



H A R V A R D | B U S I N E S S | S C H O O L

October 2011

Curriculum Vitae  
**AMY J. C. CUDDY**

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**EDUCATION**

- 2005                    PhD, Social Psychology, Princeton University  
Dissertation: "The BIAS Map: Behavior from intergroup affect and stereotypes"  
Committee: Susan Fiske (chair), Virginia Kwan, Sam Glucksberg
- 2003                    MA, Social Psychology, Princeton University
- 1998                    BA, Psychology, magna cum laude, University of Colorado at Boulder

**ACADEMIC POSITIONS**

- 2008-                    Assistant Professor  
Harvard Business School, Harvard University  
Negotiation, Organizations, and Markets (NOM) Unit  
*Affiliations:* Program on Negotiation (PON), and Mind, Brain, & Behavior (MBB)
- 2006-2008             Assistant Professor  
Kellogg School of Management, Northwestern University  
Management and Organizations (MORS) Department  
(Joint appointment in Psychology)
- 2005-2006             Assistant Professor  
Rutgers, The State University of New Jersey  
Psychology Department

## AWARDS AND HONORS

- 2011 Talk of the Day, PopTech Annual Conference, October 21, 2011  
[http://poptech.org/blog/talk\\_of\\_the\\_day\\_amy\\_cuddys\\_power\\_poses](http://poptech.org/blog/talk_of_the_day_amy_cuddys_power_poses)
- 2011 Rising Star Award, Association for Psychological Science (APS)
- 2010 *Psychology Today*, Top 10 Psychology Studies of 2010 (Carney, Cuddy, & Yap, 2010)
- 2010 Cover story, *Harvard Magazine*, Nov-Dec, 2010
- 2009 The *HBR* List: Breakthrough Ideas for 2009, *Harvard Business Review*
- 2008 Michele Alexander Early Career Award, Society for the Psychological Study of Social Issues
- 2008 Distinguished Alumni Award, Conrad Weiser High School, Robesonia, PA
- 2006 Gordon Allport Intergroup Relations Award, Honorable Mention, Society for the Psychological Study of Social Issues
- 2000-2001 Princeton University First Year Merit Prize

## FELLOWSHIPS AND GRANTS

- 2010 Fellow, Society for Experimental Social Psychology (SESP)
- 2005-2007 Principal Investigator, National Science Foundation Award # 0554909, Amount: \$39,579, "Inferred and experienced intergroup emotions as predictors of helping of victim groups: Helping when we – not they – need it most"
- 2005 Graduate Fellow, American Academy of Political and Social Science
- 2005 Association of Princeton Graduate Alumni Summer Travel Grant
- 2003-2005 Woodrow Wilson Scholar (full-support fellowship), Princeton University
- 2003 Society for Personality and Social Psychology Student Travel Award
- 2003 Fellow, SPSP Summer Institute in Social Psychology, CU-Boulder
- 2002 Fellow, MGH-Harvard Visiting Fellowship Program in fMRI

## PUBLICATIONS

### Journal Articles & Chapters in Annual Edited Volumes

Cuddy, A. J. C., Glick, P., & Beninger, A. (in press). Causes and consequences of warmth and competence judgments in organizations. *Research in Organizational Behavior*.

Carney, D., Cuddy, A. J. C., & Yap, A. (2010). Power posing: Brief nonverbal displays affect neuroendocrine levels and risk tolerance. *Psychological Science*, *21*, 1363-1368.

Cuddy, A. J. C. (2009). Breakthrough ideas for 2009: Just because I'm nice, don't assume I'm dumb. *Harvard Business Review*, *87*, 24.

*Reprinted in US Airways Magazine (March 2009).*

Cuddy, A. J. C., Fiske, S. T., Kwan, V. S. Y., Glick, P., Demoulin, S., Leyens, J. Ph., Bond, M. H. et al. (2009). Stereotype Content Model across cultures: Universal similarities and some differences. *British Journal of Social Psychology*, *48*, 1-33.

Caprariello, P., Cuddy, A. J. C., & Fiske, S. T. (2009). Social structure shapes cultural stereotypes and emotions: A causal test of the stereotype content model. *Group Processes and Intergroup Relations*, *12*, 147-155.

Abele, A., Cuddy, A. J. C., Judd, C., & Yzerbyt, V. (2008). Fundamental dimensions of social judgment: Introduction to the special issue. *European Journal of Social Psychology*, *38*, 1063-1065.

Cuddy, A. J. C., Fiske, S. T., & Glick, P. (2008). Warmth and competence as universal dimensions of social perception: The Stereotype Content Model and the BIAS Map. In M. P. Zanna (Ed.), *Advances in Experimental Social Psychology* (vol. 40, pp. 61-149). New York, NY: Academic Press.

Maddux, W. W., Galinsky, A., Cuddy, A. J. C., & Polifroni, M. (2008). When being a model minority is good...and bad: Realistic threat explains negativity toward Asian Americans. *Personality and Social Psychology Bulletin*, *34*, 74-89.

Cuddy, A. J. C., Fiske, S. T., & Glick, P. (2007). The BIAS Map: Behaviors from intergroup affect and stereotypes. *Journal of Personality and Social Psychology*, *92*, 631-648.

*Honorable Mention for the 2006 SPSSI Gordon Allport Intergroup Relations Award.*

Fiske, S. T., Cuddy, A. J. C., & Glick, P. (2007). Universal dimensions of social cognition: Warmth, then competence. *Trends in Cognitive Sciences*, *11*, 77-83.

Cuddy, A. J. C., Rock, M., & Norton, M. I. (2007). Aid in the aftermath of Hurricane Katrina: Inferences of secondary emotions and intergroup helping. *Group Processes and Intergroup Relations*, *10*, 107-118.

Cuddy, A. J. C., Norton, M. I., & Fiske, S. T. (2005). This old stereotype: The stubbornness and pervasiveness of the elderly stereotype. *Journal of Social Issues*, *61*, 265-283.

Fiske, S. T., Harris, L. T., & Cuddy, A. J. C. (2005). Response [to letters re: 2004 article]. *Science*, *307*, 1874-1875.

Fiske, S. T., Harris, L. T., & Cuddy, A. J. C. (2004). Why ordinary people torture enemy prisoners. *Science*, *306*, 1482-1483.

Cuddy, A. J. C., Fiske, S. T., & Glick, P. (2004). When professionals become mothers, warmth doesn't cut the ice. *Journal of Social Issues*, *60*, 701-718.

Frantz, C. M., Cuddy, A. J. C., Burnett, M., Ray, H. & Hart, A. (2004). A threat in the computer: The race Implicit Association Test as a stereotype threat experience. *Personality and Social Psychology Bulletin*, *30*, 1611-1624.

Fiske, S. T., Cuddy, A. J. C., Glick, P., & Xu, J. (2002). A model of (often mixed) stereotype content: Competence and warmth respectively follow from status and competition. *Journal of Personality and Social Psychology*, *82*, 878-902

*Reprinted in Hungarian as: A (gyakran kevert) sztereotípiatartalom modellje: A kompetencia az észlelt státusból, a melegszívűség pedig a versengésből, a melegszívűség pedig a versengésből ered. In G. Hunyady (ed.), A Társak és a Társadalom Medismerése (pp. 315-388). Budapest: Osiris Kiadó.*

Fiske, S. T., Xu, J., Cuddy, A. J. C., & Glick, P. (1999). (Dis)respecting versus (Dis)liking: Status and interdependence predict ambivalent stereotypes of competence and warmth. *Journal of Social Issues*, *55*, 473-490.

## Other Publications

Cuddy, A. J. C. (in press). Dear negotiation coach: The power of striking a pose, *Negotiation*.

Vescio, T. K., Cuddy, A. J. C., & Crosby, F. (in press). Racism, causal explanations, and affirmative action. In J. Forgas & A. Kruglanski (Eds.), *New explorations in political psychology*. Taylor & Francis.

Cuddy, A. J. C. (2009, Jan). Dear Negotiation Coach: Throwing good money after bad, *Negotiation*, 8.

Fiske, S. T., & Cuddy, A. J. C. (2006). Stereotype content and relative group status across cultures. In S. Guimond (Ed.), *Social comparison processes and levels of analysis: Understanding culture, intergroup relations and cognition* (249-263). UK: Cambridge University Press.

Cuddy, A. J. C., & Fiske, S. T. (2002). Doddering, but dear: Process, content, and function in stereotyping of older persons. In T. Nelson (Ed.), *Ageism: Stereotyping and prejudice against older persons* (pp. 3-26). Cambridge, MA: MIT Press.

Fiske, S. T., Cuddy, A. J. C., & Glick, P. (2002). Emotions up and down: Intergroup emotions result from status and competition. In D. M. Mackie & E. R. Smith (Eds.), *From prejudice to intergroup emotions: Differentiated reactions to social groups* (pp. 247-264). New York: Psychology Press.

## Cases and Teaching Notes

Cuddy, A. J. C., Doherty, K., & Bos, M. W. "OPOWER: Increasing Energy Efficiency Through Normative Influence (A)." Harvard Business School Case 911-016 (2010, Revised 2011).

Bos, M. W., Cuddy, A. J. C., & Doherty, K. "OPOWER: Increasing Energy Efficiency Through Normative Influence (B)." Harvard Business School Case 911-061 (2011).

Cuddy, A. J. C., & Bos, M. W. "OPOWER: Increasing Energy Efficiency Through Normative Influence." Harvard Business School Teaching Note 911-072 (2011).

Cuddy, A. J. C., & Sharma, N., "Congressional Candidate Dan Silver and KNP Communications." Harvard Business School Case 910-013 (2009, Revised 2010).

Cuddy, A. J. C., & Sharma, N., "Congressional Candidate Dan Silver and KNP Communications." Harvard Business School Teaching Note 911-062 (2011).

Cuddy, A. J. C., & Gunitilake, R., & Hodges, M. "To Catch a Vandal: An Exercise in Power and Influence." Harvard Business School Exercise 911-013 (2010).

Cuddy, A. J. C., & Gunitilake, R., & Hodges, M. "To Catch a Vandal: An Exercise in Power and Influence." Harvard Business School Teaching Note 911-063 (2011).

## Published Videos

Cuddy, A. J. C. (2011, February). Boost power through body language. *Leadership Channel How to Video*. Harvard Business Publishing. <http://blogs.hbr.org/video/2011/04/boost-power-through-body-langu.html#> (retrieved on 4/6/11).

## **Blog Posts**

Bos, M., & Cuddy, A. (May 16, 2011). A counter-intuitive approach to making complex decisions. *Harvard Business Review Online*. [http://blogs.hbr.org/cs/2011/05/a\\_counter-intuitive\\_approach\\_t.html](http://blogs.hbr.org/cs/2011/05/a_counter-intuitive_approach_t.html)

## **Manuscripts Under Review and In Preparation**

Cuddy, A. J. C., Crotty, S., Chong, J., & Norton, M. I. (2010). Men as cultural ideals: How culture shapes gender stereotypes. Invited revision at *Journal of Personality and Social Psychology*. Harvard Business School Working Paper, No. 10-097.

Cuddy, A. J. C., Wilmuth, C., & Carney, D. (in preparation). Fake it 'til you make it: Power posing before a mock job interview boosts performance.

Cuddy, A. J. C., Baily, L., Beninger, A., & Gaither, S. (in preparation). He posed, She posed: Eyetracking reveals reversals in attention to men vs. women in high- vs. low-power poses.

Cuddy, A. J. C., Norton, M. I., & Rock, M. S. (in preparation). Anger denial and anger backlash: Denying outgroups the experience of anger and denying help to angry outgroups.

Cuddy, A. J. C., Haines, E., & Frantz, C. M. (in preparation). The quadruple bind: Stereotypes of black and white mothers at work and at home.

Galinsky, A., & Cuddy, A. J. C. (under revision). The overlap between racial and gender stereotypes: Towards an understanding of the gender composition of interracial marriages.

Wang, J., & Cuddy, A. J. C. (in preparation). Perceived trait transitivity across social networks: "Competent" and "cold" travel, but "incompetent" and "warm" go nowhere.

Asbrock, F., & Cuddy, A. J. C. (under revision). Interpersonal behavioral outcomes of warmth and competence judgments.

Cuddy, A. J. C., Rock, M., & Norton, M. I. (in preparation). Rude Ruth and Surly Sonia: Perceptions of female vs. male judges.

Ho, A.K., Sidanius, J., Banaji, M., & Cuddy, A. J. C. (in preparation). Social dominance orientation, intergroup threat, and hypodescent.

## **RESEARCH IN PROGRESS**

Harvard Biobehavioral Leadership Project (w/ J. Lerner)

Nonverbal Expressions of Power/Competence and Warmth/Connection

How power posing affects job performance (w/ D. Carney, A. Yap, C. Wilmuth, & A. Wazlawek)

Incidental power poses and their real-world behavioral outcomes (w/ D. Carney & A. Yap)

Cross-cultural differences in how power poses are judged: US vs. Korea (w/ S. Soon & Y. Zhu)

When women power pose: Eyetracking reveals differences in judgments of men vs. women in power poses

Gender differences in attention to nonverbal cues

Using power posing to buffer women against stereotype threat in leadership contexts (w/ T. Schmader)

How feeling powerful affects people's perceptions of their own physical size (w/ M. Bos)

Psychophysiological underpinnings of power posing: Testosterone and cortisol (w/ D. Carney)

Effects of warmth posing on cortisol, oxytocin, and heart & respiratory rates (w/ F. Asbrock & A. Beninger)

How warmth posing affects job performance (w/ F. Asbrock & A. Beninger)

Outside-in or inside-out? Persuasiveness of synthetic vs. organic nonverbal expressions

Height, posture, and value-claiming in negotiations (w/ R. Swaab & H. Adam)

Nonverbals in negotiations: Warmth creates value, power captures value

Mutual eye gaze and negotiation outcomes (w/ A. Bishop & R. Swaab)

### **Warmth and Competence Judgments, Stereotypes, & Sexism**

Connect, then lead: Effectiveness of leaders who broadcast warmth before competence

Stereotyped mental representations of the warmth and competence of outgroup members' faces (w/ R. Dotsch & R. Imhoff)

Overcoming gender stereotypes: How female leaders project competence *and* warmth (w/ V. Brescoll)

Reciprocal stereotypes of working and stay-at-home mothers (w/ A. Schuessler)

Eyetracking captures socially desirable response corrections (w/ M. Bos)

Mother hens or queen bees? Senior women as masons of the maternal wall

Expectations for expressions of humility and gratitude from female and non-White-male leaders

## **TEACHING**

### **Harvard Business School**

2011-2012      Power and Influence (MBA course)  
Management & Markets: Administration & Human Behavior (Doctoral course)  
Behavioral Approaches to Decision-making and Negotiations (Doctoral course)

2010-2011      Power and Influence (MBA course)  
A New Path: Setting New Professional Directions (Exec Ed)  
                    *Negotiation: On the Job Market and Beyond*  
Women's Leadership Forum (Exec Ed)  
                    *The Power of Nonverbals; Relational Power: Building Strong Social Networks*  
International Women's Forum  
                    *The Power of Nonverbals; Relational Power: Building Strong Social Networks*  
Management & Markets: Administration & Human Behavior (Doctoral course)

2009-10        Power and Influence (MBA course)  
Managing Negotiators and the Deal Process (Exec Ed)  
                    *Managing Teams: Everest; Establishing Trust in Negotiations*  
A New Path: Setting New Professional Directions (Exec Ed)

*Negotiation: On the Job Market and Beyond*  
Women's Leadership Forum (Exec Ed)  
*The Power of Nonverbals; Relational Power: Building Strong Social Networks*  
International Women's Forum  
*The Power of Nonverbals; Relational Power: Building Strong Social Networks*

2008-09 Negotiations (MBA course)  
Changing the Game: Negotiation and Competitive Decision Making, London (Exec Ed)  
*Establishing Trust in Negotiations; Social Influence; Nonverbals and Body Language*

2009-2011 Supervised the following MBA Independent and Field Studies: Projecting Warmth and Competence Across Cultures, Designing High Performing Organizations, Organizational Cultures: An Inside Look at HBS's Culture, Microexpressions in the Context of Business, Nonverbal Communication, Women and Leadership, Storefare.com, Returning to Work after Trauma, OPOWER through People Power (case), To Catch a Vandal (exercise), Psychology and Customer Behavior, General Management at A.R.T., The Independent Film Industry, and Statistical Consulting

### **Kellogg School of Management, Northwestern University**

2007-08 Leadership in Organizations (MBA course)  
Research Methods (PhD seminar)  
2006-07 Leadership in Organizations (MBA course)  
Research Methods (PhD seminar)

### **Rutgers, the State University of New Jersey**

2005-06 Social Psychology (undergrad course)

### **Princeton University**

2002-03 General Psychology (lab instructor)  
2001-02 Interpersonal Perception (TA)  
General Psychology (lab instructor)  
2000-01 Psychology of Racism (TA)  
General Psychology (lab instructor)

## **PRESENTATIONS**

### **Invited Talks**

2011, October PopTech, Camden, Maine (Named *Talk of the Day*)  
2011, April Harvard University, Program on Negotiations (PON) Seminar  
2011, April Duke University Fuqua School of Business, Management Seminar  
2011, February Harvard Law School, Law & Mind Science Conference  
2011, February University of Groningen, Netherlands, Psychology Colloquium  
2010, October MIT, Systematic Design and Management (SDM) Seminar  
2010, July UC-Hastings College of Law, Women's Leadership Program  
2010, April Princeton University, Woodrow Wilson School, Panel Discussion for Art Exhibit on Stereotypes of Homeless People ('*How You See Me*')  
2010, April UC-Berkeley Haas School of Business, Management Colloquium

2010, March	NYU Stern School of Business, Management Seminar
2010, March	University of British Columbia, Psychology Seminar
2010, February	Tufts University, Psychology Seminar
2010, January	Group Processes & Intergroup Relations Preconference, SPSP, Las Vegas NV
2009, December	Harvard Kennedy School of Government, Women & Public Policy Seminar
2009, December	Harvard Business School, Women's Student Association Special Seminar
2009, November	Wharton OB Conference, University of Pennsylvania, Seminar
2009, July	George Mason University Diversity Conference, Seminar, Washington DC
2009, May	Administrative Sciences Quarterly Small Meeting, Seminar, Cambridge MA
2009, March	Harvard University, Psychology Seminar
2009, February	Northeastern University, Psychology Seminar
2008, October	Columbia Business School, Management Seminar
2008, June	Conrad Weiser Junior-Senior High School, Commencement Address
2008, April	University of Chicago, Psychology Seminar
2008, March	Carnegie Mellon University, Tepper School of Business, OB Seminar
2008, March	Northwestern University, Kellogg School, Marketing Seminar
2007, November	Harvard Business School, Negotiation, Organizations & Markets Seminar
2007, October	Northwestern University, Psychology Seminar
2007, October	Purdue University, Psychology Seminar
2007, May	Midwestern Psychological Association, Annual Meeting, Seminar, Chicago
2007, March	Social Psychologists of Chicago (SPOC), Annual Meeting, Seminar
2007, March	University of Massachusetts-Amherst, Psychology Seminar
2006, November	University of Chicago GSB, Behavioral Science Workshop
2006, November	UC Hastings College of Law, Center for WorkLife Law
2006, October	National Employment Lawyers Association, Annual Meeting, Washington DC
2006, March	Northwestern University, Kellogg School, MORs Colloquium
2005, January	Rutgers University, Psychology Colloquium
2004, December	University of Florida, Psychology Colloquium
2004, April	Penn State University, Psychology Colloquium

### **Refereed Conference Presentations**

Cuddy, A. J. C., Carney, D., & Yap, A. (2011, July). Power posing: Brief nonverbal displays affect neuroendocrine levels and risk tolerance. In A. Cuddy & T. Schubert (Chairs), Grounding fundamentals of social judgment: Embodiments of warmth/trust and competence/status. Symposium to be conducted at the 16<sup>th</sup> General Meeting of the European Association of Experimental Social Psychology, Stockholm, Sweden.

Cuddy, A. J. C., Carney, D., & Yap., A. (2010, October). Power posing: Brief nonverbal displays affect neuroendocrine levels and risk tolerance. In J. Sherman & C. Zhong (Chairs), Body and mind: The embodied approach to emotions, metaphors, and beyond. Symposium conducted at the Annual Meeting of the Society for Experimental Social Psychology, Minneapolis, MN.

Cuddy, A. J. C., Carney, D. R., & Yap, A. J. (2010, August). Power posing: Brief nonverbal displays affect neuroendocrine levels and risk tolerance. In L. Guillroy & J. Berdahl (Chairs), Fake it 'til you make it: How acting powerful leads to feeling empowered. Symposium conducted at the Annual Meeting of the Academy of Management, Montreal, Canada.

Cuddy, A. J. C., Crotty, S., Chong, J., & Norton, M. I. (2010, August). Men as cultural ideals: How culture shapes gender stereotypes. In V. Brescoll & T. Okimoto (Chairs), *Advances in the understanding of gender stereotyping and bias in organizations*. Symposium conducted at the Annual Meeting of the Academy of Management, Montreal, Canada.

Yap, A. J., Carney, D. R., & Cuddy, A. J. C. (2010, January). Body shapes the mind: The postural feedback hypothesis. Paper presented at the 11th Annual Meeting of the Society for Personality and Social Psychology, Las Vegas, NV.

Cuddy, A. J. C. (2009, July). The perfect enemy: When the model minority stereotype elicits hostile prejudice. In C. Hogan, J. Min, & M. Chao (Chairs), *Multiple perspectives on Asian American stereotypes and their implications for workplace diversity*. Symposium conducted at the Annual Meeting of the Academy of Management, Chicago, IL.

Cuddy, A. J. C. (2009, May). Perceptions of mothers in both roles: As workers and as mothers. Paper presented at a small conference sponsored by *Administrative Sciences Quarterly*, Harvard University, Cambridge, MA.

Hazlett, A., & Cuddy, A. J. C. (2008, May). Cultural values moderate self/other judgments on warmth and competence. Paper presented at the Annual Meeting of the Midwestern Psychological Association, Chicago, IL.

Norton, M. I., Cuddy, A. J. C., & Rock, M. I. (2008, February). No right to be mad: Denying outgroups anger and denying help to angry outgroups. In P. McGraw (Chair), *Effects of emotion on judgments and decisions about humanitarian aid*. Special topic session conducted at the Winter Conference of the Society for Consumer Psychology, New Orleans, LA.

Cuddy, A. J. C., Norton, M. I., & Rock, M. (2008, February). No right to be mad: Denying outgroups anger and denying help to angry outgroups. In A. Cuddy & D. Small (Chairs), *Effects of emotion on judgments and decisions about humanitarian aid*. Symposium conducted at the 9th Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.

Crotty, S., Cuddy, A. J. C., Chong, J., & Norton, M. I. (2008, February). Men are sometimes nicer, when sociability conveys status: Men as cultural defaults in the United States and South Korea. Paper presented at the 9th Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.

Hazlett, A., & Cuddy, A. J. C. (2008, February). How culture moderates the relationship between self and other judgments of warmth and competence. Paper presented at the 9th Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.

Wang, J. W., & Cuddy, A. J. C. (2008, February). Good traits travel: The perceived transitivity of traits across social networks. Paper presented at the 9th Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.

Cuddy, A. J. C., Norton, M. I., & Rock, M. (2007, November). No right to be mad: Denying outgroups anger and denying help to angry outgroups. In A. Cuddy & D. Small (Chairs), *Judgments and decisions about allocation of humanitarian aid*. Symposium conducted at the Annual Meeting of the Society for Judgment and Decision Making, Long Beach, CA.

Cuddy, A. J. C., & Frantz, C. M. (2007, August). The ironic effect of threat of appearing racist on implicit expressions of racism. In K. Rios-Morrison & C. Hogan (Chairs), *Understanding whites' reactions to diversity: How threat can undermine diversity-oriented policies*. Symposium conducted at the Annual Meeting of the Academy of Management, Philadelphia, PA.

Cuddy, A. J. C. (2007, June). The BIAS Map: Behaviors from Intergroup Affect and Stereotypes. In *Fundamental dimensions of social judgment: A view from different perspectives*. Paper presented at a Small Group Meeting of the European Association of Experimental Social Psychology, Namur, Belgium.

Cuddy, A. J. C., & Frantz, C. M. (2007, May). Race, Work Status, and the Maternal Wall. In A. B. Diekmann (Chair). *Gender Roles: Current Challenges*. Invited symposium conducted at the 79<sup>th</sup> Annual Meeting of the Midwestern Psychological Association. Chicago, IL.

Norton, M. I. & Cuddy, A. J. C. (2007, February). Aiding victims of Hurricane Katrina: Helping when it hurts (me) the most. Symposium conducted at the Annual Meeting of the Society for Consumer Psychology, Las Vegas, NV.

Cuddy, A. J. C., & Norton, M. I. (2007, January). Aid in the aftermath of Hurricane Katrina: Inferences of Secondary Emotions Predict Intergroup Helping. In J. Hunt & A. Cuddy (Chairs). *Understanding reactions to Hurricane Katrina: Social psychological factors influencing beliefs about the hurricane, intergroup bias, and helping behavior*. Symposium conducted at the 8th Annual Meeting of the Society for Personality and Social Psychology, Memphis, TN.

Frantz, C. M., & Cuddy, A. J. C. (2006, October). The ironic effects of motivation to control prejudiced responses. In M. Gill (Chair). *Emotional reactions to one's own prejudiced responses: Implications for the self regulation of prejudice*. Symposium conducted at the Annual Meeting of the Society for Experimental Social Psychology, Philadelphia, PA.

Cuddy, A. J. C., & Norton, M. I. (2006, August). In M. C. Thomas-Hunt & A. S. Rosette (Chairs). *Hurricane Katrina: Consequences of inaction and race-related public concern*. Symposium conducted at the Annual Meeting of the Academy of Management, Atlanta, GA.

Cuddy, A. J. C. & Frantz, C. M. (2006, June). Perceptions of working mothers in both roles: As worker and as parent. In M. Still (Chair), *Motherhood and workplace disadvantages*. Symposium conducted at the Annual Meeting of the Society for the Psychological Study of Social Issues, Long Beach, CA.

Cuddy, A. J. C., Norton, M. I., & Rock, M. (2006, June). Intergroup emotions predict helping of Hurricane Katrina victims. Paper presented at the Annual Meeting of the Society for the Psychological Study of Social Issues, Long Beach, CA.

Cuddy, A. J. C. (2006, May). Perceptions of working mothers in both roles: As worker and as parent. In A. Cuddy (Chair). *Sexism in the boardroom and the bedroom: When the political becomes personal*. Symposium conducted at the Annual Convention of the Association for Psychological Science, New York, NY.

Cuddy, A. J. C., Fiske, S. T., & Glick, P. (2005, August). The BIAS Map: Behavior from Intergroup Affect and Stereotypes. In B. Wojciszke & A. Abele (Chairs), *Agency and Communion in Social Cognition*. Symposium conducted at the 14th General Meeting of the European Association of Experimental Social Psychology, Wuerzburg, Germany.

Cuddy, A. J. C., & Fiske, S. T., Kwan, V., & Glick, P. (2004). A cross-cultural, cross-groups model of stereotypes. Presented at a meeting of the Fellowship of Woodrow Wilson Scholars, Princeton University.

Cuddy, A. J. C., Fiske, S. T., Kwan, V. S. Y., & Glick, P. (2004). A pan-cultural map of stereotypes: Social structure predicts stereotypes across nations and cultures. In A. Cuddy & V. Kwan (Chairs), *Culture and prejudice: Bringing together new theoretical approaches*. Symposium conducted at the 5th Annual Meeting of the Society for Personality and Social Psychology, Austin, TX.

Fiske, S. T., & Cuddy, A. J. C. (2004). Friend or foe? Able or unable? Both intergroup and interpersonal emotions result from perceived warmth and competence. In S. L. Neuberg (Chair), *Exploring the complexity of intergroup emotions, beliefs, and behavior: Four theoretical approaches*. Symposium conducted at the 5th Annual Meeting of the Society for Personality and Social Psychology, Austin, TX.

Cuddy, A. J. C., & Frantz, C. M. (2003). A threat in the computer: Stereotype threat and the IAT. Paper presented at the annual 4-University (Columbia, NYU, Princeton, and Yale) Graduate Student Social Psychology Conference, Yale University, New Haven, CT.

Cuddy, A. J. C., & Fiske, S. T. (2003). Behavioral correlates of warmth and competence stereotypes. Paper presented at the 4th Annual Meeting of the Society for Personality and Social Psychology, Los Angeles, CA.

Frantz, C. M., Cuddy, A., Burnett, M., Ray, H. & Hart, A. (2002). A threat in the air: Fear of appearing racist hinders performance on the IAT. Paper presented at the 14th Annual Meeting of the American Psychological Society, New Orleans, LA.

Cuddy, A. J. C., Fiske, S. T., & Glick, P. (2002). Ambivalent stereotypes predicted by power relations: Status and competition predict competence and warmth. In D. Keltner (Chair), *Power, status, and social hierarchy*. Symposium conducted at the 3rd Annual Meeting of the Society for Personality and Social Psychology, Savannah, GA.

Fiske, S. T., Cuddy, A. J. C., & Glick, P. (2001). Stereotype content theory: International samples. Paper presented at the Joint Meeting of the European Association of Experimental Social Psychology and the Society for the Psychological Study of Social Issues.

Cuddy, A. J. C., & Fiske, S. T. (2001). Pity, envy, contempt, and admiration: The affective correlates of stereotype contents. Paper presented at the 13th Annual Meeting of the American Psychological Society, Toronto, Ontario.

Fiske, S. T., Xu, J., Cuddy, A. J. C., & Glick, P. (1999). Respecting vs. liking: Status and interdependence underlie ambivalent stereotypes. Paper presented at the 11th Annual Meeting of the American Psychological Society, Denver, CO.

### **Chaired Symposia and Meetings**

Cuddy, A. J. C., & Schubert, T. (Chairs). (2011). Grounding fundamentals of social judgment: Embodiments of warmth/trust and competence/status. Symposium to be conducted at the 16<sup>th</sup> General Meeting of the European Association of Experimental Social Psychology, Stockholm, Sweden.

Cuddy, A. J. C., & Small, D. (Chairs). (2008). Effects of emotion on judgments and decisions about humanitarian aid. Symposium conducted at the 9th Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.

Cuddy, A. J. C., & Small, D. (Chairs). (2007). Judgments and decisions about allocation of humanitarian aid. Symposium conducted at the Meeting of the Society for Judgment & Decision Making, Long Beach, CA.

Yzerbyt, V., Abele, A., Cuddy, A. J. C., & Judd, C. (Chairs). (2007). Fundamental dimensions of social judgment: A view from different perspectives. European Association of Experimental Social Psychology Small Group Meeting, Belgium.

Hunt, J. S. & Cuddy, A. J., C. (Chairs). (2007). Understanding reactions to Hurricane Katrina: Social psychological factors influencing beliefs about the hurricane, intergroup bias, and helping behavior. Symposium conducted at the 8th Annual Meeting of the Society for Personality and Social Psychology, Memphis, TN.

Cuddy, A. J. C. (Chair). (2006). Sexism in the boardroom and the bedroom: When the political becomes personal. Symposium conducted at the Annual Convention of the Association for Psychological Science, New York, NY.

Cuddy, A. J. C., Salvatore, J., & Goren, A. (Chairs). (2005). 4-University Graduate Student Conference (Columbia, NYU, Princeton, Yale).

Cuddy, A. J., C. & Kwan, V. S. Y. (Chairs). (2004). Culture and prejudice: Bringing together new theoretical approaches. Symposium conducted at the 5th Annual Meeting of the Society for Personality and Social Psychology, Austin, TX.

## **MEDIA COVERAGE & INTERVIEWS**

ABC, AOL.com, APA Monitor, APS Observer, Atlantic Monthly, Boston Globe, Boston Herald, Calgary Herald, Chronicle of Higher Education, CBS Business News-BNET, CNN, Columbia Journalism Review, Edmonton Journal, El Cronista, Facts, Financial Times, Globe and Mail, Harper's Magazine, Harvard Crimson, Harvard Gazette, Harvard Magazine, Heise, Iran Daily, Irish Independent, Irish Times, LiveScience, Miami Herald, The Mercury (Australia), Men's Health, MSNBC, The Nation, New York Times, Oestrogen, O --The Oprah Magazine, Psychology Today, PSFK, Scientific American, Scientific American Mind, South Florida Sun Sentinel, The Star-Ledger, The Sunday Herald (Scotland), TIME Magazine, The Times (UK), Toronto Star, Vancouver Sun, Wall Street Journal

## **PROFESSIONAL ACTIVITIES**

Co-director (w/ Jennifer Lerner), Harvard Biobehavioral Leadership Project, 2011-  
Faculty Liaison Committee, Culture and Community Initiative, Harvard Business School, 2011-  
Dissertation Committee Member, Aaron Glassenberg, Harvard Business School, 2011  
Dissertation Committee Member, Arnold Ho, Psychology Dept, Harvard University, 2010-2011  
Speaker Series Co-coordinator, NOM Unit, Harvard Business School 2009-2011  
Member, Audit & Finance Committee, Society for the Psychological Study of Social Issues, 2009-present  
Member, Family Responsibilities Discrimination Working Group, Center for WorkLife Law, 2006-present  
Steering Committee Member, Interdisciplinary Center on the Science of Diversity (ICSD), Northwestern University, 2007-2008  
Dissertation Committee Member, Ben Saunders, Psychology Dept, University of Illinois-Chicago, 2007-2008  
Faculty Search Committee Member, Kellogg School, MORS Dept, 2006-2007  
Presenter, Women's Leadership Workshop, Kellogg School of Management, 2007  
Investigator, Katrina Environmental Research and Restoration Network (Hosted by Tulane & Xavier Universities; Funded by NSF), 2006  
Member, Psychology Dept. Honors Committee, Rutgers University, 2005- 2006  
Chair, Social Psychology Colloquium Committee, Rutgers University, 2005-2006  
Member, Colloquium Committee, Princeton Psychology Dept., 2004-2005

## PROFESSIONAL MEMBERSHIPS

Academy of Management  
Association for Psychological Science  
American Psychological Association

Society for Experimental Social Psychology  
Society for Judgment and Decision Making  
Society for Personality and Social Psychology  
Society for the Psychological Study of Social Issues

## CONSULTING

- 2010            Leading Women Executives  
                  *Principles of Influence; Understanding How We Judge and Are Judged; Managing the Impressions we Form and Make*
- Kaiser Permanente  
                  *The Power of Nonverbals*
- McCarter & English, LLP  
                  *The Science of Connecting: Building Value in Social Networks*
- 2008            German Research Foundation, University of Marburg, Germany  
                  *Group Focused Enmity*
- American Dental Association  
                  *Diversity and Prejudice*

## EDITING & REVIEWING

Editorial Board Member

*Journal of Personality and Social Psychology: IRGP, 2008-  
Group Processes and Intergroup Relations, 2008-  
Social and Personality Psychology Compass, 2007-*

Special Issue Editor, *European Journal of Social Psychology*, 2008

Ad hoc Reviewer

*Administrative Sciences Quarterly  
Basic and Applied Social Psychology  
British Journal of Social Psychology  
Emotion  
European Journal of Social Psychology  
Journal of Experimental Social Psychology  
Journal of Personality and Social Psychology  
Journal of Consumer Research  
National Science Foundation*

*Negotiation Journal  
Personality and Social Psychology Bulletin  
Psychological Science  
Psychology of Women Quarterly  
Sex Roles  
Social Cognition  
Social Psychological and Personality Science  
Social Psychology Quarterly*