

# CURRICULUM VITAE

DAVID A. DE STENO

## PERSONAL INFORMATION

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*Position:*

Professor of Psychology  
Northeastern University

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Department of Psychology  
Northeastern University  
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## 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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- Functions of emotion in shaping social judgment and behavior (e.g., compassion cooperation, trust, morality, leadership, altruism, goal attainment)
- Influence of emotion on social cognition and decision making (e.g., economic decision-making, risk assessment, moral judgment, prejudice, attitudes)

## PUBLICATIONS

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- Dickens, L., & DeSteno, D. (in press). Pride attenuates nonconscious mimicry. *Emotion*.
- Lee, J. J., Knox, B., Baumann, J., Breazeal, C., & DeSteno, D. (2013). Computationally modeling interpersonal trust. *Frontiers in Psychology* 4:893, doi: 10.3389/fpsyg.2013.00893
- Condon, P., Desbordes, G., Miller, W., & DeSteno, D. (2013). Meditation increases compassionate responses to suffering. *Psychological Science*, 24, 2125-2127.
- DeSteno, D., Gross, J. J., & Kubzansky, L. (2013). Affective science and health: The importance of emotion and emotion regulation. *Health Psychology*, 32, 474-486.
- Bartlett, M. Y., Condon, P., Cruz, J., Baumann, J., & DeSteno, D. (2012). Gratitude: Prompting behaviors that build relationships. *Cognition and Emotion*, 26, 2-13.
- Baumann, J., & DeSteno, D. (2012). Context leads to divergent impacts of anger on risk taking. *Emotion*, 1196-1199.
- DeSteno, D., Breazeal, C., Frank, R. H., Pizarro, D., Baumann, J., Dickens, L., & Lee, J. (2012). Detecting the trustworthiness of novel partners in economic exchange. *Psychological Science*, 23, 1549-1556.
- 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.
- Valdesolo, P., & DeSteno, D. (2011). The Virtue in Vice. *Emotion Review*, 3, 276-277.
- 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 \_\_\_\_\_

- DeSteno, D., Li, Y., Dickens, L., & Lerner, J. Gratitude: A tool to reduce economic impatience.

Breazeal, C., Harris, P., DeSteno, D., Kory, J., Dickens, L., & Jeong, S. Young children treat robots as informants.

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

DeSteno, D. (February 2014). *The Truth About Trust: How it Determines Success in Life, Love, Learning, and More*. New York, NY: Hudson Street Press (a Penguin imprint).

DeSteno, D., & Valdesolo, P. (May 2011). *Out of Character: The Surprising Truths About the Cheat, Liar, Sinner (and Saint) Lurking in All of Us*. New York, NY: Crown Archetype. \*A WSJ Spotlight Psychology Bestseller.

## PRESENTATIONS AND PUBLIC LECTURES \_\_\_\_\_

DeSteno, D., Condon, P., & Valdesolo, P. (September 2013). *Nudging Compassion: Two Routes to Enlightenment and Resilience*. Society of Experimental Social Psychology, Berkeley, CA.

DeSteno, D. (June 2013). *Compassion: Two Routes to Resilience*. The City Resilient Summit, Brooklyn, NY.

DeSteno, D. (November 2013). *Election 2012: Why it's never about character, even when you think it is*. Museum of Science, Boston, MA.

DeSteno, D. (October 2012). *Compassion and Social Resilience*. PopTech 2012, Camden, ME.

DeSteno, D. (October 2012). *Compassion and Social Resilience*. Ideas Boston 2012, Boston, MA.

DeSteno, D. (July 2012). *Character in the balance: Exploring the Causes and Consequences of Compassion*. Science of Compassion Conference, Telluride, CO.

DeSteno, D. (April 2012). *Character and Compassion: Tipping the Scales in the Cyberworld*. Facebook Headquarters, Menlo Park, CA.

DeSteno, D. (April 2012). *Character in the balance: Exploring the causes and consequences of compassion*. Center for Compassion and Altruism Research and Education, Stanford University, Palo Alto, CA.

DeSteno, D. (October 2011). *Character in the balance*. PopTech 2011, Camden, ME.

DeSteno, D. (October 2011). *Unlocking the clues to assessing trustworthiness in novel partners*. Society of Experimental Social Psychology, Washington, DC.

- DeSteno, D. (October 2010). *Of ants and grasshoppers: What makes an emotion social?* 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.* 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.* SPSP Emotion Preconference.
- DeSteno, D. (August 2008). *On the Complexities of Virtue: Moral Emotions and the Social Mind.* American Psychological Association, Boston, MA.
- DeSteno, D. (October 2007). *Emotion-guided goal perseverance: The motivational role of pride.* Society of Experimental Social Psychology, Chicago, IL.
- DeSteno, D. (October 2006). *Gratitude as facilitator of social and economic exchange.* 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.* Association for Psychological Science, New York, NY.
- Dasgupta, N., & DeSteno, D. (January 2006). *Emotion-guided prejudice: The effect of emotions on automatic intergroup attitudes.* 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.* American Psychological Society, Chicago, IL.
- DeSteno, D. & Dasgupta, N. (October 2003). *Prejudice from thin air: The effect of anger on automatic intergroup attitudes.* Society of Experimental Social Psychology, Boston, MA.
- DeSteno, D. (May 2001). *Sex differences in jealousy: Artifact or Evolution?* 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*. Midwestern Psychological Association, Chicago, IL.

DeSteno, D., & Salovey, P. (October 1997). *Sex differences in jealousy: Evolution or artifact?* Society of Experimental Social Psychology, Toronto, Canada.

## SELECTED UNIVERSITY TALKS AND COLLOQUIA\_\_\_\_\_

Yale School of Management, Yale University, September 2013

Columbia Business School, Columbia University, April 2013

University of Chicago Booth School of Business, March 2013

Harvard Business School, Harvard University, September 2012

Princeton University, Dept. of Psychology, December 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

Johnson School of Management, Cornell University, 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

## RESEARCH FUNDING\_\_\_\_\_

JOHN TEMPLETON FOUNDATION

PI: David DeSteno

*Behavioral Measures of Virtue: Moving from the Lab to the "Real World"*

Funding Program: Character Virtue Development

June 2014 – May 2016; Total costs: \$244,251

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 – 2013  
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



## 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*

*Trends in Cognitive 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, Association for Psychological Science

Fellow, American Psychological Association

Fellow, Society of Experimental Social Psychology

Fellow, 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 2012)  
Julia Braverman (MS, 2001; PhD, 2004)  
Paul Condon (MS 2011; PhD expected 2014)  
Leah Dickens (MS 2012; PhD expected 2015)  
Daniel Lim (MS expected 2015)  
Piercarlo Valdesolo (MS, 2006; PhD, 2008)  
Lisa Williams (MS, 2006; PhD, 2009)

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

BBC News (Oct. 2013)  
Katie Couric Show (Jan. 2013)  
*Financial Times* (Nov. 2012)  
*New York Times* (Sept. 2012)  
CNN (Sept. 2012)  
CBS *Sunday Morning* (April 2012)  
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)  
*New York Times* (April 2009)  
*New York Times* (July 2008)  
*Newsweek* (June 2008)  
Editor's Choice, *Science* (May 2008)  
*Boston Globe* (Aug. 2006)  
*Scientific American* (May 2004)  
*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)  
*New York Times* (Oct. 2002)  
*Newsweek* (Dec. 1996)

## MASS MEDIA ARTICLES, OP-ED'S, & GUEST BLOGGING\_\_\_\_\_

DeSteno, D. (forthcoming, March 2014). The Rules of Trust. *Harvard Business Review*.

DeSteno, D. (2013, July 7). The morality of mediation. *The New York Times*, p. SR 12  
(*Sunday Review*).

DeSteno, D. (2012, November 17). Gratitude pays big dividends. *The Boston Globe*, p.  
A9 (*Op-Ed*).

DeSteno, D. (2012, July 15). Compassion made easy. *The New York Times*, p. SR12  
(*Sunday Review*).

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

Blogger for the Huffington Post (2013 – present); Guest blogger for NYT Freakonomics  
Blog (2008).