

Dana Rose Carney

Barbara and Gerson Bakar Faculty Fellow

Director, Institute of Personality and Social Research (IPSR)

University of California, Berkeley

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IPSR Website: <https://ipsr.berkeley.edu/>

ACADEMIC POSITIONS

Associate Professor

University of California, Berkeley, Haas School of Business (2014 – current)

Affiliate, University of California, Berkeley, Department of Psychology (2014 – current)

Affiliate, University of California, Berkeley, Cognitive Science (2019 – current)

Director, Institute of Personality and Social Research (2018 – current)

Assistant Professor

University of California, Berkeley, Haas School of Business (2011 – 2014) and Department of Psychology (Affiliate: 2012-2014)

Assistant Professor

Columbia University, Graduate School of Business (2008 – 2011)

Postdoctoral Fellow

Department of Psychology, Harvard University (2004 – 2008); Mind, Brain, and Behavior Fellow 2005-2007

EDUCATION

Ph.D. Social Psychology (2005), Northeastern University, Boston, MA.

M.A. Psychology (1999), California State University Fullerton, Fullerton, CA.

B.A. Psychology (1997), University of San Francisco, San Francisco, CA.

RESEARCH INTERESTS

Nonverbal behavior; prejudice & discrimination; power, status, and inequality; social behavior and market outcomes

MANUSCRIPTS UNDER REVIEW (student/junior/mentored authors in bold print)

1. **Stein, D.**, & Carney, D. R. *Accurately judging and forecasting group commitment across field contexts using peer reports, meetings attended, and behavior in a trust game*. Manuscript under review.
2. **tenBrinke, L.**, DuBois, D., **Nichiporuk, N.**, Rucker, D., Galinsky, A. D., & Carney, D. R. *The social hierarchy battle between concealing and detecting deception*. Manuscript under review.
3. **Younge, A.**, **Reit, E.**, **Yap, A.**, **Vacharkulksemsuk, T.**, **Kim, H. A.**, **Willard, G.**, & Carney, D. *Power offers resilience to perceived and actual social exclusion in large and small groups*. Manuscript under review.
4. **Kherde, S.**, **Rosenblum, M.**, & Carney, D. R. *Asymmetrical utility in prosocial interactions: Prosocial acts cause more happiness for the giver than for the receiver*. Manuscript under review.
5. **ten Brinke, L.**, **Raymundo, I.**, **Stein, D.**, **Reit, E.**, **Mukherjee, M.**, & Carney, D. R. *The truth attraction effect: truth-tellers are more attractive than liars*. Manuscript under review.

PEER-REVIEWED PUBLICATIONS (student/junior/mentored authors in bold print)

6. Carney, D. R. Power Poses: The state of the effect (or lack thereof). (in press). A. Goethals (Ed.) *Encyclopedia of Leadership Studies*.
7. **Mobasserri, S., Stein, D.,** & Carney, D. R. (in press). Accurately judging strangers' social network size, composition, and interconnectedness: The phenomenon and a behavioral consequence. *Organizational Behavior and Human Decision Processes*.
8. Carney, D. (2021). 10 things every manager should know about nonverbal behavior. *California Management Review*, 63, 5-22.
9. Carney, D. R. (2020). The nonverbal display of power, status, and dominance. *Current Opinion in Psychology*, 33, 256-264.
10. Smith, K. W., Krieger, N., Kosheleva, A., Urato, M., Waterman, P. D., Williams, D. R., Carney, D. R., Chen, J. T., Bennett, G., & Freeman, E. (2020). A structural model of social determinants of the metabolic syndrome. *Ethnicity & Disease*, 30, 331-338.
11. **Yip, J. A., Stein, D.,** Côté, Stéphane, & Carney, D. R. (2020). Follow your gut? Emotional Intelligence moderates the association between physiologically measured somatic markers and risk-taking. *Emotion*, 20, 462-472.
12. **ten Brinke, L., Lee, J. J.,** & Carney, D. R. (2019). Different physiological reactions when observing lies vs. truths: initial evidence and an intervention to enhance accuracy. *Journal of Personality & Social Psychology*, 117, 560-578.
13. Pfeffer, J., & Carney, D. R. (2018). The economic evaluation of time causes stress. *Academy of Management Discoveries*, 4, 74-93.
14. Hall, J. A., Gunnery, S., Letzring, T., Carney, D. R., & Colvin, C. R. (2017). Accuracy of judging affect and accuracy of judging personality: How and when are they related? *Journal of Personality*, 85, 583-592.
15. **ten Brinke, L., Vohs, K.,** & Carney, D. R. (2016). Can ordinary people can detect deception after all? *Trends in Cognitive Sciences*, 20, 579-588.
16. Rogers, T., **ten Brinke, L.,** & Carney, D. R. (2016). Unacquainted callers can predict which citizens will vote over and above citizens' stated self-predictions. *Proceedings of the National Academies of Sciences*, 113, 6449-6453.
17. **Vacharkulksemsuk, T., Reit, E., Khambatta, P.,** Eastwick, P., Finkel, E., & Carney, D. (2016). Dominant, open nonverbal displays are attractive at zero-acquaintance. *Proceedings of the National Academies of Sciences*, 113, 4009-4014.
18. **ten Brinke, L., Lee, J.** & Carney, D. R. (2015). The physiology of (dis)honesty: Is it bad for your health? *Current Opinion in Psychology*, 6, 177-182.
19. **ten Brinke, L., Khambatta, P.,** & Carney, D. R. (2015). Telling lies in scarce environments. *Journal of Experimental Psychology, General*, 144, 982-992.
20. **Willard, G., Isaac, K. J.,** & Carney, D. R. (2015). Some evidence for the nonverbal contagion of implicit racial bias. *Organizational Behavior and Human Decision Processes*, 128, 96-107.
21. Carney, D. R., Cuddy, A. J. C., & **Yap, A. J.** (2015). Summary of research on the embodied effects of expansive (vs. contractive) nonverbal displays. *Psychological Science*, 26, 657-663.
 - *A p-curve analysis of these 33 studies suggests no effect on sense of power: see Simmons and Simonsohn (2017)*
 - *Another p-curve analysis of these plus an additional 21 studies found strong support for the effect on sense of power: see Cuddy, Schultz, and Fosse (2018)*
 - *A meta-analysis of 7 pre-registered reports found strong evidence for an effect on sense of power: see Gronau, Van Erp, Heck, Cesario, Jonas, and Wagenmakers (2017)*
22. Cuddy, A. J. C., **Wilmuth, C., Yap, A. J.,** & Carney, D. R. (2015). Preparatory power posing affects nonverbal presence and job interview performance. *Journal of Applied Psychology*, 100, 1286-1295.
23. **ten Brinke, L.,** Black, P., Porter, S., & Carney, D. R. (2015). Psychopathic personality traits predict competitive wins and cooperative losses in negotiations. *Personality and Individual Differences*, 79, 116-122.
24. **ten Brinke, L.,** & Carney, D. R. (2014). Wanted: direct comparisons of unconscious versus conscious lie detection. *Psychological Science*, 25, 1962-1963.

25. **ten Brinke, L., Stimson, D.,** & Carney, D. R. (2014). Some evidence for unconscious lie detection. *Psychological Science, 25*, 1098-1105.
 - *This paper was the subject of a comment (Levine & Bond, 2014) and a re-analysis (Franz & Luxburg, 2015) which criticized the interpretation of a significant difference in IAT research of this kind as synonymous with correct classification*
26. Krieger N., Waterman, P. D., Kosheleva, A., Chen, J. T., Smith, K. S., Carney, D. R., Bennett, G., Williams, D. R., Thornhill, G., & Freeman, E. (2013). Racial discrimination & cardiovascular disease risk: My Body My Story study of 1005 US-born black and white community health center participants (US). *PLoS ONE, 8*, 1-15.
27. **Park, S. W., Ferrero, J.,** Colvin, C. R., & Carney, D. R. (2013). Narcissism and negotiation: Economic gain and interpersonal loss. *Basic and Applied Social Psychology, 35*, 1–6.
28. **Yap, A. J., Wazlawek, A., Lucas, B.,** Cuddy, A. J. C., & Carney, D. R. (2013). The ergonomics of dishonesty: The effect of incidental expansive posture on stealing, cheating and traffic violations. *Psychological Science, 24*, 2281-2289.
29. **Ronay, R.** & Carney, D. R. (2013). Testosterone's negative relationship with empathic accuracy and perceived leadership ability. *Social Psychological and Personality Science, 4*, 92-99.
30. Carney, D. R., & Banaji, M. R. (2012). First is best. *PLoS ONE, 7*.
31. Norton, M. I., Dunn, E. W., Carney, D. R., & Ariely, D. (2012). The persuasive “power” of stigma. *Organizational Behavior and Human Decision Processes, 117*, 261-268.
32. Krieger N., Waterman, P. D., Kosheleva, A., Chen, J. T., Carney, D. R., Smith, K. W., Bennett, G. G., Williams, D. R., Freeman, E., Russell, B., Thornhill, G., Mikolowsky, K., Rifkin, R., & Samuels, L. (2011). Racial discrimination & health: Implicit & explicit measures -- the My Body, My Story study of 1005 US-born black & white community health center members. *PLoS ONE, 6*.
33. Carney, D. R., & Mason, M. F. (2010). Decision making and testosterone: When the ends justify the means. *Journal of Experimental Social Psychology, 46*, 668–671.
34. Krieger, N., Carney, D. R., **Lancaster, K.,** Waterman, P. D., Kosheleva, A., & Banaji, M. (2010). A novel method for measuring racial discrimination for health research: Combining implicit and explicit measures. *American Journal of Public Health, 100*, 1485-1492.
35. Carney, D. R., Krieger, N., & Banaji, M. R. (2010). Implicit measures reveal evidence of personal discrimination. *Self and Identity, 9*, 162-176.
36. Carney, D. R., & Colvin, C. R. (2010). The circumplex structure of affective social behavior. *Social Psychological and Personality Science, 1*, 73-80.
37. Carney, D. R., Cuddy, A. J. C., & **Yap, A. J.** (2010). Power posing: Brief nonverbal displays cause changes in neuroendocrine levels and risk tolerance. *Psychological Science, 21*, 1363–1368.
 - *Three of the four results in this paper failed to replicate: see Ranehill et al. (2015)*
 - *Many papers have failed to replicate results; other papers have found evidence for some of the results (the hormone results have yet to be replicated)*
38. Green, A. R., Carney, D. R., & Banaji, M. R. (2009). Response to Dawson and Arkes. *Journal of General Internal Medicine, 24*, 1083.
39. Carney, D. R., Jost, J. T., Gosling, S. D., & Potter, J. (2008). The secret lives of liberals and conservatives: Personality profiles, interaction styles, and the things they leave behind. *Political Psychology, 29*, 807-840.
40. Green, A. R., Carney, D. R., Pallin, D. J., Ngo, L. H., Raymond, K. L., Iezzoni, L., & Banaji, M. R. (2007). Implicit bias among physicians and its prediction of thrombolysis decisions for black and white patients. *Journal of General Internal Medicine, 22*, 1231-1238.
 - *This paper was the subject of a statistical and methodological criticism by Dawson and Arkes (2009)*
 - *This main finding in this paper is now a question on the medical school entrance exam, the MCAT*
 - *This paper was used in a ruling by The Supreme Court of the United States (Abigail Noel Fisher, Petitioner v. University of Texas at Austin, et al., Respondents)*
41. Carney, D. R., Colvin, C. R., & Hall, J. A. (2007). A thin slice perspective on the accuracy of first impressions. *Journal of Research in Personality, 41*, 1054-1072.

42. Carter, J. D., Hall, J. A., Carney, D. R., & Rosip, J. (2006). Individual differences in the acceptance of stereotyping. *Journal of Research in Personality, 40*, 1103-1118.
43. Hall, J. A., Murphy, N. A., & Carney, D. R. (2006). On the varieties of asymmetrical dependency: feelings, motives, behavior, and accuracy in a dyadic interaction. *European Journal of Social Psychology, 36*, 583-599.
44. Carney, D. R., Hall, J. A., & **Smith LeBeau, L.** (2005). Beliefs about the nonverbal expression of social power. *Journal of Nonverbal Behavior, 29*, 105-133.
45. Carney, D. R., & Harrigan, J. A. (2003). It takes one to know one: Interpersonal sensitivity is related to accurate assessments of others' interpersonal sensitivity. *Emotion, 3*, 194-200.
46. Seidman Milburn, S., Carney, D. R., & **Ramirez, A. M.** (2001). Even in modern media the picture is still the same: A content analysis of clipart images. *Sex Roles, 44*, 277-294.

INVITED PUBLICATIONS

47. Carney, D. R. The state of Research on nonverbal communication—what it can and cannot tell us. *Advances in Experimental Social Psychology*. Manuscript in Preparation.
48. Cesario, J., Jonas, K., & Carney, D. R. (2017). CRSP special issue on power poses: what was the point and what did we learn? *Comprehensive Results in Social Psychology*.
49. Carney, D. R. (2010). Powerful people are better liars. *Harvard Business Review, 88*, 32-33.
50. Jost, J. T., Rudman, L. A., Blair, I. V., Carney, D. R., Dasgupta, N., Glaser, J., & Hardin, C. D. (2009). The existence of implicit bias is beyond scientific doubt: A refutation of ideological and methodological objections and executive summary of ten studies that no manager should ignore. *Research in Organizational Behavior, 29*, 39-69.
51. Jost, J. T., Rudman, L. A., Blair, I. V., Carney, D. R., Dasgupta, N., Glaser, J., & Hardin, C. D. (2009). An invitation to Tetlock and Mitchell to conduct empirical research on implicit bias with friends, "adversaries," and whomever they please. *Research in Organizational Behavior, 29*, 73-75.

MANUSCRIPTS IN REVISION & WORKING PAPERS (available for distribution; in order of completion)

52. Chioda, L., Contreras-Loya, D., Gertler, P., & Carney, D. R. (2021). Making entrepreneurs: returns to training youth in hard versus soft business skills. NBER Working Paper Series [working paper available].
53. **Rosenblum, M.**, Reit, E., Kanze, D., Willer, R., Lowery, B., & Carney, D. *On behavioral restraint and social status*. Manuscript in preparation [working paper available].
54. **Yap, A. J., Lucas, B. J., Nichiporuk, N., Raymundo, I., Ferguson, Z., McGee, J., Wilmuth, C., Mehta, P. H.,** & Carney, D. R. *Power buffers stress—leading to positive and negative outcomes*. Manuscript in revision.
55. **Brown, D.**, Olson, K. R., Banaji, M. R., Mendes, W. B., & Carney, D. R. *Controlling the "automatic" nonverbal expression of implicit racial bias*. Manuscript in preparation.
56. **Green, K., Carmichael, C. L.,** Hall, J. A., & Carney, D. R. *Emotion schematicity: interpreting the world through the lens of emotion (construct, scale, and predictive validity)*. Manuscript in preparation.

BOOK CHAPTERS

57. Hall, J. A., Latu, I., Carney, D. R., & Schmid Mast, M. (2015). Nonverbal communication and social power. In J. Cheng, J. Tracy, & C. Anderson (Eds.), *The psychology of social status*. New York: Springer.
58. Carney, D. R., & Banaji, M. R. (2009). The implicit association test (IAT). In D. Matsumoto (Ed.), *The Cambridge Dictionary of Psychology*. NY: Cambridge.
59. Carney, D. R., Nosek, B. A., Greenwald, A. G., & Banaji, M. R. (2007). The Implicit Association Test (IAT). In R. F. Baumeister & K. D. Vohs (Eds.), *Encyclopedia of Social Psychology* (pp.463-464). Thousand Oaks, CA: Sage.
60. Hall, J. A., Bernieri, F. J., & Carney, D. R. (2005). Nonverbal behavior and interpersonal sensitivity. In J. A. Harrigan, R. Rosenthal, & K. R. Scherer (Eds.), *The new handbook of methods in nonverbal behavior research* (pp. 237-281). New York: Oxford University Press.
61. Hall, J. A., Carney, D. R., & Murphy, N. M. (2002). Gender differences in smiling. In M. H. Abel (Ed.), *An empirical reflection on the smile* (pp. 155-185). NY: The Edwin Mellen Press.
62. Riggio, R. E., & Carney, D. R. (2003). *Manual for the Social Skills Inventory (2nd Ed)*. CA: Mind Garden.

CASES

1. Carney, D. R., & Gertler, P. *Udede Electric: a negotiation case for use in Uganda*. Case in preparation.

2. Ames, D., Mason, M. F. & Carney, D. R. (2008). Primer on personal development. *Columbia Business School Caseworks*.
3. Ames, D., Carney, D. R., & Mason, M. F. (2010). Columbia shuttle disaster: A cycle of silence. *Columbia Business School Caseworks*.
4. Mason, M. F., Ames, D. R., & Carney, D. R. (2015). Message in a bottle: The Negotiation of an advertising campaign. *Columbia Business School Caseworks*.

HONORS, AWARDS, & RECOGNITIONS

APS Fellow, 2020-current

Barbara and Gerson Bakar Faculty Fellowship, University of California, Berkeley, 2014-2016; 2018-current
Hellman Faculty Fellow, University of California, Berkeley, 2013-2014.

Schwabacher Fellowship, University of California, Berkeley, Haas School of Business, 2013-2014.

Member of the Society of Personality and Social Psychology (SESP) in 2014.

CAREER Award in Social Psychology, National Science Foundation, 2011.

Rising Star recognition, American Psychological Society, 2010.

American Psychological Association Dissertation Research Award, 2004.

Society for Personality and Social Psychology Poster Award, 2003, 2004, honorable mention.

Summer Institute in Social Psychology: Implicit Social Cognition, 2004.

Society for Personality and Social Psychology Travel Award, 2004.

Outstanding Masters Student of the Year, California State University, Fullerton, 1999.

Best Graduate Research Poster, California State University, Fullerton, 1999.

University of San Francisco Travel Award, 1998.

GRANTS (* denotes submitted and outcome unknown)

Power and Deception, 2018-2020 (Haas Dean's Grant)

Reducing Prejudice, Explaining Religious Poses, and Enhancing Cooperation in Negotiation: The Incredible Power of Ordinary, Everyday Nonverbal Behaviors, 2013-2014 (Hellman Faculty Fund)

(partially funded; waiting for possible *remainder) Reproductive Choice Intervention: Information, Persuasion, and Practice (Behavioral Economics in Reproductive Health Initiative; co-PI with Paul Gertler)

Leveraging the Power of Interactional Synchrony to Optimize Output and Process for Diverse Groups and Teams, 2013-2015 (NSF post doc grant for Tanya Vacharkulksemsuk).

On Virtue and Vice, 2014-2016 Banting Fellowship (faculty sponsor for Leanne ten Brinke)

Reducing racial bias through intergroup interpersonal touch: The literal contact hypothesis, 2012-2013 (Faculty Research Grant -COR- through UC Berkeley).

"Hard" versus "soft" entrepreneurship education in Uganda, 2012-2016 (Wellspring Advisors proposal submitted; co-PI with Paul Gertler)

Ordinary environmental manipulations exert extraordinary impact: Leveraging the power of "situational press" to enhance cues to deception, 2012-2014 (Canadian SSHRC post doctoral grant; faculty sponsor for Leanne ten Brinke)

Impact study of youth entrepreneurship education in Uganda, 2012-2014 (Jacobs Foundation; co-PI with P. Gertler).

How power corrupts: Power offers immunity to the emotional, cognitive, and physiological stress of corrupt behavior. A plan for research and training in the neuroscience of power and ethics, 2011-2016 (NSF CAREER; PI).

Social interaction in zero-sum strategic games, 2008. Columbia University Diversity Initiative. (PI).

Racial discrimination and risk of chronic disease, 2007-2010 (NIH R01; co-PI status on team with N. Krieger; not officially PI because of post doc status).

Automatic and deliberative mechanisms of emotion: A social cognitive neuroscience approach 2005-2007, (Mind Brain & Behavior Postdoctoral Fellowship, Harvard University; co-PI with M. Banaji & M. Bar).

Experiences of discrimination, 2006 (Robert Wood Johnson Foundation, Harvard University; co-PI with M. Banaji & N. Krieger).

Empathy observed through facial mimicry, 2004-2007. (Clark Fund Faculty research award; co-PI with M. Banaji and K. Olson).

Allport Fund, Harvard University, 2004 (co-PI with K. Olson & M. Banaji).

Departmental Associations Council Fund, 1997, California State University, Fullerton (PI).

TEACHING EXPERIENCE

Instructor

2021, TELL: Without a Single Spoken Word, University of California, Berkeley, Haas School of Business (MBA)
2015-curr., Organizational Behavior, University of California, Berkeley, Haas School of Business (PhD)
2012-curr., Leading People, University of California, Berkeley, Haas School of Business (BA)
2011-curr., Graduate Res. Methods, University of California, Berkeley, Haas School of Business (PhD)
2011, 2013-2018, 2021, Leading People, University of California, Berkeley, Haas School of Business (MBA)
2008-2010, Leadership Development, Columbia Business School (MBA)
2010, Undergraduate Leadership in Organizations, Columbia Business School (BA)
2009, Graduate Research Methods, Columbia Business School (PhD)
2005-2006, Sophomore Writing: Social Psychology, Harvard University, Cambridge, MA.
2001, Social Psychology Laboratory, Northeastern University, Boston, MA.

Teaching Fellow

2005, Social Psychology, Harvard University, Cambridge, MA.
1999-2005, Personality Psychology, Research Methods, Social Psychology, Statistics, Northeastern University, Boston, MA.

EDITORIAL SERVICE

Editorial board:

Editorial Board, Journal of Experimental Social Psychology
Editorial Board, Adaptive Human Behavior and Physiology
Associate Editor: Emotion 2015-2017; Comprehensive Review in Social Psychology 2018-2020
Guest Associate Editor: Proceedings of the National Academy of Sciences 2014-current
Guest Associate Editor: Management Science
Reviewer: Social Psychological and Personality Science 2011-2012

Ad hoc reviewer:

Administrative Science Quarterly; Journal of Applied Psychology, Journal of Applied Social Psychology, California Management Review; Journal of Experimental Social Psychology; Journal of Experimental Psychology-General, Emotion; European Journal of Personality; Journal of Nonverbal Behavior; Journal of Personality; Journal of Personality and Social Psychology; Journal of Research in Personality; Journal of Marriage and Family; Personality and Social Psychology Bulletin; Political Psychology; Proceedings of the National Academy of Sciences; Psychological Science; Social Neuroscience; National Science Foundation; Nature; Organizational Behavior and Human Decision Processes; Perception; Psychoneuroendocrinology; Social Sciences and Humanities Research Council; American Psychological Society Student Caucus, 2001-2004; Behavioral Insights Conference, 2018

COMMITTEE SERVICE

Tenure and Promotion Committees at UC Berkeley (2014-current)
University of California (system-wide; Berkeley representative), UCEP, 2020-current
University of California, Berkeley Student Athlete Admissions Committee (SAAC) [2020-current]
University of California, Berkeley Committee of Undergraduate Council (UGC), 2019-current
University of California, Berkeley, Haas School of Business, Co-Chair (with Ross Levine), core curriculum review committee, 2019-2020
University of California, Berkeley, Haas School of Business, PhD program co-director (with Mathijs de Vaan), 2016-2019; with Drew Jacoby-Senghor, 2021-present
University of California, Berkeley, Haas School of Business, Undergraduate Curriculum Committee, 2014-17
University of California, Berkeley, Haas School of Business, P-squared, 2014-16
University of California, Berkeley, Haas School of Business Faculty Search Committee 2012-2013.
Healthy Workplaces Center, University of California, Berkeley 2012-2013.
IPSR Colloquium Committee, University of California, Berkeley - Department of Psychology 2012-current.
University of California, Berkeley, Haas School of Business Colloquium Committee 2011-2013.
Columbia Business School Behavioral Lab Committee 2009-2011.
Columbia Business School Empowering Research Committee 2009-2011.

Columbia Business School Colloquium Committee 2008-2011.
Columbia Business School Postdoctoral Fellow Search Committee 2008; 2009; 2010.
Columbia Business School Graduate Student Recruitment Committee 2008; 2009; 2010; 2011.
Society of Experimental Social Psychology Conference Internal Planning Committee, 2002-2004; 2011-12.
New England Social Psychology Association Conference Planning Committee, 2001-2002.
Master of Arts Committee, 1998-1999, California State University, Fullerton.

INVITED TALKS & PRESENTATIONS CANCELLED BECAUSE OF COVID-19 IN 2020

1. The Society for Affective Science Conference (was to be held in San Francisco, May, 2020)
2. Art Exhibit of Tile Mosaics made by famous mid-century architects (e.g., George Nelson; with accompanying psychological data from the IPSR archives) at the *Center for Architecture* in New York City Scheduled for November, 2020 (delayed until 2021 or 2022)

INVITED ACADEMIC ADDRESSES

Bard College, Department of Psychology; Carnegie Mellon University, Carson College of Business
Washington State University; Claremont McKenna College—Kravis Leadership Institute; Columbia University, Department of Psychology; Columbia University, Quantitative Methods and Social Sciences Department; Columbia University, School of Journalism; Dartmouth College; Duke-Fuqua School of Business; Harvard Business School; Harvard Law School; Harvard School of Public Health; INSEAD Fontainebleau; INSEAD Singapore, Kennedy School of Government, Harvard University; London Business School; Massachusetts General Hospital, Harvard Medical School; Pullman College School of Business, Rotman School of Business; University of Toronto; Suffolk Law School; Stanford University, Graduate School of Business; Teacher's College, Columbia University; Tufts University; University of California, Berkeley, Haas School of Business; University of California, Berkeley, Department of Psychology; University of Chicago, Booth; University of Massachusetts, Amherst; University of Southern California's Marshall School of Business; University of Texas, Austin, Business School and Department of Psychology (joint); University of Washington, Department of Psychology; Washington University, St. Louis, Olin School of Business; Wharton; Yale School of Management.

CONFERENCE TALKS

1. Carney, D. R. (2020). *Women and business schools*. The Society of Judgment and Decision Making Annual Conference (online).
2. Carney, D. R. (2018, March). *Physiology and Marketing*. Ringier. Zurich, Switzerland.
3. Carney, D. R. (2017, February). *The Things we Say Without Saying a Thing*. Political Psychology Conference. Stanford University, Palo Alto, CA.
4. Carney, D. R. (2017, June). *Ordinary People Can Detect Deception After All*. NeuroMarketing Conference. Stanford University, Palo Alto, CA.
5. Carney, D. R. (2017, October). *Social Networks*. Society for Judgment and Decision Making Conference. Vancouver, Canada.
6. Carney, D. R. (2016, September). *Ordinary People Can Detect Deception After All*. SESP Annual Conference, Los Angeles, CA.
7. Carney, D. R. (2016, May). *Ordinary People Can Detect Deception After All*. Choice Symposium, Lake Louise, Canada.
8. Carney, D. R. (2015, April). *Power Buffers Stress*. UC Berkeley Cloyne Co-op, Berkeley, CA.
9. Carney, D. R. (2015, February). *Power Buffers Stress*. SPSP Annual Conference, Long Beach, CA
10. Carney, D. R. (2014, May). *A Deception Equilibrium? The Powerful are Better Liars but the Powerless are Better Lie Detectors*. APS Conference, San Francisco, CA.
11. Carney, D. R. (2014, April). *Your Own Personal Butterfly Effect*. USF Psi Chi Conference, San Francisco, CA.
12. Carney, D. R. (2014, February). *Does Power Corrupt? Or Does Power Buffer Stress for Better and for Worse?* SPSP Annual Conference, San Diego, CA.
13. Carney, D. R. (2013, July). *Some Consequences of Incidental Posture*. Association for Consumer Research Conference, Barcelona, Spain.
14. Carney, D. R. (2013, November). *Ordinary People Can Catch a Liar: The Role of (Nonverbal) Supply & (Survival) Demand?* Wharton OB Conference, Philadelphia, PN.
15. Carney, D. R. (2013, September). *The Incredible Power of Ordinary, Everyday Nonverbal Behaviors*. Haas

Alumni Day, Berkeley, CA.

16. Carney, D. R. (2012, February). *Power Posing: Brief Nonverbal Displays Affect Neuroendocrine Levels and Risk Tolerance*. Presented at the 22nd annual Kravis-de Roulet Leadership Conferences, Claremont, CA.
17. Carney, D. R., & Yap, A. J. (2012, January). *The Impact of Nonverbal Displays of Power on Thinking, Feeling, Stress Resilience, Risk Taking, Stealing, Cheating, and Parking Violations*. In J. Martens and J. Tracy (Chairs), *The Posture of Pride and Power*. Symposium presented at the Society for Personality and Social Psychology, San Diego, CA.
18. Carney, D. R. (2011, January). *The Perspective-Taking Perils of Testosterone*. In A. Galinsky and N. Epley (Chairs), *Perspective (Mis)Taking*. Symposium presented at the Society for Personality and Social Psychology, San Antonio, TX.
19. Carney, D. R. (2010, October). *Does power corrupt? Or, does power buffer stress – for better and for worse?* In P. K. Smith and D. R. Carney (Chairs), *New findings in power research*. Symposium presented at the Society of Experimental Social Psychology, Minneapolis, MN.
20. Carney, D. R. (2010, January). *Power posing: Brief nonverbal displays affect neuroendocrine levels and risk tolerance*. Presented at the Social Cognition Pre-Conference at SPSP, Las Vegas, NV.
21. Carney, D. R. (2009, October). *People with power are better liars*. Presented at the Person Memory Interest Group, Boothbay Harbor, ME.
22. Carney, D. R. (2008, May). *Controlling behavioral expression of implicit thought*. In M. O'Sullivan (Chair), *Counterintuitive findings in social intelligence*. Symposium presented at the Western Psychological Association, Irvine, CA.
23. Carney, D. R. (2007, November). *Implicit thought*. Presented at The Conference Board of Canada, Calgary, Canada.
24. Carney, D. R. (2007, June). *Behavioral regulation of unconscious bias*. Presented at the Duck Conference on Social Cognition. Outer Banks, NC.
25. Carney, D. R., & Lane, K. L. (2007, May). *Challenging assumptions*. Presented at the Association of American Law Schools conference. New Orleans, LA.
26. Carney, D. R., Green, A. R., Pallin, D. J., Ngo, L. H., Raymond, K. L., Iezzoni, L., & Banaji, M. R. (2007, January). *Physicians' bias predicts treatment decision of black and white patients*. In D. R. Carney and D. Ames (Chairs), *Snap Judgments: Emerging research on quick inferences about others*. Symposium presented at the Society of Personality and Social Psychology, Memphis, Tennessee.
27. Carney, D. R., Green, A. R., Pallin, D. J., Ngo, L. H., Raymond, K. L., Iezzoni, L., & Banaji, M. R. (2006, October). *Physicians' bias predicts treatment decision of black and white patients*. Person Memory Interest Group. Worton, MD.
28. Carney, D. R. (2006, June). *First is best*. Duck Conference on Social Cognition. Outer Banks, NC.
29. Neta, M., Carney, D. R., & Bar, M. (2005, November). *The visual features and cortical underpinnings that mediate the formation of first impression preferences*. Society for Neuroscience's annual conference in Washington, DC.
30. Carney, D. R. (2005, October). *Judgments of prejudice: When expression reveals and overcorrection conceals*. Society for Experimental Social Psychology's annual conference in San Diego, CA.
31. Carney, D. R. (2005, May). *Coming to know the biased minds of others: Accuracy & error in judgments of race-bias*. Hot Topic given at the American Psychological Society's annual conference in Los Angeles, California.
32. Carney, D. R. (2002, March). *Measuring emotional schematicity*. In J. A. Hall (Chair), *New Directions in Interpersonal Sensitivity*. Symposium conducted at the meeting of the Eastern Psychological Association's annual conference in Boston, Massachusetts.

UNDERGRADUATE STUDENT THESES SUPERVISED/CO-SUPERVISED

Zoe Ferguson, 2019-2020, University of California, Berkeley (Psychology; PhD student at U. Washington))
Merusha Mukherjee, 2018-2019, University of California, Berkeley (Psychology; MA student at J.J. College)
Kathy Vo, 2018-2019, University of California, Berkeley (Psychology; lab manager at Emory)
Mathew Plinck, 2015-2016, University of California, Berkeley (Psychology; Finance Industry)
Grace Kim, 2014-2015, University of California, Berkeley (Psychology; PhD student U. of Irvine)
Nikolay Nichiporuk, 2011-2014, University of California, Berkeley (Psychology; ABD U. of Chicago; deceased)
Amanda Bowling, 2011-2013, University of California, Berkeley (Psychology; PhD student, UT Austin)
Andrew Cheng, 2011-2013, University of California, Berkeley (Psychology)

Angela K. Antony, 2007-2008, Harvard University (Psychology)
Sarah Otner, 2005-2006, Harvard University (Psychology)
David Chao, 2004-2005, Harvard University (Psychology)
Cheryl L. Carmichael, 2000-2001, Northeastern University (Psychology; Tenured Professor, SUNY)

POSTBAC STUDENTS, SENIOR HONORS STUDENTS and LAB MANAGERS SUPERVISED

Isaac Raymundo (former lab manger; PhD student at Columbia University)
Sharvika Kherde (post-bac supervisee; applying to graduate school)
Kristophe Greene (post-bac supervisee; was also a research assistant at Berkeley while in college)
Sarah de la Vega (former Lab Manager; Masters Student, University of California, Berkeley)
Sophie Choi (undergraduate advisee; PhD student at University of Michigan)
Vivian Lo (undergraduate advisee; former lab manager; UX at Facebook)
Emily Reit (former lab manger; PhD student at Stanford University)
Ayana Younge (former lab researcher; graduated PhD UNC Chapel Hill; post doc at UNC Chapel Hill)
Kyonne Isaac (former lab manager; Princeton M.A.; consultant)
Poruz Khambatta (undergraduate advisee; graduated Stanford with PhD; post doc at UCLA)
Caroline Wilmuth (Columbia research assistant; graduated Harvard PhD; consultant)
Brian Lucas (Columbia research assistant; graduated Kellogg PhD; Professor at Cornell)
James McGee (Columbia research assistant; consultant)
Joe Ferrero (Columbia research assistant; M.A. University of Oregon, consultant)

GRADUATE STUDENTS (CO-SUPERVISED; SUPERVISED PhD / COMMITTEE MEMBER PhD)

Sonya Mishra, Organizational Behavior (2019-present)
Derek Brown, Organizational Behavior (2018-current)
Daniel Stein, Organizational Behavior (2017-current)
Michael Rosenblum, Organizational Behavior (Haas; graduated May 2020—Post doc at NYU)
Michael Mathieu, Organizational Behavior (2015-2017)
Maya Kuhn (Psychology, graduated May 2015, at Facebook)
Daniel Catterson (Psychology, graduated May 2015, teaching at Berkeley)
Amie Gordon (Psychology; graduated—Professor at the University of Michigan)
Andy J. Yap, Columbia University (Organizational Behavior; graduated—Professor at INSEAD)
Abbie Wazlawek, Columbia University (Organizational Behavior, graduated May 2015, post doc at Kellogg)

POSTDOCTORAL SCHOLARS SUPERVISED

Tanya Vacharkulksemsuk, University of California, Berkeley (now at Google)
Leanne ten Brinke, University of California, Berkeley (Assistant Professor, University of British Columbia)
Pranjal Mehta, Columbia University (Associate Professor, University College, London)
Richard Ronay, Columbia University (Associate Professor, VU Amsterdam)