

JOSHUA M. ACKERMAN

CURRICULUM VITAE

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ACADEMIC POSITIONS

MIT Sloan School of Management

Assistant Professor, 2009-present
Class of 1957 Career Development Professor, 2011-present

EDUCATION

Yale University

Post-Doctoral Training, 2009

Arizona State University

Ph.D., Social Psychology, 2007

Duke University

B.A., Social Psychology & Biological Anthropology, 1998

RESEARCH EXPERTISE

Judgment & Decision Making
Social Relationships

Emotion & Motivation
Self-Control

Embodied Cognition

REFEREED JOURNAL PUBLICATIONS

1. Griskevicius, Vladas, Joshua M. Ackerman, Stephanie M. Cantú, Jeffrey A. Simpson, Melissa E. Thompson, Andrew W. Delton, Theresa E. Robertson and Joshua M. Tybur (forthcoming), "When the Economy Falts Do People Spend or Save? Responses to Resource Scarcity Depend on Childhood Environments," *Psychological Science*.
2. Earp, Brian D., Brendan Dill, Jennifer Harris, Joshua M. Ackerman and John A. Bargh (forthcoming), "No sign of quitting: Incidental exposure to no-smoking signs ironically boosts cigarette-approach tendencies in smokers," *Journal of Applied Social Psychology*.
3. Griskevicius, Vladas, Joshua M. Tybur, Joshua M. Ackerman, Andrew W. Delton, Theresa E. Robertson and Andrew E. White (2012), "The Financial Consequences of Too Many Men: Sex Ratio Effects on Saving, Borrowing, and Spending," *Journal of Personality and Social Psychology*, 102, 69-80. [lead article: IRGP section]

Media: “For Love and Money: Why Men Spend More When Women Are Few,” *Time*; “The Weird Ways Gender Ratios Affect Dating, Spending, Saving—and the Size of Your Engagement Ring,” *Time*; “Men Spend the Big Bucks When Women Are Scarce,” *Scientific American*; “Scarcity of women causes men to spend more, save less,” *USA Today*; “Study: Do men flash cash to find a mate?” *USA Today*; “Men Save Less When Feeling Female Population is Scarce,” *ABC*; “Fewer females, more male spending,” *Boston Globe*; “Single Chicago men seeking women can get hurt in heart as well as wallet,” *Chicago Sun-Times*; “When women are few, men spend more,” *MSN Money*; “Big Spending in Men More Common When Women Are Scarce,” *Huffington Post*; “Men Willing to Spend More When Women are 'Scarce,' Study Finds,” *Fox Business*; “Men spend more money when women are scarce: study,” *Globe and Mail*; “Hey big spender! Bachelors 'spend more money' to impress potential mates when fewer women are available,” *Daily Mail*.

4. Reimann, Martin, Wilko Feye, Alan J. Malter, Joshua M. Ackerman, Raquel Castaño, Nitika Garg, et al., (2012), “Embodiment in Judgment and Choice,” *Journal of Neuroscience, Psychology, and Economics*, 5, 104-123.
5. Huang, Julie Y., Alexandra Sedlovskaya, Joshua M. Ackerman and John A. Bargh, (2011), “Immunizing against prejudice: Effects of disease protection on outgroup attitudes,” *Psychological Science*, 22, 1550-1556.
Media: “The Anti-Prejudice Shot,” *The Wall Street Journal*; “It's Flu Season -- Watch Your Prejudices,” *Huffington Post*; “Study: Vaccines & Hand-Washing Can Reduce Prejudice Against Immigrants, the Obese & Crack Addicts,” *Discover*; “Foreigners make me sick,” *Boston Globe*; “A Vaccination Against Social Prejudice,” *Association for Psychological Science*.
6. Ackerman, Joshua M., Vladas Griskevicius and Norman P. Li (2011), “Let’s Get Serious: Communicating Commitment in Romantic Relationship Formation,” *Journal of Personality and Social Psychology*, 100, 1079-1094.
Media: “Study examines declarations of love in relationships,” *Washington Post*; “Timing, meaning of 'I love you' differs by gender,” *Chicago Tribune*; “In relationships, men are first to profess love, study finds,” *Toronto Star*; “Who says 'I love you' first?,” *De Telegraaf*; “Why men say 'I love you' first,” *Forbes*; “Dudes say 'I love you' first, study finds,” *msnbc.com*; “Love And Health: Research Examines Love's Impact On Us,” *Huffington Post*; “The secret language of love,” *Men’s Health*; “When to say 'I love you'?” *London Free Press*; “The Science of 'I Love You',” *Discovery News*.
7. 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*.
8. 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*.
 9. 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*.
 10. 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*.
 11. 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.
 12. 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.
 13. 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.

14. 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*.

WORK IN PROGRESS

1. "We Eat What We Are: Disease Concerns Shift Preferences for (Un)Familiar Foods," (with Y. J. Li, A. E. White, S. L. Neuberg and D. T. Kenrick). Revise and resubmit, *Journal of Personality and Social Psychology*.
2. "Who is the 'self' in self-control? Vicarious self-control depletion increases observer compliance," Under review, *Journal of Consumer Research*.
3. "Superman to the rescue: Simulating physical invulnerability attenuates exclusion-related interpersonal biases," (with J.Y. Huang and J.A. Bargh). Under review, *Journal of Experimental Social Psychology*.
4. "Rebels without a clue: Resistance to social influence and the mental contamination problem" (with R. Stein and J.A. Bargh). Under review, *Social Cognition*.
5. "Preferences for previously-owned products: The roles of contagion threat and protection," (with J.Y. Huang). In preparation.
6. "The Fundamental Motives for Why We Buy," (with V. Griskevicius and J. Redden). In preparation.

HONORS & AWARDS

- Grounding the Behavioral Immune System in Mental and Physiological Processes (Pending), *National Science Foundation*, co-PI
- MIT Junior Faculty Research Assistance Program Award (\$73,000), 2011, 2012
- Named one of "World's Best 40 B-School Profs Under the Age of 40," *Poets & Quants*, 2011
- 1st Place Poster Award, *Society for Personality and Social Psychology*, 2007
- Graduate Fellowship, *Arizona State University*
- Graduate Academic Scholarship, *Arizona State University*

INVITED TALKS

- Harvard Business School (November 2011)
- Tilburg Institute for Behavioral Economics Research, Tilburg University (June 2011)
- Stern School of Business, NYU (April 2011)
- Tufts University, Psychology (March 2011)
- Carlson School of Management, University of Minnesota (October 2010)
- Harvard University, Psychology (September 2010)
- Northeast Marketing Conference, (September 2010)
- Anderson School of Management, UCLA (March 2010)
- Sloan School of Management, MIT (March 2010)
- Booth School of Business, University of Chicago (January 2009)
- Ross School of Business, University of Michigan (November 2008)
- University of Miami School of Business Administration (October 2008)

SELECTED CONFERENCE PRESENTATIONS

1. "Let's get serious: Communicating commitment in romantic relationship formation," Paper presented at the Annual Meeting of the Society of Personality and Social Psychology, San Diego, CA (2012).
2. "Embodiment in Consumer Judgment and Decision-Making: Behavioral, Psychological, and Neural Perspectives," Invited roundtable session at the Annual Meeting of the Association for Consumer Research, St. Louis, MO (2011).
3. "Sex Ratio and the Financial Consequences of Too Many Men," (with V. Griskevicius). Paper presented at the Annual Meeting of the Association for Consumer Research, St. Louis, MO (2011).
4. "Economic Recessions Release the Inner Child," (with V. Griskevicius). Paper presented at the Annual Meeting of the Association for Consumer Research, St. Louis, MO (2011).
5. "Touch as a scaffold for the mind," Invited presentation at the Annual Meeting of the Association for Psychological Science, Washington DC (2011).
6. "You eat what you are: Disease concerns and food origin preferences," (with Y. J. Li). Paper presented at the Annual Meeting of the Society for Consumer Psychology, Atlanta, GA (2011).
7. "Building a social mind from the ground up," Invited presentation at the Annual Meeting of the Society of Personality and Social Psychology, San Antonio, TX (2011).
8. "The magic touch: Nonconscious haptic influences on impressions and decisions," Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, St. Louis, MO (2010).

9. "Lead us not into temptation: Depletion does not require individual self-control use," Paper presented at the Annual Meeting of the Association for Consumer Research, Jacksonville, FL (2010).
10. "Evolutionary goal scaffolding: Building social motives on a physical foundation," (with J. Huang). Paper presented at the Annual Meeting of the Association for Consumer Research, Jacksonville, FL (2010).
11. "Haptic experiences: A touching story of impression formation and decision-making. Paper presented at the Annual Meeting of the Association for Consumer Research, Jacksonville, FL (2010).
12. "The mating game is a team sport," Paper presented at the Annual Meeting of the Association for Psychological Science, Boston, MA (2010).
13. "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).
14. "An evolutionary perspective on intergroup threat detection," Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM (2008).
15. "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 SPSP 1st place Poster Award*

TEACHING

- Consumer Behavior, MBA (MIT, 2010, 2012)
- Seminar on Consumer Behavior, PhD (MIT, 2010, 2012)
- Introduction to Social Psychology, undergraduate (ASU, 2003)
- Research Methods, undergraduate (ASU, 2002-2003)

ADDITIONAL MEDIA EXPOSURE

- "Primed by expectations – why a classic psychology experiment isn't what it seemed," *Discover Magazine*, January 2012.
- "5 Natural Energy Boosters," *ABC News*, October 2011.
- *Intelligent Life*. "How, and When, to Make a Decision," June 2011.
- *MSNBC*. "Elephants & Donkeys Sit Together, But Can They Play Nice?" January 2011.
- *Psychology Today*. "Top 10 Psychology Studies of 2010," December 2010.
- *ScienceNow*. "Bad Decisions May Be Contagious," November 2009.
- *Wisconsin Public Radio*. "Kathleen Dunn Show," October 2009.

- *The Boston Globe*. "Thinking Literally: The Surprising Ways that Metaphors Shape Your World," September 2009.
- *ABC News*. "That's Cold: How Exclusion Can Leave You Chilly," September 2008.

PROFESSIONAL SERVICE

Editorial Board:

Journal of Experimental Social Psychology

Journal Reviewer:

Journal of Consumer Research
Journal of Personality and Social Psychology
Psychological Science
Research in Consumer Behavior
Journal of Experimental Psychology: General
Journal of Experimental Social Psychology
Personality and Social Psychology Bulletin
Personality and Social Psychology Review
Current Directions in Psychological Science
Emotion
Health Psychology
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

Conference Reviewer:

Association for Consumer Research
Society for Consumer Psychology

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)