

Fall 2022

VANESSA BOHNS

Curriculum Vitae

ILR School
Cornell University
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ACADEMIC APPOINTMENTS

Chair, Organizational Behavior Department, Cornell ILR School	2023-2026
Professor, Organizational Behavior, Cornell University, Ithaca, NY	2022-present
Associate Professor, Organizational Behavior, Cornell University, Ithaca, NY	2017-2022
Visiting Scholar, Management and Organizations, NYU Stern, New York, NY	2020-2021
Assistant Professor, Organizational Behavior, Cornell University, Ithaca, NY	2014-2017
Assistant Professor, Management Sciences, University of Waterloo, ON, Canada	2011-2014
Post-Doctoral Fellow, Rotman School of Management, University of Toronto, ON, Canada	2008-2011

EDUCATION

Ph.D., Social Psychology, Columbia University, New York, NY	2008
M.Phil., Social Psychology, Columbia University, New York, NY	2007
M.A., Social Psychology, Columbia University, New York, NY	2005
A.B., Psychology, Brown University, Providence, RI	2000

RESEARCH AREAS

Social influence; compliance; consent; help-seeking; self-conscious emotions

RESEARCH SUPPORT

External Funding

- National Science Foundation (\$1,197,740), “Deterring objectionable behavior and fostering emergent norms in social media conversations,” Co-PI (with PI Drew Margolin, Co-PIs Natalie Bazarova, Rene Kizikcec & Dominic DiFranzo) 2021-2025
- National Science Foundation (\$250,855), “Psychological assessment of voluntary consent,” Principal Investigator (with Co-PI Roseanna Sommers) 2018-2021
- Social Sciences and Humanities Research Council of Canada (\$98,870), “Underestimating our influence over others’ unethical decisions,” Principal Investigator 2014-2017
- Social Sciences and Humanities Research Council of Canada (\$71,728), “Targeting savings goals,” Principal Investigator (with Co-PI Abigail Scholer) 2012-2014

Internal Funding

- Cornell Center for Social Sciences Research Grant (\$10,600), “The social psychology behind ‘always on’ work culture , Principal Investigator (with Co-PI Laura Giurge) 2021-2023
- Cornell Institute for the Social Sciences Collaborative Grant (\$150,000), “Prosocial behaviors in the digital age,” Co-Investigator (with Natalie Bazarova, Drew Margolin, Rene Kizikcec & Janis Whitlock) 2018-2021
- Cornell Institute for the Social Sciences Small Grant (\$7,320), “Understanding our influence over others’ moral decisions,” Principal Investigator 2016-2017

- UWaterloo/SSHRC 4A Award (\$8,000), “Underestimating our influence over others’ unethical decisions,” Principal Investigator 2012-2013

HONORS, AWARDS, & NOMINATIONS

- Thinkers50 Radar list of 30 management thinkers to watch 2022
- SUNY Chancellor’s Award for Excellence in Scholarship and Creative Activities 2021
- Elected Fellow, Society for Personality and Social Psychology 2019
- Showcase Symposium, Organizational Behavior Division, Academy of Management Meeting 2019
- Nominated for an ILR McIntyre Award for Exemplary Undergraduate Teaching 2019
- Op-Ed Training Grant, Society for Personality and Social Psychology 2018
- Provost Research Innovation Award in Social Sciences, Cornell University (inaugural award, given to one mid-career social scientist across the university) 2018
- Nominated for an ILR McIntyre Award for Exemplary Undergraduate Teaching 2018
- Nominated for an ILR McIntyre Award for Exemplary Undergraduate Teaching 2017
- Nominated for an ILR McIntyre Award for Exemplary Undergraduate Teaching 2016
- Elected Fellow, Society of Experimental Social Psychology 2013
- Certificate of Excellence in Reviewing, Journal of Experimental Social Psychology 2013
- Best Reviewer Certificate, Academy of Management Annual Meeting 2013
- Nominated for the Sanford Fleming Foundation Teaching Excellence Award, U. Waterloo 2012
- Excellence in Teaching Award, Rotman School of Management, University of Toronto 2011
- Excellence in Teaching Award, Rotman School of Management, University of Toronto 2010
- Richard Christie Memorial Fellowship, Columbia University 2005-2006

BOOKS

Bohns, V. (2021). *You Have More Influence Than You Think*. W. W. Norton.

- One of *Financial Times*’s top business titles of September
- One of *Behavioral Scientist*’s notable books of 2021
- One of Notre Dame Deloitte Center for Ethical Leadership’s “Best Books for Ethical Leaders” 2021

SCHOLARLY PUBLICATIONS

Bohns, V. K. (2022). Toward a psychology of consent. *Perspectives on Psychological Science*, 4, 1093-1100.

Roghanizad, M. & Bohns, V. K. (2022). Should I ask over Zoom, phone, email, or in-person? Communication channel and predicted vs. actual compliance. *Social Psychological and Personality Science*, 13 (7), 1163-1172.

Giurge, L. & Bohns, V. K. (2021). You don’t need to answer right away! Receivers overestimate how quickly senders expect responses to non-urgent work emails. *Organizational Behavior and Human Decision Processes*, 167, 114-128.

Boothby, E. & Bohns, V. K. (2021). Why a simple act of kindness is not as simple as it seems: Underestimating the positive impact of our compliments on others. *Personality and Social Psychology Bulletin*, 47, 826-840.

Bohns, V. K. & Flynn, F. J. (2021). Empathy and expectations of others’ willingness to help. *Personality and Individual Differences*, 168 (1), 110368.

- Bohns, V. K. & Schlund, R. (2020). Consent is an organizational behavior issue. *Research in Organizational Behavior*, 40, 100-138.
- Sommers, R. & Bohns, V. K. (2019). The voluntariness of voluntary consent: Consent searches and the psychology of compliance. *Yale Law Journal*, Vol. 128 (7), 1962-2033.
- Bohns, V. K. & DeVincent, L. A. (2019). Rejecting unwanted romantic advances is more difficult than suitors realize. *Social Psychological and Personality Science*, 10(8), 1102-1110.
- Deri, S., Stein, D. & Bohns, V. K. (2019). With a little help from my friends (and strangers): Closeness as a moderator of the underestimation-of-compliance effect. *Journal of Experimental Social Psychology*, 82, 6-15.
- Bohns, V. K. & Newark, D. A. (2019). Power and perceived influence: I caused your behavior, but I'm not responsible for it. *Social and Personality Psychology Compass*, 13(1), e12427.
- Bohns, V. K., Newark, D. A. & Boothby, E. J. (2018). When do we feel responsible for other people's behavior and attitudes? In S. Thye & E. Lawler (Eds.), *Advances in Group Processes*, Vol. 35 (pp. 159-179). UK: Emerald Publishing Limited.
- Newark, D. A., Bohns, V. K. & Flynn, F. J. (2017). The value of a helping hand: Help-seekers' predictions of help quality. *Organizational Behavior and Human Decision Processes*, 139, 18-29.
- Roghanizad, M. M. & Bohns, V. K. (2017). Ask in person: You're less persuasive than you think over email. *Journal of Experimental Social Psychology*, 69, 223-226.
- Bohns, V. K. (2016). (Mis)understanding our influence over others: A review of the underestimation-of-compliance effect. *Current Directions in Psychological Science*, 25, 119-123.
- Bohns, V. K., Newark, D. & Xu, A. (2016). For a dollar, would you...? How (we think) money influences compliance with our requests. *Organizational Behavior and Human Decision Processes*, 134, 45-62.
- Bohns, V. K., Scholer, A. S. & Rehman, U. (2015). Implicit theories of attraction. *Social Cognition*, 33, 284-307. (first two authors contributed equally)
- Bohns, V. K. & Flynn, F. J. (2015). Empathy gaps between helpers and help-seekers: Implications for cooperation. In Robert A. Scott and Stephen M. Kosslyn (Eds.), *Emerging Trends in the Social and Behavioral Sciences*. Hoboken, NJ: Wiley.
- Leonardelli, G., Bohns, V. K. & Gu, J. (2015). Security seeking in a regulatory focus whodunit: The case of the relative orientation in behavioral economics. In P. J. Carroll, R. M. Arkin, & A. Wichman (Eds.) *The Handbook of Personal Security* (pp. 225-240). New York: Taylor & Francis.
- Newark, D.*, Flynn, F. & Bohns, V. K. (2014). Once bitten, twice shy: The effect of a past refusal on expectations of future compliance. *Social Psychological and Personality Science*, 5, 218-225.
- Bohns, V. K., Roghanizad, M. & Xu, A. (2014). Underestimating our influence over others' unethical behavior and decisions. *Personality and Social Psychology Bulletin*, 40, 348-362.
- Bohns, V. K., Lucas, G. M., Molden, D. C., Finkel, E. J., Coolsen, M. K., Kumashiro, M., Rusbult, C. & Higgins, E. T. (2013). Opposites fit: Regulatory focus complementarity and relationship well-being. *Social Cognition*, 31, 1-14.

- Bohns, V. K. & Flynn, F. J. (2013). Guilt by design: Structuring organizations to elicit guilt as an affective reaction to failure. *Organization Science*, 24, 1157-1173.
- Bohns, V. K. & Flynn, F. J. (2013). Underestimating our influence over others at work. *Research in Organizational Behavior*, 33, 97-112.
- Gu, J., Bohns, V. K. & Leonardelli, G. J. (2013). Regulatory focus and interdependent economic decision-making. *Journal of Experimental Social Psychology*, 49, 692-698.
- Flynn, F. J. & Bohns, V. K. (2012). Underestimating one's influence in help-seeking. In D. T. Kenrick, N. Goldstein, & S. L. Braver (Eds.), *Six Degrees of Social Influence: Science, application, and the psychology of Robert Cialdini* (pp. 14-26). New York: Oxford University Press.
- Bohns, V. K. & Wiltermuth, S. S. (2012)[†]. It hurts when I do this (or you do that): Posture and pain tolerance. *Journal of Experimental Social Psychology*, 48, 341-345. (both authors contributed equally)
[†]Note that this paper was included in a *p-curve analysis of 34 studies suggesting no effect (Simmons & Simonsohn, 2017)* and a *p-curve analysis of 55 studies suggesting strong evidence (Cuddy, Schultz, & Fosse, 2018) of "power posing."*
- Bohns, V. K., Handgraaf, M. J. J., Sun, J. M., Aaldering, H., Mao, C. & Logg, J. (2011). Are social prediction errors universal? Predicting compliance with a direct request across cultures. *Journal of Experimental Social Psychology*, 47, 676-680.
- Bohns, V. K. & Higgins, E. T. (2011). Liking the same things, but doing things differently: Outcome versus strategic compatibility in partner preferences for joint tasks. *Social Cognition*, 29, 497-527.
- Zhong, C., Bohns, V. K. & Gino, F. (2010). Good lamps are the best police: Darkness increases self-interested behavior and dishonesty. *Psychological Science*, 21, 311-314.
- Bohns, V. K. & Flynn, F. J. (2010). Why didn't you just ask? Underestimating the discomfort of help-seeking. *Journal of Experimental Social Psychology*, 46, 402-409.
- Flynn, F. J. & Lake (Bohns), V. K. B. (2008). If you need help, just ask: Underestimating compliance with direct requests for help. *Journal of Personality and Social Psychology*, 95, 128-143.

BUSINESS & POPULAR PRESS PUBLICATIONS

- Bohns, V. (June 22, 2022). How psychology could change the way we understand consent. *Behavioral Scientist*.
- Bohns, V. (February 21, 2022). How scammers like Anna Delvey and the Tinder Swindler exploit a core tenet of human nature. *The Conversation*. *Republished by *The Independent* (UK)
- Roghanizad, M. & Bohns, V. (December 20, 2021). Need a favor? Research suggests it's best to ask in person. *Harvard Business Review*.
- Giurge, L. & Bohns, V. (December 1, 2021). Be intentional about how you spend your time off. *Harvard Business Review*.
- Giurge, L. & Bohns, V. (October 2, 2021). The curse of off-hours email. *The Wall Street Journal*.
- Bohns, V. (September 19, 2021). Fear factor: Overcoming the awkwardness of asking for help. *Character Lab Tip of the Week*. *Republished by the *Philadelphia Inquirer*, *Psychology Today*, *Thrive Global*, *Education Week*

- Bohns, V. (September 13, 2021). No need to shout: Recognizing the influence that's already yours. *Behavioral Scientist*.
- Bohns, V. (September 8, 2021). Three things persuasive people do differently. *CNBC.com*.
- Bohns, V. (September 7, 2021). How to react to an awkward interview question. *Fast Company*.
- Bohns, V. (September 7, 2021). Who will listen to you? More people than you think. *Psychology Today*.
- Bohns, V. (August 27, 2021). How to ask a colleague to mask up. *Harvard Business Review*.
- Bohns, V. (August 21, 2021). Why do we shout when we argue? Lack of confidence. *The Wall Street Journal*.
- Boothby, E., Zhao, X. & Bohns, V. (February 24, 2021). A simple compliment can make a big difference. *Harvard Business Review*.
- Bohns, V. (June 8, 2020). Three myths that stop people from asking for help at work. *Harvard Business Review*.
- Giurge, L. & Bohns, V. (April 3, 2020). Three tips to avoid WFH burnout. *Harvard Business Review*.
*Republished in the *HBR Guide to Beating Burnout* and the *HBR Guide to Remote Work*
- Bohns, V. K. (March 20, 2020). Why so many people are still going out and congregating in groups despite coronavirus pandemic: A psychologist explains the difference between being selfish and egocentric. *The Hill*.
- Bohns, V. K. (February 20, 2020). Why "just go for it" is bad dating advice. Invited contribution to the Society for Personality and Social Psychology's *Character & Context* Blog.
- Bohns, V. K. (January 10, 2020). Weinstein jurors must differentiate between consent and compliance—which research shows isn't easy. *The Conversation*. *Republished by *Salon*, *The Chicago Sun-Times*
- Bohns, V. K. (November 1, 2019). McDonalds's fired its CEO for sleeping with an employee: Research shows why even consensual office romances can be a problem. *The Conversation*. *Republished by *MarketWatch*, *Business Insider*, *Quartz*, *Big Think*, *The Chicago Tribune*, *The Chicago Sun-Times*, *Houston Chronicle*, *Boston Herald*, *Providence Journal*, *Montreal Gazette*
- Sommers, R. & Bohns, V. K. (April 30, 2019). Would you let the police search your phone? We are much more likely to give consent than we think. *The New York Times*.
- Bohns, V. K. & DeVincent, L. A. (April 26, 2018). To reduce sexual misconduct, help people understand how their advances might be received. *Harvard Business Review*.
- Bohns, V. K. (April 11, 2017). A face-to-face request is 34 times more successful than an email. *Harvard Business Review*.
- Bohns, V. K. (August 3, 2015). You're already more persuasive than you think. *Harvard Business Review*.
- Bohns, V. K. (February 9, 2014). Would you lie for me? Why we underestimate our own powers of persuasion. *The New York Times*.

OTHER PUBLICATIONS

Bohns, V. K. (2020). You are already influential. In N. Zandan's (Ed.) *Insights into Influence*. Austin, TX: Weeva, Inc. & Quantified Communications.
 *One of 20 invited contributors, including Adam Grant and Dan Ariely

Bohns, V. (August 28, 2019). 10 tips for selecting courses based on things you will write on your professors' course evaluations at the end of the semester. *McSweeney's Internet Tendency*.

SELECTED RESEARCH IN PROGRESS

Sommers, R. & Bohns, V. K. *Overestimating the voluntariness of consent: Testing the robustness of the effect*. Manuscript in preparation.

Schlund, R. & Bohns, V. K. *You knew what you were getting into: Honesty increases perceptions, but not feelings, of consent*. Manuscript in preparation.

SELECTED CONFERENCE ACTIVITIES

Chaired Symposia

Bohns, V. K. & DeVincent, L. (August, 2019). *The farce of consent: Psychological factors that challenge the notion of voluntary consent*. Symposium organized for the annual meeting of the Academy of Management, Boston, MA.
 *Selected as an Organizational Behavior Division Showcase Symposium

Rader, C. & Bohns, V. K. (August, 2014). *Under- and over-estimating our influence over others at work*. Symposium organized for the annual meeting of the Academy of Management, Philadelphia, PA.

Conference Talks

Sommers, R. & Bohns, V. K. (November, 2022). *Consent searches and underestimation of compliance: Robustness to type of search, consequence of search, and demographic sample*. Paper presented at the Conference on Empirical Legal Studies, Charlottesville, VA.

Bohns, V. K. (October, 2022). *Underestimating the difficulty of rejection leads to differences in perceived vs. experienced consent*. Paper presented at the Society for Experimental Social Psychology annual meeting, Philadelphia, PA.

Schlund, R. & Bohns, V. K. (August, 2022). *You knew what you were getting into: Honesty increases perceptions, but not feelings, of consent*. Paper presented in E. Hart's (Chair) Communication Misperceptions: Mispredicting the Outcomes of Interpersonal Interactions symposium at the annual meeting of the Academy of Management, Seattle, WA.

Schlund, R. & Bohns, V. K. (July, 2022). *You knew what you were getting into: Honesty increases perceptions, but not feelings, of consent*. Paper presented in E. Hart's (Chair) Communication Misperceptions: Mispredicting the Outcomes of Interpersonal Interactions symposium at the annual meeting of the International Association for Conflict Management (IACM), Ottawa, ON, Canada.

Sommers, R. & Bohns, V. K. (February, 2022). *Consent and the psychology of compliance*. In M. Echelbarger's (Chair) Misunderstanding What's Best for Us symposium at the annual meeting of the Society for Personality and Social Psychology, San Francisco, CA.

Bohns, V.K. (February, 2022). *Underestimating our influence over others: Implications for compliance and consent*. Invited talk at the Society for Personality and Social Psychology Attitudes and Social Influence Preconference, San Francisco, CA.

- Bohns, V. K. & Sommers, R. (August, 2021). *Consent is in the eye of the beholder: Actors and observers see consent differently*. Paper presented in C. Belinda and S. Melwani's (Co-Chairs) Where lies the truth? Accuracy and diverging perspectives in interpersonal perception symposium at the annual meeting of the Academy of Management. (Virtual conference)
- Giurge, L. & Bohns, V. K. (August, 2020). *Don't press send: Senders underestimate receivers' felt compliance to respond to non-urgent off-hours work emails*. Paper presented in K. Sankaran & L. Giurge's (Co-Chairs), Setting and pushing boundaries: Implications for work-life balance, well-being, and performance symposium at the annual meeting of the Academy of Management, Vancouver, BC. (Virtual conference)
- Boothby, E. & Bohns, V. K. (August, 2020). *Underestimating the positive impact of our compliments on others*. Paper presented in P. Srinivasan's (Chair), You're doing less good than you should: The impact of social misprediction on OCBs symposium at the annual meeting of the Academy of Management, Vancouver, BC. (Virtual conference)
- Roghanizad, M. M. & Bohns, V. K. (May, 2020). *Underestimating the value of face-to-face influence*. Paper accepted to be presented in B. Schumpe's (Chair), New directions in persuasion research symposium at the Association for Psychological Science annual conference, Chicago, IL. (Conference canceled)
- Bohns, V. K. & DeVincent, L. (August, 2019). *Acquiescing to romantic advances at work: It's harder to say "no" than suitors realize*. Paper presented in V. Bohns & L. DeVincent (Co-Chairs)'s, The farce of consent: Psychological factors that challenge the notion of voluntary consent symposium at the annual meeting of the Academy of Management, Boston, MA.
- Bohns, V. K. & Sommers, R. (August, 2019). *Underestimating the difficulty of denying someone access to sensitive data*. Paper presented at the annual meeting of the Academy of Management, Boston, MA.
- Bohns, V. K., Newark, D. A.* & Boothby, E. J. (August, 2018). *When do we feel responsible for other people's behavior and attitudes?* Paper presented at the annual meeting of the Academy of Management, Chicago, IL. *presenter
- Sommers, R. & Bohns, V. K. (May, 2018). *The voluntariness of voluntary consent: Consent searches and the psychology of compliance*. Paper presented at the 28th annual meeting of the American Law and Economics Association, Boston, MA.
- Sommers, R., DeVincent, L., & Bohns, V. K. (November, 2017). *Judging consent for self, other, and the reasonable person: Behavioral and psychological responses to digital privacy violations*. Paper presented at the annual meeting of the Society for Judgment and Decision Making, Vancouver, BC, Canada.
- Sommers, R. & Bohns, V. K. (October, 2017). *Judging the voluntariness of consent: A psychological critique of the Fourth Amendment standard*. Paper presented at the 12th annual Conference on Empirical Legal Studies, Ithaca, NY.
- Bohns, V. K. (May, 2017). *Empathy gaps in social influence: Underestimating the awkwardness of saying "no"*. Paper presented in M. Kardas' (Chair), New directions in empathy gaps: Insights for improving learning, social interactions, and wellbeing, symposium at the Association for Psychological Science annual conference, Boston, MA.
- Newark, D. N. Bohns, V. K. & Flynn, F. J. (August, 2016). *The value of a helping hand: Do help-seekers accurately predict help quality?* Paper presented at the annual meeting of the Academy of Management, Anaheim, CA.

- Bohns, V. K., Xu, A. & Newark, D. N. (August, 2015). *For a dollar would you...? How (we think) money influences compliance with our requests*. Paper presented at the annual meeting of the Academy of Management, Vancouver, BC, Canada.
- Soroush, M., Hancock, M. & Bohns, V. K. (October, 2014). *Self-control in casual games: The relationship between Candy Crush Saga players' in-app purchases and self-control*. Presented at the IEEE Games Media Entertainment conference, Toronto, ON.
- Bohns, V., Roghanizad, M. & Xu, A. (August, 2014). *I can't believe you agreed to that! Underestimating our influence over others' unethical behavior*. Paper presented in C. Rader and V. Bohns' (Co-Chairs), Under- and over-estimating our influence over others at work, symposium at the annual meeting of the Academy of Management, Philadelphia, PA.
- Bohns, V. & Flynn, F. (August, 2014). *The "Asking Tax": Different expectations for requested versus volunteered favors and concessions*. Paper presented in J. Schroeder's, (Chair), The pronounced impact of subtle factors in negotiations: Pre-meetings, handshakes, anger, and asking, symposium at the annual meeting of the Academy of Management, Philadelphia, PA.
*Selected as a Conflict Management Division Showcase Symposium
- Bohns, V., Lucas, G., Molden, D., Finkel, E., Coolsen, M., Kumashiro, M.* & Higgins, E.T. (February, 2014). *Promotion and Prevention in Love: Regulatory focus complementarity and relationship well-being*. Paper presented in M. Kumashiro and X. Arriaga's (Co-Chairs), Do we shape relationships or do relationships shape us, symposium at the Society for Personality and Social Psychology meeting, Austin, TX. *presenter
- Bohns, V., Lucas, G., Molden, D., Finkel, E., Coolsen, M., Kumashiro, M., Rusbult, C. & Higgins, E.T. (January, 2013). *Opposite fit: Regulatory focus complementarity and relationship well-being*. Paper presented in the Self-regulation Preconference data blitz, Society for Personality and Social Psychology, New Orleans, LA.
- Bohns, V. K. & Flynn, F. J. (August, 2012). *Guilt by design: Structuring organizations to promote guilt as an affective reaction to failure*. Paper presented at the annual meeting of the Academy of Management, Boston, MA.
- Bohns, V. K. & Flynn, F. J. (May, 2012). *The "Asking Tax": Help-recipients' expectations for volunteered versus requested help*. Paper presented at the eighth annual meeting of the Southern Ontario Behavioral Decision Research Conference, Waterloo, ON, Canada.
- Bohns, V. K. & Wiltermuth, S. S. (January, 2012). *Embodied power and complementarity in interpersonal interactions*. Paper presented in J. Martens and J. Tracy's (Co-Chairs), Pride, power, and social-status: The impact of expanded posture on self and others symposium at the annual meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Bohns, V. K. & Wiltermuth, S. S. (January, 2012). *Intrapersonal effects of complementary nonverbal behaviors in interpersonal interactions*. Paper presented in the Nonverbal Behavior Preconference data blitz, Society for Personality and Social Psychology, San Diego, CA.
- Bohns, V. K. (May, 2011). *Are social prediction errors universal? Predicting compliance with a direct request across cultures*. Paper presented at the seventh annual meeting of the Southern Ontario Behavioral Decision Research Conference, Toronto, ON, Canada.
- Bohns, V. K. (August, 2009). *Strategic Compatibility in Social Relationships: The Case of Regulatory Focus Complementarity*. Paper presented in J. Gun and G. Leonardelli (Co-Chairs), Self-regulation and social interdependence symposium at the annual meeting of the Academy of Management, Chicago, IL.

Bohns, V. K. (May, 2009). *Liking the Same Things, but Doing Things Differently: Outcome versus Strategic Compatibility*. Paper presented at the twelfth annual meeting of the Society for Interpersonal Theory and Research, Toronto, ON, Canada.

Bohns, V. K. & Flynn, F. J. (November, 2006). *If you need something, just ask: Underestimating compliance with direct requests for help*. Paper presented at the annual meeting of the Society for Judgment and Decision Making, Houston, TX.

SELECTED INVITED TALKS & PANELS

- 2023 – TEDx Cambridge
- 2022 – “Chats in the Stacks” book talk, Cornell University Library
- 2022 – UBC Behavioral Insights into Business for Social Good Conference, Vancouver, BC
- 2022 – Social Enterprise Conference, Harvard Business School
- 2022 – International Association for Conflict Management Virtual Seminar Series
- 2022 – London School of Economics, Department of Psych and Behavioural Sciences Seminar Series
- 2021 – Advancing the Future of Work, ILR Campaign launch event
- 2021 – Cornell Sigma Xi faculty speaker
- 2021 – Ben Gurion University, Israel, Decision Making & Economic Psychology Seminar Series
- 2021 – Microsoft “Outside In” Speaker Series
- 2021 – University of Cambridge Psychology Seminar Series, UK
- 2021 – Rotman School of Management, virtual author talk
- 2021 – Nasdaq Entrepreneurial Center
- 2021 – McKinsey Author Talks
- 2021 – eCornell Keynote, “Navigating New Work-Life Realities”
- 2021 – UBC Decision Insights for Business & Society (DIBS) virtual seminar
- 2021 – Cornell Alumni Webinar, “We’re all influencers”
- 2021 – ILRAA Women’s Council and Cornell Women’s Network - “More influence than you think”
- 2020 – Cornell Alumni Webinar on Emotional Intelligence - “How empathy gaps become helping gaps”
- 2020 – Cornell Executive Education COVID19 Webinar - “Contagion, Persuasion, and Motivation”
- 2020 – Coalition on Sexual Violence Prevention, Cornell University (Event postponed due to COVID)
- 2020 – Cornell Office of Academic Diversity Initiatives Lunch Speaker (Event canceled due to COVID)
- 2020 – Cornell Family Fellows Spring Weekend Faculty Speaker, Ithaca, NY
- 2020 – Bronfrenbrenner Center for Translational Research, “Talks at Twelve,” Cornell, Ithaca, NY
- 2019 – NeuroLeadership Summit, New York City
- 2019 – Syracuse University, Department of Psychology
- 2019 – Cornell University, Psychology Department Colloquium
- 2017 – Syracuse University, Department of Psychology
- 2016 – Faculty Speaker, e-Cornell Women in Leadership Webseries
- 2014 - University of Toronto Mississauga, Department of Management
- 2013 - Colby College, Psychology Department Colloquium
- 2012 - University of Waterloo, Social Psychology Area Brownbag
- 2012 - University of Waterloo, Cognitive Psychology Area Brownbag
- 2011 - Universitat Pompeu Fabra (Barcelona), Department of Economics and Business
- 2011 - University of California at San Diego, Rady School of Management
- 2011 - Northwestern University, Kellogg School of Management
- 2011 - Johns Hopkins University, Carey Business School
- 2011 - University of Waterloo, Management Sciences Department
- 2011 - Georgetown University, McDonough School of Business
- 2010 - Yale School of Management
- 2010 - Queen’s School of Business
- 2010 - University of California at Irvine, Merage School of Business
- 2010 - University of Toronto, Social, Personality, Abnormal Psychology Meeting

2008 - Stanford Graduate School of Business
 2008 - University of Toronto, Rotman School of Management

TEACHING

Courses Taught

Introduction to Organizational Behavior	University of Waterloo, Management Sciences Cornell University, ILR School	Spring 2012, Spring 2013 Spring 2015, Fall 2015, Fall 2016 Spring 2018, Spring 2019, Fall 2019, Spring 2022
Psychology of Work	Cornell University, ILR School	Fall 2022
Morality at Work	Cornell University, ILR School	Spring 2016, Fall 2017, Fall 2021, Spring 2023
Writing Persuasively about the Science of Persuasion	Cornell University, ILR School	Spring 2023
Negotiation & Conflict Resolution (MILR)	Cornell University, ILR School	Spring 2017
Leadership & Influence	University of Waterloo, Management Sciences	Spring 2013
Graduate Research Methods	University of Waterloo, Management Sciences	Winter 2012, Winter 2013
Values-Based Leadership	University of Toronto, Rotman Commerce Program	Spring 2010, Spring 2011
Organizational Psychology	Barnard College, Columbia University	Spring 2007, Spring 2008

ACADEMIC ADVISING

PhD Advisor

Sangah Bae, Cornell ILR, Organizational Behavior	PhD Expected 2024
Lily Ellis (w/ J. Goncalo), Cornell ILR, Organizational Behavior	PhD 2021
Milad Soroush (w/ M. Hancock), U. Waterloo, Mgmt. Sciences	PhD 2021
Mahdi Roghanizad, U. Waterloo, Mgmt. Sciences	PhD 2016

PhD Committee Member (Committee Chair noted in parentheses)

Zachariah Berry, Cornell Univ., ILR-OB (Lucas)	PhD Expected 2023
Rachel Schlund, Cornell Univ., ILR-OB (Zitek)	PhD Expected 2023
Ashley Ryan, U. Waterloo, Sociology & Legal Studies (Gallupe)	PhD Expected 2022
Ada Hurst, U. Waterloo, Mgmt. Sciences (Safayeni)	PhD 2015
Justin Friesen, U. Waterloo, Social Psychology (Eibach)	PhD 2013
Julio Velasco, U. Waterloo, Mgmt. Sciences (Guild)	PhD 2013
Adeoye Adegorite, U. Waterloo, Mgmt. Sciences (McNaughton)	PhD 2013
Carolina Pansera, U. Waterloo, Clinical Psychology (Woody)	PhD 2012
Gelareh Karimiha, U. Waterloo, Clinical Psychology (Rehman)	PhD 2012
Jo Anderson, U. Waterloo, Social Psychology (Holmes)	PhD 2012
Ester Moher, U. Waterloo, Cognitive Psychology (Koehler)	PhD 2012
Stephen Shepherd, U. Waterloo, Social Psychology (Eibach)	PhD 2012
Mina Rohani, U. Waterloo, Mgmt. Sciences (Safayeni)	PhD 2012
Mohammad Batouk, U. Waterloo, Mgmt. Sciences (Guild)	PhD 2012

Master's Thesis Advisor

Lauren DeVincent, Cornell ILR, Organizational Behavior	MS 2019
Amy Xu, U. Waterloo, Mgmt. Sciences	MASc 2014

Master's Thesis Committee Member (Committee Chair noted in parentheses)

Rachel Schlund, Cornell Univ., ILR-OB (Zitek)	MS 2020
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Chloe Collins, Cornell Univ., Design & Environmental Analysis (Hua)	MS 2019
Megan Cackett, Cornell Univ., Design & Environmental Analysis (Hua)	MS 2017
Mehrnaz Mostafapour, U. Waterloo, Mgmt. Sciences (Hancock)	MASc 2013
Arezoo Irannejad, U. Waterloo, Mgmt. Sciences (Hancock)	MASc 2013
Nabeela Sausan, U. Waterloo, Mgmt. Sciences (Safayeni)	MASc 2013
Kimiyoshi Oshikoji, U. Waterloo, Mgmt. Sciences (Onay)	MASc 2012
Rodrigo Castillo, U. Waterloo, Mgmt. Sciences (Guild)	MASc 2012
Ayman Alzayat, U. Waterloo, Mgmt. Sciences (Safayeni)	MASc 2011
Mahdi Roghanizad, U. Waterloo, Mgmt. Sciences (Safayeni)	MASc 2011
Hillie Aaldering, University of Amsterdam, Psychology (Handgraaf)	MASc 2010
<i>Undergraduate Honors Thesis Advisor</i>	
Pierson Ohr, ILR School, Cornell University	BA Expected 2022
Ava Barnet, ILR School, Cornell University	BA 2020
Harry Trabue, ILR School, Cornell University	BA 2018
Daniel Stein, ILR School, Cornell University	BA 2017
<i>Undergraduate Research Fellowship Faculty Advisor</i>	
Carlie Stewart, ILR Undergraduate Research Fellow, Cornell University	Spring 2019
Harry Trabue, ILR Undergraduate Research Fellow, Cornell University	Summer 2017
Ava Barnett, Presidential Rawlings Fellow, Cornell University	2017-2019
David Navadeh, ILR Undergraduate Research Fellow, Cornell University	Spring & Fall 2017
Kelly Jahnsen, ILR Undergraduate Research Fellow, Cornell University	Fall 2016
Jeffrey Sherman, ILR Undergraduate Research Fellow, Cornell University	Fall 2015 & 2016
Maya Portillo, ILR Undergraduate Research Fellow, Cornell University	Summer 2016
Daniel Stein, ILR Undergraduate Research Fellow, Cornell University	Summer 2016
Amanda Miner, ILR Undergraduate Research Fellow, Cornell University	Spring 2016
<i>4th-Year Design Project Advisor, U. Waterloo, Mgmt. Sciences</i>	
Tarif Rahman, Queenie Mok, Ronald Ho, & Hira Shanmugaraj	2013-2014
Daniel Srobotnjak, Darryl Lobo, Hamza Mahmood, & Yucong Li	2013-2014
Florence Acevedo, Trevor Jenkins, & Cecilia Hu	2012-2013
<i>ILR EMHRM Capstone Project Advisor</i>	2021-2022
<i>ILR First-Year Colloquium Instructor, Cornell University</i>	Fall 2016 & 2017

PROFESSIONAL SERVICE

University & Departmental Service

OB Department Chair, Cornell ILR School	2023-2026
Financial Policies Committee (FPC), Cornell University	2021-2024
FPC Research Costs Subcommittee, Cornell University	2021-2024
Faculty Advisory Committee on Tenure Appointments (FACTA), Cornell University	2019-2022
ILR Undergraduate Program Committee, Cornell University	Spring 2019
Psychology of Work Subcommittee (Co-Chair)	2019
ILR Curriculum Review Committee, Cornell University	2017-2019
ILR Nominations, Elections & Personnel Policies Committee (Chair 2016-2018)	2015-2018
University of Waterloo/SSHRC Small Grants Committee	2013-2014
Dean's Advisory Committee on Appointments (DACA), University of Waterloo	2012-2014
Centre for Behavioural Decision Research Organizer, University of Waterloo	2012-2014
Management Engineering Class Professor (2B), University of Waterloo	2012
ExpecTAtions Faculty Mentor, Faculty of Engineering, University of Waterloo	2011

Editorial Service

Associate Editor, <i>Journal of Experimental Social Psychology</i> (2019-2022)
Associate Editor, <i>Social and Personality Psychology Compass</i> , Social Influence Section (2015-2017)
Editorial Board Member, <i>Journal of Personality and Social Psychology</i> (2019-present)

Editorial Board Member, *Journal of Experimental Social Psychology* (2017-2019)
Editorial Board Member, *Social Cognition* (2013-present)

Reviewing: Journals

Ad-hoc Reviewer, *PNAS*
Ad-hoc Reviewer, *Scientific Reports*
Ad-hoc Reviewer, *Personality and Social Psychology Bulletin*
Ad-hoc Reviewer, *Journal of Experimental Social Psychology*
Ad-hoc Reviewer, *Organizational Behavior and Human Decision Processes*
Ad-hoc Reviewer, *Journal of Personality and Social Psychology*
Ad-hoc Reviewer, *Psychological Science*
Ad-hoc Reviewer, *Organization Science*
Ad-hoc Reviewer, *Law and Human Behavior*
Ad-hoc Reviewer, *Personality and Individual Differences*
Ad-hoc Reviewer, *European Journal of Social Psychology*
Ad-hoc Reviewer, *Social Cognition*
Ad-hoc Reviewer, *Emotion*
Ad-hoc Reviewer, *Journal of Experimental Psychology: General*
Ad-hoc Reviewer, *Social Psychological and Personality Science*
Ad-hoc Reviewer, *Journal of Research in Personality*
Ad-hoc Reviewer, *Social Influence*
Ad-hoc Reviewer, *British Journal of Social Psychology*
Ad-hoc Reviewer, *Basic and Applied Social Psychology*
Ad-hoc Reviewer, *Human Relations*
Ad-hoc Reviewer, *Psychological Reports*
Ad-hoc Reviewer, *Journal of Nonverbal Behavior*
Ad-hoc Reviewer, *Self and Identity*
Ad-hoc Reviewer, *Motivation and Emotion*
Ad-hoc Reviewer, *Nonprofit and Voluntary Sector Quarterly*
Ad-hoc Reviewer, *PLOS ONE*
Ad-hoc Reviewer, *Health Psychology Research*
Ad-hoc Reviewer, *International Journal of Psychology*
Ad-hoc Reviewer, *Journal of Social and Personal Relationships*

Reviewing: Grants, Conferences, Other

Ad-hoc Reviewer, Social Sciences and Humanities Research Council of Canada (SSHRC)
Ad-hoc Reviewer, Israel Science Foundation (ISF)
Ad-hoc Reviewer, Time-Sharing Experiments for the Social Sciences (TESS)
Ad-hoc Reviewer, Academy of Management Annual Meeting, OB Division
Ad-hoc Reviewer, Administrative Sciences Association of Canada Annual Conference, OB Division
Ad-hoc Reviewer, INFORMS Dissertation Proposal Competition

Professional Affiliations

Academy of Management
Society for Personality and Social Psychology
Society of Experimental Social Psychology

SELECTED MEDIA MENTIONS & APPEARANCES

NPR'S Hidden Brain Podcast (2/24/20) –“The Influence You Have”
<https://hiddenbrain.org/podcast/the-influence-you-have/>

New York Times (July 5, 2022) – “How to Ask a Stranger for Help”
<https://www.nytimes.com/2022/07/05/magazine/how-to-ask-a-stranger-for-help.html>

Wall Street Journal (May 3, 2022) – “The Ultimate Self Care Strategy? Saying No”
https://www.wsj.com/articles/the-ultimate-self-care-strategy-saying-no-11651529315?mod=hp_list_pos1

New York Times (7/16/20) – “Should you say yes to that favor? Well...”
<https://www.nytimes.com/2020/07/16/smarter-living/coronavirus-how-to-handle-a-request-for-a-favor.html>

Wall Street Journal (August 23, 2021) - “You’ve got another job offer. Here’s what to tell your boss.”
<https://www.wsj.com/articles/job-offer-rival-counter-boss-11629388819>

The Economist (11/7/19) – “McDonald’s fires its boss over a workplace romance”
<https://www.economist.com/business/2019/11/07/mcdonalds-fires-its-boss-over-a-workplace-romance>

Wall Street Journal (April 20, 2022) - “Severance and Abbott Elementary are big hits--and reveal our complicated feelings about work”
<https://www.wsj.com/articles/hollywood-hits-severance-abbott-elementary-human-resources-captures-our-complicated-feelings-about-work-life-balance-11650394429>

The Atlantic (January 14, 2022) - “What if we just stopped being so available?”
<https://www.theatlantic.com/family/archive/2022/01/not-sorry-for-my-delay/621264/>

Bloomberg TV (11/18/19) – “MeToo encourages companies to reevaluate workplace policies”
<https://www.bloomberg.com/news/videos/2019-11-18/metoo-encourages-companies-to-re-evaluate-workplace-policies-says-cornell-professor-video>

BBC Worklife (November 19, 2021) - “Why we say yes to requests -- even when we shouldn’t”
<https://www.bbc.com/worklife/article/20211117-why-you-say-yes-to-requests-even-if-you-shouldnt>

CNBC (June 13, 2022) - “Stressed and burned out? Quitting your job may not help”
<https://www.cnn.com/2022/06/14/stressed-and-burned-out-quitting-your-job-may-not-help.html>

The New Yorker (July 24, 2021) - “Katie Kitamura writes a world ruled by charisma”
<https://www.newyorker.com/books/page-turner/katie-kitamura-writes-a-world-ruled-by-charisma/amp>

Washington Post (12/2/20) – “How to change people’s behaviors as the coronavirus surges.”
<https://www.washingtonpost.com/health/2020/12/01/covid-behavior-change/>

Wall Street Journal (November 8, 2021) - “Don’t be that awkward colleague. A guide to office etiquette”
<https://www.wsj.com/articles/dont-be-that-awkward-colleague-a-guide-to-office-etiquette-11636347660>

CNN Business (August 10, 2021) - “Want a more flexible work schedule? Here’s how to ask for it”
<https://www.cnn.com/2021/08/10/success/how-to-ask-a-manager-for-more-flexibility/index.html>

BBC Worklife (March 1, 2022) - “The inevitability of the office romance”
<https://www.bbc.com/worklife/article/20220228-the-inevitability-of-the-office-romance>

Wall Street Journal (11/29/20) – “Do you have e-charisma on Zoom? Here’s how to get it”
<https://www.wsj.com/articles/do-you-have-e-charisma-on-zoom-heres-how-to-get-it-11606651200>

The Sunday Times (February 27, 2022) - "Don't be fooled into thinking you're too smart to be scammed."

<https://www.thetimes.co.uk/article/dont-be-fooled-scams-tinder-swindler-inventing-anna-fraud-0dt98kwnz>

BBC Worklife (July 27, 2021) - "Why we don't dole out many compliments - but should"

<https://www.bbc.com/worklife/article/20210722-why-we-dont-dole-out-many-compliments-but-should>

Business Insider (November 12, 2021) - "The way you're using email is stressing out your colleagues, study says"

<https://www.businessinsider.com/your-email-habits-causing-your-colleagues-stress-research-solution-2021-11>

Washington Post (December 16, 2021) - "One reason so many people are quitting: We want control over our lives again"

<https://www.washingtonpost.com/outlook/2021/12/16/great-resignation-power-regret-psychology/>

Wired (November 8, 2021) - "How to fix email...with science!"

<https://www.wired.com/story/how-to-fix-email-science/>

MarketWatch (5/13/20) - "All the days are blurring together: How to battle burnout"

<https://www.marketwatch.com/story/all-the-days-are-blurring-together-how-to-battle-burnout-and-find-a-healthy-work-life-balance-during-the-pandemic-2020-05-13>

Bloomberg Law (10/22/20) - "Love contracts go mainstream as employers track office romance"

<https://news.bloomberglaw.com/daily-labor-report/love-contracts-go-mainstream-as-employers-track-office-romance>

Associated Press/Washington Post/Toronto Star/US News/Chicago Tribune (4/14/21) - "McDonald's to mandate anti-harassment training"

<https://apnews.com/article/discrimination-violence-0bf489c297e0ea5f40f970ce1c201805>

Wall Street Journal (9/21/20) - "The science behind WFH dressing for Zoom"

<https://www.wsj.com/articles/the-science-behind-wfh-dressing-for-zoom-11600626704>

CNN (March 7, 2022) - "A mom learns to ask for help"

<https://www.cnn.com/2022/03/07/health/asking-for-help-wellness/index.html>

BBC (December 9, 2021) - "How to talk to vaccine-hesitant people"

<https://www.bbc.com/future/article/20211209-how-to-talk-to-vaccine-hesitant-people>

Toronto Star (5/25/20) - "Going to work sick was a sign of loyalty. Now that it's 'reckless,' companies need to rethink their policies"

<https://www.thestar.com/news/gta/2020/05/25/going-to-work-sick-was-a-sign-of-loyalty-now-that-its-reckless-companies-need-to-rethink-their-policies.html?rf>

LA Times (11/4/19) - "Fired McDonald's CEO gets to keep \$37 million in stock awards"

<https://www.latimes.com/business/story/2019-11-04/fired-mcdonalds-ceo-gets-to-keep-37-million-in-stock-awards>

Fast Company (December 22, 2021) - "Should I email, call, or text? Researchers have discovered the answer to an age-old question"

<https://www.fastcompany.com/90707903/should-i-email-researchers-have-discovered-the-answer-to-an-age-old-question>

Forbes (October 11, 2021) - "Secrets to influencing at work, according to a social psychologist"

<https://www.forbes.com/sites/melodywilding/2021/10/11/secrets-to-influencing-at-work-according-to-a-social-psychologist/?sh=9af5240156c9>

Bloomberg (11/4/19) – "McDonald's C-Suite Exits Show Risks of Missteps in MeToo Era"

<https://www.bloomberg.com/news/articles/2019-11-04/mcdonald-s-chief-people-officer-david-fairhurst-leaves>

CNBC.com (December 30, 2021) - "Psychologists share top tips on how to hit your career goals in 2022"

<https://www.cnbc.com/amp/2021/12/30/career-advice-psychologists-tips-for-meeting-your-work-goals-in-2022.html>

PERSONAL

On maternity leave in 2014 & 2018