

# CURRICULUM VITAE

DAVID A. DE STENO

## PERSONAL INFORMATION

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*Position:*

Professor of Psychology  
Northeastern University

*Contact Numbers:*

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617.373.8714 (fax)

*Address:*

Department of Psychology  
Northeastern University  
Boston, MA 02115

*Internet Correspondence:*

d.desteno@gmail.com  
www.davedesteno.com

## EDUCATION

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Ph.D. Social Psychology, Yale University, 1996

M.Phil. Social Psychology, Yale University, 1994

M.S. Social Psychology, Yale University, 1993

A.B. Psychology, Vassar College, 1990  
General and Departmental Honors, Phi Beta Kappa

## PROFESSIONAL POSITIONS

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Professor of Psychology, Northeastern University, 2012 – present

Associate Professor of Psychology, Northeastern University, 2005 – 2012

Visiting Associate Professor of Psychology, Harvard University, 2007 – 2008

Assistant Professor of Psychology, Northeastern University, 1999 – 2005

Postdoctoral Fellow, Ohio State University, 1996 – 1999

## RESEARCH INTERESTS & CURRENT PROJECTS

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- Functions of emotion in shaping social judgment and behavior (e.g., compassion cooperation, trust, morality, leadership, altruism, self-control, goal attainment)
- Influence of emotion on social cognition and decision making (e.g., economic decision-making, risk assessment, moral judgment, prejudice, attitudes)

## PUBLICATIONS

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- DeSteno, D., Lim, D., Duong, F., & Condon, P. (in press). Meditation Inhibits Aggressive Responses to Provocations. *Mindfulness*.
- Lee, J. J., Breazeal, C., & DeSteno, D. (in press). Role of speaker cues in attention inference. *Frontiers in Robotics and AI*.
- Kory Westlund, J. M., Dickens, L., Jeong, S., Harris, P. L., DeSteno, D., & Breazeal, C. L. (2017). Children use non-verbal cues to learn new words from robots as well as people. *International Journal of Child-Computer Interaction*, 13, 1-9.
- Kory Westlund, J. M., Jeong, S., Park H. W., Ronfard, S., Aradhana, A., Harris, P. L., DeSteno, D., & Breazeal, C. L. (2017). Flat versus expressive storytelling: Young children's learning and retention of a social robot's narrative. *Frontiers in Human Neuroscience*. <https://doi.org/10.3389/fnhum.2017.00295>
- Lim, D. & DeSteno, D. (2016). Suffering and compassion: The links among adverse life experiences, empathy, compassion, and prosocial behavior. *Emotion*, 16, 175-182.
- Breazeal, C., Harris, P., DeSteno, D., Kory, J., Dickens, L., & Jeong, S. (2016). Young children treat robots as informants. *Topics in Cognitive Science*, 8, 481-491.
- Dickens, L. & DeSteno, D. (2016). The Grateful Are Patient: Heightened Daily Gratitude Is Associated with Attenuated Temporal Discounting. *Emotion*, 16, 421-425.
- DeSteno, D., Condon, P., & Dickens, L. (2016). Gratitude and Compassion. In M. Lewis, J. M. Haviland-Jones, & L. Barrett (eds.), *Handbook of Emotions* (4<sup>th</sup> Edition, pp. 835-846). New York: Guilford Press.
- DeSteno, D. (2015). Compassion and altruism: How our minds determine who is worthy of help. *Current Opinion in Behavioral Sciences*, 3, 80-83.
- Lim, D., Condon, P., & DeSteno, D. (2015). Mindfulness and Compassion: An examination of mechanism and scalability. *PLoS One*.
- DeSteno, D., Li, Y., Dickens, L., & Lerner, J. (2014). Gratitude: A tool for reducing economic impatience. *Psychological Science*, 25, 1262-1267.
- Dickens, L., & DeSteno, D. (2014). Pride attenuates nonconscious mimicry. *Emotion*, 14, 7-11.
- Williams, L. A., & DeSteno, D. (2014). Building bonds, attaining ambitions, and establishing esteem: How positive emotions serve intrapersonal needs. In J. Gruber

& J. Moskowitz (Eds.), *The Light and Dark Sides of Positive Emotion* (pp. 206-224)  
Oxford: Oxford University Press.

- Valdesolo, P., & DeSteno, D. (2014). Positive emotion, social cognition, and intertemporal choice. In M. Tugade, M. Shiota, & L. D. Kirby (Eds.), *Handbook of Positive Emotions* (pp. 201-214). New York: Guilford Press.
- Lee, J. J., Knox, B., Baumann, J., Breazeal, C., & DeSteno, D. (2013). Computationally modeling interpersonal trust. *Frontiers in Psychology* 4:893, doi: 10.3389/fpsyg.2013.00893
- Condon, P., Desbordes, G., Miller, W., & DeSteno, D. (2013). Meditation increases compassionate responses to suffering. *Psychological Science*, 24, 2125-2127.
- DeSteno, D., Gross, J. J., & Kubzansky, L. (2013). Affective science and health: The importance of emotion and emotion regulation. *Health Psychology*, 32, 474-486.
- Bartlett, M. Y., Condon, P., Cruz, J., Baumann, J., & DeSteno, D. (2012). Gratitude: Prompting behaviors that build relationships. *Cognition and Emotion*, 26, 2-13.
- Baumann, J., & DeSteno, D. (2012). Context leads to divergent impacts of anger on risk taking. *Emotion*, 1196-1199.
- DeSteno, D., Breazeal, C., Frank, R. H., Pizarro, D., Baumann, J., Dickens, L., & Lee, J. (2012). Detecting the trustworthiness of novel partners in economic exchange. *Psychological Science*, 23, 1549-1556.
- Condon, P., & DeSteno, D. (2011). Compassion for one reduces punishment for another. *Journal of Experimental Social Psychology*, 47, 698-701.
- Valdesolo, P., & DeSteno, D. (2011). Synchrony and the social tuning of compassion. *Emotion*, 11, 262-266.
- Valdesolo, P., & DeSteno, D. (2011). The Virtue in Vice. *Emotion Review*, 3, 276-277.
- Baumann, J., & DeSteno, D. (2010). Emotion-guided threat detection: Expecting guns where there are none. *Journal of Personality and Social Psychology*, 99, 595-610.
- DeSteno, D. (2010). Mismeasuring jealousy: A cautionary comment on Levy and Kelly (2010). *Psychological Science*, 21, 1355-1356.
- Valdesolo, P., Ouyang, J., & DeSteno, D. (2010). The rhythm of joint action: Synchrony promotes cooperative ability. *Journal of Experimental Social Psychology*, 46, 693-695.

- DeSteno, D., Bartlett, M., Baumann, J., Williams, L., & Dickens, L. (2010). Gratitude as moral sentiment: Emotion-guided cooperation in economic exchange. *Emotion, 10*, 289-293.
- Williams, L. A., & DeSteno, D. (2010). Pride in parsimony. *Emotion Review, 2*, 180-181.
- DeSteno, D. (2009). Social emotions and intertemporal choice: “Hot” mechanisms for the building of social and economic capital. *Current Directions in Psychological Science, 18*, 280-284.
- Theodore, R. M., Miller, J. L., and DeSteno, D. (2009). Individual talker differences in voice-onset-time: Contextual influences. *Journal of the Acoustical Society of America, 2009, 125*, 3974-3982.
- Dasgupta, N., DeSteno, D., Williams, L. A., & Hunsinger, M. (2009). Fanning the flames: The influence of specific incidental emotions on implicit prejudice. *Emotion, 9*, 585-591.
- Williams, L. A., & DeSteno, D. (2009). Pride: Adaptive social emotion or seventh sin? *Psychological Science, 20*, 284-288.
- Valdesolo, P., & DeSteno, D. (2008). The Duality of Virtue: Deconstructing the Moral Hypocrite. *Journal of Experimental Social Psychology, 44*, 1334-1338.
- Williams, L. A., & DeSteno, D. (2008). Pride and perseverance: The motivational role of pride. *Journal of Personality and Social Psychology, 94*, 1007-1017.
- Valdesolo, P. & DeSteno, D. (2007). Moral hypocrisy: Social groups and the flexibility of virtue. *Psychological Science, 18*, 689-690.
- Bartlett, M. Y., & DeSteno, D. (2006). Gratitude and prosocial behavior: Helping when it costs you. *Psychological Science, 17*, 319-325.
- DeSteno, D., Valdesolo, P., & Bartlett, M. Y. (2006). Jealousy and the threatened self: Getting to the heart of the green-eyed monster. *Journal of Personality and Social Psychology, 91*, 626-641.
- DeSteno, D., Bartlett, M. Y., & Salovey, P. (2006). Constraining Accommodative Homunculi in Evolutionary Explorations of Jealousy: A Reply to Barrett et al. (2006). *Journal of Personality and Social Psychology, 91*, 519-523.
- Valdesolo, P., & DeSteno, D. (2006). Manipulations of Emotional Context Shape Moral Judgment. *Psychological Science, 17*, 476-477.

- DeSteno, D., Dasgupta, N., Bartlett, M. Y., & Caidric, A. (2004). Prejudice From Thin Air: The Effect of Emotion on Automatic Intergroup Attitudes. *Psychological Science, 15*, 319-324.
- DeSteno, D., Petty, R. E., Rucker, D. D., Wegener, D. T., & Braverman, J. (2004). Discrete Emotions and Persuasion: The Role of Emotion-Induced Expectancies. *Journal of Personality and Social Psychology, 86*, 43-56.
- Allen, J.S., Miller, J.L., and DeSteno, D. (2003). Individual talker differences in voice-onset-time. *Journal of the Acoustical Society of America, 113*, 544-552.
- DeSteno, D., Bartlett, M., Braverman, J., & Salovey, P. (2002). Sex differences in jealousy: Evolutionary mechanism or artifact of measurement? *Journal of Personality and Social Psychology, 83*, 1103-1116.
- DeSteno, D., & Braverman, J. (2002). Emotion and persuasion: Thoughts on the role of emotional intelligence. In L. Feldman Barrett & P. Salovey (Eds.), *The wisdom of feelings: Psychological processes in emotional intelligence* (pp. 191-210). New York: Guilford Press.
- Petty, R. E., DeSteno, D., & Rucker, D. D. (2001). The role of affect in attitude change. In J. Forgas (Ed.), *Handbook of affect and social cognition* (pp. 212-233). Mahwah, NJ: Erlbaum.
- DeSteno, D., Petty, R. E., Wegener, D. T., & Rucker, D. D. (2000). Beyond valence in the perception of likelihood: The role of emotion specificity. *Journal of Personality and Social Psychology, 78*, 397-416.
- DeSteno, D., & Salovey, P. (1997). Structural dynamism in the concept of self: A flexible model for a malleable concept. *Review of General Psychology, 1*, 389-409.
- DeSteno, D., & Salovey, P. (1997). The effects of mood on the structure of the self-concept. *Cognition and Emotion, 11*, 351-372.
- DeSteno, D., & Salovey, P. (1996). Evolutionary origins of sex-differences in jealousy? Questioning the “fitness” of the model. *Psychological Science, 7*, 367-372.
- DeSteno, D., & Salovey, P. (1996). Genes, jealousy, and the replication of misspecified models. *Psychological Science, 7*, 376-377.
- DeSteno, D., & Salovey, P. (1996). Jealousy and the characteristics of one’s rival: A self-evaluation maintenance perspective. *Personality and Social Psychology Bulletin, 22*, 920-932.

## MANUSCRIPTS IN PREPARATION \_\_\_\_\_

Lim, D., & DeSteno D. (in prep). Previous life adversity combats the collapse of compassion.

Lim, D., & DeSteno D. (in prep). Guilt mediates compassion among those who have suffered.

## BOOKS \_\_\_\_\_

DeSteno, D. (January 2018). *Emotional Success*. New York, NY: Eamon Dolan Books (Houghton Mifflin Harcourt). Simultaneous UK publication by Bluebird Books (Pan Macmillan).

DeSteno, D. (February 2014). *The Truth About Trust: How it Determines Success in Life, Love, Learning, and More*. New York, NY: Hudson Street Press (Penguin).

DeSteno, D., & Valdesolo, P. (May 2011). *Out of Character: The Surprising Truths About the Cheat, Liar, Sinner (and Saint) Lurking in All of Us*. New York, NY: Harmony Books (Crown). \*A WSJ Spotlight Psychology Bestseller.

## PRESENTATIONS AND PUBLIC LECTURES \_\_\_\_\_

DeSteno, D. (January 2018). *Emotional Success*. 92<sup>St</sup> Y. New York, NY.

DeSteno, D. (October 2017). *Emotional Success: Using Moral Emotions to Foster A Value for the Future*. Fidelity Headquarters, Boston, MA.

DeSteno, D. (April 2017). *Compassion, Empathy, and Resilience: Threading the Needle*. Keynote for Positive Emotions Preconference, Annual Meeting of the Society for Affective Science, Boston, MA.

DeSteno, D. (April 2017). *Emotional Success: Willpower from the Bottom Up*. Meeting of the Society for Affective Science, Boston, MA.

DeSteno, D. (October 2016). *Emotional Success*. PopTech 2016, Camden, ME.

DeSteno, D. (September 2016). *Teams, Trust, and Creativity*. Microsoft Salon, Neuehouse, New York, NY.

DeSteno, D. (May 2016). *Gratitude is About the Future, Not the Past: An Emotional Route to Building Success From the Bottom Up*. Invited panel on prospection, Annual meeting of the Association for Psychological Science, Chicago, IL.

- DeSteno, D. (November 2015). *The Science of Virtue: Gratitude, Compassion, and Pride as Routes to Self-Control, Social Resilience, and Success*. Learning and the Brain Conference, Boston, MA.
- DeSteno, D. (February 2015). *Gratitude is the New Willpower: Positive Social Emotions as a Path to Virtue*. SPSP Emotion Preconference, Long Beach, CA.
- DeSteno, D. (October 2014). *Gratitude is the New Willpower*. Society of Experimental Social Psychology, Columbus, OH.
- DeSteno, D. (September 2014). *The Truth About Trust*. Management Grand Rounds, Children's Hospital Boston, Boston, MA.
- DeSteno, D. (July 2014). *The Truth About Trust*. Fidelity Investments Headquarters, Boston, MA.
- DeSteno, D. (February 2014). *The Truth About Trust*. Google Headquarters, Mountain View, CA.
- DeSteno, D., Condon, P., & Valdesolo, P. (September 2013). *Nudging Compassion: Two Routes to Enlightenment and Resilience*. Society of Experimental Social Psychology, Berkeley, CA.
- DeSteno, D. (June 2013). *Compassion: Two Routes to Resilience*. The City Resilient Summit, Brooklyn, NY.
- DeSteno, D. (November 2012). *Election 2012: Why it's never about character, even when you think it is*. Museum of Science, Boston, MA.
- DeSteno, D. (October 2012). *Compassion and Social Resilience*. PopTech 2012, Camden, ME.
- DeSteno, D. (October 2012). *Compassion and Social Resilience*. Ideas Boston 2012, Boston, MA.
- DeSteno, D. (July 2012). *Character in the balance: Exploring the Causes and Consequences of Compassion*. Science of Compassion Conference, Telluride, CO.
- DeSteno, D. (April 2012). *Character and Compassion: Tipping the Scales in the Cyberworld*. Facebook Headquarters, Menlo Park, CA.
- DeSteno, D. (April 2012). *Character in the balance: Exploring the causes and consequences of compassion*. Center for Compassion and Altruism Research and Education, Stanford University, Palo Alto, CA.
- DeSteno, D. (October 2011). *Character in the balance*. PopTech 2011, Camden, ME.

- DeSteno, D. (October 2011). *Unlocking the clues to assessing trustworthiness in novel partners*. Society of Experimental Social Psychology, Washington, DC.
- DeSteno, D. (October 2010). *Of ants and grasshoppers: What makes an emotion social?* Society of Experimental Social Psychology, Minneapolis, MN.
- DeSteno, D. (August 2009). *Egoism vs. altruism in the moral mind: Empathy and compassion as a case in point*. Fourteenth Annual Spielberger EMPathy (Emotion, Motivation, Personality) Series at the 2009 annual meeting of the American Psychological Association, Toronto, Canada.
- DeSteno, D. (February 2009). *Putting the social into social emotions: Pride and empathy in action*. SPSP Emotion Preconference.
- DeSteno, D. (August 2008). *On the Complexities of Virtue: Moral Emotions and the Social Mind*. American Psychological Association, Boston, MA.
- DeSteno, D. (October 2007). *Emotion-guided goal perseverance: The motivational role of pride*. Society of Experimental Social Psychology, Chicago, IL.
- DeSteno, D. (October 2006). *Gratitude as facilitator of social and economic exchange*. Society of Experimental Social Psychology, Philadelphia, PA.
- DeSteno, D. (August 2006). Chair, *Emotion and intergroup relations*. Symposium held at the annual meeting of the International Society for Research on Emotion, Atlanta, GA.
- DeSteno, D. (May 2006). Chair, *Emotions and sociality: The role of emotions in shaping complex social behavior*. Symposium held at the annual meeting of the Association for Psychological Science, New York, NY.
- Bartlett, M. Y., & DeSteno, D. (May 2006). *Gratitude and prosocial behavior: Helping when it costs you*. Association for Psychological Science, New York, NY.
- Dasgupta, N., & DeSteno, D. (January 2006). *Emotion-guided prejudice: The effect of emotions on automatic intergroup attitudes*. Society for Personality and Social Psychology, Palm Springs, CA.
- DeSteno, D. (May 2004). *New perspectives on jealousy: An integrative view of the most social of social emotions*. American Psychological Society, Chicago, IL.
- DeSteno, D. & Dasgupta, N. (October 2003). *Prejudice from thin air: The effect of anger on automatic intergroup attitudes*. Society of Experimental Social Psychology, Boston, MA.



DeSteno, D. (May 2001). *Sex differences in jealousy: Artifact or Evolution?* American Psychological Society, Toronto, Canada.

DeSteno, D., Petty, R. E., Wegener, D. T., & Rucker, D. D. (May 2000). *Emotion and risk assessment: The role of emotion-specificity.* Midwestern Psychological Association, Chicago, IL.

DeSteno, D., & Salovey, P. (October 1997). *Sex differences in jealousy: Evolution or artifact?* Society of Experimental Social Psychology, Toronto, Canada.

## SELECTED UNIVERSITY TALKS AND COLLOQUIA\_\_\_\_\_

Cornell University, Department of Psychology, April 2016

Cornell Tech, Connective Media Group, March 2016

University of Massachusetts – Amherst, Department of Psychology, January 2016

New York University, Department of Psychology, November 2015

Harvard University, Department of Psychology, September 2015.

University of Rochester, Department of Psychology, September 2015

Yale University, Department of Psychology, September 2014

Yale School of Management, Dept. of Management, Yale University, September 2013

Columbia Business School, Columbia University, April 2013

University of Chicago Booth School of Business, March 2013

Harvard Business School, Harvard University, September 2012

Princeton University, Department of Psychology, December 2011

NYU Stern Business School, Paduano Ethics Series, September 2011

Harvard University, Department of Psychology, September 2011

Yale University, Department of Psychology, September 2011

Stanford University, Department of Psychology, May 2009

Yale University, Department of Psychology, September 2008

Ohio State University, Department of Psychology, June 2008

Harvard University, Department of Psychology, February 2008

Johnson School of Management, Cornell University, April 2007

Princeton University, Department of Psychology, September 2004

University of Massachusetts – Amherst, Department of Psychology, April 2004

Harvard University, Department of Psychology, February 2004

Yale University, Department of Psychology, April 2003

Harvard University, Department of Psychology, March 2001

Yale University, Department of Psychology, October 2000

## RESEARCH FUNDING

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### JOHN TEMPLETON FOUNDATION

PI: David DeSteno

*Gratitude as a Fount of Virtue: Examining How Gratitude Fosters Other Noble Traits*

Funding Program: Character Virtue Development

July 2017 – June 2019; Total costs: \$216,605

### JOHN TEMPLETON FOUNDATION

Co-PI's: David DeSteno and Lisa Feldman Barrett

*Informal Science Education via Storytelling: Teaching Scientists and Philosophers*

*How to Communicate with the Public*

Funding Program: Academic Engagement

November 2016 – October 2018; Total costs: \$216,400.

### JOHN TEMPLETON FOUNDATION

PI: David DeSteno

*Behavioral Measures of Virtue: Moving from the Lab to the "Real World"*

Funding Program: Character Virtue Development

June 2014 – May 2016; Total costs: \$244,251

### NATIONAL SCIENCE FOUNDATION (IIS 1122845)

PI: David DeSteno. Co-PI's: Cynthia Breazeal & Paul Harris

*Social Robots as Mechanisms for Language Instruction, Interaction, and Evaluation in Preschool Children*

Funding Program: CyberLearning Initiative

September 2011 – August 2015; Total costs: \$923,443

### NATIONAL SCIENCE FOUNDATION (BCS 0921139/096)

PI: David DeSteno. Co-PI: Nilanjana Dasgupta

*Investigating Underlying Mechanisms and Behavioral Consequences of Emotion-Induced Implicit Prejudice*

Funding Program: Social Psychology

September 2009 – August 2012; Total costs: \$615,577.

### NATIONAL SCIENCE FOUNDATION (BCS 0827084/88/94)

PI: David DeSteno. Co-PI's: Cynthia Breazeal, Robert Frank, & David Pizarro

*Dynamics of initial trust and cooperation: The role of embodied emotion cues*

Funding Program: Human Social Dynamics Initiative

September 2008 – August 2011; Total costs: \$719,439.

NATIONAL SCIENCE FOUNDATION (BCS 0645384)

PI: David DeSteno

*Gratitude as elicitor of reciprocity and social capital*

Funding Programs: Social Psychology joint with Decision, Risk, and Management

June 2007 – May 2010; Total costs: \$339,788.

NATIONAL INSTITUTE OF MENTAL HEALTH (R03 MH068240)

PI: David DeSteno

*Sources and mediators of jealousy.*

January 2003 – May 2005; Total costs: \$157,500.

NATIONAL SCIENCE FOUNDATION (BCS 0109898)

PI: David DeSteno. Co-PI: Nilanjana Dasgupta

*The effect of emotions on automatic intergroup evaluation, goals, and behavior.*

Funding Program: Social Psychology

July 2001 – June 2002; Total costs: \$32,550.

## SERVICE \_\_\_\_\_

### NATIONAL

Editor in Chief, *Emotion*, 2011 – 2017

Associate Editor, *Journal of Personality and Social Psychology: IRGP*, 2010 – 2011

Associate Editor, *Emotion*, 2007 – 2009

Consulting Editor, *Journal of Personality and Social Psychology: IRGP*, 2006 – 2009,  
2011-2013

Member, Society for Personality and Social Psychology Fellows Committee, 2015

### DEPARTMENT AND UNIVERSITY

Chair, Colloquium Committee, 2009 – 2012, 2014 – present

Chair, Affective Science Search Committee, 2016

Chair, Affective Science Search Committee, 2015

Chair, Social Psychology Search Committee, 2010

Member Psychology Dept. Chair Search Committee, 2009 - 2010

Member, Department Workload Committee, 2009 - present

Member, Department Merit Committee, 2004, 2006

Member, College Council, College of Arts and Sciences, 2003 - 2005

Member, Cognitive Search Committees, 2003 - 2004, 2004 - 2005

Member, Social/Personality Search Committee, 2000 – 2001

## PROFESSIONAL AFFILIATIONS \_\_\_\_\_

Fellow, Association for Psychological Science  
Fellow, American Psychological Association  
Fellow, Society of Experimental Social Psychology  
Fellow, Society for Personality and Social Psychology

## GRADUATE STUDENTS ADVISED \_\_\_\_\_

Monica Bartlett (PhD, 2006), Julia Braverman (PhD, 2004), Paul Condon (PhD 2014), Leah Dickens (PhD 2015), Fred Duong (PhD expected 2021), Daniel Lim (PhD expected 2018), Piercarlo Valdesolo (PhD, 2008), Lisa Williams (PhD, 2009), Jolie Baumann Wormwood (PhD 2012).

## MASS MEDIA ARTICLES & OP-ED'S \_\_\_\_\_

DeSteno, D., Breazeal, C., & Harris P. (August 2017). What makes a good robot teacher? *The New York Times*, p. SR 7 (Opinion).

DeSteno, D. (August 2016). The connection between pride and persistence. *Harvard Business Review* (Digital).

DeSteno, D. (May 2016). The science of why #NeverTrump will end up voting for Trump. *Mother Jones* (Digital)

DeSteno, D. (October 2015). The funny thing about adversity. *The New York Times*, p. SR 9 (Opinion).

DeSteno, D. (July 2015). The kindness cure. *The Atlantic* (Digital).

DeSteno, D. (November 2014). How to defeat the impulse buy: With holiday shopping, willpower isn't enough. *The New York Times*, p. SR 6 (Opinion).

DeSteno, D. (November 2014). Two ways to regain your boss' trust. What's in question: Your integrity or your competence?" *Harvard Business Review* (Digital).

DeSteno, D. (September/October 2014). A feeling of control. *Pacific Standard*, pp. 56-65.

DeSteno, D. (June 2014). The simplest way to build trust. *Harvard Business Review* (Digital).

DeSteno, D. (April 2014). Money can't buy trustworthiness. *The Atlantic* (Digital).

- DeSteno, D. (April 2014). Gratitude is the new willpower. *Harvard Business Review* (Digital).
- DeSteno, D. (March 2014). Who can you trust? *Harvard Business Review*, pp. 112-115.
- DeSteno, D. (2014, January 19). Stop trusting yourself. *The New York Times*, p. SR 12 (Opinion).
- DeSteno, D. (2013, July 7). The morality of mediation. *The New York Times*, p. SR 12 (Opinion).
- DeSteno, D. (2012, November 17). Gratitude pays big dividends. *The Boston Globe*, p. A9 (Opinion).
- DeSteno, D. (2012, July 15). Compassion made easy. *The New York Times*, p. SR12 (Opinion).
- DeSteno, D. (2011, September 17). The power of common ground. *The Boston Globe*, pp. K1, K3 (Ideas).