

**EUGENE M. CARUSO**  
**CURRICULUM VITAE**

UCLA Anderson School of Management  
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**ACADEMIC POSITIONS**

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**Anderson School of Management, University of California, Los Angeles**

-Associate Professor of Management and Organizations and of Behavioral Decision Making, July 2018–Present

-Visiting Associate Professor of Management and Organizations, Fall 2017 and Spring 2018

**Booth School of Business, The University of Chicago**

-Associate Professor of Behavioral Science, July 2011–June 2018

-Assistant Professor of Behavioral Science, July 2007–June 2011

\*Affiliated faculty member in the Social Psychology Program

**EDUCATION**

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**Harvard University**

-Ph.D., Social Psychology, June 2007

*Dissertation:* Damned if you do, but not if you did: How temporal perspective shapes perceptions of fairness, ethics, and morality (Committee: Max Bazerman, Daniel Gilbert, Joshua Greene, Nicholas Epley, and Mahzarin Banaji)

-M.A., Social Psychology, June 2004

**Princeton University**

-B.A. *cum laude*, Psychology (Certificate in Cognitive Studies), June 1998

*Thesis:* Toward a unification of mood congruency and cognitive theories of emotion: The effects of mood salience on the self-regulation of moods (Advisors: Eldar Shafir and Daniel Kahneman)

**PREVIOUS EMPLOYMENT**

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**Digitas, Inc., Boston, MA**

-Marketing Research Analyst, Customer Research Group, 1999–2002

**RESEARCH GRANTS (\$4,046,810 total costs)**

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*Thinking About the Past and the Future: A Developmental Study of Temporal Asymmetries*, Economic and Social Research Council UK, 2015–2018 (Co-PI; £211,076 total costs; Grant ES/N000900/1)

*Feeling Close: The Phenomenological Foundations of Prospective Psychological Distance*, Templeton Science of Prospection Award, John Templeton Foundation, 2014–2016 (Co-PI; \$175,197 total costs)

*Enhancing the Human Experience Through Behavioral Science: New Paths to Purpose*, John Templeton Foundation, 2012–2015 (Co-PI; \$3,594,166 total costs)

**RESEARCH SUPPORT AND FELLOWSHIPS**

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*Bias as a Result of Fairness: How Trying to Do Good Can Lead Us Astray*, Social Enterprise Initiative Research Grant, The University of Chicago Booth School of Business, 2017–2019

*Leveraging Agency to Promote Prosocial Behavior in Organizations*, Social Enterprise Initiative Research Grant, The University of Chicago Booth School of Business, 2015–2017

Charles E. Merrill Faculty Scholar, The University of Chicago Booth School of Business, 2016–2017

Willard Graham Faculty Scholar, The University of Chicago Booth School of Business, 2014–2015, 2015–2016

Neubauer Family Faculty Fellow, The University of Chicago Booth School of Business, 2011–2012

*Human Nature / Human Potential Project*, John Templeton Foundation, 2007–2010

National Science Foundation Graduate Research Fellowship, 2004–2007

Next Generation Grant, Program on Negotiation at Harvard Law School, 2005–2007

Research Grant, The Stimson Fund, Harvard University, 2006

Research Grant, The Norman Anderson Graduate Student Fund, Harvard University, 2006

Research Grant, Marie E. McMasters Fund, Harvard University, 2005

Harvard University Graduate Student Fellowship, 2002–2004

## **REFEREED JOURNAL PUBLICATIONS**

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Kardas, M., Shaw, A., & Caruso, E. M. (in press). How to give away your cake and eat it too: Relinquishing control prompts reciprocal generosity. *Journal of Personality and Social Psychology*.

Choshen-Hillel, S., Shaw, A., & Caruso, E. M. (in press). Disadvantaged but not dissatisfied: How agency ameliorates negative reactions to unequal pay. *Journal of Experimental Psychology: Applied*.

Burns, P., McCormack, T., Jaroslawska, A., Fitzpatrick, A., McGourty, J., & Caruso, E. M. (in press). The development of asymmetries in past and future thinking. *Journal of Experimental Psychology: General*.

Shaw, A., Choshen-Hillel, S., & Caruso, E. M. (2018). Being biased against friends to appear unbiased. *Journal of Experimental Social Psychology*, *78*, 104–115.

Caruso, E. M., Shapira, O., & Landy, J. F. (2017). Show me the money: A systematic exploration of manipulations, moderators, and mechanisms of priming effects. *Psychological Science*, *28*, 1148–1159.

**\* Recipient of Center for Open Science Preregistration Challenge Prize.**

Whillans, A. V., Caruso, E. M., & Dunn, E. W. (2017). Both selfishness and selflessness start with the self: How wealth shapes responses to charitable appeals. *Journal of Experimental Social Psychology*, *70*, 242–250.

**\* Featured as “Editor’s Choice” in *Science* (2017), 355, 258–259.**

Shaw, A., Choshen-Hillel, S., & Caruso, E. M. (2016). The development of inequity aversion: Understanding when (and why) people give others the bigger piece of the pie. *Psychological Science*, *27*, 1352–1359.

Caruso, E. M., Burns, Z. C., & Converse, B. A. (2016). Slow motion increases perceived intent. *Proceedings of the National Academy of Sciences*, *113*, 9250–9255.

Schroeder, J., Caruso, E. M., & Epley, N. (2016). Many hands make overlooked work: Overclaiming of responsibility increases with group size. *Journal of Experimental Psychology: Applied*, *22*, 238–246.

- Stern, C., Balci, E., Cole, S., West, T. V., & Caruso, E. M. (2016). Government instability shifts skin tone representations of and intentions to vote for political candidates. *Journal of Personality and Social Psychology, 110*, 76–95.
- Choshen-Hillel, S., Shaw, A., & Caruso, E. M. (2015). Waste management: How reducing partiality can promote efficient resource allocation. *Journal of Personality and Social Psychology, 109*, 210–231.
- Caruso, E. M., Van Boven, L., Chin, M., & Ward, A. (2013). The temporal Doppler effect: When the future feels closer than the past. *Psychological Science, 24*, 530–536.
- Caruso, E. M., Vohs, K. D., Baxter, B., & Waytz, A. (2013). Mere exposure to money increases support for free-market systems and social inequality. *Journal of Experimental Psychology: General, 142*, 301–306.
- Burns, Z. C., Caruso, E. M., & Bartels, D. M. (2012). Predicting premeditation: Future behavior is seen as more intentional than past behavior. *Journal of Experimental Psychology: General, 141*, 227–232.
- Caruso, E. M., & Gino, F. (2011). Blind ethics: Closing one's eyes polarizes moral judgments and discourages dishonest behavior. *Cognition, 118*, 280–285.
- Caruso, E. M. (2010). When the future feels worse than the past: A temporal inconsistency in moral judgment. *Journal of Experimental Psychology: General, 139*, 610–624.
- Caruso, E. M., Waytz, A., & Epley, N. (2010). The intentional mind and the hot hand: Perceiving intentions makes streaks seem likely to continue. *Cognition, 116*, 149–153.
- Caruso, E. M., Mead, N. L., & Balci, E. (2009). Political partisanship influences perception of biracial candidates' skin tone. *Proceedings of the National Academy of Sciences, 106*, 20168–20173.
- Morewedge, C. K., Kassam, K., Hsee, C. K., & Caruso, E. M. (2009). Duration sensitivity depends on stimulus familiarity. *Journal of Experimental Psychology: General, 138*, 177–186.
- Caruso, E. M., Rahnev, D. A., & Banaji, M. R. (2009). Using conjoint analysis to detect discrimination: Revealing covert preferences from overt choices. *Social Cognition, 27*, 128–137.

Caruso, E. M., Gilbert, D. T., & Wilson, T. D. (2008). A wrinkle in time: Asymmetric valuation of past and future events. *Psychological Science*, *19*, 796–801.

Caruso, E. M. (2008). Use of experienced retrieval ease in self and social judgments. *Journal of Experimental Social Psychology*, *44*, 148–155.

Caruso, E. M., Epley, N., & Bazerman, M. H. (2006). The costs and benefits of undoing egocentric responsibility assessments in groups. *Journal of Personality and Social Psychology*, *91*, 857–871.

**\* Featured as “Editor’s Choice” in *Science* (2006), 314, 1659–1661.**

Epley, N., Caruso, E. M., & Bazerman, M. H. (2006). When perspective taking increases taking: Reactive Egoism in social interaction. *Journal of Personality and Social Psychology*, *91*, 872–889.

Caruso, E. M., & Shafir, E. (2006). Now that I think about it, I’m in the mood for laughs: Decisions focused on mood. *Journal of Behavioral Decision Making*, *19*, 155–169.

## INVITED AND OTHER PUBLICATIONS

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McCormack, T., Burns, P., O’Connor, P., Jaroslawska, A., & Caruso, E. M. (in press). Do children and adolescents have a future-oriented bias? A developmental study of spontaneous and cued past and future thinking. *Psychological Research*.

Whillans, A. V., Caruso, E. M., & Dunn, E. W. (2017, May 14). Getting the wealthy to donate. *The New York Times*, p. SR6.

Caruso, E. M., Burns, Z. C., & Converse, B. A. (2016, August 7). The problem with slow motion. *The New York Times*, p. SR10.

Van Boven, L., & Caruso, E. M. (2015). The tripartite foundations of temporal psychological distance: Metaphors, ecology, and teleology. *Social and Personality Psychology Compass*, *9*, 593–605.

Epley, N., & Caruso, E. M. (2009). Perspective taking: Misstepping into others’ shoes. In K. D. Markman, W. M. P. Klein, & J. A. Suhr (Eds.), *Handbook of imagination and mental simulation* (pp. 295–309). New York: Psychology Press.

Caruso, E. M., Epley, N., & Bazerman, M. H. (2006). The good, the bad, and the ugly of perspective taking in groups. In E. A. Mannix, M. A. Neale (Series Eds.), & A. E. Tenbrunsel (Vol. Ed.), *Research on managing groups and teams: Vol. 8. Ethics in groups* (pp. 201–224). London: Elsevier.

Epley, N., & Caruso, E. M. (2004). Egocentric ethics. *Social Justice Research, 17*, 171–187.

**\* Runner-up, Morton Deutsch Award for the best article of the year in Social Justice Research.**

Epley, N., Van Boven, L., & Caruso, E. M. (2004). Balance where it really counts. *Behavioral and Brain Sciences, 27*, 333.

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#### MANUSCRIPTS UNDER REVIEW, REVISION, OR IN PREPARATION

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Caruso, E. M., & Van Boven, L. (2018). *Temporal asymmetries in prospection and retrospection.*

Caruso, E. M., & Molouki, S. (2017). *The past is more detailed than the future, even when it isn't.*

Kristal, A. C., O'Brien, E., & Caruso, E. M. (2018). *Yesterday's news: A temporal discontinuity in the sting of inferiority.*

Molouki, S., Hardisty, D. J., & Caruso, E. M. (2018). *The sign effect in past and future discounting.*

Jaroslawska, A., McCormack, T., Burns, P., & Caruso, E. M. (2018). *Outcomes versus intentions in fairness-related decision making: Children's decisions are just like those of adults.*

Caruso, E. M., & Wheeler, N. M. (2017). *Preference for past pain: An empirical test of the bias toward the future.*

Turner, B., Caruso, E. M., Dilich, M., & Roese, N. J. (2018). *Body camera footage alters perceived intent.*

Bregant, J. L., Shaw, A., & Caruso, E. M. (2018). *Expressing what?: Evaluating the expressive value of punishment.*

Landy, J. F., Linder, J. N., & Caruso, E. M. (2018). *Latent intentions: When over-justification makes you seem like a worse person.*

Shaw, A., & Caruso, E. M. (2018). *The effect of donation thresholds on generosity.*

Schroeder, J., Caruso, E. M., & Epley, N. (2017). *The illusion of indirect contribution.*

## TEACHING

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*UCLA Anderson School of Business*

Communication Development For Leaders II

(Course Instructor Evaluations: Mean = 4.38/5.00; Median = 5.00/5.00)

Leadership Foundations

(Course Instructor Evaluations: Mean = 4.87/5.00; Median = 5.00/5.00)

*The University of Chicago Booth School of Business*

Managing in Organizations

(Course Evaluations: Mean = 4.59/5.00; Median = 5.00/5.00)

Strategies and Processes of Negotiation

(Course Evaluations: Mean = 4.60/5.00; Median = 5.00/5.00)

Foundations of Social Psychology (with Jane Risen)

(Course Evaluations: Mean = 4.03/5.00; Median = 4.00/5.00)

Current Topics in Behavioral Science (with Christopher Hsee)

(Course Evaluations: Mean = 4.85/5.00; Median = 5.00/5.00)

*Harvard University*

Intuition, Judgment, and Choice: The Psychological Study of Human Behavior

**\* Recipient of the George W. Goethals Award recognizing excellence in teaching.**

The Psychology of Judgment and Decision Making

**\* Recipient of the George W. Goethals Award recognizing excellence in teaching.**

Teaching Fellow, Introduction to Psychology (Professor: Daniel Gilbert)

## SUPERVISION OF GRADUATE STUDENT DISSERTATIONS

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*The University of Chicago Booth School of Business*

Jessica Bregant, *The intuitive jurisprudence of punishment*

Natalie M. Wheeler, *Preference for past pain: An empirical test of the bias toward the future*

Christine Hosey, *Moralizing goals: Consequences for goal pursuit and judgment*

Elizabeth C. Shockley, *The case for existence biases*

Zachary C. Burns, *It all happened so slow!: The impact of action speed on assessments of intentionality*

Sara Kim, *Breadth perspective hypothesis: The effect of self-affirmation on consumer interactions*

Andrew Chiu, *Missed opportunities: The psychology of opportunity costs*

Asia Eaton, *Prescriptions for persuasion: The relationship between sex role norms and gender differences in persuadability*

## **SUPERVISION OF UNDERGRADUATE HONORS THESES**

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*The University of Chicago Booth School of Business*

Jacob Chambers, *Factors affecting scope sensitivity in judgments of value*

Brittani Baxter, *Seeing others through green-colored glasses: Reminders of money affect ascriptions of humanness*

*Harvard University*

Dobromir Rahnev, *Conjoint analysis: A new method of investigating stereotypes*

**\* Winner of the Thomas T. Hoopes Prize**

Ashley Aram Seo, *Temporal valuation: Prospective and retrospective interpretations of events*

Lisa Shichijo, *The effects of intermediate updates on affective forecasts*

Sean Darling-Hammond, *The effects of perspective taking on the consumption of political news*

## **INVITED TALKS**

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University of California San Diego, Time & the Observer Workshop, May 2018

Northwestern University, Department of Psychology, March 2018

University of Warwick, Temporal Asymmetries in Philosophy and Psychology Workshop, February 2018

University of Chicago, Department of Psychology, May 2017

University of Chicago Law School, February 2017

Stanford Graduate School of Business, February 2017

University of California Berkeley Haas School of Business, February 2017

Harvard Business School, January 2017

Judgment and Decision Making Preconference at the Society for Personality and Social Psychology, January 2017

University of California Los Angeles Anderson School of Management, November 2016

University of Chicago Medical Center, September 2016

10<sup>th</sup> Triennial Invitational Choice Symposium, May 2016

Subjective Time and Mental Time Travel Preconference at the Society for Personality and Social Psychology, February 2015

Indiana University Bloomington, Department of Psychology, February 2015

University of Illinois at Urbana-Champaign, Department of Psychology, March 2014



Russell Sage Foundation, January 2014  
 Dartmouth College Tuck School of Business, March 2013  
 Northwestern University Kellogg School of Management, February 2013  
 University of California Los Angeles Anderson School of Management,  
 October 2012  
 Yale School of Management, October 2011  
 University of Southern California Marshall School of Business, March 2010  
 University of Pennsylvania Wharton School, March 2010  
 University of Toronto Rotman School of Management, February 2010  
 Carnegie Mellon University, Department of Social and Decision Sciences,  
 January 2009  
 University of Chicago, Department of Psychology, May 2008  
 University of Illinois at Urbana-Champaign, Department of Psychology,  
 December 2007  
 Northwestern University, Department of Psychology, November 2007  
 Yale University, Department of Psychology, February 2007  
 New York University, Department of Psychology, February 2007  
 University of California Berkeley Haas School of Business, January 2007  
 Columbia Business School, January 2007  
 University of Pennsylvania Wharton School, January 2007  
 Harvard Business School, January 2007  
 University of Chicago Graduate School of Business, January 2007  
 Harvard University, Department of Psychology, December 2006  
 Harvard Law School, November 2006  
 Yale University, Department of Psychology, October 2006  
 Yale School of Management, October 2006  
 Harvard Business School, April 2006

#### **CONFERENCE SYMPOSIA CHAIR OR DISCUSSANT**

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- Amit, A., & Arieli, S. (2018, August). *Valuating actions and actors: Social perception of others' actions and motives*. Symposium conducted at the Academy of Management, Chicago, IL.
- Jurcevic, I., & Caruso, E. M. (2017, October). "...Unless the mind is guilty": *How perspective and framing distort judgments of criminal liability*. Symposium conducted at the Society of Experimental Social Psychology, Boston, MA.
- Caruso, E. M. (2016, September). *New cues to mind perception: Inferring inner states from voices, faces, emotions, and time*. Symposium conducted at the Society of Experimental Social Psychology, Santa Monica, CA.
- Choshen-Hillel, S., & Caruso, E. M. (2015, February). *Social decision making: A tale of fairness and efficiency*. Symposium conducted at the Society for Personality and Social Psychology, Long Beach, CA.

Caruso, E. M., & Mead, N. L. (2012, October). *The best of times, the worst of times: How resource abundance and scarcity shape consumer behavior*. Symposium conducted at the Association for Consumer Research, Vancouver, BC.

Burns, Z. C., & Caruso, E. M. (2012, May). *Contextual influences on mental state inference*. Symposium conducted at the Association for Psychological Science, Chicago, IL.

Caruso, E. M., & Goldstein, N. J. (2008, October). *Going green and seeing green: Social routes to conservation and monetary roadblocks to consideration*. Symposium conducted at the Association for Consumer Research, San Francisco, CA.

Morewedge, C. K., & Caruso, E. M. (2006, January). *Dissatisfaction*. Symposium conducted at the Society for Personality and Social Psychology, Palm Springs, CA.

#### **CONFERENCE PAPER PRESENTATIONS (SELECTED)**

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Choshen-Hillel, S., Shaw, A., & Caruso, E. M. (2018, August). *Disadvantaged but not dissatisfied: How agency ameliorates negative reactions to unequal pay*. Paper presented at the Academy of Management, Chicago, IL.

**\* Selected for publication in the Best Paper Proceedings.**

McCormack, T., Burns, P., Jaroslawska, A., & Caruso, E. M. (2018, January). *Thinking about the past or thinking about the future? Developmental changes in temporal focus*. Paper presented at the Experimental Psychology Society, London, England.

Caruso, E. M., Turner, B., Dilich, M., & Roese, N. J. (2017, October). Body camera footage decreases perceived intent. In I. Jurcevic & E. M. Caruso (Chairs), *"...Unless the mind is guilty": How perspective and framing distort judgments of criminal liability*. Symposium conducted at the Society of Experimental Social Psychology, Boston, MA.

Jurcevic, I., Caruso, E. M., & Converse, B. A. (2017, October). The role of race and playback speed on perceptions of criminal intent. In I. Jurcevic & E. M. Caruso (Chairs), *"...Unless the mind is guilty": How perspective and framing distort judgments of criminal liability*. Symposium conducted at the Society of Experimental Social Psychology, Boston, MA.

- Shaw, A., Choshen-Hillel, S., & Caruso, E. M. (2017, April). *The development of inequity aversion: Understanding when (and why) people give others the bigger piece of the pie*. Paper presented at the Society for Research in Child Development, Austin, TX.
- Caruso, E. M., Burns, Z. C., & Converse, B. A. (2016, November). *Slow motion increases perceived intent*. Paper presented at the Society for Judgment and Decision Making, Boston, MA.
- Choshen-Hillel, S., Shaw, A., & Caruso, E. M. (2016, November). *Equity-efficiency tradeoffs: Can we create a “win-win” situation?* Paper presented at the Society for Judgment and Decision Making, Boston, MA.
- Caruso, E. M., & Van Boven, L. (2016, October). Movement through time and space shapes psychological distance. In G. Tonietto & S. A. Malkoc (Chairs), *The influence of tracking time on judgments of experiences, time, and the self*. Symposium conducted at the Association for Consumer Research, Berlin, Germany.
- Caruso, E. M., Burns, Z. C., & Converse, B. A. (2016, September). Slow motion increases perceived intent. In E. M. Caruso (Chair), *New cues to mind perception: Inferring inner states from voices, faces, emotions, and time*. Symposium conducted at the Society of Experimental Social Psychology, Santa Monica, CA.
- Caruso, E. M., Burns, Z. C., & Converse, B. A. (2016, June). *Slow motion increases perceived intent*. Paper presented at the Behavioral Decision Research in Management conference, Toronto, Canada.
- Caruso, E. M., & Van Boven, L. (2016, February). Movement through time and space shapes psychological distance. In G. Tonietto & S. A. Malkoc (Chairs), *Effects on time and time effects: The interplay of consumer behavior and time*. Symposium conducted at the Society for Consumer Psychology, St. Pete Beach, FL.
- Schroeder, J., Caruso, E. M., & Epley, N. (2015, August). *Miscalibrated managers: Managed groups are more likely to “overclaim” credit for group output*. Paper presented at the Academy of Management, Vancouver, BC.
- Shaw, A., Choshen-Hillel, S., & Caruso, E. M. (2015, May). *The impartiality account of fairness*. Paper presented at the Human Behavior and Evolution Society, Columbia, MI.

- Caruso, E. M. (2015, March). The temporal asymmetry in mental time travel. In I. Grossman (Chair), *Making sense of the future: Towards an integrative science of prospection*. Symposium conducted at the International Convention of Psychological Science, Amsterdam, The Netherlands.
- Choshen-Hillel, S., Shaw, A., & Caruso, E. M. (2015, February). Waste management: When relative disadvantage promotes efficient resource allocation. In S. Choshen-Hillel & E. M. Caruso (Chairs), *Social decision making: A tale of fairness and efficiency*. Symposium conducted at the Society for Personality and Social Psychology, Long Beach, CA.
- Schroeder, J., Caruso, E. M., & Epley, N. (2014, November). *Many hands make overlooked work: Overclaiming of responsibility increases with group size*. Paper presented at the Society for Judgment and Decision Making, Long Beach, CA.
- Choshen-Hillel, S., Shaw, A., & Caruso, E. M. (2014, November). *When do people waste resources to maintain equality?* Paper presented at the Society for Judgment and Decision Making, Long Beach, CA.
- Schroeder, J., Caruso, E. M., & Epley, N. (2014, August). *Many hands make overlooked work: Overclaiming of responsibility increases with group size*. Paper presented at the Academy of Management, Philadelphia, PA.
- Choshen-Hillel, S., Shaw, A., & Caruso, E. M. (2014, July). *Wasting resources to maintain equality*. Paper presented at the Behavioral Decision Research in Management conference, London, England.
- Caruso, E. M. (2014, May). Why the future is bigger (and “badder”) than the past. In R. Teper (Chair), *Mechanisms of affective forecasting: Exploring the interplay between attention and emotion for affective and behavioral predictions*. Symposium conducted at the Association for Psychological Science, San Francisco, CA.
- Caruso, E. M., Van Boven, L., Chin, M., & Ward, A. (2014, February). The temporal Doppler effect: When the future feels closer than the past. In H. Dai (Chair), *Malleable time perceptions and their implications for self-control and goal pursuit*. Symposium conducted at the Society for Personality and Social Psychology, Austin, TX.
- Caruso, E. M., Van Boven, L., Chin, M., & Ward, A. (2013, November). *The temporal Doppler effect: When the future feels closer than the past*. Paper presented at the Society for Judgment and Decision Making, Toronto, Canada.

- Burns, Z. C., & Caruso, E. M. (2013, November). *"It all happened so slow!": The impact of action speed on assessments of intentionality*. Paper presented at the Society for Judgment and Decision Making, Toronto, Canada.
- Burns, Z. C., & Caruso, E. M. (2013, October). *"It all happened so slow!": The impact of action speed on assessments of intentionality*. Paper presented at the Conference on Empirical Legal Studies, Philadelphia, PA.
- Mead, N. L., Caruso, E. M., Vohs, K., & Baumeister, R. (2013, October). Monetary cues alter interpersonal harmony because they activate an exchange-orientation. In Y. Jiang & N. L. Mead (Chairs), *Making a difference with metal pieces: New findings on seeing, possessing, & losing money*. Symposium conducted at the Association for Consumer Research, Chicago, IL.
- Mead, N. L., Weingarten, E., & Caruso, E. M. (2012, October). Perceived resource scarcity reduces trust among men but increases trust among women. In E. M. Caruso & N. L. Mead (Chairs), *The best of times, the worst of times: How resource abundance and scarcity shape consumer behavior*. Symposium conducted at the Association for Consumer Research, Vancouver, BC.
- Burns, Z. C., & Caruso, E. M. (2012, August). *"It all happened so slow!": The impact of action speed on assessments of intentionality*. Paper presented at the Academy of Management, Boston, MA.
- Burns, Z. C., Caruso, E. M., & Bartels, D. M. (2012, May). Future behavior is seen as more intentional than past behavior. In Z. C. Burns & E. M. Caruso (Chairs), *Contextual influences on mental state inference*. Symposium conducted at the Association for Psychological Science, Chicago, IL.
- Caruso, E. M., & Gino, F. (2012, January). Blind ethics: Closing one's eyes polarizes moral judgments and discourages dishonest behavior. In H. E. Hershfield & T. Cohen (Chairs), *Psychological approaches to understanding and preventing unethical behavior*. Symposium conducted at the Society for Personality and Social Psychology, San Diego, CA.

- Mead, N. L., & Caruso, E. M. (2012, January). Subtle reminders of money increase achievement motivation among women but decrease it among men. In E. Bijleveld (Chair), *Money as motivator: From brain to behavior*. Symposium conducted at the Society for Personality and Social Psychology, San Diego, CA.
- Burns, Z. C., Caruso, E. M., & Bartels, D. M. (2011, November). *Predicting premeditation: Future behavior is seen as more intentional than past behavior*. Paper presented at the Society for Judgment and Decision Making, Seattle, WA.
- Burns, Z. C., Caruso, E. M., & Bartels, D. M. (2011, November). *Predicting premeditation: Future behavior is seen as more intentional than past behavior*. Paper presented at the Conference on Empirical Legal Studies, Chicago, IL.
- Mazar, N., Caruso, E. M., & Zhong, C. B. (2011, October). Green or greed?: The impact of the color green on conservation of monetary and natural resources. In L. Cavanaugh (Chair), *Conservation through consumption*. Symposium conducted at the Association for Consumer Research, St. Louis, MO.
- Burns, Z. C., Caruso, E. M., & Bartels, D. M. (2011, August). It's the thought that will count: Future behavior is seen as more intentional than past behavior. In C. Moore & F. Gino (Chairs), *Cognitive approaches to behavioral ethics*. Symposium conducted at the Academy of Management, San Antonio, TX.
- Burns, Z. C., & Caruso, E. M. (2011, June). *On past probabilities and future injuries: A temporal investigation of the Hand Formula*. Paper presented at The Law and Society Association, San Francisco, CA.
- Burns, Z. C., Caruso, E. M., & Bartels, D. M. (2011, May). *Future behavior is seen as more intentional than past behavior*. Paper presented at the Midwestern Psychological Association, Chicago, IL.
- Mazar, N., Caruso, E. M., & Zhong, C. B. (2011, February). Greed or green?: The impact of the color green on conservation of monetary and natural resources. In A. Krishna (Chair), *Grounded cognition and consumer psychology*. Symposium conducted at the Society for Consumer Psychology, Atlanta, GA.

- Caruso, E. M., Van Boven, L., & Ward, A. H. (2011, January). The temporal Doppler effect: Why the future feels closer than the past. In L. Van Boven & E. Kross (Chairs), *Perspectives on psychological distance's phenomenological foundations*. Symposium conducted at the Society for Personality and Social Psychology, San Antonio, TX.
- Balcetis, E., Cole, S., & Caruso, E. M. (2011, January). *Eye-deology: Motivated perception in political contexts*. Paper presented at the Judgment and Decision Making Preconference at the Society for Personality and Social Psychology, San Antonio, TX.
- Caruso, E. M., & Gino, F. (2010, November). Blind ethics: Closing one's eyes influences ethical judgments and behavior. In F. Gino & S. Ayal (Chairs), *To catch a cheat*. Symposium conducted at the Society for Judgment and Decision Making, St. Louis, MO.
- Burns, Z. C., Bartels, D. M., & Caruso, E. M. (2010, June). *It's the thought that will count: Future behavior is seen as more intentional than past behavior*. Paper presented at the Behavioral Decision Research in Management conference, Pittsburgh, PA.
- Mead, N. L., Caruso, E. M., Vohs, K. D., & Baumeister, R. F. (2010, June). *There's no "you" in money: Reminders of money reduce the motivation for social acceptance*. Paper presented at the Behavioral Decision Research in Management conference, Pittsburgh, PA.
- Caruso, E. M., Mead, N. L., & Balcetis, E. (2010, January). How red and blue see black and white: Political ideology, perceived skin tone, and voting behavior. In C. R. Critcher (Chair), *The age of Obama: A new era of race relations, or a new era of modern racism?* Symposium conducted at the Society for Personality and Social Psychology, Las Vegas, NV.
- Mead, N. L., Caruso, E. M., Vohs, K. D., & Baumeister, R. F. (2010, January). There's no "you" in money: Reminders of money heighten egocentrism and decrease likeability. In P. A. Caprariello, N. L. Mead, & K. D. Vohs (Chairs), *The science of money and relationships: Ways that money helps and hurts interpersonal functioning*. Symposium conducted at the Society for Personality and Social Psychology, Las Vegas, NV.
- Waytz, A., Caruso, E. M., & Epley, N. (2009, November). *Perceiving intentions makes streaks seem likely to continue*. Paper presented at the Society for Judgment and Decision Making, Boston, MA.

- Caruso, E. M. (2009, August). Why it is easier to get forgiveness than permission: A temporal asymmetry in perceptions of morality. In J. L. Pierce (Chair), *The determinants and consequences of (un)ethical judgment and behavior*. Symposium conducted at the Academy of Management, Chicago, IL.
- Caruso, E. M. (2009, May). Obtaining forgiveness versus permission: A temporal inconsistency in moral judgment. In R. L. Weiner (Chair), *Affective forecasting and the law: Generalization and specificity*. Symposium conducted at the Association for Psychological Science, San Francisco, CA.
- Caruso, E. M. (2009, February). Use of experienced retrieval ease in self and social judgments. In A. A. Labroo & S. Kim (Chairs), *When the going gets tough: Towards understanding some positive effects of metacognitive difficulty*. Symposium conducted at the Society for Consumer Psychology, San Diego, CA.
- Caruso, E. M., & Bartels, D. M. (2008, November). *When facing a moral dilemma is worse than having faced one*. Paper presented at the Society for Judgment and Decision Making, Chicago, IL.
- Caruso, E. M., Mead, N. L., & Vohs, K. D. (2008, October). There's no "you" in money: Thinking of money increases egocentrism. In E. M. Caruso & N. J. Goldstein (Chairs), *Going green and seeing green: Social routes to conservation and monetary roadblocks to consideration*. Symposium conducted at the Association for Consumer Research, San Francisco, CA.
- Caruso, E. M. (2008, April). *Why it is easier to get forgiveness than permission: A temporal asymmetry in perceptions of morality*. Paper presented at the Behavioral Decision Research in Management conference, La Jolla, CA.
- Caruso, E. M., Mead, N. L., & Vohs, K. D. (2008, April). *There's no "you" in money: Thinking of money increases egocentrism*. Paper presented at the Social Psychologists of Chicago conference, Chicago, IL.
- Caruso, E. M. (2007, November). *Damned if you do, but not if you did: How temporal perspective shapes perceptions of fairness, ethics, and morality*. Paper presented at the Society for Judgment and Decision Making, Long Beach, CA.



- Caruso, E. M., Epley, N., & Bazerman, M. H. (2007, October). When perspective taking increases taking: Reactive Egoism in social interaction. In K. Burson (Chair), *Truth or consequences: The ups and downs of perspective taking on the accuracy of predictions*. Symposium conducted at the Association for Consumer Research, Memphis, TN.
- Caruso, E. M., Gilbert, D. T., & Wilson, T. D. (2007, August). *An asymmetry in the value of past and future events*. Paper presented at the Academy of Management, Philadelphia, PA.
- Caruso, E. M., & Gilbert, D. T. (2007, January). The Temporal Value Asymmetry. In K. Hanko & E. F. Williams (Chairs), *Judgment in the context of time: How thinking about the future differs from thinking about the past*. Symposium conducted at the Society for Personality and Social Psychology, Memphis, TN.
- Caruso, E. M., Epley, N., & Bazerman, M. H. (2006, November). *The trouble with thinking about the thoughts of others: Cognitive versus empathic perspective taking in strategic interaction*. Paper presented at the Society for Judgment and Decision Making, Houston, TX.
- Caruso, E. M., Epley, N., & Bazerman, M. H. (2006, August). *The consequences of considering others' contributions in groups*. Paper presented at the Academy of Management, Atlanta, GA.
- \* **Selected for publication in the Best Paper Proceedings.**
- \* **Honorable Mention, Best Empirical Paper Award.**
- Caruso, E. M. (2006, August). *The role of subjective experiences in evaluations of self and others*. Paper presented at the Academy of Management, Atlanta, GA.
- Caruso, E. M. (2006, May). *Conflict in perspective: The danger of intuiting others' motives in social interaction*. Paper presented at the Mind, Brain, and Behavior Interfaculty Initiative, Harvard University.
- Caruso, E. M., Epley, N., & Bazerman, M. H. (2006, May). *The good, the bad, and the ugly of perspective taking*. Paper presented at the Behavioral Operations Conference, Harvard Business School.
- Caruso, E. M., & Shafir, E. (2006, January). Now that I think about it, I'm in the mood for laughs: Decisions focused on mood. In C. K. Morewedge & E. M. Caruso (Chairs), *Dissatisfaction*. Symposium conducted at the Society for Personality and Social Psychology, Palm Springs, CA.

- Epley, N., Caruso, E. M., & Bazerman, M. H. (2006, January). When perspective taking increases taking: Reactive Egoism in social interaction. In D. Ames (Chair), *Getting over yourself: New evidence on the boundaries and consequences of projection and perspective taking*. Symposium conducted at the Society for Personality and Social Psychology, Palm Springs, CA.
- Caruso, E. M., Epley, N., & Bazerman, M. H. (2005, May). *Increasing egoism by reducing egocentrism: Divergent effects of perspective taking on judgment and behavior in groups*. Paper presented at the Midwestern Psychological Association, Chicago, IL.
- Caruso, E. M., & Epley, N. (2004, November). *Reconciling the hot hand and the gambler's fallacy: Perceived intentionality in the prediction of repeated events*. Paper presented at the Society for Judgment and Decision Making, Minneapolis, MN.
- Epley, N., & Caruso, E. M. (2004, May). *Egocentric ethics*. Paper presented at the conference for The Social Psychology of Ordinary Ethical Failures, Cambridge, MA.
- Caruso, E. M., Epley, N., & Bazerman, M. H. (2004, May). *The good, the bad, and the ugly of perspective taking in groups*. Paper presented at the conference for Research on Managing Groups and Teams: Ethics and Groups, Stanford University.

#### **CONFERENCE POSTER PRESENTATIONS (SELECTED)**

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- Caruso, E. M., Rahnev, D., & Banaji, M. R. (2007, January). *Conjoint analysis in social attitudes: Revealing implicit preferences through explicit choices*. Poster session presented at the Judgment and Decision Making Preconference at the Society for Personality and Social Psychology, Memphis, TN.
- Caruso, E. M. (2006, January). *Surprisingly hard for me, but predictably tough for you: Differential use of experience versus content in self and social judgments*. Poster session presented at the Judgment and Decision Making Preconference at the Society for Personality and Social Psychology, Palm Springs, CA.
- Caruso, E. M. (2005, November). *Differential use of experience versus content in self and social judgments*. Poster session presented at the Society for Judgment and Decision Making, Toronto, Canada.

Caruso, E. M., Epley, N., & Bazerman, M. H. (2005, May). *Increasing egoism by reducing egocentrism: Divergent effects of perspective taking on judgment and behavior in groups*. Poster session presented at the American Psychological Society, Los Angeles, CA.

Caruso, E. M., Epley, N., & Bazerman, M. H. (2005, January). *Fish and chips: When perspective taking increases taking*. Poster session presented at the Society for Personality and Social Psychology, New Orleans, LA.

Caruso, E. M. & Epley, N. (2004, January). *Hot hands and cool machines: Perceived intentionality in the prediction of streaks*. Poster session presented at the Society for Personality and Social Psychology, Austin, TX.

**\* Winner of the Graduate Student Poster Award.**

Caruso, E. M., Epley, N., & Bazerman, M. H. (2003, November). *Leader of the packed: The benefits and costs of perspective taking in group endeavors*. Poster session presented at the Society for Judgment and Decision Making, Vancouver, BC.

## **HONORS AND AWARDS**

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Center for Open Science Preregistration Challenge Prize, January 2018

George W. Goethals Award recognizing excellence in teaching, Harvard University, June 2007

Thomas T. Hoopes Prize, for advising (with Mahzarin Banaji) the Senior Honors Thesis of Dobromir Rahnev, Harvard University, May 2007

Student Travel Award, Leonard N. Stern School of Management (Judgment and Decision Making Preconference to the Society for Personality and Social Psychology Conference), January 2007

Best Paper Proceedings, Academy of Management, August 2006

Honorable Mention, Best Empirical Paper Award, Academy of Management (Conflict Management Division), August 2006

George W. Goethals Award recognizing excellence in teaching, Harvard University, June 2006

Nominee, Joseph R. Levenson Memorial Teaching Prize for dedication to the educational experience of Harvard undergraduates, May 2006

Student Travel Award, National Science Foundation (Judgment and Decision Making Preconference to the Society for Personality and Social Psychology Conference), January 2006

Runner-up (with Nicholas Epley), Morton Deutsch Award for the best article of the year (2004) in *Social Justice Research*, July 2005

Student Travel Award, Society for Personality and Social Psychology, January 2005

Graduate Student Poster Award recognizing excellence in predoctoral research, Society for Personality and Social Psychology, January 2004

### **MEDIA COVERAGE (SELECTED)**

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*Scientific American*, July 2017  
*Scientific American*, March 2017  
*Science*, January 2017  
*National Public Radio*, September 2016  
*The New York Times*, August 2016  
*The Washington Post*, August 2016  
*American Bar Association*, August 2016  
AAAS, August 2016  
*Time*, August 2016  
*BBC News*, August 2016  
*Los Angeles Times*, August 2016  
*The Guardian*, August 2016  
*New York Magazine*, June 2015  
*Slate*, February 2014  
*Inside Science*, October 2013  
*BusinessWeek*, April 2013  
*The Economist*, April 2013  
*Financial Times*, March 2013  
*The Atlantic*, March 2013  
*The Boston Globe*, February 2012  
*The Wall Street Journal*, February 2011  
*The Boston Globe*, January 2011  
*BusinessWeek*, October 2010  
*U.S. News & World Report*, October 2010  
*Psychology Today*, March 2010  
CNN, January 2010  
*ABC News*, January 2010  
*Science*, November 2009  
*National Public Radio*, November 2009  
*National Journal*, November 2009  
*Time*, November 2009

*Newsweek*, November 2009  
*The Atlantic*, November 2009  
*ABC News*, November 2009  
*Scientific American Mind*, January 2009  
*The Economist*, January 2009  
*Science*, December 2006

## **PROFESSIONAL SERVICE**

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Ad hoc reviewer for:  
*American Economic Review*  
*Behavior Research Methods*  
*Cognition*  
*Cognition and Emotion*  
*Cognitive Research: Principles and Implications*  
*Cognitive Science*  
*Consciousness and Cognition*  
*Cortex*  
*Current Directions in Psychological Science*  
*European Journal of Social Psychology*  
*Experimental Psychology*  
*Journal of Accounting Research*  
*Journal of Behavioral Decision Making*  
*Journal of Cognitive Psychology*  
*Journal of Consumer Research*  
*Journal of Experimental Psychology: Applied*  
*Journal of Experimental Psychology: General*  
*Journal of Experimental Social Psychology*  
*Journal of Marketing Research*  
*Journal of Personality*  
*Journal of Personality and Social Psychology*  
*Management Science*  
*Motivation and Emotion*  
 National Science Foundation  
*Organizational Behavior and Human Decision Processes*  
*Personality and Social Psychology Bulletin*  
*Personality and Social Psychology Review*  
*Perspectives on Psychological Science*  
*PLOS ONE*  
*Proceedings of the National Academy of Sciences*  
*Psychological Review*  
*Psychological Science*  
*Quarterly Journal of Experimental Psychology*  
*Social and Personality Psychology Compass*  
*Social Psychological and Personality Science*  
 Templeton World Charity Foundation

Time-Sharing Experiments for the Social Sciences  
*Trends in Cognitive Sciences*

Conference program committee member for:  
Behavioral Decision Research in Management (2010, 2012, 2018)  
Society for Judgment and Decision Making (2011, 2012)

Conference organizing committee member for:  
Judgment and Decision Making Preconference at the Society for Personality  
and Social Psychology (2011–2014)

### **ASSOCIATION MEMBERSHIPS AND AFFILIATIONS**

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Academy of Management  
American Psychological Association  
Association for Consumer Research  
Association for Psychological Science  
Behavioral Science & Policy Association  
ideas42 (Affiliate)  
Society of Experimental Social Psychology (Fellow)  
Society for Judgment and Decision Making  
Society for Personality and Social Psychology

### **PERSONAL BACKGROUND**

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Place of Birth: Natick, MA