Louisa C. Egan — Curriculum Vitae

Ford Motor Company Center for Global Citizenship Kellogg School of Management 2001 Sheridan Road Jacobs Center Room 501 Evanston, IL 60208 847.491.4976 louisa-egan@kellogg.northwestern.edu

Academic Positions

Kellogg School of Management, Northwestern University. Postdoctoral Research Fellow of Managerial Economics & Decision Sciences, 2008-present

Education

Ph.D.	Yale University, Psychology, May, 2009 Dissertation: A Critical Evaluation of The Role of the Self in Behavior-Induced Attitude Change: A Comparative-Developmental Approach. Advisors: Dr. Paul Bloom and Dr. Laurie R. Santos
M.Phil.	Yale University, Psychology, December, 2006
M.S.	Yale University, Psychology, December, 2005
B. A.	Swarthmore College, May, 2003 Honors major in Psychology, minor in Cognitive Science

Honors & Awards

Dispute Resolution Research Center Research Grant, Kellogg School of Management. 2009.

Yale University Graduate Student Assembly Travel Grant. 2005, 2006, 2007, & 2008.

Science, Editor's Choice for "Highlights of the Recent Literature." Egan, L. C., Santos, L. R., & Bloom P. (2007). The origins of cognitive dissonance: Evidence from children and monkeys. *Psychological Science*, *18*, 978-983. *Science*, *318*, 717. 2007.

Summer Institute for Cognitive Neuroscience, Summer Fellowship, 2007.

Summer Institute in Social Psychology, Summer Fellowship, 2007.

National Science Foundation, Graduate Research Fellowship Competition, Honorable Mention, 2005.

Institute for Humane Studies, Summer Fellowship, 2004.

Swarthmore College, Joel Deal Fellowship for Summer Research, 2002.

Peer-Reviewed Publications

Egan, L.C., Bloom, P., & Santos, L.R. (2010). Choice-induced preferences in the absence of choice: Evidence from a blind two choice paradigm with young children and capuchin monkeys. *Journal of Experimental Social Psychology, 46,* 204-207.

Durgin, F. H., Doyle, E., & Egan, L.C. (2008). Upper-left gaze bias reveals competing search strategies in a reverse Stroop task. *Acta Psychologica*, 127, 428-448.

Egan, L.C., Santos, L.R., & Bloom P. (2007). The origins of cognitive dissonance: Evidence from children and monkeys. *Psychological Science*, *18*, 978-983.

[Media coverage provided by *New Scientist*, 3 November 2007; *The New York Times*, 6 November 2007; satire in *The New Yorker*, 10 December 2007]

Harman, J.J., Smith, V.E., & Egan, L.C. (2007). The impact of incarceration on intimate relationships. *Journal of Criminal Justice and Behavior, 34,* 794-815.

Kemler Nelson, D.G., **Egan, L.C.**, & Holt, M. (2004). When children ask *What is it?* What do they want to know about artifacts? *Psychological Science*. *15*, 384-391.

Kemler Nelson, D.G., Holt, M.B., & Egan, L.C. (2004). Two- and Three-year-olds Infer and Reason about Design Intentions in Order to Categorize Broken Objects. *Developmental Science*, *7*, 543-549.

Under review

Kamenica, E., & Egan, L.C. Voters, dictators, and peons: Expressive voting and pivotality.

In preparation

Egan, L.C. & Diermeier, D. Developmental origins of cross-cultural biases in zero-sum thought.

Egan, L.C. The role of physiological arousal in choice-induced preferences in young children and capuchin monkeys.

Egan, L.C. The psychological cost of primaries: Primary-induced preferences and intention to vote in general elections.

Invited Articles, Commentaries, and Book Chapters

Egan, L.C. (In press). Self-deception is adaptive in itself. Invited commentary for *Behavioral and Brain Sciences*.

Egan, L.C. (In preparation). Common and uncommon factors: A comparative-developmental approach to the study of social cognition. Invited for submission at *Perspectives on Psychological Science*.

Santos, L.R. & Egan, L.C. (In preparation). The evolutionary history of bias: Insight from nonhuman primates. To appear in M. Banaji & S. Gelman (Eds.). "The Development of Social Cognition."

Papers Presented

Egan, L.C. & Diermeier, D. 2011. Origins of cross-cultural differences in zero-sum thought. Poster presentation, Society for Personality and Social Psychology, San Antonio, TX, January, 2011.

Egan, L.C., Bloom, P. & Santos, L.R. 2009. What children and monkeys can tell us about cognitive dissonance. Paper in symposium entitled, "How Developmental and Comparative Research Can Inform Social Psychology." Association for Psychological Science, San Francisco, C.A., May, 2009. Symposium chair.

Egan, L.C., Bloom, P. & Santos, L.R. 2009. The political cost of primaries: Effects of Primary Voting on Intention to Vote in the General Election. Poster presentation, Judgment and Decision-Making Preconference at the Society for Personality and Social Psychology. Tampa, FL, February, 2009.

Egan, L.C., Bloom, P. & Santos, L.R. 2009. Dissonance needs no preferences: Evidence from young children and capuchin monkeys . Poster presentation, Society for Personality and Social Psychology, Tampa, FL, February, 2009.

Egan, L.C. 2008. What monkeys can teach us about cognitive dissonance. The Evolution of Social Psychology. Yale University, New Haven, CT. November, 2008.

Egan, L.C. & Brown, J. 2008. Dumbledore is gay?!? Real-world strategies for resolving a threat to the self posed by a fictional character. Poster presentation, Self & Identity Preconference at the Society for Personality and Social Psychology, Albequerque, N.M., February, 2008.

Egan, L.C., Santos, L. R. & Bloom, P. 2007. Origins of cognitive dissonance. Paper in symposium entitled, "New Directions in Social Cognitive Development: It's More than Theory of Mind." Cognitive Development Society, Santa Fe, N.M., October, 2007.

Egan, L.C., Santos, L. R. & Bloom, P. 2007. The origins of cognitive dissonance: Young children and monkeys derogate unchosen alternatives. Poster presentation, Society for Research in Child Development. Boston, M.A., March, 2007.

Egan, L.C., Santos, L. R. & Bloom, P. 2007. Origins of cognitive dissonance: Young children and monkeys derogate unchosen alternatives. Poster presentation, Neural Systems of Social Behavior. Austin, T.X., May, 2007.

Egan, L.C. 2007. Origins of cognitive dissonance: Evidence from children and monkeys. Paper presented at the Society for Personality and Social Psychology, Memphis, T.N., January, 2007.

Egan, L.C. Santos, L. R., & Bloom, P. 2006. Origins of Cognitive Dissonance: Young children and capuchin monkeys derogate unchosen alternatives. Poster presentation, Judgment and Decision-Making Preconference at the Society for Personality and Social Psychology, Palm Springs, C.A., January, 2006.

Egan, L.C. & Cohen, G. 2006. Bush-bashing increases gender discrimination: moral credentialing among the politically active politically correct. Poster presentation, Society for Personality and Social Psychology, Palm Springs, C.A., January, 2006.

Invited Lectures

2010. Social Psychology Speaker Series. Department of Psychology, Northwestern University, Evanston, IL. October, 2010.

2010. Developmental Psychology Speaker Series. Department of Psychology, University of Chicago, Chicago, IL. May, 2010.

2010. Management and Organizations Speaker Series. National University of Singapore, Singapore. March, 2010.

2009. The Group for Attitudes and Persuasion Speaker Series, Department of Psychology, Ohio State University, Columbus, OH. December, 2009.

2009. Behavioral Science Speaker Series, Booth School of Business, University of Chicago, Chicago, IL. October, 2009.

2009. Comparative Ethology Speaker Series, National Institute of Child Health and Human Development, National Institutes of Health. September, 2009.

2009. Colloquium, Department of Psychology & Neuroscience, Baylor University. May, 2009.

2009. Social/Personality Speaker Series, Department of Psychology, University of Illinois, Chicago, IL. January, 2009.

2008. Colloquium, Psychology Department, Swarthmore College, Swarthmore, PA. November, 2008.

2008. Biological Anthropology Colloquium Series, Department of Anthropolgy, Yale University, New Haven, CT. March, 2008.

2008. Department of Psychology. Harvard University, Cambridge, MA. February, 2008.

2007. Neuroscience and Social Decision Making Discussion Group, Princeton University, Princeton, NJ. December, 2007.

Teaching Experience

Instructor: Negotiations (Spring quarter, 2009—2 sections; Spring quarter, 2010—1 section) Kellogg School of Management, Management and Organizations Department.

Teaching Fellow: (Fall, 2004-Spring, 2007).

Yale University, Department of Psychology. Sex, Evolution, and Human Nature (Spring, 2007). Psychology, Biology, and Politics of Food (Fall, 2006). Introduction to Psychology (Spring, 2006). Cognitive Development (Spring, 2005). Developmental Psychology (Fall, 2004).

Instructor: Developmental Psychology. (Summer, 2006). Yale University, Department of Psychology.

Ad-hoc Reviewer

Behavioral and Brain Sciences European Journal of Social Psychology Journal of Experimental Social Psychology Psychological Science Social and Personality Psychology Compass

Service and Committees

Independent Study Advisor (2007-2008) New Haven Public Schools

Developmental Search Committee (2005-2006) Yale University, Department of Psychology

Colloquium Committee (2004-2005) Yale University, Department of Psychology (2004-2005)

Co-Coordinator (2004-2005) Current Work in Developmental Psychology lunch series

References

Daniel Diermeier, IBM Professor of Regulation and Competitive Practice Kellogg School of Management Northwestern University 847.491.5177 <u>d-diermeier@kellogg.northwestern.edu</u>

Paul Bloom, Professor of Psychology & Linguistics Department of Psychology Yale University 203.432.4619 paul.bloom@yale.edu

Laurie R. Santos, Associate Professor of Psychology Department of Psychology Yale University 203.432.4524 <u>laurie.santos@yale.edu</u>