

# Christopher Oveis

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## Employment

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University of California, San Diego, Rady School of Management  
Assistant Professor, 2011-present

Harvard University  
Postdoctoral Fellow, Harvard Kennedy School, 2010-2011  
Postdoctoral Fellow, Department of Psychology, 2009-2010

## Education

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University of California, Berkeley  
Ph.D. in Social/Personality Psychology, 2009

University of Virginia  
B.A. in Psychology with highest distinction, 2002

## Research Interests

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Emotions, Empathy, Emotion Regulation, Power and Status

## Grants

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Oveis, C. (PI) & Taylor, C. T. (Co-PI). Gratitude expressions: A potential intervention for improving relationships and reducing social anxiety's negative impact on social connection, creativity, and performance in teams. UC San Diego Frontiers of Innovation Scholars Program. 1/1/2017-9/30/2018. \$28,000.

Algoe, S. B. (PI) & Oveis, C. (Co-PI). Gratitude and societal good: The role of everyday gratitude in productivity, transformational leadership, good citizenship, and the spread of altruism. John Templeton Foundation. 2/1/2015-1/31/2018. \$1,119,239.

Andreoni, J. (PI) & Oveis, C. (Co-PI). Income inequality, social cohesion and altruism in the lab and field. UC San Diego Frontiers of Innovation Scholars Program. 1/1/2016-12/31/2016. \$29,000.

## Publications

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Lupoli, M. J., Jampol, L., & Oveis, C. (2017). Lying because we care: Compassion increases prosocial lying. *Journal of Experimental Psychology: General*, *146*, 1026-1042.

Shiota, M. N., Campos, B., Oveis, C., Hertenstein, M. J., Simon-Thomas, E., & Keltner, D. (2017). Beyond happiness: Building a science of discrete positive emotions. *American Psychologist*, *17*, 617-643.

- Oveis, C., Spectre, A., Smith, P. K., Liu, M. Y., & Keltner, D. (2016). Laughter conveys status. *Journal of Experimental Social Psychology, 65*, 109-115.
- Stellar, J. E., Cohen, A. B., Oveis, C., & Keltner, D. (2015). Affective and physiological responses to the suffering of others: Compassion and vagal activity. *Journal of Personality and Social Psychology, 108*, 572-585.
- Van Kleef, G. A., Oveis, C., Homan, A., van der Löwe, I., & Keltner, D. (2015). Power gets you high: The powerful are more inspired by themselves than by others. *Social Psychological and Personality Science, 6*, 472-480.
- Kouchaki, M., Oveis, C., & Gino, F. (2014). Guilt enhances the sense of control and drives risky judgments. *Journal of Experimental Psychology: General, 143*, 2103-2110.
- Carr, E. W., Winkielman, P., & Oveis, C. (2014). Transforming the mirror: Power fundamentally changes facial responding to emotional expressions. *Journal of Experimental Psychology: General, 143*, 997-1003.
- \*Kogan, A., \*Oveis, C., Carr, E. W., Gruber, J., Mauss, I. B., Shallcross, A., Impett, E. A., van der Löwe, I., Hui, B., Cheng, C., & Keltner, D. (2014). Vagal activity is quadratically related to prosocial traits, prosocial emotions, and observer perceptions of prosociality. *Journal of Personality and Social Psychology, 107*, 1051-1063. [\*AK and CO contributed equally]
- Kraus, M. W., Oveis, C., Allison, M. L., Young, R. C., Tauer, J., & Keltner, D. (2014). Teasing, taunting, and the politics of politeness: High sociometric status is associated with expectation-consistent behavior. *PLoS ONE, 9*, e104737.
- Impett, E. A., Le, B., Kogan, A., Oveis, C., & Keltner, D. (2014). When you think your partner is holding back: The costs of perceived partner suppression during relationship sacrifice. *Social Psychological and Personality Science, 5*, 542-549.
- Saslow, L. R., McCoy, S., van der Löwe, I., Cosley, B., Vartan, A., Oveis, C., Keltner, D., Moskowitz, J. T., & Epel, E. S. (2014). Speaking under pressure: Low linguistic complexity is linked to high physiological and emotional stress reactivity. *Psychophysiology, 51*, 257-266.
- Dutra, S. J., West, T. V., Impett, E. A., Oveis, C., Kogan, A., Keltner, D., & Gruber, J. (2014). Rose-colored glasses gone too far? Mania symptoms predict biased emotion experience and perception in couples. *Motivation and Emotion, 38*, 157-165.
- Sherman, G. D., Lee, J. J., Cuddy, A. J. C., Renshon, J., Oveis, C., Gross, J. J., & Lerner, J. S. (2012). Leadership is associated with lower levels of stress. *Proceedings of the National Academy of Sciences, 109*, 17903-17907.
- Gordon, A. M., Impett, E. A., Kogan, A., Oveis, C., & Keltner, D. (2012). To have and to hold: Appreciation promotes romantic relationship maintenance. *Journal of Personality and Social Psychology, 103*, 257-274.
- Impett, E. A., Kogan, A., English, T., John, O. P., Oveis, C., Gordon, A. M., & Keltner, D. (2012). Suppression sours sacrifice: Emotional and relational costs of suppressing emotions in romantic relationships. *Personality and Social Psychology Bulletin, 38*, 707-720.

- Horberg, E. J., Oveis, C., & Keltner, D. (2011). Emotions as moral amplifiers: An appraisal tendency approach to the influences of distinct emotions upon moral judgments. *Emotion Review*, *3*, 237-244.
- Côté, S., Kraus, M. W., Cheng, B. H., Oveis, C., van der Löwe, 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.
- Kogan, A., Saslow, L. R., Impett, E. A., Oveis, C., Keltner, D., & Rodrigues, S. (2011). A thin-slicing study of the oxytocin receptor (OXTR) gene and the evaluation and expression of the prosocial disposition. *Proceedings of the National Academy of Sciences*, *108*, 19189-19192.
- Gruber, J., Oveis, C., Keltner, D., & Johnson, S. L. (2011). A discrete emotions approach to positive emotion disturbance in depression. *Cognition and Emotion*, *25*, 40-52.
- Oveis, C., Horberg, E. J., & Keltner, D. (2010). Compassion, pride, and social intuitions of self-other similarity. *Journal of Personality and Social Psychology*, *98*, 618-630.
- Kogan, A., Impett, E. A., Oveis, C., Hui, B., Gordon, A. M., & Keltner, D. (2010). When giving feels good: The intrinsic benefits of sacrifice in romantic relationships for the communally motivated. *Psychological Science*, *21*, 1918-1924.
- Impett, E. A., Gordon, A. M., Kogan, A., Oveis, C., Gable, S. L., & Keltner, D. (2010). Moving toward more perfect unions: Daily and long-term consequences of approach and avoidance goals in romantic relationships. *Journal of Personality and Social Psychology*, *99*, 948-963.
- Oveis, C., Gruber, J., Keltner, D., Stamper, J. L., & Boyce, W. T. (2009). Smile intensity and warm touch as thin slices of child and family affective style. *Emotion*, *9*, 544-548.
- Oveis, C., Cohen, A. B., Gruber, J., Shiota, M. N., Haidt, J., & Keltner, D. (2009). Resting respiratory sinus arrhythmia is associated with tonic positive emotionality. *Emotion*, *9*, 265-270.
- Horberg, E. J., Oveis, C., Keltner, D., & Cohen, A. B. (2009). Disgust and the moralization of purity. *Journal of Personality and Social Psychology*, *97*, 963-976.
- Van Kleef, G. A., Oveis, C., van der Löwe, I., LuoKogan, A., Goetz, J., & Keltner, D. (2008). Power, distress, and compassion: Turning a blind eye to the suffering of others. *Psychological Science*, *19*, 1315-1322.
- Gruber, J., Johnson, S. L., Oveis, C., & Keltner, D. (2008). Risk for mania and positive emotional responding: Too much of a good thing? *Emotion*, *8*, 23-33.
- Keltner, D., & Oveis, C. (2007). Elevation. In R. F. Baumeister & K. D. Vohs (Eds.), *Encyclopedia of social psychology* (Vol. 1, p. 283). Thousand Oaks, CA: Sage.
- Keltner, D., Horberg, E. J., & Oveis, C. (2006). Emotional intuitions and moral play. *Social Justice Research*, *19*, 208-217.

Keltner, D., Horberg, E. J., & Oveis, C. (2006). Emotions as moral intuitions. In J. P. Forgas (Ed.), *Affect in thinking and social behavior* (pp. 161-175). New York: Psychology Press.

### **Fellowships, Honors, and Awards**

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2016 Excellence in Teaching Award, UCSD Rady School of Management  
 2013-2014 Hellman Fellowship, UCSD, \$10,895  
 2010 Harvard University Bok Award for Excellence in Teaching  
 2003-2006 NSF Graduate Research Fellowship  
 2003-2006 NIMH Ruth L. Kirchstein NRSA Predoctoral Fellowship in Affective Science (T32),  
 (training accepted, funding declined)  
 2004-2005 Research Fellowship (\$9,000), Greater Good Science Center, "Compassion,  
 Cognition, and Cooperation"  
 2002 Best Psychology Honors Thesis, Maury Pathfinder Award, University of Virginia

### **Invited Talks**

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2018 UC Berkeley  
 2016 NYU Stern School of Business  
 UC San Diego Department of Psychology  
 2014 Claremont McKenna College  
 2013 UC San Diego Center for Compassion and Empathy Research  
 2011 Harvard Kennedy School  
 UC San Diego Rady School of Management  
 University of North Carolina, Chapel Hill  
 UC San Diego Department of Psychology  
 2010 Harvard Business School  
 London Business School  
 Northeastern University  
 2009 Harvard University  
 Kellogg School of Management, Northwestern University  
 University of North Carolina, Chapel Hill  
 University of California, Berkeley

### **Chaired Conference Symposia**

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2018 New Perspectives on the Social Functions of Emotions (w/ Sara Algoe). Society for  
 Personality and Social Psychology, Atlanta, GA.  
 2010 "Gimme Five! Tactile Communication and Its Social Consequences" (w/ Michael W.  
 Kraus). Society for Personality and Social Psychology, Las Vegas, NV.

### **Conference Talks**

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- Oveis, C., Dwyer, P. C., Younger, A., & Algoe, S. (2018, March). The social functions of gratitude at the group level of analysis: Effects on 3<sup>rd</sup> party witnesses' behaviors. Talk presented at the annual meeting of the Society for Personality and Social Psychology, Atlanta, GA.
- Oveis, C. (2018, January). Gratitude and the witnessing effect. Talk presented at the Emerging Insights from the Science of Gratitude conference, Chapel Hill, NC.
- Oveis, C. (2016, March). Laughter conveys status. Talk presented at the annual meeting of the Society for Affective Science, Positive Emotions Preconference, Chicago, IL.
- Gu, Y., Oveis, C., & Algoe, S. B. (2016, March). Gratitude and social perception. Talk presented at the annual meeting of the Society for Affective Science, Positive Emotions Preconference, Chicago, IL.
- Oveis, C., Lupoli, M. J., & Jampol, L. E. (2016, January). Lying because we care: Compassion increases dishonesty for the benefit of others. Talk presented at the annual meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Oveis, C. (2015, September). Guilt enhances the sense of control and drives risky judgments. Talk presented at the annual meeting of the Society for Experimental Social Psychology, Denver, CO.
- Oveis, C., Lupoli, M. J., & Jampol, L. E. (2015, April). Lying because we care: Compassion increases dishonesty for the benefit of others. Talk presented at the annual meeting of the Society for Affective Science, Positive Emotions Preconference, Oakland, CA.
- Lerner, J. S., Sherman, G. D., Lee, J. J., Cuddy, A. J. C., Renshon, J., Oveis, C., & Gross, J. J. (2013, September). Leadership is associated with lower levels of stress. Talk presented at the meeting of the Society of Experimental Social Psychology, Berkeley, CA.
- Oveis, C. (2013, August). Laughter conveys status. Talk presented at the meeting of the International Society for Research on Emotion, Berkeley, CA.
- Keltner, D., Oveis, C., Horberg, E. J., & Kraus, M. W. (2013, August). Emotions as moral intuitions. Talk presented at the meeting of the International Society for Research on Emotion, Berkeley, CA.
- Sherman, G. D., Lee, J. J., Cuddy, A. J. C., Renshon, J., Oveis, C., Gross, J. J., & Lerner, J. S. (2013, June). Leadership is associated with lower levels of stress. Talk presented at the meeting of the Association for Research in Personality, Charlotte, NC.
- Sherman, G. D., Lee, J. J., Cuddy, A. J. C., Renshon, J., Oveis, C., Gross, J. J., & Lerner, J. S. (2013, January). Higher rank, lower cortisol: Power buffers stress. Talk presented at the meeting of the Society for Personality and Social Psychology, Social Neuroendocrinology Preconference, New Orleans, LA.
- Staton, M., Paharia, N., & Oveis, C. (2012, October). Emotional marketing: How pride and compassion impact preferences for underdog and top dog brands. Talk presented at the annual meeting of the Association for Consumer Research, Vancouver, BC.

- Oveis, C. (2010, January). Thin slices of touch reveal affective style and relationship dynamics. Talk presented at the 11<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Las Vegas, NV.
- Keltner, D., Gruber, J., & Oveis, C. (2008, February). Emotion in Asperger's Syndrome and mania: Lessons from the boundaries of adaptation. Talk presented at the 9<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Emotion Pre-Conference, Albuquerque, NM.
- Oveis, C. (2007, January). Emotions as moral intuitions. Talk presented at the 8<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Keltner, D., Oveis, C., & Horberg, E. J. (2006, January). Compassion as a moral intuition. Talk presented at the 7<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Emotion Pre-Conference, Palm Springs, CA.
- Oveis, C., Horberg, E. J., & Keltner, D. (2005, April). Compassion, pride, and social connection. Talk presented at the annual Stanford-Berkeley Social-Personality Conference.

### **Selected Conference Poster Presentations**

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- Ocampo, J. M., Gu, Y., Bergstrom, T., Chen, M., Algoe, S. B., & Oveis, C. (2017, March). Gratitude expressions in the workplace increase perceived warmth and competence of the expresser. Presented at the annual meeting of the Society for Affective Science, Positive Emotions Preconference, Boston, MA.
- Lupoli, M. J., Oveis, C., & Jampol, L. E. (2015, November). Impure lying aversion: The effects of ambiguity on judgments of deception. Presented at the 36<sup>th</sup> annual meeting of the Society for Judgment and Decision Making, Chicago, IL.
- Lupoli, M. J., Jampol, L. E., & Oveis, C. (2015, February). Lying because we care: Compassion increases dishonesty for the benefit of others. Presented at the 15<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.
- Lupoli, M. J., Jampol, L. E., & Oveis, C. (2014, November). Lying because we care: Compassion increases dishonesty for the benefit of others. Presented at the 35<sup>th</sup> annual meeting of the Society for Judgment and Decision Making, Long Beach, CA.
- Lupoli, M. J., & Oveis, C. (2014, February). Power, prosociality, and deception: How power and personality influence lying for the benefit and detriment of others. Presented at the 14<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Carr, E.W., Winkielman, P., & Oveis, C. (2013, January). Coming face-to-face with status: Effects of perceiver power on spontaneous facial mimicry. Presented at the 13<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Sherman, G. D., Lee, J. J., Cuddy, A. J. C., Renshon, J., Oveis, C., Gross, J. J., & Lerner, J. S. (2013, January). Leadership is associated with lower levels of stress. Presented at the 13<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.

- Carr, E. W., Winkielman, P., & Oveis, C. (2012, October). Differential states of subjective power influence spontaneous facial mimicry. Presented to the Society for Neuroscience, New Orleans, LA.
- Sparkman, G., Oveis, C., & Keltner, D. (2011, January). Altruism, emotion, and the vagus nerve. Presented at the 12<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Desai, S. D., & Oveis, C. (2010, June). Sad but shrewd? The role of incidental sadness in retribution. Presented at the 12<sup>th</sup> meeting of the Behavior Decision Research in Management Conference, Pittsburgh, PA.
- Desai, S. D., & Oveis, C. (2010, May). Sad but shrewd? The role of incidental sadness in retribution. Presented at the 22<sup>nd</sup> annual meeting of the Association for Psychological Science, Boston, MA.
- Sparkman, G., Oveis, C., & Keltner, D. (2010, January). Altruism, trust, and cooperation: Emotional and attitudinal correlates of three distinct pro-social behaviors. Presented at the 11<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Las Vegas, NV.
- Oveis, C., Liu, M. Y., LuoKogan, A., & Keltner, D. (2008, February). Power and status are conveyed in dominant and submissive laughter. Presented at the 9<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Horberg, E. J., Oveis, C., & Keltner, D. (2008, February). The quickest to judge: Reduced heart rate while feeling disgust hastens moral judgments. Presented at the 9<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Liu, M. Y., Oveis, C., LuoKogan, A., & Keltner, D. (2007, June). The effects of trait- and state-based power. Presented to Emotional Capabilities in Organizations: The Influence of Context and Culture, INSEAD, Fontainebleau, France.
- Sherman, G., Oveis, C., Haidt, J., & Coan, J. A. (2007, January). Why good deeds make us cry: Tenderness is a stress-regulatory phenomenon. Presented at the 8<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Oveis, C., Gruber, J., LuoKogan, A., Liu, M. Y., Keltner, D., Boyce, W. T., & Stamper, J. L. (2007, January). Thin slices of child and family temperament. Presented at the 8<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Emotion Pre-Conference, Memphis, TN.
- van der Löwe, I., Saslow, L. R., Oveis, C., & Keltner, D. (2006, October). Other-oriented prosocial emotions and vagal response. Presented at the 46<sup>th</sup> annual meeting of the Society for Psychophysiological Research, Vancouver, BC, Canada.
- Oveis, C., Horberg, E. J., & Keltner, D. (2006, January). The role of shifting self-other representations in emotion-based prosocial behavior. Presented at the 7<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Gruber, J., Oveis, C., Keltner, D., & Johnson, S. L. (2006, January). Self-referentiality and emotional responding: Clues from depression. Presented at the 7<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.

van der Löwe, I., Oveis, C., & Keltner, D. (2006, January). Locating goodness in the heart: The physiological and relational consequences of compassion-based prosocial behavior. Presented at the 7<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.

Oveis, C., Horberg, E. J., & Keltner, D. (2005, January). Compassion, pride, and social perception. Presented at the 6<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.

## Teaching

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University of California, San Diego, Rady School of Management (MBA)

*Leadership, Values, and Team Management* (Core MBA)

Full Time MBA (2011-2016)

FlexEvening MBA (2011-2014, 2016)

FlexWeekend MBA (2013-2017)

\*Recognized with the Rady School of Management Excellence in Teaching Award

*Readings in Emotions in Decision Making and Negotiation* (MBA elective), 2013

Harvard University, John F. Kennedy School of Government (graduate)

*Trust, Emotion, Intuition and Morality in Negotiation and Decision Making*, 2010

Harvard University, Psychology Department (undergraduate):

*Psychological Science*, Head Teaching Fellow, 2010

*Cooperation, Altruism, and Trust*, Instructor, 2009

\*Recognized with Harvard University Bok Award for Excellence in Teaching

University of California, Berkeley, Psychology Department (undergraduate):

*Social Psychology*, Laboratory Instructor, 2007

*Human Emotion*, Laboratory Instructor, 2006

*Research Methods and Data Analysis*, Laboratory Instructor, 2003

*Personality Psychology*, Laboratory Instructor, 2002

## Mentoring

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Ph.D. Students Supervised, UCSD

Yumeng Gu, UCSD Rady School of Management (Primary Advisee)

Matthew Lupoli 2018, UCSD Rady School of Management (Primary Advisee)

Evan Carr, UCSD Psychology

Dissertation Committees

UCSD Rady School of Management

Yidan (Dani) Yin, 2019

Min Zhang, 2019

Matthew Lupoli, 2018 (chair)

UCSD Psychology

Mingi Chung, 2019

Andy Arnold, 2019

Carl Jago, 2018



Evan Carr, 2016  
 Nicole Henniger, 2016  
 Hannah Tuller, 2014

Other

Blair Buckman, Alliant University, 2014

Honors Thesis Students Supervised

UC San Diego

Taylor Bergstrom (B.S., Psychology, UC San Diego, 2018)  
 Isaac Raymundo (B.S., Psychology, UC San Diego, 2018)  
 Melody Chen (B.S., Psychology, UC San Diego, 2017)  
 Karina Mohajerani (B.S., Psychology, UC San Diego, 2016)

UC Berkeley

Rosemary Bernstein (Ph.D., Psychology, University of Oregon)  
 Aleksandr Kogan (Lecturer (Asst Prof.), Psychology, University of Cambridge, UK)  
 Mary Y. Liu (Ph.D., Social Psychology, University of Michigan)  
 Ilmo van der Löwe (Ph.D., University of Oxford, UK)

Selected Research Assistants Supervised

UC San Diego

Joseph Ocampo (Ph.D. student, Social/Personality Psychology, UC Berkeley)  
 Hee Yeon Hwang (Lab Manager, Psychology, Washington University in St. Louis)

UC Berkeley

Elizabeth Castle (Ph.D. student, Social Psychology, UCLA)  
 Molly Crockett (Assistant Professor, Psychology, Yale University)  
 Sunny Dutra (Assistant Professor, Psychology, William James College)  
 Angela Li (Ph.D., Clinical Psychology, University of Colorado, Boulder)  
 Michelle Phelps (Assistant Professor, Sociology, University of Minnesota)  
 Gregg Sparkman (Ph.D. student, Social Psychology, Stanford University)  
 Jared Torre (Ph.D., Social Psychology, UCLA)  
 Rugile Tuskeviciute (Ph.D. student, Social Psychology, NYU)

**Professional Activities**

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Co-Chaired Conference

Emerging Insights from the Science of Gratitude Conference, UNC Chapel Hill, 2018

Chaired or Co-Chaired Conferences

Emotion Preconference, Society for Personality and Social Psychology, 2017, 2018  
 Positive Emotions Preconference, Society for Affective Science, 2017, 2018

Editorial Boards

Consulting Editor, *Journal of Personality and Social Psychology*, 2016-2020  
 Consulting Editor, *Emotion*, 2013-2018

Guest Associate (Action) Editor, *Emotion*, 2015, 2016

Referee

*Science*, *Journal of Personality and Social Psychology*, *Psychological Science*, *Journal of Experimental Psychology: General*, *Journal of Experimental Social Psychology*, *Emotion*, *Journal of Applied Psychology*, *Management Science*, *Current Directions in Psychological*

*Science, Personality and Social Psychology Bulletin, European Journal of Social Psychology, Journal of Personality, Cognition, Emotion Review, Social and Personality Psychology Compass, Cognition and Emotion, Political Psychology, California Management Review, Social Psychological and Personality Science, Biological Psychology, Journal of Nonverbal Behavior, Motivation and Emotion, Annals of Behavioral Medicine, Applied Cognitive Psychology, Psychiatry Research, Social Psychology*