFORMATION

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*Position:*

Professor of Psychology  
Northeastern University

*Contact Numbers:*

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Northeastern University  
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www.oocblog.com

## EDUCATION

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Ph.D. Social Psychology, Yale University, 1996

M.Phil. Social Psychology, Yale University, 1994

M.S. Social Psychology, Yale University, 1993

A.B. Psychology, Vassar College, 1990  
General and Departmental Honors, Phi Beta Kappa

## PROFESSIONAL POSITIONS

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Professor of Psychology, Northeastern University, 2012 – present

Associate Professor of Psychology, Northeastern University, 2005 – 2012

Visiting Associate Professor of Psychology, Harvard University, 2007 – 2008

Assistant Professor of Psychology, Northeastern University, 1999 – 2005

Postdoctoral Fellow, Ohio State University, 1996 – 1999

## RESEARCH INTERESTS & CURRENT PROJECTS

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- Influence of emotion on social cognition and decision making (e.g., moral judgment, prejudice, perception, risk assessment, attitudes)
- Functions of emotion in shaping social judgment and behavior (e.g., cooperation, trust, morality, relationship formation and maintenance, altruism, economic decisions)

## PUBLICATIONS

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- DeSteno, D., Breazeal, C., Frank, R. H., Pizarro, D., Baumann, J., Dickens, L., & Lee, J. (in press). Detecting the trustworthiness of novel partners in economic exchange. *Psychological Science*.
- DeSteno, D., Gross, J. J., & Kubzansky, L. (in press). Affective science and health: The importance of emotion and emotion regulation. *Health Psychology*.
- Bartlett, M. Y., Condon, P., Cruz, J., Baumann, J., & DeSteno, D. (2012). Gratitude: Prompting behaviors that build relationships. *Cognition and Emotion*, 26, 2-13.
- Valdesolo, P., & DeSteno, D. (2011). The Virtue in Vice. *Emotion Review*, 3, 276-277.
- Condon, P., & DeSteno, D. (2011). Compassion for one reduces punishment for another. *Journal of Experimental Social Psychology*, 47, 698-701.
- Valdesolo, P., & DeSteno, D. (2011). Synchrony and the social tuning of compassion. *Emotion*, 11, 262-266.
- Baumann, J., & DeSteno, D. (2010). Emotion-guided threat detection: Expecting guns where there are none. *Journal of Personality and Social Psychology*, 99, 595-610.
- DeSteno, D. (2010). Mismeasuring jealousy: A cautionary comment on Levy and Kelly (2010). *Psychological Science*, 21, 1355-1356.
- Valdesolo, P., Ouyang, J., & DeSteno, D. (2010). The rhythm of joint action: Synchrony promotes cooperative ability. *Journal of Experimental Social Psychology*, 46, 693-695.
- DeSteno, D., Bartlett, M., Baumann, J., Williams, L., & Dickens, L. (2010). Gratitude as moral sentiment: Emotion-guided cooperation in economic exchange. *Emotion*, 10, 289-293.
- Williams, L. A., & DeSteno, D. (2010). Pride in parsimony. *Emotion Review*, 2, 180-181.
- DeSteno, D. (2009). Social emotions and intertemporal choice: "Hot" mechanisms for the building of social and economic capital. *Current Directions in Psychological Science*, 18, 280-284.
- Theodore, R. M., Miller, J. L., and DeSteno, D. (2009). Individual talker differences in voice-onset-time: Contextual influences. *Journal of the Acoustical Society of America*, 2009, 125, 3974-3982.

- Dasgupta, N., DeSteno, D., Williams, L. A., & Hunsinger, M. (2009). Fanning the flames: The influence of specific incidental emotions on implicit prejudice. *Emotion, 9*, 585-591.
- Williams, L. A., & DeSteno, D. (2009). Pride: Adaptive social emotion or seventh sin? *Psychological Science, 20*, 284-288.
- Valdesolo, P., & DeSteno, D. (2008). The Duality of Virtue: Deconstructing the Moral Hypocrite. *Journal of Experimental Social Psychology, 44*, 1334-1338.
- Williams, L. A., & DeSteno, D. (2008). Pride and perseverance: The motivational role of pride. *Journal of Personality and Social Psychology, 94*, 1007-1017.
- Valdesolo, P. & DeSteno, D. (2007). Moral hypocrisy: Social groups and the flexibility of virtue. *Psychological Science, 18*, 689-690.
- Bartlett, M. Y., & DeSteno, D. (2006). Gratitude and prosocial behavior: Helping when it costs you. *Psychological Science, 17*, 319-325.
- DeSteno, D., Valdesolo, P., & Bartlett, M. Y. (2006). Jealousy and the threatened self: Getting to the heart of the green-eyed monster. *Journal of Personality and Social Psychology, 91*, 626-641.
- DeSteno, D., Bartlett, M. Y., & Salovey, P. (2006). Constraining Accommodative Homunculi in Evolutionary Explorations of Jealousy: A Reply to Barrett et al. (2006). *Journal of Personality and Social Psychology, 91*, 519-523.
- Valdesolo, P., & DeSteno, D. (2006). Manipulations of Emotional Context Shape Moral Judgment. *Psychological Science, 17*, 476-477.
- DeSteno, D., Dasgupta, N., Bartlett, M. Y., & Caidric, A. (2004). Prejudice From Thin Air: The Effect of Emotion on Automatic Intergroup Attitudes. *Psychological Science, 15*, 319-324.
- DeSteno, D., Petty, R. E., Rucker, D. D., Wegener, D. T., & Braverman, J. (2004). Discrete Emotions and Persuasion: The Role of Emotion-Induced Expectancies. *Journal of Personality and Social Psychology, 86*, 43-56.
- Allen, J.S., Miller, J.L., and DeSteno, D. (2003). Individual talker differences in voice-onset-time. *Journal of the Acoustical Society of America, 113*, 544-552.
- DeSteno, D., Bartlett, M., Braverman, J., & Salovey, P. (2002). Sex differences in jealousy: Evolutionary mechanism or artifact of measurement? *Journal of Personality and Social Psychology, 83*, 1103-1116.

- DeSteno, D., & Braverman, J. (2002). Emotion and persuasion: Thoughts on the role of emotional intelligence. In L. Feldman Barrett & P. Salovey (Eds.), *The wisdom of feelings: Psychological processes in emotional intelligence* (pp. 191-210). New York: Guilford Press.
- Petty, R. E., DeSteno, D., & Rucker, D. D. (2001). The role of affect in attitude change. In J. Forgas (Ed.), *Handbook of affect and social cognition* (pp. 212-233). Mahwah, NJ: Erlbaum.
- DeSteno, D., Petty, R. E., Wegener, D. T., & Rucker, D. D. (2000). Beyond valence in the perception of likelihood: The role of emotion specificity. *Journal of Personality and Social Psychology*, 78, 397-416.
- DeSteno, D., & Salovey, P. (1997). Structural dynamism in the concept of self: A flexible model for a malleable concept. *Review of General Psychology*, 1, 389-409.
- DeSteno, D., & Salovey, P. (1997). The effects of mood on the structure of the self-concept. *Cognition and Emotion*, 11, 351-372.
- DeSteno, D., & Salovey, P. (1996). Evolutionary origins of sex-differences in jealousy? Questioning the “fitness” of the model. *Psychological Science*, 7, 367-372.
- DeSteno, D., & Salovey, P. (1996). Genes, jealousy, and the replication of misspecified models. *Psychological Science*, 7, 376-377.
- DeSteno, D., & Salovey, P. (1996). Jealousy and the characteristics of one’s rival: A self-evaluation maintenance perspective. *Personality and Social Psychology Bulletin*, 22, 920-932.

## MANUSCRIPTS UNDER REVIEW \_\_\_\_\_

Baumann, J., & DeSteno, D. Context leads to divergent impacts of anger on risk taking.

## BOOKS \_\_\_\_\_

- DeSteno, D. (under contract). *Can I Trust You?* New York, NY: Hudson Street Press (a Penguin imprint).
- DeSteno, D., & Valdesolo, P. (Launch date: May 3, 2011). *Out of Character: The Surprising Truths About the Cheat, Liar, Sinner (and Saint) Lurking in All of Us*. New York, NY: Crown Archetype.

## PRESENTATIONS AND LECTURES

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- DeSteno, D. (July 2012). *Character in the balance: Exploring the causes and consequences of compassion*. Talk to be presented at the Science of Compassion Conference, Telluride, CO.
- DeSteno, D. (April 2012). *Character in the balance*. Talk to be presented at Facebook Headquarters, Menlo Park, A..
- DeSteno, D. (April 2012). *Character in the balance: Exploring the causes and consequences of compassion*. Talk to be presented at the Center for Compassion and Altruism Resaerch and Education, Stanford University, Palo Alto, CA.
- DeSteno, D. (October 2011). *Character in the balance*. Talk at *PopTech 2011*, Camden, ME.
- DeSteno, D. (October 2011). *Unlocking the clues to assessing trustworthiness in novel partners*. Paper presented at the annual meeting of the Society of Experimental Social Psychology, Washington, DC.
- DeSteno, D. (October 2010). *Of ants and grasshoppers: What makes an emotion social?* Paper presented at the annual meeting of the Society of Experimental Social Psychology, Minneapolis, MN.
- DeSteno, D. (August 2009). *Egoism vs. altruism in the moral mind: Empathy and compassion as a case in point*. Invited presentation as part of the Fourteenth Annual Spielberger EMPathy (Emotion, Motivation, Personality) Series at the 2009 annual meeting of the American Psychological Association, Toronto, Canada.
- DeSteno, D. (February 2009). *Putting the social into social emotions: Pride and empathy in action*. Paper presented at the 2009 SPSP Emotion Preconference.
- DeSteno, D. (August 2008). *On the Complexities of Virtue: Moral Emotions and the Social Mind*. Invited Address presented at the annual meeting of the American Psychological Association, Boston, MA.
- DeSteno, D. (October 2007). *Emotion-guided goal perseverance: The motivational role of pride*. Paper presented at the annual meeting of the Society of Experimental Social Psychology, Chicago, IL.
- DeSteno, D. (October 2006). *Gratitude as facilitator of social and economic exchange*. Paper presented at the annual meeting of the Society of Experimental Social Psychology, Philadelphia, PA.
- DeSteno, D. (August 2006). Chair, *Emotion and intergroup relations*. Symposium held at the annual meeting of the International Society for Research on Emotion, Atlanta, GA.

- DeSteno, D. (May 2006). Chair, *Emotions and sociality: The role of emotions in shaping complex social behavior*. Symposium held at the annual meeting of the Association for Psychological Science, New York, NY.
- Bartlett, M. Y., & DeSteno, D. (May 2006). *Gratitude and prosocial behavior: Helping when it costs you*. Paper presented at the annual meeting of the Association for Psychological Science, New York, NY.
- Dasgupta, N., & DeSteno, D. (January 2006). *Emotion-guided prejudice: The effect of emotions on automatic intergroup attitudes*. Paper presented at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- DeSteno, D. (May 2004). *New perspectives on jealousy: An integrative view of the most social of social emotions*. Invited talk at the annual conference of the American Psychological Society, Chicago, IL.
- DeSteno, D. & Dasgupta, N. (October 2003). *Prejudice from thin air: The effect of anger on automatic intergroup attitudes*. Invited symposium presentation at the annual conference of the Society of Experimental Social Psychology, Boston, MA.
- DeSteno, D. (May 2001). *Sex differences in jealousy: Artifact or Evolution?* Symposium chaired and paper presented at the annual convention of the American Psychological Society, Toronto, Canada.
- DeSteno, D., Petty, R. E., Wegener, D. T., & Rucker, D. D. (May 2000). *Emotion and risk assessment: The role of emotion-specificity*. Paper presented at the annual convention of the Midwestern Psychological Association, Chicago, IL.
- DeSteno, D., & Salovey, P. (October 1997). *Sex differences in jealousy: Evolution or artifact?* Paper presented at the annual meeting of the Society of Experimental Social Psychology, Toronto, Canada.

## SELECTED TALKS AND COLLOQUIA

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Facebook Headquarters, April 2012

Stanford University, CCARE Center, April 2012

Princeton University, Dept. of Psychology, December 2011

PopTech, Camden, ME, October 2011

NYU Stern Business School, Paduano Ethics Series, September 2011

Harvard University, Dept. of Psychology, September 2011

Yale University, Dept. of Psychology, September 2011

Stanford University, Dept. of Psychology, May 2009  
Yale University, Dept. of Psychology, September 2008  
Ohio State University, Dept. of Psychology, June 2008  
Harvard University, Dept. of Psychology, February 2008  
Cornell University, Johnson School of Management, April 2007  
Princeton University, Dept. of Psychology, September 2004  
University of Massachusetts – Amherst, Dept. of Psychology, April 2004  
Harvard University, Dept. of Psychology, February 2004  
Yale University, Dept. of Psychology, April 2003  
Harvard University, Dept. of Psychology, March 2001  
Yale University, Dept. of Psychology, October 2000  
Tufts University, Dept. of Psychology, March 2000

## RESEARCH FUNDING

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NATIONAL SCIENCE FOUNDATION (IIS 1122845)

PI: David DeSteno. Co-PI's: Cynthia Breazeal & Paul Harris

*Social Robots as Mechanisms for Language Instruction, Interaction, and Evaluation in Preschool Children*

Funding Program: CyberLearning Initiative

September 2011 – August 2015; Total costs: \$923,443

NATIONAL SCIENCE FOUNDATION (BCS 0921139/096)

PI: David DeSteno. Co-PI: Nilanjana Dasgupta

*Investigating underlying mechanisms and behavioral consequences of emotion-induced implicit prejudice*

Funding Program: Social Psychology

September 2009 – August 2012; Total costs: \$615,577.

NATIONAL SCIENCE FOUNDATION (BCS 0827084/88/94)

PI: David DeSteno. Co-PI's: Cynthia Breazeal, Robert Frank, & David Pizarro

*Dynamics of initial trust and cooperation: The role of embodied emotion cues*

Funding Program: Human Social Dynamics Initiative

September 2008 – August 2011; Total costs: \$719,439.

NATIONAL SCIENCE FOUNDATION (BCS 0645384)

PI: David DeSteno

*Gratitude as elicitor of reciprocity and social capital*

Funding Programs: Social Psychology joint with Decision, Risk, and Management

June 2007 – May 2010; Total costs: \$339,788.

NATIONAL INSTITUTE OF MENTAL HEALTH (R03 MH068240)

PI: David DeSteno

*Sources and mediators of jealousy.*

January 2003 – May 2005; Total costs: \$157,500.

NATIONAL SCIENCE FOUNDATION (BCS 0109898)

PI: David DeSteno. Co-PI: Nilanjana Dasgupta

*The effect of emotions on automatic intergroup evaluation, goals, and behavior.*

Funding Program: Social Psychology

July 2001 – June 2002; Total costs: \$32,550.

## SERVICE \_\_\_\_\_

### NATIONAL

Editor, *Emotion*, January 2011 – present

Consulting Editor, *Journal of Personality and Social Psychology: IRGP*, 2011 – present

Associate Editor, *Journal of Personality and Social Psychology: IRGP*, 2010 - 2011

Associate Editor, *Emotion*, 2007 - 2009

Consulting Editor, *Journal of Personality and Social Psychology: IRGP*, 2006 - 2009

Member, NSF Human Social Dynamics Review Panel, 2004 - 2006

### SELECTED AD HOC JOURNAL AND GRANT REVIEWING

*Cognition*

*Current Directions in Psychological Science*

*Journal of Experimental Social Psychology*

National Science Foundation Social Psychology Program

National Science Foundation Decision, Risk, and Management Program

*Personality and Social Psychology Bulletin*

*Personality and Social Psychology Review*

*Psychological Science*

*Science*

### DEPARTMENT AND UNIVERSITY

Chair, Social Psychology Search Committee, 2010

Chair, Colloquium Committee, 2009 - present

Member Psychology Dept. Chair Search Committee, 2009 - 2010

Member, Department Workload Committee, 2009 - present

Member, Department Merit Committee, 2004, 2006

Member, College Council, College of Arts and Sciences, 2003 - 2005

Member, Cognitive Search Committees, 2003 - 2004, 2004 - 2005

Member, Social/Personality Search Committee, 2000 - 2001

## PROFESSIONAL AFFILIATIONS \_\_\_\_\_

Fellow of the Association for Psychological Science  
Fellow of the Society of Experimental Social Psychology  
American Psychological Association  
Society for Personality and Social Psychology

## TEACHING \_\_\_\_\_

### *UNDERGRADUATE*

Research Methods in Social Psychology  
Social Cognition  
Psychology of Emotion  
Vice and Virtue: The New Science of Morality and Character  
Affect and Decision Making

### *GRADUATE*

Social Cognition  
Emotion and the Social Mind  
Affective Influences on Decision-Making  
Data Analysis (Analysis of Variance and Regression)  
Advanced Data Analysis (Factor Analysis, Structural Equation Modeling, HLM)

## GRADUATE STUDENTS ADVISED \_\_\_\_\_

Monica Bartlett (MS, 2003; PhD, 2006)  
Jolie Baumann (MS 2009, PhD expected 2012)  
Julia Braverman (MS, 2001; PhD, 2004)  
Paul Condon (MS 2011; PhD expected 2014)  
Leah Dickens (MS expected 2012; PhD expected 2015)  
Piercarlo Valdesolo (MS, 2006; PhD, 2008)  
Lisa Williams (MS, 2006; PhD, 2009)

## SELECTED MEDIA COVERAGE OF RESEARCH \_\_\_\_\_

CBC Radio *The Current* (Dec. 2011)  
NPR *Talk of the Nation* (May 2011)  
CNN (May 2011)  
*The Atlantic* (May 2011)  
*Boston Globe* (May 2011)  
*USA Today* (May 2011)  
*New York Times* (April 2011)  
*Wall Street Journal* (Oct. 2010)  
*Boston Globe* (July 2010)

Associated Press (Nov. 2009)  
*Newsweek* (Sept. 2009)  
Science Times, *New York Times* (April 2009)  
Science Times, *New York Times* (July 2008)  
*Newsweek* (June 2008)  
Editor's Choice, *Science* (May 2008)  
*Boston Globe* (Aug. 2006)  
*Scientific American* (May 2004)  
Science Times, *New York Times* (April 2004)  
*The Times* of London (April 2004)  
ABC News (March 2004)  
*Year in Ideas*, *New York Times Magazine* (Dec. 2002)  
NPR (Nov. 2002)  
*Wall Street Journal* (Oct. 2002)  
*Washington Post* (Oct. 2002)  
Science Times, *New York Times* (Oct. 2002)  
*Newsweek* (Dec. 1996)

#### MASS MEDIA ARTICLES

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DeSteno, D. (2011, September 17). The power of common ground. *The Boston Globe*, pp. K1, K3 (*Ideas*).

DeSteno, D. (2011, August 12). The London Riots: Why character is more variable than you (or David Cameron) think [Invited guest blog post]. *The Times of London Eureka Daily Blog*.

DeSteno, D. (2008, July 28). Who are you calling a hypocrite? [Invited guest blog post]. *Freakonomics Blog*.