

JOSHUA M. ACKERMAN

CURRICULUM VITAE

Marketing Group
MIT Sloan School of Management
77 Massachusetts Ave., E62-541
Cambridge, MA 02139

Tel: (617) 258-9102
Fax: (617) 258-7597
joshack@mit.edu
web.mit.edu/joshack/www/index.html

ACADEMIC POSITIONS

MIT Sloan School of Management
Assistant Professor of Marketing, 2009-present

Yale University
Post-doctoral Associate, 2007-2009

EDUCATION

Arizona State University
Ph.D. Social Psychology, 2007
M.A. Social Psychology, 2003

Duke University
B.A. Psychology/Biological Anthropology, 1998

RESEARCH INTERESTS

Consumer Behavior
Self-Control

Social Coordination
Communication

Evolutionary Psychology
Motivation & Emotion

HONORS, AWARDS, FELLOWSHIPS

Graduate Student Poster Award – 1st place, *Society for Personality and Social Psychology*
Graduate Fellowship, *Arizona State University*
Graduate Academic Scholarship, *Arizona State University*

PUBLICATIONS

1. **Ackerman, Joshua M.**, Vladas Griskevicius and Norman P. Li (forthcoming), “Let’s Get Serious: Communicating Commitment in Romantic Relationship Formation,” *Journal of Personality and Social Psychology*.

2. **Ackerman, Joshua M.**, Christopher C. Nocera and John A. Bargh (2010), "Incidental haptic sensations influence social judgments and decisions," *Science*, 328, 1712-1715.
Media: "Study: How things feel affects what people do," *Associated Press*; "How the Sense Of Touch Influences The Mind," *National Public Radio*; "Hard chairs help drive hard bargains: study," *CTV*; "Touching Heavy, Hard Objects Makes Us More Serious," *National Geographic*; "Want Someone to Take a Decision Seriously? Hand Them Something Heavy," *Discover Magazine*; "Study: How What You Touch Influences What You Think," *Time*; "Sense of Touch Shapes Snap Judgements," *Wired*; "Hard chairs drive hard bargains: Physical sensations translate to social perceptions," *Scientific American*; "The Psychology of Touch," *New York Times*; "What's behind the human touch," *Washington Post*; "Researchers say sense of touch guides impressions, decisions," *Boston Globe*; "Touch and go," *Los Angeles Times*; "Something for the weekend," *Financial Times*; "What You Touch May Make You a 'Softie' or Play 'Hard Ball'," *BusinessWeek*; "Physical touch affects emotional mood," *Telegraph*; "A hard chair equals a hard heart," *The Independent*; "Who Sits Hard, Negotiates Hard," *Der Spiegel*; "Social Judgments Take Touching Turns," *U.S. News & World Report*; "Touch Affects How People Feel," *Discovery News*; "Study: How things feel affects what people do," *Huffington Post*; "What you touch changes how you think," *Psychology Today*.
3. Anderson, Uriah S., Elaine F. Perea, D. Vaughn Becker, **Joshua M. Ackerman**, Jenessa R. Shapiro, Steven L. Neuberg, Douglas T. Kenrick (2010), "I only have eyes for you: Ovulation redirects attention (but not memory) to attractive men," *Journal of Experimental Social Psychology*, 46, 804-808.
4. Griskevicius, Vladas, **Joshua M. Ackerman**, Bram Van den Bergh and Yexin J. Li (forthcoming), "Fundamental motives and business decisions," in *Evolutionary Psychology in the Business Sciences*, ed. G. Saad. Springer.
5. Griskevicius, V., **Joshua M. Ackerman** and Joseph P. Redden (forthcoming), "Why We Buy: Evolution and Consumer Behavior," in *Applied Evolutionary Psychology*, ed. S. C. Roberts. Oxford University Press.
6. Park, Justin H. and **Joshua M. Ackerman** (forthcoming), "Passion and compassion: Psychology of kin relations within and beyond the family," in *Oxford Handbook of Evolutionary Family Psychology*, eds. C. Salmon and T. Shackelford. Oxford University Press.
7. Bargh, John A., Lawrence E. Williams, Julie Y. Huang, Hyunjin Song and **Joshua M. Ackerman** (2010), "From the Physical to the Psychological: Mundane Physical Experiences Influence Social Judgment and Interpersonal Behavior," *Behavioral and Brain Sciences*, 33, 267-268.
8. **Ackerman, Joshua M.** and John A. Bargh (2010), "The Purpose-Driven Life," *Perspectives on Psychological Science*, 5, 323-326.
Media: "Maslow's Pyramid Gets a Makeover," *Miller-McCune*.

9. **Ackerman, Joshua M.** and John A. Bargh (2010), "Two to Tango: Automatic Social Coordination and the Role of Felt Effort," in *Effortless Attention: A New Perspective in the Cognitive Science of Attention and Action*, ed. B. Bruya. Cambridge: MIT Press, 335-371.
10. Mortensen, Chad R., D. Vaughn Becker, **Joshua M. Ackerman**, Steven L. Neuberg and Douglas T. Kenrick (2010), "Infection breeds reticence: The effects of disease salience on self-perceptions of personality and behavioral avoidance tendencies," *Psychological Science*, *21*, 440-447.
Media: "Disease And Xenophobia," *The Atlantic*; "Reminder of disease primes the body and mind to repel other people," *British Psychological Society*; "The Mind of a Misanthrope," *Association for Psychological Science*.
11. Becker, D. Vaughn, Steven L. Neuberg, Jon K. Maner, Jenessa R. Shapiro, **Joshua M. Ackerman**, Mark Schaller and Douglas T. Kenrick (2010), "More Memory Bang for the Attentional Buck: Self-Protection Goals Enhance Encoding Efficiency for Potentially Threatening Males," *Social Psychological and Personality Science*, *1*, 182-189.
12. **Ackerman, Joshua M.**, Jenessa R. Shapiro and Jon K. Maner (2009), "When is it good to believe bad things?" *Behavioral and Brain Sciences*, *32*, 510-511.
13. **Ackerman, Joshua M.** and Douglas T. Kenrick (2009), "Cooperative Courtship: Helping Friends Raise and Raze Relationship Barriers," *Personality and Social Psychology Bulletin*, *35*, 1285-1300.
Media: "Tag-team dating can improve success," *Boston Globe*; "The heart is not a lonely hunter," *CNBC.com*; "I've Got Wings: Cooperation in Courtship," *Psychology Today*.
14. Shapiro, Jenessa R., **Joshua M. Ackerman**, Steven L. Neuberg, Jon K. Maner, D. Vaughn Becker and Douglas T. Kenrick (2009), "Following in the Wake of Anger: When not Discriminating is Discriminating," *Personality and Social Psychology Bulletin*, *35*, 1356-1367.
15. **Ackerman, Joshua M.**, Noah J. Goldstein, Jenessa R. Shapiro and John A. Bargh (2009), "You Wear Me Out: The Vicarious Depletion of Self-Control," *Psychological Science*, *20*, 326-332.
Media: "Recession Psychology: We Will Spend Again," *Time*; "Observing Others' Self-Control Can Sap Your Own," *Scientific American*; "Losing It: Why Self-Control Is Not Natural," *Yahoo News*; "You Wear Me Out: Thinking of Others Causes Lapses in Our Self-control," *Science Daily*; "Hey, You're Wearing Me Out!" *Association for Psychological Science*; "Resisting Temptation," *APS Observer*; "You Wear Me Out," *MedicineWorld*.
16. **Ackerman, Joshua M.**, D. Vaughn Becker, Chad R. Mortensen, Takao Sasaki, Steven L. Neuberg and Douglas T. Kenrick (2009), "A Pox on the Mind: Disjunction of Attention and Memory in Processing Physical Disfigurement," *Journal of Experimental Social Psychology*, *45*, 478-485.

17. **Ackerman, Joshua M.** and Douglas T. Kenrick (2009), "Selfishness and Sex or Cooperativeness and Family Values?" *Behavioral and Brain Sciences*, 32, 21.
18. **Ackerman, Joshua M.** and Douglas T. Kenrick (2008), "The Costs of Benefits: Help-Refusals Highlight Key Trade-Offs of Social Life," *Personality and Social Psychology Review*, 12, 118-140.
19. **Ackerman, Joshua M.**, Douglas T. Kenrick and Mark Schaller (2007), "Is Friendship Akin to Kinship?" *Evolution & Human Behavior*, 28, 365-374.
20. **Ackerman, Joshua M.**, Jenessa R. Shapiro, Steven L. Neuberg, Douglas T. Kenrick, D. Vaughn Becker, Vladas Griskevicius, Jon K. Maner and Mark Schaller (2006), "They All Look the Same to Me (Unless They're Angry): From Out-Group Homogeneity to Out-Group Heterogeneity," *Psychological Science*, 17, 836-840.
Media: "Limits to the lineup," *Psychology Today*.
21. **Ackerman, Joshua M.**, Daniel W. Barrett, Peter R. Killeen, Jon K. Maner, Richard Rennaker, Matthew T. Sitomer and Jill Sundie (2003), "Oughts from Is's [Review of the book Grounded Ethics: The Empirical Bases of Normative Judgments]" *Behavior and Philosophy*, 31, 195-201.
22. Kenrick, Douglas T., **Joshua M. Ackerman** and Susan Ledlow (2003), "Evolutionary Social Psychology: Adaptive Predispositions and Human Culture," in *Handbook of social psychology*, ed. J. DeLamater, New York: Kluwer Academic/Plenum Publishers, 103-122.
23. Kenrick, Douglas T., Susan Ledlow and **Joshua M. Ackerman** (2003), "Mate Choice," in *International Encyclopedia of Marriage & Family Relationships*, 2nd edition, ed. J. J. Ponzetti. New York: Macmillan Reference USA.
24. Taylor, Kathryn L., Rebecca A. Shelby, Marc D. Schwartz, **Josh Ackerman**, V. Holland LaSalle, Edward P. Gelmann and Colleen McGuire (2002), "The Impact of Item Order on Ratings of Cancer Risk Perception," *Cancer Epidemiology Biomarkers & Prevention*, 11, 654-659.

MANUSCRIPTS IN REVISION OR UNDER REVIEW

1. "Angry Faces Demand Attention: Evidence of Attentional Adhesion Across Four Paradigms," (with D.V. Becker, U.S. Anderson, C.R. Mortensen, T.E. Robertson, J. Tybur, A.W. Delton and J.R. Shapiro). Under review.
2. "Influence of Sex Ratio on Saving, Borrowing, and Spending," (with V. Griskevicius, J.M. Tybur, A.W. Delton and T.E. Robertson). Under review.
3. "Signal detection on the battlefield: Priming self-protection vs. revenge-mindedness differentially modulates the detection of enemies and allies," (with D.V. Becker, C.R. Mortensen, J.R. Shapiro, U.S. Anderson, T. Sasaki, J.K. Maner, S.L. Neuberg and D.T. Kenrick).

WORKING PAPERS AND CONTINUING PROJECTS

1. "Effects of Emotional Expression on Memory for the Unemotional," (with J.R. Shapiro, D.V. Becker, S.L. Neuberg and D.T. Kenrick).
2. "Goal Scaffolding: Physical Safety Cues Interrupt Psychological Self-Protective Pursuits," (with J.Y. Huang and J.A. Bargh).
3. "The Influence of Economic Uncertainty on Financial Decisions: An Interdisciplinary Life History Perspective," (with V. Griskevicius, J.M. Tybur, A.W. Delton and T.E. Robertson).
4. "Automatic social coordination: Extending automaticity research from the intrapersonal to the interpersonal," (with J.A. Bargh).
5. "Nonconscious Attentional Deployment," (with C.C. Nocera and J.A. Bargh).
6. "Intergroup emotions modulate working memory capacity" (with J.R. Shapiro).
7. "Vicarious self-control depletion and persuasive malleability."
8. "Disease avoidance motivation affects how people value familiar and foreign foods," (with Y. J. Li, A. E. White and S. L. Neuberg).

SELECTED CONFERENCE PRESENTATIONS

1. "Let's get serious: Communicating commitment in romantic relationship formation," Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Eugene, OR (2010).
2. "The mating game is a team sport," Paper presented at the Annual Meeting of the Association for Psychological Science, Boston, MA (2010).
3. "Mental simulation and the vicarious experience of self-control," Paper presented at the Annual Meeting of the Society for Consumer Psychology, St. Pete Beach, FL (2010).
4. "The mating game is a team sport," Paper presented at the Annual Meeting of the American Psychological Association, Boston, MA (2008).
5. "Magnetic personalities: Ostracism and disease concerns produce attractive and repulsive functionally-biased first impressions," (with C.R. Mortensen and D.V. Becker). Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Kyoto, Japan (2008).

6. "An evolutionary perspective on intergroup threat detection," Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM (2008).
7. "When do they and when do we all look the same to me? Understanding heterogeneity and homogeneity effects," Poster presented at the Annual Meeting of the Society for Personality and Social Psychology, Memphis, TN (2007).
* **Received Society for Personality and Social Psychology 1st place Poster Award.**
8. "Cooperative courtship: Facilitating flirtation with friends," Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Austin, TX (2005).
9. "Safety or romance? The asymmetry of fundamental motivations on memory for faces," Poster presented at the Annual Meeting of the Society for Personality and Social Psychology, New Orleans, LA (2005).
10. "Friends are family, friends are strangers: Social cognition in social relationships," Society for Personality and Social Psychology special poster session. Austin, TX (2004).
11. "Variation and Reaction Time as Measures of Judgment Stability," (with J. Butner, D.V. Becker and J. Maner). Poster presented at the Annual Meeting of the Human Behavior and Evolution Society. New Brunswick, NJ (2002).
12. "Kinship and Interdependence in Individualism and Collectivism," Western Psychological Association symposium. Irvine, CA (2002).

ADDITIONAL MEDIA EXPOSURE

- "Coordination Games," online blog for *Psychology Today*.
- "That's Cold: How Exclusion Can Leave You Chilly," *ABC News*, September 2008.
- "Thinking Literally: The Surprising Ways that Metaphors Shape Your World," *The Boston Globe*, September 2009.
- "Kathleen Dunn Show," *Wisconsin Public Radio*, October 2009.
- "Bad Decisions May Be Contagious," *ScienceNow*, November 2009.
- "Top 10 Psychology Studies of 2010," *Psychology Today*, December 2010.

TEACHING

- Consumer Behavior (MIT, 2010)
- PhD Seminar (MIT, 2010)
- Introduction to Social Psychology (Arizona State undergraduate, 2003)
- Research Methods (Arizona State undergraduate, 2002-2003)

PROFESSIONAL SERVICE

Ad hoc Reviewer:

Journal of Personality and Social Psychology
Psychological Science
Journal of Experimental Social Psychology
Personality and Social Psychology Bulletin
Personality and Social Psychology Review
European Journal of Social Psychology
Personality and Individual Differences
Basic and Applied Social Psychology
Evolutionary Psychology
Human Nature
European Psychologist
Group Dynamics: Theory, Research, and Practice

Grant Reviewer:

National Science Foundation

Professional Memberships:

Association for Consumer Research (ACR)
Association for Psychological Science (APS)
Society for Consumer Psychology (SCP)
Society for Judgment and Decision Making (SJDM)
Society for Personality and Social Psychology (SPSP)