

JOSHUA M. ACKERMAN

CURRICULUM VITAE

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ACADEMIC POSITIONS

University of Michigan

Associate Professor of Psychology, 2017 – present
Assistant Professor of Psychology, 2014 – 2017
Faculty Associate, Research Center for Group Dynamics, ISR

MIT Sloan School of Management

Associate Professor of Marketing, 2014
Class of 1957 Career Development Professor, 2011 – 2014
Assistant Professor of Marketing, 2009 – 2014

Yale University

Post-doctoral Associate, 2007 – 2009

EDUCATION

Arizona State University

Ph.D. Social Psychology, 2007
M.A. Social Psychology, 2003

Duke University

B.A. Psychology/Biological Anthropology, 1998

RESEARCH INTERESTS

Social Psychology	Evolutionary Psychology	Self-Control
Nonconscious Processes	Motivation & Emotion	Social Cognition

HONORS, AWARDS, FELLOWSHIPS

- UM Office of Research Grant: \$15,000 (2017)
- Grounding the Behavioral Immune System in Mental and Physiological Processes, *National Science Foundation*, PI, Total award: \$380,000 (2012-2017)
- MIT Junior Faculty Research Assistance Program, Total award: \$73,000 (2011, 2012)
- Graduate Student Poster Award – 1st place, *Society for Personality and Social Psychology*
- Graduate Fellowship and Graduate Academic Scholarship, *Arizona State University*

PUBLICATIONS¹

1. Ackerman, J. M., Mortensen, C. R., & Tybur, J. M. (in press). Infectious disease and imperfections of self-image. *Psychological Science*.
2. Huang, J. Y., Ackerman, J. M., & Newman, G. E. (in press). Catching (up with) magical contagion: A review of contagion effects in consumer contexts. *Journal of the Association for Consumer Research*.
3. Bellezza, S., & Ackerman, J. M., Gino, F. (in press). “Be careless with that!” Availability of product upgrades increases cavalier behavior toward possessions. *Journal of Marketing Research*.
4. Wang, I. M., Michalak, N. M., & Ackerman, J. M. (in press). Threat of infectious disease. *The SAGE Handbook of Personality and Individual Differences*.
5. Ackerman, J. M. (in press). Disease avoidance hypothesis. In T.K. Shackelford & V.A. Weekes-Shackelford (Eds.), *Encyclopedia of Evolutionary Psychological Science*. Springer.
6. Wang, I. M., Michalak, N. M., & Ackerman, J. M. (in press). Life history strategies. In T.K. Shackelford & V.A. Weekes-Shackelford (Eds.), *Encyclopedia of Evolutionary Psychological Science*. Springer.
7. Huang, J. Y., Ackerman, J. M., & Sedlovskaya, A. (2017). (De)contaminating product preferences: A multi-method investigation into pathogen threat’s influence on used product preferences. *Journal of Experimental Social Psychology*, 70, 143-152.
8. Ackerman, J. M., Maner, J. K., & Carpenter, S. M. (2016). Going all-in: Unfavorable sex ratios attenuate choice diversification. *Psychological Science*, 27, 799-809.
9. Ackerman, J. M. (2015). Implications of haptic experience for product and environmental design. In R. Batra, D. Brei, and C. Seifert (Eds.), *The Psychology of Design: Creating Consumer Desire* (pp. 3-25). New York: Routledge.
10. Maner, J. K., & Ackerman, J. M. (2015). Sexually selective cognition. *Current Opinion in Psychology*, 1, 52-56.
11. Griskevicius, V., Redden, J. P., & Ackerman, J. M. (2014). The fundamental motives for why we buy. In S. Preston, M. Kringselbach, and B. Knutson (Eds), *Interdisciplinary Science of Consumption* (pp. 33-58). Cambridge, MA: MIT Press.
12. Griskevicius, V., Haselton, M. G., & Ackerman, J. M. (2014). Evolution and close relationships. In Jeffrey A. Simpson and John Dovidio (Eds.), *APA Handbook of Personality and Social Psychology: Vol. 3. Interpersonal Relations* (pp. 3-32). Washington, DC: American Psychological Association.

¹ Underlined names reflect co-authors who were students during research and/or publication phases.

13. Earp, B. D., Dill, B., Harris, J., Ackerman, J. M., & Bargh, J. A. (2013). No sign of quitting: Incidental exposure to no-smoking signs ironically boosts cigarette-approach tendencies in smokers. *Journal of Applied Social Psychology*, *43*, 2158-2162.
14. Huang, J. Y., Ackerman, J. M., & Bargh, J. A. (2013). Superman to the rescue: Simulating physical invulnerability attenuates exclusion-related interpersonal biases. *Journal of Experimental Social Psychology*, *49*, 349-354.
15. Griskevicius, V., Ackerman, J. M., Cantú, S. M., Delton, A. W., Robertson, T. E., Simpson, J. A., Thompson, M. E., & Tybur, J. M. (2013). When the economy falters do people spend or save? Responses to resource scarcity depend on childhood environments. *Psychological Science*, *24*, 197-205.
16. Maner, J. K., & Ackerman, J. M. (2013). Love is a battlefield: Romantic attraction, intrasexual competition, and conflict between the sexes. In J. A. Simpson and L. Campbell (Eds.), *Oxford Handbook of Close Relationships* (pp. 137-160). Oxford University Press.
17. Griskevicius, V., Tybur, J. M., Ackerman, J. M., Delton, A. W., Robertson, T. E., & White, A. E. (2012). The financial consequences of too many men: Sex ratio effects on saving, borrowing, and spending. *Journal of Personality and Social Psychology*, *102*, 69-80. [lead article: IRGP section]
18. Reimann, M., Feye, W., Malter, A. J., Ackerman, J. M., Castaño, R., Garg, N., et al. (2012). Embodiment in judgment and choice. *Journal of Neuroscience, Psychology, and Economics*, *5*, 104-123.
19. Ackerman, J. M., Huang, J. Y., & Bargh, J. A. (2012). Evolutionary perspectives on social cognition. In S. T. Fiske & C. N. Macrae (Eds.), *The Handbook of Social Cognition* (pp. 451-473). Thousand Oaks, CA: Sage.
20. Williams, L., & Ackerman, J. (December 15, 2011). Please touch the merchandise. *Harvard Business Review* (HBR.org).
http://blogs.hbr.org/cs/2011/12/please_touch_the_merchandise.html
21. Huang, J. Y., Sedlovskaya, A., Ackerman, J. M., & Bargh, J. A. (2011). Immunizing against prejudice: Effects of disease protection on outgroup attitudes. *Psychological Science*, *22*, 1550-1556.
22. Becker, D. V., Mortensen, C. R., Ackerman, J. M., Shapiro, J. R., Anderson, U. S., Sasaki, T., Maner, J. K., Neuberg, S. L., & Kenrick, D. T. (2011). Signal detection on the battlefield: Priming self-protection vs. revenge-mindedness differentially modulates the detection of enemies and allies. *PLoS ONE*, *6*, e23929.
23. Ackerman, J. M., Griskevicius, V., & Li, N. P. (2011). Let's get serious: Communicating commitment in romantic relationships. *Journal of Personality and Social Psychology*, *100*, 1079-1094.

24. Griskevicius, V., Ackerman, J. M., Van den Bergh, B., & Li, Y. J. (2011). Fundamental motives and business decisions. In G. Saad (Ed.), *Evolutionary Psychology in the Business Sciences* (pp. 17-40). Springer.
25. Griskevicius, V., Ackerman, J. M., & Redden, J. (2011). Why we buy: Evolution, marketing and consumer behavior (pp. 311-329). In S. C. Roberts (Ed.), *Applied Evolutionary Psychology*. Oxford University Press.
26. Park, J. H., & Ackerman, J. M. (2011). Passion and compassion: Psychology of kin relations within and beyond the family. In C. Salmon and T. Shackelford (Eds.), *Oxford Handbook of Evolutionary Family Psychology* (pp. 329-344). Oxford University Press.
27. Ackerman, J. M., Nocera, C. C., & Bargh, J. A. (2010). Incidental haptic sensations influence social judgments and decisions. *Science*, *328*, 1712-1715.
28. Anderson, U. S., Perea, E. F., Becker, D. V., Ackerman, J. M., Shapiro, J. R., Neuberg, S. L., & Kenrick, D. T. (2010). I only have eyes for you: Ovulation redirects attention (but not memory) to attractive men. *Journal of Experimental Social Psychology*, *46*, 804-808.
29. Bargh, J. A., Williams, L. E., Huang, J. Y., Song, H., & Ackerman, J. M. (2010). From the physical to the psychological: Mundane physical experiences influence social judgment and interpersonal behavior. *Behavioral and Brain Sciences*, *33*, 267-268.
30. Ackerman, J. M., & Bargh, J. A. (2010). The purpose-driven life. *Perspectives on Psychological Science*, *5*, 323-326.
31. Ackerman, J. M., & Bargh, J. A. (2010). Two to tango: Automatic social coordination and the role of felt effort. In B. J. Bruya (Ed.), *Effortless Attention: A New Perspective in the Cognitive Science of Attention and Action* (pp. 335-371). Cambridge: MIT Press.
32. Mortensen, C. R., Becker, D. V., Ackerman, J. M., Neuberg, S. L., & Kenrick, D. T. (2010). Infection breeds reticence: The effects of disease salience on self-perceptions of personality and behavioral avoidance tendencies. *Psychological Science*, *21*, 440-447.
33. Becker, D. V., Neuberg, S. L., Maner, J. K., Shapiro, J. R., Ackerman, J. M., Schaller, M., & Kenrick, D. T. (2010). More memory bang for the attentional buck: Self-protection goals enhance encoding efficiency for potentially threatening males. *Social Psychological and Personality Science*, *1*, 182-189.
34. Ackerman, J. M., Shapiro, J. R., & Maner, J. K. (2009). When is it good to believe bad things? *Behavioral and Brain Sciences*, *32*, 510-511.
35. Ackerman, J. M., & Kenrick, D. T. (2009). Cooperative courtship: Helping friends raise and raze relationship barriers. *Personality and Social Psychology Bulletin*, *35*, 1285-1300.

36. ²Shapiro, J. R., Ackerman, J. M., Neuberg, S. L., Maner, J. K., Becker, D. V., & Kenrick, D. T. (2009). Following in the wake of anger: When not discriminating is discriminating. *Personality and Social Psychology Bulletin*, *35*, 1356-1367.
37. Ackerman, J. M., Goldstein, N. J., Shapiro, J. R., & Bargh, J. A. (2009). You wear me out: The vicarious depletion of self-control. *Psychological Science*, *20*, 326-332.
38. Ackerman, J. M., Becker, D. V., Mortensen, C. R., Sasaki, T., Neuberg, S. L., & Kenrick, D. T. (2009). A pox on the mind: Disjunction of attention and memory in processing physical disfigurement. *Journal of Experimental Social Psychology*, *45*, 478-485.
39. Ackerman, J. M., & Kenrick, D. T. (2009). Selfishness and sex or cooperativeness and family values? *Behavioral and Brain Sciences*, *32*, 21.
40. Ackerman, J. M., & Kenrick, D. T. (2008). The costs of benefits: Help-refusals highlight key trade-offs of social life. *Personality and Social Psychology Review*, *12*, 118-140.
41. Ackerman, J. M., Kenrick, D. T., & Schaller, M. (2007). Is friendship akin to kinship? *Evolution & Human Behavior*, *28*, 365-374.
42. ²Ackerman, J. M., Shapiro, J. R., Neuberg, S. L., Kenrick, D. T., Becker, D. V., Griskevicius, V., Maner, J. K., & Schaller, M. (2006). They all look the same to me (unless they're angry): From out-group homogeneity to out-group heterogeneity. *Psychological Science*, *17*, 836-840.
43. Ackerman, J., Barrett, D. W., Killeen, P. R., Maner, J. K., Rennaker, R., Sitomer, M. T., & Sundie, J. (2003). Oughts from is's [Review of the book Grounded ethics: The empirical bases of normative judgments]. *Behavior and Philosophy*, *31*, 195-201.
44. Kenrick, D. T., Ackerman, J. M., & Ledlow, S. (2003). Evolutionary social psychology: Adaptive predispositions and human culture. In J. DeLamater (Ed.), *Handbook of social psychology* (pp. 103-122). New York: Kluwer Academic/Plenum Publishers.
45. Kenrick, D. T., Ledlow, S., & Ackerman, J. M. (2003). Mate choice. In J. Ponzetti, et al., (Eds.) *International Encyclopedia of Marriage & Family Relationships*, 2nd edition. New York: Macmillan Reference USA.
46. Taylor, K. L., Shelby, R. A., Schwartz, M. D., Ackerman, J., LaSalle, V. H., Gelmann, E. P., & McGuire, C. (2002). The impact of item order on ratings of cancer risk perception. *Cancer Epidemiology Biomarkers & Prevention*, *11*, 654-659.

² The first two authors contributed equally to this work.

MANUSCRIPTS IN REVISION OR UNDER REVIEW

1. Ackerman, J. M. *Persuasion by proxy: Effects of vicarious self-control use on persuasion resistance*. Under review.
2. Ackerman, J. M., Hill, S. E., & Murray, D. *The behavioral immune system: Current concerns and future directions*. Under review.
3. Makhanova, A., Plant, A. E., Eckel, L. A., Nikonova, L., Ackerman, J. M., & Maner, J. K. *The psychology of disease avoidance: Physiological and situational antecedents of implicit social bias*. Under review.
4. Wang, I. M., & Ackerman, J. M. *The infectiousness of crowds: Crowding experiences are amplified by pathogen threats*. In revision.
5. Prokosch, M., Ackerman, J. M., & Hill, S. E. *Caution in the time of cholera: Disease threats decrease risk tolerance*. In revision.
6. Tal, A., Grinstein, A., Kleijnen, M., Ackerman, J. M., & Wansink, B. *Pound per pound: Do heavy burdens make heavy people?* In revision.
7. Yoo, J., Kim, W., & Ackerman, J. M. *The impact of social recommendation on assortment-driven choice difficulty*. In revision.
8. Li, Y. J., Ackerman, J. M., Griskevicius, V., White, A. E., Neuberg, S. L., & Kenrick, D. T. *How concern about infectious disease alters food preferences*. In revision.

WORKING PAPERS AND CONTINUING PROJECTS

1. Ackerman, J. M., Tybur, J. M., & Mortensen, C. R. *Do infectious diseases make us (believe we are) worse people?*
2. Kronrod, A., & Ackerman, J. M. *Self-touch promotes attitude extremity via increased self-focus*.
3. Kronrod, A., & Ackerman, J. M. *The dependency of inference-making in social interaction on embodied states*.
4. Michalak, N. & Ackerman, J. M. *Mental representations of infected people*.

CONFERENCE PRESENTATIONS & SYMPOSIA

1. Ackerman, J. M., Maner, J. K., & Carpenter, S. M. (2017, January). *Going All-In: Unfavorable Sex Ratios Attenuate Choice Diversification*. Poster presented at the Annual Meeting of the Society of Personality and Social Psychology, San Antonio, TX.

2. Lin, Y., Forche, K., Grier, E., Reyes, A., & Ackerman, J. (2017, January). *Vicarious self-control use and persuasion susceptibility*. Poster presented at the Annual Meeting of the Society of Personality and Social Psychology, San Antonio, TX.
3. Ackerman, J. M., Maner, J. K., & Carpenter, S. M. (2016, June). *Going all-in: Unfavorable sex ratios attenuate choice diversification*. Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Vancouver, BC.
4. Ackerman, J.M., & Prokosch, M. (2016, January). *Psychological mechanisms for managing the risk of infectious disease*. Symposium chaired at the Annual Meeting of the Society of Personality and Social Psychology, San Diego, CA.
5. Ackerman, J. M. (2015, October). *Persuasion by proxy: Vicarious self-control use increases decision compliance*. Paper presented at the Annual Meeting of the Association for Consumer Research, New Orleans, LA.
6. Ackerman, J. M., Mortensen, C., & Tybur, J. (2015, September). *Infectious disease and imperfections of the self*. Paper presented at the Annual Meeting of the Society for Experimental Social Psychology, Denver, CO.
7. Ackerman, J.M. (2015, September). *Psychological mechanisms for managing the risk of infectious disease*. Symposium chaired at the Annual Meeting of the Society for Experimental Social Psychology, Denver, CO.
8. Ackerman, J. M. (2015, April). *How the threat of disease influences consumption*. Presentation at the Interdisciplinary Science of Consumption Meeting, Ann Arbor, MI.
9. Ackerman, J., Mortensen, C., & Tybur, J. (2015, February). *Contagious disease and imperfections of the self*. Paper presented at the Annual Meeting of the Society of Personality and Social Psychology, Long Beach, CA.
10. Ackerman, J. (2014, June). *Implications of haptic experience for product and environmental design*. Paper presented at the Advertising and Consumer Psychology Conference: The Psychology of Design, Ann Arbor, MI.
11. Ackerman, J., Li, Y. J., White, A. E., Neuberg, S. L., & Kenrick, D. T. (2014, May). *Gut decisions: Disease concerns bias food consumption preferences*. Poster presented at the Annual Meeting of the Association for Psychological Science, San Francisco, CA.
12. Bellezza, S., & Ackerman, J. (2014, March). *"Be careless with that!" Upgrade availability increases cavalier cognition toward owned products*, Paper presented at the Annual Meeting of the Society for Consumer Psychology, Miami, FL.
13. Griskevicius, V., Ackerman, J. M., Cantú, S. M., Simpson, J. A., Delton, A. W., Robertson, T. E., Thompson, M. E., & Tybur, J. M. (2013, July). *When the economy falters do people spend or save? Responses to resource scarcity depend on childhood environments*, Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Miami, FL.

14. Ackerman, J., Mortensen, C., & Tybur, J. (2013, March). *Contagious disease and imperfections of the self*. Paper presented at the Annual Meeting of the Society for Consumer Psychology, San Antonio, TX.
15. Griskevicius, V., Ackerman, J., & White, A. (2013, March). *The financial consequences of too many men: Sex ratio effects on spending, saving, and borrowing*. Paper presented at the Annual Meeting of the Society for Consumer Psychology, San Antonio, TX.
16. Ackerman, J., & Griskevicius, V. (2012, October). *Putting your eggs in one basket: Sex ratio effects on bet-hedging*. Paper presented at the Annual Meeting of the Association for Consumer Research, Vancouver, BC.
17. Stein, R., Ackerman, J., & Bargh, J. (2012, October). *Rebels without a clue: Nonconscious motivation for autonomy preservation moderates social decision biases*. Paper presented at the Annual Meeting of the Association for Consumer Research, Vancouver, BC.
18. Griskevicius, V., Ackerman, J., Wang Y., & White, A. (2012, October). *Mo' men, mo' problems: Sex ratio, impulsive spending, and conspicuous consumption*. Paper presented at the Annual Meeting of the Association for Consumer Research, Vancouver, BC.
19. Ackerman, J. M., Griskevicius, V., Cantú, S. M., Simpson, J. A., Delton, A. W., Robertson, T. E., Thompson, M. E., & Tybur, J. M. (2012, June). *Contingent expression of fast and slow life history strategies*. Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Albuquerque, NM.
20. Ackerman, J. M. (2012, January). *Let's get serious: Communicating commitment in romantic relationship formation*. Paper presented at the Annual Meeting of the Society of Personality and Social Psychology, San Diego, CA.
21. Ackerman, J. M. (2011, October). *Embodiment in consumer judgment and decision-making: behavioral, psychological, and neural Perspectives*. Invited Roundtable Session at the Annual Meeting of the Association for Consumer Research, St. Louis, MO.
22. Griskevicius, V., & Ackerman, J. M. (2011, October). *Sex ratio and the financial consequences of too many men*. Paper presented at the Annual Meeting of the Association for Consumer Research, St. Louis, MO.
23. Griskevicius, V., & Ackerman, J. M. (2011, October). *Economic recessions release the inner child*. Paper presented at the Annual Meeting of the Association for Consumer Research, St. Louis, MO.
24. Kronrod, A., & Ackerman, J. M. (2011, October). *My hands are tied – my lips are sealed: prevented embodiment limits communicational cooperativeness*. Paper presented at the Annual Meeting of the Association for Consumer Research, St. Louis, MO.

25. Ackerman, J. M. (2011, June). *Effects of emotional expression on memory for the unemotional*. Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Marseilles, France.
26. Ackerman, J. M. (2011, May). *Touch as a scaffold for the mind*. Invited presentation at the Annual Meeting of the Association for Psychological Science, Washington DC.
27. Li, Y. J., & Ackerman, J. (2011, February). *You eat what you are: Disease concerns and food origin preferences*. Paper presented at the Annual Meeting of the Society for Consumer Psychology, Atlanta, GA.
28. Ackerman, J. M. (2011, January). *Building a social mind from the ground up*. Invited presentation at the Annual Meeting of the Society of Personality and Social Psychology, San Antonio, TX.
29. Ackerman, J. M. (2011, January). *Vicarious self-control depletion: One's success begets another's failure*. Paper presented at the Annual Meeting of the Society of Personality and Social Psychology, San Antonio, TX.
30. Ackerman, J. M., Nocera, C. C., & Bargh, J. A. (2010, November). *The magic touch: Nonconscious haptic influences on impressions and decisions*. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, St. Louis, MO.
31. Ackerman, J. (2010, October). *Lead us not into temptation: Depletion does not require individual self-control use*. Paper presented at the Annual Meeting of the Association for Consumer Research, Jacksonville, FL.
32. Ackerman, J., Nocera, C., & Bargh, J. (2010, October). *Haptic experiences: A touching story of impression formation and decision-making*. Paper presented at the Annual Meeting of the Association for Consumer Research, Jacksonville, FL.
33. Huang, J., Ackerman, J., & Bargh, J. (2010, October). *Evolutionary goal scaffolding: Building social motives on a physical foundation*. Paper presented at the Annual Meeting of the Association for Consumer Research, Jacksonville, FL.
34. Ackerman, J. M., Griskevicius, V., & Li, N. (2010, June). *Let's get serious: Communicating commitment in romantic relationship formation*. Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Eugene, OR.
35. Ackerman, J. M. (2010, May). *The mating game is a team sport*. Paper presented at the Annual Meeting of the Association for Psychological Science, Boston, MA.
36. Ackerman, J. M. (2010, February). *Mental simulation and the vicarious experience of self-control*. Paper presented at the Annual Meeting of the Society for Consumer Psychology, St. Pete Beach, FL.

37. Ackerman, J. (2010, February). *Feeling it: Haptic priming effects in impression formation*. Poster presented at the Annual Meeting of the Society for Consumer Psychology, St. Pete Beach, FL.
38. Ackerman, J. M., Griskevicius, V., & Li, N. (2009, November). *Let's get serious: Communicating commitment in romantic relationship formation*. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Boston, MA.
39. Ackerman, J. M., Nocera, C. C., & Bargh, J. A. (February, 2009). *Feeling it: Haptic priming effects in impression formation*. Poster presented at the Annual Meeting of the Society of Personality and Social Psychology, Tampa, FL.
40. Kenrick, D. T., Ackerman, J., & Becker, D. V. (February, 2009). *Do cognitive biases favor men or women?* Paper presented at the Annual Meeting of the Society for Personality & Social Psychology, Tampa, FL.
41. Ackerman, J. M. (2008, August). *The mating game is a team sport*. Paper presented at the Annual Meeting of the American Psychological Association, Boston, MA.
42. Mortensen, C., Becker, V., Ackerman, J., Neuberg, S., Kenrick, D. (2008, June). *Magnetic personalities: Ostracism and disease concerns produce attractive and repulsive, functionally biased first impressions*. Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Kyoto, Japan.
43. Ackerman, J. M., Shapiro, J. R., Becker, D. V., Neuberg, S.L., & Kenrick, D. T. (2008, January). *An evolutionary perspective on intergroup threat detection*. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
44. Ackerman, J. M., Shapiro, J. R., Kenrick, D. T., & Neuberg, S. L. (2007, June). *Making faces erases races: The effects of emotional expression on memory for group members*. Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Williamsburg, VA.
45. Ackerman, J. M., Shapiro, J. R., Neuberg, S. L., & Kenrick, D. T. (2007, January). *When do they and when do we all look the same to me? Understanding heterogeneity and homogeneity effects*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology, Memphis, TN.
*** Received Society for Personality and Social Psychology 1st place Poster Award.**
46. Ackerman, J.M., Shapiro, J.R., Neuberg, S.L., Kenrick, D.T., Becker, D.V., Griskevicius, V., Maner, J.K., & Schaller, M. (2006, June). *They all look the same to me (unless they're angry): From out-group homogeneity to out-group heterogeneity*. Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Philadelphia, PA.
47. Ackerman, J.M., Shapiro, J.R., Neuberg, S.L., Kenrick, D.T., Becker, D.V., & Griskevicius, V. (2006, January). *They all look the same to me unless they're angry*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology, Palm Springs, CA.

48. Ackerman, J.M. (2005, November). *They all look the same to me (unless they're angry): From out-group homogeneity to out-group heterogeneity*. Paper presented at the Annual Meeting of the Society of Southeastern Social Psychologists, Atlantic Beach, FL.
49. Ackerman, J. M., & Kenrick, D. T. (2005, June). *Cooperative courtship: Facilitating flirtation with friends*. Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Austin, TX.
50. Ackerman, J. M., Shapiro, J. R., Becker, D. V., Hofer, B., Neuberg, S. L., & Kenrick, D. T. (2005, January). *Safety or romance? The asymmetry of fundamental motivations on memory for faces*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology, New Orleans, LA.
51. Ackerman, J. M., Ledlow, S., & Kenrick, D. T. (2004, January). *Friends are family, friends are strangers: Social cognition in social relationships*. Society for Personality and Social Psychology special poster session. Austin, TX.
52. Ackerman, J. M. (2003, May). *Self-serving biases and closer relationships*. Paper presented at the Annual Meeting of the Western Psychological Association. Vancouver, BC, Canada.
53. Butner, J., Becker, V., Maner, J., Ackerman, J., Kenrick, D. (2002, June). *Variation and reaction time as measures of judgment stability*. Poster presented at the Annual Meeting of the Human Behavior and Evolution Society. New Brunswick, NJ.
54. Ackerman, J. (2002, April). *Kinship and interdependence in individualism and collectivism*. Western Psychological Association symposium. Irvine, CA.
55. Ackerman, J., Ledlow, S., Kenrick, D. T., & Keefe, R. C. (2001, June). *Teaching evolution in the social sciences*. Poster presented at the Annual Meeting of the Human Behavior and Evolution Society, London, UK.

INVITED TALKS

- 2016 Kyoto University
- 2016 University of California, Berkeley
- 2014 University of Waterloo
- 2014 Columbia University
- 2013 Duke University
- 2013 University of Michigan
- 2013 University of Colorado-Boulder
- 2012 Harvard Business School
- 2011 Tilburg University
- 2011 New York University
- 2011 Tufts University
- 2010 University of Minnesota

2010 Harvard University
2010 Northeast Marketing Conference
2010 UCLA
2010 MIT
2009 Yale University
2009 University of Chicago
2008 University of Michigan
2008 University of Miami
2008 Yale University

TEACHING

- Culture & Evolution, undergraduate (Michigan, 2016)
- Evolutionary Social Psychology, undergraduate (Michigan, 2015, 2016, 2017)
- Evolutionary Psychology, graduate (Michigan, 2016, 2017)
- Advanced Social Psychology, PhD (Michigan, 2014)
- Consumer Behavior, MBA (MIT, 2010, 2012, 2013, 2014)
- Seminar on Consumer Behavior, PhD (MIT, 2010, 2012, 2014)
- Applied Seminar in Experimental Research, PhD (MIT, 2013, 2014)
- Introduction to Social Psychology, undergraduate (ASU, 2003)
- Research Methods, undergraduate (ASU, 2002, 2003)

PROFESSIONAL SERVICE

Editorial Board:

Journal of Personality and Social Psychology, 2014-present
Journal of Experimental Social Psychology, 2012-present

Grant Reviewer:

National Science Foundation

Ad hoc Reviewer:

Basic and Applied Social Psychology
Current Directions in Psychological Science
Emotion
European Journal of Social Psychology
European Psychologist
Evolution and Human Behavior
Evolutionary Psychology
Group Dynamics: Theory, Research, and Practice
Health Psychology
Human Nature
Journal of Consumer Psychology
Journal of Consumer Research

Journal of Experimental Psychology: General
Journal of Experimental Social Psychology
Journal of Personality and Social Psychology
Personality and Individual Differences
Psychological Review
Psychological Science
Personality and Social Psychology Bulletin
Personality and Social Psychology Review
Proceedings of the National Academy of Sciences
Research in Consumer Behavior
Social Psychological and Personality Science

Conference Reviewer:

Association for Consumer Research
Society for Consumer Psychology

Professional Society Service:

Mentor. Graduate student mentor lunch, SPSP conference, 2017
Instructor. SPSP Summer Institute in Social and Personality Psychology, 2015
Co-chair. Interdisciplinary Science of Consumption Meeting, 2015
Expert Curator. Association for Consumer Research Conference (Embodied Cognition; Sensory Marketing and Perception), 2013

Professional Memberships:

Association for Consumer Research (ACR)
American Psychological Association (APA)
Association for Psychological Science (APS)
Society for Consumer Psychology (SCP)
Society for Experimental Social Psychology (SESP)
Society for Personality and Social Psychology (SPSP)

SELECTED MEDIA COVERAGE

Associated Press, New York Times, Washington Post, Wall Street Journal, Chicago Tribune, USA Today, Boston Globe, Guardian, Telegraph, Globe and Mail, National Public Radio, CTV, ABC News, Fox News, MSNBC.com, CNBC.com, MSN Money, Time, Money, National Geographic, Wired Magazine, Discovery News, Scientific American, U.S. News & World Report, Forbes.com, Science Daily, Science Magazine, Huffington Post, Men's Fitness, AARP, Psychology Today