



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

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

- 2012-present            Associate Professor, Hellman Faculty Fellow  
Harvard Business School, Harvard University  
Negotiation, Organizations, and Markets (NOM) Unit  
*Affiliations:* Behavioral Insights Group (BIG), Program on Negotiation (PON), and Mind,  
Brain, & Behavior (MBB)
- 2008-2012              Assistant Professor  
Harvard Business School, Harvard University  
Negotiation, Organizations, and Markets (NOM) Unit
- 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

2014-2020	Young Global Leader, World Economic Forum
2015	Finalist, Thinkers50 Leadership Award, London, UK
2014	<i>Science Magazine</i> , Twitter's Science Stars (Top 100 Most Followed Scientists on Twitter)
2014	Conrad Weiser High School, Hall of Fame Distinguished Alumni Inductee, Robesonia, PA
2013	<i>HBR Blog Network</i> , The [Seven] Ideas That Shaped Management in 2013 ("Being Nice Makes You a Better Leader") <a href="http://blogs.hbr.org/2013/12/the-ideas-that-shaped-management-in-2013/">http://blogs.hbr.org/2013/12/the-ideas-that-shaped-management-in-2013/</a>
2013	The 20 Most Popular TED Talks: <a href="http://blog.ted.com/2013/12/16/the-most-popular-20-ted-talks-2013/">http://blog.ted.com/2013/12/16/the-most-popular-20-ted-talks-2013/</a>
2013	<i>Business Insider</i> , 50 Women Who Are Changing the World, <a href="http://www.businessinsider.com/50-women-who-are-changing-the-world-2013-4">http://www.businessinsider.com/50-women-who-are-changing-the-world-2013-4</a>
2013	<i>The Guardian</i> , 20 Online Talks That Could Change Your Life <a href="http://www.theguardian.com/technology/2013/aug/27/20-online-talks-change-your-life">http://www.theguardian.com/technology/2013/aug/27/20-online-talks-change-your-life</a>
2012	TEDGlobal Speaker (Talk viewed > 20 million times and ranks among top 5 most-viewed TED Talks of all time) <a href="http://www.ted.com/talks/amy_cuddy_your_body_language_shapes_who_you_are.html">http://www.ted.com/talks/amy_cuddy_your_body_language_shapes_who_you_are.html</a>
2012	<i>TIME</i> magazine Game Changer
2011	Talk of the Day, PopTech Annual Conference, October 21, 2011 <a href="http://poptech.org/blog/talk_of_the_day_amy_cuddys_power_poses">http://poptech.org/blog/talk_of_the_day_amy_cuddys_power_poses</a>
2011	Rising Star Award, Association for Psychological Science (APS)
2010	<i>Psychology Today</i> , Top 10 Psychology Studies of 2010 (Carney, Cuddy, & Yap, 2010)
2010	Cover story, <i>Harvard Magazine</i> , Nov-Dec, 2010
2009	The <i>HBR</i> List: Breakthrough Ideas for 2009, <i>Harvard Business Review</i>
2008	Michele Alexander Early Career Award, Society for the Psychological Study of Social Issues
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

2013-2015	Hellman Faculty Fellow, Harvard Business School
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

### Books

Cuddy, A. J. C. (Fall 2015). *Presence: Bringing Your Boldest Self to Your Biggest Challenges*. Little, Brown, & Co: New York, NY.

### Scholarly Publications

Cuddy, A. J. C., Baily Wolf, E., Glick, P., Crotty, S., Chong, J., & Norton, M. I. (in press). Men as cultural ideals: Cultural values moderate gender stereotype content. *Journal of Personality and Social Psychology*.

Yearwood, M. H., Cuddy, A. J. C., Lamba, N., Youyou, W., van der Lowe, I., Piff, P., Gronin, C., Fleming, P., Simon-Thomas, E., Keltner, D., & Kogan, A., (2015). On wealth and the diversity of friendships: High social class people around the world have fewer international friendships. *Personality and Individual Differences*.

Cuddy, A. J. C., Wilmuth, C., Yap, A. J., & Carney, D. (2015). Preparatory power posing affects nonverbal presence and job interview performance. *Journal of Applied Psychology*. <http://dx.doi.org/10.1037/a0038543>

Crockett, M., & Cuddy, A. J. C. (2015). Introduction to special issue: Social behavior. *Current Opinion in Behavioral Sciences*, 3, v-vii. <http://www.sciencedirect.com/science/article/pii/S2352154615000637>

Carney, D., Cuddy, A. J. C., & Yap, A. (2015). Review and summary of research on the embodied effects of expansive (vs. contractive) nonverbal displays. *Psychological Science*.  
<https://www.researchgate.net/publication/274458966>

Vescio, T. K., Cuddy, A. J. C., Crosby, F., & Weaver, K. (2015). Racism, causal explanations, and affirmative action. In J. Krosnick & I. Chiang (Eds.), *Explorations in Political Psychology*. Taylor & Francis.

Durante, F. Fiske, S. T., Kervyn, N., & Cuddy, A. J. C., et al. (2013). Nations' income inequality predicts ambivalence in stereotype content: How societies mind the gap. *British Journal of Social Psychology*, 52, 726–746.

Yap, A. J., Wazlawek, A. S., 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.

Ho, A.K., Sidanius, J., Cuddy, A.J.C. & Banaji, M.R. (2013). Status boundary enforcement and the categorization of Black-White Biracials, *Journal of Experimental Social Psychology*, 49, 940-943.

Galinsky, A., Hall, E. V., & Cuddy, A. J. C. (2013). Gendered races: Implications for interracial dating, leadership selection, and athletic participation. *Psychological Science*, 4, 498-506.

Cuddy, A. J. C., & Baily Wolf, E. (2013). Prescriptions and punishments for working moms: How race and work status affect judgments of mothers (pp. 36-43). *On Gender and Work: Challenging Conventional Wisdom*. Cambridge, MA: Harvard Business School Publishing.

Sherman, G. D., Lee, J. J., Cuddy, A. J. C., Renshon, J., Oveis, C., Gross, J. J., & Lerner, J. S. (2012). Leadership is associated with lower levels of stress. *Proceedings of the National Academy of Sciences*, 109, 17903-17907.

Cuddy, A. J. C., Glick, P., & Beninger, A. (2011). The dynamics of warmth and competence judgments, and their outcomes in organizations. *Research in Organizational Behavior*, 31, 73-98.

- 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.
- 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.
- 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.
- 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.
- 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., 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

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.

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.

### **Practitioner Publications**

Cuddy, A., Neffinger, J., & Kohut, M. (2013). Connect, then lead: To exert influence, you must balance competence with warmth. *Harvard Business Review*, 91, 54-61.

Williams, J., & Cuddy, A. (2012). Will working mothers take your company to court? *Harvard Business Review*, 90, 94-100.

Cuddy, A. (February 20, 2013). Want to lean in? Try a power pose: A simple life hack can help you follow Sheryl Sandberg's advice. *Harvard Business Review* blog. <http://blogs.hbr.org/2013/03/want-to-lean-in-try-a-power-po-2/>

Cuddy, A. (October 28, 2012). Act powerful, be powerful. *CNN*. <http://www.cnn.com/2012/10/28/opinion/cuddy-power-posing/>

Cuddy, A. (October 3, 2012). Tonight's Presidential Debate will be decided by body language. *Harvard Business Review* blog. <http://blogs.hbr.org/hbsfaculty/2012/10/tonights-presidential-debate-w.html>

Bos, M., & Cuddy, A. (May 16, 2011). A counter-intuitive approach to making complex decisions. *Harvard Business Review* blog. [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)

Cuddy, A. (2011). Dear negotiation coach: Striking a powerful pose. *Negotiation*, 14(9), 8.

Cuddy, A. (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. (2009). Dear negotiation coach: Throwing good money after bad, *Negotiation*, 12(1), 8.

### **Manuscripts Under Review, Revision, or In Preparation**

Holland, E., Baily Wolf, E., Looser, C., Cuddy, A. J. C. (under review). Visual attention to powerful postures: People reflexively avert their gaze from nonverbal dominance displays. Under review at *PNAS*.

Bos, M., & Cuddy, A. J. C. (in revision). iPosture: The size of electronic consumer devices affects our behavior.

Cuddy, A. J. C., Troje, N., & Schultz, S. J. (in preparation). How the powerful walk: Using motion capture technology to identify the dimensions of dominance movement.

Cuddy, A. J. C. (in preparation). Embodied power, presence, and persuasion: Effects of adopting expansive vs. contractive nonverbal postures on cognition, emotion, behavior, and physiology.

Hoffman, K., Cuddy, A. J. C., Schultz, S. J., Thornley, N., & Wertz, A. (in preparation). Young children see powerful figures as male and powerless figures as female: Comparison of 4- and 6-year-olds. In preparation.

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

Cuddy, A. J. C., Asbrock, F., & Sherman, G. (in preparation). Effects of warmth posing on men's versus women's testosterone and empathy.

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

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

Gruber, J., Cuddy, A. J. C., Sparkmann, G., Wu, Y., van der Löwe, I., Piff, P., Gorintin, C., Fleming, P., Simon-Thomas, E., Rust, J., Keltner, D., & Kogan, A. (in preparation). More friendships predict greater happiness, but only for less materialistic countries.

Landis, B., Cuddy, A. J. C., Oveis, C., Piff, P., Wu, Y., van der Löwe, I., Simon-Thomas, E., Gorintin, C., Fleming, P., Keltner, D., & Kogan, A. (in revision). Status predicts who initiates and awaits social connections with whom.

Yearwood, M. H., Lamba, N., Landis, B., Cuddy, A. J. C., Wu, Y., van der Lowe, I., Piff, P.K., Gronin, C., Fleming, P., Simon-Thomas, E., Keltner, D., & Kogan, A. (in preparation). People from high status nations are more international in their social connections.

### **Amicus Briefs**

Brief of Experimental Psychologists. et al. as Amici Curiae Supporting Respondents, Fisher v. University of Texas, August 13, 2012 (No. 01-1015).

### **Cases and Teaching Notes**

Cuddy, A. J. C., Govan, C. L., Neal, D. T., & Coster, A. "Qantas Luxury: Grounded Flights, First-class Pajamas, and Twitter Hashtags (A)." Harvard Business School Case 913-007 (2013).

Cuddy, A. J. C., Govan, C. L., Neal, D. T., & Coster, A. "Qantas Luxury: Grounded Flights, First-class Pajamas, and Twitter Hashtags (B)." Harvard Business School Case 913-008 (2013).

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, Revised 2012).

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).

## Video

Cuddy, A. J. C. (2014, June). PBS Nova’s Secret Lives of Scientists and Engineers: Amy Cuddy, Social Psychologist/Dancer <http://www.pbs.org/wgbh/nova/blogs/secretlife/dance/amy-cuddy/>

Cuddy, A. J. C. (2012, October). Your body language shapes who you are. Delivered at TEDGlobal, Edinburgh, Scotland. [http://www.ted.com/talks/amy\\_cuddy\\_your\\_body\\_language\\_shapes\\_who\\_you\\_are.html](http://www.ted.com/talks/amy_cuddy_your_body_language_shapes_who_you_are.html)

Cuddy, A. J. C. (2011, October). Power posing: Gain power through body language. Delivered at Annual PopTech Conference, Camden, Maine (*Designated “Talk of the Day”*). <http://vimeo.com/30932119>

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#>

## SELECTED RESEARCH IN PROGRESS

Using technology to improve nonverbal presence, authenticity, and performance in social evaluations (w/ T.

Choudhury, E. Hoque, & N. Troje)

Does power posing reduce math anxiety and improve math performance in grade-school children: Using video game technology to develop school interventions (w/ K. Isbister)

Effects of power posing of physical coordination, performance, and “choking”

Warmth or competence first? Effects of projecting warmth vs. competence first on impressions of female job candidates (w/ A. Hellman)

Social developmental investigations of power posing (w/ A. Wertz, C. Wilmuth, & N. Thornley)

Power posing in the mind’s eye: Can people ‘imagine themselves’ into power? (w/ N. Thornley)

Using power posing to buffer women against stereotype threat in leadership contexts

Cross-cultural differences in judgments of power posers: US vs. Korea (w/ S. Soon & Y. Zhu)

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

Eyetracking captures socially desirable response corrections (w/ C. Looser)

## SELECTED PRESENTATIONS

### Selected Invited Talks

2016, February (upcoming)	Harvard Alumni Association Annual Leadership Conference, Cambridge, MA
2015, December (upcoming)	Barron's Magazine, Top 100 Financial Advisors, Keynote, Palm Beach, FL
2015, September (upcoming)	Boston College, Chestnut Hill, MA, Keynote for Faculty and Student Body
2015, July (upcoming)	Aspen Ideas Festival, Aspen, CO
2015, April	UC-Davis Institute for Social Sciences Launch Conference, Keynote, Davis, CA
2015, April	Kaiser Permanente Women's Leadership Conference, Keynote, Rockville, MD
2015, April	Gender and Work Conference, Harvard Business School, Boston, MA
2015, March	University of Michigan Medical School Women's Leadership Summit, Keynote, Ann Arbor, MI
2015, March	Special Seminar on Placebo Effects & Behavioral Science, Robert Wood Johnson Foundation, Harvard University, Cambridge, MA
2015, February	San Joaquin Valley Town Hall, Fresno, CA, Public Lecture
2015, January	Los Angeles Dodgers, Los Angeles, CA
2014, December	Rosie's Place Women's Shelter, Boston, MA
2014, September	Women in the Workplace: Navigating the Labyrinth, Special Conference, Carnegie Mellon University, Pittsburgh, PA
2014, September	Global Leaders in Law Annual Conference, Cambridge, MA
2014, June	Deutsche Bank Women in European Business, Annual Keynote, London, UK
2014, May	Shannon West Homeless Youth Shelter, Las Vegas, NV
2014, May	NYC Harvard Business School Club, Rockefeller Center, NY, NY
2014, April	Connecticut College, Psychology Department, Annual Keynote, New London, CT
2014, March	TED, All-Stars Talk, Vancouver, BC
2014, March	SXSW Interactive, Featured Speaker, Austin, TX
2014, March	Kent State Spirit of Women in Business Conference, Keynote, Akron, OH
2013, November	University of Washington Public Lecture, Seattle, WA
2013, October	Cosmopolitan Magazine, Editor-in-Chief Seminar, New York, NY
2013, October	Marie Claire Power Women Lunch, Keynote, New York, NY
2013, October	Harvard University 2013 International Women in Business Summit
2013, October	Harvard Business School Reunion
2013, September	Harvard University New Faculty Institute
2013, August	Cambridge University, Judge School of Business, UK
2013, May	Story Collider, Third Anniversary, Brooklyn, NY
2013, April	Harvard Business School, Advanced Management Program, Fireside Chat
2013, April	Harvard Business School W50 Alumni Summit
2013, April	Princeton University, Psychology Graduate Reunion Panel
2013, February	Harvard Business School W50 Research Symposium
2013, February	UCLA, Anderson School of Business Colloquium
2013, February	Harvard Medical School, Medical Education Grand Rounds
2013, January	SPSP Social Neuroendocrinology Preconference, New Orleans, LA
2012, November	TEDYouth, New York, NY
2012, November	Society for Judgment & Decision Making, Women's Lunch Keynote, Minneapolis
2012, November	Museum of Science, Decision Factor, Special Program, Boston, MA
2012, October	PopTech, Camden, ME
2012, October	Harvard Business School Annual Reunion, Presenter
2012, September	Cornell University, Psychology Colloquium
2012, June (posted Oct, 2012)	TEDGlobal, Edinburgh, Scotland
2012, May	Princeton University, Keynote at Conference on Psychology and Policymaking
2012, April	Yale University, Psychology Seminar



2012, February	Harvard University, Decision Making Workshop
2011, December	Harvard Business School, Alumni Webinar
2011, November	TEDxCambridge, Cambridge, MA
2011, November	Harvard Kennedy School, Women's Leadership Board Annual Meeting
2011, October	PopTech, Camden, Maine (Winner: <i>Talk of the Day</i> )
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 ( <i>'How You See Me'</i> )
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

### Select Refereed Conference Presentations

Cuddy, A. J. C., Glick, P., Maddux, W. (2014, August). The ambivalent nature – and outcomes – of envious prejudice. In E. Larson & Y. Cohen-Charash (Chairs), *Envy – Beyond the stigma of the word*. Symposium conducted at the Annual Meeting of the Academy of Management, Philadelphia, PA.

Cuddy, A. J. C. (2014, February). Intentional and unintentional adoption of expansive postures affects job interview performance, assertiveness, and waking up on the right side of the bed. In Cuddy, A. J. C., & Wood Brooks, A. (Chairs), *Self-nudges: How intrapersonal tweaks change cognition, feelings, and behavior*. Symposium conducted at the 15th Annual Meeting of the Society for Personality and Social Psychology, Austin, TX.

Cuddy, A. J. C. (2014, February). Communicating our science to the rest of the world. In A. Balatel & A. Legg (Chairs), "...but I need more publications!": Balancing work/life, ethics, and productivity pressures as a grad student. Symposium conducted at the 15th Annual Meeting of the Society for Personality and Social Psychology, Austin, TX.

Cuddy, A. J. C. (2013, September). Cooperative posturing: How affiliative nonverbals affect men's testosterone, empathy, and warmth. In J. Lerner (Chair), *The new biology of power and leadership*. Symposium conducted at the Annual Meeting of the Society for Experimental Social Psychology, Berkeley, CA.

Cuddy, A. J. C. (2013, January). Enacting affiliative behaviors affects testosterone levels. Presented at the Social Neuroendocrinology Preconference, 14th Annual Meeting of the Society for Personality and Social Psychology, New Orleans, LA.

Yap, A. J. Wazlawek, A. S., Lucas, B., Cuddy, A. J. C., & Carney, D. R. (2012, October). The perils of an expansive posture: The effect of everyday, incidental posture on stealing, cheating and parking violations. Poster presented at the Association for Consumer Research 2012 Annual Meeting, Vancouver, Canada.

Yap, A. J. Wazlawek, A. S., Lucas, B., Cuddy, A. J. C., & Carney, D. R. (2012, August). The perils of an expansive posture: The effect of everyday, incidental posture on stealing, cheating and parking violations. Paper presented at the Academy of Management 2012 Annual Meeting, Boston, MA. (*Showcase Symposium*).

Wilmuth, C. A., Cuddy, A. J. C., & Carney, D. (2012, June). When the body changes the mind: The effect of power poses on performance. Paper presented at the 9<sup>th</sup> Biennial Convention of the Society for the Psychological Study of Social Issues, Washington, DC.

Baily Wolf, E. Cuddy, A. J. C., Gaither, S., & Carney, D. (2012, June). Visual attention to power posers: People avert their gaze from nonverbal displays of power. Paper presented at the 9<sup>th</sup> Biennial Convention of the Society for the Psychological Study of Social Issues, Washington, DC.

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 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 Academic Meetings**

Ely, R., & Cuddy, A. J. C. (Chairs). (2015). HBS Gender and Work Conference. Held at Harvard Business School, Cambridge, MA.

Ely, R., & Cuddy, A. J. C. (Chairs). (2014). HBS Gender and Work Conference. Held at Harvard Business School, Cambridge, MA.

Cuddy, A. J. C., & Wood Brooks, A. (Chairs). (2014). Self-nudges: How intrapersonal tweaks change cognition, feelings, and behavior. Symposium conducted at the 15th Annual Meeting of the Society for Personality and Social Psychology, Austin, TX.

Ely, R., & Cuddy, A. J. C. (Chairs). (2013). HBS W50 Research Summit. Held at Harvard Business School, Cambridge, MA.

Cuddy, A. J. C., & Schubert, T. (Chairs). (2011). Grounding fundamentals of social judgment: Embodiments of warmth/trust and competence/status. Symposium 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.

## **PRESS COVERAGE & MEDIA INTERVIEWS**

ABC News, AOL.com, APA Monitor, APS Observer, Atlantic Monthly, Atlantic Wire, BBC, Bloomberg Businessweek, Boston Globe, Boston Herald, Buffalo News, Business First, Business Insider, Business Review Weekly (Australia), Calgary Herald, Chronicle of Higher Education, CBS Business News-BNET, CNN, Columbia Journalism Review, Daily Mail, Deccan Herald, Dilbert (internationally syndicated comic strip), Economist, Edmonton Journal, El Cronista, Facts, Fast Company, Financial Times, Folha de S. Paulo, Forbes, French Tribune, Global Post, Globe and Mail, Guardian, Harper's Magazine, Harvard Business Review, Harvard Crimson, Harvard Gazette, Harvard Magazine, Heise, Inc., Huffington Post, Iran Daily, Irish Independent, Irish Times, LiveScience, Los Angeles Times, Mashable, Miami Herald, Memphis Daily News, Men's Health, MSNBC, Naked Scientists (BBC), The Nation, NBC Today show, New York Times, Oestrogen, NPR, 'O' The Oprah Magazine, PBS, Psychology Today, PSFK, Scientific American, Scientific American Mind, Star-Ledger, South Florida Sun Sentinel, Sunday Herald (Scotland), Sydney Morning Herald, TIME, The Age (Australia), The Australian, The Independent, The Mercury (Australia), The Times (UK), Times of India, Toronto Star, TVNZ, U.S. News & World Report, Vancouver Sun, Wall Street Journal, WebMD, Weekend Sunrise (Australia), Windsor Star, Wired, Wired Science, Zee News

## **Feature Coverage**

60 Minutes (2015, April), When TED Talks, People Listen. <http://www.cbsnews.com/news/when-ted-talks-people-listen/>

New York Times (2014, September), *Amy Cuddy Takes a Stand*

<http://www.nytimes.com/2014/09/21/fashion/amy-cuddy-takes-a-stand-TED-talk.html>

Wall Street Journal (2014, June, VIDEO), *Want to Know How to Make a Good Impact at Work?*

PBS (2014, June, MULTIMEDIA), *Secret Lives of Scientists and Engineers: Amy Cuddy, Social Psychologist/Dancer* <http://www.pbs.org/wgbh/nova/blogs/secretlife/dance/amy-cuddy/>

Princeton Alumni Weekly, cover article (2014, March).

<http://paw.princeton.edu/issues/2014/04/02/pages/3548/index.xml?page=1&>

National Public Radio, TED Radio Hour (2013, December)

<http://www.npr.org/2013/12/13/248198314/does-body-language-shape-who-you-are>

Harvard Business Review Blogs (2013, December), The [7] Ideas That Shaped Management in 2013

<http://blogs.hbr.org/2013/12/the-ideas-that-shaped-management-in-2013/>

The Guardian (2013, August), *20 Online Talks that Could Change Your Life*  
<http://www.theguardian.com/technology/2013/aug/27/20-online-talks-change-your-life>

Wall Street Journal (2013, August), *How Power Poses Can Help Your Career*  
<http://online.wsj.com/article/SB10001424127887323608504579022942032641408.html>

Business Insider (2013, May), *50 Women Who Are Changing the World*  
<http://www.businessinsider.com/50-women-who-are-changing-the-world-2013-4>

Huffington Post (2013, January), *TED Weekends: Life Hack with Body Language*  
[http://www.huffingtonpost.com/amy-cuddy/body-language\\_b\\_2451277.html](http://www.huffingtonpost.com/amy-cuddy/body-language_b_2451277.html)

Wired Science (2012, November), *First Impressions: The Science of Meeting People*  
<http://www.wired.com/wiredscience/2012/11/amy-cuddy-first-impressions/>

TED (2012, October), *Your Body Language Shapes Who You Are*  
 Talk: [http://www.ted.com/talks/amy\\_cuddy\\_your\\_body\\_language\\_shapes\\_who\\_you\\_are.html](http://www.ted.com/talks/amy_cuddy_your_body_language_shapes_who_you_are.html)  
 Blog: <http://blog.ted.com/2012/10/01/10-examples-of-how-power-posing-can-work-to-boost-your-confidence/>  
 Q&A: <http://blog.ted.com/2012/10/01/in-debates-watch-for-signs-of-warmth-qa-with-amy-cuddy/>

CNN blog (2012, October), *Act Powerful, Be Powerful* . <http://www.cnn.com/2012/10/28/opinion/cuddy-power-posing/>

Anderson Cooper 360°, CNN (2012, October), *Analyzing Debate Body Language* (Multi-Part Series)  
 Oct 2: <http://ac360.blogs.cnn.com/2012/10/02/debate-body-language-speaks-volumes/>  
 Oct 4: <http://www.cnn.com/video/#/video/politics/2012/10/05/ac-tuchman-debate-body-language-analysis.cnn>  
 Oct 11: <http://ac360.blogs.cnn.com/2012/10/11/decoding-debate-body-language/>  
 Oct 12: <http://www.cnn.com/video/#/video/bestoftv/2012/10/13/ac-body-language-expert-on-vp-debate.cnn>

MSN LifeInc Today (2012, October), *Body Language Can be Great Equalizer for Women, Prof Says*  
[http://lifeinc.today.com/\\_news/2012/10/04/14206630-body-language-can-be-great-equalizer-for-women-prof-says](http://lifeinc.today.com/_news/2012/10/04/14206630-body-language-can-be-great-equalizer-for-women-prof-says)

NBC Today show (2012, May 21), *What Your Sitting Style Says about You*  
<http://today.msnbc.msn.com/id/26184891/vp/47506037#47506037>

Wired (2012, May), *Strike a Pose, HBS Professor Amy Cuddy Has an Easy Life Hack: Stretch Out and Take up Space*: [http://www.wired.com/wiredscience/2012/05/st\\_cuddy/](http://www.wired.com/wiredscience/2012/05/st_cuddy/)

Inc. (2012, May), *Leadership Advice: Strike a Pose*  
<http://www.inc.com/magazine/201205/leigh-buchanan/strike-a-pose.html>

TIME (video) (2012, March), *Game Changers: Amy Cuddy, Power Poser*  
[http://www.time.com/time/specials/packages/article/0,28804,2091589\\_2092033\\_2109441,00.html](http://www.time.com/time/specials/packages/article/0,28804,2091589_2092033_2109441,00.html)

Fast Company (2012, April), *Power Poses: Tweaking Your Body Language for Greater Sales Success*  
<http://www.fastcompany.com/1829616/power-poses-two-minutes-to-greater-sales-success>

New York Times, David Brooks blog (2011, April), *Matter Over Mind*  
<http://brooks.blogs.nytimes.com/2011/04/20/matter-over-mind/>

Harvard Business Review (video) (2011, April), *Boost Power through Body Language*  
<http://blogs.hbr.org/video/2011/04/boost-power-through-body-langu.html>

Harvard Magazine, cover article (2010, Nov-Dec), *The Psyche on Automatic: Amy Cuddy Probes Snap Judgments, Warm Feelings, and How to Become an “Alpha Dog”*:  
<http://harvardmagazine.com/2010/11/the-psyche-on-automatic>

MSNBC, Your Business (video) (2010, December), *Body Language*:  
<http://www.openforum.com/idea-hub/topics/lifestyle/video/do-it-yourself-body-language>

Psychology Today (2010, October), *Feeling Timid and Powerless? Maybe It’s How You’re Sitting*  
<http://www.psychologytoday.com/blog/the-science-success/201010/feeling-timid-and-powerless-maybe-its-how-youre-sitting>

Scientific American Mind (2010, January), *Mixed Impressions: How We Judge Others on Multiple Levels*  
<http://www.scientificamerican.com/article.cfm?id=mixed-impression>

## TEACHING

### Harvard University

2015-2016 FIELD 1 & 2 (HBS MBA required course)

FIELD 2 (HBS MBA required course)

- 2014-2015      Program in Leadership Development (HBS Exec Ed)  
Experimental Methods for Behavioral Research (PhD course)  
A New Path: Setting New Professional Directions (HBS Exec Ed)  
Women's Leadership Forum (HBS Exec Ed)  
International Women's Forum (HBS Exec Ed)
- 2013-2014      Program in Leadership Development (HBS Exec Ed)  
Behavioral Approaches to Judgment & Decision Making (PhD course)  
Leadership in the 21<sup>st</sup> Century (HKS Exec Ed)  
A New Path: Setting New Professional Directions (HBS Exec Ed)  
Governing for Nonprofit Excellence (HBS Exec Ed)  
Women's Leadership Forum (HBS Exec Ed)  
International Women's Forum (HBS Exec Ed)  
Young Global Leaders Program (HKS Exec Ed)
- 2012-2013      Psychology and Practice of Influence (MBA elective course)  
Program in Leadership Development (HBS Exec Ed)  
Leadership in the 21<sup>st</sup> Century (HKS Exec Ed)  
A New Path: Setting New Professional Directions (HBS Exec Ed)  
Women's Leadership Forum (HBS Exec Ed)  
International Women's Forum (HBS Exec Ed)  
Young Global Leaders Program (HKS Exec Ed)
- 2011-2012      Power and Influence (HBS MBA elective course)  
Management & Markets: Administration & Human Behavior (HBS Doctoral course)  
Behavioral Approaches to Decision-making and Negotiations (HBS Doctoral course)  
A New Path: Setting New Professional Directions (HBS Exec Ed)  
Women's Leadership Forum (HBS Exec Ed)  
International Women's Forum (HBS Exec Ed)  
Young Global Leaders Program (HKS Exec Ed)  
Leadership in the 21<sup>st</sup> Century (HKS Exec Ed)
- 2010-2011      Power and Influence (HBS MBA elective course)  
A New Path: Setting New Professional Directions (HBS Exec Ed)  
Women's Leadership Forum (HBS Exec Ed)  
International Women's Forum (HBS Exec Ed)  
Management & Markets: Administration & Human Behavior (Doctoral course)
- 2009-10        Power and Influence (HBS MBA elective course)  
Managing Negotiators and the Deal Process (HBS Exec Ed)  
A New Path: Setting New Professional Directions (HBS Exec Ed)  
Women's Leadership Forum (HBS Exec Ed)  
International Women's Forum (HBS Exec Ed)
- 2008-09        Negotiations (HBS MBA required course)  
Changing the Game: Negotiation and Competitive Decision Making, London (HBS Exec Ed)
- 2009-2013      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

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

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)

## **PROFESSIONAL ACTIVITIES**

Dissertation Committee Co-chair (w/ Robin Ely), Elizabeth Baily Wolf, Harvard Business School, 2015-2016  
Honors Thesis Advisor, Kelly Hoffman, Boston College  
Honors Thesis Advisor, Christina Kallitsantsi, Tufts University (Title: *Power Posing and Choking Under Pressure: The Effects Power Posing Can Have on Performance in High Pressure Mathematical Tasks*)  
HBS Gender and Work Symposium Co-Chair (w/ Robin Ely), *Research to Change the World: Translating Ideas, Transforming Practice*, 2014-2015  
HBS Gender and Work Symposium Co-Chair (w/ Robin Ely), *Relationships Among Women: Bridging Racial, Generational, and Global Divides*, 2013-2014  
Member, TED Brain Trust (i.e., advisory board), 2014-  
<https://www.ted.com/about/our-organization/how-ted-works/ted-brain-trust>  
Speaker Series Co-coordinator, NOM Unit, Harvard Business School, 2013-2014  
HBS W50 Research Summit Co-Chair (w/ Robin Ely), 2012-2013  
Faculty Liaison Committee, Culture and Community Initiative, Harvard Business School, 2011-  
Honors Thesis Advisor to Andrew Hellman and Emily Rutter (Harvard College '13), 2012-2013  
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

## CONSULTING

Accenture, Advocates' Society, American Bar Association, American Dental Association, Arthur J. Gallagher & Co., Circus Smirkus, Cognizant, Cosmopolitan Magazine, Deutsche Bank, DTE Energy, Financial Planning Association, GE, Genentech, German Research Foundation, Gowlings Law Firm, Harvard Business Publishing, HCA Healthcare, Healthcare Businesswomen's Association, ICMA, International Women's Forum, Janssen Biotech, Kaiser Permanente, Kent State University, Kirkland & Ellis LLP, LA Dodgers, LeanIn.org, Linkage, Marie Claire Magazine, McCarter & English LLP, McKinsey, Navigant, PopTech, Public Library Association, Rexam, SAP, Society of Pharmaceutical and BioTech Trainers, SkillSoft, SSM Healthcare, St Jude Children's Research Hospital, University of Michigan Medical School, VMWare, TD Ameritrade, Young Global Leaders, Zappos

## PROFESSIONAL MEMBERSHIPS

Academy of Management	Society for Experimental Social Psychology
Association for Psychological Science	Society for Judgment and Decision Making
American Psychological Association	Society for Personality and Social Psychology
	Society for the Psychological Study of Social Issues

## EDITING & REVIEWING

Special Issue Co-Editor (w/ Molly Crockett), *Current Opinion in Behavioral Sciences: Social Behavior*, 2014-2015  
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 Co-Editor (w/ Andrea Abele), *European Journal of Social Psychology*, 2007-2008

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*