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Management and Organizations • Kellogg School of Management
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Rank

Morris and Alice Kaplan Professor of Ethics and Decision in Management

Education

February 1999 : **Ph.D. Princeton University**, Social Psychology
Dissertation: *Perspective-taking: Debiasing social thought*
June 1995 : **M.A. Princeton University**, Social Psychology
Master's Thesis: *Shatterance: The potential pitfalls of self-affirmation theory*
June 1991 : **B.A. Harvard University**, Psychology, *cum laude* in General Studies

Professional Background

Employment History

Kellogg School of Management, Northwestern University

2007-present : Morris and Alice Kaplan Professor of Ethics and Decision in Management
2004-2007 : Associate Professor of Management and Organizations (without tenure)
2002-2004 : Assistant Professor of Management and Organizations
1998-2000 : Postdoctoral Fellow of the Dispute Resolution Research Center

Haas School of Business, University of California, Berkeley

2008-2009 : Visiting Professor of Organizational Behavior and Industrial Relations

Columbia Business School, Columbia University

2006 : Visiting Associate Professor of Management, Spring Semester

David Eccles School of Business, University of Utah

2000-2002 : Assistant Professor of Management

Key Skills

• **Research**

Area of Expertise:

- Power and status
- Negotiation and auction behavior
- Multicultural experience and creativity
- Intergroup conflict, stereotyping, and stigma
- Counterfactual thinking and decision making

• **Teaching Experiences**

Kellogg School of Management

2006-2007, 2007-2008

Ethics and Leadership, Executive MBA course (U.S. and Germany programs)
Instructor Evaluation: Achieved 8.8 (out of 10).

2001-2002; 2002-2003; 2003-2004; 2004-2005; 2005-2006, 2007-2008
Leadership in Organizations (Core Class), MBA course
Instructor Evaluation: Achieved 9.8 (out of 10).

2005-2006, 2006-2007
Values Based Leadership, MBA course
Instructor Evaluation: Achieved 8.8 (out of 10).

2001-2002; 2003-2004; 2004-2005, 2006-2007
Negotiations, MBA course
Instructor Evaluation: Achieved 9.4 (out of 10).

2002-2003; 2004-2005
Experimental Research Methods, PhD seminar

Haas School of Business

2008-2009
Executive Leadership, Berkeley-Columbia Executive MBA
Instructor Evaluation: Achieved 7 (median out of 7).

2008-2009
Ethics (Core Class)

University of Utah

2001-2002
Team Foundations (Core Class), MBA course
Instructor Evaluation: Achieved 5.7 (out of 6).

2000-2001
Managerial Negotiation, MBA course
Instructor Evaluation: Achieved 5.9 (out of 6).

Princeton University

Spring semester, 1997
Theories of Psychotherapy, Assistant to the Instructor and Preceptor

Fall semester, 1996
Advanced Social Psychology, Assistant to the Instructor and Preceptor

Spring semester, 1996
Psychology of Stereotyping and Prejudice, Assistant to the Instructor and Preceptor

Fall semester, 1995
Quantitative Methods in Psychology, Assistant to the Instructor and Preceptor

• **Advising Experience**

Dissertation Chair or Co-chair

Katie Liljenquist, MORS, Northwestern
Jennifer Whitson, MORS, Northwestern, Defended 2007
Paul Martorana, MORS, Northwestern, Defended 2005
Gillian Ku, MORS, Northwestern, Defended 2004

Dissertation Committee Member

Mark Rivera, MORS, Northwestern University
Andrew Todd, Psychology, Northwestern University
Niro Sivanathan, MORS, Northwestern University
Ryan Hamilton, Marketing, Northwestern University, Defended 2007
Cynthia Wang, MORS, Northwestern University, Defended 2007
Chen-Bo Zhong, MORS, Northwestern University, defended 2007
Gail Berger, MORS, Northwestern University, defended 2003
Kurt Hugenberg, Psychology, Northwestern University, defended 2003
Elizabeth Seeley, Psychology, Northwestern University, defended 2003
Stacy Skeddings, Psychology, University of Utah, defended 2002

MORS Second Year Paper Chair or Co-Chair

Niro Sivanathan, completed 2006
Katie Liljenquist, completed 2003
Paul Martorana, completed, 2003

MORS Second Year Paper Committee Member

Li Huang, completed 2008
Long Wang, completed 2006
Cynthia Wang, completed 2005
Susan Crotty, completed, 2005
Chen-Bo Zhong, completed 2003
Molly Kern, completed 2002
Gillian Ku, completed 2002

Professional and Teaching Awards:

Research Awards

- Most Influential Paper, 2000-2003, Academy of Management, Conflict Management Division. Kray, L. J., Thompson, L., & Galinsky, A. D. (2001).
- Battle of the sexes: Gender stereotype confirmation and reactance in negotiations.
- Best Paper--New Directions Award (Maddux, Mullen, & Galinsky), Academy of Management Meetings, Conflict Management Division, Philadelphia, August 2007.
- Best Paper Proceedings (Sivanathan, Molden, Galinsky, & Ku), Academy of Management, Conflict Management Division, Philadelphia, August 2007.
- Best Paper Proceedings (Zhong, Phillips, Leonardelli, & Galinsky), Academy of Management, Organizational Behavior Division, New Orleans, August 2004.
- Best Paper Award (Diekmann, Tenbrunsel, & Galinsky), Academy of Management Meetings, Conflict Management Division, Denver, August 2002.

- Best Empirical Paper Award (Kray, Galinsky, & Thompson), International Association for Conflict Management Meetings, Paris, France, June 2001.
- Most Outstanding Dissertation Award (over the two-year period of 1999 and 2000), International Association for Conflict Management, Awarded in 2001.
- Most Outstanding Dissertation in Social Psychology Award, Finalist (1 of 3), Society of Experimental Social Psychology, 1999.
- Best Paper with Graduate Student as Lead Author (Seiden, Galinsky, Kim, & Medvec), International Association for Conflict Management Meeting, San Sebastian, Spain, June 1999.
- American Psychological Association Dissertation Research Award, 1997-1998.
- Princeton Society of Fellows of the Woodrow Wilson Foundation, Dissertation Fellowship, 1996-1998. (First psychologist recipient)
- National Science Foundation, Graduate Fellowship, 1994-1997.

Teaching Awards:

- Chair's Core Course Teaching Award, Kellogg School of Management, 2007-2008.
- Chair's Core Course Teaching Award, Kellogg School of Management, 2005-2006.
- Princeton Psychology Department Award in Recognition of Excellence in Teaching, 1997 (First recipient).

Academic Awards;

- University Fellowship, Princeton University, 1993-1994.
- John Harvard Scholarship for Academic Achievement of the Highest Distinction, Harvard University, 1988-89, 1989-90, 1990-91.

Grants:

National Science Foundation

- The role of counterfactual mind-sets in debiasing group decisions. (Collaborative project with Laura Kray). June, 2002-May, 2004. \$200,000.
- Facilitation Award, 1995. \$5,000.

Carnegie Bosch Institute (Carnegie Mellon University)

Social Structures and Social Cognition: How National and Organizational Culture Influences Behavior (With Don Moore), November 2000. \$10,000.

Expert Witness Testimony:

The Durability of Defamation, the Stickiness of Slander, and the Lingering of Libel:

How psychological and sociological processes lead defamation to produce substantial damages to reputation that often endure for an extended period of time.

- Was the sole expert witness for plaintiff (Zamora/Lafise vs. Monteallegre) in a defamation case (Nicaraguan banker was libeled in financial publications by another banker trying to gain leverage in a contract dispute) – Jury rendered the largest defamation award in the history of Florida courts: \$37.2 million, ranked #44 of Top 100 Verdicts in the U.S. for 2006 by Verdict Search

Publications:

Articles

Ashton-James, C., Maddux, W. W., **Galinsky, A. D.**, & Chartrand, T. L. (in press). Who I am depends on how I feel: The role of affect in the expression of culture. *Psychological Science*.

Fast, N. J., Gruenfeld, D. H., Sivanathan, N., & **Galinsky, A. D.** (in press). Illusory Control: A generative force behind power's far-reaching effects. *Psychological Science*.

Maddux, W. W., & **Galinsky, A. D.** (in press). Cultural borders and mental barriers: The relationship between living abroad and creativity. *Journal of Personality and Social Psychology*.

Ordóñez, L. D., Schweitzer, M. E., **Galinsky, A. D.**, & Bazerman, M. H. (in press). Goals gone wild: The systematic side effects of over-prescribing goal setting. *Academy of Management Perspectives*.

Roese, N. J., Epstude, K., Fessel, F., Morrison, M., Smallman, R., Summerville, A., **Galinsky, A. D.**, & Segerstrom, S. (in press). Repetitive regret, depression, and anxiety: Findings from a nationally representative survey. *Journal of Social and Clinical Psychology*.

Rucker, D. D., & **Galinsky, A. D.** (in press). Conspicuous consumption versus utilitarian ideals: How different levels of power shape consumption. *Journal of Experimental Social Psychology*.

Wang, C. S., **Galinsky, A. D.**, & Murnighan, J. K. (in press). Bad drives psychological reactions but good propels behavior: Responses to honesty and deception. *Psychological Science*

Maddux, W. W., Leung, K. Y., Chiu, C. Y., & **Galinsky, A. D.** (2009). Toward a more complete understanding of the link between multicultural experience and creativity. *American Psychologist*, *64*, 156-158.

Galinsky, A. D., Maddux, W. W., Gilin, D., & White, J. B. (2008). Why it pays to get inside the head of your opponent: The differential effects of perspective-taking and empathy in negotiations. *Psychological Science*, *19*, 378-384.

Galinsky, A. D., Magee, J. C., Gruenfeld, D. H, Whitson, J. A., & Liljenquist, K. A. (2008). Social power reduces the strength of the situation: Implications for creativity, conformity, and dissonance. *Journal of Personality and Social Psychology*, *95*, 1450-1466.

Galinsky, A. D., Wang, C. S., & Ku, G. (2008). Perspective-takers behave more stereotypically. *Journal of Personality and Social Psychology*, *95*, 404-419.

Gruenfeld, D. H, Inesi, M. E., Magee, J. C., & **Galinsky, A. D.** (2008). Power and the objectification of social targets. *Journal of Personality and Social Psychology*, *95*, 111-127.

Kray, L. J., Paddock, L., & Galinsky, A. D, (2008). The effect of past performance on expected control and risk attitudes in integrative negotiations. *Negotiations and Conflict Management Research*, *1*, 161-178.

Lammers, J., **Galinsky, A. D.**, Gordijn, E. H., & Otten, S. (2008). Illegitimacy moderates the effects of power on approach. *Psychological Science*, *19*, 558-564.

- Leung, K., Y, Maddux, W. W., **Galinsky, A. D.**, & Chiu, C. Y. (2008). Multicultural experience enhances creativity: The when and how. *American Psychologist*, *63*, 169-181.
- Maddux, W. W., **Galinsky, A. D.**, 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.
- Maddux, W. W., Mullen, E. & **Galinsky, A. D.** (2008). Chameleons bake bigger pies and take bigger pieces: Strategic behavioral mimicry facilitates negotiation outcomes. *Journal of Experimental Social Psychology*, *40*, 461-468.
- Magee, J. C. & **Galinsky, A. D.** (2008). Social hierarchy: The self-reinforcing nature of power and status. *Academy of Management Annals*, *2*, 351-398.
- Rucker, D. D., & **Galinsky, A. D.** (2008). Desire to acquire: Powerlessness and compensatory consumption. *Journal of Consumer Research*, *35*, 257-267.
- Sivanathan, N., Molden, D. C., **Galinsky, A. D.**, & Ku, G. (2008). The promise and peril of self-affirmation in de-escalation of commitment. *Organizational Behavior and Human Decision Processes*, *107*, 1-14.
- Smith, P. K., Jostmann, N. B., Galinsky A. D. van Dijk, W. W. (2008). Lacking power impairs executive functions. *Psychological Science*, *19*, 469-475.
- Whitson, J. A., & **Galinsky, A. D.** (2008). Lacking control increases illusory pattern perception. *Science*, *322*, 115-117.
- Zhong, C., Dijksterhuis, A., & **Galinsky, A. D.** (2008). The merits of unconscious thought in creativity. *Psychological Science*, *19*, 912-918.
- Zhong, C., **Galinsky, A. D.**, & Unzueta, M. M. (2008). Negational racial identity and presidential voting preferences. *Journal of Experimental Social Psychology*, *44*, 1563- 1566.
- Zhong, C., Phillips, K. W., Leonardelli, G. J., & Galinsky A. D. (2008). Negational categorization and intergroup behavior. *Personality and Social Psychology Bulletin*, *34*, 793-806.
- Bledsoe, C. H., Sherin, B., **Galinsky, A. D.**, Headley, N. M., Heimer, C. A., Kjeldgaard, E., Lindgren, J., Miller, J. D., Roloff, M. E., & Uttal, D. H. (2007). Regulating creativity: research and survival in the IRB iron cage. *Northwestern Law Review*, *101*, 593-641.
- Galinsky, A. D.**, & Moskowitz, G. B. (2007). Further ironies of suppression: Stereotype and counterstereotype accessibility following suppression. *Journal of Experimental Social Psychology*, *43*, 833-841.
- Magee, J. C., **Galinsky, A. D.**, & Gruenfeld, D. H. (2007). Power, propensity to negotiate, and moving first in competitive interactions. *Personality and Social Psychology Bulletin*, *33*, 200-212.

Markman, K. D., Lindberg, M. J., Kray, L. J., **Galinsky, A. D.** (2007). Implications of counterfactual structure for creative generation and analytical problem solving. *Personality and Social Psychology Bulletin*, *33*, 312-324.

Galinsky, A. D., Magee, J. C., Inesi, M. E., & Gruenfeld, D. H. (2006). Power and perspectives not taken. *Psychological Science*, *17*, 1068-1074.

Anderson, C. A., & **Galinsky, A. D.** (2006). Power, optimism, and the proclivity for risk. *European Journal of Social Psychology*, *36*, 511-536.

Special Issue on Social Power

Kray, L. J., Galinsky, A. D., & Wong, E. (2006). Thinking within the box: The relational processing style elicited by counterfactual mind-sets. *Journal of Personality and Social Psychology*, *91*, 33-48.

Ku, G., **Galinsky, A. D.**, & Murnighan, J. K. (2006). Starting low but ending high: A reversal of the anchoring effect in auctions. *Journal of Personality and Social Psychology*, *90*, 975-986.

Featured in the Year in Ideas issue, *New York Times Magazine*

Galinsky, A.D., Leonardelli, G. J., Okhuysen, G.A., & Mussweiler, T. (2005). Regulatory focus at the bargaining table: Promoting distributive and integrative success. *Personality and Social Psychology Bulletin*, *31*, 1087-1098.

Galinsky, A. D., Ku, G. & Wang, C. S. (2005). Perspective-taking: Fostering social bonds and facilitating social coordination. *Group Processes and Intergroup Relations*, *8*, 109-125.

Liljenquist, K. A., **Galinsky, A. D.**, & Kray, L. J. (2004). Exploring the rabbit hole of possibilities by myself or with my group: The benefits and liabilities of activating counterfactual mind-sets for information sharing and group coordination. *Journal of Behavioral Decision Making*, *17*, 263-279.

Galinsky, A. D., & Kray, L. J. (2004). From thinking about what might have been to sharing what we know: The effects of counterfactual mind-sets on information sharing in groups. *Journal of Experimental Social Psychology*, *40*, 606-618.

White, J. B., Tynan, R., **Galinsky, A. D.**, & Thompson, L. (2004) Face threat sensitivity in negotiation: Roadblock to agreement and joint gain. *Organizational Behavior and Human Decision Processes*, *94*, 102-124.

Galinsky, A. D., & Ku, G. (2004). The effects of perspective-taking on prejudice: The moderating role of self-evaluation. *Personality and Social Psychology Bulletin*, *30*, 594-604.

Kray, L. J., Rebb, J., **Galinsky, A. D.**, & Thompson, L. (2004). Stereotype reactance at the bargaining table: The effect of stereotype activation and power on claiming and creating value. *Personality and Social Psychology Bulletin*, *30*, 399-411.

Galinsky, A. D., Gruenfeld, D. H, & Magee, J. C. (2003). From power to action. *Journal of Personality and Social Psychology*, *85*, 453-466.

Diekmann, K. A., Tenbrunsel, A. E., & **Galinsky, A. D.** (2003). From self-prediction to self-defeat: Behavioral forecasting, self-fulfilling prophecies, and the effect of competitive expectations. *Journal of Personality and Social Psychology*, *85*, 672–683.

Okhuysen, G. A., **Galinsky, A. D.**, & Uptigrove, T. A. (2003). Saving the worst for last: The effect of time horizon on the efficiency of negotiating benefits and burdens. *Organizational Behavior and Human Decision Processes*, *91*, 269-279.

Kray, L. J., & **Galinsky, A. D.** (2003). The debiasing effect of counterfactual mind-sets: Increasing the search for disconfirmatory information in group decisions. *Organizational Behavior and Human Decision Processes*, *91*, 69-81.

Galinsky, A. D., Mussweiler, T., & Medvec, V. H. (2002). Disconnecting outcomes and evaluations: The role of negotiator focus. *Journal of Personality and Social Psychology*, *83*, 1131–1140.

Galinsky, A. D., Seiden, V., Kim, P. H., & Medvec, V. H. (2002). The dissatisfaction of having your first offer accepted: The role of counterfactual thinking in negotiations. *Personality and Social Psychology Bulletin*, *28*, 271-283.

Kray, L. J., **Galinsky, A. D.**, & Thompson, L. (2002). Reversing the gender gap in negotiations: An exploration of stereotype regeneration. *Organizational Behavior and Human Decision Processes*, *87*, 386-409.

Galinsky, A. D., & Mussweiler, T. (2001). First offers as anchors: The role of perspective taking and negotiator focus. *Journal of Personality and Social Psychology*, *81*, 657–669.

Kray, L. J., Thompson, L., & **Galinsky, A. D.** (2001). Battle of the sexes: Gender stereotype confirmation and reactance in negotiations. *Journal of Personality and Social Psychology*, *80*, 942–958.

Selected as the Most Influential Paper, 2000-2003, Academy of Management Meetings, Conflict Management Division

Galinsky, A. D., & Moskowitz, G. B. (2000). Perspective-taking: Decreasing stereotype expression, stereotype accessibility, and in-group favoritism. *Journal of Personality and Social Psychology*, *78*, 708-724.

Galinsky, A. D., & Moskowitz, G. B., (2000). Counterfactuals as behavioral primes: Priming the simulation heuristic and consideration of alternatives. *Journal of Experimental Social Psychology*, *36*, 384-409.

Galinsky, A. D., Moskowitz, G. B., & Skurnik, I. W. (2000). Counterfactuals as self-generated primes: The effect of prior counterfactual activation on person perception judgments. *Social Cognition*, *18*, 252-280.

Galinsky, A. D. & Glucksberg, S. (2000). Inhibition of the literal: Metaphors and idioms as judgmental primes. *Social Cognition*, *18*, 35-54.

Galinsky, A. D., Stone, J., & Cooper, J. (2000). The reinstatement of dissonance and psychological discomfort following failed affirmations. *European Journal of Social Psychology*, 30, 123-147.

Galinsky, A. D., & Lehman, E. V. (1995). Emergence, divergence, convergence: Three models of symphony orchestras at the crossroads. *Journal of Cultural Policy*, 2, 117-139.

Publication and Invited

Galinsky, Adam D. and Derek D. Rucker (2008), "Powerless Consumers Spend More" *Advertising Age* (September 22nd).

Leonardelli, G. J., Galinsky, A.D., Okhuysen, G.A., & Mussweiler, T. (2007). Achieving optimal agreements. *Rotman*, Spring, 50-53.

Galinsky, A. D., & Schweitzer, M. E., (2007). Think before you drink: Alcohol and negotiations. *Negotiation*

Liljenquist, K. A. & **Galinsky, A. D.** (2007). Turn your adversary into your advocate: Strategic requests for advice can transform disputes into amiable problem-solving ventures. *Negotiation*

Swaab, R. I. & **Galinsky, A. D.** (2007). Negotiation at a distance: The MEDIA approach. *Negotiation*.

Diekmann, K. A., & **Galinsky, A. D.** (2006). Overconfident, underprepared: Why you may not be ready to negotiate. *Negotiation*.

Liljenquist, K. A., & **Galinsky, A. D.** (2006). How to defuse threats at the bargaining table. *Negotiation*.

Galinsky, A. D., & Magee, J. C. (2006). Power Plays. *Negotiation*.

Sondak, H, & **Galinsky, A. D.** (2006). Gain less pain: How to negotiate burdens. *Negotiation*.

Galinsky, A. D., Maddux, W. W., & Ku, G. (2006). The view from the other side of the table. *Negotiation*.

Medvec, V. H. & **Galinsky, A. D.** (2005). Putting more on the table: How making multiple offers can increase the final value of the deal. *Negotiation*, 4.

Galinsky, A. D. (2004). Should you make the first offer? *Negotiation*, 7, pp. 1-4.

Galinsky, A. D. & Liljenquist, K. A., (2004). Putting on the pressure: How to make threats in negotiations. *Negotiation*, 12, pp. 1-5.

Mussweiler, T. & **Galinsky, A. D.** (2002). Strategien der verhandlungsführung: Der einfluss des ersten gebotes [Strategies of negotiation: The impact of the first offer]. *Wirtschaftspsychologie*, 4, 21-27.

Publications: Chapters

Galinsky, A. D., Jordan, J., & Sivanathan, N. (in press). Harnessing power to capture leadership. In D. Forsyth and C. Hoyt (Eds.), *Social Psychology and Leadership*, Praeger Press.

Lammers, J. & **Galinsky, A. D.** (in press). The conceptualization of power and the nature of interdependency: The role of legitimacy and culture. In D. Tjosvold & B. van Knippenberg (Eds.), *Power and interdependence in organizations*. Cambridge, UK: Cambridge University Press.

Wong, E., **Galinsky, A. D.**, & Kray, L. J. (in press). The counterfactual mind-set: A decade of research. To appear in K. D. Markman, W. M. P. Klein, & J. A. Suhr (Eds.), *The Handbook of Imagination and Mental Simulation*. New York: Psychology Press.

Zhong, C., Magee, J. C., Maddux, W. W., & **Galinsky, A. D.** (2006). Power, culture, and action: Considerations in the expression and enactment of power in East Asian and Western societies. In E. A. Mannix, M. A. Neale, & Y. Chen (Eds.), *Research on Managing in Teams and Groups* (Vol. 9, 53-73). Greenwich, CT: Elsevier Science Press.

Galinsky, A. D., Liljenquist, K. A., Kray, L. J., & Roese, N. R., (2005). Finding meaning from mutability: Making sense and deriving significance through counterfactual thinking. In D. R. Mandel, D. J. Hilton, & P. Catellani (Eds.), *The Psychology of Counterfactual Thinking*. London: Routledge.

Martorana, P. V., **Galinsky, A. D.**, & Rao, H. (2005). From system justification to system condemnation: Antecedents of attempts to change power hierarchies. In M. A. Neale, E. A. Mannix, & M. Thomas-Hunt (Eds.), *Research on Managing in Teams and Groups*. (Vol. 7, 285–315). Greenwich, CT: Elsevier Science Press.

Roese, N. J., Sanna, L. J., & **Galinsky, A. D.** (2005). The mechanics of imagination: Automaticity and control in counterfactual thinking. In J. A. Bargh, J. Uleman, & R. Hassin (Eds.), *The New Unconscious* (pp. 138-170). New York, NY: Oxford University Press.

Magee, J. C., Gruenfeld, D. H, Keltner, D., & **Galinsky, A. D.** (2004). Leadership and the psychology of power. In D. M. Messick & R. Kramer (Eds.), *The Psychology of Leadership: Some New Approaches*. New Jersey: L. Erlbaum.

Galinsky, A. D., Hugenberg, K., Groom, C., & Bodenhausen, G. B. (2003). The reappropriation of stigmatizing labels: Implications for social identity. In M. A. Neale, E.A. Mannix, & J. Polzer (Eds.), *Research on Managing in Teams and Groups*. (Vol. 5:221-256). Greenwich, CT: Elsevier Science Press.

Galinsky, A. D., Martorana, P. V., & Ku, G. (2003). To control or not to control stereotypes: Separating the implicit and explicit processes of perspective-taking and suppression. In J. P. Forgas, K. Williams, W. von Hippel (Eds.), *Responding to the social world: Implicit and explicit processes in social judgments and decisions* (pp. 343-363). Philadelphia: Psychology Press.

Galinsky, A. D. (2002). Creating and reducing intergroup conflict: The role of perspective-taking in affecting out-group evaluations. In M. A. Neale, E. A. Mannix, & H. Sondak (Eds.), *Research on Managing in Teams and Groups* (Vol. 4: 85-113). Greenwich, CT: JAI Press, Inc.

Moskowitz, G. B., Skurnik, I., & **Galinsky, A. D.** (1999). The history of dual process notions in social psychology. In S. Chaiken & Y. Trope (Eds.), *Dual-Process Theories in Social Psychology* (pp. 12-36). New York: Guilford.

Publications: Cases and Teaching Notes

Austen-Smith, D., Galinsky A. D., Chung, K. H., & LaVanway, C. (2007). *Unilever's Mission for Vitality*. Kellogg School of Management Publishing. Case # 5-307-501.

Brett, J. M. & **Galinsky, A. D.**, (2005). *BioPharm-Seltek Teaching Note: The Dynamics of Distribution*. Dispute Resolution Research Center.

Hackman, J. R., Lehman, E. V., **Galinsky, A. D.**, & Peiperl, M. (2000). *The London Symphony Orchestra (B)*. Boston: Harvard Business School Publishing. Case # 9-400-075.

Hackman, J. R., Lehman, E. V., **Galinsky, A. D.**, & Peiperl, M. (2000). *The London Symphony Orchestra: The Perspective of Clive Gillinson, Managing Director*, Video. Product # 9-901-801.

Hackman, J. R., Lehman, E. V., & **Galinsky, A. D.** (1994). *The London Symphony Orchestra*. Boston: Harvard Business School Publishing. Case # 9-494-034.

Manuscripts: Working and Submitted for Publication

Armagan, S. Ferreira, M. P., Okhuysen, G. A., & **Galinsky, A. D.** Power and temporal commitment preference: An investigation in Portugal, Turkey, and the United States.

Galinsky, A. D., Jordan, J., Liljenquist, K. A., & Magee, J. C. When action is the norm: power, regulatory focus, and regret.

Ku, G., **Galinsky, A. D.**, & Murnighan, J. K. Arousal, interest and auction bidders

Leonardelli, G. J., & **Galinsky, A. D.** Optimal distinctiveness and collective selfaffirmation: The meaning of ingroup favoritism for numerical minorities.

Leonardelli, G. J., **Galinsky, A. D.**, Gu, J., & Medvec, V. H. Multiple equivalent simultaneous offers in negotiations: The economic and relational advantages of offering choice. (Under review at Administrative Science Quarterly).

Martorana, P. V., & **Galinsky, A. D.** The activist within: Antecedents of subordinates' attempts to change power hierarchies..

Rucker, D. D., & **Galinsky, A. D.** Power and consumption: Seeking status versus preferring performance.

Todd, A. R., Bodenhausen, G. B., & **Galinsky, A. D.** Perspective-taking heightens implicit and explicit sensitivity to racial discrimination.

Todd, A. R. & **Galinsky, A. D.** The intimate connection between individual and ideological approaches to managing diversity.

Wade-Benzoni, K., Sondak, H., & **Galinsky, A. D.** Leaving a legacy: Intergenerational allocations of benefits and burdens. (Under review at *Business Ethics Quarterly*).

Zhong, C., **Galinsky, A. D.**, Magee, J. C., & Maddux, W. W. The cultural contingency of power: Conceptual associations and behavioral consequences.

Academic Service

Academic Community

- Chair, Committee to select the Most Influential Paper Award for 1998-2001, Conflict Management Division, Academy of Management, 2006.
- Presented "Starting a research program" to the Conflict Management Doctoral Student Consortium, *Academy of Management Meetings*, August, 2004.
- Presented a new negotiation simulation, *Brookside Community Hospital vs. Black Computer Systems*, at the Conflict Management Professional Development Workshop, *Academy of Management Meetings*, August, 2004

Northwestern University

- Northwestern University Institutional Review Board, 2004- present.
- Federalwide Assurance Committee: Reviewed and made recommendation to the administration on its position and made further recommendation on how to improve the IRB. 2005-2007

Kellogg School of Management

- MBA Curriculum Committee, 2007-2008
- Behavioral Research Committee, 2007-present.
- MORS for the Road, Lecture to graduating class, 2007.
- Day at Kellogg Presentations, 2 one-hour presentation, Spring, 2007
- Social Enterprise at Kellogg (SEEK) Advisory Board, 2006-present.
- Committee to form a proposal and recommendation on undergraduate curriculum for the business degree, 2006.
- Plenary Session for Global Initiative in Management, Cross Cultural Communication, February, 2005; February, 2006, February, 2007.
- Untenured observer, Personnel Committee, 2004-2005.
- Faculty advisor, Global Initiative in Management, Spent two weeks in Japan with 25 MBA students studying how the Japanese organized and conducted business, Spring 2004.
- Day at Kellogg Presentations, 2 one-hour presentation, Spring, 2004.
- Research at Kellogg Presentation, Fall, 2003
- Mediated merger of Kellogg Outdoor Adventures (KOA) and Kellogg Service Initiative (KSI) into a new group (Kellogg Adventures, Outdoor and Service), Spring, 2003.
- Day at Kellogg Presentations, 4 one-hour presentation, Spring, 2003.
- The Managers Program Major Field Presentations, 2002, 2003.

Management and Organizations Department

- Junior Faculty Search Committee, 2003-2004, 2004- 2005, 2005-2006, 2007-2008
- Dispute Resolution Research Center, Postdoctoral Fellowship Search Committee, 2002-present.
- Dispute Resolution Research Center, Grants Committee, 2002-present.
- Co-Coordinator of MORS Colloquium Series, 2002-2003, 2004-2005.

David Eccles School of Business, University of Utah

- Junior Faculty Search Committee, 2001.
- Behavioral Lab Committee, 2000-2002.

Princeton University (as a doctoral student)

- Editorial Assistant on edited volume: *The Legacy of Ned Jones: Attribution Processes, Person Perception, and Social Interaction*, 1997.
- Statistical Consultant for senior theses, Psychology Department, Princeton University, 1995-1998.
- Graduate Student Representative, Princeton University Research Participation Pool, 1995-1998.
- Coordinator of Princeton University Registration Questionnaire Distribution, 1996, 1997.
- Coordinating Assistant: Well-Being Conference, Princeton University, April 1994.

Editorial Work

Consulting Editor

Psychological Science (2007-2009)
Journal of Personality and Social Psychology (2005-2007)
Organizational Behavior and Human Decision Processes (2004-2007)
European Journal of Social Psychology (2002-2005)

Ad Hoc Journal Reviewer

Journal of Personality and Social Psychology
Journal of Experimental Social Psychology
Personality and Social Psychology Bulletin
Organizational Behavior and Human Decision Processes
Journal of Applied Psychology
Journal of Experimental Psychology: General
Group Decision & Negotiation
Research on Managing in Teams and Groups
Self and Identity

Conference Reviewer

Academy of Management, Conflict Management Division
International Association of Conflict Management