

Updated 10.24.2016

## VANESSA K. BOHNS

### *Curriculum Vitae*

Cornell University  
ILR School  
394 Ives Hall  
Ithaca, NY 14853  
vkb28@cornell.edu

#### EDUCATION

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Ph.D., Social Psychology, Columbia University, New York, NY (Advisor: Tory Higgins)	2008
M.Phil., Social Psychology, Columbia University, New York, NY	2007
M.A., Social Psychology, Columbia University, New York, NY	2005
B.A., Psychology, Brown University, Providence, RI	2000

#### ACADEMIC APPOINTMENTS

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Assistant Professor of Organizational Behavior, Cornell University, Ithaca, NY	2014-present
Assistant Professor of Management Sciences, University of Waterloo, ON, Canada	2011-2014
Post-Doctoral Fellow, Rotman School of Management, University of Toronto, ON, Canada	2008-2011

#### RESEARCH INTERESTS

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Social influence; social judgment; perspective taking; prosocial behavior; self-conscious emotions

#### GRANTS, FELLOWSHIPS, AWARDS

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##### *External Research Grants*

- SSHRC (Canada) Insight Grant (\$98,870), Sole PI 2014-2017
- SSHRC (Canada) Insight Development Grant (\$71,728), PI (w/ Abigail Scholer) 2012-2014

##### *Awards, Fellowships, & Internal Grants*

- Cornell University, Institute for the Social Sciences, Small Grant Award (\$7,320) 2016-2017
- UWaterloo/SSHRC 4A Award (\$8,000) 2012-2013
- Fellow, Society for Experimental Social Psychology 2013-
- Excellence in Teaching Award, Rotman School of Management, University of Toronto 2010, 2011
- Fellow, Columbia Business School Motivation Science Center 2011-
- Richard Christie Memorial Fellowship, Columbia University 2007-2008
- Faculty Fellowship, Columbia University 2003-2008
- Rose Writing Fellow, Brown University 1997-2000

#### PUBLICATIONS

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† denotes student or junior colleague

##### *Journal Articles*

Newark, D. A.†, Bohns, V. K. & Flynn, F. J. (conditionally accepted). The value of a helping hand: Help-seekers' predictions of help quality. *Organizational Behavior and Human Decision Processes*.

Roghanizad, M. M.† & Bohns, V. K. (in press). Ask in person: You're less persuasive than you think over email. Forthcoming at *Journal of Experimental Social Psychology*.

- Bohns, V. K. (2016). (Mis)understanding our influence over others: A review of the underestimation-of-compliance effect. *Current Directions in Psychological Science*, *25*, 119-123.
- Bohns, V. K., Newark, D.† Xu, A.† (2016). For a dollar, would you...? How (we think) money influences compliance with our requests. *Organizational Behavior and Human Decision Processes*, *134*, 45-62.
- Bohns, V. K.\*, Scholer, A. S.\* & Rehman, U. (2015). Implicit theories of attraction. *Social Cognition*, *33*, 284-307. \*equal author contribution
- Bohns, V. K., Roghanizad, M.† & Xu, A.† (2014). Underestimating our influence over others' unethical behavior and decisions. *Personality and Social Psychology Bulletin*, *40*, 348-362.
- Newark, D.†, Flynn, F. & Bohns, V. K. (2014). Once bitten, twice shy: The effect of a past refusal on expectations of future compliance. *Social Psychological and Personality Science*, *5*, 218-225.
- Bohns, V. K., Lucas, G. M. †, Molden, D. C., Finkel, E. J., Coolsen, M. K., Kumashiro, M., Rusbult, C. E. & Higgins, E. T. (2013). Opposites fit: Regulatory focus complementarity and relationship well-being. *Social Cognition*, *31*, 1-14.
- Bohns, V. K. & Flynn, F. J. (2013). Guilt by design: Structuring organizations to elicit guilt as an affective reaction to failure. *Organization Science*, *24*, 1157-1173.
- Gu, J. †, Bohns, V. K. & Leonardelli, G. J. (2013). Regulatory focus and interdependent economic decision-making. *Journal of Experimental Social Psychology*, *49*, 692-698.
- Bohns, V. K. & Flynn, F. J. (2013). Underestimating our influence over others at work. *Research in Organizational Behavior*, *33*, 97-112.
- Bohns, V. K.\* & Wiltermuth, S. S.\* (2012). It hurts when I do this (or you do that): Posture and pain tolerance. *Journal of Experimental Social Psychology*, *48*, 341-345. \*equal author contribution
- Bohns, V. K., Handgraaf, M. J. J., Sun, J. M., Aaldering, H. †, Mao, C. †, & Logg, J.† (2011). Are social prediction errors universal? Predicting compliance with a direct request across cultures. *Journal of Experimental Social Psychology*, *47*, 676-680.
- Bohns, V. K. & Higgins, E. T. (2011). Liking the same things, but doing things differently: Outcome versus strategic compatibility in partner preferences for joint tasks. *Social Cognition*, *29*, 497-527.
- Zhong, C., Bohns, V. K. & Gino, F. (2010). Good lamps are the best police: Darkness increases self-interested behavior and dishonesty. *Psychological Science*, *21*, 311-314.
- Bohns, V. K. & Flynn, F. J. (2010). Why didn't you just ask? Underestimating the discomfort of help-seeking. *Journal of Experimental Social Psychology*, *46*, 402-409.
- Flynn, F. J. & Lake (Bohns), V. K. B. (2008). If you need help, just ask: Underestimating compliance with direct requests for help. *Journal of Personality and Social Psychology*, *95*, 128-143.

*Book Chapters*

Bohns, V. K. & Flynn, F. J. (2015). Empathy gaps between helpers and help-seekers: Implications for cooperation. In Robert A. Scott and Stephen M. Kosslyn (Eds.), *Emerging Trends in the Social and Behavioral Sciences*. Hoboken, NJ: Wiley.

Leonardelli, G., Bohns, V. K. & Gu, J. † (2015). Security seeking in a regulatory focus whodunit: The case of the relative orientation in behavioral economics. In P. J. Carroll, R. M. Arkin, & A. Wichman (Eds.) *The Handbook of Personal Security* (pp. 225-240). New York: Taylor & Francis.

Flynn, F. J. & Bohns, V. K. (2012). Underestimating one's influence in help-seeking. In D. T. Kenrick, N. Goldstein, & S. L. Braver (Eds.), *Six Degrees of Social Influence: Science, application, and the psychology of Robert Cialdini* (pp. 14-26). New York: Oxford University Press.

*Other Publications*

Bohns, V. K. (August 3, 2015). You're already more persuasive than you think. *Harvard Business Review* (online edition).

Bohns, V. K. (February 9, 2014). Would you lie for me? Why we underestimate our own powers of persuasion. *The New York Times*.

*Manuscripts Under Review*

Bohns, V. K. (2016). I caused your unethical behavior, but I'm not responsible for it: Powerful people dissociate responsibility from causality. Under review at *Organizational Behavior and Human Decision Processes*.

SELECTED RESEARCH IN PROGRESS

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Aggarwal, I. † & Bohns, V. K.. *The emergence of vertical vs. shared team leadership: Antecedents and consequences*. Manuscript in preparation for submission (nominated for Best Paper Award at 2015 INGRoup conference).

Bohns, V. K. *Did I (make you) do that? An integrative theory of how we judge whether we are responsible for others' behavior*. Working paper.

Deri, S. †, & Stein, D. †, & Bohns, V. K. *A little help from your friends (and strangers): Closeness as a moderator of the underestimation- of-compliance effect*. Data collection ongoing.

Bohns, V. K. *Rejecting romantic advances at work is more difficult than suitors realize*. Data collection ongoing.

Schroeder, J. †, Sharps, D. L. †, Bohns, V. K., & Flynn, F. J. *Egocentric biases between helpers and help-seekers for emotional versus physical support*. Data collection ongoing.

CONFERENCE ACTIVITIES

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*Chaired Symposia*

Rader, C. † & Bohns, V. (August, 2014). *Under- and over-estimating our influence over others at work*. Symposium organized for the annual meeting of the Academy of Management, Philadelphia, PA.

*Conference Talks*

- Newark, D. N., † Bohns, V. K. & Flynn, F. J. (August, 2016). *The value of a helping hand: Do help-seekers accurately predict help quality?* Paper to be presented at the annual meeting of the Academy of Management, Anaheim, CA.
- Bohns, V. K., Xu, A. † & Newark, D. N. † (August, 2015). *For a dollar would you...? How (we think) money influences compliance with our requests.* Paper presented at the annual meeting of the Academy of Management, Vancouver, BC.
- Aggarwal, I. † & Bohns, V. K. (July, 2015). *The Emergence of Vertical vs. Shared Team Leadership: Antecedents and Consequences.* Paper presented at the annual Interdisciplinary Network for Group Research (INGRoup) conference, Pittsburgh, PA.\*Nominated for Best Paper Award
- Bohns, V., Roghanizad, M. † & Xu, A. † (August, 2014). *I can't believe you agreed to that! Underestimating our influence over others' unethical behavior.* Paper presented in C. Rader and V. Bohns' (Co-Chairs), Under- and over-estimating our influence over others at work, symposium at the annual meeting of the Academy of Management, Philadelphia, PA.
- Bohns, V. & Flynn, F. (August, 2014). *The "Asking Tax": Different expectations for requested versus volunteered favors and concessions.* Paper presented in J. Schroeder's, (Chair), The pronounced impact of subtle factors in negotiations: Pre-meetings, handshakes, anger, and asking, symposium at the annual meeting of the Academy of Management, Philadelphia, PA.
- Bohns, V., Lucas, G., † Molden, D., Finkel, E., Coolsen, M., Kumashiro, M. & Higgins, E.T. (February, 2014). *Promotion and Prevention in Love: Regulatory focus complementarity and relationship well-being.* Paper presented in M. Kumashiro and X. Arriaga's (Co-Chairs), Do we shape relationships or do relationships shape us, symposium at the Society for Personality and Social Psychology meeting, Austin, TX.
- Bohns, V., Lucas, G., † Molden, D., Finkel, E., Coolsen, M., Kumashiro, M., Rusbult, C. & Higgins, E.T. (January, 2013). *Opposite fit: Regulatory focus complementarity and relationship well-being.* Paper presented in the Self-regulation Preconference data blitz, Society for Personality and Social Psychology, New Orleans, LA.
- Bohns, V. K. & Flynn, F. J. (August, 2012). *Guilt by design: Structuring organizations to promote guilt as an affective reaction to failure.* Paper presented at the annual meeting of the Academy of Management, Boston, MA.
- Bohns, V. K. & Flynn, F. J. (May, 2012). *The "Asking Tax": Help-recipients' expectations for volunteered versus requested help.* Paper presented at the eighth annual meeting of the Southern Ontario Behavioral Decision Research Conference, Waterloo, ON, Canada.
- Bohns, V. K. & Wiltermuth, S. S. (January, 2012). *Embodied power and complementarity in interpersonal interactions.* Paper presented in J. Martens and J. Tracy's (Co-Chairs), Pride, power, and social-status: The impact of expanded posture on self and others symposium at the annual meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Bohns, V. K. & Wiltermuth, S. S. (January, 2012). *Intrapersonal effects of complementary nonverbal behaviors in interpersonal interactions.* Paper presented in the Nonverbal Behavior Preconference data blitz, Society for Personality and Social Psychology, San Diego, CA.
- Bohns, V. K. (May, 2011). *Are social prediction errors universal? Predicting compliance with a direct request across cultures.* Paper presented at the seventh annual meeting of the Southern Ontario Behavioral Decision Research Conference, Toronto, ON, Canada.

Bohns, V. K. (August, 2009). *Strategic Compatibility in Social Relationships: The Case of Regulatory Focus Complementarity*. Paper presented in J. Gun and G. Leonardelli (Co-Chairs), Self-regulation and social interdependence symposium at the annual meeting of the Academy of Management, Chicago, IL.

Bohns, V. K. (May, 2009). *Liking the Same Things, but Doing Things Differently: Outcome versus Strategic Compatibility*. Paper presented at the twelfth annual meeting of the Society for Interpersonal Theory and Research, Toronto, ON, Canada.

Bohns, V. K. & Flynn, F. J. (November, 2006). *If you need something, just ask: Underestimating compliance with direct requests for help*. Paper presented at the annual meeting of the Society for Judgment and Decision Making, Houston, TX.

Bohns, V. K. & Flynn, F. J. (February, 2006). *If you need something, just ask: Underestimating compliance with direct requests for help*. Paper presented at the annual meeting of the Social and Personality Four-College Conference (Columbia, NYU, Princeton, and Yale), New York, NY.

#### Poster Presentations

Roghanizad, M.<sup>†</sup> & Bohns, V. K. (November, 2013). *Estimating the effectiveness of computer-mediated help-seeking*. Poster presented at the annual meeting of the Society for Judgment and Decision Making, Toronto, ON, Canada.

Xu, A.,<sup>†</sup> Bohns, V. K., & Scholer, A. S. (November, 2013). *Motivational differences in aiming for narrow or wide goals*. Poster presented at the annual meeting of the Society for Judgment and Decision Making, Toronto, ON, Canada.

Bohns, V. K., Lucas, G. M.<sup>†</sup>, Molden, D., Finkel, E. J., & Higgins, E. T. (January, 2010). *Promotion and Prevention in Love: Moderators of Regulatory Focus Complementarity in Close Relationships*. Poster presented at the 11th annual meeting of the Society for Personality and Social Psychology, Las Vegas, NV.

Bohns, V. K. & Flynn, F. J. (February, 2009). *Helpers and Help-Seekers Weigh the Costs and Benefits of Seeking Help Differently*. Poster presented at the 10th annual meeting of the Society for Personality and Social Psychology, Tampa, FL.

Bohns, V. K. & Higgins, E.T. (February, 2008). *Similarity vs. Complementarity of Regulatory Focus in Dyadic Interactions: Who Fits Best When?* Poster presented at the 9th annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.

Bohns, V. K. & Flynn, F. J. (August, 2007). *Why didn't you just ask? Overestimating the likelihood that others will ask for help*. Poster presented at the 19th annual meeting of the Association for Psychological Science, Washington, DC.

Bohns, V. K., Appelt, K. C. & Higgins, E.T. (January, 2007). *Opposites Fit: Evidence for a complementarity effect of regulatory focus in dyadic interactions*. Poster presented at the 8th annual meeting of the Society for Personality and Social Psychology, Memphis, TN.

Bohns, V. K., Struthers, K. & Higgins, E.T. (August, 2006). *Aspiration level as a regulatory strategy: Regulatory focus differences in goal emphasis*. Poster presented at the 18th annual meeting of the Association for Psychological Science, New York, NY.

#### INVITED TALKS

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- Stanford Graduate School of Business
- University of Toronto, Rotman School of Management
- University of Toronto, Social, Personality, Abnormal Psychology Meeting
- Yale School of Management

- Queen's School of Business
- University of California at Irvine, Merage School of Business
- Universitat Pompeu Fabra (Barcelona), Department of Economics and Business
- University of California at San Diego, Rady School of Management
- Northwestern University, Kellogg School of Management
- Johns Hopkins University, Carey Business School
- Georgetown University, McDonough School of Business
- University of Waterloo, Department of Management Sciences
- University of Waterloo, Centre for Behavioural Decision Research
- University of Waterloo, Industrial/Organizational Psychology Brownbag
- University of Waterloo, Social Psychology Brownbag
- Colby College, Psychology Department Colloquium
- University of Toronto Mississauga, Department of Management

## COURSES TAUGHT

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Negotiation & Conflict Resolution		
Cornell University, ILR School		Spring 2017
Morality at Work		
Cornell University, ILR School		Spring 2016
Introduction to Organizational Behavior		
Cornell University, ILR School	Spring 2015, Fall 2015, Fall 2016	
University of Waterloo, Management Sciences	Spring 2012, Spring 2013	
Leadership & Influence		
University of Waterloo, Management Sciences		Spring 2013
Graduate Research Methods		
University of Waterloo, Management Sciences	Winter 2012, Winter 2013	
Values-Based Leadership		
University of Toronto, Rotman Commerce Program	Spring 2010, Spring 2011	
Organizational Psychology		
Barnard College, Columbia University	Spring 2007, Spring 2008	

## ACADEMIC ADVISING

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### *Graduate Student Advising*

PhD Supervisor		
Lauren DeVincent, Cornell ILR, Organizational Behavior		2016-
Milad Soroush (w/ M. Hancock), U. Waterloo, Mgmt. Sciences		2014-
Mahdi Roghanizad, U. Waterloo, Mgmt. Sciences		2012-2016
MASc Supervisor		
Amy Xu, U. Waterloo, Mgmt. Sciences		2012-2014
Dissertation Committee Member		
Megan Cackett, Cornell Univ., Design & Environmental Analysis (Hua)		2016
Ada Hurst, U. Waterloo, Mgmt. Sciences (Safayeni)		2015
Justin Friesen, U. Waterloo, Social Psychology (Eibach)		2013
Julio Velasco, U. Waterloo, Mgmt. Sciences (Guild)		2013
Adeoye Adegorite, U. Waterloo, Mgmt. Sciences (McNaughton)		2013
Carolina Pansera, U. Waterloo, Clinical Psychology (Woody)		2012
Gelareh Karimiha, U. Waterloo, Clinical Psychology (Rehman)		2012
Jo Anderson, U. Waterloo, Social Psychology (Holmes)		2012
Ester Moher, U. Waterloo, Cognitive Psychology (Koehler)		2012
Stephen Shepherd, U. Waterloo, Social Psychology (Eibach)		2012
Mina Rohani, U. Waterloo, Mgmt. Sciences (Safayeni)		2012
Mohammad Batouk, U. Waterloo, Mgmt. Sciences (Guild)		2012

## Master's Thesis Committee Member

Kimia Erfani, Cornell Univ., Human-Environment Relations (Shepley)	2017
Mehrnaz Mostafapour, U. Waterloo, Mgmt. Sciences (Hancock)	2013
Arezoo Irannejad, U. Waterloo, Mgmt. Sciences (Hancock)	2013
Nabeela Sausan, U. Waterloo, Mgmt. Sciences (Safayeni)	2013
Kimiyoshi Oshikoji, U. Waterloo, Mgmt. Sciences (Onay)	2012
Rodrigo Castillo, U. Waterloo, Mgmt. Sciences (Guild)	2012
Ayman Alzayat, U. Waterloo, Mgmt. Sciences (Safayeni)	2011
Mahdi Roghanziad, U. Waterloo, Mgmt. Sciences (Safayeni)	2011
Hillie Aaldering, University of Amsterdam, Psychology (Handgraaf)	2010

*Undergraduate Student Advising*

## Honors Thesis Advisor

Dan Stein, ILR School, Cornell University	2016-2017
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## Undergraduate Research Fellow Supervisor

David Navadeh, ILR School, Cornell University	Spring 2017
Kelly Jahnsen, ILR School, Cornell University	Fall 2016
Jeffrey Sherman, ILR School, Cornell University	Fall 2015 & Fall 2016
Maya Portillo, ILR School, Cornell University	Summer 2016
Dan Stein, ILR School, Cornell University	Summer 2016
Amanda Miner, ILR School, Cornell University	Spring 2016

4<sup>th</sup>-Year Design Project Advisor, U. Waterloo, Mgmt. Sciences

Tarif Rahman, Queenie Mok, Robert Cho, & Hira Shanmugaraj	2013-2014
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*Little App for Better Care (for Locally Advanced Breast Cancer patients)\**

\*Winner, 2nd prize at the Third Annual Management Engineering Design Symposium

Daniel Srobotnjak, Darryl Lobo, Hamza Mahmood, & Yucong Li	2013-2014
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*Smart Match: Applying Behavioural Science to Team Building\**

\*Finalist, Norman Esch Entrepreneurship Awards for Capstone Design

Florence Acevedo, Trevor Jenkins, & Cecilia Hu	2012-2013
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*Goals ++: A Personalized Coaching App for Academic Goals\**

\*Winner, Planboard-Monstercat Award for Most Commercializable Design Project

## UNIVERSITY SERVICE &amp; ACTIVITIES

*Department, Faculty, University Service*

Faculty Speaker, e-Cornell Women in Leadership Webseries	2016-
ILR Nominations, Elections & Personnel Policies Committee, Cornell University	2015-2018
Instructor, ILR Freshman Colloquium	Fall 2016
Co-Director of the ILR Expo Research Lab, Cornell University	2014-present
University of Waterloo/SSHRC Small Grants Committee	2013-2014
Dean's Advisory Committee on Appointments (DACA), University of Waterloo	2012-2014
Centre for Behavioural Decision Research Organizer, University of Waterloo	2012-2014
Management Engineering Class Professor (2B), University of Waterloo	2012
Director, Interpersonal Relations Lab, University of Waterloo	2011-2014
ExpecTATions Faculty Mentor, Faculty of Engineering, University of Waterloo	2011

## PROFESSIONAL SERVICE &amp; ACTIVITIES

*Editorial Service*

Associate Editor, *Social and Personality Psychology Compass*, Social Influence & Interpersonal Relationships Section (2015-present)

Editorial Board Member, *Social Cognition* (2013-present)

*Reviewing: Journals*

Ad-hoc Reviewer, *Personality and Social Psychology Bulletin*

Ad-hoc Reviewer, *Journal of Experimental Social Psychology* \*

\* 2013 Certificate of Excellence in Reviewing

Ad-hoc Reviewer, *Organizational Behavior and Human Decision Processes*

Ad-hoc Reviewer, *Journal of Personality and Social Psychology*

Ad-hoc Reviewer, *Psychological Science*

Ad-hoc Reviewer, *Basic and Applied Social Psychology*

Ad-hoc Reviewer, *European Journal of Social Psychology*

Ad-hoc Reviewer, *Organization Science*

Ad-hoc Reviewer, *Social Cognition*

Ad-hoc Reviewer, *Social Influence*

Ad-hoc Reviewer, *Emotion*

Ad-hoc Reviewer, *Journal of Experimental Psychology: General*

Ad-hoc Reviewer, *Motivation and Emotion*

Ad-hoc Reviewer, *Social Psychological and Personality Science*

Ad-hoc Reviewer, *Journal of Research in Personality*

Ad-hoc Reviewer, *British Journal of Social Psychology*

Ad-hoc Reviewer, *Human Relations*

Ad-hoc Reviewer, *Journal of Nonverbal Behavior*

Ad-hoc Reviewer, *Self and Identity*

Ad-hoc Reviewer, *Nonprofit and Voluntary Sector Quarterly*

Ad-hoc Reviewer, *PLOS ONE*

Ad-hoc Reviewer, *Personality and Individual Differences*

Ad-hoc Reviewer, *Health Psychology Research*

Ad-hoc Reviewer, *International Journal of Psychology*

Ad-hoc Reviewer, *Journal of Social and Personal Relationships*

*Reviewing: Grants, Conferences, Other*

Ad-hoc Reviewer, Social Sciences and Humanities Research Council of Canada (SSHRC)

Ad-hoc Reviewer, Israel Science Foundation (ISF)

Ad-hoc Reviewer, Time-Sharing Experiments for the Social Sciences (TESS)

Ad-hoc Reviewer, Academy of Management Annual Meeting, OB Division\*

\*2013 Best Reviewer Certificate

Ad-hoc Reviewer, Administrative Sciences Association of Canada Annual Conference, OB Division

Ad-hoc Reviewer, INFORMS Dissertation Proposal Competition

*Panelist/Discussant/Facilitator Service*

Facilitator (August, 2012). *Leadership and OCB*. Paper session presented at the annual meeting of the Academy of Management, Boston, MA.

*Professional Affiliations*

Academy of Management

Society for Personality and Social Psychology

Society of Experimental Social Psychology

Society for Judgment and Decision Making

International Social Cognition Network

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**SELECTED MEDIA MENTIONS & APPEARANCES**
*TV & Radio*

- The TODAY Show (5/24/16) – “Could you be convinced to lend your phone to a stranger?”

- NPR: Here and Now (3/31/14) – “Why is it so hard to say ‘no’?”
- CTV News (4/17/13) - “What drives people to help?”
- CBC Radio: Ontario Morning (7/21/11) - “Proper posture does a body good”

*Print & Online*

- Real Simple Magazine (1/17) – “How to say no”
- Self Magazine (10/16) – “Score a favor”
- Yahoo News (8/30/16) – “Stranger danger isn’t as bad as you think”
- New York Magazine (5/24/16)-“A brief guide to convincing total strangers to do your bidding”
- Psychology Today (5/11/ 16) - “Need a hand? Just ask (really).”
- Cosmopolitan (4/7/16) – “You have more influence over people than you think”
- Entrepreneur Magazine (3/15/16) – “How to ask for a favor”
- Wired (2/24/16) – “Not only do opposites not attract, but just the opposite”
- Huffington Post (9/24/15) – “If you can’t say ‘yes,’ don’t say anything at all”
- New York Magazine (8/11/15) – “You’re more persuasive than you think”
- Fast Company (8/7/15) – “Your completely hidden power of persuasion”
- City A.M. (7/21/15) – “How to say no: Three ways to refuse requests”
- Entrepreneur Magazine (7/15/15) – “The does and don’ts of delivering disappointing news”
- Salon.com (4/7/15) – “The one simple trick to making a good impression”
- Scientific American (10/7/14) – “Asking advice makes a good impression”
- The Atlantic (10/2/14) – “Does testosterone make people greedy?”
- Huffington Post (8/21/14) – “5 times when saying ‘no’ is the nicest thing you can do for you”
- City A.M. (6/27/14) – “How to perfect the art of saying ‘no’”
- Psychology Today (5/20/ 14) - “You have more influence on others than you think”
- Wall Street Journal (3/11/14) - “Ways to say ‘no’ more effectively”
- Psychology Today (2/11/ 14) - “In close relationships, opposites might attract after all”
- Psychology Today (2/10/ 14) - “If you want more out of life, just ask”
- Psychology Today (1/24/14) – “More guilt, less shame”
- Daily Mail (12/17/ 13) - “How we would prefer to tell a lie or do a bad deed than say ‘No’”
- Harvard Business Review (12/13) -“Need help? Ask the person who just turned you down”
- Harvard Business Review (10/13) – “After a failure, shame is harmful, guilt is productive”
- Men’s Health (8/5/13) - “The thing you’re not asking your boss”
- The Atlantic (6/13/13) -“What darkness does to the mind”
- Vancouver Sun/Montreal Gazette/Windsor Star (6/10/13) -“When ‘no’ leads to ‘yes’”
- New York Times (5/5/13) - “The right stance can be reassuring”
- Huffington Post (4/21/13) - “What should you look for in your perfect match?”
- Harvard Business Review (3/19/13) – “Can light make you more honest at work?”
- Cracked.com (12/8/12) - “5 ways Superman is shockingly realistic according to science”
- Allure Magazine (4/12) - “Higher pain tolerance”
- Psychology Today (4/2/12) -“Underestimating embarrassment”
- Reader’s Digest (12/11) - “The secret link between posture and pain relief”
- O - Oprah Magazine (9/11) - “The confidence game: How to bring out your inner hot shot”
- Toronto Star (7/15/11) - “Study reveals power of dominant posture”
- Huffington Post (7/13/11) - “Why your mom was right about slouching”
- Men’s Health (6/14/11) - “Headache? Stop slouching”
- FoxNews.com (7/13/11) - “Your mother was right: Good posture is important”
- Daily Mail (7/13/11) - “Standing up straight is good for you”
- Toronto Sun (7/13/11) - “Slouching really is bad for you”
- Time (3/5/10) - “Why shady deeds are more likely to happen in the dark”

- The Telegraph (3/3/10) - “Darkness encourages lying and crime”
- Business Week (3/15/10) - “Light and integrity”
- Psychology Today (4/1/10) - “Darkness makes the heart grow more selfish”
- Psychology Today (9/1/07) - “Got yer back. Really.”

*Mentions in Popular Books*

- *Presence* (2015) by Amy Cuddy
- *Give and Take* (2014) by Adam Grant
- *The Small Big* (2014) by Steve J. Martin, Noah Goldstein & Robert Cialdini
- *Sidetracked* (2013) by Francesca Gino
- *Focus* (2013) by Heidi Grant Halvorson & E. Tory Higgins
- *Power* (2010) by Jeffrey Pfeffer

PERSONAL

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On maternity leave in 2014

Citizenship: U.S. Citizen/Canadian Permanent Resident