

BRIAN J. LUCAS

Kellogg School of Management
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2001 Sheridan Road
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EDUCATION

- 2015 Kellogg School of Management, Northwestern University
Ph.D. Management & Organizations (expected)
- 2010 Columbia University
M.A. Social–Organizational Psychology
- 2008 Bucknell University
B.A. Psychology (Economics minor)

ACADEMIC EMPLOYMENT

- 2013- Lecturer, Management and Organizations, Kellogg School of Management,
Northwestern University

RESEARCH INTERESTS

Ethics & Morality, Decision Making, Social Perception

PEER REVIEWED PUBLICATIONS

- Yap, A. J., Wazlawek, A. S., Lucas, B. J., Cuddy, A. J. C., & Carney, D. R.
(forthcoming). The incidental ergonomics of life and work can lead to stealing,
cheating, and traffic violations. *Psychological Science*.
- Gais, S., Lucas, B. & Born, J. (2006). Sleep after learning aids memory recall. *Learning
& Memory*, 13, 259-262.

WORKING PAPERS

- Carney, D. R., Yap, A. J., Lucas, B. J., & Mehta, P. H., McGee, J. A., & Wilmuth, C.
Does power corrupt? Or, does power buffer stress – for better and for worse?

Lucas, B. J. & Livingston, R. W. When friends promote ends: Social connection increases utilitarian choice in moral dilemmas.

Lucas, B. J. & Nordgren L. F. Motivated mental imagery: Threatening mental images are minimized in the mind's eye.

Lucas, B. J., Galinsky, A. D., & Murnighan, J. K. An intentions-based model of perspective-taking: When getting inside another's head leads to moral condemnation.

RESEARCH IN PROGRESS (selected)

Lucas, B. J. & Gakinsky, A. D. Utilitarian choice is risky choice. (writing)

Lucas, B. J. & Waytz, A. Curvilinear morality: Moralization and amoralization predict empathy and perceived bias (writing)

Effron, D. A., Lucas, B. J., & O'Connor, K. The heroes and hypocrites of virtuous organizations: Vicarious licensing processes in organizations (data collection)

Lucas, B. J. & Nordgren, L. F. Underestimating the value of continued cognitive effort (data collection)

BOOK CHAPTERS

Thompson, L. & Lucas, B. J. (forthcoming). Judgmental biases in conflict resolution and how to overcome them. In *Handbook of conflict resolution*

Thompson, L., Lucas, B. J., & Hall, E.V. (2013). Negotiation bandwidth. In N. M. Ashkanasy, O. B. Ayoko, & K. Jehn (eds.). *Handbook of Research in Conflict Management*. UK: Edward Edgar Publishing.

Thompson, L. Lucas, B., & Hall, E.V. (2012). Upstream and downstream negotiation research. In R. Croson & G. Bolton (eds.). *Oxford Handbook of Economic Conflict Resolution*. New York: Oxford University press.

Thompson, L., Richardson, E.V., & Lucas, B. (2012). Integrating Negotiation Research with Team Dynamics. In Goldman and D. Shapiro (eds.). *The Psychology of Negotiations in the 21st Century workplace*. SIOP Frontiers Series.

ORGANIZED SYMPOSIA

2013 Kellogg-Booth Student Symposium (with Juliana Schroeder)

CONFERENCE PRESENTATIONS

- 2013 Lucas, B. J. & Nordgren, L. F. *Motivated mental imagery: The role of visual-spatial distance in the mental simulation of threatening outcomes*. Talk to be given at the Society for Judgment and Decision Making annual conference, Toronto, Canada.
- 2013 Lucas, B. J. & Thompson, L.L. *Embarrassment, pride, and group creativity*. Talk given at the Academy of Management annual conference, Orlando, FL.
- 2013 Lucas, B. J. *When friends promote ends: Social connection increases utilitarian choice in moral dilemmas*. Talk given at the Trans-Atlantic Doctoral Conference, London, UK.
- 2013 Lucas, B. J. & Livingston, R.W. *When friends promote ends: Social connection increases utilitarian choice in moral dilemmas*. Talk given at the Midwestern Psychological Association annual conference, Chicago, IL.
- 2013 Lucas, B. J. & Livingston, R.W. *When friends promote ends: Social connection increases utilitarian choice in moral dilemmas*. Talk given at the Morality & Justice Preconference at the Society for Personality and Social Psychology annual conference, New Orleans, LA.
- 2013 Lucas, B. J. & Waytz, A. *Mind the gaps: The curvilinear relationship between attitude moralization and interpersonal empathy*. Poster presented at the Society for Personality and Social Psychology annual conference, New Orleans, LA.
- 2012 Lucas, B. J. & Livingston, R.W. *When friends promote 'ends': Social connection increases utilitarian choice in moral dilemmas*. Poster presented at the Society for Judgment and Decision Making annual conference, Minneapolis, MN.
- 2012 Lucas, B. J. & Nordgren, L. F. *Threat looks better from a distance: The role of spatial distance in the simulation of threatening outcomes*. Poster presented at the Behavioral Decision Research in Management semi-annual conference, Boulder, CO.
- 2012 Lucas, B. J., Galinsky, A. G., & Murnighan, J. K. *The mind and heart of a scoundrel: The differential impact of cognitive and emotional perspective taking on the perception of unethical behavior*. Poster presented at the Mind Perception Preconference at the Society for Personality and Social Psychology annual conference, San Diego, CA.

INVITED PRESENTATIONS

- 2012 Lucas, B. J. *Mind the gaps: Moralization, empathy, and culture war*. Talk given at the University of Illinois at Chicago, Social Psychology Brown Bag, Chicago, IL.

TEACHING EXPERIENCE

Course Instructor

Kellogg School of Management, Northwestern University
2013 *Leading and Managing Teams*

Course Assistant

Kellogg School of Management, Northwestern University
2013 *Values-Based Leadership*, instructor: Adam Waytz
2013 *Negotiations*, instructor: Nicole M. Stephens
2012-13 *Leading High-Impact Teams*, instructors: Leigh L. Thompson, Erika V. Hall
2012 *Bargaining*, instructors: J. Keith Murnighan, Hajo Adam
2011-12 *Leadership in Organizations*, instructor: Loran F. Nordgren

Graduate School of Business, Columbia University

2010 *Managerial Negotiations*, instructor: Pranjal H. Mehta
2009 *Leadership Development*, instructor: Malia F. Mason

MEDIA MENTIONS

How Power Corrupts the Mind. July, 9, 2013, *The Atlantic*
The MBA Life: Northwestern. June 13, 2012, *Businessweek.com*
Powerful People are Better Liars. May 2010, *Harvard Business Review*
People in Power Make Better Liars, Study Shows. March 15, 2010, *MSNBC.com*
Why the Boss is the Lyin' King. March 15, 2010, *NYPPost.com*

CONSULTING

Feinberg School of Medicine, Northwestern University Prentice Women's Hospital
(creativity, conflict, and communication in teams)

ACADEMIC SERVICE

- 2013 Reviewer for AOM annual meeting, OB and CM groups
2013 PhD Recruitment Committee, student member
2012- Research Assistant Coordinator for Keith Murnighan
2012 Mind Perception preconference at the Society for Personality and Social

Psychology annual conference, volunteer
2011- MORS Social Committee, student member

HONORS & AWARDS

2013 Graduate Student Showcase Presenter (1 of 3), Morality & Justice
Preconference, SPSP
2012 DRRC Research Grant (\$2000). *The Social and Motivational Consequences of
Money*
2008 Honors Distinction for Senior Thesis, Department of Psychology, Bucknell
University

WORKSHOPS ATTENDED

2013 Behavioral Science Summer Workshop, Center for Public Leadership, Kennedy
School of Government, Harvard University

MEMBERSHIPS

Academy of Management
Association for Psychological Science
Midwestern Psychological Association
Society for Judgment and Decision Making
Society for Personality and Social Psychology

REFERENCES

ADAM WAYTZ
Assistant Professor of Management & Organizations
Kellogg School of Management
Northwestern University
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LORAN F. NORDGREN
Associate Professor of Management & Organizations
Kellogg School of Management
Northwestern University
l-nordgren@kellogg.northwestern.edu

J. KEITH MURNIGHAN
Harold H. Hines Jr. Professor of Risk Management
Kellogg School of Management

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