

Michael W. Kraus

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POSITIONS HELD AND EDUCATION

Yale University

Assistant professor of organizational behavior, 2015-present

University of Illinois, Urbana-Champaign

Assistant professor of psychology, 2012-2015

University of California, San Francisco

Psychology and medicine post-doctoral scholar, 2010-2012

University of California, Berkeley

Ph.D. in psychology, 2010

M.A. in psychology, 2006

B.A. in psychology and sociology, 2003

RESEARCH INTERESTS

Social hierarchy (social class, race, power, dominance)

Emotion (empathy, pro-social emotions, psychophysiology)

Self (authenticity, culture, dissonance)

GRANTS, HONORS, AND AWARDS

Emerging Leadership Award: American Psychological Association, Committee on Socioeconomic Status, 2017

Fellow: Society of Experimental Social Psychology, 2016

Small-Scale Events Advancing SPSSI Grant: Society for the Psychological Study of Social Issues, 2015

Rising Star: Association for Psychological Science, 2013

List of Teachers Rated Excellent by Their Students: University of Illinois, Fall 2012/2015, Spring 2013/2014

Robert E. Harris Memorial Award for Health Psychology Research: UC San Francisco, 2011

Robert Wood Johnson Health and Society Scholars Program Grant: UC San Francisco, 2010

Dissertation Research Award: American Psychological Association, 2009

Outstanding Graduate Student Instructor: UC Berkeley, 2009

Outstanding Graduate Student Research Award: Society for Personality and Social Psychology, 2009

Student Travel Award: Society for Personality and Social Psychology, 2009

Kirschstein-NRSA Pre-Doctoral Fellowship: National Institute of Health, 2008

Graduate Student Dissertation Research Grant: UC Berkeley, 2008

Block Grant: UC Berkeley, 2008

Summer Training in Aging Research Topics-Mental Health Grant: National Institute of Health, 2003

Warner Brown Memorial Prize: UC Berkeley, 2003

High Distinction in General Scholarship: UC Berkeley, 2003

Highest Honors in Psychology: UC Berkeley, 2003

Phi Beta Kappa: UC Berkeley, 2003

Katherine Craig Swan Endowment in Psychology: UC Berkeley, 2002

PUBLICATIONS

+Indicates student mentee, *Indicates equal contribution

1. **Kraus, M. W.**, +Rucker, J., & Richeson, J. A. (in press). The misperception of racial economic equality. *Proceedings of the National Academy of Sciences*.
2. **Kraus, M. W.** (in press). Voice-only communication enhances empathic accuracy. *American Psychologist*.
3. **Kraus, M. W.**, +Park, J. W., & +Tan, J. J. X. (2017). Signs of social class: The experience of economic inequality in everyday life. *Perspectives on Psychological Science*, 12(3), 422-435.
4. *Piff, P. K., ***Kraus, M. W.**, & Keltner, D. (forthcoming). Unpacking the inequality paradox: The psychological roots of inequality and class division. In J. Olson (Ed.), *Advances in Experimental Social Psychology*.
5. **Kraus, M. W.**, & +Park, J. W. (2017). The structural dynamics of social class. *Current Opinion in Psychology*, 18, 55-60.
6. Cohen, D., +Shin, F., +Liu, X., +Ondish, P., & **Kraus, M. W.** (2017). Defining social class across time and between groups. *Personality and Social Psychology Bulletin*. Published online ahead of print: <https://doi.org/10.1177/0146167217721174>
7. Côté, S., **Kraus, M. W.**, Carpenter, N., Piff, P. K., Beermann, U., & Keltner, D. (2017). Social affiliation in same-class and cross-class interactions. *Journal of Experimental Psychology: General*, 146, 269-285.
8. Becker, J. C., **Kraus, M. W.**, & Rheinschmidt-Same, M. (2017). Cultural expressions of social class and their implications for ingroup-related beliefs and behaviors. *Journal of Social Issues*, 73, 158-174.
9. **Kraus, M. W.**, +Callaghan, B., & +Ondish, P. (forthcoming). Social class as culture. In S. Kitayama & D. Cohen (eds.) *Handbook of Cultural Psychology (2nd edition)*. NY: Guilford.
10. **Kraus, M. W.** & +Callaghan, B. (2016). Social class and pro-social behavior: The moderating role of public versus private contexts. *Social Psychological and Personality Science*, 7, 769-777.
11. **Kraus, M. W.** (2016). Psychology suggests that power doesn't make people bad—it just reveals their true natures. *Quartz*
12. **Kraus, M. W.** (2016). Science is changing, can I change too? *Medium*.
13. **Kraus, M. W.**, & +Tan, J. J. X. (2015). Americans overestimate social class mobility. *Journal of Experimental Social Psychology*, 58, 101-111.
→Among the five most downloaded articles at *JESP* in 2015
14. **Kraus, M. W.** (2015). Americans still overestimate social class mobility: A pre-registered self-replication. *Frontiers in Psychology*, 6, 1709.
15. +Tan, J. J. X., & **Kraus, M. W.** (2015). Lay theories of social class buffer lower-class individuals against poor self-rated health and negative affect. *Personality and Social Psychology Bulletin*, 41, 446-461.
16. ***Kraus, M. W.**, *S. Davidai, & *Nussbaum, A. D. (2015). American dream? Or mirage? *The New York Times*.

17. **Kraus, M. W.** (2015). The emerging psychology of social class, in *Emerging Trends in the Social and Behavioral Sciences* (eds.) Robert Scott and Stephen Kosslyn, Hoboken, NJ: John Wiley and Sons.
18. **Kraus, M. W.** (2015). It turns out clothes really do make the man. *The Conversation*.
→Republished by the *Houston Chronicle* and *Fortune.com*
19. **Kraus, M. W.,** & Mendes, W. B. (2014). Sartorial symbols of social class elicit class-consistent behavioral and physiological responses: A dyadic approach. *Journal of Experimental Psychology: General*, *143*(6), 2330-2340.
20. **Kraus, M. W.,** & +Callaghan, B. (2014). Noblesse oblige? Social status and economic inequality maintenance among politicians. *PLoS ONE*, *9*(1), e85293.
21. **Kraus, M. W.,** Oveis, C., Logli-Allison, M., Young, R., Tauer, J., & Keltner, D. (2014). Teasing, taunting, and the politics of politeness: High sociometric status is associated with expectation-consistent behavior. *PLoS ONE*, *9*(8), e104737.
22. **Kraus, M. W.,** & +Park, J. W. (2014). The undervalued self: Social class and self-evaluation. *Frontiers in Psychology*, *5*, 1404.
23. **Kraus, M. W.** & Chen, S. (2014). Relational self-verification through self-presentation: Implications for perceptions of one's honesty and authenticity, *Self & Identity*, *13*, 45-57.
24. Côté, S., & **Kraus, M. W.** (2014). Crossing class lines. *The New York Times*.
25. **Kraus, M. W.** (2014). The psychology of economic inequality. *New Left Project*.
26. **Kraus, M. W.** (2014). How the rich are different from the poor. *Annual Psychology Newsletter, University of Illinois*, *1*, 9.
27. **Kraus, M. W.** (2014). Why the wealthiest one percent are so much richer than you. *Livescience*.
28. **Kraus, M. W.,** & Keltner, D. (2013). Social class rank, essentialism, and punitive judgment, *Journal of Personality and Social Psychology*, *105*, 247-261.
29. **Kraus, M. W.,** +Tan, J. J. X., & +Tannenbaum, M. B. (2013). The social ladder: A rank-based perspective on social class, *Psychological Inquiry*, *24*, 81-96.
→Target Article
30. **Kraus, M. W.,** +Tan, J. J. X., & +Tannenbaum, M. B. (2013). Locating the social ladder across cultures and identities, *Psychological Inquiry*, *24*, 131-134.
→Commentary
31. Horberg, E. J., **Kraus, M. W.,** & Keltner, D. (2013). Pride displays communicate self-interest and support for meritocracy, *Journal of Personality and Social Psychology*, *105*, 24-37.
32. **Kraus, M. W.,** & +Chen, T. D. (2013). A winning smile? Smile intensity, physical dominance, and fighter performance, *Emotion*, *13*, 270-290.

33. **Kraus, M. W.**, Adler, N., & ⁺Chen, T. D. (2013). Is the association of subjective SES and self-rated health confounded by negative mood? An experimental approach, *Health Psychology*, *32*, 138-145.
→Winner of the Robert E. Harris Memorial Award for Health Psychology Research
34. **Kraus, M. W.**, Piff, P. K., Mendoza-Denton, R., Rheinschmidt, M. L., & Keltner, D. (2012). Social class, solipsism, and contextualism: How the rich are different from the poor, *Psychological Review*, *119*, 546-572.
35. ***Kraus, M. W.** & ***Stephens, N. M.** (2012). A road map for an emerging psychology of social class, *Social and Personality Psychology Compass*, *6*, 642-656.
36. Anderson, C., **Kraus, M. W.**, Galinsky, A. D., & Keltner, D. (2012). The local ladder effect: Sociometric status and subjective well-being, *Psychological Science*, *23*, 764-771.
37. Piff, P. K., ⁺Stancato, D. M., Martinez, A. G., **Kraus, M. W.**, & Keltner, D. (2012). Class, chaos, and the construction of community, *Journal of Personality and Social Psychology*, *103*, 949-962.
38. Stellar, J., ⁺Manzo, V., **Kraus, M. W.**, & Keltner, D. (2012). Class and compassion: Socioeconomic factors predict responses to suffering, *Emotion*, *12*, 449-459.
39. **Kraus, M. W.**, Rheinschmidt, M. L., & Piff, P. K. (2012). The intersection of rank and resources: Signaling social class in face-to-face encounters. In S. T. Fiske & H. R. Markus (Eds.), *Facing Social Class* (pp. 152-172). New York: Russell Sage.
40. **Kraus, M. W.**, Horberg, E. J., Goetz, J. L., & Keltner, D. (2011). Social class rank, threat vigilance, and hostile reactivity, *Personality and Social Psychology Bulletin*, *37*, 1376-1388.
41. ***Kraus, M. W.**, ***Piff, P. K.**, & Keltner, D. (2011). Social class as culture: The convergence of resources and rank in the social realm, *Current Directions in Psychological Science*, *20*, 246-250.
42. Côté, S., **Kraus, M. W.**, Cheng, B., Oveis, C., van der Lowe, I., Lian, H., & Keltner, D. (2011). Social power facilitates the effect of prosocial orientation on empathic accuracy, *Journal of Personality and Social Psychology*, *101*, 217-232.
43. **Kraus, M. W.**, Chen, S., & Keltner, D. (2011). The power to be me: Power elevates self-concept consistency and authenticity, *Journal of Experimental Social Psychology*, *47*, 974-980.
44. Chen, S., Boucher, H., & **Kraus, M. W.** (2011). The relational self: Emerging theory and evidence. In S. J. Schwartz, K. Luyckx, & V. L. Vignoles (Eds.), *Handbook of Identity Theory and Research* (pp. 149-175). New York: Springer.
45. **Kraus, M. W.** (2011). How to elect a good leader, *New Scientist*, *211*, 36-37.
46. **Kraus, M. W.**, Côté, S., & Keltner, D. (2010). Social class, contextualism, and empathic accuracy, *Psychological Science*, *21*, 1716-1723.
47. **Kraus, M. W.**, ⁺Huang, C., & Keltner, D. (2010). Tactile communication, cooperation, and performance: An ethological study of the NBA, *Emotion*, *10*, 745-749.

48. *Piff, P. K., *Kraus, M. W., Côté, S., Cheng, B., & Keltner, D. (2010). Having less, giving more: The influence of social class on prosocial behavior, *Journal of Personality and Social Psychology*, *99*, 771-784.
49. Kraus, M. W., Chen, S., +Lee, V. A., & +Straus, L. D. (2010). Transference occurs across group boundaries, *Journal of Experimental Social Psychology*, *46*, 1067-1073.
50. Kraus, M. W. & Chen, S. (2010). Facial feature resemblance elicits the transference effect, *Psychological Science*, *21*, 518-522.
51. Keltner, D., Gruenfeld, D., Galinsky, A. D., & Kraus, M. W. (2010). Paradoxes of power: Dynamics of the acquisition, experience, and social regulation of social power. In A. Guinote & T. K. Vescio (Eds.), *The Social Psychology of Power* (pp. 177-208). New York: Guilford Press.
52. Kraus, M. W., Piff, P. K., & Keltner, D. (2009). Social class, sense of control, and social explanation, *Journal of Personality and Social Psychology*, *97*, 992-1004.
53. Kraus, M. W. & Chen, S. (2009). Striving to be known by significant others: Automatic activation of self-verification goals in relationship contexts, *Journal of Personality and Social Psychology*, *97*, 58-73.
→Winner of the SPSP Outstanding Graduate Student Research Award
54. Kraus, M. W. & Keltner, D. (2009). Signs of socioeconomic status: A thin-slicing approach, *Psychological Science*, *20*, 99-106.
55. Kraus, M. W. (2009). The difficulties of scientific writing, *Observer*, *22*, 38-39.
56. Keltner, D., Van Kleef, G. A., Chen, S., & Kraus, M. W. (2008). A reciprocal influence model of social power: Emerging principles and lines of inquiry. In M. A. Zanna (Ed.), *Advances in Experimental Social Psychology*, *40*, 151-192.
57. Kraus, M., Hamilton, J. M., Peavy, G. M., Salmon, D. P. (2003). Cognitive, motor, and behavioral contributions to functional decline in dementia with Lewy bodies and Alzheimer's disease. *Journal of the International Neuropsychological Society*. Abstract.

MANUSCRIPTS UNDER REVIEW/REVISION

- +Tan, J. J. X., Kraus, M. W., & Adler, N. *The influence of objective and subjective economic standing on subjective well-being: A meta-analytic review.* (under review, *Psychological Bulletin*).
- Kraus, M. W. *Proximity, physical coordination, and cooperation in newly formed teams.* (under revision, *Social Psychological and Personality Science*).
- +Tan, J. J. X., & Kraus, M. W. *Judgments of interpersonal warmth predict class-based voting preferences.* (under review, *Social Cognition*).

MANUSCRIPTS IN PREPARATION

- Kraus, M. W., & +Park, J. W. *Microaggressions as part of the historical context of stigma and prejudice.* (manuscript in preparation).
- +Ondish, P. & Kraus, M. W. *The influence of social class labels on affect, identification, and occupational preferences.* (manuscript in preparation).

3. **Kraus, M. W.**, Anderson, C., & ⁺Callaghan, B. *The inequality of politics: Social class rank and political participation*. (manuscript in preparation).
4. ⁺Callaghan, B., & **Kraus, M. W.** *The influence of social status symbols on treatment of the poor*. (manuscript in preparation).
5. ⁺Tan, J. J. X., **Kraus, M. W.**, Impett, E., & Keltner, D. *Social interdependence moderates the association between social class and subjective well-being*. (manuscript in preparation).

GRANTS (CURRENT AND IN PROGRESS)

US Department of Defense – Consultant (2015 – present)

Psychobiological assessment and enhancement of team cohesion and psychological resilience using a virtual team cohesion test. Primary Investigator: Joshua Woolley, UC San Francisco

MENTORED GRADUATE STUDENTS

Dates	Name	Role	Current Position
2017-	Julian Rucker	PhD Advisor	Yale University, Psychology, PhD Student
2016-	Jun Won Park	Thesis Advisor	Yale University, Organizations, PhD Student
2015-	Jordon Swain	PhD Advisor	Yale University, Organizations, PhD Student
2014-	Peter Ondish	PhD Advisor	University of Illinois, PhD Student
2013-	Bennett Callaghan	Thesis Advisor	Yale University, Psychology, PhD Student
2014-2016	Erika Salomon	Thesis Advisor	Data Scientist, Social Good Fellowship, UChicago
2013-2016	Noam Segal	PhD Advisor	Data Scientist, AirBnB
2012-2016	Jacinth Tan	Thesis Advisor	Postdoctoral Scholar, UC San Francisco

MENTORED UNDERGRADUATE STUDENTS

Dates	Name	Role	Current Position
2015-2016	Hannah Swoboda	Thesis Advisor	Lab Manager, UChicago Behavioral Lab
2014-2016	Jun Won Park	Research Advisor	Yale University, PhD Student
2012-2014	Dan Relihan	Research Advisor	UC Irvine, PhD Student
2010-2012	Dan Stancato	Research Advisor	UC Berkeley, PhD Student
2011	Jia Wei Zhang	Research Advisor	UC Berkeley, PhD Student
2009-2011	Vida Manzo	Research Advisor	Northwestern, PhD Student
2010	Gabriella Harari	Research Advisor	University of Texas, PhD Student
2006-2008	Laura Straus	Thesis Advisor	UCSD-SDSU Clinical Psychology, PhD Student

INVITED COLLOQUIA

1. Cornell University, Behavioral Economics and Decision Research Group (2018).
2. University of Southern California, Marshall School of Business (2017).
3. University of Toronto, Rotman School of Management (2017).
4. Yale University, Clinical Consultation Center (2017).
5. Yale University, Social Psychology (2017).
6. University of Connecticut, Social Psychology (2016).
7. Stony Brook University, Management Group (2016).
8. Yale University, School of Management, Human Capital Club (2016).
9. New York University, Interpersonal Perception Group (2016).
10. Yale University, School of Management (2015).
11. University of Colorado, Boulder, Social Psychology (2015).
12. Columbia University, Social Psychology (2014).

13. University of North Carolina, Chapel Hill, Social Psychology (2014).
14. Illinois State University, Social Psychology (2014).
15. Washington University, St. Louis, Social-Personality Psychology (2014).
16. Stanford University, Social Psychology (2014).
17. University of Illinois, Urbana-Champaign, Clinical Psychology (2013).
18. University of Illinois, Urbana-Champaign, Developmental Psychology (2012).
19. Northwestern University, Psychology Department, Social Psychology (2012).
20. University of Illinois, Urbana-Champaign, Social-Personality (2012).
21. University of Illinois, Urbana-Champaign, Visual Cognition and Human Performance (2012).
22. Plymouth State University, Sidore Lecture Series, NH (2012).
23. San Francisco State University, Psychology Department (2012).
24. UC Berkeley, Institute of Personality and Social Research (2012).
25. Stanford University, Center for Compassion and Altruism Research and Education (2011).
26. UC San Diego, Rady School of Management (2011).
27. University of Illinois, Urbana-Champaign, Psychology Department (2010).
28. University of Rochester, Social and Clinical Sciences Program (2010).
29. New York University, Psychology Department (2010).
30. Russell Sage Foundation, New York, NY (2010).
31. University of Chicago, Booth School of Business (2009).
32. Stanford University, Graduate School of Business (2009).
33. UC Berkeley, Institute of Personality and Social Research (2008).

CHAired SYMPOSIA and CONFERENCES

1. The psychology of social class and inequality. (March, 2018). *Pre-Conference at the Society of Personality and Social Psychology Annual Conference, Atlanta, Ga.* Co-chairs: Paul K. Piff and Jennifer Sheehy-Skeffington
2. Inequality as a barrier to finding meaning (Discussant). (2016, August). *Academy of Management, Los Angeles, CA.* Chairs: Peter Belmi and Juliana Schroeder
3. The increasing importance of inequality and mobility. (2016, May). *Association for Psychological Science Annual Convention, Chicago, IL.*
4. The emerging psychology of social class. (2016, January). *Pre-Conference at the Society of Personality and Social Psychology Annual Conference, San Diego, CA.* Co-chair: Nicole Stephens
5. "The better angels of our nature:" Emerging trends in empathy research. (2014, May). *Association for Psychological Science Annual Convention, San Francisco, CA.*
6. Facing social class in psychological science. (2013, May). *Association for Psychological Science Annual Convention, Washington, DC.*
7. Hierarchy, judgmental accuracy, and the person-in-context. (2011, May). *Association for Psychological Science, Washington, DC.*
8. The social class divide: Exploring a new frontier of cultural psychology. (2011, January). *Society of Personality and Social Psychology Annual Conference, San Antonio, Texas.* Co-chair: Paul K. Piff
9. "Gimme five!" Tactile communication and its prosocial consequences. (2010, January). *Society of Personality and Social Psychology Annual Conference, Las Vegas, Nevada.* Co-chair: Christopher Oveis

10. Socioeconomic status and the social context: Psychological consequence of social inequality. (2009, May). *Association for Psychological Science Annual Convention, San Francisco, California*. Co-chair: Dacher Keltner

CONFERENCE TALKS

1. **Kraus, M. W.**, ⁺Rucker, J. & Richeson, J. A. (2017, October). The misperception of racial economic inequality. *Society of Experimental Social Psychology Annual Convention, Boston, MA*.
2. ⁺Callaghan, B., & **Kraus, M. W.** (2017, May). The influence of symbols of social class on treatment of the poor. *Association for Psychological Science Annual Convention, Boston, MA*.
3. **Kraus, M. W.**, Richeson, J. A., & ⁺Rucker, J. (2017, May). Americans overestimate progress toward racial equality. *Association for Psychological Science Annual Convention, Boston, MA*.
4. **Kraus, M. W.** (2016, September). Empathic accuracy without visual cues. *Organizations and Management Faculty Retreat, Yale University, New Haven, CT*.
5. **Kraus, M. W.**, & ⁺Tan, J. J. X. (2016, May). American Dream or Mirage? How and why Americans overestimate social class mobility. *Association for Psychological Science Annual Convention, Chicago, IL*.
6. **Kraus, M. W.** (2016, May). Proximity, touch, and cooperation in newly formed teams. *Association for Psychological Science Annual Convention, Chicago, IL*.
7. **Kraus, M. W.**, & ⁺Callaghan, B. (2016, May). Signs of social status divide the rich from the poor. *Association for Psychological Science Annual Convention, Chicago, IL*.
8. ⁺Ondish, P., & **Kraus, M.W.** (2016, May). How Social Class Identities Undermine Social Mobility. *Midwestern Psychological Association, Chicago, IL*.
9. **Kraus, M. W.**, & ⁺Tan, J. J. X. (2016, January). Perceiving status: How and why Americans overestimate social class mobility. *Society for Personality and Social Psychology Annual Convention, San Diego, CA*.
10. ⁺Salomon, E., & **Kraus, M. W.** (2015, May). Priming effects rely on strong concept associations. *Association for Psychological Science Annual Convention, New York, NY*.
11. ⁺Tan, J. J. X., & **Kraus, M. W.** (2015, May). Lay theories of social class buffer lower-class individuals from poor self-rated health and negative affect. *Association for Psychological Science Annual Convention, New York, NY*.
12. ⁺Ondish, P., & **Kraus, M. W.** (2015, April). Social class as rank or category: Effects on identity, affect, and motivation. *Midwestern Psychological Association Annual Convention, Chicago, IL*.
13. ⁺Salomon, E., & **Kraus, M. W.** (2015, April). Priming effects rely on strong concept associations. *Midwestern Psychological Association Annual Convention, Chicago, IL*.
14. ⁺Callaghan, B., & **Kraus, M. W.** (2015, April). Bridging the charitable giving divide: Income, anonymity, and pro-social behavior. *Midwestern Psychological Association Annual Convention, Chicago, IL*.

15. **Kraus, M. W.**, Anderson, C., ⁺Howland, L., & ⁺Callaghan, B. (2015, February). The undervalued self: Social class rank and political action. *Society of Personality and Social Psychology Annual Convention, Long Beach, CA.*
16. **Kraus, M. W.** (2014, September). Signaling social class and crossing class boundaries. *The Great Recession and Social Class Divides Conference, Princeton, NJ.*
17. ⁺Callaghan, B., & **Kraus, M. W.** (2014, August). Bridging the charitable giving divide: Income, anonymity, and pro-social behavior. *Academy of Management Annual Convention, Philadelphia, PA.*
18. **Kraus, M. W.**, & ⁺Segal, N. (2014, May). Empathic accuracy without visual cues. *Association for Psychological Science Annual Convention, San Francisco, CA.*
19. Keltner, D., Oveis, C., Horberg, E. J., & **Kraus, M. W.** (2013, August). Emotions as moral intuitions. *International Society for Research on Emotion, Berkeley, CA.*
20. ⁺Tan, J. J. X., & **Kraus, M. W.** (2013, June). Essentialist beliefs moderate the association between social class and self-rated health. *International Association for Cross-Cultural Psychology, Los Angeles, CA.*
21. ⁺Tan, J. J. X., & **Kraus, M. W.** (2013, May). Essentialist beliefs moderate the association between social class and self-rated health. *Association for Psychological Science Annual Convention, Washington, DC.*
22. ⁺Tannenbaum, M. B., & **Kraus, M. W.** (2013, May). Social class, emotion, and responses to injustice. *Association for Psychological Science Annual Convention, Washington, DC.*
23. Anderson, C., **Kraus, M. W.**, Galinsky, A. D., & Keltner, D. (2013, January). The local ladder effect: Sociometric status and subjective well-being. *Society of Personality and Social Psychology, New Orleans, Louisiana*
24. **Kraus, M. W.** (2012, August). Cultural and behavioral signals of social class. *Insights Conference, Yale School of Management, New Haven, Connecticut*
25. **Kraus, M. W.**, & Mendes, W. B. (2012, August). Signs of social class. *Academy of Management Annual Meeting, Boston, Massachusetts*
26. **Kraus, M. W.**, & Keltner, D. (2011, June). Hierarchy and hegemony: The psychology of class domination. *Association for Research in Personality, Riverside, California*
27. **Kraus, M. W.**, Côté, S., & Keltner, D. (2011, May). Hierarchy, prosocial orientation, and empathic accuracy. *Association for Psychological Science, Baltimore, Maryland*
28. **Kraus, M. W.** & Horberg, E. J. (2011, January). Extending cultural differences in social class to emotion perception, moral judgment, and social categorization. *Society of Personality and Social Psychology, San Antonio, Texas*
29. Piff, P. K., **Kraus, M. W.**, & Keltner, D. (2011, January). Social class, culture, and the convergence of resources and rank. *Society of Personality and Social Psychology, San Antonio, Texas*

30. **Kraus, M. W.**, ⁺Huang, C., & Keltner, D. (2010, January). Tactile communication, trust, and performance in group competition: An ethological study of the NBA. *Society of Personality and Social Psychology, Las Vegas, Nevada*
31. Piff, P. K., **Kraus, M. W.**, & Keltner, D. (2010, January). To have and have-not: Socioeconomic status, contextualism, and the giving gap. *Society of Personality and Social Psychology, Las Vegas, Nevada*
32. **Kraus, M. W.** & Keltner, D. (2009, May). Socioeconomic status, the sense of control, and contextual explanations. *Association for Psychological Science Annual Convention, San Francisco, California*
33. **Kraus, M. W.** & Chen, S. (2009, February). The automatic activation of self-verification goals in relationship contexts. *Society of Personality and Social Psychology, Tampa, Florida*
34. **Kraus, M. W.** (2007, May). Relational self-verification in transference. *Annual Berkeley-Stanford Psychology Conference, Berkeley, California.*

SELECTED STUDENT POSTER PRESENTATIONS

1. ⁺Callaghan, B. & **Kraus, M. W.** (2015, May). Why does my vote matter? Warmth, competence, and the participatory class divide. *Poster to be presented at the annual meeting of the Association for Psychological Science, New York, New York.*
2. ⁺Ondish, P., & **Kraus, M. W.** (2015, May). Social class as rank or category: Effects on identity, affect, and motivation. *Poster to be presented at the annual meeting of the Association for Psychological Science, New York, New York.*
3. ⁺Tan, J. J. X., & **Kraus, M. W.** (2015, April). Essentialist beliefs moderate associations between social class and self-rated health. *Poster to be presented at the annual meeting of the Society for Affective Science, Oakland, California.*
4. ⁺Tan, J. J. X., & **Kraus, M. W.** (2015, February). Social interdependence moderates the association between social class and subjective well-being. *Poster to be presented at the annual meeting of the Society for Personality and Social Psychology, Long Beach, California.*
5. ⁺Ondish, P., & **Kraus, M.** (2015, February). Social class as a rank or category: Effects on identity, affect, and motivation. *Poster presented at the annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.*
6. ⁺Salomon, E. & **Kraus, M. W.** (2015, February). Priming effects rely on strong concept associations. *Poster to be presented at the annual conference of the Society for Personality and Social Psychology. Long Beach, CA.*
7. ⁺Callaghan, B., & **Kraus, M. W.** (2014, February). Noblesse oblige? Social status and economic inequality maintenance among politicians. *Political Psychology Pre-Conference, Austin, Texas.*
8. ⁺Tan, J. J. X., & **Kraus, M. W.** (2014, February). Perceptions of political candidates' warmth predicts class-based voting behavior. *Society of Personality and Social Psychology, Austin, Texas.*

EDITORIAL BOARD MEMBERSHIP

Associate Editor: *Frontiers in Psychology*, June 2014-June 2016

Guest Action Editor: *Proceedings of the National Academy of Sciences*, April 2016

Guest Action Editor: *Social Psychological and Personality Science*, August 2015
Consulting Editor: *Perspectives on Psychological Science*, February 2016-2018
Consulting Editor: *Journal of Personality and Social Psychology: Intergroup Relations and Group Processes*, January 2015-present
Consulting Editor: *Personality and Social Psychology Bulletin*, January 2017-present
Editorial Board: *Social Psychological and Personality Science*, August 2015-present
Editorial Board: *Self and Identity*, January 2016-present

AD HOC REVIEWER

Journal of Personality and Social Psychology: Attitudes and Social Cognition
Journal of Personality and Social Psychology: Personality Processes and Individual Differences
Psychological Review
Proceedings of the National Academy of Sciences
Journal of Experimental Psychology: General
Psychological Science
Emotion
Journal of Experimental Social Psychology
Personality and Social Psychology Bulletin
Health Psychology
Biological Psychology
Social Cognition
European Journal of Social Psychology
Basic and Applied Social Psychology
Political Psychology
Cognitive Science
Journal of Consumer Research
Organizational Behavior and Human Decision Processes
PLoS ONE
Social Behavior and Personality
Educational Review
Archives of Scientific Psychology
British Journal of Sociology
The Sociology Quarterly
International Journal of Psychology
Psychology and Aging

PROFESSIONAL SERVICE

Symposium Review Committee: Society of Personality and Social Psychology Annual Meeting, 2018
Co-Director: Yale University, School of Management, Behavioral Lab, 2016-present
Organizations and Management Faculty Retreat Committee, 2016
Faculty Search Committee (Organizational Behavior, Junior): Yale University, 2015-2016; 2016-2017
Faculty Search Committee (Social Area): University of Illinois, 2013-2014, 2014-2015
Graduate Admissions Committee: University of Illinois, 2013-2014
Grant Reviewer: National Science Foundation, 2013
Psychophysiology Training Seminar: University of Illinois, 2013
Summer Research Grant Committee: University of Illinois 2013-present
Human Subjects Review Committee: University of Illinois 2012-present
Poster Review Committee: SPSP Annual Convention 2010, 2013
Social Psychology Lab Renovation Committee: UC Berkeley, Fall 2009

Facilities Committee: UC Berkeley IPSR, 2007 – 2010
Graduate Admissions Committee: UC Berkeley, 2007
Gordon Allport Society President: UC Berkeley, 2006-2007
Research Fellow: UCSD Alzheimer's Disease Research Center, 2003 – 2004

QUANTITATIVE TRAINING

Structural Equation Modeling Workshop, Professor Amiram Vinokur: Topics included path analysis, confirmatory factor analysis, structural equation modeling. Spring 2006
Hierarchical and Longitudinal Modeling, Professor Sophia Rabe-Hesketh: Topics included hierarchical linear modeling. Fall 2005
Data Analysis, Professor Thomas Wickens: Topics included analysis of variance, regression, non-parametric analyses. 2004-2005
Measurement Issues in Psychological Research, Professor Oliver John: Topics included reliability, validity, exploratory and confirmatory factor analysis. Fall 2005

TEACHING EXPERIENCE

Courses Taught

Power and Politics for Executives, Yale University, Fall 2016
Power and Politics, Yale University, Spring 2016, Fall 2016
Global Virtual Teams, Yale University, Spring 2016-Spring 2017
Managing Groups and Teams, Yale University, Fall 2015
Human Emotion, University of Illinois, Spring 2015
Power, Status, and Influence, University of Illinois, Fall 2012-Spring 2013, Spring 2014-Fall 2014
Social Psychology Journal Club, University of Illinois, Spring 2013, Spring 2014-present
Personality Psychology, California State University East Bay, Fall 2011-Spring 2012

Graduate Student Instructor

Summer Research Opportunities Program Student Coordinator, UC Berkeley, Summer 2010
Cultural Psychology, Fall 2006
Social Psychology, Spring 2004/2005, Fall 2007/2008
Statistical Methods, Summer 2005/2006
Personality Psychology, Spring 2007
Introductory Psychology, Fall 2004

NOTABLE REJECTIONS AND FAILURES

Rejected by doctoral training program (x8)
National Science Foundation graduate research fellowship not awarded (x2)
Tenured faculty position application rejection (x50)
Research grants not awarded (x6)
Seed funds not awarded (x3)
Conference symposia not accepted (x5)
Published journal articles accepted on first submission (0)
Articles rejected by two or more journals before publication (x15)
Most number of rejecting journals before publication (5)
Most rounds of revisions prior to publication (4)
Most rounds of revision prior to rejection (4)

PROFESSIONAL AFFILIATIONS

Society for the Improvement of Psychological Science 2017-present

Society of Experimental Social Psychology 2016-present
Academy of Management 2012-present
Power, Status, and Influence Network 2007-present
Society for Affective Science 2014-present
Society for the Psychological Study of Social Issues 2013-present
American Psychological Association 2004-2016
Association for Psychological Science 2007-present
Society for Personality and Social Psychology 2004-present
Association for Research in Personality 2011-2012