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POSITIONS

Professor of Psychology, **Princeton University**

July 1st, 2012 – present

Department of Psychology

Associated faculty member of the Princeton Neuroscience Institute

Affiliated faculty member of the Woodrow Wilson School

Associate Chair of the Department of Psychology, **Princeton University**

July 1st, 2017 – present

President-Elect, President, and Past President of the Social and Affective Neuroscience Society (SAN):

July 1st, 2013 – June 30th, 2016

Visiting Professor, **Radboud University, the Netherlands**

January 1st, 2012 – December 31st, 2013

Behavioral Science Institute

Visiting Scholar, Institute for Advanced Studies, **University of Bologna, Italy**

June 1st, 2012 – June 30th, 2012

Associate Professor of Psychology and Public Affairs, **Princeton University**

July 1st, 2009 – June 30th, 2012

Department of Psychology

Woodrow Wilson School

Visiting Scholar, **Russell Sage Foundation**, New York City

September 1st, 2010 – June 30th, 2011

Assistant Professor of Psychology and Public Affairs, **Princeton University**

July 1, 2002 – June 30, 2009

Department of Psychology

Woodrow Wilson School

EDUCATION

New York University, New York

Department of Psychology, Ph.D., May 2002

New School for Social Research, New York

Department of Psychology, Research M.A., May 1998

Oxford University, Oxford, UK

Department of Experimental Psychology, Visiting Researcher, Fall 1995-Spring 1996

Sofia University "St. Kliment Ohridski," Sofia, Bulgaria

Department of Psychology, B.A., June 1994

AWARDS

Andrew W. Mellon Fund for Faculty Innovation (2016). The Princeton University Art Museum.

Guggenheim Fellowship (2010). John Simon Guggenheim Memorial Foundation.

Russell Sage Visiting Scholar Fellowship (2010/2011). Russell Sage Foundation.

SAGE Young Scholar Award (2008). Foundation for Personality and Social Psychology.

Stuart Cook Award for Excellence in Social-Personality Research (2001). Department of Psychology. New York University.

Best Student Paper Award of the 2000 Student Paper Competition of the American Association for Public Opinion Research (AAPOR). Portland, Oregon, May 2000.
Paper Title: "The accessibility and applicability of knowledge: Predicting context effects in national surveys."

PUBLICATIONS

— Books —

Todorov, A. (2017). *Face Value: The Irresistible Influence of First Impressions*. Princeton and Oxford: Princeton University Press.

Todorov, A., Fiske, S. T., & Prentice, D. (Eds.). (2011). *Social Neuroscience: Toward Understanding the Underpinnings of the Social Mind*. Oxford University Press.

— 2018 —

Abir, Y., Sklar, A., Dotsch, R. R., Todorov, A., & Hassin, R. (2018). The determinants of consciousness of human faces. *Nature Human Behavior*, 2, 194-199; doi: 10.1038/s41562-017-0266-3.

Agüera y Arcas, B., Todorov, A., & Mitchell, M. (2018). Do algorithms reveal sexual orientation or just expose our stereotypes? *Medium*. Available at <https://medium.com/@blaisea/do-algorithms-reveal-sexual-orientation-or-just-expose-our-stereotypes-d998fafdf477>

- Atias, D., Todorov, A., Liraz, S., Eidinger, A., Dror, I., Maymon, Y., & Aviezer, H. (2018). Loud and unclear: Intense real-life vocalizations during affective situations are perceptually ambiguous and contextually malleable. *Journal of Experimental Psychology: General*. Published online before print on December 28, doi: 10.1037/xge0000535.
- FeldmanHall, O., Dunsmoor, J., Tompary, A., Hunter, L. E., Todorov, A., & Phelps, E. A. (2018). Stimulus generalization as a mechanism for learning to trust. *Proceedings of the National Academy of Sciences of the USA*, 115 (7), E1690-E1697.
- Mattarozzi, K., Colonnello, V., Russo, P. M., & Todorov, A. (2018). Person information facilitates memory for face identity. *Psychological Research*. Published online before print on June 15, doi: 10.1007/s00426-018-1037-0.
- Oh, D., Buck, E. A., & Todorov, A. (2018). Revealing hidden gender biases in competence impressions from faces. *Psychological Science*. Published online before print on December 7, doi: 10.1177/0956797618813092.
- Olivola, C. Y., Tingley, D., & Todorov, A. (2018). Republican voters prefer candidates who have conservative-looking faces: New evidence from exit polls. *Political Psychology*, 39, 1157-1171.
- Todorov, A. (2018). Flexible updating of beliefs in order to forgive. *News and Views, Nature Human Behavior*, 2, 722-723.
- Todorov, A. (2018). Can we read a person's character from facial images? *Scientific American*. Available at <https://blogs.scientificamerican.com/observations/can-we-read-a-persons-character-from-facial-images/>
- Verosky, S. C., Porter, J., Martinez, J. E., & Todorov, A. (2018). Robust effects of affective person learning on evaluation of faces. *Journal of Personality and Social Psychology*, 114, 516-528.
- Wang, S., Falvello, V., Porter, J., Said, C. P., & Todorov, A. (2018). Behavioral and neural adaptation in approach behavior. *Journal of Cognitive Neuroscience*, 30, 885-897.

— 2017 —

- Agüera y Arcas, B., Mitchell, M., & Todorov, A. (2017). Physiognomy's new clothes. *Medium*. Available at <https://medium.com/@blaisea/physiognomys-new-clothes-f2d4b59fdd6a>
- Brinkman, L., Todorov, A., & Dotsch, R. (2017). Visualising mental representations: A primer on noise-based reverse correlation in social psychology. *European Review of Social Psychology*, 28, 333-361.

- Funk, F., Walker, M., & Todorov, A. (2017). Modelling perceptions of criminality and remorse from faces using a data-driven computational approach. *Cognition and Emotion*, *31*, 1431-1443.
- Kurosu, A., & Todorov, A. (2017). The shape of novel objects contributes to shared impressions. *Journal of Vision*, *17*(13): 14, 1–20.
- Mattarozzi, K., Colonnello, V., Gioia, F. De, & Todorov, A. (2017). I care, even after the first impression: Facial appearance-based evaluations in healthcare context. *Social Science & Medicine*, *182*, 68-72.
- Olivola, C. Y., & Todorov, A. (2017). The biasing effects of appearances go beyond physical attractiveness and mating motives. *Behavioral and Brain Sciences*, *40*. doi:10.1017/S0140525X16000595.
- Sofer, C., Dotsch, R., Oikawa, M., Oikawa, H., Wigboldus, D. H. J., & Todorov, A. (2017). For your local eyes only: Culture-specific face typicality influences perceptions of trustworthiness. *Perception*, *46*, 914-928.
- 2016 —
- Adolphs, R., Nummenmaa, L., Todorov, A., & Haxby, J. V. (2016). Data-driven approaches in the investigation of social perception. *Phil. Trans. R. Soc. B*, *371*, 20150367; doi: 10.1098/rstb.2015.0367.
- Dotsch, R., Hassin, R. R., & Todorov, A. (2016). Statistical learning shapes face evaluation. *Nature Human Behavior*, *1*, 0001, 1-6; doi: 10.1038/s41562-016-0001.
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- Ferrari, C., Vecchi, T., Todorov, A., & Cattaneo, Z. (2016). Interfering with activity in the dorsomedial prefrontal cortex via TMS affects social impressions updating. *Cognitive, Affective, & Behavioral Neuroscience*, *16*, 626-634.
- Man, V., Ames, D. L., Todorov, A., & Cunningham, W. A. (2016). Amygdala tuning toward self and other. In J. D. Greene, I. Morrison, & M. E. P. Seligman (Eds.), *Positive Neuroscience*. Oxford University Press.
- Martinez, L., Falvello, V. B., Aviezer, H., & Todorov, A. (2016). Contributions of facial expressions and body language to the rapid perception of dynamic emotions. *Cognition and Emotion*, *5*, 939-952.

Mende-Siedlecki, P. & Todorov, A. (2016). Neural dissociations between meaningful and mere inconsistency in impression updating. *Social, Cognitive, & Affective Neuroscience*, 11, 1489-1500.

Toscano, H., Schubert, T. W., Dotsch, R., Falvello, V., & Todorov, A. (2016). Physical strength as a cue to dominance: A data-driven approach. *Personality and Social Psychology Bulletin*, 42, 1603-1616.

Trémeau, F., Antonius, D., Todorov, A., Rebani, Y., Ferrari, K. et al. (2016). What can the study of first impressions tell us about attitudinal ambivalence and paranoia in schizophrenia? *Psychiatry Research*, 238, 86-92.

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Ames, D. L., Honey, C. J., Chow, M., Todorov, A., & Hasson, U. (2015). Contextual alignment of cognitive and neural dynamics. *Journal of Cognitive Neuroscience*, 27, 655-664.

Dunham, Y., Stepanova, E. V., Dotsch, R., Todorov, A. (2015). The development of race-based perceptual categorization: Skin color dominates early category judgments. *Developmental Science*, 18, 469-483.

Falvello, V. B., Vinson, M., Ferrari, C., & Todorov, A. (2015). The robustness of learning about the trustworthiness of other people. *Social Cognition*, 33, 368-386.

Hillel, A., Messinger, D. S., Zangvil, S., Mattson, W. I., Gangi, D. N., & Todorov, A. (2015). Thrill of victory or agony of defeat? Perceivers fail to utilize information in facial movements. *Emotion*, 15, 791-797.

Mattarozzi, K., Todorov, A., & Codispoti, M. (2015). Memory for faces: The effect of facial appearance and the context in which the face is encountered. *Psychological Research*, 79, 308-317.

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Petrican, R., Todorov, A., Burris, C. T., Rosenbaum, R. S., & Grady, S. (2015). The look that binds: Partner-directed altruistic motivation and biased perception in married couples. *Journal of Nonverbal Behavior*, 39, 165-179.

- Sofer, C., Dotsch, R., Wigboldus, D. H. J., & Todorov, A. (2015). What is typical is good: The influence of face typicality on perceived trustworthiness. *Psychological Science, 26*, 39-47.
- Todorov, A., Funk, F., & Olivola, C. Y. (2015). Response to Bonnefon *et al.*: Limited 'kernels of truth' in facial inferences. *Trends in Cognitive Sciences, 19*, 422-423.
- Todorov, A., Olivola, C. Y., Dotsch, R., & Mende-Siedlecki, P. (2015). Social attributions from faces: Determinants, consequences, accuracy, and functional significance. *Annual Review of Psychology, 66*, 519-545.
- Trémeau, F., Antonius, D., Todorov, A., Rebani, Y., Ferrari, K. et al. (2015). Implicit emotion perception in schizophrenia. *Journal of Psychiatric Research, 71*, 112-119.

— 2014 —

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- Hansen, K., Gerbasi, M., Todorov, A., Kruse, E., & Pronin, E. (2014). Claiming objectivity after knowingly using a biased strategy. *Personality and Social Psychology Bulletin, 40*, 691-699.
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- McAleer, P., Todorov, A., & Belin, P. (2014). How do you say "Hello"? Personality impressions from brief novel voices. *PLoS ONE 9*(3): e90779. doi: 10.1371/journal.pone.0090779.
- Mende-Siedlecki, P., & Todorov, A. (2014). The role of the amygdala in face processing. In M. Gazzaniga & G. R. Mangun (Eds.), *The Cognitive Neurosciences V* (pp. 767-776). Cambridge, MA: MIT Press.
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- Todorov, A., & Porter, J. (2014). Misleading first impressions: Different for different images of the same person. *Psychological Science, 25*, 1404-1417.

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- Funk, F., & Todorov, A. (2013). Criminal stereotypes in the courtroom: Facial tattoos affect guilt and punishment differently. *Psychology, Public Policy, and Law*, *19*, 466-478.
- Mende-Siedlecki, P., Baron, S. G., & Todorov, A. (2013). Diagnostic value underlies asymmetric updating of impressions in the morality and ability domains. *Journal of Neuroscience*, *33*, 19406-19415.
- Mende-Siedlecki, P., Cai, Y., & Todorov, A. (2013). The neural dynamics of updating person impressions. *Social, Cognitive, & Affective Neuroscience*, *8*, 623-631.
- Mende-Siedlecki, P., Said, C. P., & Todorov, A. (2013). The social evaluation of faces: A meta-analysis of functional neuroimaging studies. *Social, Cognitive, & Affective Neuroscience*, *8*, 285-299.
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- Todorov, A., & Mende-Siedlecki, P. M. (2013). The cognitive and neural basis of impression formation. In K. Ochsner & S. Kosslyn (Eds.), *The Oxford Handbook of Cognitive Neuroscience*, Vol. 2 (pp. 188-203). New York: Oxford University Press.
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- Dotsch, R., & Todorov, A. (2012). Reverse correlating social face perception. *Social Psychological and Personality Science*, 3, 562-571.
- Morewedge, C. K., & Todorov, A. (2012). The least likely act: Overweighting atypical past behavior in behavioral predictions. *Social Psychological and Personality Science*, 3, 760-766.
- North, M. S., Todorov, A., Osherson, D. N. (2012). Accuracy of inferring self- and other-preferences from spontaneous facial expressions. *Journal of Nonverbal Behavior*, 36, 227-233.
- Olivola, C. Y., Sussman, A. B., Tsetsos, K., Kang, O. E., & Todorov, A. (2012). Republicans prefer Republican-looking leaders: Political facial stereotypes predict candidate electoral success among right-leaning voters. *Social Psychological and Personality Science*, 3, 605-613.
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- Masip, D., Todorov, A., & Marca, J. V. (2012). The role of facial regions in evaluating social dimensions. In A. Fusiello, V. Murino, & R. Cucchiara (Eds.), *Computer Vision – ECCV 2102. Workshops and Demonstrations* (pp. 210-219). Springer Berlin Heidelberg.
- Stewart, L. H., Ajina, S., Getov, S., Bahrami, B., Todorov, A., & Rees, G. (2012). Unconscious evaluation of faces on social dimensions. *Journal of Experimental Psychology: General*, 141, 715-727.
- Todorov, A. (2012). The role of the amygdala in face perception and evaluation. *Motivation & Emotion*, 36, 16-26.
- Todorov, A. (2012). The social perception of faces. In S. T. Fiske & C. N. Macrae (Eds.), *The SAGE Handbook of Social Cognition* (pp. 96-114). SAGE Publications.

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- Baron, S. G., Gobbini, M. I., Engell, A. D., & Todorov, A. (2011). Amygdala and dorsomedial prefrontal cortex responses to appearance-based and behavior-based person impressions. *Social, Cognitive, & Affective Neuroscience*, *6*, 572-581.
- Borjon, J. I., Shepherd, S. V., Todorov, A., & Ghazanfar, A. A. (2011). Eye-gaze and arrow cues influence elementary sound perception. *Proceedings of the Royal Society, B*, *278*, 1997-2004.
- McGraw, P. A., Todorov, A., & Kunreuther, H. (2011). A policy maker's dilemma: Preventing terrorism or preventing blame. *Organizational Behavior and Human Decision Processes*, *115*, 25-34.
- Rojas, Q. M., Masip, D., Todorov, A., & Vitrià, J. (2011). Automatic prediction of facial trait judgments: Appearance vs. structural models. *PLoS ONE* *6*(8): e23323. doi: 10.1371/journal.pone.0023323.
- Said, C. P., Haxby, J. V., & Todorov, A. (2011). Brain systems for assessing the affective value of faces. *Philosophical Transactions of the Royal Society, B*, *336*, 1660-1670.
- Said, C. P., & Todorov, A. (2011). A statistical model of facial attractiveness. *Psychological Science*, *22*, 1183-1190.
- Todorov, A. (2011). Evaluating faces on social dimensions. In A. Todorov, S. T. Fiske, & D. Prentice (Eds.), *Social Neuroscience: Toward Understanding the Underpinnings of the Social Mind* (pp. 54-76). Oxford University Press.
- Todorov, A., Dotsch, R., Wigboldus, D., & Said, C. P. (2011). Data-driven methods for modeling social perception. *Social and Personality Psychology Compass*, *5*, 775-791.
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- Todorov, A., Said, C. P., Oosterhof, N. N., & Engell, A. D. (2011). Task-invariant brain responses to the social value of faces. *Journal of Cognitive Neuroscience*, *23*, 2766-2781.
- Todorov, A., Said, C. P., & Verosky, S. C. (2011). Personality impressions from facial appearance. In A. Calder, J. V. Haxby, M. Johnson, & G. Rhodes (Eds.), *Handbook of Face Perception* (pp. 631-652). Oxford University Press.

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- McGraw, P. A., Shafir, E., & Todorov, A. (2010). Valuing money and things: Why a \$20 item can be worth more and less than \$20. *Management Science, 56*, 816-830.
- North, M. S., Todorov, A., Osherson, D. N. (2010). Inferring the preferences of others from spontaneous, low-emotional facial expressions. *Journal of Experimental Social Psychology, 46*, 1109-1113.
- Olivola, C. Y., & Todorov, A. (2010). Elected in 100 milliseconds: Appearance-based trait inferences and voting. *Journal of Nonverbal Behavior, 34*, 83-110.
- Olivola, C. Y., & Todorov, A. (2010). Fooled by first impressions? Re-examining the diagnostic value of appearance-based inferences. *Journal of Experimental Social Psychology, 46*, 315-324.
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- Verosky, S. C., & Todorov, A. (2010). Generalization of affective learning about faces to perceptually similar faces. *Psychological Science, 21*, 779-785.
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— 2009 —

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- Todorov, A. (2008). Evaluating faces on trustworthiness: An extension of systems for recognition of emotions signaling approach/ avoidance behaviors. In A.

Kingstone & M. Miller (Eds.), *The Year in Cognitive Neuroscience 2008, Annals of the New York Academy of Sciences*, 1124, 208-224.

Todorov, A., Baron, S., & Oosterhof, N. N. (2008). Evaluating face trustworthiness: A model based approach. *Social, Cognitive, & Affective Neuroscience*, 3, 119-127.

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Todorov, A., & Engell, A. (2008). The role of the amygdala in implicit evaluation of emotionally neutral faces. *Social, Cognitive, & Affective Neuroscience*, 3, 303-312.

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— 2006 & 2005 —

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- Hasson, U., Simmons, J. P., & Todorov, A. (2005). Believe it or not: On the possibility of suspending belief. *Psychological Science, 16*, 566-571.
- Todorov, A., Mandisodza, A. N., Goren, A., & Hall, C. C. (2005). Inferences of competence from faces predict election outcomes. *Science, 308*, 1623-1626.
- Uleman, J. S., Blader, S., & Todorov, A. (2005). Implicit impressions. In R. Hassin, J. S. Uleman, & J. A. Bargh (Eds.), *The New Unconscious* (pp. 362-392). New York: Oxford University Press.

— 2004 & 2003 —

- Darley, J. & Todorov, A. (2004). Psychologists seek the unexpected not the negative to provoke innovative theory construction. *Behavioral and Brain Sciences, 27*, 331-332.
- Todorov, A., & Mandisodza, A. N. (2004). Public opinion on foreign policy: The multilateral public that perceives itself as unilateral. *Public Opinion Quarterly, 68*, 323-348.
- Todorov, A., & Uleman, J. S. (2004). The person reference process in spontaneous trait inferences. *Journal of Personality and Social Psychology, 87*, 482-493.
- Todorov, A. (2003). Cognitive procedures for correcting proxy-response biases in surveys. *Applied Cognitive Psychology, 17*, 215-224.
- Todorov, A. & Uleman, J. S. (2003). The efficiency of binding spontaneous trait inferences to actors' faces. *Journal of Experimental Social Psychology, 39*, 549-562.

— 2002 & 2001 —

- Todorov, A. & Uleman, J. S. (2002). Spontaneous trait inferences are bound to actors' faces: Evidence from a false recognition paradigm. *Journal of Personality and Social Psychology, 83*, 1051-1065.
- Todorov, A. (2002). Communication effects on memory and judgment. *European Journal of Social Psychology, 32*, 531-546.
- Todorov, A. & Bargh, J. A. (2002). Automatic sources of aggression. *Aggression and Violent Behavior, 7*, 53-68.

Todorov, A., Chaiken, S., & Henderson, M. D. (2002). The heuristic-systematic model of social information processing. In J. P. Dillard & M. Pfau (Eds.), *The Persuasion Handbook: Developments in Theory and Practice* (pp. 195-211). SAGE.

— 2000 & before —

Todorov, A. (2000). The accessibility and applicability of knowledge: Predicting context effects in national surveys. *Public Opinion Quarterly*, 64, 429-451.

Todorov, A. (2000). Context effects in national health surveys: Effects of preceding questions on reporting serious difficulty seeing and legal blindness. *Public Opinion Quarterly*, 64, 65-76.

Todorov, A. & Kirchner, C. (2000). Bias in proxies' reports of disability: Data from the National Health Interview Survey on Disability. *American Journal of Public Health*, 90, 1248-1253.

Todorov, A., Lalljee, M., & Hirst, W. (2000). Communication context, explanation and social judgment. *European Journal of Social Psychology*, 30, 199-209.

Todorov, A. (1997). Another look at reasoning experiments: Rationality, normative models and conversational factors. *Journal for the Theory of Social Behaviour*, 27, 387-417.

GRANT SUPPORT

Princeton University Council on Science and Technology: Optimizing Engineering Designs for Aesthetics. June 2018 – May 2019. Co-PI with Sigrid Adriaenssens.

Princeton Neuroscience Institute, PNI Innovation Award: Data-driven Computational Models for Visualization of Neural Representations. August 2015 – July 2017.

US – Israel Binational Science Foundation BSF 2013417: From Statistical Learning to Social Face Preferences. September 2014 – August 2018. Co-PI with Ran Hassin.

John Templeton Foundation: The Neural Basis of Selfish and Selfless Social Goals. October 2010 – September 2012. Co-PI with William Cunningham.

National Science Foundation NSF 0823749: Neural Systems for Face Evaluation. September 2008 – September 2011.

National Science Foundation NSF 0446846: Neural Mechanisms of Binding Trait Inferences to Faces. June 2005 – June 2008.

INVITED TALKS

Princeton Club of Oregon, Portland, OR, October 26, 2018

University of Copenhagen, Art History Seminar on Faces, Copenhagen, Denmark, October 2, 2018

The Old Guard of Princeton, Princeton, NJ, September 19, 2018
Johnson & Johnson, Scientific Seminar Series, Skillman, NJ, May 22, 2018
The Seminary Co-op Book Store, Chicago, April 26, 2018
The University of Chicago Booth School of Business, Chicago, April 25, 2018
New Jersey Society of Plastic Surgeons, New Brunswick, NJ, April 21, 2018
The United States Military Academy at West Point, Psi Chi Induction Ceremony, West Point, NY, April 16, 2018
Women in Leadership Conference, Princeton, NJ, April 12, 2018
G10 Festival, Westerkerk, Amsterdam, The Netherlands, April 7, 2018
Athenaeum Roeterseiland Book Store, Amsterdam, The Netherlands, April 5, 2018
The Royal Institution, London, the UK, April 3, 2018
University of Western Australia, Keynote talk, Person Perception Workshop, Perth, Australia, March 24, 2018
Princeton 55 Plus Club, Princeton, NJ, March 15, 2018
Tucson Festival of Books, Tucson, Arizona, March 9 & 10, 2018
The Present Day Club, Princeton, NJ, February 21, 2018
The Princeton Club of the Carolina Triangle, Raleigh, NC, February 10, 2018
The Nassau Club, Princeton, NJ, January 31, 2018
Yale University, Current Works Colloquium, New Haven, January 26, 2018
The Princeton Club of New York, New York City, January 16, 2018
Princeton Class Leadership Conference, Princeton, NJ, January 12, 2018
Emory University, Workshop on trust and deception, November 17, 2017
Ohio State University, Social Psychology Colloquium, October 19, 2017
Jissen Women's University, Tokyo, Japan, August 29, 2017
Talks at Google, Google, New York City, August 11, 2017
Treasury Executive Institute, Washington, DC, June 20, 2017
Rubin Museum of Art, an event with Ellen Burstyn, New York City, June 7, 2017
How to: Academy, London, the UK, June 1, 2017
Hay Festival of Literature and the Arts, Wales, the UK, May 30, 2017
Princeton Public Library, Princeton, NJ, May 9, 2017
Rutgers University, Cognitive Science Colloquium, Newark, NJ, April 5, 2017
El Mercurio, Santiago, Chile, April 12, 2017
Puerto de Ideas Science Festival, Antofagasta, Chile, April 8, 2017
Institute for Visual Intelligence, New York City, February 4, 2017
Experimental Psychology Society, London, the UK, January 5, 2017
Roger Williams University, Student Academic Showcase and Honors Keynote Address, Bristol, RI, April 19, 2016
University of California, Berkeley, Haas School of Business, Berkeley, March 29, 2016
University of Chicago, Department of Psychology, Chicago, October 8, 2015
University of Bologna, School of Neurology, Bologna, Italy, June 11, 2015

University of Bologna, Perception and Decision-Making Workshop, Faenza, Italy, June 10, 2015

Attention and Performance XXVI Meeting, Tuusula, Finland, May 17, 2015

Hebrew University, Cognitive Science Colloquium, Jerusalem, March 19, 2015

Israel Institute for Advanced Studies and the Israel Science Foundation, Jerusalem, March 16, 2015

NYU, Cognitive Psychology Colloquium, New York City, February 19, 2015

UPENN, Cognitive Neuroscience Colloquium, Philadelphia, January 26, 2015

SAGE Center for the Study of the Mind, University of California, Santa Barbara, November 7, 2014

Friedrich Schiller University, DFG Research Unit Person Perception Workshop, Jena, Germany, October 10, 2014

Carnegie Mellon University, Center for Behavioral and Decision Research Seminar, Pittsburgh, PA, February 20, 2014

Summer Institute in Cognitive Neuroscience, Lake Tahoe, California, July 8, 2013

Princeton University, Psychology Graduate Alumni Symposium, April 6, 2013

Central European University, Cognitive Science Colloquium, Budapest, March 20, 2013

University of Texas at Dallas, School of Behavioral and Brain Sciences Colloquium, December 7, 2012

National Institute for Physiological Sciences International Symposium: Face Perception and Recognition, Okazaki, Japan, November 2, 2012

Keynote address, The Fourth IEEE International Conference on Social Computing, Amsterdam, the Netherlands, September 4, 2012

Institute for Advanced Studies, University of Bologna, Italy, June 12, 2012

Brandeis University, Department of Psychology Colloquium, March 8, 2012

John Hopkins University, Department of Psychology Colloquium, March 2, 2012

Alpine Brain Imaging Meeting, Switzerland, January 11, 2012

Latin American Chapter of the Society for Social Neuroscience, First meeting, Buenos Aires, Argentina, December 20, 2011

The Society for Social Neuroscience, Annual Meeting, Washington, DC, November 11, 2011

Yale University, Robert Crowder Memorial Colloquium, November 9, 2011

Utrecht University, Conference on Opportunities and Challenges in Social Neuroscience, March 22, 2011

New York University, Social Psychology Research Seminar, February 15, 2011

Radboud University, Face Perception and Attention Symposium, Nijmegen, the Netherlands, January 17, 2011

Russell Sage Foundation, Cultural Conflict and Immigration Working Group Meeting, December 3, 2010.

Columbia University, Department of Psychology Colloquium, September 29, 2010

Keynote address, European Social Cognition Network, Transfer of Knowledge conference, Gothenburg, Sweden, August 27, 2010
National Institute of Neurological Disorders and Stroke, Cognitive Neuroscience Section, Washington, DC, May 7, 2010
Brown University, Cognitive Science Colloquium, April 5, 2010
University of Glasgow, UK, Symposium on Social Interaction, Department of Psychology, March 12, 2010
Keynote address and Jos Jaspars Memorial Lecture, Dutch Society for Social Psychology, Nijmegen, the Netherlands, December 11, 2009
University of Maryland, College Park, Cognitive Science Colloquium, October 22, 2009
University of Bologna, Italy, Cognition and Motivation Workshop, September 14, 2009
Columbia University, Samuel Sutton Cognitive Neuroscience Colloquium, June 2, 2009
New School for Social Research, Graduate Faculty, Psychology Colloquium, April 22, 2009
Lehigh University, Psychology Colloquium, March 20, 2009
Rutgers University, New Brunswick, Social Psychology Research Seminar, March 6, 2009
City University of New York, Cognitive Science Colloquium, January 20, 2009
Carnegie Mellon University, Department of Social and Decision Sciences, December 11, 2008
University of Aberdeen, UK, Psychology Colloquium, November 20, 2008
Harvard University, Kennedy School of Government, Center for Management and Leadership, November 3, 2008
Cornell University, Psychology Colloquium, October 17, 2008
University of Chicago, Graduate School of Business, Center for Decision Research, October 13, 2008
University College London, UK, The Wellcome Trust Centre for Neuroimaging, Brain Meeting Series, October 3, 2008
Dartmouth College, Psychology Colloquium, May 16, 2008
Ohio University, Psychology Colloquium, May 9, 2008
Ohio State University, Social Psychology Colloquium, May 8, 2008
Princeton University, Center for the Study of Democratic Politics, November 29, 2007
Yale University, Social Psychology Research Seminar, October 29, 2007
Foundation for the Advancement of Behavioral and Brain Sciences, Science Café, Washington, DC, October 24, 2007
Harvard University, Social Psychology Research Seminar, October 16, 2007
University of Massachusetts, Amherst, Social Psychology Colloquium, October 5, 2007
University of Nijmegen, The Netherlands, Psychology Colloquium, March 19, 2007
Rutgers University, Newark, Psychology Colloquium, November 17, 2006
Yale University, Social and Cognitive Psychology Joint Research Seminar, April 17, 2006

Gettysburg College, Psychology and Political Science Colloquium, March 29, 2006
California Institute of Technology, Social Science Division, January 25, 2006.
University of Pennsylvania, Wharton Business School, January 9, 2006.
Princeton University, Princeton Environmental Institute, November 22, 2005.
New York University, Social Neuroscience Series, October 21, 2005.
University of Bielefeld, Germany, Psychology Colloquium, June 15, 2005.
University of Amsterdam, Netherlands, Social Psychology Research Seminar, April 19, 2005.
Utrecht University, Netherlands, Psychology Colloquium, April 14, 2005.
Harvard University, Social and Affective Neuroscience Series, March 4, 2005.
University of Chicago, Political Psychology Workshop, February 9, 2005.
Columbia University, Social Psychology Research Seminar, November 8, 2004.
New England Social Psychological Association, University of Connecticut, September 18, 2004.
Hebrew University, Israel, Department of Psychology, December 18, 2003.
Cornell University, Behavioral Economics and Decision Research, December 2, 2003.
Bennington College, Social Science Colloquium, October 13, 2003.

PAPER PRESENTATIONS

- Todorov, A. (2018). *Face value: The irresistible influence of first impressions*. Paper presented at the annual convention of the American Psychological Association, San Francisco, CA, August 12.
- Todorov, A. (2018). *Modeling visual impressions of faces*. Paper presented at the 40th ISMS Marketing Science Conference, Philadelphia, PA, June 14.
- Dotsch, R., Hassin, R., & Todorov, A. (2017). *Statistical learning shapes face evaluation*. Paper presented at the 18th general meeting of the European Association of Social Psychology, Granada, Spain, July 5.
- Schubert, T., Toscano, H., Dotsch, R., Falvello, V., & Todorov, A. (2017). *Physical Strength as a Cue to Dominance: A Data-Driven Approach*. Paper presented at the 18th general meeting of the European Association of Social Psychology, Granada, Spain, July 8.
- Todorov, A. (2017). *Determinants of impressions of trustworthiness from faces*. Paper presented at the 18th general meeting of the European Association of Social Psychology, Granada, Spain, July 4.
- Todorov, A. (2017). *Mapping the social space of the face*. Paper presented at the annual meeting of the Social and Affective Neuroscience Society, Los Angeles, CA, March 17.

- Dotsch, R., Hassin, R., & Todorov, A. (2016). *Statistical learning shapes social face perception*. Paper presented at the annual meeting of the Society of Experimental Social Psychology, Santa Monica, CA, September 29.
- Hassin, R., Abir, Y., Dotsch, R., & Todorov, A. (2016). *How faces emerge from the unconscious: Data driven methods for probing selection for consciousness*. Paper presented at the annual meeting of the Society of Experimental Social Psychology, Santa Monica, CA, September 29.
- Olivola, C., & Todorov, A. (2016). *Much ado about not much: Reconsidering the validity of facial stereotypes*. Paper presented at the annual meeting of the Society of Experimental Social Psychology, Santa Monica, CA, September 29.
- Verosky, S., & Todorov, A. (2016). *Learning about others shapes evaluation of novel faces*. Paper presented at the annual meeting of the Society of Experimental Social Psychology, Santa Monica, CA, September 29.
- Todorov, A. (2016). *The influence of first impressions on decisions*. Paper presented at the workshop Personality, Party Leaders, & Election Campaigns. St. John's, Newfoundland, Canada, October 14.
- Todorov, A. (2014). *Reflections on faces*. Paper presented at the meeting of the European Association for Social Psychology, Amsterdam, the Netherlands, July 9.
- Todorov, A., & Dotsch, R. (2014). *How statistical learning shapes social perception of faces*. Paper presented at the Social Cognition Preconference of the European Association for Social Psychology, Amsterdam, the Netherlands, July 8.
- Cunningham, W., & Todorov, A. (2013). *Neural basis of selfish and selfless social goals*. Paper presented at the Positive Neuroscience Retreat, Montchanin Village, DE, June 4.
- Todorov, A., Dotsch, R., & Hassin, R. (2013). *From statistical learning to social perception of faces*. Paper presented at the Social Cognition Preconference of the 14th annual meeting of the Society of Personality and Social Psychology, New Orleans, LA, January 17.
- Dotsch, R., Wigboldus, D., van Knippenberg, A., & Todorov, A. (2012). *Biased social categorization of faces*. Paper presented at the 13th annual meeting of the Society of Personality and Social Psychology, San Diego, CA, January 26-28.
- Todorov, A., & Olivola, C. (2011). *Effects of Appearance-Based Heuristics on Political Choices*. Paper presented at the annual meeting of the Society of Experimental Social Psychology, Washington, DC, October 13-15.
- Dotsch, R., & Todorov, A. (2011). *What makes an outgroup face trustworthy?* Paper presented at the annual meeting of the Society of Experimental Social Psychology, Washington, DC, October 13-15.
- Oosterhof, N. N., Todorov, A., Said, C. P., & Engell, A. D. (2011). *Neural correlates of face evaluation on social dimensions*. Paper presented at the Welsh Institute for Cognitive Neuroscience Biennial Conference, Deganwy, U.K.

- Todorov, A., Said, C. P., & Oosterhof, N. N. (2010). *The functional basis of evaluation of faces on social dimensions*. Paper presented at the 11th annual meeting of the Society of Personality and Social Psychology, Las Vegas, NV, January 28-30.
- Olivola, C.Y., Eastwick, P.W., Finkel, E., Hortaçu, A., Ariely, D., & Todorov, A. (2010). *Appearance-based first impressions of the "Big Two" impact political preferences and mate choice: Evidence from real elections, online matchmaking, and speed-dating*. Paper presented at the "Big Two" Content Dimensions in Social Cognition and Behaviour Expert Meeting. Neuendettelsau, Germany.
- Olivola, C.Y., Eastwick, P.W., Finkel, E., Hortaçu, A., Ariely, D., & Todorov, A. (2009). *Fooled by first impressions: Re-considering the validity of appearance-based trait inferences*. Paper presented at the 10th annual meeting of the Society for Personality and Social Psychology. Tampa, FL.
- Todorov, A. (2009). *Evaluating faces on social dimensions*. Paper presented at the annual meeting of the Society of Experimental Social Psychology, Portland, ME, October 16-17.
- Said, C. P., Moore, C., Todorov, A., Haxby J.,V., & Norman, K. (2009). *Noncategorical multivariate representations of dynamic facial expressions in the STS*. Paper presented at the 39th annual meeting of Society for Neuroscience.
- Said, C. P., Moore, C. D., Engell, A. D., Todorov, A., & Haxby, J. V. (2008). *Nonmonotonic relationship between psychological distance and neural distance during perception of facial expressions*. Paper presented at the 38th annual meeting of the Society for Neuroscience. Washington D.C., November 17th.
- Todorov, A. (2009). *Evaluating faces on social dimensions*. Paper presented at the 21st annual convention of the Association for Psychological Science, San Francisco, CA, May 22-25.
- Todorov, A., & Hall, C. C. (2008). *Shallow cues with deep effects: Effects of facial appearance on election outcomes*. Paper presented at the annual meeting of the Society of Experimental Social Psychology, Sacramento, CA, October 24-25.
- Todorov, A., Oosterhof, N. N., Said, C., & Engell, A. (2008). *The neural basis of face evaluation*. Paper presented at the meeting of the Social and Affective Neuroscience Society, Boston, MA, June 6-8.
- Todorov, A., (2008). *The functional basis of face evaluation*. Paper presented at the European expert meeting: Social neuroscience approach to social cognition. Gent, Belgium, May 22-24.
- Hall, C. C., Goren, A., & Todorov, A. (2008). *Trait inferences from faces and voting decisions*. Paper presented at the 9th annual meeting of the Society of Personality and Social Psychology, Albuquerque, NM, February 7-9.
- Todorov, A. (2008). *Decisions from faces*. Paper presented at the Judgment and Decision Making pre-conference of the 9th annual meeting of the Society of Personality and Social Psychology, Albuquerque, NM, February 6.

- Todorov, A. (2008). *The functional basis of face evaluation*. Paper presented at the 9th annual meeting of the Society of Personality and Social Psychology, Albuquerque, NM, February 7-9.
- Olivola, C.Y., Todorov, A., Hortaçu, A., & Ariely, D. (2008). *How do first impressions impact success in Internet dating?* Paper presented at the 4th International Conference on Technology, Knowledge and Society. Northeastern University, Boston, MA, January 18.
- Said, C., Baron, S., & Todorov, A. (2007). *Amygdala responds to untrustworthy faces more than trustworthy faces in low pass spatial frequency images but not high pass spatial frequency images*. Paper presented at the annual meeting of the Society for Neuroscience, San Diego, CA, November 3.
- Todorov, A. (2007). *Predicting political elections from rapid and unreflective face judgments*. Paper presented at the annual meeting of the American Political Science Association, Chicago, August 30.
- Todorov, A. (2007). *Mapping the social space of the face*. Paper presented at the Social Neuroscience Conference, Dartmouth College, Minary Center, NH, August 10.
- Todorov, A. (2007). *Recognizing trustworthiness in faces without recognizing faces*. Paper presented at the Social Cognition pre-conference of the 8th annual meeting of the Society of Personality and Social Psychology, Memphis, TN, January 25.
- Todorov, A., Pakrashi, M., & Engell, A. (2007). *Judging trustworthiness from faces*. Paper presented at the 8th annual meeting of the Society of Personality and Social Psychology, Memphis, TN, January 25- 27.
- Olivola, C. Y., & Todorov, A. (2007). *A picture is worth thousand inferences: First impression and mate selection in internet and speed dating*. Paper presented at the 8th annual meeting of the Society of Personality and Social Psychology, Memphis, TN, January 25-27.
- Todorov, A. (2006). *The social nature of faces: Automatic tracking of trustworthiness*. Paper presented at the annual meeting of the Society of Experimental Social Psychology, Philadelphia, PA, October 13-14.
- Todorov, A. (2006). *Accessing prior spontaneous trait inferences in person representations*. Paper presented at the 7th annual meeting of the Society of Personality and Social Psychology, Palm Springs, CA, January 26-28.
- Hall, C. A., & Todorov, A. (2005). *The irresistible influence of useless knowledge*. Paper presented at the annual conference of the Society for Judgment and Decision Making, Toronto, Canada, November 11-14.
- McGraw, P. A., Shafir, E., & Todorov, A. (2005). *Trouble with the gamble as decision-metaphor (or how an air-purifier is not like \$300)*. Paper presented at the annual conference of the Society for Judgment and Decision Making, Toronto, Canada, November 11-14.

- McGraw, P. A., Todorov, A., & Kunreuther, H. (2005). *Determinants of decisions to prevent terrorist acts: Anticipated blame or perceived risks*. Paper presented at the annual conference of the Society for Judgment and Decision Making, Toronto, Canada, November 11-14.
- Todorov, A. (2005). *The downstream consequences of spontaneous trait inferences*. Paper presented at the 14th general meeting of the European Association of Experimental Social Psychology, Wurzburg, Germany, July 19-23.
- Todorov, A. (2005). *Misperceptions of public opinion and support for unilateral foreign policies*. Paper presented at the annual meeting of the American Association for Advancement of Science, Washington, DC, February 18.
- Todorov, A. (2005). *Spontaneous retrieval of affective person knowledge in face perception*. Paper presented at the Social Cognitive Neuroscience pre-conference of the 6th annual meeting of the Society of Personality and Social Psychology, New Orleans, LA, January 21.
- Todorov, A., & Goren, A. (2005). *Psychological distance, probability, and preferences*. Paper presented at the 6th annual meeting of the Society of Personality and Social Psychology, New Orleans, LA, January 20-22.
- Todorov, A. (2004). *Pluralistic ignorance, legitimacy, and support for unilateral military policies*. Paper presented at the conference: War and Peace: Social Psychology Approaches to Armed Conflicts and Humanitarian Issues, Geneva, Switzerland, September 9-11.
- Todorov, A., Evans, K., Gobbini, M. Ida, & Haxby, J. V. (2004). *Neural mechanisms of person perception: Spontaneous retrieval of prior evaluative inferences*. Paper presented at the 16th annual convention of the American Psychological Society, Chicago, IL, May 27-30.
- Todorov, A., & Mandisodza, A. (2004). *Misperceptions of public opinion on foreign policy and their consequences for support of specific policy decisions*. Paper presented at the 59th annual conference of the American Association for Public Opinion Research, Phoenix, Arizona, May 13-16.
- Todorov, A. (2003). *The automaticity of binding spontaneous trait inferences to faces*. Paper presented at the 15th annual convention of the American Psychological Society, Atlanta, Georgia, May 29 – June 1.
- Todorov, A. (2000). *The accessibility and applicability of knowledge: Predicting context effects in national surveys*. Paper presented at the joint conference of the American Association for Public Opinion Research and the World Association for Public Opinion Research, Portland, Oregon, May 17-21.
- Todorov, A. (2000). *Predicting differences between self- and proxy-responses in national health surveys by using independent rating procedures*. Paper presented at the joint conference of the American Association for Public Opinion Research and the World Association for Public Opinion Research, Portland, Oregon, May 17-21.

CLASSES TAUGHT

Undergraduate

Face Perception, Fall 2017, Spring 2015, Fall 2012, Princeton University, Department of Psychology.

Expressing the Passions of the Soul: The Study of Human Emotions in Art and Science, Fall 2016, Princeton University, Freshman Seminar.

Research Methods, Fall 2014, Fall 2013, Fall 2002, Princeton University, Department of Psychology.

The Face: The Forces that Shape How We Perceive Others, Fall 2011, Princeton University, Shelly and Michael Kassen '76 Freshman Seminar in the Life Sciences.

The Neuroscience of Social Cognition and Emotions, Fall 2009, Fall 2008, Fall 2006 (co-taught with James Haxby), Princeton University, Department of Psychology.

Political Psychology, Fall 2005, Princeton University, Department of Psychology and Woodrow Wilson School.

Introduction to Cognitive Psychology, May 2000 – June 2000, May 2001 – June 2001, New York University, Department of Psychology, New York.

Statistics for the Behavioral Sciences, May 1999 – June 1999, New York University, Department of Psychology, New York.

Graduate

Psychology for Public Policy Implementation, Spring 2016 (co-taught with Elizabeth Palluck), Spring 2012 (co-taught with Debbie Prentice), Spring 2009 (co-taught with John Darley and Elizabeth Palluck), Spring 2008 (co-taught with John Darley and Emily Pronin), Spring 2007 (co-taught with John Darley and Emily Pronin), Spring 2006 (co-taught with Eldar Shafir and Danny Oppenheimer), Spring 2004 (co-taught with Eldar Shafir and John Darley), Spring 2003 (co-taught with Daniel Kahneman and John Darley), Princeton University, Woodrow Wilson School.

International Summer School for Cognitive Science, Summer 2015, New Bulgarian University, Sofia, Bulgaria.

SISSA Summer School in Social Cognitive Neuroscience (SCoNe), Summer 2014, Scuola Internazionale Superiore di Studi Avanzati, Trieste, Italy.

The first 3 seconds of cognition: Determinants of mental accessibility, Fall 2004, Princeton University, co-taught with Daniel Kahneman and Eldar Shafir.

Social Cognition, Fall 2003, Princeton University, Department of Psychology.

FELLOWSHIPS

2010 – 2011 American Philosophical Society Sabbatical Fellowship (declined)
2002 - 2003 June Frier Esserman Fellowship, New York University (declined)

1998 - 2002 McCracken Fellowship, New York University
1997 - 1998 University Fellowship, New School for Social Research
1995 - 1996 Soros/ Foreign and Common Wealth Office Scholarship, Oxford University
1992 - 1993 Levski Fellowship for Outstanding Academic Performance, Sofia University

PROFESSIONAL MEMBERSHIPS

Association for Psychological Science (Fellow since 2011)
European Association of Social Psychology
European Social & Affective Neuroscience Society
Social & Affective Neuroscience Society
Society for Personality and Social Psychology
Society of Experimental Social Psychology (Fellow since 2009)

EDITORIAL EXPERIENCE

Member of the editorial boards of

Emotion; European Journal of Social Psychology (until March 2012); Journal of Experimental Social Psychology (until November 2016); Social Cognition; Social, Cognitive, & Affective Neuroscience; Social Psychological and Personality Science; Oxford University Press, Series in Social Cognition and Social Neuroscience

Ad hoc reviewer (selected journals)

Cognitive neuroscience research: *Trends in Cognitive Sciences, Journal of Neuroscience, Frontiers in Neuroscience, Cerebral Cortex, Proceedings of the Royal Society: Biological Sciences, NeuroImage, Neuropsychologia, Journal of Cognitive Neuroscience, Experimental Brain Research, Cortex, Social Neuroscience, Neuroscience*

Social and cognitive psychology research: *Science, Nature Human Behaviour, Proceedings of the National Academy of Sciences of the USA, Psychological Science, Journal of Personality and Social Psychology, Journal of Vision, Cognitive Psychology, Cognition, Emotion, Cognition & Emotion, Personality and Social Psychology Review, Personality and Social Psychology Bulletin, Social and Personality Psychology Compass, Journal of Research in Personality, Cognitive Development, Political Psychology, Public Opinion Quarterly, Journal of Politics, Quarterly Journal of Political Science*

Ad hoc reviewer of grant proposals for *The National Science Foundation; The UK Economic and Social Research Council; Israel Science Foundation; The United States - Israel Binational Science Foundation; The Leverhulme Trust, the UK; The Canada Foundation for Innovation; Fund for Scientific Research (Flanders, Belgium, FWO).*

ACTIVITIES RELATED TO INTEGRATION AND TRANSFER OF KNOWLEDGE

Organization of Conference: “Decision-Making, the Unconscious, and the Brain” (co-organizer: Ran Hassin), Russell Sage Foundation, New York, April 8-9, 2011.

Organization of Workshop: “Face to Face, Brain to Brain: Exploring the Mechanisms of Dyadic Social Interactions” (co-organizers: Uri Hasson and Asif Ghazanfar), Princeton University, May 6-7, 2011.

Organization of Conference: “Social Neuroscience” (co-organizers: Susan Fiske and Deborah Prentice), Princeton University, May 16-17, 2005.

Organization of Workshop: “Global Warming: The Psychology of Long Term Risk” (co-organizer: Michael Oppenheimer), Princeton University, November 12, 2004.

07/2004-07/2006 Associate PI for Psychology: Time-Sharing Experiments for the Social Sciences (National Science Foundation supported multidisciplinary project that provides social scientists with new opportunities for original data collection).

SELECTED MEDIA COVERAGE OF RESEARCH

USA: *PBS, NBC Today Show, NPR, The New York Times, The Wall Street Journal, Washington Post, Boston Globe, Chicago Tribune, USA Today, Philadelphia Inquirer, Baltimore Sun, The New Yorker, The Atlantic, Time, National Geographic, Scientific American;*

Argentina: *C5N;* **Australia:** *Australian Broadcasting Company, Cosmos;* **Austria:** *Wienweb;*

Brazil: *Cidadeverde, Tecnocientista;* **Bulgaria:** *168 Thasa, Trud;* **Canada:** *The Globe and the Mail, CTV;*

Chile: *El Mercurio;* **Denmark:** *Weekendavisen;* **France:** *Le Figaro;* **Germany:**

Deutsche Welle, Die Welt, Berliner Morgenpost, Berliner Zeitung, Hamburger Morgenpost,

Stern, Spiegel; **India:** *The Times of India;* **Israel:** *Jerusalem Post, The Times of Israel;* **Italy:**

Corriere Della Sera, Il Giornale; **The Netherlands:** *VPRO, Noorderlicht, NRC Handelsblad;*

New Zealand: *Radio New Zealand;* **Poland:** *Wprost;* **Portugal:** *Diario Economico;* **South**

Korea: *EBS, MBC;* **Sweden:** *Swedish Public Radio, Swedish TV News Aktuell;* **Switzerland:**

Swiss Public Radio; and the UK: BBC, Monocle 24, The Times, Daily Telegraph, Guardian, New Scientist.