

CURRICULUM VITAE

DAVID A. DE STENO

PERSONAL INFORMATION

Position:

Associate Professor of Psychology
Northeastern University

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Northeastern University
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EDUCATION

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

Associate Professor of Psychology, Northeastern University, 2005 – present

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

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

PUBLICATIONS

- Condon, P., & DeSteno, D. (in press). Compassion for one reduces punishment for another. *Journal of Experimental Social Psychology*.
- Valdesolo, P., & DeSteno, D. (in press). Synchrony and the social tuning of compassion. *Emotion*.
- Valdesolo, P., & DeSteno, D. (in press). The Virtue in Vice. *Emotion Review*
- 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 _____

- Bartlett, M. Y., Condon, P., Cruz, J., Baumann, J., & DeSteno, D. Gratitude: Prompting behaviors that build relationships.

BOOKS _____

- 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.

CONFERENCE PRESENTATIONS _____

- 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) Symposium 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 for APA Division 8 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

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
New York University, Dept. of Psychology, February 2000

RESEARCH FUNDING

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*, incoming January 2011

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
International Society for Research on Emotion
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 expected 2011)
Leah Dickens (MS expected 2012)
Piercarlo Valdesolo (MS, 2006; PhD, 2008)
Lisa Williams (MS, 2006; PhD, 2009)

SELECTED MEDIA COVERAGE OF RESEARCH

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)
London Times (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 COLUMNS AND OUTREACH

Invited Serial Guest Blogger, *Freakonomics Blog, New York Times* (July, 2008)