**Nicholas Epley**
Curriculum Vitae
September, 2014

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University of Chicago
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## Personal Information

Birth Date:  August 26, 1974, Waterloo, Iowa, United States Citizen

## Education

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

## Academic Positions

John Templeton Keller Professor of Behavioral Science, University of Chicago, July 2010-Present
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 and Awards

Fellow, American Psychological Association, 2014
The World's Best 40 Business School Professors Under the Age of 40, Poets & Quants, 2014
American Psychological Association Distinguished Scientific Award for Early Career
    Contribution to Psychology, 2011
Neubauer Family Faculty Fellow, 2011-2012
John E. Jeuck Faculty Fellow, University of Chicago, 2010-2011
Fellow, Center for Advanced Studies in the Behavioral Sciences at Stanford University, 2009-10
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
Neubauer Family Faculty Fellow, University of Chicago GSB, 2008-2010
Voted (3 times) 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
Dallenbach Research Fellowship, Cornell University, 2001
Graduate Teaching Award, Department of Psychology, Cornell University, 1999
Cornell University Teaching Fellowship, 1996-2000
Donald G. Patterson Undergraduate Award in Psychology, Minnesota Psychological
    Association, 1996
Phi Beta Kappa, 1996

**Professional Activities**

   Editorial Committee, *Annual Review of Psychology* (2012-2016)

   Associate Editor, *Psychological Science* (2014-), *Behavioral Science and Policy* (2013-),
      Personality *and Social Psychology Bulletin* (2013-2014)

      Consulting Editor, *Journal of Personality and Social Psychology* (2004-present), *Journal of
      Experimental Social Psychology* (2012-present), *Self and Identity* (2005-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


**Publications**

*Book*

Epley, N. (2014). *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)
      —Audiobook: Brilliance Audio (Nicholas Epley, narrator)

*Journal Articles and Chapters*

Klein, N., & Epley, N. (in press). The topography of generosity: Asymmetric evaluations of
      prosocial actions. *Journal of Experimental Psychology: General.*

Epley, N., & Schroeder, J. (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.

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.
   * Featured as Editor's Choice, *Science,* (2014), *344,* 130.

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. (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. (in press). 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 Conference Presentations**

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.

Epley, N. (May, 2008).  Creating God in one's own image.  Paper presented at the Association for
    Psychological Science Annual Convention, Chicago, IL.

Epley, N. (February, 2008).  Solving the (real) other minds problem.  Paper presented at the Society
    for Personality and Social Psychology Conference, Albuquerque, NM.

Epley, N., Waytz, A., & Cacioppo, J. (May, 2007).  On seeing human.  Paper presented at the
    Association for Psychological Science Annual Convention, Washington, D.C.

Epley, N., & Converse, B. (March, 2007).  Vulcan gods would have pointy ears.  Paper presented at the Social Psychologists of Chicago Annual Conference, Chicago, IL.

Converse, B., & Epley, N. (January, 2007).  With God on our side:  Egocentric biases are stronger intuiting God's beliefs than other humans' beliefs. Poster presented at the Society for Personality and Social Psychology Conference, Memphis, TN.

Myrseth, K., & Epley, N. (January, 2007).  Putting the self in self-presentation:  Egocentric biases in strategic presentations to others. Poster presented at the Society for Personality and Social Psychology Conference, Memphis, TN.

Waytz, A., & Epley, N.  (January, 2007).  Creating social support:  Anticipated isolation increases spiritual belief.  Poster presented at the Society for Personality and Social Psychology Conference, Memphis, TN.

Gneezy, A., & Epley, N. (December, 2006).  Doing more, doing less:  Asymmetric consequences of exceeding versus falling short of promises. Paper presented at the Affect, Motivation, and Decision Making conference, Ein Boqueq, The Dead Sea, Israel.

Alter, A., Oppenheimer, D., Epley, N., & Norwick, R.  (November, 2006).  Overcoming intuition:  Metacognitive difficulty activates analytical thought.  Poster presented at the Society for Judgment and  Decision Making conference, Houston, TX.

Caruso, E., Epley, N., & Bazerman, M. (November, 2006).  The trouble with thinking about the thoughts of others:  Cognitive versus empathic perspective taking in strategic interaction.  Paper presented at the Society for Judgment and Decision Making conference, Houston, TX.

Gneezy, A., & Epley, N. (November, 2006).  Doing more, doing less:  Asymmetric consequences of exceeding versus falling short of promises. Paper presented at the Society for Judgment and Decision Making conference, Houston, TX.

Li, Y., & Epley, N. (November, 2006).  When the best is saved for last: Serial position effects in choice.  Paper presented at the Society for Judgment and Decision Making conference, Houston, TX.

Myrseth, K., & Epley, N. (November, 2006). Putting the self in self-presentation:  Egocentric biases in strategic presentations to others. Poster presented at the Society for Judgment and Decision Making conference, Houston, TX.

Zhang, Y., & Epley, N. (November, 2006).  Givers attend to costs, receivers to benefits:  Egocentric biases in the evaluation of favors. Poster presented at the Society for Judgment and Decision Making conference, Houston, TX.

Caruso, E. Epley, N., & Bazerman, M. (August, 2006).  The costs and benefits of undoing egocentric responsibility assessments in groups.  Paper presented at the Academy of Management conference, Atlanta, GA.

Li, Y., & Epley, N. (June, 2006). Serial position effects in choice.  Paper presented at the Behavioral Decision Research in Management conference, Los Angeles, CA.

Epley, N., & Whitchurch, E. (January, 2006).  Mirror, mirror on the wall:  Perceptual self-enhancement in self-  recognition.  Paper presented at the Self & Identity Preconference, Palm Springs, CA.

Epley, N., Caruso, E., & Bazerman, M. (January, 2006).  When perspective taking increases taking:  Reactive Egoism in social interaction.  Paper presented at "Getting over yourself:  New evidence on the boundaries and consequences of projection and perspective taking," D. Ames (Chair).  Society for Personality and Social Psychology, Palm Springs, CA.

Epley, N. (May, 2005).  Impression Detection:  Anticipating others' impressions of us.  Invited paper presented at the Midwestern Psychological Association, Chicago, IL.

Caruso, E., Epley, N., & Bazerman, M. (May, 2005). Increasing egoism by reducing egocentrism:  Divergent effects of perspective taking on judgment and behavior in groups.  Paper presented at the Midwestern Psychological Association, Chicago, IL.

Rapien, E., & Epley, N. (May, 2005).  Mirror, mirror on the wall:  Perceptual self-enhancement in the recognition of one's own attractiveness.  Invited presented at the Midwestern Psychological Association, Chicago, IL.

Epley, N. (March, 2005).  The art and science of impression detection.  Invited paper presented at the Eastern Psychological Association, Boston, MA.

Epley, N., & Akalis, S.  (January, 2005). Detecting versus enhancing anthropomorphic agents:  The divergent effects of fear and loneliness. Paper presented in "Other minds? How people perceive non-human agents," T. Chartrand (Chair).  Society for Personality and Social Psychology, New Orleans, LA.

Norwick, R., & Epley, N. (January, 2005).  Experience, confidence, and the selection of heuristics in judgment.  Paper presented in "Metacognition and Social Judgment." R. Petty & Z. Tormala (Chairs). Society for Personality and Social Psychology, New Orleans, LA.

Caruso, E., Epley, N., & Bazerman, M. (January, 2005). Fish and chips:  When perspective taking increases taking.  Poster presented at the Society for Personality and Social Psychology, New Orleans, LA.

Rapien, E., & Epley, N. (January, 2005).  Mirror, mirror on the wall:  Self-enhancement in the recognition of one's own attractiveness.  Poster presented at the Society for Personality and Social Psychology, New Orleans, LA.

Reynolds, A., & Epley, N. (January, 2005).  Creating God in our own image:  Misattributing incidental mood to God's personality.  Poster presented at the Society for Personality and Social Psychology, New Orleans, LA.

Caruso, E. M., & Epley, N. (November, 2004).  Reconciling the Hot Hand and the Gambler's Fallacy: Perceived intentionality in the prediction of repeated events.  Paper presented at the Society for Judgment and Decision Making, Minneapolis, MN.

Epley, N., & Gilovich, T. (October, 2004).  Tales of thinking while nodding and drinking: Resurrecting the anchoring and adjustment heuristic.  Paper presented in "Advances in the investigation and application of the anchoring and adjustment heuristic."  L. Nelson (Chair).  Association for Consumer Research, Portland, OR.

Epley, N., & Preston, J.  (October, 2004).  The explanatory utility of valuable beliefs: Science and religion.  Paper presented in "On the psychology of culture:  Selection mechanisms in culture and the marketplace of ideas." C. Heath (Chair).  Society for Experimental Social Psychology, Fort Worth, TX.

Epley, N. (September, 2004).  Outdone but not outgrown:  Reconsidering differences in egocentrism between children and adults.  Paper presented at the New England Social Psychological Association, Storrs, CT.

Epley, N., Idson, L., & Mak, D.   (July, 2004).  Departing from versus returning to the status quo: Income framing, spending, and saving.  Paper presented at the Society for the Advancement of Behavioral Economics, Philadelphia, PA.

Epley, N.  (June, 2004).  Public policy implications of income framing.  Paper presented at The Sixth CU-Boulder Invitational Choice Symposium, Estes, CO.

Epley, N., & Caruso, E. (May, 2004).  Egocentric ethics.  Paper presented at "The Social Psychology of Ordinary Ethical Failures" conference, Cambridge, MA.

Preston, J., & Epley, N. (May, 2004).  The explanatory utility of valuable beliefs.  Paper presented at the Conference on Selection in the Marketplace of Ideas and Culture, Durham, NC.

Norwick, R. J. & Epley, N. (March, 2004). Differential effects of alcohol consumption on confidence.  Poster presented at the American Psychology-Law Society, Scottsdale, AZ.

Caruso, E. M., & Epley, N.  (January, 2004).  Hot hands and cool machines: Perceived intentionality in the prediction of streaks.  Poster presented at the Society for Personality and Social Psychology, Austin, TX.  *Winner of Student Poster Award.

Preston, J., & Epley, N.  (January, 2004). The explanatory utility of meaningful beliefs.  Poster presented at the Society for Personality and Social Psychology, Austin, TX.

Stalnaker,  M., & Epley, N.  (January, 2004). Convenient forgetting:  Memory bias and maintenance of the planning fallacy.  Poster presented at the Society for Personality and Social Psychology, Austin, TX.

Epley, N., Idson, L., & Mak, D. (November, 2003). The impact of framing on spending and saving:  Why people don't spend tax rebates.  Paper presented at the Society for Judgment and Decision Making, Vancouver, BC.

Caruso, E., Epley, N., & Bazerman, M.  (November, 2003).  Leader of the packed:  The costs and benefits of perspective taking in group tasks.  Poster presented at the Society for Judgment and Decision Making, Vancouver, BC.

Epley, N., Keysar, B., Van Boven, L, & Gilovich, T.  (October, 2003).  Understanding others by adjusting from ourselves.  Paper presented in "Everything is relative!  Comparison Processes in Social Judgment," T. Mussweiler (Chair).  Society for Experimental Social Psychology, Boston, MA.

Kozak, M., & Epley, N.  (February, 2003).  Exposing the Imposter Phenomena.  Poster presented at the Society for Personality and Social Psychology, Los Angeles, CA.

Morewedge, C., Epley, N., & Keysar, B.  (February, 2003).  Egocentric reasoning in children and their parents. Poster presented at the Society for Personality and Social Psychology, Los Angeles, CA.

Norwick, R., & Epley, N.  (February, 2003).  Experiential determinants of confidence. Poster presented at the Society for Personality and Social Psychology, Los Angeles, CA.

Epley, N., & Gilovich, T. (November, 2002).  Are adjustments insufficient?  Paper presented at the Society for Judgment and Decision Making, Kansas City, MO.

Norwick, R., & Epley, N. (November, 2002).  Confidence as inference from subjective experience. Paper presented at the Society for Judgment and Decision Making, Kansas City, MO.

Epley, N., & Keysar, B.  (February, 2002).  Perspective taking as egocentric adjustment.  Paper presented in "Perspectives on Perspective Taking," N. Epley (Chair).  Society for Personality and Social Psychology, Savannah, GA.

Savitsky, K., Van Boven, L, Epley, N, & Wight, W. (February, 2002).  Unpacking Overclaiming. Poster presented at the Society for Personality and Social Psychology, Savannah, GA.

Epley, N., & Dunning, D.  (November, 2001).  On the inverse relationship between confidence and calibration in self and social prediction.  Paper presented at the Society for Judgment and Decision Making, Orlando, FL.

Epley, N., & Kruger, J.  (February, 2001).  Expectancies in e-mail communication:  When what you type isn't what they read.  Poster presented at the Society for Personality and Social Psychology, San Antonio, TX.

Savitsky, K., Epley, N., & Gilovich, T.  (February, 2001).  Do others judge us as harshly as we think?  Overestimating the impact of our failures, shortcomings, and mishaps. Paper presented at  Society for Personality and Social Psychology, San Antonio, TX.

Epley, N., & Gilovich, T. (November, 2000).  The rebirth of anchoring as effortful adjustment. Paper presented at the Society for Judgment and Decision Making, New Orleans, LA.

Van Boven, L, & Epley, N.  (November, 2000).  The unpacking effect in evaluative judgments. Paper presented at the Society for Judgment and Decision Making, New Orleans, LA.

Epley, N., & Dunning, D. (June, 2000). Self and social predictions: Sometimes knowing more means predicting less. Paper presented at the American Psychological Society, Miami Beach, FL.

Dunning, D. & Epley, N. (October, 1999). Do flattering comparisons of self with others involve misjudgments of the self or mispredictions of others? Paper presented in "Mispredicting the Self," D. Dunning (Chair). Society for Experimental Social Psychology, St. Louis, MO.

Gilovich, T., Epley, N., & Savitsky, K., (October, 1999). Is it as bad as we fear? Overestimating the impact of our failures, shortcomings, & mishaps. Paper presented in "Mispredicting the Self," D. Dunning (Chair). Society for Experimental Social Psychology, St. Louis, MO.

Epley, N., Savitsky, K., & Gilovich, T. (June, 1999). Empathic Ignorance: The consequences of failing to appreciate others' empathy. Paper presented at the American Psychological Society, Denver, CO.

Kruger, J., Epley, N., & Gilovich, T. (June, 1999). Egocentrism over e-mail. Poster presented at the American Psychological Society, Denver, CO.

Epley, N. (April, 1998). Increasing the influence: Automaticity in conformity behavior. Paper presented at the Cognitive Studies Research Forum, Ithaca, NY.

Epley, N., Savitsky, K., & Gilovich, T. (April, 1998). "Is it really as bad as we think? Overestimating the impact of our social blunders." Invited paper presented at Empire State Social Psychology conference, Blue Mountain Lake, NY.

Van Boven, L., & Epley, N. (April, 1998). When the whole is less than the sum of its parts; Implications of Support Theory for affective forecasting and judgments of blame. Paper presented at Empire State Social Psychology conference, Blue Mountain Lake, NY.

Epley, N., & Dunning, D. (February, 1998). Errors in self or social psychology?; Investigating people's predictions of their own and others' behaviors. Paper presented at the Eastern Psychological Association, Boston, MA.

Savitsky, K., Epley, N., & Gilovich, T. (February, 1998). Overestimating the impact: Are our social blunders judged as harshly as we think? Poster presented at the Eastern Psychological Association, Boston, MA.

Epley, N., & Gilovich, T. (May, 1997). Direct, non-conscious priming effects on conformity behavior. Poster presented at the American Psychological Society, Washington, DC.

**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
Purdue University, Department of Psychology, 2013


## 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 (0-5 scale) |
| --- | --- |
| *MBA Courses, University of Chicago\** |  |
| Designing a Good Life, Summer 2014 (50 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)            5.0
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, 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.