

Adam Waytz**E-mail:** a-waytz@kellogg.northwestern.edu

Northwestern University
 Kellogg School of Management
 2001 Sheridan Rd #360
 Evanston, IL 60208

POSITIONS

- 2011- Assistant Professor, Management and Organizations, Kellogg School of Management, Northwestern University
 2009-2011 NIH Ruth L. Kirschstein Postdoctoral Fellow, Psychology, Harvard University

EDUCATION

- 1999-2003 **B.A.**, Psychology, Columbia University
 - Summa Cum Laude
 - Phi Beta Kappa
 - Honors in Psychology
 - Dean's list all semesters
 2004-2006 **M.A.**, Psychology, University of Chicago
 2004-2009 **Ph.D.**, Psychology, University of Chicago

GRANT FUNDING

- 2010-2012 National Institute on Drug Abuse (1F32DA030020-01): "Future Self Simulation and Substance Abuse." (*PI*; \$48,506)
 2011-2012 General Motors: "Effective Interaction with Autonomous Agents." (*Co-PI*; \$224,143)
 2011-2013 The John Templeton Foundation: "The psychology and neuroscience of when, why, and how people behave better." (*Consultant*)
 2012-2014 National Institute of Mental Health: "The effects of social deprivation on sociocognitive functioning." (*Co-PI* \$211,215)
 2014 Dispute Resolution Research Center, Kellogg School of Management: "An intergroup attribution asymmetry for love versus hate" (*PI*: \$5,570)
 2014 The John Templeton Foundation: "Harnessing episodic simulation to facilitate prosociality" (*Collaborator*)
 2014 The John Templeton Foundation: "A social cognitive developmental approach to folk representations of God's mind" (*Co-Leader*: \$261,130)

HONORS, FELLOWSHIPS, AND AWARDS

- 2004-2008 University of Chicago Psychology Department Century Fellowship
 2006-2009 University of Chicago Psychology Graduate Student Organization Travel Award (given yearly)
 2007 University of Chicago Doolittle-Harrison Fellowship

- 2008-2009 University of Chicago Dewey Lectureship to teach undergraduate seminar, *Mind Perception*
- 2008 University of Chicago Provost Summer Fellowship
- 2008 Association for Psychological Science Student Grant Award
- 2008 Society for Personality and Social Psychology Theoretical Innovation Prize (with Nicholas Epley and John T. Cacioppo)
- 2009 Society for Personality and Social Psychology Graduate Student Outstanding Research Award
- 2009 Society for Personality and Social Psychology Student Travel Award
- 2014 Society for Personality and Social Psychology Theoretical Innovation Prize (with Kurt Gray and Liane Young)
- 2014 Profiled for Excellence In Research for Northwestern University annual report on research
- 2014 Selected as one of the best 40 professors under age 40 by *Poets and Quants*
- 2014 North American Case Research Association award for Outstanding Case on Anti-Corruption (with Vasilina Kilibarda)

PUBLICATIONS

1. **Waytz, A.**, Hershfield, H.E., Tamir, D. I. (in press). Mental simulation and meaning in life. *Journal of Personality and Social Psychology*.
2. **Waytz, A.**, Hoffman, K.M., Trawalter, S. (in press). A superhumanization bias in perceptions of blacks relative to whites. *Social Psychological and Personality Science*.
3. **Waytz, A.***, & Young, L.* (in press). Two motivations for two dimensions of mind. *Journal of Experimental Social Psychology*. [*equal authorship].
4. **Waytz, A.**, Young, L., & Ginges, J. (2014). A motive attribution asymmetry for love versus hate drives intractable conflict. *Proceedings of the National Academy of Sciences USA*, *111*, 15687–15692.
5. **Waytz, A.**, Heafner, J., Epley, N. (2014) The mind in the machine: anthropomorphism increases trust in an autonomous vehicle. *Journal of Experimental and Social Psychology*, *52*, 113-117. ***Featured as Editor’s Choice in Science, 344, p. 130.**
6. **Waytz, A.**, & Norton, M.I. (2014). Botsourcing and Outsourcing: Robot, British, Chinese, and German Workers Are for Thinking—Not Feeling—Jobs. *Emotion*, *14*, 434-444.
7. **Waytz, A.**, Dungan, J., Young, L. (2013). The whistleblower’s dilemma and the fairness-loyalty tradeoff. *Journal of Experimental Social Psychology*, *49*, 1027-1033.
8. **Waytz, A.**, Mason, M. F. (2013). Your brain at work. *Harvard Business Review*, *91*(7), 102-111.
9. Caruso, E. M., Vohs, K. D., Baxter, B., & **Waytz, A.** (2013). Mere exposure to money increases endorsement of free market systems and social inequality, *Journal of Experimental Psychology: General*, *142*, 301-306.

10. Trawalter, S., Hoffman, K., & **Waytz, A.** (2012). Racial bias in perceptions of others' pain. *PLoS ONE*, 7(11), e48546.
11. **Waytz, A.**, Zaki, J., & Mitchell, J. P. (2012). Response of dorsomedial prefrontal cortex predicts altruistic behavior. *Journal of Neuroscience*, 32, 7646-7650.
12. Gray, K., Young, L., & **Waytz, A.** (2012). Mind perception is the essence of morality. *Psychological Inquiry*, 26, 101-124. [Target Article]. ***Winner of Society for Personality and Social Psychology Theoretical Innovation Prize.**
13. Haque, O.S.*, & **Waytz, A.*** (2012). Dehumanization in medicine: Causes, solutions, and functions. *Perspectives on Psychological Science*, 7, 176-186 [*equal authorship]
14. **Waytz, A.**, & Epley, N. (2012). Social connection enables dehumanization. *Journal of Experimental Social Psychology*, 48, 70-76.
15. **Waytz, A.**, & Young, L. (2012). The group-member mind tradeoff. Attributing mind to groups versus group members. *Psychological Science*, 23, 77-85.
16. **Waytz, A.**, & Mitchell, J. P. (2011). Two mechanisms for simulating other minds: Dissociable neural bases for self-projection and mirroring. *Current Directions in Psychological Science*, 20, 197-200.
17. **Waytz, A.**, Morewedge, C. K., Epley, N., Monteleone, G., Gao, J-H., & Cacioppo, J. T. (2010). Making sense by making sentient: Unpredictability increases anthropomorphism. *Journal of Personality and Social Psychology*, 99, 410-435.
18. **Waytz, A.**, Gray, K., Epley, N., & Wegner, D.M. (2010). Causes and consequences of mind perception. *Trends in Cognitive Sciences*, 14, 383-388.
19. Caruso, E., **Waytz, A.**, & Epley, N. (2010) The intentional mind and the hot hand: Perceiving intentions makes streaks seem likely to continue. *Cognition*, 116, 149-153.
20. **Waytz, A.**, Cacioppo, J. T., & Epley, N. (2010). Who sees human? The stability and importance of individual differences in anthropomorphism. *Perspectives on Psychological Science*, 5, 219-232.
21. **Waytz, A.**, Epley, N., & Cacioppo, J. T. (2010). Social cognition unbound: Psychological insights into anthropomorphism and dehumanization. *Current Directions in Psychological Science*, 19, 58-62.
22. Epley, N., Akalis, S., **Waytz, A.**, & Cacioppo, J. T. (2008). Creating social connection through inferential reproduction: Loneliness and perceived agency in gadgets, gods, and greyhounds. *Psychological Science*, 19, 114-120.
23. Epley, N., **Waytz, A.**, Akalis, S., & Cacioppo, J. T. (2008). When we need a human: Motivational determinants of anthropomorphism. *Social Cognition*, 26, 143-155.

24. Epley, N., **Waytz, A.**, & Cacioppo, J. T. (2007). On seeing human: A three-factor theory of anthropomorphism. *Psychological Review*, *114*, 864-886. ***Winner of Society for Personality and Social Psychology Theoretical Innovation Prize.**

OTHER ARTICLES (INVITED)

25. **Waytz, A.**, & Schroeder, J. (2014). Overlooking others: Dehumanization by commission and omission. *Testing Psychometrics Methodology in Applied Psychology*, *21*, 251-266.
26. Dungan, J., **Waytz, A.**, Young, L. (2014). Corruption in the context of moral tradeoffs. *Journal of Interdisciplinary Economics*, *26*, 97-118.
27. Gray, K., Young, L., & **Waytz, A.** (2012). The moral dyad: A fundamental template unifying moral judgment. *Psychological Inquiry*, *26*, 206-215. [Reply to commentaries].
28. Phelan, M., & **Waytz, A.** (2012). The moral cognition/consciousness connection. *Review of Philosophy and Psychology*, *3*, 293-301.

CHAPTERS AND ENTRIES

29. **Waytz, A.**, Iyer, R., Young, L., & Graham, J. (in press). Ideological differences in the expanse of empathy. In Valdesolo, P. & Graham, J., (Eds.), *Bridging Ideological Divides (Claremont Series on Applied Social Psychology)*. New York, NY: Taylor and Francis.
30. Young, L.*, & **Waytz, A.*** Mind attribution is for morality. (2013) In H. B. Tager-Flusberg & S. Baron-Cohen (Eds.) *Understanding Other Minds: Perspectives from social developmental neuroscience* (pp. 93-103). Oxford, UK: Oxford University Press [Equal Authorship].
31. **Waytz, A.**, Schroeder, J., & Epley, N. (2013). The lesser minds problem. In Bain, P., Vaes, J., & Leyens, J.P. (Eds.), *Are we all human? Advances in understanding humanness and dehumanization* (pp. 49-67). New York, NY: Psychology Press.
32. Epley, N., Schroeder, J., & **Waytz, A.** (2013). Motivated mind perception: Treating pets as people and people as animals. In Gervais, S. (Ed.), *Nebraska Symposium on Motivation* (Vol. 60, pp 127-152). New York, NY: Springer.
33. **Waytz, A.** Social connection and seeing human. In C. N. DeWall (Ed.), *The handbook of social exclusion* (pp. 251-256). New York, NY: Oxford University Press.
34. **Waytz, A.**, Klein, N., & Epley, N. (2013). Imagining other minds: Hair triggered but not hare brained. In Marjorie Taylor (Ed.), *The Oxford Handbook of the Development of Imagination* (pp. 272-287). New York, NY: Oxford University Press.
35. **Waytz, A.** Making meaning by seeing human. (2013) In K. Markman, T. Proulx, & M. Lindberg (Eds.), *The psychology of meaning* (pp. 135-146). Washington, DC: American Psychological Association.
36. Epley, N., & **Waytz, A.** (2010). Mind Perception. In S.T. Fiske, D.T. Gilbert, & G.

Lindzey (Eds.), *The Handbook of Social Psychology* (5th ed., pp. 498- 541). New York, NY: Wiley.

37. Cacioppo, J. T., Berntson, G., & **Waytz, A.** (2010). Social neuroscience. In I. Weiner & E. Craighead (Eds.), *Corsini Encyclopedia of Psychology* (4th Ed.). New York, NY: Wiley.
38. Epley, N., & **Waytz, A.** (2009). Perspective Taking. In Harry T. Reis & Susan Sprecher (Eds.), *Encyclopedia of Human Relationships* (Vol. 3, pp. 1228-1231). Thousand Oaks, CA: Sage.

WORKING PAPERS (IN PREP FOR SUBMISSION/UNDER REVIEW/IN REVISION)

39. **Waytz, A.**, & Galinsky, A. Zero-sum social cognition: Empathy is a fixed pie.
40. **Waytz, A.***, & Zaki, J.* Placebic altruism: When meaningless giving compensates for meaningful selfishness. [*equal authorship]
41. **Waytz, A.**, Chou, E., Magee, J., Galinsky, A. Not so lonely at the top: The relationship between loneliness and power.
42. Heiphetz, L., Lane, J.D., **Waytz, A.**, Young, L. How children and adults reason about God's mind.
43. **Waytz, A.**, & Young, L. Aversion to playing God: A key principle underlying moral judgment.
44. Theriault, J., **Waytz, A.**, Heiphetz, L., Young, L. fMRI evidence for whether morals are processed like facts or preferences.
45. Lucas, B., & **Waytz, A.** Curvilinear morality: Moralization and amoralization predict empathy and perceived bias.
46. Kteily, N., Bruneau, E., **Waytz, A.**, Cotterill, S. The ascent of man: A theoretical and empirical case for blatant dehumanization
47. Jamieson, J.P., Tamir, D.I., **Waytz, A.**, Peters, B.J. Using mental simulation to attenuate risky decision making.

SELECTED ARTICLES FOR A POPULAR AUDIENCE

- Waytz, A.**, & Norton, M.I. (June 2, 2014). How to make robots seem less creepy. *Wall Street Journal*, R3
- Waytz, A.** (May 13, 2014). Seeing human. *Slate.com*
- Waytz, A.** (November 3, 2013). Book review: Moral Tribes. *Boston Globe*.
- Waytz, A.**, Dungan, J., Young, L. (August 4, 2013). The whistle-blower's quandary. *New York Times*, SR12.

Waytz, A. (July 7, 2011). Life is a self-driving highway: Will Americans be able to adapt to the autonomous car? *Slate.com*

Waytz, A. (2011). Can scientists measure happiness? *Popular Science*.

Waytz, A. (2010). A taboo exchange. *Scientific American Mind*, 21(3), 14-15.

SELECTED RESEARCH IN PROGRESS

undoing dehumanization, neural dysfunction and anthropomorphism, neural and behavioral consequences of social deprivation, ideology and moral circles, self-dehumanization and unethical behavior, power and secrecy, self-other bias in perceptions of effort for creative ideas, mind perception and endorsement of paternalistic policies for self vs. others, how daily instructions for moral behavior influence moral identity

SPECIAL JOURNAL ISSUES EDITED

Review of Philosophy and Psychology : Consciousness and Moral Cognition. Guest Editor (with Mark Phelan).

TEACHING

2009 Instructor for Seminar – Mind Perception
 2009 Guest Lecture – Negotiation and Conflict (Summer Institute of Social Psychology)
 2011 Guest Lecture – Addiction and Rationality (Massachusetts Institute of Technology)
 2012- Values Based Leadership
 2012- The Individual in the Organization
 2013- Ethics and Executive Leadership (Kellogg Executive MBA program)
 2014- Conflict Resolution (Kellogg Center for Non-profit Management)
 2014- Leadership in Organizations (Kellogg Executive MBA program)

COURSE MATERIALS

“Through the Eyes of a Whistle-Blower: How Sherry Hunt Spoke Up About Citibank’s Mortgage Fraud.” Kellogg School of Management case (co-authored with Vasilina Kilibarda).

CONFERENCE PRESENTATIONS

2006 Northwestern-University of Chicago Graduate Student Conference, University of Chicago, Chicago, IL.
 2007 Society for Personality and Social Psychology annual conference, Memphis, TN.
 2007 Northwestern-University of Chicago Graduate Student Conference, Northwestern University, Evanston, IL.
 2008 Society for Personality and Social Psychology annual conference, Albuquerque, NM.
 2008 Association for Psychological Science annual conference, Chicago, IL.

- 2008 Midwestern Psychological Association annual conference, Chicago, IL.
- 2008 Society for Experimental Social Psychology annual conference, Sacramento, CA.
- 2009 Society for Personality and Social Psychology annual meeting (Graduate Student Outstanding Research Award symposium), Tampa, FL.
- 2009 Midwestern Psychological Association annual conference, Chicago, IL.
- 2009 Society for Experimental Social Psychology annual conference, Portland, ME.
- 2009 Society for Judgment and Decision Making annual conference, Boston, MA.
- 2010 Society for Experimental Social Psychology annual conference, Minneapolis, MN.
- 2010 Social and Affective Neuroscience Society annual conference, Chicago, IL.
- 2011 Society for Personality and Social Psychology annual conference, San Antonio, TX.
- 2011 European Association of Social Psychology annual conference, Stockholm, Sweden.
- 2011 Decisions Neuroscience annual conference, Philadelphia, PA.
- 2011 Society for Experimental Social Psychology annual conference, Washington, DC.
- 2011 Society for Personality and Social Psychology annual conference, San Diego, CA.
- 2012 Midwestern Psychological Association annual conference, Chicago, IL.
- 2012 American Psychological Association annual conference, Orlando, FL.
- 2012 Society for Experimental Social Psychology annual conference, Austin, TX.
- 2013 Society for Personality and Social Psychology annual conference, New Orleans, LA. (Two symposia).
- 2013 Dehumanization in Conflict meeting. Massachusetts Institute of Technology, Cambridge, MA.
- 2013 Academy of Management annual conference, Orlando, FL.
- 2013 Science of Philanthropy Initiative annual conference, Chicago, IL.
- 2013 Medical Device and Diagnostic Ethics and Compliance Conference, Chicago, IL.
- 2014 Society for Personality and Social Psychology annual conference, Austin, TX.
- 2014 Winter Strategy Conference. Park City, UT.
- 2014 TEDx conference, Discover Financial Services, River Forest, IL
- 2014 European Association of Social Psychology annual conference, Amsterdam, Netherlands.
- 2014 Academy of Management annual conference, Philadelphia, PA. (Two symposia).

SYMPOSIUM CHAIRED

- 2008 Noble savages and savage nobles: Psychological insights into the processes of humanization and dehumanization. Society for Experimental Social Psychology annual conference, Sacramento, CA.
- 2009 Ouch! Pain as social cognition. Society for Experimental Social Psychology annual conference, Portland, ME.
- 2010 The meaning of life: How everyday people answer the ultimate question. Society for Experimental Social Psychology annual conference, Minneapolis, MN.
- 2012 Mind Perception Pre-conference (with Kurt Gray). Society for Personality and Social Psychology annual conference, San Diego, CA.
- 2012 The personal benefits of prosocial behavior (with Juliana Schroeder). Association for Psychological Science annual conference, Chicago, IL.
- 2015 Bringing thought experiments to life: Perspectives on the essence of identity from psychology and philosophy (with Larisa Heiphetz). Society for Personality and Social Psychology annual conference, Long Beach, CA.

INVITED TALKS

- 2008 Northwestern University psychology department. Evanston, IL.
 2008 New York University psychology department. New York, NY.
 2009 University of Illinois Urbana-Champaign psychology department. Urbana, IL.
 2009 University of California-Berkeley, Haas Business School. Berkeley, CA.
 2009 Harvard University psychology department. Cambridge, MA.
 2009 Princeton University psychology department. Princeton, NJ.
 2009 Dartmouth University psychology department. Hanover, NH.
 2010 University of North Carolina – Chapel Hill psychology department. Chapel Hill, NC.
 2010 Northeastern University psychology department. Boston, MA.
 2010 McGill University psychology department. Montreal, QC.
 2011 Northwestern University, Kellogg School of Management. Evanston, IL.
 2011 The New School psychology department, New York, NY.
 2011 Brown University psychology department, Providence, RI.
 2011 Duke University, Fuqua School of Business, Durham, NC.
 2011 Northwestern University psychology department. Evanston, IL.
 2011 University of Illinois Chicago psychology department. Chicago, IL.
 2013 Stanford University, Graduate School of Business, Palo Alto, CA.
 2013 William and Mitchell Law School, St. Paul, MN.
 2013 Claremont Graduate University psychology department, Claremont, CA.
 2013 Columbia Business School, New York, NY
 2013 Carnegie Mellon University social and decision sciences department, Pittsburgh, PA
 2014 Union College psychology department, Schenectady, NY
 2014 Loyola University psychology department, Chicago, IL
 2015 University of Padua psychology department, Padua, Italy
 2015 Harvard University psychology department, Cambridge, MA
 2015 University of North Carolina – Chapel Hill psychology department. Chapel Hill, NC.

SERVICE

- Evaluator – Student posters for American Psychological Association conference
 Evaluator – Data Blitz presentations for Society of Personality and Social Psychology conference
 Evaluator – Graduate Student Travel Award for Society of Personality and Social Psychology conference
 Evaluator – Symposia submissions for Academy of Management conference
 Grant reviewer – National Science Foundation

Ad-hoc reviewer – Journal of Personality and Social Psychology, Journal of Experimental Social Psychology, Journal of the Academy of Marketing Science, Human Computer Interaction, Social Psychology and Personality Science, Basic and Applied Social Psychology, Society and Animals, Medical Decision Making, Evolution and Human Behavior, Cognition and Emotion, Review of Philosophy and Psychology, European Journal of Social Psychology, British Journal of Social Psychology, Cognitive, Affective, and Behavioral Neuroscience, Journal of Human-Robot Interaction, Perspectives on Psychological Science, Psychology of Religion and

Spirituality, Psychological Science, Psychological Review, Psychological Bulletin, Personality and Social Psychology Bulletin, Social Psychology, Journal of Consumer Research, Journal of Experimental Psychology: General, Journal of Cognitive Neuroscience, Cognition, Anthrozoos, Organizational Behavior and Human Decision Processes

MEMBERSHIP IN PROFESSIONAL ORGANIZATIONS

American Psychology Association (APA)
American Psychological Society (APS)
Midwestern Psychological Association (MPA)
Society for Personality and Social Psychology (SPSP)
Society of Judgment and Decision Making (SJDM)
Academy of Management (AOM)
Society for Experimental Social Psychology (SESP)