

# **EUGENE M. CARUSO**

## **CURRICULUM VITAE**

*Updated: June, 2011*

### **OFFICE ADDRESS**

The University of Chicago  
Booth School of Business  
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### **ACADEMIC POSITIONS**

Associate Professor of Behavioral Science and Neubauer Family Faculty  
Fellow, The University of Chicago Booth School of Business,  
July 2011 – Present

Assistant Professor of Behavioral Science, The University of Chicago  
Booth School of Business, July 2007 – June 2011

Affiliated faculty member in the Social Psychology Program

### **EDUCATION**

Ph.D., Social Psychology, Harvard University, June 2007

*Dissertation:* Damned if you do, but not if you did: How temporal  
perspective shapes perceptions of fairness, ethics, and morality  
(Committee: Max Bazerman, Daniel Gilbert, Joshua Greene,  
Nicholas Epley, and Mahzarin Banaji)

M.A., Social Psychology, Harvard University, June 2004

B.A. *cum laude*, Psychology, Princeton University, June 1998  
(with Certificate in Cognitive Studies)

*Thesis:* Toward a unification of mood congruency and cognitive theories  
of emotion: The effects of mood salience on the self-regulation of moods  
(Advisors: Eldar Shafir and Daniel Kahneman)

### **PREVIOUS EMPLOYMENT**

1999-2002, Senior Marketing Research Analyst, Customer Research Group,  
Digitas, Inc., Boston, MA

## **PUBLICATIONS**

- Burns, Z. C., Caruso, E. M., & Bartels, D. M. (in press). Predicting premeditation: Future behavior is seen as more intentional than past behavior. *Journal of Experimental Psychology: General*.
- Caruso, E. M., & Gino, F. (2011). Blind ethics: Closing one's eyes polarizes moral judgments and discourages dishonest behavior. *Cognition, 118*, 280-285.
- Caruso, E. M. (2010). When the future feels worse than the past: A temporal inconsistency in moral judgment. *Journal of Experimental Psychology: General, 139*, 610-624.
- Caruso, E. M., Waytz, A., & Epley, N. (2010). The intentional mind and the hot hand: Perceiving intentions makes streaks seem likely to continue. *Cognition, 116*, 149-153.
- Caruso, E. M., Mead, N. L., & Balcetis, E. (2009). Political partisanship influences perception of biracial candidates' skin tone. *Proceedings of the National Academy of Sciences, 106*, 20168-20173.
- Morewedge, C. K., Kassam, K., Hsee, C. K., & Caruso, E. M. (2009). Duration sensitivity depends on stimulus familiarity. *Journal of Experimental Psychology: General, 138*, 177-186.
- Caruso, E. M., Rahnev, D. A., & Banaji, M. R. (2009). Using conjoint analysis to detect discrimination: Revealing covert preferences from overt choices. *Social Cognition, 27*, 128-137.
- Epley, N., & Caruso, E. M. (2009). Perspective taking: Misstepping into others' shoes. In K. D. Markman, W. M. P. Klein, & J. A. Suhr (Eds.), *Handbook of imagination and mental simulation* (pp. 295-309). New York: Psychology Press.
- Caruso, E. M., Gilbert, D. T., & Wilson, T. D. (2008). A wrinkle in time: Asymmetric valuation of past and future events. *Psychological Science, 19*, 796-801.
- Caruso, E. M. (2008). Use of experienced retrieval ease in self and social judgments. *Journal of Experimental Social Psychology, 44*, 148-155.
- Caruso, E. M., Epley, N., & Bazerman, M. H. (2006). The costs and benefits of undoing egocentric responsibility assessments in groups. *Journal of Personality and Social Psychology, 91*, 857-871.
- \* Featured as "Editor's Choice" in *Science* (2006), 314, 1659-1661.

Epley, N., Caruso, E. M., & Bazerman, M. H. (2006). When perspective taking increases taking: Reactive Egoism in social interaction. *Journal of Personality and Social Psychology*, *91*, 872-889.

Caruso, E. M., & Shafir, E. (2006). Now that I think about it, I'm in the mood for laughs: Decisions focused on mood. *Journal of Behavioral Decision Making*, *19*, 155-169.

Caruso, E. M., Epley, N., & Bazerman, M. H. (2006). The good, the bad, and the ugly of perspective taking in groups. In E. A. Mannix, M. A. Neale (Series Eds.), & A. E. Tenbrunsel (Vol. Ed.), *Research on managing groups and teams: Vol. 8. Ethics in groups* (pp. 201-224). London: Elsevier.

Epley, N., & Caruso, E. M. (2004). Egocentric ethics. *Social Justice Research*, *17*, 171-187.

\* *Runner-up, Morton Deutsch Award for the best article of the year in Social Justice Research.*

Epley, N., Van Boven, L., & Caruso, E. M. (2004). Balance where it really counts. *Behavioral and Brain Sciences*, *27*, 333.

#### **MANUSCRIPTS UNDER REVIEW, REVISION, OR IN PREPARATION**

Caruso, E. M., Vohs, K. D., Baxter, B., & Waytz, A. (2011). *Mere exposure to money reduces concern for the socially disadvantaged.*

Caruso, E. M., & Baxter, B., & Waytz, A. (2010). *The inhumanity of money.*

Mead, N. L., Caruso, E. M., Vohs, K. D., & Baumeister, R. F. (2011). *There's no "you" in money: Money reduces the self-regulation of interpersonal behavior.*

Mazar, N., Caruso, E. M., & Zhong, C. B. (2011). *Seeing green: How color differentially affects environmental and financial behavior.*

Caruso, E. M., Van Boven, L., & Ward, A. H. (2011). *The Temporal Doppler Effect: Why the future feels closer than the past.*

Caruso, E. M. (2010). *Why it is easier to get forgiveness than permission.*

Caruso, E. M., & Bartels, D. M., & Burns, Z. C. (2011). *Damned if you do, but not if you did: When facing a moral dilemma is worse than having faced one.*

## **CHAired CONFERENCE SYMPOSIA**

Caruso, E. M., & Goldstein, N. J. (2008, October). *Going green and seeing green: Social routes to conservation and monetary roadblocks to consideration*. Symposium conducted at the Association for Consumer Research, San Francisco, CA.

Morewedge, C. K., & Caruso, E. M. (2006, January). *Dissatisfaction*. Symposium conducted at the Society for Personality and Social Psychology, Palm Springs, CA.

## **CONFERENCE PAPER PRESENTATIONS (SELECTED)**

Burns, Z. C., Caruso, E. M., & Bartels, D. M. (2011, August). It's the thought that will count: Future behavior is seen as more intentional than past behavior. In C. Moore & F. Gino (Chairs), *Cognitive approaches to behavioral ethics*. Symposium conducted at the Academy of Management, San Antonio, TX.

Burns, Z. C., & Caruso, E. M. (2011, June). *On past probabilities and future injuries: A temporal investigation of the Hand Formula*. Paper presented at The Law and Society Association, San Francisco, CA.

Burns, Z. C., Caruso, E. M., & Bartels, D. M. (2011, May). *Future behavior is seen as more intentional than past behavior*. Paper presented at the Midwestern Psychological Association, Chicago, IL.

Mazar, N., Caruso, E. M., & Zhong, C. B. (2011, February). Greed or green?: The impact of the color green on conservation of monetary and natural resources. In A. Krishna (Chair), *Grounded cognition and consumer psychology*. Symposium conducted at the Society for Consumer Psychology, Atlanta, GA.

Caruso, E. M., Van Boven, L., & Ward, A. H. (2011, January). The Temporal Doppler Effect: Why the future feels closer than the past. In L. Van Boven & E. Kross (Chairs), *Perspectives on psychological distance's phenomenological foundations*. Symposium conducted at the Society for Personality and Social Psychology, San Antonio, TX.

Balcetis, E., Cole, S., & Caruso, E. M. (2011, January). *Eye-deology: Motivated perception in political contexts*. Paper presented at the Judgment and Decision Making Preconference at the Society for Personality and Social Psychology, San Antonio, TX.

Caruso, E. M., & Gino, F. (2010, November). Blind ethics: Closing one's eyes influences ethical judgments and behavior. In F. Gino & S. Ayal (Chairs),

*To catch a cheat.* Symposium conducted at the Society for Judgment and Decision Making, St. Louis, MO.

Burns, Z. C., Bartels, D. M., & Caruso, E. M. (2010, June). *It's the thought that will count: Future behavior is seen as more intentional than past behavior.* Paper presented at the Behavioral Decision Research in Management conference, Pittsburgh, PA.

Mead, N. L., Caruso, E. M., Vohs, K. D., & Baumeister, R. F. (2010, June). *There's no "you" in money: Reminders of money reduce the motivation for social acceptance.* Paper presented at the Behavioral Decision Research in Management conference, Pittsburgh, PA.

Caruso, E. M., Mead, N. L., & Balcetis, E. (2010, January). How red and blue see black and white: Political ideology, perceived skin tone, and voting behavior. In C. R. Critcher (Chair), *The age of Obama: A new era of race relations, or a new era of modern racism?* Symposium conducted at the Society for Personality and Social Psychology, Las Vegas, NV.

Mead, N. L., Caruso, E. M., Vohs, K. D., & Baumeister, R. F. (2010, January). There's no "you" in money: Reminders of money heighten egocentrism and decrease likeability. In P. A. Caprariello, N. L. Mead, & K. D. Vohs (Chairs), *The science of money and relationships: Ways that money helps and hurts interpersonal functioning.* Symposium conducted at the Society for Personality and Social Psychology, Las Vegas, NV.

Waytz, A., Caruso, E. M., & Epley, N. (2009, November). *Perceiving intentions makes streaks seem likely to continue.* Paper presented at the Society for Judgment and Decision Making, Boston, MA.

Caruso, E. M. (2009, August). Why it is easier to get forgiveness than permission: A temporal asymmetry in perceptions of morality. In J. L. Pierce (Chair), *The determinants and consequences of (un)ethical judgment and behavior.* Symposium conducted at the Academy of Management, Chicago, IL.

Caruso, E. M. (2009, May). Obtaining forgiveness versus permission: A temporal inconsistency in moral judgment. In R. L. Weiner (Chair), *Affective forecasting and the law: Generalization and specificity.* Symposium conducted at the Association for Psychological Science, San Francisco, CA.

Caruso, E. M. (2009, February). Use of experienced retrieval ease in self and social judgments. In A. A. Labroo & S. Kim (Chairs), *When the going gets tough: Towards understanding some positive effects of metacognitive*

*difficulty*. Symposium conducted at the Society for Consumer Psychology, San Diego, CA.

- Caruso, E. M., & Bartels, D. M. (2008, November). *When facing a moral dilemma is worse than having faced one*. Paper presented at the Society for Judgment and Decision Making, Chicago, IL.
- Caruso, E. M., Mead, N. L., & Vohs, K. D. (2008, October). There's no "you" in money: Thinking of money increases egocentrism. In E. M. Caruso & N. J. Goldstein (Chairs), *Going green and seeing green: Social routes to conservation and monetary roadblocks to consideration*. Symposium conducted at the Association for Consumer Research, San Francisco, CA.
- Caruso, E. M. (2008, April). *Why it is easier to get forgiveness than permission: A temporal asymmetry in perceptions of morality*. Paper presented at the Behavioral Decision Research in Management conference, La Jolla, CA.
- Caruso, E. M., Mead, N. L., & Vohs, K. D. (2008, April). *There's no "you" in money: Thinking of money increases egocentrism*. Paper presented at the Social Psychologists of Chicago conference, Chicago, IL.
- Caruso, E. M. (2007, November). *Damned if you do, but not if you did: How temporal perspective shapes perceptions of fairness, ethics, and morality*. Paper presented at the Society for Judgment and Decision Making, Long Beach, CA.
- Caruso, E. M., Epley, N., & Bazerman, M. H. (2007, October). When perspective taking increases taking: Reactive Egoism in social interaction. In K. Burson (Chair), *Truth or consequences: The ups and downs of perspective taking on the accuracy of predictions*. Symposium conducted at the Association for Consumer Research, Memphis, TN.
- Caruso, E. M., Gilbert, D. T., & Wilson, T. D. (2007, August). *An asymmetry in the value of past and future events*. Paper presented at the Academy of Management, Philadelphia, PA.
- Caruso, E. M., & Gilbert, D. T. (2007, January). The Temporal Value Asymmetry. In K. Hanko & E. F. Williams (Chairs), *Judgment in the context of time: How thinking about the future differs from thinking about the past*. Symposium conducted at the Society for Personality and Social Psychology, Memphis, TN.
- Caruso, E. M., Epley, N., & Bazerman, M. H. (2006, November). *The trouble with thinking about the thoughts of others: Cognitive versus empathic*

*perspective taking in strategic interaction.* Paper presented at the Society for Judgment and Decision Making, Houston, TX.

Caruso, E. M., Epley, N., & Bazerman, M. H. (2006, August). *The consequences of considering others' contributions in groups.* Paper presented at the Academy of Management, Atlanta, GA.

\* *Selected for publication in the Best Paper Proceedings.*

\* *Honorable Mention, Best Empirical Paper Award.*

Caruso, E. M. (2006, August). *The role of subjective experiences in evaluations of self and others.* Paper presented at the Academy of Management, Atlanta, GA.

Caruso, E. M. (2006, May). *Conflict in perspective: The danger of intuiting others' motives in social interaction.* Paper presented at the Mind, Brain, and Behavior Interfaculty Initiative, Harvard University.

Caruso, E. M., Epley, N., & Bazerman, M. H. (2006, May). *The good, the bad, and the ugly of perspective taking.* Paper presented at the Behavioral Operations Conference, Harvard Business School.

Caruso, E. M., & Shafir, E. (2006, January). Now that I think about it, I'm in the mood for laughs: Decisions focused on mood. In C. K. Morewedge & E. M. Caruso (Chairs), *Dissatisfaction*. Symposium conducted at the Society for Personality and Social Psychology, Palm Springs, CA.

Epley, N., Caruso, E. M., & Bazerman, M. H. (2006, January). When perspective taking increases taking: Reactive Egoism in social interaction. In D. Ames (Chair), *Getting over yourself: New evidence on the boundaries and consequences of projection and perspective taking.* Symposium conducted at the Society for Personality and Social Psychology, Palm Springs, CA.

Caruso, E. M., Epley, N., & Bazerman, M. H. (2005, May). *Increasing egoism by reducing egocentrism: Divergent effects of perspective taking on judgment and behavior in groups.* Paper presented at the Midwestern Psychological Association, Chicago, IL.

Caruso, E. M., & Epley, N. (2004, November). *Reconciling the hot hand and the gambler's fallacy: Perceived intentionality in the prediction of repeated events.* Paper presented at the Society for Judgment and Decision Making, Minneapolis, MN.

Epley, N., & Caruso, E. M. (2004, May). *Egocentric ethics*. Paper presented at the conference for The Social Psychology of Ordinary Ethical Failures, Cambridge, MA.

Caruso, E. M., Epley, N., & Bazerman, M. H. (2004, May). *The good, the bad, and the ugly of perspective taking in groups*. Paper presented at the conference for Research on Managing Groups and Teams: Ethics and Groups, Stanford University.

### **CONFERENCE POSTER PRESENTATIONS (SELECTED)**

Caruso, E. M., Rahnev, D., & Banaji, M. R. (2007, January). *Conjoint analysis in social attitudes: Revealing implicit preferences through explicit choices*. Poster session presented at the Judgment and Decision Making Preconference at the Society for Personality and Social Psychology, Memphis, TN.

Caruso, E. M. (2006, January). *Surprisingly hard for me, but predictably tough for you: Differential use of experience versus content in self and social judgments*. Poster session presented at the Judgment and Decision Making Preconference at the Society for Personality and Social Psychology, Palm Springs, CA.

Caruso, E. M. (2005, November). *Differential use of experience versus content in self and social judgments*. Poster session presented at the Society for Judgment and Decision Making, Toronto, Canada.

Caruso, E. M., Epley, N., & Bazerman, M. H. (2005, May). *Increasing egoism by reducing egocentrism: Divergent effects of perspective taking on judgment and behavior in groups*. Poster session presented at the American Psychological Society, Los Angeles, CA.

Caruso, E. M., Epley, N., & Bazerman, M. H. (2005, January). *Fish and chips: When perspective taking increases taking*. Poster session presented at the Society for Personality and Social Psychology, New Orleans, LA.

Caruso, E. M. & Epley, N. (2004, January). *Hot hands and cool machines: Perceived intentionality in the prediction of streaks*. Poster session presented at the Society for Personality and Social Psychology, Austin, TX.

\* *Winner of the Graduate Student Poster Award.*

Caruso, E. M., Epley, N., & Bazerman, M. H. (2003, November). *Leader of the packed: The benefits and costs of perspective taking in group endeavors*. Poster session presented at the Society for Judgment and Decision Making, Vancouver, BC.



## **INVITED TALKS**

Yale School of Management, October 2011  
University of Southern California Marshall School of Business, March 2010  
University of Pennsylvania Wharton School, March 2010  
University of Toronto Rotman School of Management, February 2010  
Carnegie Mellon University, January 2009  
University of Chicago, May 2008  
University of Illinois at Urbana-Champaign, December 2007  
Northwestern University, November 2007  
Yale University, February 2007  
New York University, February 2007  
University of California Berkeley Haas School of Business, January 2007  
Columbia Business School, January 2007  
University of Pennsylvania Wharton School, January 2007  
Harvard Business School, January 2007  
University of Chicago Graduate School of Business, January 2007  
Harvard University, December 2006  
Harvard Law School, November 2006  
Yale University, October 2006  
Yale School of Management, October 2006  
Harvard Business School, April 2006

## **HONORS AND AWARDS**

George W. Goethals Award recognizing excellence in teaching, Harvard University, June 2007

Thomas T. Hoopes Prize, for advising (with Mahzarin Banaji) the Senior Honors Thesis of Dobromir Rahnev, Harvard University, May 2007

Student Travel Award, Leonard N. Stern School of Management (Judgment and Decision Making Preconference to the Society for Personality and Social Psychology Conference), January 2007

Best Paper Proceedings, Academy of Management, August 2006

Honorable Mention, Best Empirical Paper Award, Academy of Management (Conflict Management Division), August 2006

George W. Goethals Award recognizing excellence in teaching, Harvard University, June 2006

Nominee, Joseph R. Levenson Memorial Teaching Prize for dedication to the educational experience of Harvard undergraduates, May 2006

Student Travel Award, National Science Foundation (Judgment and Decision Making Preconference to the Society for Personality and Social Psychology Conference), January 2006

Runner-up (with Nicholas Epley), Morton Deutsch Award for the best article of the year (2004) in *Social Justice Research*, July 2005

Student Travel Award, Society for Personality and Social Psychology, January 2005

Graduate Student Poster Award recognizing excellence in predoctoral research, Society for Personality and Social Psychology, January 2004

### **RESEARCH GRANTS AND FELLOWSHIPS**

Neubauer Family Faculty Fellow, The University of Chicago Booth School of Business, 2011-2012

Human Nature / Human Potential Project Grant, John Templeton Foundation, 2007-2009

National Science Foundation Graduate Research Fellowship, 2004-2007

Next Generation Grant, Program on Negotiation at Harvard Law School, 2005-2007

Research Grant, The Stimson Fund, Harvard University, 2006

Research Grant, The Norman Anderson Graduate Student Fund, Harvard University, 2006

Research Grant, Marie E. McMasters Fund, Harvard University, 2005

Harvard University Graduate Student Fellowship, 2002-2004

### **MEDIA COVERAGE (SELECTED)**

The Wall Street Journal, February 2011

The Boston Globe, January 2011

BusinessWeek, October 2010

U.S. News & World Report, October 2010

Psychology Today, March 2010

CNN, January 2010

ABC News, January 2010

Science, November 2009

National Public Radio, November 2009

National Journal, November 2009

Time, November 2009  
Newsweek, November 2009  
The Atlantic, November 2009  
ABC News, November 2009  
Scientific American Mind, January 2009  
The Economist, January 2009  
Science, December 2006

## **TEACHING**

*The University of Chicago Booth School of Business*  
Strategies and Processes of Negotiation

Foundations of Social Psychology (with Jane Risen)

Current Topics in Behavioral Science: The Psychology of Belief and Judgment (with Jane Risen)

*Harvard University*

Intuition, Judgment, and Choice: The Psychological Study of Human Behavior

\* *Recipient of the George W. Goethals Award recognizing excellence in teaching.*

The Psychology of Judgment and Decision Making

\* *Recipient of the George W. Goethals Award recognizing excellence in teaching.*

Teaching Fellow, Introduction to Psychology (Professor Dan Gilbert)

## **SUPERVISION OF GRADUATE STUDENT DISSERTATIONS**

Sara Kim, *Breadth perspective theory: The asymmetric effect of self-affirmation on estimates of one's own vs. others' emotions*

Andrew Chiu, *Missed opportunities: The psychology of opportunity costs*

Asia Eaton, *Prescriptions for persuasion: The relationship between sex role norms and gender differences in persuadability*

## **SUPERVISION OF UNDERGRADUATE HONORS THESES**

Brittani Baxter, *Seeing others through green-colored glasses: Reminders of money affect ascriptions of humanness*

Dobromir Rahnev, *Conjoint analysis: A new method of investigating stereotypes*

\* *Winner of the Thomas T. Hoopes Prize*

Ashley Aram Seo, *Temporal valuation: Prospective and retrospective interpretations of events*

Lisa Shichijo, *The effects of intermediate updates on affective forecasts*  
Sean Darling-Hammond, *The effects of perspective taking on the consumption of political news*

### **RESEARCH INTERESTS**

Social judgment  
Group decision making and negotiation  
Egocentrism and perspective taking  
Stereotyping and prejudice  
Morality  
Time  
Resource scarcity and abundance

### **PROFESSIONAL SERVICE**

Ad hoc reviewer for:  
*European Journal of Social Psychology*  
*Journal of Accounting Research*  
*Journal of Behavioral Decision Making*  
*Journal of Experimental Social Psychology*  
*Journal of Personality and Social Psychology*  
*Organizational Behavior and Human Decision Processes*  
*Personality and Social Psychology Bulletin*  
*Psychological Science*

Conference program committee member for:  
Behavioral Decision Research in Management (2010)

Conference organizing committee member for:  
Judgment and Decision Making Preconference at the Society for Personality and Social Psychology (2011, 2012)

### **ASSOCIATION MEMBERSHIPS**

Academy of Management  
American Psychological Association  
Association for Consumer Research  
Association for Psychological Science  
Society for Judgment and Decision Making  
Society for Personality and Social Psychology

### **PERSONAL BACKGROUND**

Place of Birth: Natick, MA