Nicholas Epley
Curriculum Vitae
October, 2023

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University of Chicago
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Education

  Ph.D., Psychology, Cornell University, June, 2001
  B.A., Psychology/Philosophy, Saint Olaf College, May, 1996

Academic Positions

  John Templeton Keller Distinguished Service Professor of Behavioral Science, University of
    Chicago, 2022-present
  Roman Family Center for Decision Research, Faculty Director, 2017-present
  Neubauer Family Faculty Fellow, 2015-Present
  John Templeton Keller Professor of Behavioral Science, University of Chicago, July 2010-2021
  Professor of Behavioral Science, University of Chicago, July 2008-June 2010
  Assistant Professor, University of Chicago, January 2005-June 2008
  Assistant Professor, Harvard University, July 2001 - December 2004

Honors, Awards, Recognitions

  Alumni Achievement Award, St. Olaf College, 2021
  Career Trajectory Award, Society of Experimental Social Psychology, 2018
  Phoenix Award, University of Chicago Booth, 2017
  Top 100 Most Influential in Business Ethics, Ethisphere, 2015
  Media Book Prize for *Mindwise*, Society for Personality and Social Psychology, 2015
  Commencement Speaker, University of Chicago Booth, 2015
  Fellow, American Psychological Association, 2015
  The World's Best 40 Business School Professors Under the Age of 40, Poets & Quants, 2014
  Fellow, Society for Personality and Social Psychology, 2014
  American Psychological Association Distinguished Scientific Award for Early Career
    Contribution to Psychology, 2011
  Neubauer Family Faculty Fellow, 2008-2010, 2011-2012, 2015-present
  John E. Jeuck Faculty Fellow, University of Chicago, 2010-2011
  Fellow, Center for Advanced Studies in the Behavioral Sciences at Stanford Univ., 2009-2010
  Fellow, Association for Psychological Science, 2009
  Charter Fellow, Midwestern Psychological Association, 2009
  Theoretical Innovation Award from the Society for Personality and Social Psychology (with co-
    authors Adam Waytz & John Cacioppo), 2008
  Voted one of Harvard's "Favorite Professors," by the Harvard Classes of 2003, 2004, and 2005

Junior Scholar, Peter Wall Institute for Advanced Studies, Univ. of British Columbia, July 2002
Finalist, Society for Experimental Social Psychology Dissertation Award, 2002
Graduate Teaching Award, Department of Psychology, Cornell University, 1999
Donald G. Patterson Undergraduate Award in Psychology, Minnesota Psych. Assoc., 1996
Phi Beta Kappa, 1996

Publications

Book
Epley, N. (2014, hardcover). *Mindwise: How We Understand What Others Think, Feel, Believe, and Want.* New York: Knopf.
　　—International Markets: U.K. (Penguin), Germany (Ullstein), Korea (Eulyoo), Netherlands (Nieuwezijds), China (Hunan Science and Technology), Taiwan (Eurasian Publishing Group), Japan (Hayakawa), Arabic (Jarir), Estonia (MTÜ Heaolu Arendusühing), Russia (Atticus), India (Penguin), Vietnam (We-Dan Tri), Turkey (Ketebe)
　　—Audiobook: Brilliance Audio (Nicholas Epley, narrator)

Epley, N. (2015, paperback). *Mindwise: Why We Misunderstand What Others Think, Feel, Believe, and Want.* New York: Vintage Books.

Journal Articles and Chapters

Dungan, J., & Epley, N. (in press). Surprisingly good talk: Misunderstanding others creates a barrier to constructive confrontation. *Journal of Experimental Psychology: General.*

Kardas, M., Kumar, A., & Epley, N. (in press). Let it go: How exaggerating the reputational costs of revealing negative information encourages secrecy in relationships. *Journal of Personality and Social Psychology.*

Echelbarger, M., & Epley, N. (2023). Undervaluing the positive impact of kindness starts early. *Journal of Experimental Psychology: General, 152 (10),* 2989-2994.

Epley, N., Kumar, A., Dungan, J., & Echelbarger, M. (2023). A prosociality paradox: How miscalibrated social cognition creates a misplaced barrier to prosocial action. *Current Directions in Psychological Science, 32*, 33–41.

Kumar, A., & Epley, N. (2023). Undersociality is unwise. *Journal of Consumer Psychology, 33 (1),* 199-212.
　　—Response to commentaries: Kumar, A., & Epley, N. (2023). Understanding undersociality: Intentions, impressions, and interactions. *Journal of Consumer Psychology, 33,* 221-225.

Atir, S., Wald, K., & Epley, N. (2022). Talking to strangers is surprisingly informative. *Proceedings of the National Academy of Sciences, 110(34),* e2206992119.

Kumar, A., & Epley, N. (2022). A little good goes an unexpectedly long way: Underestimating the positive impact of kindness on recipients. *Journal of Experimental Psychology: General, 152(1),* 236-252.

Zhao, X., & Epley, N. (2022). Surprisingly happy to have helped: Underestimating prosociality creates a misplaced barrier to asking for help. *Psychological Science, 33(10),* 1708-1731.

Dungan, J.M., Munguia Gomez, D.A., & Epley, N. (2022). Too reluctant to reach out: Receiving social support is more positive than expressers expect. *Psychological Science, 33(8),* 1300-1312.

Epley, N., Kardas, M., Zhao, X., Atir, S., & Schroeder, J. (2022). Undersociality: Miscalibrated social cognition can inhibit social connection. *Trends in Cognitive Sciences, 26(5),* 406-418.

Schroeder, J., Lyons, D., & Epley, N. (2022). Hello, stranger?: Pleasant conversations are preceded by concerns about starting one. *Journal of Experimental Psychology: General, 151(5),* 1141-1153.

Kardas, M., Kumar, A., & Epley, N. (2022). Overly shallow?: Miscalibrated expectations create a barrier to deeper conversation. *Journal of Personality and Social Psychology, 122*(3), 367–398.

Zhao, X., & Epley, N. (2021). Insufficiently complimentary?: Underestimating the positive impact of compliments creates a barrier to expressing them. *Journal of Personality and Social Psychology, 121,* 239-256.

Kumar, A., & Epley, N. (2021). It's surprisingly nice to hear you: Misunderstanding the impact of communication media can lead to suboptimal choices of how to connect with others. *Journal of Experimental Psychology: General, 150,* 595-607.

Zhao, X., & Epley, N. (2021). Kind words do not become tired words: Undervaluing the positive impact of frequent compliments. *Self and Identity, 20,* 25-46.

Schroeder, J., & Epley, N. (2020). Demeaning: Dehumanizing others by minimizing the importance of their psychological needs. *Journal of Personality and Social Psychology, 119,* 765-791.

Epley, N., & Kardas, M. (2020). Understanding the minds of others: Activation, application, and accuracy of mind perception. In P. Van Lange, T. Higgins, & A. Kruglanski (Eds.), *Social Psychology: Handbook of Basic Principles (3nd Ed.).*

Vandermeer, J., Hosey, C., Epley, N., & Keysar, B. (2019). Escalation of negative social exchange: Reflexive punishment or deliberative deterrence? *Journal of Experimental Social Psychology, 84,* 103823.

Epley, N., & Eyal., T. (2019). Through a looking glass, darkly: Using mechanisms of mind perception to identify accuracy, overconfidence, and underappreciate means for improvement. *Advances in Experimental Social Psychology, 60,* 65-120.

Epley, N., & Kumar, A. (2019). How to design an ethical culture. *Harvard Business Review, 3,* 144-150.

Kumar, A., & Epley, N. (2018). Undervaluing gratitude: Expressers misunderstand the

consequences of showing appreciation. *Psychological Science, 29,* 1423-1435.

Epley, N. (2018). A mind like mine: The exceptionally ordinary underpinnings of anthropomorphism. *Journal of the Association for Consumer Research, 3,* 591-598.

Eyal, T., Steffel, M., & Epley, N. (2018). Perspective mistaking: Accurately understanding the mind of another requires getting perspective, not taking perspective. *Journal of Personality and Social Psychology, 114,* 547-571.

Epley, N., & Tannenbaum, D. (2017). Treating ethics as a design problem. *Behavioral Science and Policy, 3*, 73-84.

Schroeder, J., Kardas, M., & Epley, N. (2017). The humanizing voice: Speech reveals, and text conceals, a more thoughtful mind in the midst of disagreement. *Psychological Science, 28,* 1745-1762.

Eyal, T., & Epley, N. (2017). Exaggerating accessible differences: When gender stereotypes overestimate actual group differences. *Personality and Social Psychology Bulletin*, 43, 1323-1336.

Klein, N., & Epley, N. (2017). Less evil than you: Bounded self-righteousness in character inferences, emotional reactions, and behavioral extremes. *Personality and Social Psychology Bulletin, 43,* 1202-1212.

Schroeder, J., Waytz, A., & Epley, N. (2017). Endorsing help for others that you oppose for yourself: Mind perception alters the perceived effectiveness of paternalism. *Journal of Experimental Psychology: General, 146,* 1106-1125.

Zhou, H., Majka, L., & Epley, N. (2017). Inferring perspective versus getting perspective: Underestimating the value of being in another's shoes. *Psychological Science, 28,* 482-493.

Schroeder, J., & Epley, N. (2016). Mistaking minds and machines: How speech affects dehumanization and anthropomorphism. *Journal of Experimental Psychology: General, 145,* 1427-1437.

Epley, N., & Gilovich, T. (2016). The mechanics of motivated reasoning. *Journal of Economic Perspectives, 30,* 133-140.

Klein, N., & Epley, N. (2016). Maybe holier, but definitely less evil, than you: Bounded self-righteousness in social judgment. *Journal of Personality and Social Psychology, 110,* 660-674.

Schroeder, J., Caruso, E.M., & Epley, N. (2016). Many hands make overlooked work: Overclaiming of responsibility increases with group size. *Journal of Experimental Psychology: Applied*, 22, 238-246.

Klein, N., Grossman, I., Uskul, A., Kraus, A.A., & Epley, N. (2015). It pays to be nice, but not really nice: Asymmetric reputations from prosociality across 7 cultures. *Judgment and Decision Making, 10,* 355-364.

Klein, N., & Epley, N. (2015). Group discussion improves lie detection. *Proceedings of the National Academy of Sciences, 112,* 7460-7465.

Schroeder, J., & Epley, N. (2015). The sound of intellect: Speech reveals a thoughtful mind, increasing a job candidate's appeal. *Psychological Science, 26,* 877-891.

Epley, N., & Schroeder (2014). Mistakenly seeking solitude. *Journal of Experimental Psychology: General, 143*, 1980-1999.

Gneezy, A., & Epley, N. (2014). Worth keeping but not exceeding: Asymmetric consequences of breaking versus exceeding promises. *Social Psychology and Personality Science, 5,* 796-804.

Klein, N., & Epley, N. (2014). The topography of generosity: Asymmetric evaluations of prosocial actions. *Journal of Experimental Psychology: General, 143,* 2366-2379.

Waytz, A., Haeffner, J., & Epley, N. (2014). The mind in the machine: Anthropomorphism increases trust in an autonomous vehicle. *Journal of Experimental Social Psychology, 52,* 113-117.

Alter, A.L., Oppenheimer, D., & Epley, N. (2013). Disfluency prompts analytic thinking—But not always greater accuracy: Response to Thompson et al. (2013). *Cognition, 128,* 252-255.

Waytz, A., Schroeder, J., & Epley, N. (2013). The lesser minds problem. In Bain, P., Vaes, J., & Leyens, J.P. (Eds.), *Are we all human? Advances in Understanding Humanness and Dehumanization* (pp. 49-67). New York, NY: Psychology Press.

Epley, N., Schroeder, J., & Waytz, A. (2013). Motivated mind perception: Treating pets as people and people as animals. In Gervais, S. (Ed.), *Nebraska Symposium on Motivation* (Vol. 60, pp. 127-152). New York, NY: Springer.

Waytz, A., Klein, N., & Epley, N. (2013). Imagining other minds: Hair triggered but not hare brained. In Marjorie Taylor (Ed.), *The Oxford Handbook of the Development of Imagination* (pp. 272-287). New York, NY: Oxford University Press.

Waytz, A., & Epley, N. (2012). Social connection enables dehumanization. *Journal of Experimental Social Psychology*, *48*, 70-76.

Zhang, Y., & Epley, N. (2012). Exaggerated, mispredicted, and misplaced: When "it's the thought that counts" in gift exchanges. *Journal of Experimental Psychology: General, 141,* 667-681.

Epley, N. (2011). Seeing invisible minds. In Chicago Social Brain Network (Ed.), *Invisible Forces and Powerful Beliefs: Gravity, Gods, and Minds.*

Savitsky, K., Keysar, B., Epley, N., Carter, T., & Sawnson, A. (2011). The Closeness-Communication Bias: Increased egocentrism among friends versus strangers. *Journal of Experimental Social Psychology, 47*, 269-273.

Caruso, E.M., Waytz, A., & Epley, N. (2010). The intentional mind and the hot hand: Perceiving intentions makes streaks seem likely to continue. *Cognition, 116,* 149-153.

Epley, N., & Waytz, A. (2010). Mind Perception. In S.T. Fiske, D.T. Gilbert, & G. Lindsay, (Eds.), *The Handbook of Social Psychology* (5th ed., Vol I., pp. 498-541). New York: Wiley.

Eyal, T., & Epley, N. (2010). How to seem telepathic: Enabling mind reading by matching self-construal. *Psychological Science*, *21*, 700-705.

Lin, S., Keysar, B., & Epley, N. (2010). Reflexively mindblind: Using Theory of Mind to interpret behavior requires effortful attention. *Journal of Experimental Social Psychology, 46,* 551-556.

Waytz, A., Cacioppo, J.T., & Epley, N. (2010). Who sees human? The stability and importance of individual differences in anthropomorphism. *Perspectives on Psychological Science, 5,* 219-232.

Waytz, A., Morewedge, C., Epley, N., Monteleone, G., Gao, J., & Cacioppo, J.T. (2010). Making sense by making sentient: Effectance motivation increases anthropomorphism. *Journal of Personality and Social Psychology, 99,* 410-435.

Waytz, A., Gray, K., Epley, N., & Wegner, D. (2010). The causes and consequences of mind perception. *Trends in Cognitive Sciences, 14,* 383-388.

Waytz, A., Epley, N., & Cacioppo, J.T. (2010). Social cognition unbound: Insights into anthropomorphism and dehumanization. *Current Directions in Psychological Science*, *19*, 58-62.

Epley, N., Converse, B.A., Delbosc, A., Monteleone, G., & Cacioppo, J. (2009). Believers' estimates of God's beliefs are more egocentric than estimates of other people's beliefs. *Proceedings of the National Academy of Sciences, 106,* 21533-21538.

Epley, N., & Caruso, E. (2009). Perspective taking: Misstepping into others' shoes. In K. Markman & W.M. Klien (Eds.), *Handbook of Imagination and Mental Simulation* (pp. 295-309). New York: Psychology Press.

Li, Y., & Epley, N. (2009). When the best appears to be saved for last: Serial position effects in choice. *Journal of Behavioral Decision Making, 22,* 378-389.

Preston, J., & Epley, N. (2009). Science and God: An automatic opposition between ultimate explanations. *Journal of Experimental Social Psychology, 45,* 238-241.

Zhang, Y., & Epley, N. (2009). Self-centered social exchange: Differential use of costs versus benefits in prosocial reciprocity. *Journal of Personality and Social Psychology, 97,* 796-810.

Chambers, J.R., Epley, N., Savitsky, K., & Windschitl, P.D. (2008). Knowing too much: Using private knowledge to predict how one is viewed by others. *Psychological Science, 19,* 542-

548.

Converse, B.A., Lin, S., Keysar, B., & Epley, N. (2008). In the mood to get over yourself: Mood affects theory-of-mind use. *Emotion, 8,* 725-730.

Epley, N. (2008). Solving the (real) other minds problem. *Social and Personality Psychology Compass, 2,* 1455-1474.

Epley, N., Akalis, S., Waytz, A., & Cacioppo, J.T. (2008). Creating social connection through inferential reproduction: Loneliness and perceived agency in gadgets, gods, and greyhounds. *Psychological Science, 19,* 114-120.

Epley, N., & Whitchurch, E. (2008). Mirror, mirror on the wall: Enhancement in self-recognition. *Personality and Social Psychology Bulletin, 34,* 1159-1170.

Epley, N., Waytz, A., Akalis, S., & Cacioppo, J.T. (2008). When we need a human: Motivational determinants of anthropomorphism. *Social Cognition, 26,* 143-155.

Keysar, B., Converse, B.A., Wang, J., & Epley, N. (2008). Reciprocity is not give and take: Asymmetric reciprocity to positive and negative acts. *Psychological Science, 19,* 1280-1286.

Alter, A., Oppenheimer, D., Epley, N., & Eyre, R. (2007). Overcoming intuition: Metacognitive difficulty activates analytical thought. *Journal of Experimental Psychology: General, 136,* 569-576.

Epley, N., Waytz, A., & Cacioppo, J.T. (2007). On seeing human: A three-factor theory of anthropomorphism. *Psychological Review, 114,* 864-886.
        * Winner of the 2008 Theoretical Innovation Prize from the Society for Personality and Social Psychology.

Morewedge, C.K., Holtzmann, L. & Epley, N. (2007). Unfixed resources: Perceived costs, consumption, and the accessible account effect. *Journal of Consumer Research, 34, 459-467.*

Caruso, E.M., Epley, N., & Bazerman, M. H. (2006). The costs and benefits of undoing egocentric responsibility assessments in groups. *Journal of Personality and Social Psychology, 91, 857-871.*
        * Featured as Editor's Choice, *Science* (2006), *314,* 1659-1661.

Caruso, E.M., Epley, N., & Bazerman, M. (2006). The good, the bad, and the ugly of perspective taking in groups. In E.A. Mannix, M.A. Neale (Series Eds.) and A.E. Tenbrunsel (Vol. Ed.), *Research on Managing Groups and Teams: Ethics and Groups: Vol 8. Ethics in Groups (pp. 201-224).* London: Elsevier.

Epley, N., Caruso, E.M., & Bazerman, M.H. (2006). When perspective taking increases taking: Reactive Egoism in social interaction. *Journal of Personality and Social Psychology, 91,* 872-889.

Epley, N., & Dunning, D. (2006). The mixed blessings of self-knowledge in behavioral prediction: Enhanced discrimination but exacerbated bias. *Personality and Social Psychology Bulletin, 32,* 641-655.

Epley, N., & Gilovich, T. (2006). The anchoring and adjustment heuristic: Why the adjustments are insufficient. *Psychological Science, 17*, 311-318.

Epley, N., Mak, D., & Idson, L. (2006). Rebate or bonus? The impact of income framing on spending and saving. *Journal of Behavioral Decision Making*, *19,* 213-227.

Amir, O., Ariely, D., Cooke, A., Dunning, D., Epley, N., Koszegi, B., Lichtenstein, D., Mazar, N., Mullainathan, S., Prelec, D., Shafir, E., & Silva, J. (2005). Behavioral economics, psychology, and public policy. *Marketing Letters, 16,* 443-454.

Epley, N., & Gilovich, T. (2005). When effortful thinking influences judgmental anchoring: Differential effects of forewarning and incentives on self-generated and externally-provided anchors. *Journal of Behavioral Decision Making, 18,* 199-212.

Epley, N., & Kruger, J. (2005). When what you type isn't what they read: The perseverance of stereotypes and expectancies over email. *Journal of Experimental Social Psychology, 41,* 414-422.

Gilovich, T., Epley, N., & Hanko, K. (2005). Shallow thoughts about the self: The automatic components of self-assessment. In M. Alicke, D. Dunning, & J. Krueger (Eds.), *The Self in Social Perception* (p. 67-84). New York: Taylor & Francis Group.

Kruger, J., Epley, N., Parker, J., & Ng, Z. (2005). Egocentrism over email: Can we communicate as well as we think? *Journal of Personality and Social Psychology, 89,* 925-936.

Preston, J., & Epley, N. (2005). Explanations versus applications: The explanatory power of valuable beliefs. *Psychological Science*, *16,* 826-832.
       * Featured as Editor's Choice, *Science* (2005), *310*, 20.

Savitsky, K., Van Boven, L., Epley, N., & Wight, W. (2005). The unpacking effect in responsibility allocations for group tasks. *Journal of Experimental Social Psychology, 41,* 447-457.

Epley, N. (2004). A tale of Tuned Decks? Anchoring as adjustment and anchoring as activation. In D.J. Koehler & N. Harvey (Eds.), *The Blackwell Handbook of Judgment and Decision Making* (p. 240-256). Oxford, U.K.: Blackwell Publishers.

Epley, N., & Caruso, E. (2004). Egocentric ethics. *Social Justice Research, 17,* 171-187.
       * Runner-up for Deutsch Award, given to best paper from journal in 2004.

Epley, N., & Gilovich, T. (2004). Are adjustments insufficient? *Personality and Social Psychology Bulletin, 30*, 447-460.

Epley, N., Keysar, B., Van Boven, L., & Gilovich, T. (2004). Perspective taking as egocentric anchoring and adjustment. *Journal of Personality and Social Psychology, 87,* 327-339.

Epley, N., Morewedge, C., & Keysar, B. (2004). Perspective taking in children and adults: Equivalent egocentrism but differential correction. *Journal of Experimental Social Psychology, 40,* 760-768.

Van Boven, L., & Epley, N. (2003). The unpacking effect in evaluative judgments. *Journal of Experimental Social Psychology, 39,* 263-269.

Epley, N., Savitsky, K., & Gilovich, T. (2002). Empathy Neglect: Reconciling the spotlight effect and the correspondence bias. *Journal of Personality and Social Psychology, 83*, 300-312.

Epley, N., & Gilovich, T. (2001). Putting adjustment back in the anchoring and adjustment heuristic: Divergent processing of self-generated and experimenter-provided anchors. *Psychological Science*, *12*, 391-396.
    * Reprinted in T. Gilovich, D. Griffin, & D. Kahneman (Eds., 2002), *Heuristics and biases: The psychology of intuitive judgment* (pp. 139-149). Cambridge: Cambridge University Press.

Savitsky, K., Epley, N., & Gilovich, T. (2001). Do others judge us as harshly as we think? Overestimating the impact of our failures, shortcomings, and mishaps. *Journal of Personality and Social Psychology*, *81*, 44-56.

Epley, N., & Dunning, D. (2000). Feeling "Holier than thou": Are self-serving assessments produced by errors in self or social prediction? *Journal of Personality and Social Psychology*, *79*, 861-875.

Epley, N., & Gilovich, T. (1999). Just going along: Nonconscious priming and conformity to social pressure. *Journal of Experimental Social Psychology*, *35*, 578-589.

Epley, N., Savitsky, K., & Kachelski, R.A. (1999). What every skeptic should know about subliminal persuasion. *Skeptical Inquirer*, *23*, 40-45, 58.
    * Reprinted in Nier, J.A. (Ed., 2004), *Taking sides: Clashing views on controversial issues in social psychology*. New York: McGraw-Hill.

Epley, N., & Huff, C. (1998). Suspicion, affective response, and educational benefit as a result of deception in psychology research. *Personality and Social Psychology Bulletin*, *24*, 759-768.

Commentaries, Entries, and Op-eds

Epley, N., Kardas, M., & Kumar, A. (October 13, 2021). Small talk is boring. Our research shows how you can do better. *The Washington Post.*

Kumar, A. & Epley, N. (2020). Type less, talk more. *Harvard Business Review*.

Eyal, T., Steffel, M., & Epley, N. (October 9, 2018). Perspective-taking doesn't help you understand what others want. *Harvard Business Review*.

Epley, N. (March 22, 2018). We all think we know the people we love; We are all deluded.

National Public Radio (NPR.org).

Schroeder, J., & Epley, N. (October 7, 2015). The science of sounding smart. *Harvard Business Review.*

Epley, N. (2013). Anchoring. In H. Pashler (Ed.), *The Encyclopedia of the Mind.* Thousand Oaks, CA: Sage.

Epley, N., & Eyal, T. (2011). Integrations need both breadth and depth. *Psychological Inquiry, 22,* 187-192.

Epley, N., & Schroeder, J. (June 5, 2011). Let's make some Metra noise. *Chicago Tribune.*

Epley, N., & Waytz, A. (2010). Perspective taking. In H.T. Reis & S. Sprecher (Eds.), *Encyclopedia of Human Relationships*. Thousand Oaks, CA: Sage.

Epley, N., & Gilovich, T. (2010). Anchoring unbound. *Journal of Consumer Psychology, 20*, 20-24.

Converse, B., & Epley, N. (2008). Egocentrism. In N. Salkind, & K. Rasmussen (Eds.), *The Encyclopedia of Educational Psychology.* Thousand Oaks, CA: Sage.

Epley, N. (January 31, 2008). Rebate Psychology. *New York Times, A*27.

Epley, N. (2007). Base rate fallacy. In R. Baumeister, & K. D. Vohs (Eds.), *Encyclopedia of Social Psychology* (Vol. 1, pp. 102-103). Thousand Oaks, CA: Sage.

Gneezy, A., & Epley, N. (2007). Prospect Theory. In R. Baumeister, & K. D. Vohs (Eds.), *Encyclopedia of Social Psychology* (Vol. 2, 711-714). Thousand Oaks, CA: Sage.

Epley, N., Van Boven, L., & Caruso, E. (2004). Balance where it really counts. *Behavioral and Brain Sciences, 27,* 33.

Selected Academic Conference Presentations (since 2010)

Epley, N. (March, 2018). Perspective Mistaking. Paper presented at the Society for Personality and Social Psychology Annual Convention, Atlanta, GA.

Epley, N. (April, 2017). Undersociality. Keynote address at the 8th Thurgau Experimental Economics Meeting. Kreuzlingen, Switzerland.

Epley, N. (January, 2015). Outreach reaches back. Paper presented at the Society for Personality and Social Psychology Annual Convention, San Diego, CA.

Epley, N., & Schroeder, J. (January, 2014). Mistakenly Seeking Solitude. Paper presented at the Society for Personality and Social Psychology Annual Convention, Austin, TX.

Klein, N., & Epley, N. (January, 2014). The topography of generosity: Nonlinear evaluations of

prosocial actions. Paper presented at the Society for Personality and Social Psychology Annual Convention, Austin, TX.

Epley, N., & Schroeder, J. (January, 2013).   The Humanizing Voice. Paper presented at the Society for Personality and Social Psychology Annual Convention, New Orleans, LA.

Eyal, T., & Epley, N. (January, 2011). How to enable mind reading: Perspective taking versus matching construal. Paper presented at the Society for Personality and Social Psychology Annual Convention, San Antonio, TX.

Epley, N., & Zhang, Y. (January, 2011). How surprisingly little thoughts count. Paper presented at the Society for Personality and Social Psychology Annual Convention, San Antonio, TX.

Epley, N. (October, 2010). Self-centered social exchange. Paper presented at the Society for Experimental Social Psychology annual conference, Minneapolis, MN.

Epley, N. (January, 2010). Making sense by making sentient. Paper presented at the Society for Personality and Social Psychology annual conference, Las Vegas, NV.

Epley, N. (January, 2010). Social cognition unbound. Paper presented at the Religion and Spirituality preconference, Society for Personality and Social Psychology annual conference, Las Vegas, NV.

Professional Activities
  Editorial Committee, *Annual Review of Psychology* (2012-2016)
  Senior Editor, *Behavioral Science and Policy* (2017-2021)
  Associate Editor, *Psychological Review* (2015-2018), *Psychological Science* (2014-2016), *Behavioral Science and Policy* (2013-2017), *Personality and Social Psychology Bulletin* (2013-2014)
  Consulting Editor, *Journal of Personality and Social Psychology* (2004-present), *Journal of Experimental Social Psychology* (2012-present), *Social Psychological and Personality Science* (2010-present), *Personality and Social Psychology Review* (2014-present)
  Ad Hoc Reviewer, *American Psychologist, American Sociological Review, Basic and Applied Social Psychology, Behavioral and Brain Sciences, British Journal of Social Psychology, Cognition, Current Directions in Psychological Science, Developmental Psychology, Developmental Science, Emotion, European Journal of Social Psychology, Journal of Accounting Research, Journal of Applied Social Psychology, Journal of Consumer Research, Journal of Economic Psychology, Journal of Experimental Psychology: Applied, Journal of Experimental Psychology: Learning, Memory, and Cognition, Journal of Experimental Psychology: General, Journal of Experimental Social Psychology, Journal of Personality and Social Psychology, Marketing Science, Medical Decision Making, Motivation and Emotion, Organizational Behavior and Human Decision Processes, Perceptual and Motor Skills, Personality and Social Psychology Bulletin, Proceedings of the National Academy of Sciences, Psychological Bulletin, Psychological Science, Science, Self & Identity, Social Cognition, Trends in Cognitive Science*
  Panelist, *National Science Foundation*, Social Psychology Review Panel, 2008- 2009
  Instructor, *Judgment and Decision Making* (with R. Hastie), Summer Institute in Social Psychology, University of Michigan, 2005.
  Advisory Board, *Arete Initiative*, and *Program on Religion in Medicine,* University of Chicago

Member, American Psychological Association, Association for Psychological Science, Midwestern Psychological Society, Society for Experimental Social Psychology, Society for Personality and Social Psychology, Society for Judgment and Decision Making

Invited University Presentations

Harvard University, Department of Psychology, 2000
Michigan State University, Department of Psychology, 2000
Ohio University, Department of Psychology, 2000
Princeton University, Department of Psychology, 2000
Queens University, Department of Psychology, 2000
University of Wisconsin-Madison, Department of Psychology, 2000
Washington University, St. Louis, Department of Psychology, 2000
Harvard University, Department of Psychology, 2001
Harvard University, Program on Negotiations, 2001
Harvard University, Political Psychology and Behavior Research Seminar, 2001
Northwestern University, Department of Psychology, 2001
State University of New York—Buffalo, Department of Psychology, 2001
University of Chicago, Graduate School of Business. 2001
University of Massachusetts, Amherst, Department of Psychology, 2001
Cedar Rapids Prairie High School, Graduation Commencement Speaker, 2002
Duke University, Fuqua School of Business, 2002
Greater Boston Undergraduate Psychology Conference, Keynote Address, 2002
Massachusetts Institute of Technology, Sloan School of Business, 2002
Northeastern University, Department of Psychology, 2002
University of British Columbia, Peter Wall Institute for Advanced Studies, 2002
University of Chicago, Graduate School of Business, 2002
University of Connecticut, Department of Psychology, 2002
University of Iowa, Department of Psychology, 2002
Yale University, Department of Psychology, 2002
Dartmouth University, Department of Brain and Behavioral Sciences, 2003
University of Illinois, Department of Psychology, 2003
University of Virginia, Department of Psychology, 2003
University of Pennsylvania, Wharton School of Business, 2004
Ohio State University, Department of Psychology, 2004
Harvard University, Department of Psychology, 2004
Columbia University, Graduate School of Business, 2004
University of Chicago, Department of Psychology, 2005
University of Chicago, Graduate School of Business, 2005
Indiana University, Department of Psychology, 2005
University of Illinois at Chicago, Department of Psychology, 2006
Harvard University, Business School, 2006
University of Chicago, Divinity School, 2006
Cornell University, Behavioral Economics and Decision Research Center, 2006
Carnegie Mellon University, Social and Decision Sciences, 2007
University of California-Berkeley, Haas School of Business, 2008
Stanford University, Department of Psychology, 2009
University of California-Los Angeles, 2009

Stanford University, Graduate School of Business, 2009
Stanford University, Department of Psychology, Social Psychology Area, 2009
Center for Advanced Study in the Behavioral Sciences at Stanford University, 2009
Lake Forest College, Department of Psychology, 2011
Harvard University, Conference in Honor of Daniel Wegner, 2011
The Ohio State University, Department of Psychology, 2011
University of Texas at Austin, McCombs School of Business, 2011
University of Nebraska-Lincoln, Department of Psychology, 2012
Northwestern University, Kellogg School of Management, 2012
University of British Columbia, Department of Psychology, 2012
Cornell University, Behavioral Economics and Decision Research, 2012
University of Pennsylvania, Wharton School, 2012
Harvard University, Department of Psychology, 2013
Princeton University, Department of Psychology, 2013
Cornell University, Johnson School of Management/Department of Psychology, 2014
Tulane University, Department of Psychology, 2015
Yale University, School of Management, 2015
Stanford University, Graduate School of Business, 2016
Princeton University, Department of Psychology, 2016
University of Chicago, Department of Psychology, 2016
Carnegie Mellon University, Social and Decision Sciences, 2017
University of Illinois-Chicago, Department of Psychology, 2017
Ohio State University, Department of Psychology, 2018
Rutgers University, School of Business, 2018
Washington University, Olin School of Business, 2018
Northwestern University, Department of Psychology, 2018
Dartmouth University, Department of Psychology, 2019
University of Notre Dame, Mendota School of Business, 2019
Harvard University, Harvard Business School, 2020
Stanford University, Department of Psychology, 2021

Grants and Research Funding

External:

American International Group FP57642 (9/1/2014-8/31/2016). $468,671.12. "Research Fellowship Program." Principal Investigator.

National Science Foundation SES 1025676 (9/21/2010-9/20/2014). $299,680. "A model of escalation in social exchange." Co-Principal Investigator.

General Motors Corporation NV851. (5/13/11-8/13/12). "Effective Interaction with Autonomous Agents." $243,964. Principal Investigator.

National Science Foundation SES 0241544 (4/01/2003-3/31/2007). $199,871. "Collaborative Research: The anchoring and adjustment heuristic in everyday life." Principal Investigator.

The Templeton Foundation 12344 (3/15/2007-8/1/2010). $2,202,204.

"Understanding human nature to harness human potential: The human nature/human potential program." Senior Scientist.

Internal (Harvard University):

Milton Fund (2003-2004). $34,159. "Perspective Taking as Egocentric Anchoring and Adjustment."

Clark/Cooke Fund (2002-2005), Harvard University. $5,920. "Intrapersonal Contrasts in Interpersonal Perception."

Teaching Experience

	Overall Instructor Evaluation (1-5 scale)
MBA Courses, University of Chicago*	
Designing a Good Life, Summer 2018 (42 students)	4.7
Designing a Good Life, Autumn 2017 (192 students)	4.5
Designing a Good Life, Summer 2017 (48 students)	4.9
Designing a Good Life, Winter 2017 (129 students)	4.7
Designing a Good Life, Summer 2016 (29 students)	5.0
Designing a Good Life, Winter 2016 (129 students)	4.7
Designing a Good Life, Summer 2015 (57 students)	4.8
Designing a Good Life, Summer 2014 (49 students)	4.8
Managing in Organizations, Winter 2014 (195 students)	4.8
Managing in Organizations, Winter 2013 (195 students)	4.9
Managing in Organizations, Winter 2012 (195 students)	4.9
Managing in Organizations, Winter 2011 (195 students)	4.9
Managing in Organizations, Summer 2010 (190 students)	4.8
Managing in Organizations, Summer 2009 (174 students)	4.8
Managing in Organizations, Spring 2009 (195 students)	4.8
Managing in Organizations, Spring 2008 (195 students)	4.7
Managing in Organizations, Spring 2007 (130 students)	4.8
Managing in Organizations, Summer 2006 (112 students)	4.9
Managing in Organizations, Spring 2006 (127 students)	4.9
Essentials of Effective Leadership, Summer 2013 (83 students)	4.9
Essentials of Effective Leadership, Summer 2012 (90 students)	4.9
Essentials of Effective Leadership, Summer 2011 (95 students)	4.9
Essentials of Effective Leadership, Summer 2010 (96 students)	4.9
Essentials of Effective Leadership, Summer 2009 (99 students)	4.9
Essentials of Effective Management, Summer 2008 (95 students)	5.0
Essentials of Effective Management, Summer 2007 (92 students)	4.9
Essentials of Effective Management, Summer 2006 (88 students)	4.9

Graduate Courses, University of Chicago*

Foundations of Social Psychology (co-taught w/ Ayelet Fishbach, Spring 2018 (14 students)	4.0
Foundations of Social Psychology, Spring 2013 (10 students)	4.7
Motivation (co-taught w/ Ayelet Fishbach), Winter 2008 (11 students)	4.6

The Self (co-taught w/ Ayelet Fishbach), Winter 2007 (15 students)   4.5
Social Judgment, Winter 2005 (17 students)   4.7

*Item reported at University of Chicago is "Overall, did the instructor present the material in
    an interesting way."

Undergraduate Courses, Harvard University
Introduction to Social Psychology, Spring 2002 (231 students).   4.8
Social Judgment, Fall 2002 (15 students).   4.7
Introduction to Social Psychology, Spring 2003 (232 students).   4.9
Social Judgment, Fall 2003 (15 students).   4.8

Graduate Courses, Harvard University

Judgment and Decision Making, Fall 2001 (10 students).   NA
The Self, Fall 2002 (10 students).   NA
Social Judgment, Fall 2003 (Extension School)   NA
Judgment and Decision Making, Fall 2004 (21 students)   NA

—More detailed student evaluations available upon request.