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ACADEMIC POSITIONS

Kellogg School of Management, Northwestern University

- Morris and Alice Kaplan Professor of Ethics and Decision in Management: 2007-present.
- Associate Professor of Management and Organizations (without tenure), 2004-2007.
- Assistant Professor of Management and Organizations, 2002-2004.
- Postdoctoral Fellow of the Dispute Resolution Research Center, 1998-2000.

Haas School of Business, University of California, Berkeley

- Visiting Professor of Organizational Behavior and Industrial Relations, 2008-2009.

Columbia Business School, Columbia University

- Visiting Associate Professor of Management, Spring Semester, 2006.

David Eccles School of Business, University of Utah

- Assistant Professor of Management, 2000-2002.

EDUCATION

Ph.D. Princeton University, Social Psychology, February 1999

Dissertation: *Perspective-taking: Debiasing social thought*

M.A. Princeton University, Social Psychology, June 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

- Power and status
- Negotiation and auction behavior
- Multicultural experience and creativity
- Strategies for managing diversity, intergroup conflict, stereotyping, and stigma
- Lacking control and mind-body dissonance
- Counterfactual thinking and decision making

AWARDS AND FELLOWSHIPS

Research

- Otto Klineberg Intercultural and International Relations Prize, Honorable Mention 2009. Leung, K., Y, Maddux, W. W., Galinsky, A. D., & Chiu, C. Y. (2008). Multicultural experience enhances creativity: The when and how.
- Most Influential Paper, 2000-2003, Academy of Management, Conflict Management Division. Kray, L. J., Thompson, L., & Galinsky, A. D. (2001). Battle of the sexes: Gender stereotype confirmation and reactance in negotiations.
- Best Paper--New Directions Award (Maddux, Mullen, & Galinsky), Academy of Management Meetings, Conflict Management Division, Philadelphia, August 2007.
- Best Paper Proceedings (Sivanathan, Molden, Galinsky, & Ku), Academy of Management, Conflict Management Division, Philadelphia, August 2007.
- Best Paper Proceedings (Zhong, Phillips, Leonardelli, & Galinsky), Academy of Management, Organizational Behavior Division, New Orleans, August 2004.
- 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 School of Management, 2007-2008

- Chair's Core Course Teaching Award, Kellogg School of Management, 2005-2006
- Princeton Psychology Department Award in Recognition of Excellence in Teaching, 1997 (First 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.

EXPERT WITNESS TESTIMONY

- **The Durability of Defamation, the Stickiness of Slander, and the Lingering of Libel:** How psychological and sociological processes lead defamation to produce substantial damages to reputation that often endure for an extended period of time.
 - Was the sole expert witness for plaintiff (Zamora/Lafise vs. Monteallegre) 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

PUBLICATIONS: ARTICLES

1. Swaab, R. I., Galinsky, A.D., Medvec, V. H., & Diermeier, D. A. (in press). 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*
2. Inesi, M. E., Botti, S. Dubois, D., Rucker, D. D., & Galinsky, A. D. (in press). Power and choice: Their dynamic interplay in quenching the thirst for personal control. *Psychological Science*
3. Halevy, N., Berson, Y., & Galinsky, A.D. (in press). The mainstream is not electable: Vision and representativeness in leader emergence and effectiveness. *Personality and Social Psychology Bulletin*.
4. Huang, L., & Galinsky, A. D. (in press). Mind-body dissonance: Conflict between the senses expands the mind's horizons. *Social Psychological and Personality Science*
5. Huang, L., & Galinsky, A. D. (in press). No mirrors for the powerful: Why dominant smiles aren't processed using embodied simulation. *Behavioral and Brain Sciences*.

6. Rucker, D. D., Dubois, D., & Galinsky, A. D. (in press). Generous paupers and stingy princes: Power drives consumers' spending on self versus others. *Journal of Consumer Research*
7. Todd, A. R., Bodenhausen, G. V., Richeson, J. A., & Galinsky, A. D. (in press). Perspective taking combats automatic expressions of racial bias. *Journal of Personality and Social Psychology*.
8. Todd, A. R., Galinsky, A. D., & Bodenhausen, (in press) Perspective-taking undermines stereotype maintenance processes: Evidence from social memory, behavior explanation, and information solicitation, *Social Cognition*.
9. Halevy, N. Chou, E., & Galinsky, A. D. (2011). A Functional Model of Hierarchy: Why, How, and When Vertical Differentiation Enhances Group Performance. *Organizational Psychology Review*, 32-52.
10. Huang, L., Galinsky, A. D., & Gruenfeld, D. H, & Guillory, L. E. (2011). Powerful postures vs. powerful roles: Which is the proximate correlate of thought and behavior? *Psychological Science*, 22, 95-102.
11. Ronay, R., & Galinsky, A. D. (2011). Lex Talionis: Testosterone and the law of retaliation. *Journal of Experimental Social Psychology*, 47, 702–705.
12. Todd, A. R., Hanko, K., Galinsky, A. D., & Mussweiler, T. (2011). When focusing on differences leads to similar perspectives. *Psychological Science*, 22, 134-141.
13. Blatt, B., LeLacheur, S., F., Galinsky, A. D., Simmens, S. J., & Greenberg, L. (2010). Perspective-taking: Increasing satisfaction in medical encounters. *Academic Medicine*, 85, 1445-1452.
14. Dubois, D., Rucker, D. D., & Galinsky, A. D. (2010). The accentuation bias: Money literally looms larger (and sometimes smaller) to the powerless. *Social Psychological and Personality Science*, 1, 199-205.
15. Ersner-Hershfield, H., Galinsky, A. D., Kray, L. J., & King, B. (2010). Company, country, connections: Counterfactual origins increase organizational commitment, patriotism, and social investment. *Psychological Science*, 21, 1479-1486.
16. Kay, A. C., Shepherd, S., Blatz, C. W., Chua, S. N., & Galinsky, A. D. (2010). For god (or) country: The hydraulic relation between government instability and belief in religious sources of control. *Journal of Personality and Social Psychology*, 99, 725–739.
17. Ku, G., Wang, C. S., & Galinsky, A. D. (2010). Perception through a perspective-taking lens: Differential effects on judgment and behavior. *Journal of Experimental Social Psychology*, 46, 792-798.

18. Kray, L. J., George, I. G., Liljenquist, K. A., Galinsky, A. D., Tetlock, P. E. & Roese, N. J. (2010). From what *might* have been to what *must* have been: Counterfactual thinking creates meaning. *Journal of Personality and Social Psychology*, *98*, 106-118.
19. Lammers, J., Stapel, D. A., & Galinsky, A. D. (2010). Power increases hypocrisy: Moralizing in reasoning, immorality in behavior. *Psychological Science*, *21*, 737-744.
20. Liljenquist, K. A., Zhong, C., Galinsky, A. D. (2010). The smell of virtue: Clean scents promote reciprocity and charity. *Psychological Science*, *21*, 381-383.
21. Maddux, W. W., Adam, H., & Galinsky, A. D. (2010). When in Rome...learn why the Romans do what they do: How multicultural learning experiences facilitate creativity. *Personality and Social Psychology Bulletin*, *36*, 731-74.
22. Smith, P. K. & Galinsky, A. D., (2010). The nonconscious nature of power: Cues and consequences. *Social and Personality Psychology Compass*, *4*, 918-938.
23. Wade-Benzoni, K., Sondak, H., & Galinsky, A. D. (2010). Leaving a legacy: Intergenerational allocations of benefits and burdens. *Business Ethics Quarterly*, *20*, 7-34.
24. Ashton-James, C., Maddux, W. W., Galinsky, A. D., & Chartrand, T. L. (2009). Who I am depends on how I feel: The role of affect in the expression of culture. *Psychological Science*, *20*, 340-346.
25. Fast, N. J., Gruenfeld, D. H., Sivanathan, N., & Galinsky, A. D. (2009). Illusory Control: A generative force behind power's far-reaching effects. *Psychological Science*, *20*, 502-508.
26. Galinsky, A. D. (2009). Introduction: Negotiations and achieving the social cognition dream. *Social Cognition*, *27*, 339-341.
27. Galinsky, A. D., Ku, G., Mussweiler, T. (2009). To start low or to start high? The case of auctions vs. negotiations. *Current Directions in Psychological Science*, *18*, 357-361
28. Gunia, B. C., Sivanathan, N., & Galinsky, A. D. (2009). Vicarious entrapment: Your sunk costs, my escalation of commitment. *Journal of Experimental Social Psychology*, *45*, 1238-1244.
 - Featured in *Science*.
<http://sciencenow.sciencemag.org/cgi/content/full/2009/1110/2>
29. Kay, A. C, Whitson, J. A., Gaucher, D., & Galinsky, A. D. (2009). Compensatory control: Achieving order through the mind, our institutions, and the heavens. *Current Directions in Psychological Science*, *18*, 264-268

30. Kray, L. J., Galinsky, A. D. & Markman, K. D., (2009). Counterfactual structure and learning from experience in negotiations. *Journal of Experimental Social Psychology*, 45, 979-982.
31. Maddux, W. W., & Galinsky, A. D. (2009). Cultural borders and mental barriers: The relationship between living abroad and creativity. *Journal of Personality and Social Psychology*, 96, 1047-1061.
32. Maddux, W. W., Leung, K. Y., Chiu, C. Y., & Galinsky, A. D. (2009). Toward a more complete understanding of the link between multicultural experience and creativity. *American Psychologist*, 64, 156-158.
33. Ordóñez, L. D., Schweitzer, M. E., Galinsky, A. D., & Bazerman, M. H. (2009). Goals gone wild: The systematic side effects of over-prescribing goal setting. *Academy of Management Perspectives*, 23, 6-16.
34. Ordóñez, L. D., Schweitzer, M. E., Galinsky, A. D., & Bazerman, M. H. (2009). On good scholarship, goal setting, and scholars gone wild. *Academy of Management Perspectives*, 23, 82-87.
35. Roese, N. J., Epstude, K., Fessel, F., Morrison, M., Smallman, R., Summerville, A., Galinsky, A. D., & Segerstrom, S. (2009). Repetitive regret, depression, and anxiety: Findings from a nationally representative survey. *Journal of Social and Clinical Psychology*, 28, 671-688.
36. Rucker, D. D., & Galinsky, A. D. (2009). Conspicuous consumption versus utilitarian ideals: How different levels of power shape consumption. *Journal of Experimental Social Psychology*, 45, 549-555.
37. Wang, C. S., Galinsky, A. D., & Murnighan, J. K. (2009). Bad drives psychological reactions but good propels behavior: Responses to honesty and deception. *Psychological Science*, 20, 634-644
38. Galinsky, A. D., Maddux, W. W., Gilin, D., & White, J. B. (2008). Why it pays to get inside the head of your opponent: The differential effects of perspective-taking and empathy in negotiations. *Psychological Science*, 19, 378-384.
39. Galinsky, A. D., Magee, J. C., Gruenfeld, D. H, Whitson, J. A., & Liljenquist, K. A. (2008). Social power reduces the strength of the situation: Implications for creativity, conformity, and dissonance. *Journal of Personality and Social Psychology*, 95, 1450-1466.
40. Galinsky, A. D., Wang, C. S., & Ku, G. (2008). Perspective-takers behave more stereotypically. *Journal of Personality and Social Psychology*, 95, 404-419.
41. Gruenfeld, D. H, Inesi, M. E., Magee, J. C., & Galinsky, A. D. (2008). Power and the objectification of social targets. *Journal of Personality and Social Psychology*, 95, 111-127.

42. Kray, L. J., Paddock, L., & Galinsky, A. D. (2008). The effect of past performance on expected control and risk attitudes in integrative negotiations. *Negotiations and Conflict Management Research, 1*, 161-178.
43. Lammers, J., Galinsky, A. D., Gordijn, E. H., & Otten, S. (2008). Illegitimacy moderates the effects of power on approach. *Psychological Science, 19*, 558-564.
44. Leung, K., Y, Maddux, W. W., Galinsky, A. D., & Chiu, C. Y. (2008). Multicultural experience enhances creativity: The when and how. *American Psychologist, 63*, 169-181.
 - Selected as one of three finalists for the Otto Klineberg Intercultural and International Relations Prize.
45. Maddux, W. W., Galinsky, A. D., Cuddy, A. J. C., & Polifroni, M. (2008). When being a model minority is good...and bad: Realistic threat explains negativity toward Asian Americans. *Personality and Social Psychology Bulletin, 34*, 74-89.
46. Maddux, W. W., Mullen, E. & Galinsky, A. D. (2008). Chameleons bake bigger pies and take bigger pieces: Strategic behavioral mimicry facilitates negotiation outcomes. *Journal of Experimental Social Psychology, 40*, 461-468.
47. Magee, J. C. & Galinsky, A. D. (2008). Social hierarchy: The self-reinforcing nature of power and status. *Academy of Management Annals, 2*, 351-398.
48. Rucker, D. D., & Galinsky, A. D. (2008). Desire to acquire: Powerlessness and compensatory consumption. *Journal of Consumer Research, 35*, 257-267.
49. Sivanathan, N., Molden, D. C., Galinsky, A. D., & Ku, G. (2008). The promise and peril of self-affirmation in de-escalation of commitment. *Organizational Behavior and Human Decision Processes, 107*, 1-14.
50. Smith, P. K., Jostmann, N. B., Galinsky A. D. van Dijk, W. W. (2008). Lacking power impairs executive functions. *Psychological Science, 19*, 469-475.
51. Whitson, J. A., & Galinsky, A. D. (2008). Lacking control increases illusory pattern perception. *Science, 322*, 115-117.
52. Zhong, C., Dijksterhuis, A., & Galinsky, A. D. (2008). The merits of unconscious thought in creativity. *Psychological Science, 19*, 912-918.
53. Zhong, C., Galinsky, A. D., & Unzueta, M. M. (2008). Negational racial identity and presidential voting preferences. *Journal of Experimental Social Psychology, 44*, 1563-1566.
54. Zhong, C., Phillips, K. W., Leonardelli, G. J., & Galinsky A. D. (2008). Negational categorization and intergroup behavior. *Personality and Social Psychology Bulletin, 34*, 793-806.

55. Bledsoe, C. H., Sherin, B., Galinsky, A. D., Headley, N. M., Heimer, C. A., Kjeldgaard, E., Lindgren, J., Miller, J. D., Roloff, M. E., & Uttal, D. H. (2007). Regulating creativity: research and survival in the IRB iron cage. *Northwestern Law Review*, *101*, 593-641.
56. Galinsky, A. D., & Moskowitz, G. B. (2007). Further ironies of suppression: Stereotype and counterstereotype accessibility following suppression. *Journal of Experimental Social Psychology*, *43*, 833-841.
57. Magee, J. C., Galinsky, A. D., & Gruenfeld, D. H. (2007). Power, propensity to negotiate, and moving first in competitive interactions. *Personality and Social Psychology Bulletin*, *33*, 200-212.
58. Markman, K. D., Lindberg, M. J., Kray, L. J., Galinsky, A. D. (2007). Implications of counterfactual structure for creative generation and analytical problem solving. *Personality and Social Psychology Bulletin*. *33*, 312-324.
59. Galinsky, A. D., Magee, J. C., Inesi, M. E., & Gruenfeld, D. H. (2006). Power and perspectives not taken. *Psychological Science*, *17*, 1068-1074.
60. Anderson, C. A., & Galinsky, A. D. (2006). Power, optimism, and the proclivity for risk. *European Journal of Social Psychology*, *36*, 511-536.
 - Special Issue on Social Power
61. Kray, L. J., Galinsky, A. D., & Wong, E. (2006). Thinking within the box: The relational processing style elicited by counterfactual mind-sets. *Journal of Personality and Social Psychology*, *91*, 33-48.
62. Ku, G., Galinsky, A. D., & Murnighan, J. K. (2006). Starting low but ending high: A reversal of the anchoring effect in auctions. *Journal of Personality and Social Psychology*, *90*, 975-986.
 - Featured in the Year in Ideas issue, *New York Times Magazine*
<http://www.nytimes.com/2006/12/10/magazine/10Section2b.t-2.html>
63. Galinsky, A.D., Leonardelli, G. J., Okhuysen, G.A., & Mussweiler, T. (2005). Regulatory focus at the bargaining table: Promoting distributive and integrative success. *Personality and Social Psychology Bulletin*, *31*, 1087-1098.
64. Galinsky, A. D., Ku, G. & Wang, C. S. (2005). Perspective-taking: Fostering social bonds and facilitating social coordination. *Group Processes and Intergroup Relations*, *8*, 109-125.
65. Liljenquist, K. A., Galinsky, A. D., & Kray, L. J. (2004). Exploring the rabbit hole of possibilities by myself or with my group: The benefits and liabilities of activating counterfactual mind-sets for information sharing and group coordination. *Journal of Behavioral Decision Making*, *17*, 263-279.

66. Galinsky, A. D., & Kray, L. J. (2004). From thinking about what might have been to sharing what we know: The effects of counterfactual mind-sets on information sharing in groups. *Journal of Experimental Social Psychology, 40*, 606-618.
67. White, J. B., Tynan, R., Galinsky, A. D., & Thompson, L. (2004) Face threat sensitivity in negotiation: Roadblock to agreement and joint gain. *Organizational Behavior and Human Decision Processes, 94*, 102-124.
68. Galinsky, A. D., & Ku, G. (2004). The effects of perspective-taking on prejudice: The moderating role of self-evaluation. *Personality and Social Psychology Bulletin, 30*, 594-604.
69. Kray, L. J., Rebb, J., Galinsky, A. D., & Thompson, L. (2004). Stereotype reactance at the bargaining table: The effect of stereotype activation and power on claiming and creating value. *Personality and Social Psychology Bulletin, 30*, 399-411.
70. Galinsky, A. D., Gruenfeld, D. H., & Magee, J. C. (2003). From power to action. *Journal of Personality and Social Psychology, 85*, 453-466.
71. Diekmann, K. A., Tenbrunsel, A. E., & Galinsky, A. D. (2003). From self-prediction to self-defeat: Behavioral forecasting, self-fulfilling prophecies, and the effect of competitive expectations. *Journal of Personality and Social Psychology, 85*, 672-683.
72. Okhuysen, G. A., Galinsky, A. D., & Uptigrove, T. A. (2003). Saving the worst for last: The effect of time horizon on the efficiency of negotiating benefits and burdens. *Organizational Behavior and Human Decision Processes, 91*, 269-279.
73. Kray, L. J., & Galinsky, A. D. (2003). The debiasing effect of counterfactual mind-sets: Increasing the search for disconfirmatory information in group decisions. *Organizational Behavior and Human Decision Processes, 91*, 69-81.
74. Galinsky, A. D., Mussweiler, T., & Medvec, V. H. (2002). Disconnecting outcomes and evaluations: The role of negotiator focus. *Journal of Personality and Social Psychology, 83*, 1131-1140.
75. Galinsky, A. D., Seiden, V., Kim, P. H., & Medvec, V. H. (2002). The dissatisfaction of having your first offer accepted: The role of counterfactual thinking in negotiations. *Personality and Social Psychology Bulletin, 28*, 271-283.
76. Kray, L. J., Galinsky, A. D., & Thompson, L. (2002). Reversing the gender gap in negotiations: An exploration of stereotype regeneration. *Organizational Behavior and Human Decision Processes, 87*, 386-409.
77. Galinsky, A. D., & Mussweiler, T. (2001). First offers as anchors: The role of perspective-taking and negotiator focus. *Journal of Personality and Social Psychology, 81*, 657-669.

78. Kray, L. J., Thompson, L., & Galinsky, A. D. (2001). Battle of the sexes: Gender stereotype confirmation and reactance in negotiations. *Journal of Personality and Social Psychology* 80, 942–958.
- Selected as the Most Influential Paper, 2000-2003, Academy of Management Meetings, Conflict Management Division
79. Galinsky, A. D., & Moskowitz, G. B. (2000). Perspective-taking: Decreasing stereotype expression, stereotype accessibility, and in-group favoritism. *Journal of Personality and Social Psychology*, 78, 708-724.
80. Galinsky, A. D., & Moskowitz, G. B., (2000). Counterfactuals as behavioral primes: Priming the simulation heuristic and consideration of alternatives. *Journal of Experimental Social Psychology*, 36, 384-409.
81. Galinsky, A. D., Moskowitz, G. B., & Skurnik, I. W. (2000). Counterfactuals as self-generated primes: The effect of prior counterfactual activation on person perception judgments. *Social Cognition*, 18, 252-280.
82. Galinsky, A. D, & Glucksberg, S. (2000). Inhibition of the literal: Metaphors and idioms as judgmental primes. *Social Cognition*, 18, 35-54.
83. Galinsky, A. D., Stone, J., & Cooper, J. (2000). The reinstatement of dissonance and psychological discomfort following failed affirmations. *European Journal of Social Psychology*, 30, 123-147.
84. Galinsky, A. D., & Lehman, E. V. (1995). Emergence, divergence, convergence: Three models of symphony orchestras at the crossroads. *Journal of Cultural Policy*, 2, 117-139.

PUBLICATIONS: INVITED ARTICLES

85. Maddux, W. W., Galinsky, A.D. & Tadmor, C. T. (2010). Be a Better Manager: Live Abroad. *Harvard Business Review*.
86. Galinsky, A.D. & Maddux, W. W. (2010). Fostering creativity through foreign experience. *Rotman*, 84-86.
87. 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>.
88. Galinsky, A. D. and Rucker, D. D. (2008), “Powerless Consumers Spend More” *Advertising Age* (September 22nd).
89. Leonardelli, G. J., Galinsky, A.D., Okhuysen, G.A., & Mussweiler, T. (2007). Achieving optimal agreements. *Rotman*, Spring, 50-53.

90. Galinsky, A. D., & Schweitzer, M. E., (2007). Think before you drink: Alcohol and negotiations. *Negotiation*
91. Liljenquist, K. A. & Galinsky, A. D. (2007). Turn your adversary into your advocate: Strategic requests for advice can transform disputes into amiable problem-solving ventures. *Negotiation*
92. Swaab, R. I. & Galinsky, A. D. (2007). Negotiation at a distance: The MEDIA approach. *Negotiation*.
93. Diekmann, K. A., & Galinsky, A. D. (2006). Overconfident, underprepared: Why you may not be ready to negotiate. *Negotiation*.
94. Liljenquist, K. A., & Galinsky, A. D. (2006). How to defuse threats at the bargaining table. *Negotiation*.
95. Galinsky, A. D., & Magee, J. C. (2006). Power Plays. *Negotiation*.
96. Sondak, H. & Galinsky, A. D. (2006). Gain less pain: How to negotiate burdens. *Negotiation*.
97. Galinsky, A. D., Maddux, W. W., & Ku, G. (2006). The view from the other side of the table. *Negotiation*.
98. Medvec, V. H. & Galinsky, A. D. (2005). Putting more on the table: How making multiple offers can increase the final value of the deal. *Negotiation*, 4.
99. Galinsky, A. D. (2004). Should you make the first offer? *Negotiation*, 7, pp. 1-4.
100. Galinsky, A. D. & Liljenquist, K. A., (2004). Putting on the pressure: How to make threats in negotiations. *Negotiation*, 12, pp. 1-5.
101. Mussweiler, T. & Galinsky, A. D. (2002). Strategien der verhandlungsführung: Der einfluss des ersten gebotes [Strategies of negotiation: The impact of the first offer]. *Wirtschaftspsychologie*, 4, 21-27.

PUBLICATIONS: CHAPTERS

102. Galinsky, A. D., Rus, D., & Lammers, J. (in press). Power: A central force governing psychological, social, and organizational Life. In D. De Cremer, J. K. Murnighan, & R. van Dick (Eds.), *Social Psychology in Organizations*. Taylor & Francis
103. Lammers, J. & Galinsky, A. D. (2009). The conceptualization of power and the nature of interdependency: The role of legitimacy and culture. In D. Tjosvold & B. van

Knippenberg (Eds.), *Power and interdependence in organizations* (pp. 67-82). Cambridge, UK: Cambridge University Press.

104. Galinsky, A. D., Jordan, J., & Sivanathan, N. (2008). Harnessing power to capture leadership. In D. Forsyth and C. Hoyt (Eds.), *Social Psychology and Leadership* (pp. XX-XX). Praeger Press.
105. Wong, E., Galinsky, A. D., & Kray, L. J. (2008). The counterfactual mind-set: A decade of research. To appear in K. D. Markman, W. M. P. Klein, & J. A. Suhr (Eds.), *The Handbook of Imagination and Mental Simulation* (pp. 161-174). New York: Psychology Press.
106. Zhong, C., Magee, J. C., Maddux, W. W., & Galinsky, A. D. (2006). Power, culture, and action: Considerations in the expression and enactment of power in East Asian and Western societies. In E. A. Mannix, M. A. Neale, & Y. Chen (Eds.), *Research on Managing in Teams and Groups* (Vol. 9, 53-73). Greenwich, CT: Elsevier Science Press.
107. Galinsky, A. D., Liljenquist, K. A., Kray, L. J., & Roese, N. R., (2005). Finding meaning from mutability: Making sense and deriving significance through counterfactual thinking. In D. R. Mandel, D. J. Hilton, & P. Catellani (Eds.), *The Psychology of Counterfactual Thinking*. London: Routledge.
108. Martorana, P. V., Galinsky, A. D., & Rao, H. (2005). From system justification to system condemnation: Antecedents of attempts to change power hierarchies. In M. A. Neale, E. A. Mannix, & M. Thomas-Hunt (Eds.), *Research on Managing in Teams and Groups*. (Vol. 7, 285-315). Greenwich, CT: Elsevier Science Press.
109. Roese, N. J., Sanna, L. J., & Galinsky, A. D. (2005). The mechanics of imagination: Automaticity and control in counterfactual thinking. In J. A. Bargh, J. Uleman, & R. Hassin (Eds.), *The New Unconscious* (pp. 138-170). New York, NY: Oxford University Press.
110. Magee, J. C., Gruenfeld, D. H, Keltner, D., & Galinsky, A. D. (2004). Leadership and the psychology of power. In D. M. Messick & R. Kramer (Eds.), *The Psychology of Leadership: Some New Approaches*. New Jersey: L. Erlbaum.
111. Galinsky, A. D., Hugenberg, K., Groom, C., & Bodenhausen, G. B. (2003). The reappropriation of stigmatizing labels: Implications for social identity. In M. A. Neale, E. A. Mannix, & J. Polzer (Eds.), *Research on Managing in Teams and Groups*. (Vol. 5: 221-256). Greenwich, CT: Elsevier Science Press.
112. Galinsky, A. D., Martorana, P. V., & Ku, G. (2003). To control or not to control stereotypes: Separating the implicit and explicit processes of perspective-taking and suppression. In J. P. Forgas, K. Williams, W. von Hippel (Eds.), *Responding to the social world: Implicit and explicit processes in social judgments and decisions* (pp. 343-363). Philadelphia: Psychology Press.

113. Galinsky, A. D. (2002). Creating and reducing intergroup conflict: The role of perspective-taking in affecting out-group evaluations. In M. A. Neale, E. A. Mannix, & H. Sondak (Eds.), *Research on Managing in Teams and Groups* (Vol. 4: 85-113). Greenwich, CT: JAI Press, Inc.
114. Moskowitz, G. B., Skurnik, I., & Galinsky, A. D. (1999). The history of dual process notions in social psychology. In S. Chaiken & Y. Trope (Eds.), *Dual-Process Theories in Social Psychology* (pp. 12-36). New York: Guilford.

PUBLICATIONS: CASES AND TEACHING NOTES

115. Austen-Smith, D., Feddersen, T., Galinsky A. D., & Liljenquist, K. (2010). *The Kidney Case*. Dispute Resolution Research Center.
116. Austen-Smith, D., Feddersen, T., & Galinsky A. D. (2010). *The Kidney Case Teaching Note*. Dispute Resolution Research Center.
117. Austen-Smith, D., Galinsky A. D., Chung, K. H., & LaVanway, C. (2007). *Unilever's Mission for Vitality*. Kellogg School of Management Publishing. Case # 5-307-501.
118. Austen-Smith, D., Galinsky A. D., Chung, K. H., & LaVanway, C. (2007). *Unilever's Mission for Vitality Teaching Note*. Kellogg School of Management Publishing. Case # 5-307-501.
119. Brett, J. M. & Galinsky, A. D., (2005). *BioPharm-Seltek Teaching Note: The Dynamics of Distribution*. Dispute Resolution Research Center.
120. 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.
121. 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.
122. Hackman, J. R., Lehman, E. V., & Galinsky, A. D. (1994). *The London Symphony Orchestra*. Boston: Harvard Business School Publishing. Case # 9-494-034.

GRANTS

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

Kellogg School of Management

- *Ethics and Leadership*, Executive MBA course (U.S. and Germany programs)
2006-2007, 2007-2008
Instructor Evaluation: Achieved 8.8 (out of 10).
- *Leadership in Organizations* (Core Class), MBA course
2001-2002; 2002-2003; 2003-2004; 2004-2005; 2005-2006, 2007-2008
Instructor Evaluation: Achieved 9.8 (out of 10).
- *Values Based Leadership*, MBA course
2005-2006, 2006-2007
Instructor Evaluation: Achieved 8.8 (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

Haas School of Business

- *Ethics* (Core Class), MBA course
2008-2009
Instructor Evaluation: Achieved 7 (median out of 7).
- *Executive Leadership*, Berkeley-Columbia Executive MBA
2008-2009
Instructor Evaluation: Achieved 7 (median out of 7).

University of Utah

- *Team Foundations* (Core Class), MBA course
2001-2002
Instructor Evaluation: Achieved 5.7 (out of 6).
- *Managerial Negotiation*, MBA course
2000-2001
Instructor Evaluation: Achieved 5.9 (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

Dissertation Chair or Co-chair

Li Huang, MORS, Northwestern University
 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

Nicholas Hays, Management, UCLA
 Meghan Bean, Psychology, Northwestern University
 Brian Gunia, MORS, Northwestern University
 Junwen Wang, MORS, Northwestern University
 David Dubois, Marketing, Northwestern University
 Mark Rivera, MORS, Northwestern University, Defended 2010
 Niro Sivanathan, MORS, Northwestern University, Defended 2010
 Diana Rus, Organisation and Personnel Management Department, Erasmus, 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

MORS Second Year Paper Chair or Co-Chair

Niro Sivanathan, completed 2006
 Katie Liljenquist, completed 2003
 Paul Martorana, completed, 2003

MORS Second Year Paper Committee Member

Brian Gunia, completed 2009
 Long Wang, completed 2006

Cynthia Wang, completed 2005
Susan Crotty, completed, 2005
Chen-Bo Zhong, completed 2003
Molly Kern, completed 2002
Gillian Ku, completed 2002

MEDIA MENTIONS

- Bad decisions may be contagious. Nov. 10, 2009, *Science*
<http://sciencenow.sciencemag.org/cgi/content/full/2009/1110/2>
- Why teens care so much about clothes. Nov. 11, 2009 *Newsweek*
<http://blog.newsweek.com/blogs/nurtureshock/archive/2009/11/11/why-teens-care-so-much-about-clothes.aspx>
- Clean smells encourage good behavior. Nov. 11, 2009, NPR
<http://www.wbez.org/Content.aspx?audioID=37861>
- Do “clean” smells encourage good behavior? Oct. 9, 2009, *Time*.
<http://www.time.com/time/health/article/0,8599,1931969,00.html?imw=Y>
- When a complete stranger's better suited than the boss. Oct. 9, 2009. *Globe and Mail*
<http://www.theglobeandmail.com/report-on-business/managing/when-a-complete-strangers-better-suited-than-the-boss/article1318025/>
- B of A should replace Ken Lewis with an outsider, Kellogg research shows. Oct 7, 2009. *Chicago Tribune*
<http://newsblogs.chicagotribune.com/burns-on-business/2009/10/b-of-a-should-replace-ken-lewis-with-an-outsider-kellogg-research-shows.html>
- A Little Celebrity Obsession Can Do Us Good. July 2, 2009. NPR.
<http://www.chicagopublicradio.org/Content.aspx?audioID=35250>
- Expats at work. May 14, 2009. *The Economist* (print edition).
http://www.economist.com/science/displaystory.cfm?story_id=13643981
- Making the most of bad times. May 7, 2009. *The National*.
<http://www.thenational.ae/article/20090508/FRONTIERS/705079938/1036/OPINION>
- Something for the weekend. May 1, 2009. *Financial Times*.
<http://www.ft.com/cms/s/0/78c5e4a8-3655-11de-af40-00144feabdc0.dwp?uid=02e16f4a-46f9-11da-b8e5-00000e2511c8.html>
- Goals gone wild. April 7, 2009. *Business Week*
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- Ready, aim ... fail: Why setting goals can backfire. March 15, 2009. *The Boston Globe*.
http://www.boston.com/bostonglobe/ideas/articles/2009/03/15/ready_aim_fail/?p1=Well_MostPop_Emailed4

- Between Hubris and Vision. March 11, 2009. *Washington Post*
<http://www.washingtonpost.com/wp-dyn/content/article/2009/03/11/AR2009031104110.html>
- The pitfalls of goals gone wild. March 2, 2009. *Globe and Mail*
<http://business.theglobeandmail.com/servlet/story/RTGAM.20090302.WBwschachter20090302085333/WBStory/WBwschachter>
- Art of the deal: Get inside head, not heart. February 25, 2009. *Las Vegas Sun*.
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- Manners maketh the businessman. February 13, 2009. *The Economist* (print edition).
http://www.economist.com/business/displaystory.cfm?story_id=13110436
- The sweet payoff. February, 8, 2009. *New York Times Magazine*, page 22.
<http://www.nytimes.com/2009/02/08/magazine/08wwln-consumed-t.html>
- Is personal power a good thing? January, 7, 2009. *ABCNews.com*
<http://www.abcnews.go.com/Technology/Inauguration/story?id=6589897&page=1>
- Why you can't trust your gut in this market. January, 2009. *Money*
http://money.cnn.com/2009/01/06/pf/investor_reaction.moneymag/?postversion=2009010814
- Blagojevich case illustrates the power of power. December 12, 2008. *Chicago Tribune*.
<http://www.chicagotribune.com/news/local/chi-schmich-fri-12-12-08dec12.0.4475971.story>
- Blagojevich and the Psychology of Power. December 10, 2008. NPR.
<http://www.chicagopublicradio.org/Content.aspx?audioID=30768>
- Obama unlikely to be corrupted by power: research. December 2, 2008, *msn.com*
<http://news.in.msn.com/international/article.aspx?cp-documentid=1711545>
- The Psychology of Political Power. December 1, 2008 *Newsweek blog*.
<http://blog.newsweek.com/blogs/labnotes/archive/2008/12/01/the-psychology-of-political-power.aspx>
- Vote for who you are not. October 7, 2008. *Forbes*
http://www.forbes.com/technology/2008/10/07/negative-campaigns-work-tech-science-cz_jf_1007negative.html
- See a pattern on wall street? October 3, 2008. *New York Times*.
<http://tierneylab.blogs.nytimes.com/2008/10/03/see-a-pattern-here/?hp>
- Dealing with a loss of control. October 7, 2008. *Wall Street Journal*
http://online.wsj.com/article/SB122333709375409655.html?mod=special_page_campaign2008_mostpop#articleTabs%3Darticle
- Baseball and superstition. October 3, 2008. *Chicago Tribune*
<http://www.chicagotribune.com/features/lifestyle/health/chi-conspiracy-science-03-oct03.0.3644943.story>
- Chaos may make you see 'things'. October 6, 2008. *Boston Globe*
http://www.boston.com/news/science/articles/2008/10/06/chaos_may_make_you_see_things/

- Illusions driving market havoc. October 3, 2008. *BBC News*.
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- Stress 'makes people more superstitious'. October 3, 2008. *Telegraph* (UK).
<http://www.telegraph.co.uk/news/newstoppers/politics/health/3122794/Stress-makes-people-more-superstitious.html>
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- Feeling powerless? Do I have a conspiracy theory for you. October 3, 2008.
Newsweek
<http://blog.newsweek.com/blogs/labnotes/archive/2008/10/02/feeling-powerless-do-i-have-a-conspiracy-theory-for-you.aspx>
- Interruptions help problem-solving. October 4, 2008. *Telegraph* (UK).
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- Pull together in the office? Create a common enemy. October 2, 2008. *Globe and Mail*
- Power premium. October, 2008. *The Atlantic*.
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- Study links debt to self-esteem, August 1, 2008, *New York Daily News*.
http://www.nydailynews.com/lifestyle/2008/08/01/2008-08-01_study_links_debt_to_low_selfesteem.html
- How feeling powerless triggers status spending, July 19, 2008, *Saint Louis Post-Dispatch*.
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- Why poor people spend beyond their means, July 13, 2008. *Boston Globe*
http://www.boston.com/bostonglobe/ideas/articles/2008/07/13/surprising_insights_from_the_social_sciences/
- Feel Powerless? Buy Something, July 2, 2008, *ABCNews.com*.
<http://abcnews.go.com/Technology/Story?id=5286731&page=1>
- Sense of powerlessness can trigger shopping spree: Study. June 29, 2008, *Economic Times*.
http://economictimes.indiatimes.com/News/News_By_Industry/Sense_of_powerlessness_can_trigger_shopping_spree_Study/articleshow/3177618.cms
- Buffett Charity Lunch Auction Bid Tops \$1.7 Million. June 27, 2008, *Bloomberg*.
<http://www.bloomberg.com/apps/news?pid=20601208&sid=aOfBSkcCAcJ8&refer=finance>
- Managing in hard times: a negotiating ploy. June 11, 2008. *Financial Times*
<http://blogs.ft.com/management/2008/06/11/managing-in-hard-times-a-negotiating-ploy/>

- Clinton likely has left Obama in a political no-win situation. June 4, 2008. *San Antonio Express-News*
<http://www.mysanantonio.com/news/politics/stories/MYSA060508.1B.Castillo.389925a.html>
- For start-up founders, passing the baton can be a timeless drama. June 4, 2008. *Wall Street Journal* (print edition).
http://online.wsj.com/article/SB121251797281142107.html?mod=googlenews_wsj
- Reading List for the Poolside MBA. June 2, 2008. *BusinessWeek*.
http://www.businessweek.com/bschools/content/jun2008/bs2008062_049266.htm?chan=top+news_top+news+index_business+schools
- Power hour. May 26, 2008. *The New Yorker* (print edition).
http://www.newyorker.com/talk/2008/05/26/080526ta_talk_collins
- Cognitive disenchantment: From he that hath not. May 22 2008. *The Economist* (print edition).
http://www.economist.com/science/displaystory.cfm?story_id=11402754
- Does power corrupt? Absolutely not. May 20, 2008. *Time.com*
<http://www.time.com/time/health/article/0,8599,1808140,00.html?imw=Y>
- A new power principle? May 20, 2008. *BusinessWeek.com*.
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- Study: A lack of power can impair workers' thinking ability. May, 2008. *USAToday*.
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- Inside a deal. May 2, 2008. *The Economist* (print edition).
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- Boeing's McNerney: 'Digging out of a hole'. April 24, 2008. *MSNBC* and *BusinessWeek.com*.
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- Quick succession. March 13, 2008. *Forbes.com*
http://www.forbes.com/2008/03/13/ceo-turnover-management-lead-manage-cx_mk_0313tenure.html
- The biggest business blunders ever. March 10, 2008. *Forbes.com*
http://www.forbes.com/entrepreneursmanagement/2008/03/10/ford-microsoft-xerox-ent-manage-cx_ml_0310blunder.html
- At Yahoo, a need to hit refresh. January 28, 2008. *ZDNet*
http://news.zdnet.com/2100-9588_22-6227823.html
- Clinton's emotional response has brought maelstrom of opinion, January 8, 2008, *Chicago Daily Herald*
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- A professor explains how to negotiate. December, 2007, *FiLife*.
<http://blog.filife.com/a-professor-explains-how-to-negotiate/>
- Mike Carona's risky business. December, 2007. *MSNBC*.
<http://www.msnbc.msn.com/id/22167528/>
- Not-So-Small Talk: A successful deal may hinge on the ability to create trust — or uncover deception. December, 2007, *CFO Magazine*.
http://www.cfo.com/article.cfm/10170881/c_10234153?f=singlepage
- With power comes a selfish point of view. November 26, 2007, *Washington Post* (print edition).
<http://www.washingtonpost.com/wp-dyn/content/article/2007/11/25/AR2007112501236.html>
- The sincerest form of flattery. September, 2007. *Economist.com*.
http://www.economist.com/business/globalexecutive/displaystory.cfm?story_id=9824283
- Ethics drives business excellence. September, 2007, *Sun Boardroom Minutes*
<http://www.sun.com/emrkt/boardroom/newsletter/0907expertsinsight.html>
- Monkey see, monkey do: Mimicking person across the table a winning ploy, August 10, 2007. *Globe and Mail* (Toronto, Canada, print edition)
<http://www.theglobeandmail.com/servlet/story/LAC.20070810.CAMIMIC10/TPStory/Business>
- Negotiation Newsletter Reveals the Proven Tactic to Turn Your Adversary into Your Advocate During a Dispute, May 31, 2007, *Yahoo! News*
http://fe49.news.sp1.yahoo.com/s/prweb/20070531/bs_prweb/prweb530137
- Workplace Ethics, May 16, 2007. *Forum with Michael Krasny, National Public Radio*.
<http://www.kqed.org/epArchive/R705160900>
- View from the Top. May/June, 2007. *Foreign Policy*.
http://www.foreignpolicy.com/story/cms.php?story_id=3775
- The Arrogance of Power. March 12, 2007. *U.S. News & World Report* (print edition).
- Power Corrupts? Absolutely. January 29, 2007. *U.S. News & World Report*. Website article.
<http://www.usnews.com/usnews/biztech/articles/070129/29power.htm>
- Boss Doesn't Listen Because He's the Boss. January 17, 2007. ABC News.com
<http://abcnews.go.com/Technology/Business/story?id=2799743&page=1>
- Your Boss Really is Clueless. January 16, 2007, *LiveScience*.
http://www.livescience.com/humanbiology/070116_power_perspective.html
- Low Starting Prices Lead to High Auction Sales. December 10, 2006. *New York Times Magazine*. Year in Ideas issue. (print edition)

<http://www.nytimes.com/2006/12/10/magazine/10Section2b.t-2.html>

- Power is not only an aphrodisiac, it does weird things to some of us. November 19, 2006. *San Francisco Chronicle*. (print edition)
<http://www.sfgate.com/cgi-bin/article.cgi?f=/c/a/2006/11/19/INGT9MCJHJ1.DTL>
- Do you manage by the numbers? Be careful if you do: Your data may be playing tricks on you. November, 2006. *Inc. Magazine*. (print edition)
<http://www.inc.com/magazine/20061101/column-freedman.html>
- Is Creativity a Foreign Concept? Fall 2006, Vol. 48, No. 1. *Sloan Management Review*. (print edition)
<http://sloanreview.mit.edu/smr/issue/2006/fall/01/>
- Powerful People More Inclined To Take Risks, Study Shows. September 25, 2006, *The Daily Californian*
<http://www.dailycal.org/sharticle.php?id=21510>
- Power tied to risky behavior, study says. September 19, 2006, *Contra Costa Times* (Walnut Creek, Calif.)
<http://www.contracostatimes.com/mld/cctimes/community/15554231.htm>
- eBay Sellers Go Back to School: 10 Tips
http://www.businessweek.com/smallbiz/content/sep2006/sb20060907_223337.htm?chan=search
- Maximizing profits as an eBay seller, August, 30, 2006, *First Business Morning News*, syndicated finance show on 200 affiliates.
<http://video.google.com/videoplay?docid=-4386276454178906753&q=%22first+business%22+auction>
- Professor's eBay advice: Starting price is the key, August 14, 2006, *Chicago Tribune* (print edition)
<http://www.kellogg.northwestern.edu/news/hits/060814ct.htm>
- Managerial Mistakes: a top 10 list, August 20, 2004, *Globe and Mail* (Toronto, Canada). (Commenting on the role of first offers in negotiations)

ACADEMIC SERVICE

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 Award for 2001-2004, Conflict Management Division, Academy of Management, 2009.
- Chair, Committee to select the Most Influential Paper Award 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

- CIM committee, 2011
- Kellogg Debates, Immigration, 2011
- 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

Editor

Social Cognition. Special Issue on Negotiations, 2009.

Consulting Editor

Psychological Science (2007-2011)

Social Psychological and Personality Science (2009-2011)

Journal of Personality and Social Psychology (2005-2007)

Organizational Behavior and Human Decision Processes (2004-2007)

European Journal of Social Psychology (2002-2005)

Ad Hoc Journal Reviewer

Journal of Experimental Social Psychology

Personality and Social Psychology Bulletin

Organizational Behavior and Human Decision Processes

Journal of Applied Psychology

Journal of Experimental Psychology: General

Group Decision & Negotiation

Self and Identity

INVITED ADDRESSES

Perspective-taking and cross-cultural experience: Implications for stereotyping, social coordination, negotiations, and creativity.

- Kenan-Flagler Business School, University of North Carolina, November 2009
- The Interdisciplinary Committee on Organizational Studies, University of Michigan, October, 2010
- Social Psychology Department, Purdue University, November, 2010
- Psychology Department Colloquium, University of Oregon, May, 2009
- Social Psychology Department, UCLA, March, 2008.

The Psychology of Hierarchy

- School of Psychology, University of Queensland, March, 2010
- Psychology Department Colloquium, Rijksuniversiteit Groningen, February, 2010
- HR & Organizational Behavior at the UCLA Anderson School of Management, March, 2008.
- Organizational Behavior and Human Resource Management at the Rotman School of Business, University of Toronto, November, 2007

Company, country, connections: Counterfactual origins increase organizational commitment, patriotism, and social investment

- Psychology Department Colloquium, University of Sydney, March, 2010
- Management Department, Olin School of Business, Washington University, April, 2010

When and why power corrupts.

- Junior League of Chicago, April, 2010
- Northwestern University Staff Advisory Council, April, 2010
- Kellogg Alumni Club of Seattle. February, 2009
- Kellogg Reunion Session. Evanston. May, 2008
- Kellogg-WHU Alumni Club of Germany, Munich, March 2008.
- Kellogg Alumni Club of San Francisco/Bay Area, March 2008.
- AACSB mid-continent Dean's Dinner, October, 2007.
- Kellogg London alumni association, June, 2007.
- Kellogg-Recanati Alumni Association, March, 2007.

Lacking Power and Control: Impaired Executive Function, Compensatory Consumption, and Illusory Pattern Perception

- *Organizational Behavior, University of California, Berkeley. February, 2009.*
- *Institute for Personality and Social Research, University of California, Berkeley. December, 2008.*
- *Social Psychology Area, University of California, Davis. October, 2008*

Cultural Borders and Mental Barriers: How affect drives the expression of culture and cross-cultural experiences drive creativity

- *Organizational Behavior, University of California, Berkeley. October, 2008.*

- *Social Psychology Department, Stanford, October, 2008.*

From social structure to thought.

- EMP 69, Kellogg, June, 2008.
- Management and Organizations Department, Kellogg, March, 2007.

The causes and consequences of perspective-taking: Implications for stereotyping and negotiations.

- Organizational Behavior Area, INSEAD, March, 2007.

How do I think upon another: The effects of power and culture on action, perspective-taking, and objectification.

- Psychology Department, The Ohio State University, March, 2007.
- Social Psychology Research Seminar, Department of Psychology, Princeton University, March, 2006.
- Organizational Behavior & Theory Department, Tepper School of Business, Carnegie Mellon University, April, 2006.
- Management and Leadership Department, Kennedy School of Government, Harvard University, April, 2006,
- Social Cognition Group, Cologne University, August, 2006.

From the negotiating table to the auction house: The differential effects of starting values in competitive social interaction.

- Multidisciplinary Approaches to Human Decision Making, Columbia University, March, 2006.
- Decision Processes Group, Wharton School of Business, University of Pennsylvania, April, 2006.

Under the Influence?: The Effect of Power on Action, Regret and Attitude Expression.

- Psychology Department, University of Kent at Canterbury, March 2005.

Perspective-taking, power, and stereotypes.

- Psychology Department, Oxford University, Great Britain, March 2005.

Counterfactuals and Power: The Role of Mind-Sets in Group Interaction and Information Processing.

- Kurt Lewin Institute, Amsterdam, November 2004
- Organisational Behaviour Department, London Business School, March 2005.

Smarter and Slower: The Interplay of Perspective-Talking and Stereotypes on Judgments and Behavior.

- Psychology Department, Stanford University, February 2005
- Haas School of Business, University of California, Berkeley, February, 2005

Under the influence?: Power and immunity to environmental and social influence.

- Graduate School of Business, University of Chicago, May, 2004.

Perspective-taking: Decreasing bias and facilitating social coordination.

- Negotiations, Organizations, and Markets Department, Harvard Business School, March 2004
- Psychology Department, University of Amsterdam, November 2004.

From power to action: Lessons from first offers, fairy tales, fans and social funds.

- Management Department, Columbia Business School, April, 2003
- Social Psychology Research Seminar, Northwestern University, January, 2002
- Social Psychology Research Seminar, University of Illinois, Chicago, October 2003.

The functional and dysfunctional effect of counterfactuals on negotiations and problem solving.

- Social Psychology Department, Universität Würzburg, Würzburg, Germany, June, 2001
- Social Psychology Research Seminar, Northwestern University, October, 1999.

Perspective-taking as a strategy for reducing intergroup bias.

- Organisational Behaviour Department, Australian Graduate School of Management, March 23, 2002.
- Presented to the Management and Organizations Department, Kellogg School of Management, Northwestern University, February 7, 2001;

The effects of stereotypes on perceivers and targets: The role of perspective-taking and stereotype threat.

- Social Psychology Research Seminar, University of Utah, September, 2000.

The role of perspective-taking and suppression in affecting the activation and application of stereotypes and the self-concept.

- Department of Psychology, University of Miami of Ohio, February, 2000
- Department of Psychology, Lehigh University, February, 2000.

The strategic and social benefits of perspective-taking: Implications for stereotyping, organizations and negotiations.

- Haas School of Business, University of California, Berkeley, January, 2000
- Eccles Business School, University of Utah, January, 2000
- Goizueta Business School, Emory University, January, 2000.

Inhibition of the literal: Figurative expressions as judgmental primes.

- Social Psychology Research Seminar, Loyola University of Chicago, November, 1999.

First offers, aspirations, BATNAs, and counterfactuals: On the disconnect of subjective and objective utility in negotiations.

- Dispute Resolution Research Center, Kellogg School of Management, Northwestern University, June, 1999
- Social Psychology Research Seminar, Princeton University, March, 1999.

Perspective-taking: Stereotype expression, accessibility, and solicitation.

- Social Psychology Research Seminar, Purdue University, April, 1999
- Social Psychology Research Seminar, University of Illinois-Chicago, April, 1999.

The social psychology of political correctness.

- Princeton Society of Fellows of the Woodrow Wilson Foundation, February 9, 1998.

Thought suppression and perspective taking: Some observations on debiasing social thought.

- Dispute Resolution Research Center, Kellogg School of Management, March, 1998
- Graduate School of Business, University of Chicago, February, 1998.

CONFERENCE PRESENTATIONS

Galinsky, A. D., Whitson, J. A., & Rucker, D. D. (2009). *Lacking Power and Control: Impaired Executive Function, Compensatory Consumption, and Illusory Pattern Perception*. Paper presented at annual meeting of the Association for Psychological Science, San Francisco, CA.

Liljenquist, K. A., Galinsky, A. D. (2009). *The Strategic Advantages of Soliciting Others for Advice*. Paper presented at annual meeting of the Association for Psychological Science, San Francisco, CA

Galinsky, A. D. (2009). *Power*. Presented at the Social Psychology of Organizations conference, Evanston, IL

Whitson, J. A., & Galinsky, A. D. (2008). *Lacking control increases illusory pattern perception*. Presented at annual meeting of the Society of Personality and Social Psychology, Tampa, FL.

Mage, J. C., & Galinsky, A. D. (2008). *The four forces of hierarchical self-reinforcement: Individual, interpersonal, institutional, and ideological processes*. Presented at annual meeting of the Society of Personality and Social Psychology, Tampa, FL.

Maddux, W.W., & Galinsky, A.D. (2009). *Cultural borders & mental barriers: Living in and adapting to foreign cultures facilitates creativity*. Presented at annual meeting of the Society of Personality and Social Psychology, Tampa, FL.

Maddux, W.W., & Galinsky, A.D. (2008). *Cultural borders & mental barriers: Living in and adapting to foreign cultures facilitates creativity*. Presented at the Culture and Creativity conference, Hong Kong.

Maddux, W.W., & Galinsky, A.D. (2008). *Cultural borders & mental barriers: Living in and adapting to foreign cultures facilitates creativity*. Presented at the annual conference, Society of Experimental Social Psychology, Sacramento, CA

Mage, J. C., & Galinsky, A. D. (2008). *The four forces of hierarchical self-reinforcement: Individual, interpersonal, institutional, and ideological processes*. Presented at the annual Groups pre-conference, Society of Experimental Social Psychology, Sacramento, CA

Jordan, J., Sivanathan, N. & Galinsky, A. D. (2008). Beware of those with something to lose: The relationship between power stability and risk-taking. Paper presented at annual meeting of the Academy of Management, Anaheim, CA.

Jordan, J., Galinsky, A. D., Diermeier, D. A. (2008). Stakeholders and corporate responses to crises: Relationship orientation and perceptions of goodwill. Paper presented at annual meeting of the Academy of Management, Anaheim, CA.

Maddux, W.W, Galinsky, A.D., Dyer, J.H., & Gregersen, H. (August, 2008). *Multicultural experience and entrepreneurial innovation*. Paper presented at annual meeting of the Academy of Management, Anaheim, CA.

Gilin, D., Maddux, W.W., & Galinsky, A.D. (August, 2008). *The value of perspective-taking versus empathy in cognitive and emotion-based conflicts*. Paper presented at annual meeting of the Academy of Management, Anaheim, CA

Liljenquist, K., Zhong, C. B. & Galinsky, A. D. (2008). *Environmental cleanliness and the regulation of ethical behavior*. Paper presented at annual meeting of the Academy of Management, Anaheim, CA.

Gunia, B., Galinsky, A. D, Sivanathan, N., & Swaab, R. (2008). *Taking them to the limit: First offers across cultures, issues, time and technology*. Paper presented at annual meeting of the International Association for Conflict Management Conference, Chicago, IL

Mage, J. C., & Galinsky, A. D. (2008). *The Self-Reinforcing Nature of Social Hierarchy: Origins and Consequences of Power and Status*. Paper presented at annual meeting of the International Association for Conflict Management Conference, Chicago, IL

Ku, G., Galinsky, A. D., & Murnighan, J. K. (2008). *Arousal, interest and auction bidders*. Paper presented at annual meeting of the International Association for Conflict Management Conference, Chicago, IL

Galinsky, A. D., Maddux, W. W., Gilin, D., & White, J. B. (2008). *Why it pays to get inside the head of your opponent: The differential effects of perspective-taking and*

empathy in negotiations. Paper presented at annual meeting of the Association for Psychological Science, Chicago, IL

Galinsky, A. D., Kray, L. J., Wong, E., & Markman, K. D. (2008). *Counterfactual mindsets and creativity*. Paper presented at annual meeting of the Association for Psychological Science, Chicago, IL.

Galinsky, A. D. (March, 2008). *The many faces and effects of power*. Paper presented at the Power, Status, and Influence Conference, Palo Alto, CA.

Gruenfeld, D. H., Inesi, M. E., Magee, J. C., & Galinsky, A. D. (February, 2008). *Power and the objectification of social targets*. Paper presented at annual meeting of the Society of Personality and Social Psychology, Albuquerque, NM.

Maddux, W.W., & Galinsky, A.D. (February, 2008). *Cultural borders & mental barriers: Living in and adapting to foreign cultures facilitates creativity*. Presented at the annual Culture pre-conference, Albuquerque, NM.

Adam, H., Maddux, W.W., & Galinsky, A.D. (February, 2008). *Multicultural learning facilitates creativity*. Poster presented at annual meeting of the Society of Personality and Social Psychology, Albuquerque, NM.

Galinsky, A. D., Liberman, N., & Magee, J. C. (November, 2007). *From power differences to gender differences*. Paper presented at the Gender and Negotiation Conference, Cambridge, MA.

Rucker, Derek D., Adam D. Galinsky (October, 2007). *The Role of Power in Consumer Behavior: Power and Compensatory Behavior*. Paper presented at the annual meeting of the Association for Consumer Research, Memphis, Tennessee.

Galinsky, A. D. (October, 2007). Psychological foundations for appreciating human rights. Presented at the Corporate Human Rights Responsibility Conference. Chicago, IL.

Galinsky, A. D. (October, 2007). How do I think upon another: The effects of power and culture on action, perspective-taking, objectification, executive function, and consumer behavior. Presented at the ASPO herfstsymposium "*The Dark and the Bright Sides of Social Power*", Amsterdam.

Galinsky, A. D. (October, 2007). How do I think upon another: The effects of power and culture on action, perspective-taking, objectification, executive function, and consumer behavior. Presented at the KLI Workshop "*What does Power do to People*", Amsterdam.

Galinsky, A. D. (August, 2007). Does it pay to be sensitive?: Unexpected consequences of avoiding prejudice. Symposium discussant. Academy of Management, Philadelphia.

Maddux, W. W., Mullen, E. & Galinsky, A. D. (August, 2007). Chameleons bake bigger pies and take bigger pieces: Strategic behavioral mimicry facilitates negotiation outcomes. Paper presented at the annual Academy of Management, Philadelphia.

Sivanathan, N., Molden, D. C., Galinsky, A., & Ku, G. (August, 2007)). The promise and peril of de-escalating commitment through self-affirmation. Paper presented at the annual Academy of Management, Philadelphia.

Kray, L. J., Galinsky, A. D., & Markman, K. D. (June, 2007). Adding versus subtracting what might have been: The impact of counterfactual thinking on integrative negotiations. Paper presented at the annual International Association for Conflict Management Conference, Budapest, Hungary.

Sivanathan, N. & Galinsky, A. D. (June, 2007). Power and overconfidence. Paper presented at the annual International Association for Conflict Management Conference, Budapest, Hungary.

Mullen, E. Galinsky, A. D., Bauman, C., & Chow, R. (June, 2007). Power and perceptions of justice. Paper presented at the annual International Association for Conflict Management Conference, Budapest, Hungary.

Galinsky, A. D. (June, 2007). Legitimacy and culture moderate the effects of power on approach. Paper presented at the annual International Association for Conflict Management Conference, Budapest, Hungary.

Markman, K. D., Lindberg, M. J., Kray, L. J., & Galinsky, A. D. (February, 2007). "If only I had versus if only I had not:" Implications of counterfactual structure for creative generation and analytical problem solving. Society of Personality and Social Psychology Meetings, Memphis, TN.

Zhong, C., Magee, J. C., Maddux, W. W., & Galinsky, A. D. (August, 2006). Power, culture, and action: Considerations in the expression and enactment of power in East Asian and Western societies. Paper presented at Academy of Management, Atlanta, GA.

Maddux, W. W., & Galinsky, A. D. (June, 2006). Cultural borders and mental barriers: Multicultural experience facilitates creative thinking and problem solving. Paper presented at the annual International Association for Conflict Management Conference, Montreal, Canada.

Wade-Benzoni, K. and Sondak, H., and Galinsky, A. D. (June, 2006). Leaving a legacy: Intergenerational allocations of benefits and burdens. Paper presented at the annual International Association for Conflict Management Conference, Montreal, Canada.

Ku, G., & Galinsky A. D. (February, 2006). The benefits and limits of perspective-taking for intergroup attitudes, expectancy confirmation, and negotiations. Paper presented at the annual Society of Personality and Social Psychology Conference, Palm Springs, CA.

Magee, J. C., Galinsky, A. D., & Gruenfeld, D. H. (October, 2005). Power, propensity to negotiate, and moving first in competitive interactions. *Gender and Negotiation: Preferences, Stereotypes and Power*, Cambridge, MA.

Galinsky, A. D., Liljenquist, K. A., Magee, J. C., & Anderson, C. (August, 2005). Acceptable action: The effects of power on regrets of action and inaction. In C. Proell (Chairs), *Navigating the Paradox of Power*. Symposium presented at the annual conference of the Academy of Management, Honolulu.

Magee, J. C., Galinsky, A. D., & Gruenfeld, D. H. (August, 2005). Are prime movers more powerful? Evidence from experiments on competitive choice and interaction. Paper presented at the annual conference of the Academy of Management, Honolulu.

Diekmann, K. A., Galinsky, A. D., Sillito, S. D., & Tenbrunsel, A. E. (August, 2005). The causes and consequences of behavioral forecasting errors: Examples from two conflict situations. Paper presented at the annual conference of the Academy of Management, Honolulu.

Martorana, P. V., Galinsky, A. D., Murnighan, J. K. (July 2005). From system justification to system condemnation: Varieties of action and low power attempts to challenge status hierarchies Paper presented at the 14th General Meeting of European Association of Experimental Social Psychology. Wuerzburg, Germany.

Medvec, V. H., Leonardelli, G. J., Galinsky, A. D., Claussen-Schulz, A. (July, 2005). Choice and achievement at the bargaining table: The distributive, integrative, and interpersonal advantages of making multiple equivalent simultaneous offers. Paper presented at the 14th General Meeting of European Association of Experimental Social Psychology. Wuerzburg, Germany

Galinsky, A. D. (June, 2005). From power to responsibility. Paper presented at the annual International Association for Conflict Management Conference, Seville, Spain.

Galinsky, A. D., Wang, C. S., & Ku, G. (June, 2005). The defecting perspective-taker: The impact of stereotypes and perspective-taking in a prisoner's dilemma. Paper presented at the annual International Association for Conflict Management Conference, Seville, Spain.

Medvec, V. H., Leonardelli, G. J., Galinsky, A. D., Claussen-Schulz, A. (June, 2005). Choice and achievement at the bargaining table: The distributive, integrative, and interpersonal advantages of making multiple equivalent simultaneous offers. Paper presented at the annual International Association for Conflict Management Conference, Seville, Spain.

Sivanathan, N., Molden, D. C., Galinsky, A. D., Ku, G. (June, 2005). De-Escalating commitment through self-affirmation. Paper presented at the annual International Association for Conflict Management Conference, Seville, Spain.

Zhong, C. B., Magee, J., Maddux, W., & Galinsky, A. D. (May, 2005). Power, culture, and (in)action: considerations in the expression and enactment of power in East Asian and Western society. Paper presented at the annual Research on Managing Groups and Teams Conference, May, Ithaca, NY.

Sillito, S. D., Diekmann, K. A., Galinsky, A. D., & Tenbrunsel, A. E. (April, 2005). Imagined sexual harassment in the workplace: Reducing behavioral forecasting errors with motivational primes. Paper presented at the annual conference of the Academy of Management, Las Vegas.

Galinsky, A. D., Liljenquist, K. A., & Magee, J. C., (February, 2005). Acceptable action: The effects of power, regulatory focus, and ideology on regrets of action and inaction. Paper presented at the annual Society of Personality and Social Psychology Conference, New Orleans

Gruenfeld, D. H, Galinsky, A. D., Magee, J. C., & Inesi, Ena (February, 2005). *How Do I think Upon Another: The Effects of Power on Perspective-Taking and Objectification*. Paper presented at the annual Society of Personality and Social Psychology Conference, New Orleans

Galinsky, A. D., Magee, J. C., Gruenfeld, D. H, Whitson, J., Liljenquist, K., & Cadena, B. (October, 2004). *Under the influence?: Power, action, expression of attitudes, and immunity to social influence*. Paper presented at the annual meeting of the Society of Experimental Social Psychology, Fort Worth, TX.

Galinsky, A. D. (August, 2004). Discussant - Counterfactual Symposium. Academy of Management conference, New Orleans.

Liljenquist, K. A., Galinsky, A. D., & Kray, L. J. (August, 2004). The differential impact of individual and group level activation of counterfactual mind-sets on information sharing, group processes, and judgment accuracy. . Paper presented at the annual Academy of Management conference, New Orleans.

Wang, C. S. & Galinsky, A. D. (August, 2004). The reappropriation of stigmatizing labels: Self-labeling and re-labeling. Paper presented at the annual Academy of Management conference, New Orleans.

Galinsky, A. D., Magee, J. C., Gruenfeld, D. H, Whitson, J., Liljenquist, K., & Cadena, B. (August, 2004). *Under the influence? Power and immunity to environmental and social influence*. Paper presented at the annual Academy of Management conference, New Orleans.

Zhong, C. B., Phillips, K. W., Leonardelli, G. J., Galinsky, A. D. (August, 2004). I'm not one of you! negational identification and intergroup discrimination. Paper presented at the annual Academy of Management conference, New Orleans.

Galinsky, A.D., Leonardelli, G. J., Okhuysen, G.A., & Mussweiler, T. (June, 2004). Promoting negotiator success: The role of regulatory focus in the distribution and efficiency of negotiated outcomes. Paper presented at the annual International Association for Conflict Management Conference, Pittsburgh, PA.

Galinsky, A. D., Wang, C., & Ku, G. (June, 2004). Smarter *and* slower: Self-other Merging and Stereotype Judgment/Behavior Dissociation Following Perspective-taking. Paper presented

at the annual International Association for Conflict Management Conference, Pittsburgh, PA.

Martorana, P. V., Galinsky, A. D., & Rao, H. (June, 2004). The Activist in All of Us: Varieties of Action and Low Power Attempts to Challenge Status Hierarchies. Paper presented at the annual International Association for Conflict Management Conference, Pittsburgh, PA.

Zhong, C. B., Phillips, K. W., Galinsky, A. D., G, Leonardelli, G. J. (June, 2004). Defining what you are by what you are not: Negational identity and needs fulfillment. Poster presented at the annual International Association for Conflict Management Conference, Pittsburgh, PA.

Galinsky, A. D., Magee, J. C., Gruenfeld, D. H, Whitson, J., Liljenquist, K., & Cadena, B. (April, 2004). *Under the influence?: Power and immunity to environmental and social influence*. Paper presented at the annual Social Psychologists of Chicago Conference, Chicago, IL.

Galinsky, A. D., Ku, G., & Wang, C (February, 2004). *Smarter and slower: Self-other merging and judgment-behavior dissociation following perspective-taking*. Paper presented at the annual Society for Personality and Social Psychology Pre-Conference on Group and Intergroup Processes, Austin, TX.

Kray, L. J., & Galinsky, A. D. (August, 2003). *Thinking within the box: The differential effect of counterfactual mind-sets on divergent and convergent thinking*. Paper presented at the annual Academy of Management Conference, Seattle, WA.

Ku, G., Galinsky, A. D., & Murnighan, J. K. (August, 2003). *Starting low but ending high: A behavioral reversal of the anchoring effect in auctions*. Paper presented at the annual Academy of Management Conference, Seattle, WA.

White, J. B., Tynan, R., Galinsky, A. D., & Thompson, L. (August, 2003) *Face threat sensitivity in negotiations: Roadblock to agreement and joint gain*. Paper presented at the annual Academy of Management Conference, Seattle, WA.

Galinsky, A. D., Magee, J. C., Gruenfeld, D. H, Whitson, J., Liljenquist, K., & Cadena, B. (June, 2003). *Power and the inattention to obstacles and social constraint: Implications for disobedience, conformity, and dissonance*. Paper presented at the annual International Association for Conflict Management Conference, Melbourne, Australia.

Galinsky, A. D., Thompson, L., & Kray, L. J. (June, 2003). *Taking stereotypes out of stereotype threat: The effect of role based expectations*. Poster presented at the annual International Association for Conflict Management Conference, Melbourne, Australia.

Galinsky, A. D. & Ku, G. (June, 2003). *The effects of perspective-taking on prejudice: The moderating role of self-evaluation*. Paper presented at the annual International Association for Conflict Management Conference, Melbourne, Australia.

Leonardelli, G. J., & Galinsky, A. D. (June, 2003). *Minority affirmation in intergroup relations: Ingroup favoritism as affirmation need*. Paper presented at the annual International Association for Conflict Management Conference, Melbourne, Australia.

Oesch, J., & Galinsky, A. D. (June, 2003). *First offers in negotiations: Determinants and Effects*. Paper presented at the annual International Association for Conflict Management Conference, Melbourne, Australia.

Magee, J. C., Gruenfeld, D. H., & Galinsky, A. D. (February, 2003). *Power and objectification: How power-holders think of others in past and present*. Poster presented at the annual Society of Personality and Social Psychology Conference, Los Angeles.

Galinsky, A. D., (January, 2003). *From power to action*. Paper presented at the annual Winter Social Psychology Conference, Park City, UT.

Diekmann, K. A., Tenbrunsel, A. E., & Galinsky, A. D. (August, 2002). *From self-prediction to self-defeat: The effect of competitive expectations of the opponent on negotiator predictions, behaviors, and outcomes*. Paper presented at the annual the Academy of Management Conference, August, Denver.

Kray, L. J., & Galinsky, A. D. (August, 2002). *The debiasing effect of counterfactual mind-sets on group decisions: Increasing the search for disconfirmatory information in group decisions*. Paper presented at the annual Academy of Management Conference, August, Denver.

Galinsky, A. D., Mussweiler, T., & Medvec, V. H. (June, 2002). *Disconnecting negotiated outcomes and evaluations: The role of negotiator focus*. Paper presented at the annual International Association for Conflict Management Conference, Park City, Utah.

Galinsky, A. D., & Kray, L. J. (June, 2002). *From thinking about what might have been to sharing what we know: The role of counterfactual mind-sets in information sharing in groups*. Paper presented at the annual International Association for Conflict Management Conference, June, Park City, Utah.

Kray, L. J., Reb, J., Galinsky, A. D., & Thompson, L. (June, 2002). *Gender stereotype activation and power in mixed-gender negotiations*. Paper presented at the annual International Association for Conflict Management Conference, June, Park City, Utah.

Galinsky, A. D. (March, 2002). *To control or not to control stereotypes: Separating the implicit and explicit processes of perspective-taking and suppression*. Presented at the Sydney Symposium, Sydney, Australia.

Galinsky, A. D. (November, 2001). *Power and action: Lessons from first offers, fans, fairy tales, and social funds*. Presented at the annual Organizational Behavior Conference, The Wharton School, University of Pennsylvania, Philadelphia, Pa.

Kray, L., Thompson, L., & Galinsky, A. (October, 2001). The gender gap in negotiations: An exploration of stereotype confirmation, regeneration, and reactance. *Society of Experimental Social Psychology*, Spokane, WA.

Galinsky, A. D., & Sondak, H. (July, 2001). *To marketize or not to marketize. The role of ideology attitudes towards allocation mechanisms*. Paper presented at the annual the Society for the Advancement of Socio-Economics Conference, Amsterdam, Netherlands.

Galinsky, A. D., & Mussweiler, T. (June, 2001). *First offers as anchors: The role of perspective-taking and negotiator focus*. Paper presented at the annual International Association for Conflict Management Conference, Paris, France.

Magee, J. C., Galinsky, A. D., & Gruenfeld, D. H. (June, 2001). *Power and action: Lessons from first offers, fans and fairy tales*. Paper presented at the annual International Association for Conflict Management Conference, June, Paris, France.

Kray, L., Galinsky, A., & Thompson, L. (June, 2001). *Reversing the gender gap in negotiations: An exploration of stereotype regeneration*. Paper presented at the annual International Association for Conflict Management Conference, Paris, France.

Galinsky, A. D. (May, 2001). *The functional and dysfunctional effect of counterfactuals on negotiations and problem solving*. Paper presented at the EAESP Small Group Meeting on Counterfactual Thinking, Aix En Provence, France.

Galinsky, A. D., Hugenberg, K., Groom, C., & Bodenhausen, G. B. (May, 2001). The reappropriation of stigmatizing labels: Consequences for social identity. Presented at the annual Research on Managing Groups and Teams Conference, May, Ithaca, NY.

Galinsky, A., Kray, L., & Thompson, L. (May, 2001). *Reacting against stereotypes: Reversing the gender gap in negotiations*. Paper presented at the annual the Western Psychological Association Conference, Maui, HI.

Kray, L., Thompson, L., & Galinsky, A. (May, 2001). *Gender stereotype confirmation and reactance in negotiations*. Paper presented at the annual the Western Psychological Association Conference, Maui, HI.

Galinsky, A. D., & Mussweiler, T. (August, 2000). *First offers as anchors: Debiasing by considering the opponent's alternatives*. Paper presented at the annual conference of the Academy of Management, Toronto.

Galinsky, A. D., Kray, L. J., & Thompson, L., (August, 2000). *Power, Gender and Integrative Bargaining*. Paper presented at the annual conference of the Academy of Management, Toronto.

Kray, L. J., Thompson, L., & Galinsky, A. D. (August, 2000). *Battle of the sexes: Gender stereotype confirmation and reactance in negotiations*. Paper presented at the annual conference of the Academy of Management, Toronto.

Rothbard, N., Galinsky, A. D., & Medvec, V. H. (August, 2000). *Frustration and satisfaction at work: Emotion and engagement in multiple tasks*. Paper presented at the annual conference of the Academy of Management, Toronto.

Seiden, V., Galinsky, A. D., Medvec, V. H., & Kim, P. H. (August, 2000). *The dissatisfaction of having your first offer accepted: The role of counterfactual thinking in negotiation*. Paper presented at the annual conference of the Academy of Management, Toronto.

Galinsky, A. D. (May, 2000). *The self and the group: The role of perspective-taking in improving out-group evaluations*. Presented at the annual Research on Managing Groups and Teams Conference, Palo Alto, CA.

Galinsky, A. D., & Moskowitz, G. B. (May, 2000). *The role of perspective-taking and suppression in affecting the activation and application of stereotypes and the self-concept*. Paper presented at the Small Group Meeting of Social Cognition, Lisbon, Portugal.

Galinsky, A. D., & Glucksberg, S. (November, 1999). *Inhibition of the literal: Figurative expressions as judgmental primes*. Paper presented at the 40th annual meeting of the Psychonomic Society, Los Angeles, CA.

Galinsky, A. D. (August, 1999). *Perspective-taking: Debiasing social thought*. Paper presented at the annual Academy of Management Conference, Chicago.

Galinsky, A. D. (June, 1999). *Perspective-taking: Decreasing intergroup bias*. Paper presented at the annual the International Association for Conflict Management Conference, San Sebastian, Spain.

Seiden, V., Galinsky, A. D., Medvec, V. H., & Kim, P. H. (June, 1999). *The dissatisfaction of having your first offer accepted: The role of counterfactual thinking in negotiation*. Paper presented at the annual the International Association for Conflict Management Conference, San Sebastian, Spain.

Galinsky, A. D., & Moskowitz, G. B. (June, 1999). *Counterfactual primes: Biasing and debiasing thought and action*. Poster presented at the annual the American Psychological Society conference, Denver, Colorado.

Galinsky, A. D., & Moskowitz, G. B. (May, 1999). *Counterfactual activation and debiasing hypothesis testing strategies*. Paper presented at the annual the Midwestern Psychological Association Conference, Chicago.

Galinsky, A.D., & Glucksberg, S. (1998). *Metaphors and idioms as judgmental primes*. Paper presented at the annual The British Psychological Society Conference, University of Kent, England.

Galinsky, A. D., & Glucksberg, S. (1998). *Inhibiting the literal: Metaphors as primes*. Paper presented at the annual the Eastern Psychological Association Conference, Boston.

Galinsky, A. D., & Moskowitz, G. B. (June, 1998). *Thought suppression and perspective-taking: Strategies for debiasing social thought*. Poster presented at the annual the American Psychological Society Conference, Washington D. C..

Galinsky, A. D., & Lehman, E.V. (1997). *Emergence, divergence, convergence: Symphony orchestras beyond the crossroads*. Paper presented at the Management of Cultural Industries Conference, New York University.

Cooper, J., Galinsky, A. D., & Stone, J. (June, 1996). *The reinstatement of dissonance and psychological discomfort following failed affirmations*. Poster presented at the annual the American Psychological Society Conference, San Francisco.

Galinsky, A. D., Moskowitz, G. B., & Skurnik, I. W. (June, 1996). *Counterfactuals as self-generated primes*. Poster presented at the annual the American Psychological Society Conference, San Francisco.

Roman, R., Galinsky, A. D., & Moskowitz, G. B. (June, 1996). *Taking the self out of self-discrepancy theory: Different affective responses to types of counterfactuals*. Poster presented at the annual the American Psychological Society Conference, San Francisco.

Stone, J., Cooper, J., Galinsky, A. D., & Kelly, K. (June, 1996). *Self-standards model of dissonance*. Poster presented at the annual the American Psychological Society Conference, San Francisco.

Galinsky, A. D., & Skurnik, I. W. (June, 1995). *Counterfactual thinking and illness prevention*. Poster presented at the annual the American Psychological Society Conference, New York City.