

EUGENE M. CARUSO

CURRICULUM VITAE

University of California, Los Angeles
Anderson School of Management
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ACADEMIC POSITIONS

UCLA Anderson School of Management

-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

The University of Chicago Booth School of Business

-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

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

Digitas, Inc., Boston, MA

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

RESEARCH GRANTS (\$5,731,618 total costs)

NeuroEthics of Non-Therapeutic Invasive Human Neurophysiologic Research, National Institute of Mental Health, 2020–2024 (Co-Investigator; \$1,684,808 total costs; Grant 1RF1MH121373-01A1)

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 Prospecation 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

Misperception About Stigma as a Potential Barrier to Applying for Benefits Programs, Morrison Center for Marketing and Data Analytics Research Grant, UCLA Anderson School of Management, 2020-2021

Fellow, Society for Personality and Social Psychology, inducted 2019

Prospective Retrospection, Morrison Center for Marketing and Data Analytics Research Grant, UCLA Anderson School of Management, 2019-2020

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

Fellow, Society of Experimental Social Psychology, inducted 2014

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

Bregant, J., Caruso, E. M., & Shaw, A. (2020). Crime because punishment? The inferential psychology of morality and punishment. *University of Illinois Law Review*, *4*, 1177–1208.

Choshen-Hillel, S., Shaw, A., & Caruso, E. M. (2020). Lying to appear honest. *Journal of Experimental Psychology: General*, *149*, 1719–1735.

* **Featured as “Editors’ Pick” in *Forbes* (2020).**

Jaroslawska, A. J., McCormack, T., Burns, P., & Caruso, E. M. (2020). Outcomes versus intentions in fairness-related decision making: School-aged children’s decisions are just like those of adults. *Journal of Experimental Child Psychology*, *189*, 104704.

Molouki, S., Hardisty, D. J., & Caruso, E. M. (2019). The sign effect in past and future discounting. *Psychological Science*, *30*, 1674–1695.

Burns, P., McCormack, T., Jaroslawska, A. J., O’Connor, P. A., & Caruso, E. M. (2019). Time points: A gestural study of the development of space-time mappings. *Cognitive Science*, *43*, e12801.

Kristal, A. C., O’Brien, E., & Caruso, E. M. (2019). Yesterday’s news: A temporal discontinuity in the sting of inferiority. *Psychological Science*, *30*, 643–656.

- Turner, B., Caruso, E. M., Dilich, M., & Roese, N. J. (2019). Body camera footage leads to lower judgments of intent than dash camera footage. *Proceedings of the National Academy of Sciences*, *116*, 1201–1206.
- Burns, P., McCormack, T., Jaroslawska, A., Fitzpatrick, A., McGourty, J., & Caruso, E. M. (2019). The development of asymmetries in past and future thinking. *Journal of Experimental Psychology: General*, *148*, 272–288.
- Kardas, M., Shaw, A., & Caruso, E. M. (2018). How to give away your cake and eat it too: Relinquishing control prompts reciprocal generosity. *Journal of Personality and Social Psychology*, *115*, 1054–1074.
- Choshen-Hillel, S., Shaw, A., & Caruso, E. M. (2018). Disadvantaged but not dissatisfied: How agency ameliorates negative reactions to unequal pay. *Journal of Experimental Psychology: Applied*, *24*, 578–599.
- 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., Balcetis, 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., & Balcetis, 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.**

* **Best Paper Proceedings, Academy of Management, August 2006.**

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

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

Ramos, J., Caruso, E. M., & Van Boven, L. (in press). Temporally asymmetric psychology: Prospection, retrospection, and well-being. In C. Hoerl, T. McCormack, & A. S. Fernandes (Eds.), *Temporal asymmetries in philosophy and psychology* (pp. xxx–xxx). Oxford University Press.

Choshen-Hillel, Caruso, E. M., & Shaw, A. (2020, February 10). The downsides of trying to appear ethical. *Harvard Business Review*.

McCormack, T., Burns, P., O’Connor, P., Jaroslawska, A., & Caruso, E. M. (2019). Do children and adolescents have a future-oriented bias? A developmental study of spontaneous and cued past and future thinking. *Psychological Research*, *83*, 774–787.

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.

MANUSCRIPTS UNDER REVIEW, REVISION, OR IN PREPARATION

- Caruso, E. M., & Van Boven, L. (2019). *Temporal asymmetries in prospection and retrospection.*
- Caruso, E. M., & Molouki, S. (2018). *The past is more detailed than the future, even when it isn't.*
- Caruso, E. M., Christensen, K., Wheeler, N. M., & Hershfield, H. E. (2019). *Preference for past pain: Some empirical tests of the bias toward the future.*
- Landy, J. F., Linder, J. N., & Caruso, E. M. (2019). *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.*
- Cole, S., Granot, Y., Caruso, E. M., Jost, J. T., & Balcetis, E. (2017). *Political ideology and the perceptual exaggeration of intergroup threat.*
- Stein, D. H., Schroeder, J., Caruso, E. M., & Epley, N. (2020). *Illusions of indirect contributions: Groups with indirect contributors overclaim responsibility for group work.*

TEACHING

UCLA Anderson School of Management

Leadership Foundations

Course Instructor Evaluations

- Summer 2020: Mean = 4.89/5.00; Median = 5.00/5.00
- Fall 2019: Mean = 4.91/5.00; Median = 5.00/5.00
- Summer 2019: Mean = 4.84/5.00; Median = 5.00/5.00
- Fall 2017: Mean = 4.87/5.00; Median = 5.00/5.00

Organizational Behavior

Course Instructor Evaluations

- Fall 2019: Mean = 5.00/5.00; Median = 5.00/5.00
- Fall 2018: Mean = 4.97/5.00; Median = 5.00/5.00
- Fall 2018: Mean = 4.75/5.00; Median = 5.00/5.00

Special Topics in Management: Values, Ethics, and Tradeoffs

Course Instructor Evaluations

- Spring 2020: Mean = 5.00/5.00; Median = 5.00/5.00

Communication Development for Leaders II: Values, Ethics, and Tradeoffs

Course Instructor Evaluations

- Spring 2020: Mean = 4.66/5.00; Median = 5.00/5.00
- Spring 2020: Mean = 4.55/5.00; Median = 5.00/5.00
- Spring 2019: Mean = 4.42/5.00; Median = 5.00/5.00
- Spring 2019: Mean = 4.35/5.00; Median = 4.00/5.00

Negotiations Behavior (with Jennifer Whitson)

Course Instructor Evaluations

- Fall 2019: Mean = 4.82/5.00; Median = 5.00/5.00

The University of Chicago Booth School of Business

Managing in Organizations

Course Instructor Evaluations

- Winter 2019: Mean = 4.59/5.00; Median = 5.00/5.00

Strategies and Processes of Negotiation

Course Instructor Evaluations

- Summer 2014: Mean = 4.60/5.00; Median = 5.00/5.00

Foundations of Social Psychology (with Jane Risen)

Course Instructor Evaluations

- Spring 2010: Mean = 4.03/5.00; Median = 4.00/5.00

Current Topics in Behavioral Science (with Christopher Hsee)
Course Instructor Evaluations
 -Spring 2014: 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

UCLA Anderson School of Management

Jonathan Bogard
 Kate Christensen
 Linda Nguyen
 Colin West

Northwestern University Kellogg School of Management

Broderick Turner, *The hierarchical impact of visual perspective on judgment*

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

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

University of Southern California Marshall School of Business, October 2020

University of Pennsylvania Wharton School, February 2020

University of California Riverside, Management and Marketing, February 2020

University College London, January 2020

University of California Los Angeles, Department of Psychology, October 2019

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

10th 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

- 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)

Caruso, E. M., Choshen-Hillel, S., & Shaw, A. (2021, February). Lying to appear honest. In C. Dorison & J. Zlatev (Chairs), *Forming impressions of others' decisions: New perspectives on old phenomena*. Symposium conducted at the Society for Personality and Social Psychology, Virtual Annual Convention.

Choshen-Hillel, S., Shaw, A., & Caruso, E. M. (2019, November). *Lying to appear honest*. Paper presented at the Society for Judgment and Decision Making, Montreal, Canada.

Molouki, S., Hardisty, D. J., & Caruso, E. M. (2019, October). The sign effect in past and future discounting. In E. Weingarten & A. Roberts (Chairs), *Time, discounting, and the consumer experience*. Symposium conducted at the Association for Consumer Research, Atlanta, GA.

Choshen-Hillel, S., Shaw, A., & Caruso, E. M. (2019, August). *Lying to appear honest*. Paper presented at Subjective Probability, Utility, and Decision Making, Amsterdam, The Netherlands.

Caruso, E. M. (2019, July). *When the future looms larger than the past: Some empirical tests of the bias toward the future*. Paper presented at the Society for Philosophy and Psychology, San Diego, CA.

Choshen-Hillel, S., Shaw, A., & Caruso, E. M. (2019, July). *Lying to appear honest*. Paper presented at the International Association for Conflict Management, Dublin, Ireland.

Shen, L., Risen, J. L., & Caruso, E. M. (2018, November). *Good luck as a limited resource*. Paper presented at the Society for Judgment and Decision Making, New Orleans, LA.

Molouki, S., Hardisty, D. J., & Caruso, E. M. (2018, November). *The sign effect in past and future discounting*. Paper presented at the Society for Judgment and Decision Making, New Orleans, LA.

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)

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

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)

AAAS

ABC News

American Bar Association

The Atlantic

BBC News

The Boston Globe

BusinessWeek
CNN
The Economist
Financial Times
Forbes
The Guardian
HuffPost
Inside Science
Los Angeles Times
National Journal
National Public Radio
New York Magazine
The New York Times
Newsweek
Psychology Today
Science
Scientific American
Scientific American Mind
Slate
Time
U.S. News & World Report
USA Today
The Wall Street Journal
The Washington Post

PROFESSIONAL AND UNIVERSITY SERVICE

UCLA Anderson Staffing Committee, 2020-2023

Associate Editor, *Collabra: Psychology* (2017–Present)

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
Nature Human Behaviour
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

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 (Fellow)
 SPARK Society

PERSONAL BACKGROUND

Place of Birth: Natick, MA