

# Adam Mastroianni

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## Academic positions

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**Postdoctoral Research Scholar** 2021  
Columbia Business School, Management Division

## Education

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**Harvard University**, Cambridge, MA 2021  
PhD Psychology

**University of Oxford**, Oxford, UK 2016  
MPhil Evidence-Based Social Intervention and Policy Evaluation (Rhodes Scholarship)

**Princeton University**, Princeton, NJ 2014  
BA Psychology, highest honors

## Publications

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**Mastroianni, A. M.**, Gilbert, D. T., Cooney, G., Wilson, D. T. (2021). Do conversations end when people want them to? *Proceedings of the National Academy of Sciences*.

- Altmetric score: 906 (top 5% of all research)
- Covered by over 50 news outlets, including:
  - *Print*: [Science](#), [Nature](#), [The Atlantic](#), [Scientific American](#), [CNN](#), [Forbes](#), [Bloomberg](#)
  - *Radio/Podcast*: [Science Friday](#), [Wait Wait...Don't Tell Me!](#), [The Guardian Science Weekly](#), [Times Radio UK](#)
  - *TV*: [Jimmy Kimmel Live!](#), [Late Night with Seth Myers](#)

**Mastroianni, A. M.\***, Cooney, G.\*, Boothby, E. J., Reece, A. G. (2021). The liking gap in groups and teams. *Organizational Behavior and Human Decision Processes*, 162, 109-122.

Cooney, G.\*, **Mastroianni, A. M.\***, Abi-Esber, N.\*, Wood Brooks, A. (2020). The Many Minds Problem: Disclosure in dyads vs. larger groups. *Current Opinion in Psychology*, 31, 22-27.

\*authors contributed equally to this work.

## Research in progress

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**Mastroianni, A. M.** & Gilbert, D. T. The illusion of moral decline. (manuscript in prep)

**Mastroianni, A. M.** & Dana, J. People misperceive long-term changes in attitudes regardless of age, identity, and ideology. (manuscript in prep)

**Mastroianni, A. M.** & Dana, J. Measuring perspective-taking with perspective-faking: the Ideological Turing Test. (manuscript in prep)

**Mastroianni, A. M.**, Nichols, K. & Gilbert, D.T. Intergenerational perception. (manuscript in prep)

**Mastroianni, A. M.\*** & Ludwin-Peery, E.\* Imagination is positively biased. (data collection in progress)

Abi-Esber, N., **Mastroianni, A. M.**, Brooks, A.W. Relevant and irrelevant cues in interviews. (data collection in progress)

Levari, D., **Mastroianni, A. M.**, Verrey, J., & Gilbert, D.T. Here, let me do it: task takeover hurts team performance. (data collection in progress)

\*authors contributed equally to this work

## Invited talks, symposia, and presentations

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**Mastroianni, A. M.,** Gilbert, D.T. (2021). The Illusion of Moral Decline. Symposium presentation at the 2021 meeting of the Society for Personality and Social Psychology.

**Mastroianni, A. M.,** Gilbert, D.T. (2020). The Illusion of Moral Decline. Symposium presentation at the 2020 meeting of the Society for Judgment and Decision Making.

**Mastroianni, A. M. & Dana, J.** (2020). The Ideological Turing Test: Measuring perspective-taking through perspective-faking. Presentation at the Harvard University Working Group in Political Psychology.

**Mastroianni, A. M. & Dana, J.** (2020). The Ideological Turing Test: Measuring perspective-taking through perspective-faking. Symposium presentation at the 2020 meeting of the Society for Personality and Social Psychology.

**Mastroianni, A. M. & Dana, J.** (2019). People overestimate how much American public opinion has changed. Poster presentation at the 2020 Politics Preconference at the Society for Personality and Social Psychology.

**Mastroianni, A. M. & Dana, J.** (2019). People overestimate how much American public opinion has changed. Presentation at the 2019 meeting of the Society for Judgment and Decision Making.

**Mastroianni, A. M. & Gilbert, D.T.** (2019). Nobody knows when to stop talking. Symposium presentation at the 2019 meeting of the Society for Personality and Social Psychology.

**Mastroianni, A. M. & Dana, J.** (2019). People overestimate how much American public opinion has changed. Student paper award talk at the Judgment and Decision Making Preconference at the 2019 meeting of the Society for Personality and Social Psychology.

Verrey, J., Levari, D., **Mastroianni, A. M.,** & Gilbert, D.T. (2019). Here, let me do it: task takeover hurts team performance. Poster presentation at the 2019 meeting of the Society for Personality and Social Psychology.

**Mastroianni, A. M. & Gilbert, D. T.** (2018). Nobody knows when to stop talking. Poster presentation at the 2018 Society for Judgment and Decision Making conference.

**Mastroianni, A. M. & McCoy, D. E.** (2018). [Countries with less gender quality have more women in STEM—huh?](#). *Scientific American*.

**Mastroianni, A. M. & Gilbert, D. T.** (2018). Nobody knows when to stop talking. Poster presentation at the 2018 Boston Area Psychology Conference.

**Mastroianni, A. M. & Gomez, D. M.** (2014). Psychology Department Graduation Remarks. Selected to deliver a speech commemorating the graduation of the Princeton Psychology Department's Class of 2014.

**Mastroianni, A. M.** (2014). [Class Day Remarks](#). Selected to speak at the graduation of Princeton's Class of 2014.

**Mastroianni, A. M.** (2014). [Psychology more scientific than previously thought \(p < .01\)](#). *Association for Psychological Science Observer*, 27(2). Invited guest column.

**Mastroianni, A. M. & Fiske, S. T.** (2014). Danger, joking hazard: Mere presence dampens funniness evaluations. Invited poster presentation at the 2014 meeting of the Society for Personality and Social Psychology.

## **Selected Academic Awards & Honors**

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<b>Hoopers Prize</b> Recognized for mentoring one of the top Harvard College senior thesis projects.	2019
<b>Derek Bok Certificate of Distinction and Excellence in Teaching (7x)</b>	2018-2021
<b>Student Paper Award</b> , Judgement and Decision Making Preconference at SPSP	2019
<b>Rhodes Scholarship</b>	2013

## Teaching experience

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**Instructional Styles in Psychology** Fall 2020/Spring 2021  
As a Bok Center Pedagogy Fellow, I train new graduate student teachers in a weekly seminar.

**Doing Psychological Science (9x)** February 2017-present  
Train and collaborate with student research assistants. Average evaluation (for semesters with six or more students): 5/5

**Introduction to Psychological Science** Fall 2020  
(Harvard does not report evaluation data for sections containing fewer than six students)

**Research Methods in Psychology (2x)** Spring 2019, 2020  
Average evaluation: 4.6/5

**Social Psychology** Fall 2018  
Average evaluation: 4.6/5

**“The Surprising Psychology of Everyday Life”** January 2017  
Designed and taught a five-lecture introductory psychology course to over 120 undergraduate and graduate students, as well as members of the public. Prepared original slides and reading assignments on topics ranging from judgment and decision making to happiness to intergroup conflict. Average evaluation: 4.8/5.

**ImprovBoston Comedy School** March 2018-March 2020  
Professional improv instructor at ImprovBoston, an improv theater in Cambridge, Massachusetts. Taught weekly courses to upper-level improv students.

## Selected Work Experience

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**Resident Tutor, Quincy House, Harvard University** August 2017-present  
Academic advisor to and mentor to undergraduate students. Guide applicants through the fellowships process.

**Analyst, Princeton Biopartners** 2020-2021  
Synthesize evidence, research markets, and evaluate acquisitions for clients in the pharmaceutical sector.

## Mentorship

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One of the most rewarding aspects of my work as an academic advisor and Resident Tutor is mentoring students. Below is a non-comprehensive list of students I've worked with closely, and their next steps.

- A. Cooper. *Harvard-Cambridge Scholarship*.
- E. Wong. *Marshall Scholarship*
- E. Neumann. *PhD student in psychology at Stanford University*.
- R. Barrett. *PhD student in sociology at Yale University*.
- T. Su. *Lab manager at Northwestern University Kellogg School of Business*.
- S. Courvoisier. *Yale Law School*.
- K. Firester. *Mitchell Scholarship*.
- J. Verrey. *Hoopes Prize (top senior thesis) and Gordon Allport Prize (top social psychology thesis)*.
- V. Mohanty. *Marshall Scholarship*.
- K. Nichols. *Lab manager at Harvard University*.
- A. Yang. *Rhodes Scholarship*.
- R. Schafer-Ray. *Public Service Fellowship*.
- L. Peña. *University of Cambridge*.
- S. Alzahawi. *PhD student at Stanford Graduate School of Business*.
- D. Grant. *PhD student in psychology at University of Colorado, Boulder*.
- Y. Park. *Lab manager at Wharton School of Business*.
- L. Bickel. *Lab manager at Brown University*.

## Outside Activities

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- Improv, standup, and sketch comedy
- Trivia and puzzle design