

# Steven L. Neuberg

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## Education

Ph.D. (1987) Carnegie-Mellon University, Social Psychology; Dissertation: *Interpersonal expectancies and impression formation goals: Overriding the impact of negative expectancies on social interactions and impression formation*

M.A. (1984) Carnegie-Mellon University, Psychology; Master's Thesis: *The generalizability of category-based affect: Stereotype versus piecemeal processes in realistic impression formation*

A.B. (1983) Cornell University, Psychology, magna cum laude; Senior Honors Thesis: *Behavioral implications of automatic information processing: The effects of categories activated by information outside of awareness on performance in the prisoner's dilemma game*

## Honors and Fellowships

- 2017                      Honorable Mention, *Gordon Allport Intergroup Relations Prize* for best paper on intergroup relations (with Keelah Williams & Oliver Sng), Society for the Psychological Study of Social Issues, for our article "Ecology-driven stereotypes override race stereotypes," *Proceedings of the National Academy of Sciences*, 113, 310-315.
- 2017                      Society of Personality and Social Psychology Student Publication Award, to my student Gabrielle Filip-Crawford, for our jointly-authored article, "Homosexuality and pro-gay ideology as pathogens? Implications of a disease-spread lay model for understanding anti-gay behaviors," *Personality and Social Psychology Review*, 20, 332-364.
- 2014                      Named *Fellow*, Society for the Psychological Study of Social Issues
- 2013                      *Gordon Allport Intergroup Relations Prize* for best paper on intergroup relations (with Mark Schaller), Society for the Psychological Study of Social Issues
- 2012                      *Outstanding Doctoral Mentor Award*, Arizona State University (awarded to one or two faculty members per year across all ASU campuses)
- 2009                      Named *Fellow*, Society of Experimental Social Psychology
- 2006                      Named *Fellow*, Association for Psychological Science
- 2004                      Named *Fellow*, American Psychological Association
- 2003                      *Featured Faculty Member*, Arizona State University, Co-Curricular Programs,

- October (inaugural selection), for “enhancing the learning of students outside the classroom”
- 2003 Named *Fellow*, Society for Personality and Social Psychology
- 2002 *Finalist, Parents Association Professor of the Year*, Arizona State University
- 2000 *1999-2000 Outstanding Honors Disciplinary Faculty Award*, Barrett Honors College, Arizona State University
- 1996 *Outstanding Teaching Award*, College of Liberal Arts and Sciences Alumni Association, Arizona State University
- 1988 *Finalist, Dissertation Award*, Society of Experimental Social Psychology
- 1988 *Finalist, Dissertation Award*, the Society for the Psychological Study of Social Issues
- 1987 - 1988 North Atlantic Treaty Organization Postdoctoral Fellowship in Science
- 1983 - 1987 Carnegie-Mellon University Psychology Department Fellowship
- 1983 *Thomas Arthur Ryan Undergraduate Research Award*, Cornell University

### **Selected Professional Experience**

- 2017 – Chair, Department of Psychology, Arizona State University
- 2015 – Faculty Affiliate and member of steering committee, Center for Evolution and Medicine, Arizona State University
- 2011 – 2015 External Faculty Member, *Center for Evolution and Cancer (Human and Social Evolution)*, University of California—San Francisco Medical Center
- 2010 – Designated as Foundation Professor, Department of Psychology, Arizona State University
- 2010 – Designated as Senior Sustainability Scientist, Arizona State University
- 2006 – 2009 Director, Social Psychology Program, Arizona State University
- 2005 – 2008 Founding Member and member of Steering Committee, *Center for Social Dynamics and Complexity*, Arizona State University
- 2003 – Faculty Affiliate, Faculty Advisory Committee, *Center for the Study of Religion and Conflict*, Arizona State University
- 2003 College of Liberal Arts and Sciences Interdisciplinary Faculty Fellow, Department of Anthropology, Arizona State University
- 1999 - Professor, Department of Psychology, Arizona State University

1997 - 2000	Director, Social Psychology Program, Arizona State University
1994 - 1999	Associate Professor, Department of Psychology, Arizona State University
1993 - 1994	Visiting Assistant Professor, Department of Psychology, University of Wisconsin—Madison
1988 - 1994	Assistant Professor, Department of Psychology, Arizona State University
1987 - 1988	Postdoctoral Fellow, Department of Psychology, University of Waterloo
1985	Instructor for Introductory Social Psychology, Department of Psychology, Carnegie-Mellon University

### **Selected Professional Service**

2015 - 2016	<i>Gordon Allport Intergroup Relations Prize</i> committee, Society for the Psychological Study of Social Issues
2015 - 2018	Student Publication Awards committee (chair, 2015), Society for Personality and Social Psychology
2015	Track Coordinator (Language, Linguistics, Cognition and Social Systems), European Conference on Complex Systems
2015 - 2018	Publications Committee, Society for Personality and Social Psychology (chair, 2017-2018)
2014 - 2015	Robert B. Cialdini Award Panel, Society for Personality and Social Psychology (chair, 2015)
2014 -	Editorial Board, <i>Personality and Social Psychology Review</i>
2012 - 2013	Theoretical Innovation Prize Panel, Society for Personality and Social Psychology (Chair, 2013)
2008 -	Editorial Board, <i>Journal of Personality and Social Psychology</i>
2006	Invited consultant to National Institute of Mental Health for “Translational Research: Bridging Basic and Applied Perspectives”
2005 - 2006	Dissertation Award Committee, Society for the Psychological Study of Social Issues (SPSSI)
2005	Grant Review Panel: Centers for Resilience and Stigma, National Institute of Mental Health
2004 - 2012	Editorial Board, <i>Personality and Social Psychology Bulletin</i>
2003 - 2016	Editorial Board, <i>Journal of Experimental Social Psychology</i>

- 2002 Member, Program Committee, Society for Personality and Social Psychology 2003 Annual Conference
- 2001 - 2003 Associate Editor, *Journal of Experimental Social Psychology*
- 2000 - 2002 Editorial Board, *Personality and Social Psychology Bulletin*
- 1999 - 2000 Grant Review Panel: Risk, Prevention, and Health Behavior, Committee 4, National Institutes of Health
- 1996 - 1999 Grant Review Panel: Social and Group Processes, National Institute of Mental Health
- 1996 - 1998 Education and Training Committee (Chair, 1998), Society for Personality and Social Psychology (APA Division 8); initiated the frequently visited web page "What is a Social/Personality Psychologist?"
- 1993 - 1994 Programming chair for 1994 American Psychological Association Science Weekend Conference, "Violence and Aggression" track
- 1993 - 1994 Co-chair of American Psychological Association Division 8 (Personality and Social Psychology) Conference Committee
- 1992 - 1995 Editorial Board, *Personality and Social Psychology Bulletin*
- 1984 - Ad hoc action editor for: *Proceedings of the National Academy of Sciences*; *Journal of Personality and Social Psychology*
- Ad hoc reviewer for: *Journal of Personality and Social Psychology*; *Psychological Science*; *Personality and Social Psychology Review*; *Psychological Review*; *Psychological Bulletin*; *Journal of Experimental Social Psychology*; *Personality and Social Psychology Bulletin*; *Perspectives on Psychological Science*; *Social Psychological and Personality Science*; *Proceedings of the National Academy of Sciences*; *Proceedings of the Royal Society B (Biological Sciences)*; *Evolution and Human Behavior*; *PLoS One*; *Journal of Applied Psychology*; *Human Nature*; *Journal of Personality*; *Psychological Methods*; *Social Cognition*; *Psychological Inquiry*; *Advances in Experimental Social Psychology*; *European Journal of Social Psychology*; *Group Dynamics*; *Group Processes and Intergroup Relations*; *Royal Society Open Science*; *British Journal of Social Psychology*; *Journal of Research in Personality*; *Personality and Individual Differences*; *Journal of Social and Clinical Psychology*; *Appetite*; *Political Psychology*; *Cognitive Science*; *Basic and Applied Social Psychology*; *Psychology of Women Quarterly*; *Assessment*; *Hispanic Journal of Behavioral Sciences*; National Science Foundation; National Institutes of Health; Social Sciences and Humanities Research Council of Canada; United States—Israel Binational Science Foundation; German-Israeli Foundation for Scientific Research and Development; National Research Foundation of South Africa; American Psychological Association; American Psychological Society; Society for the Psychological Study of Social Issues; Oxford University Press; Sage Publications; Guilford Publications.

**Funded Grants**

- 2017 – 2018 Institute for Social Science Research, Arizona State University, small grant, “Different Fat, Different Meanings: An Affordance-Management Approach to Fat Stigma,” PI.
- 2016 – 2018 Singapore Ministry of Education Academic Research Fund (MOE AcRF) Tier 1, “A Life History Mismatch Perspective on Low Fertility in Modern Society,” co-I, with Norman Li (PI) & four others.
- 2016 Mayo Clinic/ASU Obesity Solutions small grant, “Nuanced perceptions of fat: Implications for stigma, valuation, and long-term health,” PI.
- 2014 – 2018 National Science Foundation, “Religious Infusion and Asymmetric Group Conflict,” co-PI (30%), with Carolyn Warner (PI) & David Siroky (co-PI).
- 2014 – 2018 National Science Foundation, “Intersectionality and Stereotyping,” PI, with Douglas T. Kenrick (co-PI).
- 2010 – 2015 National Science Foundation, “Decision Center for a Desert City II - Urban Climate Adaptation,” Investigator (1% responsibility), with Patricia Gober (PI) et al.
- 2009 – 2012 National Science Foundation, “Fundamental Goals and Decision Making,” co-PI (40% responsibility) with Douglas T. Kenrick (PI).
- 2008 – 2011 National Science Foundation, “The Dynamics of Religion and Conflict: A Multidisciplinary, Empirical Approach,” PI, leading eight co-investigators.
- 2007 – 2010 National Science Foundation, “Toward a functionalist psychophysics of social perception,” co-PI (20% responsibility) with D. Vaughn Becker (PI) & Douglas T. Kenrick (co-PI).
- 2006 – 2010 National Institute of Mental Health, “Fundamental Goals and Social Perception,” R01 MH64734, competing continuation, co-PI (50% responsibility) with Douglas T. Kenrick (PI) (Jon K. Maner & N. Bradley Schmidt were co-PIs on subcontract).
- 2005 – 2008 Army Research Institute for the Behavioral and Social Sciences, “Goal-Driven Perception and Cognition in Complex Social Environments,” co-PI (50%) with Douglas T. Kenrick (PI).
- 2004 – 2005 Time-sharing Experiments for the Social Sciences (funded by National Science Foundation), “General Prejudice Versus Discrete Emotions: Understanding Patterns of Intergroup Emotions,” co-PI (40%) with Catherine A. Cottrell (PI).
- 2004 – 2006 Center for the Study of Religion and Conflict, Arizona State University: “Research Collaborative on Religion and Intergroup Conflict/Intergroup Peace,” project facilitator.
- 2002 – 2005 National Institute of Mental Health, “Fundamental Goals and Social Perception,” R01 MH64734, co-PI (40%) with Douglas T. Kenrick (PI) & Mark Schaller (co-PI)
- 2001 – 2002 Faculty Seminar, Arizona State University: “Interdisciplinary Seminar for the Scientific Study of Personal Relationships,” co-convener with F. Scott Christopher

- 2000 – 2001 Faculty Grant-in-Aid, Arizona State University: “Predicting Relationship Success: Personal Need for Structure and Partner Accommodation”
- 1999 – 2000 Faculty Mini-Grant, Arizona State University, College of Liberal Arts and Sciences: “Predicting Relationship Success: Personal Need for Structure and Partner Accommodation”
- 1994 - 1999 National Institute of Mental Health, "Social Goals as Moderators of Expectancy Confirmation," PI, Competing Continuation, R01 MH45719
- 1990 - 1993 National Institute of Mental Health, "Social Goals as Moderators of Expectancy Confirmation," PI, R01 MH45719
- 1990 Faculty Mini-Grant, Arizona State University: "Interaction Goals and Self-Fulfilling Prophecies"
- 1989 Faculty Grant-in-Aid, Arizona State University: "Expectancies, Social Goals, and Self-Fulfilling Prophecies”
- 1989 Faculty Mini-Grant, Arizona State University, College of Liberal Arts and Sciences: "Perceived Status and Self-Fulfilling Prophecies"
- 1987 - 1988 NATO Postdoctoral Research Fellowship: "Overriding the Self-Fulfilling Prophecy in Social Interactions Involving Members of Stigmatized Social Groups," administered by the National Science Foundation.

## Book

Kenrick, D. T., Neuberg, S. L., & Cialdini, R. B. (2015, 2010, 2007, 2005, 2002, 1999). *Social psychology: Goals in interaction*. Boston, MA: Allyn & Bacon/Pearson.

## Published Papers

\*Indicates author was student at time research was performed.

Sundie, J. M, Beal, D. J, Neuberg, S. L., & Kenrick, D. T. (in press). Moving beyond unwise replication practices: The case of romantic motivation. *Journal of Experimental Psychology: General*, online: xxxxxxxxx.

\*Williams, K. E. G., \*Votruba, A. M., Neuberg, S. L., & Saks, M. J. (in press). Capital and punishment: Resource scarcity increases endorsement of the death penalty. *Evolution and Human Behavior*.

\*Sng, O., Neuberg, S. L., Varnum, M. E. W., & Kenrick, D. T. (in press). The behavioral ecology of cultural psychological variation. *Psychological Review*.

Cohen, A. B., & Neuberg, S. L. (2018). Religious cultures and religious conflict. To appear in S. Kitayama & D. Cohen (Eds.), *Handbook of cultural psychology* (2<sup>nd</sup> ed., pp. ???-???). New York: Guilford.

Kenrick, D.T., Cohen, A. B., Neuberg, S. L., & Cialdini, R. B. (2018). The science of anti-scientific thinking. *Scientific American*, 319, 36-41.

- Neuberg, S. L., & Filip-Crawford, G. (2018). Religion and intergroup conflict: A Social-psychological approach. In K. Migacheva & B. Frederick (Eds.), *Religion, Conflict, and Stability in the Former Soviet Union* (pp. 99-114). Santa Monica, CA: RAND Corporation.  
[https://www.rand.org/pubs/research\\_reports/RR2195.html](https://www.rand.org/pubs/research_reports/RR2195.html).
- Schaller, M., Kenrick, D.T., Neel, B., & Neuberg, S. L. (2017). Evolution and human motivation: A fundamental motives framework. *Social and Personality Psychology Compass*, *11*. Online only, DOI: [10.1111/spc3.12319](https://doi.org/10.1111/spc3.12319).
- Neuberg, S. L., & Kenrick, A. C. (2017). Discriminating ecologies: A life history approach to stigma and health. In B. Major, J. F. Dovidio, & B. G. Link (Eds.), *Handbook of stigma, discrimination and health* (pp. 125-145). Oxford, UK: Oxford University Press.
- \*Sng, O., Neuberg, S. L., Varnum, M. E. W., & Kenrick, D. T. (2017). The crowded life is a slow life: Population density and life history strategy. *Journal of Personality and Social Psychology*, *112*, 736-754.
- \*Sng, O., \*Williams, K. E. G., & Neuberg, S. L. (2016). Evolutionary approaches to stereotyping and prejudice. In C. Sibley & F. K. Barlow (Eds.), *Cambridge handbook of the psychology of prejudice* (pp. 21-46). Cambridge, UK: Cambridge University Press.
- \*Krems, J. A., Dunbar, R. I. M., & Neuberg, S. L. (2016). Something to talk about: Are conversation sizes constrained by mental modeling abilities? *Evolution & Human Behavior*, *37*, 423-428.
- \*Filip-Crawford, G., & Neuberg, S. L. (2016). Homosexuality and pro-gay ideology as pathogens? Implications of a disease-spread lay model for understanding anti-gay behaviors. *Personality and Social Psychology Review*, *20*, 332-364. [**Winner of the 2017 Society of Personality and Social Psychology Student Publication Award**]
- Neel, R., Kenrick, D. T., \*White, A. E., & Neuberg, S. L. (2016). Individual differences in fundamental social motives. *Journal of Personality and Social Psychology*, *110*, 887-907.
- Neuberg, S. L. (2016). Motivation matters: The functional context of expectation confirmation processes. In S. Trusz & P. Babel (Eds.), *Intrapersonal and interpersonal expectancies: Research, applications and future directions* (pp. 102-109). Oxford, UK: Routledge. [Also to be translated into Polish and appear in S. Trusz & P. Babel (Eds.), *Expectancies for self and others: What we know from 55 years of research*. Gdansk, Poland: Gdańskie Wydawnictwo Psychologiczne.]
- \*Krems, J. A., Neel, R., Neuberg, S. L., Puts, D. A., & Kenrick, D. T. (2016). Women selectively guard their (desirable) mates from ovulating women. *Journal of Personality and Social Psychology*, *110*, 551-573.
- \*Williams, K. E. G., \*Sng, O., & Neuberg, S. L. (2016). Ecology-driven stereotypes override race stereotypes. *Proceedings of the National Academy of Sciences*, *113*, 310-315.  
<http://www.pnas.org/content/113/2/310.full.pdf?with-ds=yes>. [**Honorable Mention, Gordon Allport Intergroup Relations Prize, Society for the Psychological Study of Social Issues**]
- Neuberg, S. L., & Schaller, M. (2016). An evolutionary threat-management approach to prejudices. *Current Opinion in Psychology*, *7*, 1-5.
- \*Krems, J. A., \*Filip-Crawford, G., & Neuberg, S. L., & Kenrick, D. T. (2015). Is she angry? (Sexually desirable) Women 'see' anger on female faces. *Psychological Science*, *26*, 1655-1663.

- Neuberg, S. L., & DeScioli, P. (2015). Prejudices: Managing threats to group life. In D. Buss (Ed.), *Handbook of evolutionary psychology* (2<sup>nd</sup> ed., Vol 2, 704-721). New York: Wiley.
- Neuberg, S. L. (2015). When a research assistant (maybe) fabricates data. In R. J. Sternberg & S. T. Fiske (Eds.), *Ethical challenges in the behavioral and brain sciences: Case studies and commentaries* (pp. 121-123). New York: Cambridge University Press.
- Neuberg, S. L., & Schaller, M. (2015). Evolutionary social cognition. In M. Mikulincer & P. R. Shaver (Eds.), *APA handbook of personality and social psychology* (Vol. 1, *Attitudes and social cognition*, pp. 3 - 45, E. Borgida & J. A. Bargh [Assoc. Eds.]). Washington, D.C.: American Psychological Association.
- Neuberg, S. L. (2014). Contention, consensus, and the behavioral immune system: From the forum forward. *Evolutionary Behavioral Sciences*, 8, 284-288.
- \*White, A. E., & Neuberg, S. L. (2014). Beyond the negative: Political attitudes and ideologies strategically manage opportunities, too [commentary]. *Behavioral and Brain Sciences*, 37, 332-333.
- Neuberg, S. L. & Schaller, M. (2014). The selfish goal meets the selfish gene [commentary]. *Behavioral and Brain Sciences*. 37, 153-154.
- Neuberg, S. L., Warner, C. M., \*Mistler, S. A., \*Berlin, A., \*Hill, E. D., \*Johnson, J. D., \*Filip-Crawford, G., Millsap, R. E., Thomas, G., Winkelman, M., Broome, B. J., Taylor, T. J., & Schober, J. (2014). Religion and intergroup conflict: Findings from the Global Group Relations Project. *Psychological Science*, 25, 198-206.
- \*Pirlott, A. G., & Neuberg, S. L. (2014). Sexual prejudice: Avoiding unwanted sexual interest? *Social Psychological and Personality Science*, 5, 92-101.
- \*White, A. E., Kenrick, D. T., \*Neel, R., & Neuberg, S. L. (2013). From the bedroom to the budget deficit: Mate competition changes men's attitudes toward economic redistribution. *Journal of Personality and Social Psychology*, 105, 924-940.
- \*White, A. E., Kenrick, D. T., & Neuberg, S. L. (2013). Beauty at the ballot box: Disease threats predict preferences for physically attractive leaders. *Psychological Science*, 24, 2429-2436.
- Neuberg, S. L., & \*Sng, O. (2013). A life history theory of social perception: Stereotyping at the intersections of age, sex, and ecology (and race). *Social Cognition*, 31, 696-711.
- \*Kenrick, A. C., \*Shapiro, J. R., & Neuberg, S. L. (2013). Do parental bonds break anti-fat stereotyping? Parental work-ethic ideology and disease concerns predict bias against heavy-weight children. *Social Psychological and Personality Science*, 4, 723-731.
- Neuberg, S. L., Becker, D. V., & Kenrick, D. T. (2013). Evolutionary social cognition. In D. E. Carlston (Ed.), *Oxford handbook of social cognition* (pp. 656-679). New York: Oxford University Press.
- \*White, A. E., \*Li, Y. J., Griskevicius, V., Neuberg, S. L., Kenrick, D. T. (2013). Putting all your eggs in one basket: Life history strategies, bet-hedging, and diversification. *Psychological Science*, 24, 715-722.
- \*Neel, R., \*Neufeld, S.L., & Neuberg, S.L. (2013). Would an obese person whistle Vivaldi? Targets of prejudice self-present to minimize the appearance of specific threats. *Psychological Science*, 24, 678-687.
- Kenrick, D. T., Neuberg, S. L., & \*White, A. E. (2013). Relationships from an evolutionary life history



perspective. In J. A. Simpson & L. Campbell (Eds.), *Oxford handbook of close relationships* (pp. 13-38). New York: Oxford University Press.

Schaller, M., & Neuberg, S. L. (2012). Beyond prejudice to prejudices [commentary]. *Behavioral and Brain Sciences*, *35*, 445-446.

\*White, A. E., Kenrick, D. T., \*Li, Y. J., \*Mortensen, C. R., Neuberg, S. L., & Cohen, A. B. (2012). When nasty breeds nice: Threats of violence amplify agreeableness at national, individual, and situational levels. *Journal of Personality and Social Psychology*, *103*, 622-634.

Kenrick, D. T., \*Li, Y. J., \*White, A. E., & Neuberg, S. L. (2012). Economic subselves: Fundamental motives and deep rationality. In J. Forgas, K. Fiedler, & C. Sedikides (eds.), *Social thinking and interpersonal behavior: The 14<sup>th</sup> Sydney Symposium of Social Psychology* (pp. 23-43). New York: Psychology Press.

Schaller, M., & Neuberg, S. L. (2012). Danger, disease, and the nature of prejudice(s). In J. Olson & M. P. Zanna (Eds.), *Advances in Experimental Social Psychology* (Vol. 46, pp. 1 - 55). Burlington, VT: Academic Press. [**Winner, Gordon Allport Intergroup Relations Prize, Society for the Psychological Study of Social Issues**]

\*Neel, R., Becker, D. V., Neuberg, S. L., & Kenrick, D. T. (2012). Who expressed what emotion? Men grab anger, women grab happiness. *Journal of Experimental Social Psychology*, *48*, 583-586.

\*Li, Y. J., Kenrick, D. T., Griskevicius, V., & Neuberg, S. L. (2012). Economic decision biases and fundamental motivations: How mating and self-protection alter loss aversion. *Journal of Personality and Social Psychology*, *102*, 550-561.

Schaller, M., Kenrick, D. T., & Neuberg, S. L. (2012). Six degrees of Bob Cialdini: And five principles of scientific influence. In D. T. Kenrick, N. Goldstein, & S. L. Braver (Eds.), *Six degrees of social influence: Science, application, and the psychology of Robert Cialdini* (pp. 3-13). New York: Oxford University Press.

Aktipis, C. A., Kwan, V. S. Y., Johnson, K. A., Neuberg, S. L., & Maley C. C. (2011). Overlooking evolution: A systematic analysis of cancer relapse and therapeutic research. *PLoS One*, *6*, e26100. doi:10.1371/journal.pone.0026100

Becker, D. V., \*Mortensen, C. R., Ackerman, J. M., Shapiro, J. R., \*Anderson, U. S., Sasaki, T., Maner, J. K., Neuberg, S. L., Kenrick, D. T. (2011). Signal detection on the battlefield: Priming self-protection vs. revenge-mindedness differentially modulates the detection of enemies and allies. *PLoS One*, *6*, e23929. doi:10.1371/journal.pone.0023929.

Neuberg, S. L., Kenrick, D. T., & Schaller, M. (2011). Human threat management systems: Self-protection and disease avoidance. *Neuroscience and Biobehavioral Reviews*, *35*, 1042-1051.

\*Anderson, U.S., \*Perea, E. F., Becker, D. V., Ackerman, J. M., Shapiro, J. R., Neuberg, S. L., & Kenrick, D. T. (2010). I only have eyes for you: Ovulation redirects attention (but not memory) to attractive men. *Journal of Experimental Social Psychology*, *46*, 804-808.

Schaller, M., Neuberg, S. L., Griskevicius, V., & Kenrick, D. T. (2010). Pyramid power. *Perspectives on Psychological Science*, *5*, 335-337.

Kenrick, D. T., Griskevicius, V., Neuberg, S. L., & Schaller, M. (2010). Renovating the pyramid of needs:

Contemporary extensions built upon ancient foundations. *Perspectives on Psychological Science*, 5, 291-314.

- \*Shapiro, J. R., \*Mistler, S. A., & Neuberg, S. L. (2010). Threatened selves and differential prejudice expression by White and Black perceivers. *Journal of Experimental Social Psychology*, 46, 469-473.
- Becker, D.V., \*Anderson, U.S., Neuberg, S.L., Maner, J.K., \*Shapiro, J.R., \*Ackerman, J.M., Schaller, M., & Kenrick, D.T. (2010). More memory bang for the attentional buck: Self-protection goals enhance encoding efficiency for potentially threatening males. *Social Psychological and Personality Science*, 1, 182-189.
- Kenrick, D. T., Neuberg, S. L., Griskevicius, V., Becker, D. V., & Schaller, M. (2010). Goal-driven cognition and functional behavior: The fundamental motives framework. *Current Directions in Psychological Science*, 19, 63-67.
- \*Mortensen, C. R., Becker, D. V., \*Ackerman, J. M., Neuberg, S. L. & Kenrick, D. T. (2010). Infection breeds reticence: The effects of disease salience on self-perceptions of personality and behavioral avoidance tendencies. *Psychological Science*, 21, 440-447.
- Aktipis, C. A., Maley, C. C., & Neuberg, S. L. (2010). Psychological barriers to evolutionary thinking in medicine. *Evolution and Medicine Review* (February 24). <http://evmedreview.com/?p=231>.
- Neuberg, S. L., Kenrick, D. T., & Schaller, M. (2010). Evolutionary social psychology. In S. T. Fiske, D. Gilbert, and G. Lindzey (Eds.), *Handbook of social psychology* (pp. 761-796). New York: John Wiley & Sons.
- \*Shapiro, J. R., \*Ackerman, J. M., Neuberg, S. L., Maner, J. K., Becker, D. V., & Kenrick, D. T. (2009). Following in the wake of anger: When not discriminating is discriminating. *Personality and Social Psychology Bulletin*, 35, 1356-1367.
- Kenrick, D. T., Griskevicius, V., Sundie, J. M., Li, N. P., \*Li, Y. J., & Neuberg, S. L. (2009). Deep rationality: The evolutionary economics of decision making. *Social Cognition*, 27, 764-785.
- \*Ackerman, J. M., Becker, D. V., \*Mortensen, C. R., \*Sasaki, T., Neuberg, S. L., & Kenrick, D. T. (2009). A pox on the mind: Disjunction of attention and memory in processing physical disfigurement. *Journal of Experimental Social Psychology*, 45, 478-485.
- \*Shapiro, J. R., & Neuberg, S. L. (2008). When do the stigmatized stigmatize? The ironic effects of being accountable to (perceived) majority group prejudice-expression norms. *Journal of Personality and Social Psychology*, 95, 877-898.
- Neuberg, S. L., & Cottrell, C. A. (2008). Managing the threats and opportunities afforded by human sociality. *Group Dynamics: Theory, Research, and Practice*, 12, 63-72.
- Schaller, M., & Neuberg, S. L. (2008). Intergroup prejudices and intergroup conflicts. In C. Crawford and D. L. Krebs (Eds.), *Foundations of evolutionary psychology: Ideas, applications, and applications* (pp. 401-414). Mahwah, NJ: Erlbaum.
- Duncan, L. A., Park, J. H., Faulkner, J., Schaller, M., Neuberg, S. L., & Kenrick, D. T. (2007). Adaptive allocation of attention: Effects of sex and sociosexuality on visual attention to attractive opposite-sex faces. *Evolution and Human Behavior*, 28, 359-364.

- \*Shapiro, J. S., & Neuberg, S. L. (2007). From stereotype threat to stereotype threats: Implications of a multi-threat framework for causes, moderators, mediators, consequences, and interventions. *Personality and Social Psychology Review*, *11*, 107-130.
- Kenrick, D. T., Delton, A. W., Robertson, T., Becker, D. V. & Neuberg, S. L. (2007). How the mind warps: A social evolutionary perspective on cognitive processing disjunctions. In J. P. Forgas, W. von Hippel, & M. Haselton (Eds.), *The evolution of the social mind: Evolution and social cognition* (pp. 49-68). New York: Psychology Press.
- \*Cottrell, C. A., Neuberg, S. L., & \*Li, N. P. (2007). What do people desire in others? A sociofunctional perspective on the importance of different valued characteristics. *Journal of Personality and Social Psychology*, *92*, 208-231.
- Becker, D. V., Kenrick, D. T., Neuberg, S. L., Blackwell, K. C., & Smith, D. M. (2007). The confounded nature of angry men and happy women. *Journal of Personality and Social Psychology*, *92*, 179-190.
- \*Ackerman, J. M., \*Shapiro, J. R., Neuberg, S. L., Kenrick, D. T., Schaller, M., Becker, D. V., Griskevicius, V., & Maner, J. K. (2006). They all look the same to me (unless they're angry): From out-group homogeneity to out-group heterogeneity. *Psychological Science*, *17*, 836-840.
- Neuberg, S. L., & \*Cottrell, C. A. (2006). Evolutionary bases of prejudices. In M. Schaller, J. A. Simpson, & D. T. Kenrick (eds.), *Evolution and social psychology* (pp. 163-187). New York: Psychology Press.
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### Conference and Colloquium Presentations

Neuberg, S. L. (2018, July). *Discriminating ecologies: A life history approach to stigma and health*. Talk presented at the annual conference of the Human Behavior and Evolution Society, Amsterdam, the Netherlands.

Pick, C. M., & Neuberg, S. L. (2018, July). *How brave is she? "Affordance testing" to actively assess others' potential opportunities and threats*. Talk presented at the annual conference of the Human Behavior and Evolution Society, Amsterdam, the Netherlands.

Ko, A., Suh, E. M., & Neuberg, S. L. (2018, July). *Q: Is happiness predicted by self-perceived mate value? A: Am I a man or a woman?* Poster presented at the annual conference of the Human Behavior and Evolution Society, Amsterdam, the Netherlands.

Neuberg, S. L. (2018, June). *Evolution and the social psychology of stereotyping, prejudice, and discrimination*. Talk presented at the Second Javea workshop on evolutionary and social psychology, Javea, Spain.

Pick, C. M., & Neuberg, S. L. (2018, February). *Do Mexican immigrants work hard for low wages? When the same base stereotype leads to very different affordance stereotypes and prejudices*. Talk given at the Social Psychologists of Arizona conference, Tempe, AZ.

Ko, A., & Neuberg, S. L. (2018, February). *Q: Is happiness predicted by self-perceived mate value? A: Am I a man or a woman?* Poster presented at the Social Psychologists of Arizona conference, Tempe, AZ.

Pick, C. M., & Neuberg, S. L. (2017, June). *Do Mexican immigrants work hard for low wages? When the same base stereotype leads to very different affordance stereotypes and prejudices*. Talk given at the Human Behavior and Evolution Society Annual Meeting, Boise, ID.

Sng, O., Neuberg, S. L., Varnum, M., & Kenrick, D. T. (2017, June). *The crowded life is a slow life: Population density and life history strategy*. Postdoctoral award finalist talk presented at the annual conference of the Human Behavior and Evolution Society, Boise, ID.

Neuberg, S. L., & Krems, J. A. (2017, June). *Does fat = fat? Does fat = negative? An affordance-management approach to understanding the nuances of fat stigma*. Talk presented at the annual conference of the Human Behavior and Evolution Society, Boise, ID.

Neuberg, S. L. (2017, May). *Threat management, fear, and their implications for prejudices and intergroup relations*. Talk presented as part of an invited symposium on "The science of fear: From basic psychological mechanisms to impact on society" at the annual conference of the Association for Psychological Science, Boston, MA.

- Neuberg, S. L. (2017, February). Stigma, prejudice, and discrimination as social control. Talk presented at a conference on “Conflict and Cooperation,” Arizona State University, Tempe, AZ.
- Pick, C. M., & Neuberg, S. L. (2017, January). *Predicting prejudices: The roles of trait stereotypes versus affordance stereotypes*. Poster presented at the Society for Personality and Social Psychology Convention, San Antonio, TX.
- Pick, C. M., & Neuberg, S. L. (2017, January). *Predicting prejudices: When identical base stereotypes lead to distinct affordance stereotypes and prejudices*. Poster presented at the Evolutionary Psychology Pre-conference at the Society for Personality and Social Psychology Convention, San Antonio, TX.
- Pick, C. M., & Neuberg, S. L. (2016, December). *Managing threats and opportunities: When people holding the same stereotypes harbor very different prejudices*. Poster presented at the Institute for Social Science Research Graduate Student Poster Competition, Arizona State University. **Third place winner.**
- Neuberg, S. L. (2016, October). Discriminating ecologies: A life history approach to stigma and health. Talk presented at the Center for Evolutionary Psychology, University of California—Santa Barbara, Santa Barbara, CA.
- Neuberg, S. L. (2016, October). Does fat = fat? An affordance-management approach to fat stigma. Talk presented at the Department of Psychology, University of California—Santa Barbara, Santa Barbara, CA.
- Neuberg, S. L. (2016, September). *Toward understanding the nuanced nature of social stereotypes: An affordance-management approach*. Talk presented at the University of Michigan, Ann Arbor, MI.
- Neuberg, S. L., & Filip-Crawford, G. (2016, September). *Religion and intergroup conflict in former Soviet Union states: A social psychological approach*. Talk presented at a workshop on “Religion and Stability in the Former Soviet Union,” RAND Corporation, Arlington, VA.
- Neuberg, S. L. (2016, September). *Toward understanding the nuanced nature of social stereotypes: An affordance-management approach*. Talk presented at the University of Colorado, Boulder, CO.
- Neuberg, S. L. (2016, September). *Toward understanding the nuanced nature of social stereotypes: An affordance-management approach*. Talk presented at the University of Kansas, Lawrence, KS.
- Sng, O., Williams, K. E. G., & Neuberg, S. L. (2016, June). *Can race be replaced? Life history stereotyping and race categorization*. Talk presented at the Human Behavior and Evolution Society Conference, Vancouver, Canada.
- Krems, J. A., Williams, K. E. G., Kenrick, D. T., & Neuberg, S. L. (2016, June). *Strategic flexibility in women’s mating: Economic recessions and women’s sexual strategies*. Talk presented at the Human Behavior and Evolution Society Conference, Vancouver, Canada.
- Williams, K. E. G., Krems, J. A., & Neuberg, S. L. (2016, June). *Life history theory and endorsement of child support policies*. Poster presented at the Human Behavior and Evolution Society Conference, Vancouver, Canada.
- Pick, C. M., & Neuberg, S. L. (2016, June). *Managing threats and opportunities: When people holding the same stereotypes harbor very different prejudices*. Poster presented at the Human Behavior and Evolution Society Conference. Vancouver, Canada.

- Neuberg, S. L. (2016, April). *Toward understanding the nuanced nature of social stereotypes*. Colloquium presented at the University of Kentucky, Lexington, KY.
- Neuberg, S. L. (2016, April). *Religious infusion and intergroup conflict: Evidence from the Global Group Relations Project*. Colloquium presented at the University of Kentucky, Lexington, KY.
- Williams, K. E. G., & Neuberg, S. L. (2016, April). *Affordance Reus: Implications of an affordance management approach for perceptions of crime, culpability, and punishment*. Talk presented at the Annual Conference of the Society for Evolutionary Analysis in the Law, Tempe, AZ.
- Sng, O., Williams, K. E. G., & Neuberg, S. L. (2017). *Can race be replaced? Ecology and race categorization*. Data blitz presented at the Social Cognition Preconference of the annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Neuberg, S. L., Sng, O., & Williams, K. E. G. (2015, September). *Sex, age, and "race": Life history theory and the nuanced nature of social stereotypes*. Talk presented at the annual meeting of the Society for Experimental Social Psychology, Denver, CO.
- Sng, O., Neuberg, S. L., Varnum, M., & Kenrick, D. T. (2015, May). *The crowded life is a slow life: Evidence across nations, states, and individuals*. Talk presented at the 27<sup>th</sup> annual meeting of the Human Behavior and Evolution Society, Columbia, MO.
- Neuberg, S. L. (2015, February). *Affordance management meets Life History Theory: Implications for the nuanced nature of social stereotypes*. Invited address at the Evolutionary Psychology Preconference of the 16<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.
- Neuberg, S. L. (2015, February). *Using expert respondents to explore social processes across the globe: The case of religious infusion and intergroup conflict*. Invited address at the Advances in Cultural Psychology Preconference of the 16<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.
- Williams, K.E.G., Sng, O., Neuberg, S.L. (2015, February). *Rethinking stereotype content: Are race stereotypes actually ecology stereotypes?* Paper presented at the annual conference of the Society for Personality and Social Psychology, Long Beach, CA.
- Sng, O., Williams, K. E. G., Krems, J. A., Neuberg, S. L., & Kenrick, D. T. (2015, February). *When skinny seems slow: Somatotypes as life history stereotypes*. Paper presented at the Evolutionary Psychology Preconference of the 16<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.
- Sng, O., Neuberg, S. L., Varnum, M., & Kenrick, D. T. (2015, February). *The crowded life is a slow life*. Paper presented at the 16<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.
- Krems, J.A., Neuberg, S.L., Filip-Crawford, G., & Kenrick, D.T. (2015, February). *Is she angry? (Sexually desirable) Women 'see' anger on same-sex faces*. Paper presented at the annual conference of the Society for Personality and Social Psychology, Long Beach, CA.
- Varley, A.H., Filip-Crawford, G., Neuberg, S. L., & Nagoshi, C.T. (February, 2015). *No god or bad values? Prejudice toward atheists caused by values threat and lack of belief in god*. Poster session presented at the meeting of the Society for Personality and Social Psychology, Long Beach, California.



- Neuberg, S. L. (2015, February). *The paradox of increasing fertility rates in a 'slow' reproductive environment: Insights from Life History Theory*. Invited address at the Singapore Management University 2015 Psychology and Public Policy Conference, "Is Low Fertility Here To Stay... Or Can Singapore Make More Babies?"
- Neuberg, S. L. (2015, February). *The evolved social mind: Implications for functionally biased cognition and social prejudices*. Colloquium presented at the Centre of Behavioural and Cognitive Sciences, University of Allahabad, Allahabad, India.
- Filip-Crawford, G., & Neuberg, S. L. (2014, November). *Homosexuality and pro-gay ideology as pathogens? Empirical tests of a disease-spread lay model*. Paper presented at the bi-annual meeting of Social Psychologists of Arizona, Phoenix, AZ.
- Williams, K. E. G., Sng, O., & Neuberg, S. L. (2014, November). *Rethinking stereotype content: Race as a proxy for ecology*. Paper presented at the bi-annual meeting of Social Psychologists of Arizona, Phoenix, AZ.
- Krems, J. A., Neuberg, S. L., Filip-Crawford, G., & Kenrick, D. T. (2014, November). *Is she angry? Biased perception of anger on female faces*. Paper presented at the bi-annual meeting of Social Psychologists of Arizona, Phoenix, AZ.
- Sng, O., Williams, K. E. G., & Neuberg, S. L. (2014, May). *Reconceiving sex and age stereotypes*. Talk presented at the 26th APS Annual Convention, San Francisco, CA.
- Krems, J. A., Neel, R., Neuberg, S. L., White, A. E., & Kenrick, D. T. (2014, May). *We can be friends (24 days a month): Women use fertility cues to navigate social relationships*. Poster presented at the annual meeting of the Association for Psychological Science, San Francisco, CA.
- Dunbar, R. I. M., Krems, J. A., & Neuberg, S. L. (2014, May). *Something to talk about: Conversation size is constrained by mental modeling abilities*. Poster presented at the annual meeting of the Association for Psychological Science, San Francisco, CA.
- Williams, K.E.G., Votruba, A.M., Neuberg, S.L. & Saks, M.J. (2014, May). *Capital and punishment: Resource scarcity and the death penalty*. Paper presented at the annual conference of the Association for Psychological Science, San Francisco, CA.
- Williams, K.E.G., & Neuberg, S.L. (2014, April). *Life History Theory and the endorsement of child support laws*. Paper presented at the annual conference of the Society for Evolutionary Analysis in Law, Urbana-Champaign, IL.
- Williams, K. E. G., Votruba, A. M., Neuberg, S. L., & Saks, M. J. (2014, February). *Capital and punishment: The influence of resource scarcity on endorsement of the death penalty*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Austin, Texas.
- Varley, A.H., Filip-Crawford, G., Neuberg, S. L., & Nagoshi, C.T. (2014, February). *Atheist prejudice: Values threat and lack of belief in a moralizing god*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Austin, Texas.
- Varley, A.H., & Neuberg, S. L. (2014, February). *The foundations of religious-based prejudices: Threatening values, proselytizing inclinations, and social influence concern*. Poster presented at the pre-conference on Group Processes and Intergroup Relations at the meeting of the Society for Personality and Social Psychology, Austin, Texas.

- Kwan, V. S. Y., Adelman, R. M., Johnson, K., Aktipis, A., Maley, C., & Neuberg, S. L. (2014, February). *Unintended consequences of "War on Cancer"*. Paper presented at the annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Neuberg, S. L. (2014, February). *Nailing the interview*. Invited talk at the preconference, "From the job market to tenure: Tips for success," at the annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Krems, J. A., White, A. E., Filip-Crawford, G., & Neuberg, S. L. (2014, February). *Don't hate me 'cause I'm Beautiful: 'Sexy' females project anger onto female faces*. Poster presented at the Society for Personality and Social Psychology Conference, Austin, TX.
- Pirlott, A. G., & Neuberg, S. L. (2013, July). *Understanding sexual prejudices: Avoiding threats of unwanted sexual interest?* Paper presented at the annual conference of the Human Behavior and Evolution Society, Miami, FL.
- White, A. E., Kenrick, D. T., Neel, R., & Neuberg, S. L. (2013, July). *From the bedroom to the budget deficit: Mate competition changes men's attitudes toward economic redistribution*. Paper presented at the annual conference of the Human Behavior and Evolution Society, Miami, FL.
- Neuberg, S. L. (2013, April). *A life history approach to stereotyping and prejudice: Age, sex, and ecology (race)*. Invited address to the Annual Conference of the Western Psychological Association, Reno, NV.
- Sng, O., Williams, K. E. G., & Neuberg, S. L. (2013, March). *Reconceiving sex and age stereotypes*. Paper presented at the Annual Conference of the Social Psychologists of Arizona, Tucson, AZ.
- Filip-Crawford, G., Neuberg, S. L., Broome, B. J., Berlin, A., & Warner, C. M. (2013, January). *Reducing serious intergroup conflict: A role for religious messages of tolerance?* Poster presented at the preconference on the Psychology of Religion and Spirituality at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Neuberg, S. L. (2013, January). *Religion and conflict: Evidence from the Global Group Relations Project*. Invited talk presented at the preconference on the Psychology of Religion and Spirituality at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Li, Y. J., Neuberg, S. L., Sundie, J., & Kenrick, D. T. (2013, January). *Mating and dating influence when and why people take financial risks*. Paper presented at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Neel, R., Kenrick, D. T., & Neuberg, S. L. (2013, January). *What are we built to care about? Fundamental motives and person-situation interactions*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Sng, O., & Neuberg, S. L. (2013, January). *It's a cold day for throwing things away: Adaptive hoarding under cues of resource scarcity*. Poster presented at the Evolutionary Psychology Preconference of the 14th annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Neel, R., Becker, D. V., Neuberg, S. L., Kenrick, D. T., & Anderson, U. S. (2012, June). *The most threatening face grabs the anger: Race, gender, and the misperception of affordance cues*. Paper presented at the annual conference of the Human Behavior and Evolution Society, Albuquerque, NM.

- Li, Y. J., Neuberg, S. L., Sundie, J., & Kenrick, D. T. (2012, June). *Dating status influences when and why men and women take financial risks*. Paper presented at the Human Behavior and Evolution Society Annual Conference, Albuquerque, NM.
- White, A.E. Li, Y.J., Griskevicius, V., Neuberg, S.L., Kenrick, D.T. (2012, June). *To diversify or not: Interactions between childhood environment and current threat*. Paper presented at the annual conference of the Human Behavior and Evolution Society, Albuquerque, NM.
- Neuberg, S. L. (2012, March). Invited presentation at the *Origins of Xenophobia: Great debate*. Arizona State University, Tempe, AZ. [<http://www.youtube.com/watch?v=YZLlvc9rviM>; <http://origins.asu.edu/video-gallery-results/Why-Do-We-Fear-Others-2012>]
- Neuberg, S. L., Mistler, S. A., Berlin, A., Filip-Crawford, G., Hill, E., Millsap, R. E., Warner, C. M. (2102, January). *Religious infusion and intergroup conflict: Findings from the Global Group Relations Project*. Paper presented at the annual meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Neel, R., White, A.E., Johnson, K., Mortensen, C.R., Jacobson, R., Neuberg, S.L., & Kenrick, D.T. (2012, January). *Why zombies eat brains: The motivated dehumanization of sick people*. Poster presented at the Mind Perception Preconference, Society for Personality and Social Psychology, San Diego, CA.
- Li, Y., J., Kenrick, D. T., Griskevicius, V., & Neuberg, S. L. (2012, January). *Economic decision biases and fundamental motivations: How mating and self-protection alter loss aversion*. Paper presented at the Evolutionary Psychology Preconference at the Society for Personality and Social Psychology annual conference, San Diego, CA.
- Li, Y. J., Ackerman, J., White, A. E., Neuberg, S. L., & Kenrick, D. T. (2012, January). *We eat what we are: Disease concerns shift preferences for (un)familiar foods*. Paper presented at the Society for Personality and Social Psychology annual conference, San Diego, CA.
- Li, Y. J., Kenrick, D. T., & Neuberg, S. L. (2011, October). *Women, sex, and risk: Mating motivation and financial risk-taking in women*. Paper presented at the Association for Consumer Behavior Annual Conference, St. Louis, MO.
- Berlin, A. & Neuberg, S. L. (2011, October). *Transparency of personality: Are people aware of it, and how does it affect the impressions people form?* Paper presented at the Social Psychologists of Arizona Conference, Tempe, Arizona.
- Neel, R., Neufeld, S.L., & Neuberg, S.L. (2011, October). *I'm obese but clean; I'm Black but friendly: Stigma and attunement to the threats one ostensibly poses to others*. Paper presented at the Social Psychology of Arizona Conference, Tempe, AZ.
- Pirlott, A. G., & Neuberg, S. L. (2011, October). *Thinking straight about sexual prejudice: Avoiding unwanted sexual interest?* Paper presented at the Social Psychologists of Arizona Conference, Tempe, AZ.
- Warner, C. M., Neuberg, S. L., Mistler, S., Hill, E., Berlin, A., Filip-Crawford, G. (2011, September). *Religious infusion and intergroup conflict: Results from the Global Group Relations Project*. Paper presented at the annual meeting of the American Political Science Association, Seattle WA.
- Neuberg, S. L. (2011, September). *The evolved social mind: Implications for prejudices, stereotypes, and the functionally biased cognitive stream*. Invited colloquium, Tulane University, New Orleans, Louisiana.

- Neuberg, S. L. (2011, June). *Barbarian horde, competing gangs, or...? Alternative social group metaphors and their implications for cancer research*. Invited talk, First Biannual International Evolution and Cancer Conference, San Francisco.
- Neuberg, S. L. (2011, April). *Fundamental social goals and the functional shaping of social cognition*. Invited colloquium, University of Nebraska, Lincoln, Nebraska.
- Li, Y.J., Neuberg, S.L., & Kenrick, D.T. (2011, January). *Relationship status as a moderator of financial risk taking*. Paper presented at the annual meeting of the Society for Personality and Social Psychology, San Antonio, Texas.
- Sng, O., & Neuberg, S. L. (2011, January). *A life history perspective on sex and age stereotypes*. Poster presented at the Evolutionary Psychology Preconference of the 12th annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Aktipis, C. A., Johnson, K. A., Dong, E., Kwan, V. S. Y., Neuberg, S. L., & Maley, C. C. (2010, November). *Conceptual barriers and opportunities of evolutionary thinking in cancer prevention research*. Poster presented at the annual American Association for Cancer Research Frontiers in Cancer Prevention Research Conference, Philadelphia, PA
- Li, Y.J., Kenrick, D.T., Griskevicius, V., & Neuberg, S.L. (2010, October). *The evolutionary roots of decision biases: Erasing and exacerbating loss aversion*. Paper presented at the annual meeting of the Association for Consumer Behavior, Jacksonville, Florida.
- Li, Y.J., Kenrick, D.T., Griskevicius, V., & Neuberg, S.L. (2010, June). *The evolutionary roots of decision biases: Erasing and exacerbating loss aversion*. Paper presented at the annual meeting of the Human Behavior and Evolution Society, Eugene, Oregon.
- Neuberg, S. L. (2010, May). *Toward a functional, affordance-centered model of person perception, prejudices, and social interaction: Taking into account life history and ecological considerations*. Invited talk, Human Evolutionary Behavioral Sciences, University of New Mexico.
- Shapiro, J. R., Neuberg, S. L., & Mistler, S. (2010, January). *Converging processes, diverging behaviors: Attributional ambiguity and prejudice expression within white and black perceivers*. Paper presented at the symposium, "Contending with discrimination: psychological, neurological, physiological, and behavioral consequences of attributional ambiguity," at the annual meeting of the Society for Personality and Social Psychology, Las Vegas, NV.
- Mortensen, C. R., Becker, D. V., Ackerman, J. M., Kenrick, D. T., & Neuberg, S. L. (2010, January). *Concerns with disease promote functionally adaptive biases in judgments and behaviors*. Poster presented at the annual meeting of Evolutionary Psychology preconference, the Society of Personality and Social Psychology, Las Vegas, NV.
- Mistler, S. A., Pirlott, A. G., & Neuberg, S. L. (2010, January). *Different prejudices toward different types of interracial relationships: Examining alternative explanations*. Poster presented at the annual meeting of the Society for Personality and Social Psychology Conference, Las Vegas, NV.
- Berlin, A., & Neuberg, S. L. (2010, January). *Are you stereotyping me? A preliminary look at constructs underlying the desire for impression formation accuracy*. Poster presented at the annual meeting of the Society for Personality and Social Psychology Conference, Las Vegas, NV.

- Neel, R., & Neuberg, S. L. (2010, January). *When does seeing through your eyes help me? Emotions functionally encourage and inhibit perspective taking*. Poster presented at the annual meeting of the Society for Personality and Social Psychology Conference, Las Vegas, NV.
- Pirlott, A. G., & Neuberg, S. L. (2010, January). *Beyond sexual prejudice: exploring prejudices against bisexuals lends clarity to prejudices against gay men and lesbian women*. Poster presented at the annual meeting of the Society for Personality and Social Psychology Conference, Las Vegas, NV.
- Neuberg, S. L. (2009, November). *Toward a functional, affordance-centered model of person perception, prejudices, and social interaction: Taking into account life history and ecological considerations*. Invited talk, Center for Evolutionary Psychology, UC-SB
- Neuberg, S. L. (2009, November). *Toward a functional, affordance-centered model of person perception, prejudices, and social interaction: Taking into account life history and ecological considerations*. Invited colloquium, Center for Behavior, Evolution, and Psychology, UCLA. [<http://uclabec.blip.tv/file/2804079/>][<http://uclabec.blip.tv/file/2804115/>]
- Li, Y.J., Kenrick, D.T., & Neuberg, S.L. (2009, November). *Deep rationality, behavioral economics, and making decisions: Financial risk taking from an evolutionary perspective*. Conference presentation, Society for Judgment & Decision Making.
- Neuberg, S. L. (2009, June). *The Affordance Management System: Cues, implied threats and opportunities, and functional response syndromes*. Invited presentation, Threat Detection Workshop, Stellenbosch, South Africa.
- Neuberg, S. L. (2009, March). *Discriminating affiliations, textured prejudices, and other implications of the human affordance management system*. Invited colloquium, Evolutionary Studies, Department of Biology, University of Binghamton.
- Berlin, A. & Neuberg S. L. (2009, February). *Lay beliefs about situations that produce stereotyping: A comparison to empirical research*. Poster presented at the Society for Personality and Social Psychology Conference. Tampa, FL.
- Mortensen, C. R., Becker, D. V., Ackerman, J. M., Kenrick, D. T., & Neuberg, S. L. (2009, February). *Concerns with disease promote functionally adaptive biases in judgments and behaviors*. Poster presented at the meeting of the Society of Personality and Social Psychology, Tampa, FL.
- Pirlott, A. G., & Neuberg, S. L. (2009, February). *“Slut,” “fag,” and “dyke”: Situationally sensitive attempts at social control*. Poster presented at the Society for Personality and Social Psychology Conference, Tampa, FL.
- Mistler, S. A., & Neuberg, S. L. (2009, February). *Lay beliefs about the life course of fundamental social goals*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Tampa, Florida.
- Neuberg, S. L. (2008, October). *Evolution, prejudice, and intergroup relations*. Paper presented at the invited symposium, “Evolutionary bases of prejudice,” at the Annual Meeting of the Society for Experimental Social Psychology, Sacramento, CA.
- Neuberg, S. L. (2008, October). Chaired invited symposium, “Evolutionary bases of prejudice,” at the Annual Meeting of the Society for Experimental Social Psychology, Sacramento, CA.

- Mortensen, C. R., Becker, D. V., Ackerman, J. A., Neuberg, S. L., & Kenrick, D. T. (2008, June). *Magnetic personalities: Ostracism and disease concerns produce attractive and repulsive functionally-biased first impressions*. Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Kyoto, Japan.
- Neuberg, S. L. (2008, February). *Toward understanding the effects of religion on intergroup conflict*. Paper presented at the symposium, "The psychological omnipresence of religion," at the Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Cohen, A. B., & Neuberg, S. L. (2008, February). Co-chaired symposium, "The psychological omnipresence of religion," at the Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Shapiro, J. R., & Neuberg, S. L. (2008, February). *Perceiving White norms: Ironic effects in Blacks' versus Whites' judgments of minority targets*. Paper presented at the symposium, "Taking a relational approach to intergroup contact: When stigmatized and non-stigmatized group members' experiences diverge and converge," at the Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Richeson, J. A., & Neuberg, S. L. (2008, February). Co-chaired symposium, "Taking a relational approach to intergroup contact: When stigmatized and non-stigmatized group members' experiences diverge and converge," at the Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Ackerman, J. M., Shapiro, J. R., Becker, D. V., Neuberg, S. L., & Kenrick, D. T. (2008, February). *An evolutionary perspective on intergroup threat detection*. Paper presented at the symposium, "Intergroup biases in threat detection," at the Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Perea, E., F., Anderson, U. S., Mortensen, C. R., Neuberg, S. L., & Kenrick, D. T. (2008, February). *Revenge-biased cognition*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Neuberg, S. L. (2007, May). *Managing life as an ultrasocial animal: Discriminating affiliations, textured prejudices, and the functional processing of complex social environments*. Invited colloquium, Department of Psychology, University of California—Santa Barbara.
- Neuberg, S. L. (2007, January). Chaired symposium, "Controversies and New Directions in Stereotype Threat Theory," at the Annual Meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Shapiro, J. R., & Neuberg, S. L. (2007, January). *From stereotype threat to stereotype threats: A multi-threat framework*. Paper presented at the symposium, "Controversies and New Directions in Stereotype Threat Theory," at the Annual Meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Ackerman, J., Shapiro, J. R., Neuberg, S. L., & Kenrick, D. K. (2007, January). *When do they and when do we all look the same to me? Understanding heterogeneity and homogeneity effects*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Perea, E., & Neuberg, S. L. (2007, January). *Functional friendships: Women want loyalists, men want specialists*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Neuberg, S. L. (2007, January). Discussant for symposium, "Dehumanization as the worst kind of prejudice,"

at the Annual Meeting of the Society for Personality and Social Psychology, Memphis, TN.

- Neuberg, S. L. (2006, November). *Managing life as an ultrasocial animal: Discriminating affiliations, textured prejudices, and the functional processing of complex social environments*. Invited colloquium, Department of Psychology, University of Pennsylvania.
- Neuberg, S. L. (2006, October). *Managing life as an ultrasocial animal: Discriminating affiliations, textured prejudices, and implications for organizations and other social systems*. Invited presentation, Cognitive Engineering Research Center (CERI) and Applied Psychology Program, Arizona State University, Polytechnic Campus, Mesa, Arizona.
- Cottrell, C. A., & Neuberg, S. L. (2006, August). *General prejudice versus discrete emotions: A sociofunctional approach to intergroup affect*. Paper presented at the symposium, "Emotion and Intergroup Relations," annual meeting of the International Society for Research on Emotions, Atlanta, Georgia.
- Ackerman, J. M., Shapiro, J. R., Neuberg, S. L., Kenrick, D. T., Becker, D. V., Griskevicius, V., Maner, J. K., & Schaller, M. (2006, June). *They all look the same to me (unless they're angry): From out-group homogeneity to out-group heterogeneity*. Paper presented at the annual conference of the Human Behavior and Evolution Society, Philadelphia, PA.
- Perea, E. F., Anderson, U. S., Kenrick, D. T., & Neuberg, S. L. (2006, June). *Women's attention-memory disjunction for attractive male faces*. Paper presented at the annual conference of the Human Behavior and Evolution Society, Philadelphia, PA.
- Cottrell, C. A., & Neuberg, S. L. (2006, June). *A sociofunctional perspective on the complexity of intergroup interactions*. Paper presented at the symposium, "Discrimination and the Psychology of Coalitions." Annual conference of the Human Behavior and Evolution Society, Philadelphia, PA.
- Becker, D. V., Neuberg, S. L., & Kenrick, D. T. (2006, May). *Disjunction-Junction, What's your Function? Picking up information relevant to fundamental motivations*. Poster presented at the annual convention of the Association for Psychological Science, New York, NY.
- Ackerman, J.M., Shapiro, J.R., Neuberg, S.L., Kenrick, D.T., Becker, D.V., & Griskevicius, V. (2006, January). *They all look the same to me unless they're angry*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Cottrell, C. A., & Neuberg, S. L. (2006, January). *Why different groups view one another differently: Evidence from a national sample of European Americans, African Americans, and Asian Americans*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, California.
- Duncan, L. A., Park, J. H., Faulkner, J., Schaller, M., Neuberg, S. L., & Kenrick, D. T. (2006, January). *Sociosexual orientation and visual attention to attractive men and women*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Perea, E. F., Anderson, U. S., Kenrick, D. T., & Neuberg, S. L. (2006, January). *Out of sight, sometimes out of mind: Is fertility a moderating factor in women's selective attention and memory for attractive male faces?* Poster presented at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Shapiro, J. R., Ackerman, J. M., Neuberg, S. L., & Kenrick, D. T. (2006, January). *We all look harmless and they all look threatening: Contrast and assimilation effects for in-group and out-group threat*

*perceptions*. Poster presented at the annual conference of the Society for Personality and Social Psychology in Palm Springs, CA.

- Neuberg, S. L., & Cottrell, C. A. (2005, October). *A sociofunctional approach to intergroup relations*. Paper presented at the symposium, "Group-based emotions: Innovations in theory and method." Annual conference of the Society of Experimental Social Psychology.
- Neuberg, S. L., & Schaller, M. (2005, September). *The nature in prejudice(s)*. Invited paper presented at the conference, "Looking toward the future: Discrimination and prejudice in the 21<sup>st</sup> century."
- Becker, D. V., Blackwell, K. C., Kenrick, D. T., & Neuberg, S. L. (2005, May). *The confounded nature of angry men and happy women*. Poster presented at the annual convention of the American Psychological Society.
- Neuberg, S. L. (2005, January). *Discriminating sociality: A sociofunctional approach to intragroup and intergroup relations*. Invited paper presented at the Evolutionary Psychology Pre-Conference, annual convention of the Society for Personality and Social Psychology.
- Ackerman, J., Shapiro, J., Becker, D. V., Hofer, B., Neuberg, S. L., & Kenrick, D. T. (2005, January). *Safety or romance? The asymmetry of fundamental motivations on memory for faces*. Poster presented at the annual convention of the Society for Personality and Social Psychology.
- Cottrell, C. A., & Neuberg, S. L. (2005, January). *What impressions do people want to convey to other? A sociofunctional analysis of valued self-presentations*. Poster presented at the annual convention of the Society for Personality and Social Psychology.
- Shapiro, J. R., & Neuberg, S. L. (2005, January). *From stigmatized to empathizer or from stigmatized to stigmatizer? The effects of perceived majority group norms on the expression and suppression of prejudice*. Poster presented at the annual convention of the Society for Personality and Social Psychology.
- Neuberg, S. L., & Schaller, M. (2004, August). *The nature of prejudice(s): Evolution, stigma, and intergroup relations*. Paper presented at the invited symposium, "Advances in evolutionary social psychology," 28<sup>th</sup> International Congress of Psychology.
- Neuberg, S. L. (2004, April). *Stereotype threat or stereotype threats? Why a more textured conceptualization of stereotype threat may be useful*. Discussant presentation in symposium on "Exploring self and social identity processes in stereotype threat," annual convention of the Western Psychological Association.
- Cottrell, C. A., & Neuberg, S. L. (2004, January). *From threat to emotion to action: A sociofunctional analysis of intergroup interactions*. Paper presented at the symposium, "Exploring the complexity of intergroup emotions, beliefs, and behavior: Four theoretical alternatives," annual convention of the Society for Personality and Social Psychology.
- Wilbur, C., Shapiro, J., & Neuberg, S. L. (2004, January). *Different prejudices from different threats: A sociofunctional analysis of intergroup relations*. Poster presented at the annual convention of the Society for Personality and Social Psychology.
- Neuberg, S. L. (2003, October). *From the anthropology of fundamental social structures and processes to the psychology of contemporary social life: A sociofunctional approach to intragroup and intergroup relations*. Invited colloquium, Department of Anthropology, Arizona State University.



- Neuberg, S. L., Kenrick, D. T., Maner, J. K., & Schaller, M. (2003, March). *Fundamental social motives and early-stage cognitive processing: Contributions of an ecological/evolutionary psychology*. Invited paper presented at the Sydney Symposium on Social Psychology, Sydney, Australia.
- Cottrell, C. A., Neuberg, S. L. (2003, February). *From patterns of threat to patterns of behavior: Capturing the complexity of intergroup interaction*. Paper presented at the Symposium, "From fear to forgiveness: understanding the emotional and behavioral complexity in intergroup conflict," annual convention of the Society for Personality and Social Psychology.
- Maner, J. K., Kenrick, D. T., Schaller, M., Neuberg, S. L., Becker, D. V., & Butner, J. (2003, February). *Fundamental social motives and functional projection: How self-protection and mating can bias interpersonal perception*. Poster presented at the annual meeting of the Society for Personality and Social Psychology.
- Cottrell, C. A., Neuberg, S. L. (2003, February). *What do people want in a group member? A biocultural analysis of valued and devalued characteristics*. Poster presented at the annual meeting of the Society for Personality and Social Psychology.
- Neuberg, S. L. (2002, November). *Why fundamentalist Christians and activist feminists are the same (but different from African Americans and gay men): Introducing a biocultural approach for exploring intragroup and intergroup relations*. Presentation to the University of Arizona Social Psychology Program.
- Neuberg, S. L., & Cottrell, C. A. (2002, June). *A biocultural approach to intragroup and intergroup relations: Implications for intergroup emotions*. Paper presented at the Invited Symposium, "Evolutionary Approaches to Stigma, Prejudice, and Intergroup Discrimination," annual convention of the American Psychological Society.
- Neuberg, S. L. (2002, June). Chaired and introduced Invited Symposium, "Evolutionary Approaches to Stigma, Prejudice, and Intergroup Discrimination," annual convention of the American Psychological Society.
- Neuberg, S. L. (2002, May). *Why fundamentalist Christians and activist feminists are the same (but different from African Americans and gay men): Introducing a biocultural approach for exploring intragroup and intergroup relations*. Colloquium at the Ohio State University Psychology Department.
- Cottrell, C. A., & Neuberg, S. L. (2002, February). *General prejudice versus discrete emotions: A biocultural approach to intergroup relations*. Poster presented at the annual meeting of the Society for Personality and Social Psychology.
- Millevoi, A., & Neuberg, S. L. (2002, February). *Personal Need for Structure and Romantic Relationships*. Poster presented at the annual meeting of the Society for Personality and Social Psychology.
- Schaller, M., & Neuberg, S. L. (2000, June). *How Social Psychologists' Minds Work: Implications for Evolutionary Inquiries*. Paper presented at the annual convention of the Human Behavior and Evolution Society.
- Neuberg, S. L., Smith, D. M., Asher, T. (1999, February). *Why we stigmatize: A biocultural framework*. A colloquium at the University of Maryland Social Psychology Program.
- Asher, T., Neuberg, S. L., & Knight, G. P. (1998, August). *Effects of expectancy-tinged social interactions on targets' self-concepts: A meta-analysis*. Poster presented at the annual convention of the American Psychological Association.

- Luce, C. L., Neuberg, S. L., Guadagno, R. E., Biesanz, J. C., & Asher, T. (1998, August). *Impact of target complicity and cognitive load on expectancy confirmation*. Poster presented at the annual convention of the American Psychological Association.
- Biesanz, J. C., Neuberg, S. L., Smith, D. M., & Asher, T. (1998, August). *Accuracy goals and attentional resources in expectation-tinged social encounters*. Poster presented at the annual convention of the American Psychological Association.
- Cialdini, R. B., & Neuberg, S. L. (1996, October). *When one into one equals oneness: Reinterpreting the empathy-altruism relationship*. Paper presented at the annual convention of the Society of Experimental Social Psychology.
- Smith, D. M., Neuberg, S. L., Judice, T. N., & Biesanz, J. C. (1996, August). *To accommodate or challenge: Target complicity in expectancy confirmation*. Poster presented at the annual convention of the American Psychological Association.
- Brown, S. L., Lewis, B. P., Cialdini, R. B., Neuberg, S. L., & Luce, C. (1996, June). *An empirical examination of the evolutionary mechanisms of prosocial behavior*. Poster presented at the annual convention of the Human Behavior and Evolution Society.
- Neuberg, S. L., Judice, T. N., & West, S. G. (1995, September). *The Need for Closure Scale: Questioning its construct and discriminant validity*. Paper presented at the joint conference of the European Association of Experimental Social Psychology and the Society of Experimental Social Psychology.
- Judice, T. N., & Neuberg, S. L. (1994, August). *Self-fulfilling prophecies and target misperceptions of their own performance*. Poster presented at the annual convention of the American Psychological Association.
- Neuberg, S. L. (1994, August). Chaired and introduced invited address by Russell G. Geen, "An overview of theories and applications to aggression and violence," American Psychological Association.
- Neuberg, S. L. (1994, April). *Understanding the expectancy-tinged social encounter: The regulatory role of social motives*. Colloquium at the Indiana University Psychology Department.
- Neuberg, S. L. (1993, October). *Impression formation in the social context*. Paper presented at a symposium on "Social Bases of Cognition," Society of Experimental Social Psychology.
- Neuberg, S. L. (1993, July). *Expectancy influences in social interactions: The moderating role of social goals. Invited presentation*. Ringberg Conference on Motivation and Action, Ringberg, Germany.
- Neuberg, S. L. (1993, June). *Social motives in expectancy-tinged social interactions*. Invited presentation, Society for Personality and Social Psychology annual conference.
- Neuberg, S. L. (1993, April). *Social motives and expectancy-disconfirmation processes*. Invited address, Western and Rocky Mountain Psychological Associations annual convention.
- Neuberg, S. L. (1993, April). Chaired and introduced invited address by Felicia Pratto, "Sex and politics: The gender gap in the bedroom and the cabinet." Western and Rocky Mountain Psychological Associations annual convention.
- Neuberg, S. L., Judice, T. N., Viridin, L. M., & Carrillo, M. A. (1992, August). *Perceiver self-presentational goals and expectancy confirmation*. Paper presented at a symposium on "Motivational Approaches to

Expectancy Confirmation Processes," American Psychological Association.

- Neuberg, S. L. (1991, June). *Stereotypes, prejudice, and expectancy-confirmation processes*. Invited presentation at the Seventh Ontario Symposium on Personality and Social Psychology: The Psychology of Prejudice.
- Neuberg, S. L., & Newsom, J. T. (1990, August). *Personal Need for Structure and the self*. Paper presented at a symposium on "Affect and Self-Complexity," American Psychological Association.
- Viridin, L. M., & Neuberg, S. L. (1990, August). *Is perceived status a moderator of expectancy confirmation?* Poster presented at the annual conference of the American Psychological Association.
- Neuberg, S. L. (1990, May). *Association with stigmatized others: Courtesy stigma and normalization*. Paper presented at the Nags Head Conference on "Stereotypes and Intergroup Relations."
- Neuberg, S. L. (1989, August). Chaired and introduced Invited Address, Susan T. Fiske, "Interdependence and Stereotyping," American Psychological Association.
- Neuberg, S. L. (1989, August). Chaired poster session, "Self, Identity, and Gender," American Psychological Association.
- Neuberg, S. L. (1989, May). *Need for structure and social cognition*. Paper presented at the Nags Head Conference on "Self Control of Thought and Emotion."
- Neuberg, S.L., & Zanna, M.P. (1988, August). *Impression formation goals and expectancy confirmation processes*. Paper presented at a symposium on "Motivational determinants of intergroup attitudes," American Psychological Association.
- Neuberg, S.L., & Fiske, S.T. (1986, August). *Motivation and impression formation: Outcome dependency, attention, and individuating processes*. Paper presented at a symposium on "Motivated social cognition," American Psychological Association.
- Neuberg, S.L., & Fiske, S.T. (1985, June). *Outcome dependency, stereotyping, and prejudice: Motivated control of category-based processes*. Paper presented at the University of Pittsburgh/Carnegie-Mellon University Conference on Cognition.
- Fiske, S.T., & Neuberg, S.L. (1984, August). *The generalizability of category-based affect: Stereotype versus piecemeal processes in realistic impression formation*. Paper presented at a symposium on "The impact of affective-cognitive structures on social information processing," American Psychological Association.

### **Professional Affiliations**

Association for Psychological Science, *Fellow, Charter Member*  
 American Psychological Association, *Fellow*  
 Society for Personality and Social Psychology, *Fellow*  
 Society of Experimental Social Psychology, *Fellow*  
 Society for the Psychological Study of Social Issues, *Fellow*  
 Human Behavior and Evolution Society  
 American Association for the Advancement of Science  
 Society for Evolutionary Analysis in Law

*References Available Upon Request*