

## Adam D. Galinsky

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### ACADEMIC POSITIONS

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

- Chair of the Management Division: 2014-present
- Vikram S. Pandit Professor of Business: 2012-present
- Visiting Professor: 2006 and 2011

#### **Cologne University**

- International Scholar: 2013-present

#### **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

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#### **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

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

## AWARDS AND FELLOWSHIPS

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### Career

- Diener Award in 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, Award is in recognition of “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

- 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, Conflict Management 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 Paper, 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.
- American Psychological Association Dissertation Research Award, 1997-1998.
- Princeton Society of Fellows of the Woodrow Wilson Foundation, Dissertation Fellowship, 1996-1998. (First psychologist recipient)
- National Science Foundation, Graduate Fellowship, 1994-1997.

### **Teaching**

- Chair's Core Course Teaching Award, Kellogg, 2007-2008
- Chair's Core Course Teaching Award, Kellogg, 2005-2006
- Princeton Psychology Department Award in Recognition of Excellence in Teaching, 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**

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- **All the Rage (in production):** 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

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- **The Durability of Defamation, the Stickiness of Slander, and the Lingering of Libel:** How psychological and sociological processes lead defamation to produce substantial and enduring damages to reputation.
  - **Zamora/Lafise vs. Montealegre:** The sole expert witness for the plaintiff in a defamation case (Nicaraguan banker was libeled in financial publications by another banker trying to gain leverage in a contract dispute) – Jury rendered the largest defamation award in the history of Florida courts: \$37.2 million, ranked #44 of Top 100 Verdicts in the U.S. for 2006 by Verdict Search
  - **Duke Lacrosse Players vs. Duke University:** Damages expert for plaintiffs in case 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.:** Expert for plaintiff in case alleging harm to reputation and loss of social standing. Case settled in 2016.

## PUBLICATIONS: BOOKS

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 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 Non-Fiction Audiobooks, Audible.com, 3/18/2016.

Critical Acclaim

- *New York Times*: <http://nyti.ms/1Oe5ArV>
- *Financial Times*: <http://on.ft.com/1JNDu0k>
- *Economist*: <http://econ.st/1Qb0UCt>
- PBS selection: <http://goo.gl/jCifFe>
- Oprah selection: <http://tinyurl.com/jzwgpov>
- *Library Journal*: <http://tinyurl.com/z8s7j9c>
- *INC.*: <http://tinyurl.com/hwez3e3>

- *Success Magazine*: <http://www.success.com/article/reading-list-friend-foe>
- *Soundview*: [ow.ly/WIW6X](http://ow.ly/WIW6X)
- *Consulting Magazine*: <http://tinyurl.com/jobmjj3>
- *Best Business Books 2016*: <https://t.co/d1mt8hsybV>

## **PUBLICATIONS: ARTICLES**

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1. Galinsky, A. D., Schaerer, M., & Mage, J. C. (in press). The four horsemen of power at the bargaining table. *Journal of Business and Industrial Marketing*
2. Lammers, J., Dubois, D., Rucker, D. D., & Galinsky, A. D. (in press). Ease of retrieval moderates the effects of power on agency: Implications for the replicability of power recall effects. *Social Cognition*
3. Lu, J.G., Hafenbrack, A.C., Maddux, W.W., Eastwick, P.W., Wang, D., & Galinsky, A.D. (in press). “Going Out” of the Box: Close intercultural relationships spark creativity, workplace innovation, and entrepreneurship. *Journal of Applied Psychology*.
4. Wang, C. S., Whitson, J. A., Anicich, E. M., Kray, L. J., & Galinsky, A. D. (in press). Challenge your stigma: How to re-frame and re-value negative stereotypes and slurs *Current Directions in Psychological Science*
5. Whitson, J. A., Anicich, E. M., Wang, C. S. & Galinsky, A. D. (conditionally accepted). Navigating Stigma and Group Conflict: Identification and Self-Labeling. *Negotiation and Conflict Management Research*,
6. 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.
7. 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.
8. Mandel, N., Rucker, D. D., Levav, J., & Galinsky A. D. (in press). The compensatory consumer behavior model: How self-discrepancies drive consumer behavior. *Journal of Consumer Psychology*, *27*, 133–146.
9. 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.
10. 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.

11. Chou, E., Palmer, B. & Galinsky A.D. (2016). Economic insecurity increases physical pain. *Psychological Science*, 27, 443-454.
12. 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.
13. Galinsky, A. D., & Schweitzer, M. E. (2016). Why every great leader needs to be a great perspective taker. *Leader to Leader*, 80, 32-37.
14. 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.
15. 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.
16. 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
17. 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.
18. 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
19. Loschelder, D., Friese, M., Schaerer, M., & Galinsky, A.D. (in press). The Too-Much Precision Effect: When and why precise anchors backfire with experts. *Psychological Science*, 27, 1573–1587.
20. 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
21. 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
22. Rucker, D. D. & Galinsky, A. D. (2016). Growing beyond growth: Why multiple mindsets matter for consumer behavior. *Journal of Consumer Psychology*, 26, 161-164.
23. 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.

24. 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.
25. Stankou, 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.
26. 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.
27. 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.
28. 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.
29. 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.
30. 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.
31. 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.
32. 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.
33. 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.
34. 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.

35. 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
36. 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.
37. 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.
38. 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.
39. Lammers, J. Galinsky, A. D., Dubois, D., & Rucker, D. D. (2015). Power and morality. *Current Opinion in Psychology*, 6, 15-19.
40. 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.
41. 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.
42. Rucker, D. D. & Galinsky, A. D. (2015). The agentic-communal model of power: Implications for consumer behavior. *Current Opinion in Psychology*, 6, 15-19.
43. 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.
44. 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.
45. 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.
46. 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.



47. 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.
48. 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.
49. 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.
50. 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.
51. 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.
52. 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.
53. 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.
54. 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.
55. 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.
56. 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
57. 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.
58. 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.

59. 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.
60. 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
61. 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.
62. Wang, C. S., Tai, K., Ku, G., & Galinsky, A. D. (2014) Perspective-taking increases willingness to engage in intergroup contact. *PLoS ONE*, *9*, e85681.
63. 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.
64. 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.
65. 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.
66. 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
67. 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.
68. 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.
69. 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.
70. 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.

71. 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.
72. 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.
73. 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.
74. 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.
75. 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
76. Adam, H., & Galinsky, A. D. (2012). Enclothed cognition. *Journal of Experimental Social Psychology, 117*, 249–260.
77. Anderson, C., Kraus, M. W., Galinsky, A. D., & Keltner, D. (2012). Sociometric status and subjective well-being. *Psychological Science, 23*, 764-771.
78. 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.
79. Fast, N. J., Halevy, N., & Galinsky, A.D. (2012). The destructive nature of power without status. *Journal of Experimental Social Psychology, 48*, 391-394.
80. 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.
81. 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.
82. 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.
83. 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

84. 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.
85. 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.
86. 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.
87. Lammers, J., Galinsky, A. D., Gordijn, E. H., & Otten, S. (2012). Power increases social distance. *Social Psychological and Personality Science*, 3, 282-290.
88. 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.
89. 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.
90. 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.
91. 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.
92. 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.
93. 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.
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226. 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.
227. 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.
228. 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**

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229. 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)

230. 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/>
231. 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/>
232. 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>
233. 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?>
234. 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>
235. 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>
236. 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)
237. 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/>
238. 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.
239. 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/>
240. 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.
241. 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)



242. 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>
243. 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>
244. Galinsky, A.D. & Maddux, W. W. (2010). Fostering creativity through foreign experience. *Rotman*, 84-86.
245. 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>.
246. Galinsky, A. D. and Rucker, D. D. (2008), “Powerless Consumers Spend More” *Advertising Age* (September 22<sup>nd</sup>).
247. Leonardelli, G. J., Galinsky, A.D., Okhuysen, G.A., & Mussweiler, T. (2007). Achieving optimal agreements. *Rotman*, Spring, 50-53

## GRANTS

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### **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

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### **Columbia Business School, Columbia University**

- *Leadership* (Core Class), MBA course  
2011-2012; 2012-2013, 2013-2014; 2014-2015; 2015-2016  
Instructor Evaluation: Achieved 4.9 (out of 5).

- Leadership Immersion, MBA course  
2015-2016
- *Experimental Research Methods*, PhD seminar  
2015-2016

### **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**

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### **Dissertation Chair or Co-chair**

- 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**

- Liza Wiley, Management, Columbia University, Proposal Defended 2016
- Ashley Martin, Management, Columbia University, Proposal Defended 2016
- Jae Cho, Management, Columbia University, Proposal Defended 2015
- 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

## ACADEMIC SERVICE

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### **Columbia Business School**

- Core-Course Coordinator, Management, 2014-present.
- Co-Chair, Decision Making and Negotiation Area, Cross-Disciplinary Area, 2013-2014.
- Doctoral Committee, 2015-present
- Doctoral Admissions Committee, 2013-present
- Post-Doctoral Selection Committee, 2013-present

### **Academic Community**

- 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 Aware for 2001-1004, Conflict Management Division, Academy of Management, 2009.
- Chair, Committee to select the Most Influential Paper Aware 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**

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### **Editor**

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

### **Consulting Editor**

- *Psychological Science* (2007-present)
- *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**

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Workshops and training for organizations including Brunswick Group, EY, Federal Policy Research Institute of Thailand, Fox Corporation, CareerBuilder, GIC, RMS, Indian School of Business, New York Kid's Club, Young President's Organization, and Viacom.