Adam Waytz

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Northwestern University Kellogg School of Management 2001 Sheridan Rd #360 Evanston, IL 60208

POSITIONS

2011- Assistant Professor, Management and Organizations, Kellogg School of Management, Northwestern University

2009-2011	NIH Ruth L. Kirschstein Postdoctoral Fellow, Psychology, Harvard
University	

EDUCATION

1999-2003	B.A. , Psychology, Columbia University
2004-2006	M.A., Psychology, University of Chicago
2004-2009	Ph.D., Psychology, University of Chicago

GRANT FUNDING

2010-2012	National Institute on Drug Abuse (1F32DA030020-01): "Future Self
	Simulation and Substance Abuse." (PI; \$48, 506)

- 2011-2012 General Motors: "Effective Interaction with Autonomous Agents." (*Co-PI*: \$224, 143)
- The John Templeton Foundation: "The psychology and neuroscience of when, why, and how people behave better." (*Consultant*)
- 2012 –2014: National Institute of Mental Health: "The effects of social deprivation on sociocognitive functioning." (*Co-PI \$211,215*)

HONORS, FELLOWSHIPS, AND AWARDS

1999-2003	Robert C. Byrd College Scholarship
1999-2003	Dean's List All Semesters in College
2003	Graduated College with Honors in Psychology
2003	Elected to Phi Beta Kappa
2003	Graduated College Summa Cum Laude
2004-2008	University of Chicago Psychology Department Century Fellowship
2006-2009	University of Chicago Psychology Graduate Student Organization Travel
	Award (given yearly)
2007	University of Chicago Doolittle-Harrison Fellowship

2008-2009	University of Chicago Dewey Lectureship to teach undergraduate seminar,
	Mind Perception
2008	University of Chicago Provost Summer Fellowship
2008	Association for Psychological Science Student Grant Award
2008	Society for Personality and Social Psychology Theoretical Innovation
	Prize (with Nicholas Epley and John T. Cacioppo)
2009	Society for Personality and Social Psychology Graduate Student
	Outstanding Research Award
2009	Society for Personality and Social Psychology Student Travel Award

PUBLICATIONS

- **Waytz, A.**, Dungan, J., Young, L. (2013). The whistleblower's dilemma and the fairness-loyalty tradeoff. *Journal of Experimental Social Psychology*.
- Caruso, E. M., Vohs, K. D., Baxter, B., & Waytz, A. (2013). Mere exposure to money increases endorsement of free market systems and social inequality, *Journal of Experimental Psychology: General*, 142, 301-306.
- Trawalter, S., Hoffman, K., & **Waytz**, **A**. (2012). Racial bias in perceptions of others' pain. *PLoS ONE*, 7(11), e48546.
- Phelan, M., & Waytz, A. (2012). The moral cognition/consciousness connection. *Review of Philosophy and Psychology*, *3*, 293-301.
- **Waytz, A.**, Zaki, J., & Mitchell, J. P. (2012). Response of dorsomedial prefrontal cortex predicts altruistic behavior. *Journal of Neuroscience*, 32, 7646-7650.
- Gray, K., Young, L., & **Waytz**, **A**. (2012). Mind perception is the essence of morality. *Psychological Inquiry*, *26*, 101-124. [Target Article].
- Gray, K., Young, L., & Waytz, A. (2012). The moral dyad: A fundamental template unifying moral judgment. *Psychological Inquiry*, *26*, 206-215. [Reply to commentaries].
- Haque, O.S.*, & **Waytz**, **A.*** (2012). Dehumanization in medicine: Causes, solutions, and functions. *Perspectives on Psychological Science*, 7, 176-186 [*equal authorship]
- **Waytz, A.**, & Epley, N. (2012). Social connection enables dehumanization. *Journal of Experimental Social Psychology*, 48, 70-76.
- **Waytz, A., &** Young, L. (2012). The group-member mind tradeoff. Attributing mind to groups versus group members. *Psychological Science*, *23*, 77-85.
- **Waytz, A., &** Mitchell, J. P. (2011). Two mechanisms for simulating other minds: Dissociable neural bases for self-projection and mirroring. *Current Directions in Psychological Science*, 20, 197-200.

Waytz, A., Morewedge, C. K., Epley, N., Monteleone, G., Gao, J-H., & Cacioppo, J. T. (2010). Making sense by making sentient: Unpredictability increases anthropomorphism. *Journal of Personality and Social Psychology*, *99*, 410-435.

- **Waytz, A.**, Gray, K., Epley, N., & Wegner, D.M. (2010). Causes and consequences of mind perception. *Trends in Cognitive Sciences*, *14*, 383-388.
- Caruso, E., **Waytz, A**, & Epley, N. (2010) The intentional mind and the hot hand: Perceiving intentions makes streaks seem likely to continue. *Cognition*, *116*, 149-153.
- **Waytz, A.**, Cacioppo, J. T., & Epley, N. (2010). Who sees human? The stability and importance of individual differences in anthropomorphism. *Perspectives on Psychological Science*, *5*, 219-232.
- Waytz, A., Epley, N., & Cacioppo, J. T. (2010). Social cognition unbound: Psychological insights into anthropomorphism and dehumanization. *Current Directions in Psychological Science*, 19, 58-62.
- Epley, N., & Waytz, A. (2009). Mind Perception. In S.T. Fiske, D.T. Gilbert, & G. Lindzey (Eds.), The Handbook of Social Psychology (5th ed., pp. 498-541). New York: Wiley.
- Epley, N., Akalis, S., **Waytz, A.**, & Cacioppo, J. T. (2008). Creating social connection through inferential reproduction: Loneliness and perceived agency in gadgets, gods, and greyhounds. *Psychological Science*, *19*, 114-120.
- Epley, N., **Waytz, A.**, Akalis, S., & Cacioppo, J. T. (2008). When we need a human: Motivational determinants of anthropomorphism. *Social Cognition*, *26*, 143-155.
- Epley, N., Waytz, A., & Cacioppo, J. T. (2007). On seeing human: A three-factor theory of anthropomorphism. *Psychological Review*, 114, 864-886. *Winner of Society for Personality and Social Psychology Theoretical Innovation Prize.

MANUSCRIPTS UNDER REVIEW/IN REVISION/WORKING PAPERS

- **Waytz, A.**, & Young, L. Aversion to playing God: A key principle underlying moral judgment.
- Waytz, A., & Norton, M.I. Botsourcing: Robots are for Thinking not Feeling Jobs.
- **Waytz, A.***, & Young, L.* When we see mind behind enemy lines: Two motivations for two dimensions of mind. [*equal authorship]
- **Waytz, A.***, & Zaki, J.* Placebic altruism: When meaningless giving compensates for meaningful selfishness. [*equal authorship]
- **Waytz, A.**, Chou, E., Magee, J., Galinsky, A. Not so lonely at the top: The relationship between loneliness and power.

Waytz, A., Heafner, J., Epley, N. The mind in the machine: anthropomorphism increases trust in an autonomous vehicle.

SPECIAL ISSUES

Guest Editor (with Mark Phelan). *Review of Philosophy and Psychology*: Consciousness and Moral Cognition

CHAPTERS AND ENTRIES

- Young, L.*, & Waytz, A.* Mind and morality. Chapter to appear in H. B. Tager-Flusberg & S. Baron-Cohen (Eds.) *Understanding Other Minds*. [Equal Authorship]
- Waytz, A., Schroeder, J., & Epley, N. Lesser minds. Chapter to appear in P. Bain, J. Vaes, & J-P Leyens (Eds.) Are we all human? Advances in understanding humanness and dehumanization.
- Epley, N., Schroeder, J., & Waytz, A. Motivated mind perception. Chapter to appear in the Nebraska Symposium on Motivation.
- **Waytz, A.** Social connection and seeing human. Chapter to appear in C. N. DeWall (Ed.), *The handbook of social exclusion*.
- **Waytz, A.,** Klein, N., Epley, N. Imagining other minds: Hair triggered but not hare brained. Chapter to appear in Marjorie Taylor (Ed.), *The development of imagination*.
- **Waytz, A.** Anthropomorphism: Understanding what it means to be human. Chapter to appear in K. Markman, T. Proulx, & M. Lindberg (Eds.), *The psychology of meaning*.
- Epley, N., & **Waytz**, **A.** (2010). Perspective taking. In H. T. Reis & S. Sprecher (Eds.), *Encyclopedia of Human Relationships*. Thousand Oaks, CA: Sage.
- Cacioppo, J. T., Berntson, G., & Waytz, A. (2010). Social neuroscience. In I. Weiner & E. Craighead (Eds.), *Corsini Encyclopedia of Psychology* (4th Ed.). New York: Wiley.

SELECTED ARTICLES FOR A POPULAR AUDIENCE

- **Waytz, A.**, Dungan, J., Young, L. (August 4, 2013). The whistle-blower's quandary. *New York Times*, SR12.
- **Waytz, A.**, Mason, M. F. (2013). Your Brain at Work. *Harvard business review*, 91(7), 102-111.
- **Waytz, A.** (July 7, 2011). Life is a self-driving highway: Will Americans be able to adapt to the autonomous car? *Slate.com*

Waytz, A. (2011). Can scientists measure happiness? *Popular Science*.

Waytz, A. (2010). A Taboo Exchange. Scientific American Mind, 21(3), 14-15.

SELECTED RESEARCH IN PROGRESS

undoing dehumanization, neural dysfunction and anthropomorphism, interaction with autonomous agents, neural connectivity and risky behavior, neural and behavioral consequences of social deprivation, race and suprahumanization, moral empathy gaps, ideology and moral circles, everyday paranoia, power and secrecy, temporal simulation and meaning in life, misunderstanding motives in intergroup conflict, the distinction between morals, beliefs, and preferences.

TEACHING

2009	Instructor for Seminar – Mind Perception
2009	Guest Lecture – Negotiation and Conflict (Summer Institute of Social
	Psychology)
2011	Guest Lecture – Addiction and Rationality (Massachusetts Institute of
	Technology)
2012-	Values Based Leadership
2012-	The Individual in the Organization
2013-	Ethics and Executive Leadership

PRESENTATIONS	
2006	Sociality as a moderator of spiritual belief. Talk given at Northwestern-University of Chicago Graduate Student Conference, University of Chicago, Chicago, IL.
2007	Creating social support: Anticipated isolation increases spiritual belief. Poster presented at Society for Personality and Social Psychology annual conference, Memphis, TN.
2007	On seeing human: A psychological theory of anthropomorphism. Talk given at Northwestern-University of Chicago Graduate Student Conference, Northwestern University, Evanston, IL.
2008	When I need a human: Effectance motivation as a determinant of anthropomorphism. Poster presented at Society for Personality and Social Psychology annual conference, Albuquerque, NM.
2008	Social connection and seeing human. Poster presented at Association for Psychological Science annual conference, Chicago, IL.
2008	Seeing human to simplify the environment. Talk given at Midwestern Psychological Association annual conference, Chicago, IL.

Adam Waytz	6 September 2013
2008	The motivational determinants of seeing human. Talk given at Society for Experimental Social Psychology annual conference, Sacramento, CA.
2009	Social connection and seeing human. Talk given at Society for Personality and Social Psychology annual meeting (Graduate Student Outstanding Research Award symposium), Tampa, FL.
2009	The motivation to see human. Talk given at Midwestern Psychological Association annual conference, Chicago, IL.
2009	Affiliation enables antipathy: Identifying an ironic determinant of dehumanization. Talk given at Society for Experimental Social Psychology annual conference, Portland, ME.
2009	Perceived intentionality and the prediction of streaks. Talk given at Society for Judgment and Decision Making annual conference, Boston, MA.
2010	Making sense by making sentient: Effectance motivation increases anthropomorphism. Talk given at Society for Experimental Social Psychology annual conference, Minneapolis, MN.
2010	Making sense by making sentient: Neural and behavioral evidence for preferential anthropomorphism of unpredictable agents. Poster presented at Social and Affective Neursocience Society annual conference, Chicago, IL.
2011	Social connection enables dehumanization. Talk given at Society for Personality and Social Psychology annual conference, San Antonio, TX.
2011	The human side of nature. Talk given at European Association of Social Psychology annual conference, Stockholm, Sweden.
2011	Social thinking is for prosocial doing: Neuroimaging studies of altruistic behavior. Talk given at Decisions Neuroscience annual conference, Philadelphia, PA.
2011	The group-member mind tradeoff. Talk given at Society for Experimental Social Psychology annual conference, Washington, DC.
2011	Zero sum social cognition. Talk given at Society for Personality and Social Psychology annual conference, San Diego, CA.
2012	Social connection and seeing human. Talk given at Midwestern Psychological Association annual conference, Chicago, IL.
2012	Mind matters. Talk given at American Psychological Association annual conference, Orlando, FL.

Adam Waytz	6 September 2013
2012	Zero-sum morality. Talk given at Society for Experimental Social Psychology annual conference, Austin, TX.
2013	Aversion to playing God: A key principle underlying decisions about morality, science, and technology. Talk given at Society for Personality and Social Psychology annual conference, New Orleans, LA.
2013	The outgroup effectance hypothesis. Talk given at Society for Experimental Social Psychology annual conference, New Orleans, LA.
2013	The lesser minds problem. Talk given at Dehumanization in Conflict meeting. Massachusetts Institute of Technology, Cambridge, MA.
2013	Understanding rituals: Rituals' effects on high-pressure performance, coping, luck, and consumption. Discussant at symposium at Academy of Management annual conference, Orlando, FL.
2013	Placebic altruism. Talk to be given at the Science of Philanthropy Initiative annual conference, Chicago, IL.
2014	Botsourcing and outsourcing. Talk to be given at Society for Personality and Social Psychology annual conference, Austin, TX.
SYMPOSIA	CHAIRED
2008	Noble savages and savage nobles: Psychological insights into the processes of humanization and dehumanization. Society for Experimental Social Psychology annual conference, Sacramento, CA.
2009	Ouch! Pain as social cognition. Society for Experimental Social Psychology annual conference, Portland, ME.
2010	The meaning of life: How everyday people answer the ultimate question. Society for Experimental Social Psychology annual conference, Minneapolis, MN.
2012	Mind Perception Pre-conference (with Kurt Gray). Society for Personality and Social Psychology, San Diego, CA.
2012	The personal benefits of prosocial behavior (with Juliana Schroeder). Association for Psychological Science, Chicago, IL.
INVITED TALKS	
2008	Northwestern University psychology department. Evanston, IL.
2008 2009	New York University psychology department. New York, NY. University of Illinois Urbana-Champaign psychology department. Urbana,
2007	IL.
2009	University of California-Berkeley, Haas Business School. Berkeley, CA. 7

Adam Waytz 6 September 2013 2009 Harvard University psychology department. Cambridge, MA. 2009 Princeton University psychology department. Princeton, NJ. 2009 Dartmouth University psychology department. Hanover, NH. 2010 University of North Carolina – Chapel Hill psychology department. Chapel Hill, NC. Northeastern University psychology department. Boston, MA. 2010 McGill University psychology department. Montreal, QC. 2010 2011 Northwestern University, Kellogg School of Management. Evanston, IL. 2011 The New School psychology department, New York, NY. 2011 Brown University psychology department, Providence, RI. 2011 Duke University, Fugua School of Business, Durham, NC. 2011 Northwestern University psychology department. Evanston, IL. 2011 University of Illinois Chicago psychology department. Chicago, IL. 2013 Stanford University, Graduate School of Business, Palo Alto, CA. 2013 William and Mitchell Law School, St. Paul, MN. 2013 Claremont Graduate University psychology department, Claremont, CA. 2013 Columbia Business School, New York, NY Carnegie Mellon University social and decision sciences department, 2013 Pittsburgh, PA

SERVICE

2014

Evaluator – Student posters for American Psychological Association conference

Evaluator – Data Blitz presentations for Society of Personality and Social

Union College psychology department, Schnechtady, NY

Psychology conference

Evaluator - Grad Student Travel Award for Society of Personality and Social

Psychology conference

Evaluator – submissions for Academy of Management conference

Ad-hoc reviewer – Journal of Personality and Social Psychology

Ad-hoc reviewer – Journal of Experimental Social Psychology

Ad-hoc reviewer – Journal of the Academy of Marketing Science

Ad-hoc reviewer – Human Computer Interaction

Ad-hoc reviewer – Social Psychology and Personality Science

Ad-hoc reviewer - Basic and Applied Social Psychology

Ad-hoc reviewer – Society and Animals

Ad-hoc reviewer – Medical Decision Making

Ad-hoc reviewer – Evolution and Human Behavior

Ad-hoc reviewer – Cognition and Emotion

Ad-hoc reviewer – Review of Philosophy and Psychology

Ad-hoc reviewer – European Journal of Social Psychology

Ad-hoc reviewer – British Journal of Social Psychology

Ad-hoc reviewer – Cognitive, Affective, and Behavioral Neuroscience

Ad-hoc reviewer – Journal of Human-Robot Interaction

Ad-hoc reviewer – Perspectives on Psychological Science

Ad-hoc reviewer – Psychology of Religion and Spirituality

Ad-hoc reviewer – Psychological Science

Ad-hoc reviewer - Psychological Review

Ad-hoc reviewer – Psychological Bulletin

Ad-hoc reviewer – Personality and Social Psychology Bulletin

Ad-hoc reviewer – Social Psychology

Ad-hoc reviewer – Journal of Consumer Research

Ad-hoc reviewer – Journal of Experimental Psychology: General

Ad-hoc reviewer – Journal of Cognitive Neuroscience

Ad-hoc reviewer – Cognition

Ad-hoc reviewer – Organizational Behavior and Human Decision Processes

MEMBERSHIP IN PROFESSIONAL ORGANIZATIONS

American Psychology Association (APA)

American Psychological Society (APS)

Midwestern Psychological Association (MPA)

Society for Personality and Social Psychology (SPSP)

Society of Judgment and Decision Making (SJDM)

Academy of Management (AOM)