

CURRICULUM VITAE
November 2023

MICHELE J. GELFAND, PH.D.
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EDUCATION

- 1989 B.A., Psychology, Colgate University, Hamilton, New York. Semester abroad, City University, London; Phi Beta Kappa.
- 1992 M.A., Social/Organizational Psychology, University of Illinois, Urbana-Champaign. Advisor: Harry C. Triandis.
- 1996 Ph.D., Social/Organizational Psychology, University of Illinois, Urbana-Champaign. Advisor: Harry C. Triandis.

RESEARCH INTERESTS

Cross-cultural social and organizational behavior; Interdisciplinary perspectives on the evolution of culture and its multilevel consequences; Psychology of negotiation, forgiveness, and revenge; Diversity in organizations.

H-Index: 91, Citations 53,800

EMPLOYMENT

- 2021- The John H. Scully Professor in Cross-Cultural Management and Professor of Organizational Behavior, Stanford Graduate School of Business, Professor of Psychology, by Courtesy, Department of Psychology, Affiliate Faculty, Center for Democracy, Development and The Rule of Law, Freeman Spogli Institute for International Studies, Stanford University.
- 2017-2021 Distinguished University Professor, University of Maryland, College Park, Maryland.
- 2009-2021 Distinguished University Scholar Teacher, University of Maryland, College Park, Maryland.
- 2007-2021 Professor, Department of Psychology, University of Maryland, College Park, Maryland.

- 2002-2006 Associate Professor with tenure, Department of Psychology, University of Maryland, College Park, Maryland. Affiliate Faculty of the Smith School of Business and the Communication Department.
- 1996-2002 Assistant Professor, Department of Psychology, University of Maryland, College Park, Maryland.
- 1995-1996 Visiting Assistant Professor, Department of Psychology, New York University, New York, New York.
- 1994-1995 University Fellowship Recipient, Department of Psychology, University of Illinois, Urbana-Champaign.
- 1993-1994 Research Assistant, Harry C. Triandis, Department of Psychology, University of Illinois, Urbana-Champaign.
- 1992-1993 Research Assistant, Construction Engineering Research Laboratory (CERL), United States Army, Urbana-Champaign.
- 1990-1992 Instructor, Introduction to Social Psychology, Department of Psychology, University of Illinois, Urbana-Champaign.
- 1991 Intern, Diversity Management, U.S. Postal Service, Potomac Maryland.
- 1989-1990 Research Assistant, The Ethnic Arts Center of Somerville, Somerville, MA.
- 1988 Research Assistant, Victim Services Agency, New York City, Summer.

GRANTS AND CONTRACTS

- Gelfand, M. J. and Lin, Y. (2023-2026). Culture of trust: Unlocking the key to human cooperation across the globe. John Templeton Foundation, \$1,704,180, Principal Investigator.
- Gelfand, M. J. (2019-2022). Tight-loose ambidexterity: Exploring how leaders can effectively balance freedom and constraint in the Navy. Office of Naval Research, \$560,295, Principal Investigator.
- Gelfand, M. J. (2015-2018). Culture and forgiveness: Understanding relationship repair processes in honor cultures. Federal Bureau of Investigation, \$786,035, Principal Investigator.
- Gelfand, M. J. (2015–2019). The etiology and consequences of organizational conflict cultures. Army Research Institute, \$863,077, Principal Investigator.

- Gelfand, M. J., Kitayama, S., Boehnke, K. (2013–2019). The strength of social norms across cultures: Implications for intercultural conflict and cooperation. Airforce, \$1,359,077, Principal Investigator.
- Gelfand, M. J., & Nau, D. (2011-2015). Culture and conflict contagion: Social science and computational perspectives. Airforce, \$1,100,000, Principal Investigator.
- Gelfand, M. J. (2014-2019). Climate-related hazards, disasters, and cultural transformations. National Science Foundation, \$94,556, Co-Principal Investigator.
- Kruglanski, A., & Gelfand, M. J. (2018-2021). Refugee psychology and its potential for refugee radicalization. Department of Defense, \$1,200,000.
- Gelfand, M. J. (2013-2015). Understanding and managing conflict across cultures. Federal Bureau of Investigation, \$500,052, Principal Investigator.
- Gelfand, M. J. (2008-2014). Dynamic models of culture and negotiation. Department of Defense, Multi University Research Initiative (MURI), \$6,250,000. Principal Investigator.
- Gelfand, M. J. (2010-2012). Center for language and culture. Army Research Laboratory, \$500,000, Co-Principal Investigator.
- Gelfand, M. J. (2011-2015) Anneliese Maier Research Award, Alexander von Humboldt Foundation, \$330,000, Principal Investigator.
- Kruglanski, A., & Gelfand, M. J. (2012-2015). Motivational, ideological, and social processes in political violence, Office of Naval Research, \$2,769,761, Co-Principal Investigator.
- Hui, C. & Gelfand, M. J. (2006-2008). Personality in organizations: A cross-cultural perspective. Hong Kong Research Grants Council (RGC), \$52,600, Co-Principal investigator.
- Gelfand, M. J. (2000-2004). Cultural tightness-looseness: A multilevel investigation. National Science Foundation, Social Psychology Division, \$136,405, Principal Investigator.
- Babcock, L., Gelfand, M. J., & Riley, H. (2002-2006). A contextual perspective on gender and negotiation. National Science Foundation, Decision and Management Sciences Division, \$325,000, Co- Principal Investigator.
- Gelfand, M. J. (2000). Culture and negotiation. Graduate Research Board Semester Award, University of Maryland, \$7,500, Principal Investigator.
- Gelfand, M. J. (1997). Cultural influences on cognitive representations of conflict. Graduate Research Board Award, University of Maryland, \$6,250, Principal investigator.

Triandis, H. C., Gelfand, M. J., Kuhn, K., & Radhakrishnan, R. (1994-1995). Value congruity in organizations. Center for Human Resource Management, Chicago, Illinois, \$6500, Co-Principal Investigator.

ACADEMIC HONORS

- 2023 Elected to the Council on Foreign Relations
- 2022 Elected to the National Academy of Sciences
- 2022 BP Faculty Fellow in Global Management
- 2022 Distinguished Scientific Contributions Award, Society for Industrial and Organizational Psychology
- 2021 Societal Impact Award, Organizational Behavior Division of the Academy of Management
- 2021 Elected Fellow, International Association for Conflict Management
- 2020 Rubin Theory to Practice Award, International Association for Conflict Management
- 2020 Best Book Award, International Association for Conflict Management
- 2020 Ursula Gielen Book Award, American Psychological Association
- 2020 Katzell Award, Society for Industrial and Organizational Psychology
- 2019 Elected to the American Academy of Arts and Sciences
- 2019 Outstanding Contributions to Cultural Psychology Award, Society for Personality and Social Psychology
- 2019 Invited to serve on the Board on Behavioral, Cognitive, and Sensory Sciences, National Academy of Sciences
- 2019 Elected to Board of Directors, Association of Psychological Science, Member-at-Large
- 2019 Distinguished Scientist-Practitioner Award, Society for Industrial and Organizational Psychology
- 2018 Named 2018 Honorary Fellow, International Association for Cross Cultural Psychology

- 2018 Applied Science Award for Applications of Scientific Principles to the Advancement of International Business, Institute for Cross-Cultural Management
- 2017 Named Distinguished University Professor, University of Maryland
- 2017 Outstanding International Psychologist Award, American Psychological Association
- 2017 Most Influential Paper Award, Conflict Management Division, Academy of Management
- 2017 Invited Keynote Address, Canadian Psychological Association
- 2016 Research Communicator Impact Award, University of Maryland
- 2016 Invited Keynote Address, Association for Psychological Science
- 2016 Edward Diener award for contributions to Social Psychology, Society for Personality and Social Psychology
- 2016 Keynote address, International Congress of Psychology, Japan
- 2016 Keynote address, Midwestern Psychological Association, Chicago
- 2015 2015 Ernest J. McCormick Distinguished Lecturer, Purdue University
- 2014 Keynote Address, 2014, Emerging Markets Forum
- 2014 William A. Owens Scholarly Achievement Award, Society for Industrial-Organizational Psychology, best paper published in 2013
- 2013 Nominated to Fellow, Academy of Management
- 2013 Keynote Address, 2013 International Conference on Social, Computing, Behavioral-Cultural Modeling, and Prediction
- 2012 Gordon Allport Intergroup Relations Prize, Society for the Psychological Study of Social Issues, Best paper published 2011
- 2011 Anneliese Maier Research Prize, Alexander von Humboldt Foundation (\$330,000)
- 2011 Keynote Address, International Association for Cross-Cultural Psychology, Istanbul, Turkey
- 2010 Best Paper Award, New Direction in Conflict Management, for Gelfand, Leslie, Keller, & De Dreu, Conflict Management Division, Academy of Management

- 2010 Elected Fellow, Association for Psychological Science (APS)
- 2010 Founder, Co-Editor, *Advances in Culture and Psychology*, Oxford University Press
- 2009-10 President, International Association for Conflict Management
- 2009 Distinguished University Scholar-Teacher, University of Maryland, College Park
- 2009 Best Paper Award, New Directions in Conflict Management, for Fehr & Gelfand, Conflict Management Division, Academy of Management
- 2009 Best Published Article of the Year Award. International Association for Conflict Management, for Gettman & Gelfand (2007) in the *Journal of Applied Psychology*
- 2008 Invited Master Lecture on Culture, American Psychological Association
- 2007 Best Theoretical Paper Award, 20th Annual Conference of the International Association for Conflict Management
- 2007 Elected Fellow, American Psychological Association and Society of Industrial and Organizational Psychology
- 2005 Distinguished Service Award, Conflict Management Division, Academy of Management
- 2004 Best Published Article of the Year Award, International Association for Conflict Management, for Gelfand et al. (2002) in the *Journal of Applied Psychology*
- 2003 Dorothy Harlow Distinguished Paper Award, Gender and Diversity Division, Academy of Management, for paper by Raver & Gelfand, *Academy of Management Journal*
- 2002 L. L. Cummings Award for Early Career Contributions, Organizational Behavior Division, Academy of Management
- 2002 Ernest J. McCormick Award for Distinguished Early Career Contributions, Society for Industrial and Organizational Psychology.
- 2001 Best Published Article of the Year Award, International Association for Conflict Management, for Gelfand & Realo (1999) in the *Journal of Applied Psychology*
- 2001 Honorable Mention, Otto Klineberg Intercultural and International Relations Award, Society for the Psychological Study of Social Issues, for Gelfand et al. (2001) in the *Journal of Applied Psychology*

- 2000 Teaching and Mentorship Award, College of Behavioral and Social Sciences, University of Maryland at College Park
- 1998 Best Empirical Paper Award, 11th Annual Conference of the International Association of Conflict Management, College Park, MD
- 1998 Diversity Initiative Research Award, University of Maryland at College Park
- 1994 University Research Fellowship, University of Illinois, Urbana Champaign

BOOKS

1. Gelfand M. J., & Erez, M., Eds. (2024). *Oxford handbook of cross-cultural organizational behavior*. New York: Oxford University Press.
2. Dagher, M., & Gelfand, M. J. (2023). *The culture of tightness: A new perspective to understand Iraqi society*. Althakera Publishers, Baghdad.
3. Dagher, M., Kaltenthaler, K., Gelfand, M. J., Kruglanski, A., & McCulloh, I. (2023). *Isis in Iraq. The social and psychological foundations of terror*. New York: Oxford University Press.
4. Gelfand, M.J., Chiu, C.Y., & Hong, Y.Y. (Eds.) (2023). *Handbook of advances in culture and psychology* (Volume 10). New York: Oxford University Press.
5. Gelfand, M.J., Chiu, C.Y., & Hong, Y.Y. (Eds.) (2022). *Handbook of advances in culture and psychology* (Volume 9). New York: Oxford University Press.
6. Gelfand, M.J., Chiu, C.Y., & Hong, Y.Y. (Eds.) (2021). *Handbook of advances in culture and psychology* (Volume 8). New York: Oxford University Press.
7. Gelfand, M. J. (2018). *Rule makers, rule breakers: How tight and loose cultures wire our world*. New York: Scribner.
8. Gelfand, M.J., Chiu, C.Y., & Hong, Y.Y. (Eds.) (2018). *Handbook of advances in culture and psychology* (Volume 7). New York: Oxford University Press.
9. Moaddel, M., & Gelfand, M. J. (Eds.) (2017). *Values, political action, and change in the Middle East and the Arab Spring*. Oxford University Press.
10. Gelfand, M.J., Chiu, C.Y., & Hong, Y.Y. (Eds.) (2016). *Handbook of advances in culture and psychology* (Volume 6). New York: Oxford University Press.
11. Gelfand, M.J., Chiu, C.Y., & Hong, Y.Y. (Eds.). (2015). *Handbook of advances in culture and psychology* (Volume 5). New York: Oxford University Press.
12. Gelfand, M.J., Chiu, C.Y., & Hong, Y.Y. (Eds.). (2014). *Handbook of advances in culture and psychology* (Volume 4). New York: Oxford University Press.

13. Gelfand, M. J., Chiu, C.Y., & Hong, Y.Y. (Eds.). (2013). *Handbook of advances in culture and psychology* (Volume 3). New York: Oxford University Press.
14. Gelfand, M. J., Chiu, C.Y., & Hong, Y.Y. (Eds.). (2012). *Handbook of advances in culture and psychology* (Volume 2). New York: Oxford University Press.
15. Gelfand, M. J., Chiu, C.Y., & Hong, Y.Y. (Eds.). (2011). *Handbook of advances in culture and psychology* (Volume 1). Yearly series on theoretical advances in culture and psychology spanning culture and neuroscience, cognition, linguistics, development, psychopathology, social behavior, and organizational behavior. New York: Oxford University Press.
16. De Dreu, C., & Gelfand, M. J. (Eds.) (2008). *The psychology of conflict and conflict management in organizations*. SIOP Frontiers series, New York: Erlbaum.
17. Gelfand, M. J., & Brett, J. (Eds.) (2004). *The handbook of negotiation and culture*. Palo Alto, CA: Stanford University Press.

SPECIAL ISSUES

1. Wasti, A., Othman, A., Achoui, M., & Gelfand, M. J. (Eds) (forthcoming). Globalizing psychological science to include the Middle East and Africa. *Current Research in Ecological and Social Psychology*.
2. Dimont, E., Bicchieri, C., Sonderegger, S., & Gelfand, M. J. (2022). Special issue on norms and behavioral change. *Journal of Economic Behavior and Organization*.
3. Van Kleef, G. A., Gelfand, M. J., Jetten J. (Eds) (2019). Multilevel perspectives on social norms: From Neurons to Nations. *Journal of Experimental Social Psychology*.
4. Gelfand, M. J., & Kashima (Eds.) (2016). Advances in culture and psychological science, *Current Opinion in Psychology*.
5. Salas, E., & Gelfand, M. J (Eds.) (2013). Cultural perspectives on collaboration and negotiation. *Journal of Organizational Behavior*.
6. Gelfand, M. J., & Diener, E. (Ed) (2010). Culture and psychological science. *Perspectives on Psychological Science*.
7. Gelfand, M. J. (2000). Cross-cultural organizational psychology: Progress, pitfalls, and prospects. *Applied Psychology: An International Review*, 41, 1, 29-226.

ARTICLES IN REFEREED JOURNALS

1. Gelfand, M. J., Gavrilets, S., & Nunn, N. (in press). Norm dynamics: Interdisciplinary perspectives on social norm emergence, persistence, and change. *Annual Review of Psychology*, 75(1).
2. Pan, X., Nau, D., & Gelfand, M. J., (in press). Explaining the evolution of gossip. *Proceedings of the National Academy of Sciences*.
3. Stamkou, E., Pelowski, M. Dunham, R., Lin, Y., & Gelfand, M.J. (in press). When rule breaking in art falls flat: Cultural tightness deflates deviant artists' impact. *Psychology of Aesthetics, Creativity, and the Arts*.
4. Ruggeri, K., Stock, F., Haslam, S.A., ... Gelfand, M. J., ... Van Bavel, J. J. , & Willer, R. (in press). A synthesis of evidence for policy from behavioral science during COVID-19. *Nature*.
5. Andrighetto, G., Szekely, A., Guido, A., Gelfand, M.J., Abernathy, J. et al. (in press). Changes in social norms during the early stages of the COVID-19 pandemic. *Nature Communications*.
6. Li, R., Choi, V. K., & Gelfand, M. J. (2023). Ripple effects of hospital team faultlines on patient outcomes. *Proceedings of the National Academy of Sciences*, 120(47).
7. Webber, D., Molinario, E., Jasko, K., Gelfand, M. J., & Kruglanski, A. W. (2023). The way they see us: Examining the content, accuracy, and bias of metaperceptions held by Syrian refugees about the communities that host them. *Personality and Social Psychology Bulletin*.
8. Azevedo, F., Pavlović, T., Rêgo, G. G., Ay, F. C., Gjoneska, B., ...Gelfand, M. J., ... Sampaio, W. M. (2023). Social and moral psychology of covid-19 across 69 countries. *Scientific Data*, 10(1).
9. Wilson, D. S., Madhavan, G., Gelfand, M. J., Hayes, S. C., Atkins, P. W., & Colwell, R. R. (2023). Multilevel Cultural Evolution: From new theory to practical applications. *Proceedings of the National Academy of Sciences*, 120(16).
10. Bicchieri, C., Dimant, E., Gelfand, M., & Sonderegger, S. (2023). Social norms and behavior change: The interdisciplinary research frontier. *Journal of Economic Behavior & Organization*, 205.
11. Pitesa, M., & Gelfand, M. J. (2023). Going beyond western, educated, industrialized, Rich, and Democratic (weird) samples and problems in organizational research. *Organizational Behavior and Human Decision Processes*, 174, 104212.
12. Lin, Y., Caluori, N., Öztürk, E. B., & Gelfand, M. J. (2022). From virility to virtue: the psychology of apology in honor cultures. *Proceedings of the National Academy of Sciences*, 119(41).

13. Gelfand, M., Li, R., Stamkou, E., Pieper, D., Denison, E., Fernandez, J., ... & Dimant, E. (2022). Persuading republicans and democrats to comply with mask wearing: An intervention tournament. *Journal of Experimental Social Psychology*, *101*, 1-23.
14. Li, C., & Gelfand, M. J. (2022). The influence of cultural tightness-looseness on cross-border acquisition performance. *Journal of Economic Behavior & Organization*, *195*, 1-15.
15. Stamkou, E., Homan, A. C., van Kleef, G. A., & Gelfand, M. J. (2022). The spatial representation of leadership depends on ecological threat: A replication and extension of Menon et al. (2010). *Journal of Personality and Social Psychology*. *123*(3), e1-e22.
16. Choi, V. K., Shrestha, S., Pan, X., & Gelfand, M. J. (2022). When danger strikes: A linguistic tool for tracking America's collective response to threats. *Proceedings of the National Academy of Sciences*, *119*(4), 1-8.
17. Mula, S., Di Santo, D., Resta, E., Bakhtiari, F., Baldner, C., Molinario, E., ... & Leander, N. P. (2022). Concern with COVID-19 pandemic threat and attitudes towards immigrants: The mediating effect of the desire for tightness. *Current Research in Ecological and Social Psychology*, *3*, 100028.
18. Dimant, E., Clemente, E. G., Pieper, D., Dreber, A., & Gelfand, M. (2022). Politicizing mask-wearing: predicting the success of behavioral interventions among republicans and democrats in the US. *Scientific Reports*, *12*(1), 1-12.
19. Pavlović, T., Azevedo, F., De, K., Riaño-Moreno, J. C., Maglić, M., Gkinopoulos, T., ... & Keudel, O. (2022). Predicting attitudinal and behavioral responses to COVID-19 pandemic using machine learning. *PNAS Nexus*, *1*(3), pgac093.
20. Fan, X., Gao, T., Luo, S., Gelfand, M. J., & Han, S. (2022). Religious afterlife beliefs decrease behavioral avoidance of symbols of mortality. *Personality and Social Psychology Bulletin*.
21. Hernandez, I., Cohen, D., Gruschow, K., Nowak, A., Gelfand, M. J., & Borkowski, W. (2022). The importance of being unearnest: Opportunists and the making of culture. *Journal of Personality and Social Psychology*, *123*(2), 249-271.
22. Schumpe, B. M., Van Lissa, C. J., Bélanger, J. J., Ruggeri, K., Mierau, J., Nisa, C. F., ... & Leander, N. P. (2022). Predictors of adherence to public health behaviors for fighting COVID-19 derived from longitudinal data. *Scientific Reports*, *12*(1), 1-12.
23. Van Bavel, J. J., Cichocka, A., Capraro, V., Sjøstad, H., Nezlek, J. B., Pavlović, T., ... & Jørgensen, F. J. (2022). National identity predicts public health support during a global pandemic. *Nature Communications*, *13*(1), 1-14.
24. Milyavsky, M., Kruglanski, A. W., Gelfand, M., Chernikova, M., Ellenberg, M., & Pierro, A. (2022). People who need people (and some who think they don't): On compensatory personal and social means of goal pursuit. *Psychological Inquiry*, *33*(1), 1-22.

25. Di Santo, D., Gelfand, M. J., Baldner, C., & Pierro, A. (2022). The moral foundations of desired cultural tightness. *Frontiers in Psychology, 13*.
26. Gelfand, M. J. (2021). Cultural evolutionary mismatches in response to collective threat. *Current Directions in Psychological Science, 30*(5), 401-409.
27. Han, X., Zhou, S., Fahoum, N., Wu, T., Gao, T., Shamay-Tsoory, S., ... & Han, S. (2021). Cognitive and neural bases of decision-making causing civilian casualties during intergroup conflict. *Nature Human Behaviour, 5*(9), 1214-1225.
28. Gelfand, M. J. (2021). The threat reflex. Why some societies respond to danger better than others. *Foreign Affairs*.
29. Pan, X., Gelfand, M., & Nau, D. (2021). Integrating evolutionary game theory and cross-cultural psychology to understand cultural dynamics. *American Psychologist, 76*(6), 1054-1066.
30. Jackson, J. C., Caluori, N., Gray, K., & Gelfand, M. (2021). The new science of religious change. *American Psychologist, 76*(6), 838-850.
31. Gelfand, M. J., Jackson, J. C., Pan, X., Nau, D., Pieper, D., Denison, E., Dagher, M., Van Lange, P. A. M., Chiu C.-Y., & Wang, M. (2021). The relationship between cultural tightness–looseness and COVID-19 cases and deaths: A global analysis. *The Lancet Planetary Health, 5*(3), e135e144.

***Featured on Fared Zakaria, Washington Post and Global Public Square (GPS)**

32. Jackson, J. C., Caluori, N., Abrams, S., Beckman, E., Gelfand, M. J., & Gray, K. (2021). Tight cultures and vengeful gods: How culture shapes religious belief. *Journal of Experimental Psychology: General, 150*(10), 2057-2077.
33. Elster, A., & Gelfand, M. J. (2021). When guiding principles do not guide: The moderating effects of cultural tightness on value-behavior links. *Journal of Personality, 89*(2), 325-337.
34. Pierro, A., Pica, G., Dentale, F., Gelfand, M., & Kruglanski, A. W. (2021). The unique role of regulatory mode orientations in implicit and explicit self-forgiveness. *Social Psychology, 52*(1), 36–50.
35. Seitz, B. M., Aktipis, A., Buss, D. M., Alcock, J., Bloom, P., Gelfand, M., ... & Haselton, M. G. (2020). The pandemic exposes human nature: 10 evolutionary insights. *Proceedings of the National Academy of Sciences, 117*(45), 27767-27776.
36. Salvador, C. E., Mu, Y., Gelfand, M. J., & Kitayama, S. (2020). When norm violations are spontaneously detected: An electrocortical investigation. *Social Cognitive and Affective Neuroscience, 15*(3), 319–327.

37. Salvador, C. E., Kraus, B. T., Ackerman, J. M., Gelfand, M. J., & Kitayama, S. (2020). Interdependent self-construal predicts reduced sensitivity to norms under pathogen threat: An electrocortical investigation. *Biological Psychology*, *157*, 107970.
38. Jasko, K., Webber, D., Kruglanski, A. W., Gelfand, M., Taufiqurrohman, M., Hettiarachchi, M., & Gunaratna, R. (2020). Social context moderates the effects of quest for significance on violent extremism. *Journal of Personality and Social Psychology*, *118*(6), 1165–1187.
39. Friedman, R. A., Pinkley, R. L., Bottom, W. P., Liu, W., & Gelfand, M. (2020). Implicit theories of negotiation: Developing a measure of agreement fluidity. *Negotiation and Conflict Management Research*, *13*(2), 127-150.
40. Gelfand, M. J., & Denison, E. E. (2020). Moving beyond the West vs. the rest: Understanding variation within Asian groups and its societal consequences. *Proceedings of the National Academy of Sciences*, *117*(10), 5100–5102.
41. Han, X., Gelfand, M. J., Wu, B., Zhang, T., Li, W., Gao, T., Pang, C., Wu, T., Zhou, Y., Zhou, S., Wu, X., & Han, S. (2020). A neurobiological association of revenge propensity during intergroup conflict. *ELife*, *9*, e52014.
42. Gelfand, M. J., Caluori, N., Jackson, J. C., & Taylor, M. K. (2020). The cultural evolutionary trade-off of ritualistic synchrony. *Philosophical Transactions of the Royal Society B*, *375*(1805), 20190432.

***Featured in National Geographic**

43. Jackson, J. C., Gelfand, M., & Ember, C. R. (2020). A global analysis of cultural tightness in non-industrial societies. *Proceedings of the Royal Society B*, *287*(1930), 20201036.
44. Caluori, N., Jackson, J. C., Gray, K., & Gelfand, M. (2020). Conflict changes how people view God. *Psychological Science*, *31*(3), 280-292.
45. Van Bavel, J. J., Baicker, K., Boggio, P. S., Capraro, V., Cichocka, A., Cikara, M., ...Gelfand, M. J., ...& Drury, J. (2020). Using social and behavioural science to support COVID-19 pandemic response. *Nature Human Behaviour*, 1-12.

***Featured in Nature**

46. Habersaat, K. B., Betsch, C., Danchin, M., Sunstein, C. R., Böhm, R., Falk, A., ...Gelfand M.J., ...& Fischer, E. F. (2020). Ten considerations for effectively managing the COVID-19 transition. *Nature Human Behaviour*, *4*(7), 677-687.
47. Lemay, E., Ryan, J., Fehr, R., & Gelfand, M. J. (2020). Validation of negativity: Drawbacks of interpersonal responsiveness during conflicts with outsiders. *Journal of Personality and Social Psychology*, *119*(1), 104–135.

***Featured in Psychology Today**

48. Gelfand, M. J. (2019). Explaining the puzzle of human diversity. *Science*, 366(6466), 686-687.
49. Jackson, J. C., van Egmond, M., Choi, V. K., Ember, C. R., Halberstadt, J., Balanovic, J., Basker, I. N., Boehnke, K., Buki, N., Fischer, R., Fulop, M., Fulmer, A., Homan, A. C., van Kleef, G. A., Kreemers, L., Schei, V., Szabo, E., Ward, C., & Gelfand, M. J. (2019). Ecological and cultural factors underlying the global distribution of prejudice. *PLOS ONE*, 14(9), e0221953.
50. Gelfand, M. J. (2019). Universal and culture-specific aspects of tightness-looseness across 31 Chinese provinces. *Proceedings of the National Academy of Sciences*, 116(4), 6522-6524.
51. Van Kleef, G., Gelfand, M. J., & Jetten, J. (2019). The dynamic nature of social norms: New perspectives on norm development, impact, violation, and enforcement. *Journal of Experimental Social Psychology*, 84, 103814
52. Jackson, J. C., Gelfand, M. J., De, S., & Fox, A. (2019). The loosening of American culture over 200 years is associated with a creativity-order trade-off. *Nature Human Behavior*, 3(3), 244.
53. Geeraert, N., Li, R., Ward, C., Gelfand, M. J., & Demes, K. (2019). A tight spot: How personality moderates the impact of social norms on sojourner adaptation. *Psychological Science*, 30(3), 333-342.

***Featured in Psychology Today**

54. Jackson, J. C., Choi, V. K. & Gelfand, M. J. (2019). Revenge: A multilevel review and synthesis. *Annual Review of Psychology*, 70, 319-345.

***Featured in Knowable Magazine**

55. Jackson, J. Gelfand, M.J., Ayub, N., & Wheeler, J. (2019). Together from afar: A daily diary contact technique to reduce cultural conflict. *Behavioral Science and Policy*, 5(1), 14–33.

***Featured in the Harvard Program on Negotiation Daily Blog**

56. Stamkou, E., van Kleef, G. A., Homan, A. C., Gelfand, M. J., van de Vijver, F. J., van Egmond, M. C., ... & Cantarero, K. (2019). Cultural collectivism and tightness moderate responses to norm violators: Effects on power perception, moral emotions, and leader support. *Personality and Social Psychology Bulletin*, 45(6), 947-964.
57. Gelfand, M., Gordon, S., Li, C., Choi, V., & Prokopowicz, P. (2018). One reason mergers fail: The two cultures aren't compatible. *Harvard Business Review*.

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18. Salas, E., Salazar, M., & Gelfand, M. J. (2013). Understanding culture as diversity. In Q. M. Roberson (Ed.), *The Oxford handbook of diversity and work* (pp. 32-51). New York: Oxford University Press.
19. Bui-Wrzosinska, L., Gelfand, M. J., Nowak, A., & Severance, L. (2013). Studying trajectories of conflict escalation. In K. Sycara, M. J. Gelfand, & A. Abbe (Eds.), *Models for intercultural collaboration and negotiation* (pp. 145-156). New York: Springer.
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21. Ryan, A.M. & Gelfand, M.J. (2012). Going global: Internationalizing the organizational psychology curriculum. In F.T.L. Long, W.,E. Pickren, M.M. Leach, & A.J. Marsella (Eds.). *Internationalizing the psychology curriculum in the United States* (pp. 245-261). New York: Springer Science.

22. Leslie, L., & Gelfand, M. J. (2012). The cultural psychology of social influence. In G. R. Ferris & D. C. Treadway (Eds.), *Politics in organizations: Theory and research considerations* (pp. 411-447). New York: Taylor and Francis Publishing. (SIOP Frontier Series).
23. Kruglanski, A.W., Gelfand, M. & Gunaratna, R. (2012). Terrorism as means to an end: How political violence bestows significance. In P.R. Shaver & M. Mikulincer (Eds.) *Meaning, morality, and choice: The social psychology of existential concerns* (pp. 203-212). Washington, D.C.: American Psychological Association.
24. Kashima, Y., & Gelfand, M. J. (2012). A history of culture in psychology. In W. Stroebe & A. Kruglanski (Eds.), *History of social psychology* (pp. 499-520). East Sussex, UK: Psychology Press.
25. Gelfand, M. J. (2012). The trials and tribulations of cross-cultural research. In F. Leong & A. Ryan (Eds.), *Conducting multinational research projects in organizational psychology: Challenges and opportunities* (pp. 179-199). Baltimore, MD: United Book Press.
26. Gelfand, M. J., Severance, L., & Fulmer, C. A. (2012). Explaining and predicting cultural differences in negotiation. In G. Bolton & R. Croson (Eds.), *Handbook of negotiation: Experimental economic perspectives* (pp. 332-356). New York: Oxford University Press.
27. Gelfand, M. J., & Gal, K. (2012). Negotiating in a brave new world: Challenges and opportunities for the field of negotiation science. In B. Goldman & D. Shapiro (Eds.), *The psychology of negotiations in the 21st Century workplace. (A volume in the SIOP Organizational Frontier series)* (pp. 441-462). New York, NY: Psychology Press/Routledge.
28. Fulmer, C. A., & Gelfand, M. J. (2013). How do I trust thee? Dynamic trust profiles and their individual and social contextual determinants. In K. Sycara, M. J. Gelfand, & A. Abbe (Eds.), *Models for intercultural collaboration and negotiation* (pp. 97-132). New York: Springer.
29. Aycan, Z., & Gelfand, M. J. (2012). Cross-cultural organizational psychology. In S. Kozlowski (Ed.), *The Oxford handbook of organizational psychology (vol 2)* (pp. 1103-1160). New York: Oxford University Press.
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31. Gelfand, M. J., Fulmer, A., & Severance, L. (2010). The psychology of negotiation and mediation. In S. Zedeck (Ed.) *Handbook of industrial and organizational psychology* (pp.495-554). Washington, D.C.: American Psychological Association.
32. Singelis, T. M., Bhawuk, D. P., Gabrenya, W. K., Gelfand, M., Harwood, J., Her, P., ... & Vandello, J. (2009). Exploring ethnic group and geographic differences in social axioms in the USA. In K. Leung & M. Bond (Eds.), *Psychological aspects of social axioms: Understanding global belief systems* (pp. 81-93). New York, NY: Springer.

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35. Gelfand, M. J. (2008). Culture and negotiation. In J. Blascovich & C. Hartel (Eds.), *Human behavior in military contexts* (pp 85- 105). Washington DC: The National Academies Press.
36. De Dreu, C.K.W., & Gelfand, M. J. (2008). Conflict in the workplace. Sources, functions, and dynamics across multiple levels of analysis. In C.K.W. De Dreu and M. J. Gelfand (Eds.), *The psychology of conflict and conflict management in organizations* (pp. 3-54). SIOP Frontiers series, New York: Erlbaum.
37. Imai, L., & Gelfand, M.J. (2007). Culturally intelligent negotiators: The impact of CQ on intercultural negotiation effectiveness. *Academy of management proceedings* (Vol. 2007, No. 1, pp. 1-6). Briarcliff Manor, NY: Academy of Management.
38. Gelfand, M. J., Leslie, L., & Shteynberg, G. (2007). Cross-cultural theory/methods. In S. Rogelberg (Ed.), *Encyclopedia of industrial and organizational psychology* (Vol. 1, pp. 136-142). New York: Erlbaum.
39. Brett, J. M. & Gelfand, M. J. (2006). A cultural analysis of the underlying assumptions of negotiation theory. In L. Thompson (Ed.), *Negotiation theory and research (Frontiers of social psychology)* (pp. 173-201). Milton Park, UK: Psychology Press.
40. Babcock, L., Gelfand, M. J., & Small, D. (2006). Gender and the propensity to negotiate. In D. Cremer, M. Zeelenberg, & J. K. Murnighan (Eds.), *Social psychology and economics* (pp. 239-259). New York, NY: Erlbaum.
41. Gelfand, M. J., Nishii, L., Raver, J., & Schneider, B. (2005). Discrimination in organizations: A systems perspective. In R. Dipboye and A. Colella (Eds.), *Psychological and organizational bases of discrimination at work* (pp. 89-116). New York: Jossey Bass.
42. Gelfand, M. J., & Knight, A. (2005). Culture and work-family conflict: Theoretical perspectives. In S. Poelmans (Ed.), *International perspectives on work-family conflict* (pp. 401-415). New York: Erlbaum.
43. Morris, M. W. & Gelfand, M. J. (2004). Cultural differences and cognitive dynamics: Expanding the cognitive tradition in negotiation. In M. J. Gelfand & J. M. Brett (Eds.), *The handbook of negotiation and culture* (pp. 45-70). Palo Alto, CA: Stanford University Press.
44. Gelfand, M. J., & Cai, D. A. (2004). Cultural structuring of the social context in negotiation. In M. J. Gelfand & J. M. Brett (Eds.), *The handbook of negotiation and culture* (pp. 238-257). Palo Alto, CA: Stanford University Press.

45. Gelfand, M. J., & Brett, J. M. (2004). Incorporating culture into negotiation research. In M. J. Gelfand & J. M. Brett (Eds.), *The handbook of negotiation and culture* (pp. 415-428). Palo Alto, CA: Stanford University Press.
46. Gelfand, M. J., Bhawuk, D. P., Nishii, L., & Bechtold, D. (2004). Individualism and collectivism. In R. J. House, P. J. Hanges, M. Javidan, P.W. Dorfman, & V. Gupta (Eds.), *Culture, leadership, and organizations: The GLOBE study of 62 cultures* (pp. 437-512). Thousand Oaks, CA: Sage Publications.
47. Gelfand, M. J., Raver, J. L., & Holcombe Ehrhart, K. (2002). Methodological issues in cross-cultural organizational research. In S. Rogelberg (Ed.), *Handbook of industrial and organizational psychology research methods* (pp. 216-241). New York, NY: Blackwell.
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49. Gelfand, M. J., & Holcombe, K. M. (1998). Behavioral patterns of horizontal and vertical individualism and collectivism. In T. Singelis (Ed.), *Teaching about culture, ethnicity, and diversity* (pp. 121-131). Thousand Oaks, CA: Sage Publications.
50. Gelfand, M. J., Kuhn, M., & Radhakrishnan, P. (1996). The effects of value differences on social interaction processes and job outcomes. In M. Ruderman, M. Hughes-James, & S. E. Jackson (Eds.), *Selected research on team diversity* (pp. 53-71). Greensboro, NC: Center for Creative Leadership/APA.
51. Triandis, H. C., Kurowski, L., & Gelfand, M. J. (1994). Workplace diversity. In H. C. Triandis, M. Dunnette, and L. Hough (Eds.), *Handbook of industrial and organizational psychology* (Vol. 4, pp. 769-827). Palo Alto, CA: Consulting Psychologists Press.

MEDIA

Gelfand's research has been featured in the *Washington Post*, *New York Times*, *the Boston Globe*, *the Economist*, *the Atlantic*, *the Guardian*, *Harvard Business Review*, *Time Magazine*, *CNN.com*, *Financial Times*, *Fast Company*, *Forbes*, *Fortune*, *Der Standard*, *New Scientist*, *Scientific American*, *National Public Radio*, *BBC*, *Fox News*, *NBC News*, *Morning Joe*, *TEDx*, *CNN (Fareed Zakaria, GPS)* and on numerous podcasts (*Hidden Brain*, *Freakonomics*, *Sam Harris Making Sense*, *Kara Swisher*, *Michael Shermer*, *Econ Talk*, *The Gist*, *Tyler Cowen*, *the Edge*, among others). See <https://www.michelegelfand.com/press> for a full list.

PROFESSIONAL SOCIETY MEMBERSHIP

Council on Foreign Relations (Elected)
 National Academy of Sciences (Elected)
 American Academy of Arts and Sciences (Elected)
 Cultural Evolution Society (Co-Founder)
 Academy of Management (Fellow)

Society for Organizational Behavior (Elected)
Association for Psychological Science
American Psychological Association
International Association for Conflict Management (Fellow)
International Association for Cross-Cultural Psychology (Honorary Fellow)
Society for Experimental Social Psychology (Elected)
Society for Industrial and Organizational Psychology (Fellow)
Society for Personality and Social Psychology

EDITORIAL BOARDS AND REVIEWING

Present:

Deputy Editor, *PNAS Nexus*

Area Editor: *Journal of International Business Studies*

Past:

Editor in Chief, *Current Research In Ecological and Social Psychology*

Associate Editor, *Social Psychological and Personality Science*

Associate Editor, *Applied Psychology: International Review*

Board member, *Personality and Social Psychology Review*

Board member, *Journal of Applied Psychology*

Board member, *Journal of Organizational Behavior*

WORKSHOPS ORGANIZED

1. Gelfand, M. J., Nunn, N., & Gavrillets, S. (2019, April). Interdisciplinary perspectives on social norms, University of Tennessee.
2. Tal, A., & Gelfand, M. J. (2018, February). Interdisciplinary perspectives on overpopulation, Tel Aviv University.
3. Kitayama, S., Han, S., & Gelfand, M. J. (2016, August). Culture and neuroscience. International Association for Cross-Cultural Psychology, Nagoya, Japan.
4. Gelfand, M. J. and Wilson, D. (2015, March). Culture and evolution, University of Maryland, College Park.
5. Goldman, B., Shapiro, D., & Gelfand, M. J. (2013, February). Multilevel perspectives on negotiation, University of Arizona.
6. Bowles, H., Gelfand, M. J., & Al-Dabbagh (2012, June). Culture, identity, and change in the Middle East: Implications for conflict and negotiation, John F. Kennedy School of Government, Harvard University.
7. Gelfand, M. J., & Lun (2011, June). Combining qualitative and quantitative research methods in cross-cultural research. International Association for Cross-Cultural Psychology, Istanbul, Turkey.

8. Moaddel, M., & Gelfand, M. (2010, May). Culture and values in the Middle East. Workshop conducted in Cairo, Egypt.
9. Sycara, K., Gelfand, M. J., & Abbe, A. (2009, July). Modeling intercultural collaboration and negotiation (MICON) workshop. Workshop conducted at the biannual International Joint Conference on Artificial Intelligence, Pasadena, CA.
10. Gelfand, M. J., & Arad, S. (2002, April). Methodological issues in cross-cultural organizational research. Workshop given at the annual conference of the Society for Industrial and Organizational Psychology, Toronto, Canada.

INVITED PRESENTATIONS

Behavioral Science and Health Symposium, Keynote, University of Pennsylvania, 2023
 Koc University, University Lecture, 2022
 Stanford University Freeman Spogli Institute for International Studies, 2022
 Penn Center for Social Norms and Behavioral Dynamics, Keynote, 2022
 Columbia University, Center on Society and Capitalism, Invited Address, 2022
 Cultural Evolution Society, Keynote, 2022
 University of Chicago, Think Better Series, 2022
 Koc University, Distinguished Scholar Seminar Series, 2022
 MPA Invited Keynote, 2021
 World Bank, 2021
 University of Southern California, 2021
 University of British Columbia, 2021
 United Nations, 2020
 SIETAR, 2020
 NYU Abu Dhabi, 2020
 University of Miami, 2020
 UC Berkeley, 2020
 Harvard, 2020
 Oxford, 2020
 Association for Contextual Behavioral Science, Keynote 2020
 Behavioral Insights Group, London, 2019
 INSEAD, 2019
 Asian Association of Social Psychology, Keynote, 2019
 American Psychological Society, Invited Address, 2019
 Society for Affective Science, Plenary Address, 2019
 University of Michigan, 2019
 University of Virginia, 2019
 Berkeley, 2019
 John Jay School of Criminal Justice, 2019
 Tedx Palo Alto, Stanford, 2019
 Princeton University, 2018
 Harvard University, 2018

UCLA, 2018
University of Amsterdam, 2018
Harvard University, 2017
Princeton, 2017
Johns Hopkins, 2017
University of Pennsylvania, Wharton, 2016
University of Utah, 2016
Stanford School of Business, 2016
Michigan State University, 2015
University of Maryland, Board of Trustees, 2015
Harvard Business School, 2015
London Business School, 2015
Georgetown University, 2015
Yale University, 2015
Purdue University, 2015
University of Virginia, 2014
Washington University, St. Louis, 2014
National Academy of Sciences Panel, 2013
University of Connecticut, 2013
Binghamton University, 2013
Duke University, 2013
University of Kansas, 2013
The Pentagon, 2013
University of Utah, 2013
National Academy of Sciences, 2013
Harvard University, 2012
Stanford University, 2012
Carnegie Mellon University, 2012
University of Michigan, 2012
Sabanci University, 2011
Northwestern University, 2011
University of Michigan, 2011
University of Waterloo, 2011
University of Tubingham, 2011
MIT, Sloan School, 2010
Singapore Management University, 2010
Michigan State University, 2009
Dartmouth University, 2009
University of Texas, Dallas, 2009
University of Leiden, 2008
Columbia University, 2008
Kellogg School of Management, 2007
Stanford University, 2007
University of California, Berkeley, 2007

Army Research Institute, 2007
National Academy of Sciences, 2006
Department of Homeland Security, 2006
University of Toronto, 2005
University of Michigan, 2005
Harvard, 2004, 2003, 2002
University of North Carolina at Chapel Hill, 2004
Vanderbilt, 2004
Wharton, 2003
Johns Hopkins, 2003
Ohio State, 2003
Rice, 2003
University of Amsterdam, 2003
Kellogg School of Management, 2003
Michigan State, 2003
New York University, 2003
MIT, 2003
Carnegie Mellon, 2002
The Technion, 2000 Stanford, 1998
University of Maryland, 1996 Rutgers, 1995
George Washington University, 1995

REFERRED CONFERENCE PRESENTATIONS

1. Lin, Y. & Gelfand, M. J. (2023, July). *The social class gap in negotiation*. Data Blitz at the International Association of Conflict Management, Thessaloniki, Greece.
2. Lin, Y., Calouri, N., Öztürk, E.B., & Gelfand, M. J. (2023, July). *From virility to virtue: the psychology of apology in honor cultures*. Paper Presentation at the International Association of Conflict Management, Thessaloniki, Greece.
3. Lin, Y., Calouri, N., Öztürk, E.B., & Gelfand, M. J. (2023, April). *From virility to virtue: the psychology of apology in honor cultures*. Presentation at the Panel: Identity (Chair: Thomas Pepinsky). Annual Conference of Association for Analytic Learning about Islam and Muslim Societies, Stanford.
4. Lin, Y., Harrington, J., & Gelfand, M. J. (2023, February). *Worlds unto themselves: Social class and tightness-looseness*. Presentation at Symposium: From Masks to Manspreading: Why Cultural Norms Matter (Chair: Thomas Talhelm). Society of Personality and Social Psychology Convention, Atlanta.
5. Lin, Y., Calouri, N., Öztürk, E.B., & Gelfand, M. J. (2022, October). *From virility to virtue: in honor cultures, a shift in focus may promote apologies and conflict resolution*. Presentation at the 2022 annual meeting of the Society of Experimental Social Psychology, Philadelphia, PA.

6. Pan, X. P, Nau, D., & Gelfand, M. J. (2022, October). *Explaining the evolution of gossip*. Poster presented at the NOBEC conference on social norms, Philadelphia, PA.
7. Lin, Y., Gelfand, M. J., & Calouri, N. (2022, August). *Honor and the reluctance to apologize*. 82nd annual Meeting of the Academy of Management, Seattle, WA.
8. Pan, X., Nau, D., De, S., Hsiao, V., & Gelfand, M. (2021, July). *Threat, tightness, and ethnocentrism*. The 32nd International Congress of Psychology, Prague, Czech Republic, Virtual.
9. Pan, X., Nau, D., & Gelfand, M. (2021, June). *Cooperative norms and the growth of threat: Differences across tight and loose cultures*. Oral presentation at the Cultural Evolution Society Conference 2021 Sapporo, Virtual.
10. Pan, X., Nau, D., De, S., Hsiao, V., & Gelfand, M. (2021, June). *The puzzling impact of threat on the evolution of ethnocentrism*. Poster presented at the Culture Conference 2021, Stirling, UK, Virtual.
11. Pan, X., Nau, D., & Gelfand, M. (2021, April). *Cooperative norms and the growth of threat: Differences across tight and loose cultures*. Oral presentation at the 12th Annual Anthro+ Student Conference, Virtual.
12. Pieper, D., Gelfand, M. J., & Denison, E., (February, 2021). *COVID-19: Meta-norms to wear masks and social distance in the U.S*. Poster presented at the Annual Convention of Society for Personality and Social Psychology. (Online).
13. Pan, X., Nau, D., & Gelfand, M. (2020, November). *Cooperative norms and the growth of threat: Differences across tight and loose cultures*. Paper presented at the 7th International Conference on Behavioural and Social Computing, Virtual.
14. Pan, X., Nau, D., De, S., & Gelfand, M. (2020, July). *Threat and the evolution of tribalism*. Paper presented at the International Association of Conflict Management 33rd Annual Conference, Virtual.
15. Denison, E. E. & Gelfand, M. J. (February, 2020). *#NoFilter: The effects of normlessness and incivility online*. Poster presented at the Annual Convention of the Society for Personality and Social Psychology, New Orleans, LA.
16. Choi, V. C., Shrestha, S., & Gelfand, M. J. (August, 2019). *Establishing a linguistic dictionary of threat*. Poster to be presented at the Big Data in Personality and Social Psychology Science conference, St. Louis, MO.
17. Gelfand, M. J. (July, 2019). *A hundred-year journey of progress in cross-cultural psychology*. Invited keynote, Asian Association of Social Psychology, Taipei, Taiwan.

18. Li, C., & Gelfand, M. J. (June, 2019). *The price tag of culture in cross-border acquisitions: How tightness-looseness affects post-deal performance*. Paper presented at the Academy of International Business 2019 Conference, Copenhagen, Denmark.
19. Gelfand, M. J. (May, 2019). *Cross-cultural issues at work*. Invited address, Association for Psychological Science, Washington DC.
20. Pan, X., & Gelfand, M. J. (May, 2019). *The dynamics of change in tight and loose cultures*. Paper presented at the Association for Psychological Science, Washington DC.
21. Prokopowicz, P, Choi, V., & Gelfand, M. (April, 2019). *Masters of both: Exploring the links between tightness-looseness and innovation*. Paper presented at the Annual Meeting of the Society for Industrial and Organizational Psychology meeting, Washington DC.
22. Pan, X., Gelfand, M. J., & Mu, Y. (2019, February). *Interdisciplinary perspectives on culture and creativity across levels of analysis*. Poster presented at the meeting of the Society for the Neuroscience of Creativity, San Francisco, CA.
23. Choi, V.K., Van Egmond, M., Jackson, J. C., Gelfand, M. J. (April, 2018). *Understanding how the strength of cultural norms shapes stigma-based discrimination*. Talk given at the 33rd Annual Meeting of the Society for Industrial and Organizational Psychology meeting, Chicago, IL.
24. Gordon, S.M., Gelfand, M.J., Li, R., Harrington, J.R., & Choi, V.K. (March, 2018). *Cultural norms in organizations: The role of conflict cultures within a hospital setting*. Poster presented at the Annual Convention of the Society for Personality and Social Psychology, Atlanta, GA.
25. Caluori, N., Dugas, M., Mansour, N., & Gelfand, M. (2018, March). *Forgiveness aversion in a Middle Eastern honor culture*. Poster presented at the Annual Convention of the Society for Personality and Social Psychology, Atlanta, GA.
26. Jackson, J. C., Vonasch, A., Caluori, N., Gelfand, M., Gray, K. (January, 2018). *Quantifying the religious marketplace*. Talk given at the Religion and Spirituality Preconference at the Annual Meeting of the Society for Personality and Social Psychology, Atlanta, GA.
27. Caluori, N., Jackson, J. C., Gelfand, M. J. (September, 2017). *Intergroup conflict causes belief in more authoritarian gods*. Talk given at the Cultural Evolution Society First Inaugural Meeting, Jena, Germany.
28. Mu, Y., & Gelfand, M. J (August, 2017). *Neural mechanisms underlying social norm violation: A cross-cultural neuroscience perspective*. Paper presented at the Academy of Management Conference, Atlanta, GA.
29. Li, C., Gelfand M. J., & Kabst, R. (August, 2017). *The influence of cultural tightness-looseness on cross-border acquisitions*. Paper presented at the Academy of Management Conference, Atlanta, GA.

30. Gelfand, M. J., Jackson, J. C., Taylor, M., Caluori, N. (May, 2017). *The downside of synchrony: Group coordination reduces creativity*. Poster presented at the 28th Annual Meeting of the Association for Psychological Science Convention, Boston, MA.
31. Gordon, S.M., Choi, V.K., & Gelfand, M.J. (May, 2017). *Cultural influences on occupational structure: A tightness-looseness perspective*. Poster presented at the 28th Annual Meeting of the Association for Psychological Science Convention, Boston, MA.
32. Jackson, J. C., Gelfand, M. J. (March, 2017). *Ecological threat and the transmission of cultural norms*. Talk given at the Annual Meeting of the Society for Cross-Cultural Research, New Orleans, LA.
33. Gelfand, M. J., Jackson, J. C. (February, 2017). *Ecological threat and the transmission of cultural tightness-looseness*. Talk given at the Annual Meeting of the American Association for the Advancement of Science. Boston, MA.
34. Caluori, N. E., Jackson, J. C., Gelfand, M. G. (January, 2017). *Mean gods on your side: The role of intergroup threat in the origination of moralizing gods*. Poster presented at the Religion and Spirituality Preconference at the Annual Meeting for the Society for Personality and Social Psychology (SPSP), San Antonio, TX.
35. Fernandez, J. R., Jackson, J. C., Gelfand, M. J. (January, 2017). *Tightness-looseness and health behaviors across the United States*. Paper presented at the Annual Meeting for the Society for Personality and Social Psychology (SPSP), San Antonio, TX.
36. Jackson, J. C., Gelfand, M. G., Wheeler, J., Ayub, N. (January, 2017). *Together from afar: Using a diary contact technique to reduce cultural conflict*. Data blitz given at the Advances in Cultural Psychology Preconference at the Annual Meeting for the Society for Personality and Social Psychology (SPSP), San Antonio, TX.
37. Lyons-Padilla, S., Gelfand, M. J., Mirahmadi, H., Farooq, M., & van Egmond, M. (October, 2016). *The struggle to belong: Immigrant marginalization and the risk for radicalization*. Presentation given at the Annual conference of the Society for Experimental Social Psychology.
38. Avery, D. R., Gelfand, M. J., & McKay, P. (August, 2016). *State level tightness-looseness moderates the impact of diversity climate on firm performance*. Presentation given at the Annual Conference of the Academy of Management.
39. Stamkou, S., Van Kleef, G., Homan, A., Gelfand, M. J., van de Vijver, F., Boer, D., van Egmond, M., Phiri, N., Ayub, N et al., (August, 2016). *Rising to power or falling from grace: Cultural collectivism and tightness moderate responses to norm violators*. Presentation at the Annual Conference of the International Association of Cross-Cultural Psychology, Nagoya, Japan.
40. Gelfand, M. J., van Egmond, M., & Jackson, J. (August, 2016). *Stigma-related discrimination across tight and loose societies*. Presentation at the Annual Conference of the International Association of Cross-Cultural Psychology, Nagoya, Japan.

41. Mu, Y., Jackson, J., & Gelfand, M. J. (August, 2016) *Culture, brain and social norm detection*. Presentation at the Annual Conference of the International Association of Cross-Cultural Psychology, Nagoya, Japan.
42. Gelfand, M. J., & Mu, Y. (August, 2016). *The tightness/looseness dimension of culture: What ERPs can tell us*. Workshop given at the Annual Conference of the International Association of Cross-Cultural Psychology, Nagoya, Japan.
43. Van Egmond, M., Jackson, J. C., Gelfand, M. J. (August, 2016). *Strength of social norms and public life: A 20-nation study*. Talk given at the Annual Conference of the International Association of Cross-Cultural Psychology. Nagoya, Japan.
44. Jackson, J., Fox, A., & Gelfand, M. J. (May, 2016). *Tightness-looseness over time*. Presentation at the Annual Conference of the Association for Psychological Science, Chicago, IL.
45. Gelfand, M. J. (May, 2016). *Interdisciplinary perspectives of the strength of social norms*. Invited address, Annual Conference for the Association for Psychological Science, Chicago, IL.
46. Gelfand, M. J. (May, 2016). *Interdisciplinary perspectives of the strength of social norms*. Keynote address at the Conference of the Mid-Western Association, Chicago, IL
47. Wheeler, J., Jackson, J., & Gelfand, M. J. (April, 2016). *Race and emotion in negotiation*. Presentation given at the Annual Conference of the Society for Industrial and Organizational Psychology, April, Anaheim, CA.
48. Jackson, J. C., Gelfand, M. J. (March, 2016). *Religious person perception in a secular age*. Paper presented at the 6th International Religion in Society Conference. Washington, DC.
49. Jackson, J. C., Landau, M. J., Gelfand, M. J. (January, 2016). *How sports metaphors shape negotiation*. Paper presented at the 3rd Israel Organizational Behavior Conference. Tel Aviv, Israel.
50. Jackson, J. C., Gelfand, M. J., Ayub, N. (January, 2016). *Religious person perception in a secular age*. Poster presented at the 17th Annual Meeting for the Society for Personality and Social Psychology. San Diego, CA.
51. Wheeler, J., Jackson, J., Stillwell, A., Ayub, H., & Gelfand, M.J. (May, 2015). *The tight-loose divide: How context shapes implicit and explicit attitudes towards Americans and Middle Easterners*. Poster given at the Conference of the Association for Psychological Science, New York.
52. Nowak, A., Gelfand, M. J., Borkowski, W. (July, 2015). *The evolution of honor cultures*. Talk given at the International Association for Conflict Management, Clearwater, Florida.
53. Roos, P., Gelfand, M. J., Nau, D., Carr, R. (July, 2014). *High strength-of-ties and low mobility foster the emergence of third-party punishment*. Talk given at the 22nd International Association for Cross-Cultural Psychology, Paris, France.
54. Nowak, A., Gelfand, M. J., Borkowski, W. (July, 2014). *On the rationality of honor cultures*.

Talk given at the 22nd International Association for Cross-Cultural Psychology, Paris, France.

55. Stankou, E., Van Kleef, G., Homan, A., Gelfand, M. J., van de Vijver, F., Van Egmond, M., Ayub, N., Selim, B. A., Katarzyna, C., Dorit, E., Ana, F., Hirofumi, H., Eva, H., Zoe, K., IChing, Lee., Renata, L., Natasha, P. (July, 2014). *The perception of norm violators in 20 societies*. Talk given at the 22nd International Association for Cross-Cultural Psychology, Paris, France.
56. Carr, R., Roos, P., Gelfand, M. J., Nau, D. (July, 2014). *Resource scarcity and tightness-looseness: An evolutionary game theory approach*. Talk given at the 22nd International Association for Cross-Cultural Psychology, Paris, France.
57. Harrington, J., Gelfand, M. J. (July, 2014). *Tightness-looseness across the 50 United States*. Talk given at the 22nd International Association for Cross-Cultural Psychology, Paris, France.
58. Aktas, M., Gelfand, M. J., Hanges, P. (July, 2014). *The strength of cultural norms and perceptions of ethical leadership*. Talk given at the 22nd International Association for Cross-Cultural Psychology, Paris, France.
59. Li, R., Geeraert, N., Gelfand, M. J., Demes, K., Ward, C. (July, 2014). *For sojourners, not only the journey, but the destination matters: Host and home countries' tightness-looseness impacts sojourner's readjustment and well-being*. Talk given at the 22nd International Association for Cross-Cultural Psychology, Paris, France.
60. van Egmond, M., Boer, D., Hanke, K., Gelfand, M. J., Crawford, M. (July, 2014). *Breaking the norm! The perception and experiences of voluntary norm violators in tight and loose contexts*. Talk given at the 22nd International Association for Cross-Cultural Psychology, Paris, France.
61. Lyons, S., Gelfand, M. J., Mirahmad, H., Farooq, M., van Egmond, M. (July, 2014). *Immigrant marginalization and risk for radicalization*. Talk given at the 22nd International Association for Cross-Cultural Psychology, Paris, France.
62. Gelfand, M. J. (April, 2014). *Understanding cultural differences in a globalized world*. Invited Keynote Address, Emerging Markets Forum, Smith School of Business.
63. Gelfand, M. J. (2014, April). *Culture's constraints: Understanding the differences between tight and loose cultures*. Invited talk, Society for Industrial and Organizational Psychology, Honolulu, Hawaii.
64. Gelfand, M. J., (February, 2014). *The etiology of conflict cultures*. Invited Talk, Culture Preconference, Society for Personality and Social Psychology.
65. Gelfand, M. J., (November, 2013). *On the etiology of conflict cultures*. Invited Keynote Address, Workplace Health Conference
66. Quinn, D., Kishi, R., Wilkenfeld, J., Gelfand, M. J., Eralp, P., Salmon, E., & Owens, D. (2013). *Adapting mediation to the intrastate crisis context*. In APSA 2013 Annual Meeting.

67. Kishi, R., Quinn, D., Wilkenfeld, J., Gelfand, M., Eralp, P., Owens, D., & Salmon, E. (2013, July). *Adapting mediation to the intrastate crisis context*. Paper presented at the 26th annual International Association of Conflict Management conference, Tacoma, WA.
68. Salmon, E. D., Gelfand, M. J., Çelik, A. B., Kraus, S., Wilkenfeld, J., & Inman, M. (2013, July). *Cultural contingencies of mediation: Effectiveness of mediation styles in intercultural disputes*. Paper presented at the 26th annual meeting of the International Association for Conflict Management, Tacoma, WA.
69. Salmon, E. D., Gelfand, M. J., Gal, K., Kraus, S., & Ting, H. (2013, June). *When time is not money: Why Americans lose out at the negotiation table*. Paper presented at the regional meeting of the International Association of Cross-Cultural Psychology, Los Angeles, CA.
70. Lee, T. L., Gelfand, M. J., & Kashima, Y. (2013, June). *Perpetuation of intergroup conflict via biased communication and distortion of memory*. Talk presented at the annual meeting of International Association for Cross-Cultural Psychology, Los Angeles, CA.
71. Gelfand, M. J., Severance, L., Lee, T., Bruss, C. B., Latif, H., El Moghazy, A. A., Mustafa, S. (2013, June). *Getting to yes: Pathways of reaching integrative agreements in negotiations in Egypt and the U.S.* Paper presented at the regional meeting of the International Association of Cross-Cultural Psychology, Los Angeles, CA.
72. Stillwell, A., Gelfand, M. J., Ting, H., Salmon, E. D., & Fulmer A. (2013, June). *Correlates of national impatience*. Paper presented at the regional meeting of the International Association of Cross-Cultural Psychology, Los Angeles, CA.
73. Lun, J., Muhammad, R., Cameron, L., & Gelfand, M. (2013, June). *The cultural psychology of social connections in the Middle East and the US*. Poster presented at the International Association of Cross-Cultural Psychology regional conference, Los Angeles, CA.
74. Roos, P., Gelfand, M. J., Nau, D., & Lun, J. (2013, June). *Societal threat increases evolved punishment of norm violators in cultural groups*. Poster presented at the regional conference of the International Association for Cross-Cultural Psychology in Los Angeles, California.
75. Lyons, S., & Gelfand, M.J. (2013, June). *The role of cultural models of self-worth in responses to in-group transgressions*. Poster presented at the Regional Conference of the International Association for Cross-Cultural Psychology, Los Angeles, CA.
76. Leslie, L. M., Harrington, J. R., & Gelfand, M. J. (2013, April). *Diversity in context: The multilevel consequences of conflict cultures*. In J. L. Waldman, & A. L. Thayer (Co- chairs), The impact of culture on teams: Combining complementary research. Symposium conducted at the annual conference of the Society for Industrial and Organizational Psychology, Houston, TX.
77. Lyons, S., & Gelfand, M.J. (2013, January). *The role of cultural models of self-worth in responses to in-group transgressions*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology (SPSP), New Orleans, LA.

78. Lun, J., Gelfand, M., & Mohr, R. (2013, January). *Learning culture in everyday situations: Situational constraint and social perception*. Talk given at the Society of Personality and Social Psychology meeting, New Orleans, LA.
79. Gelfand, M. J. (2012, December). *Conflict cultures in organizations: How leaders shape conflict cultures and their organizational level consequences*. Invited talk, FACE conference, Maui, Hawaii.
80. Fehr, R., Zheng, M., Tai, K., Narayanan, J., & Gelfand, M. J. (2012, August). *Forgiveness empowers victims after conflict*. Paper presented at the Annual Meeting of the Academy of Management, Boston, MA.
81. Fehr, R. and Gelfand, M. J. (2012, August). *Forgiveness from the top: How leaders build forgiving organizations*. Paper presented at the Annual Meeting of the Academy of Management, Boston, MA.
82. Gelfand, M. J., Brett, J. M., Imai, L., Tsai, H. H., Gunia, B. C. (2012, August). *Where are two heads better than one? Teams and solos negotiating deals in the U.S. and Taiwan*. Paper presented at the Annual Meeting of the Academy of Management, Boston, MA.
83. Chung, C., Coleman, P. T., & Gelfand, M. J. (2012, July). *Conflict, culture, and complexity: The effects of simple versus complex rules in negotiation*. Paper presented at the 25th annual conference of the International Association for Conflict Management in Stellenbosch, South Africa.
84. Lun, J. Gelfand, M., Bruss, B., Su, J., Al-Dabbagh, M., Aycan, Z., Dagher, M., Latif, H., Shabka, H., Khashan, H., & Soomro, N. (2012, June). *The value of honor in the Middle East*. Presentation at the conference “Culture, identity, and change in the Middle East: Implications for Conflict and Negotiation”, organized by H. Bowles, Michele Gelfand, & May Al-Dabbagh, Harvard University.
85. Nowak, A., Gelfand, M. J., & Borkowski, W. (2012, June). *Computational models of culture and negotiation: Exploring emergent dynamics*. Presentation at the conference “Culture, identity, and change in the Middle East: Implications for Conflict and Negotiation”, organized by H. Bowles, Michele Gelfand, & May Al-Dabbagh, Harvard University.
86. Severance, L., & Gelfand, M. J. (2012, April). *The dynamics of dissent: Gender and status effects*. In G. F. Fernandes (Chair). Deciphering gendered responses to organizational conflict. Symposium presented at the annual conference of the Society for Industrial and Organizational Psychology (SIOP), San Diego CA.
87. Lyons, S., Lun, J., & Gelfand, M. (2012, January). *Dual identities and intercultural cooperation*. Poster presented at the Culture Preconference at the Annual Meeting of the Society for Personality and Social Psychology (SPSP), San Diego, CA.
88. Lun, J., Gelfand, M., & Mohr, R. (2012, January). *Attitudes toward deviance in tight and loose cultures*. Poster presented at the Culture Preconference at the Annual Meeting of the Society for Personality and Social Psychology (SPSP), San Diego, CA.

89. Gelfand, M., & Lun, J. (2011, October). *The structure of situation as a mediator of macro and micro cultural processes*. Presentation given at the Society of Experimental Social Psychology conference. Washington DC.
90. Lun, J., Gelfand, M. J., Bruss, C. B., et al. (2011, June). *The cultural psychology of honor: Evidence from 8 nations*. Talk given at the International Association of Cross-Cultural Psychology regional conference, Istanbul, Turkey.
91. Gelfand, M. J. (2011, June). Keynote Address on cultural tightness-looseness. International Association of Cross-Cultural Psychology regional conference, Istanbul, Turkey.
92. Gelfand, M. J., (2011, June). Discussant, Symposium on identity motives (Viv Viognes chair), International Association for Cross-Cultural Psychology, Istanbul, Turkey.
93. Gelfand, M.J., Salmon, E. D., Ting, H., Kraus, S., & Gal, K. (2011, August). *Culture, subjective time horizon, and negotiation*. Paper presented at the annual conferences of the Academy of Management, San Antonio, TX.
94. Salmon, E. D., Severance, L., Aiken, J. R., Gelfand, M. J., Bowles, H., & Babcock, L. (2011, August). *Negotiating to no: Gender and resistance to undesirable requests*. Paper presented at the annual conferences of the Academy of Management, San Antonio, TX.
95. Lyons, S., Gelfand, M., & Lun, J. (2011, August). *The interplay of cultural and shared identities in intercultural negotiations*. Presented at the Annual Meeting of the Academy of Management, San Antonio, TX.
96. Gelfand, M., Shteynberg, G., Bell, C., Lyons, S., & Lee, T. (2011 January). *Culture and conflict contagion: The role of vertical collectivism in the spread of social conflict*. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology (SPSP), San Antonio, TX.
97. Fulmer, C. A., Gelfand, M. J., Kruglanski, A. W., Kim-Prieto, C., Diener, E., Pierro, A., & Higgins, E. T. (2011, October). *On "feeling right" in cultural contexts: How person- culture match affects self-esteem and subjective well-being*. Invited paper presented at the annual conference of Society of Experimental Social Psychology, Washington, DC.
98. Fulmer, C. A., & Gelfand, M. J. (2011, August). *Trust after violations: A Middle Eastern investigation*. Paper presented at the annual conference of Academy of Management, San Antonio, TX.
99. Fulmer, C. A., & Gelfand, M. J. (2011, July). *Trust across multiple organizational levels: A review and analysis of progress and future directions*. Paper presented at the annual International Association for Conflict Management, Istanbul, Turkey.
100. Fulmer, C. A., et al. (2011, July). *Trust and trust violation in negotiation: A cross-cultural qualitative comparison*. In Hollingshead, A. & Kim, P. (Chairs). *Trust violations across contexts: From cross-cultural negotiations to brand communities on Facebook*. Symposium conducted at the annual International Association for Conflict Management, Istanbul, Turkey.

101. Fulmer, C. A., & Gelfand, M. J. (2011, June). *Trust after violations: Cultural orientation and dynamic patterns*. Paper presented at the International Association for Cross-Cultural Psychology conference, Istanbul, Turkey.
102. Gelfand, M. J., Fulmer, C. A., Kruglanski, A. W., Abdel-Latif, A.-H., Khashan, H., Shabka, H., & Moaddel, M. (2011, June). *Fatalism and risky outcomes: Cultural and individual levels of analysis*. Paper presented at the International Association for Cross-Cultural Psychology conference, Istanbul, Turkey.
103. Gelfand, M., & Lun, J. (2011, October). *The structure of situation as a mediator of macro and micro cultural processes*. Talk given at the Society of Experimental Social Psychology conference. Washington DC.
104. Severance, L., Gelfand, M. J., & Kray, L. J. (2010, April). *Attractiveness matters for women, but not men, when negotiating*. In L. Severance & M. J. Gelfand (Chairs), Situational moderators of gender-based backlash. Symposium conducted at the annual conference of Society for Industrial and Organizational Psychology, Atlanta, GA.
105. Fulmer, C. A., Gelfand, M. J., & Hanges, P. J. (2010, April). *Modeling trust as a growth mixture model*. In P. J. Hanges & C. A. Fulmer (Chairs), New developments in modeling longitudinal and dynamic data. Symposium conducted at the annual conference of Society for Industrial and Organizational Psychology, Atlanta, GA.
106. Gelfand, M. G., & Salmon, E. D. (Co-Chairs) (2010, April). Abbe, A., Burke, C. S., Frese, M., Goodwin, G., Ilgen, D., Klein, K., Fulmer, C. A., & Severance, L. *Interdisciplinary research: Challenges and solutions*. Panel discussion conducted at the 2010 annual conference of the Society for Industrial and Organizational Psychology, Atlanta, GA.
107. Severance, L., & Gelfand, M. J. (2009, August). *A biosocial approach to negotiation*. In L. Severance & M. J. Gelfand (Chairs), Intersection of the evolutionary and organizational sciences. Symposium conducted at the annual conference for the American Psychological Association, Toronto, Canada.
108. Fehr, R., Gelfand, M. J., & Nag, M. (2009, September). *The road to forgiveness: A theoretical and meta-analytic review*. Paper presented at the Conference on Moral Responses in the Workplace: Justice, Forgiveness, and Revenge. Schulich School of Business, York University, Toronto, ON.
109. Fehr, R., Gelfand, M. J., & Nag, M. (2009, August). *To forgive or not to forgive? A theoretical and meta-analytic review of the forgiveness nomological net*. In T. G. Okimoto & E. Mullen (Chairs), Retribution and restoration. Symposium conducted at the annual conference of the Academy of Management, Chicago, IL.
110. Fehr, R., & Gelfand, M. J. (2009, August). *But I said I was sorry! On the importance of matching apologies to victim self-construals*. In T. G. Okimoto (Chair), Accounts, apologies, and other facets of uncertainty management. Symposium conducted at the annual conference of the Academy of Management, Chicago, IL.

111. Fulmer, C. A., & Gelfand, M. J. (2009, July). *Are all trust violations the same? A dynamical examination of culture, trust dissolution, and trust recovery*. In K. Sycara, M. J. Gelfand, & A. Abbe (Chairs), Modeling intercultural collaboration and negotiation (MICON) workshop. Symposium conducted at the biannual International Joint Conference on Artificial Intelligence, Pasadena, CA.
112. Bui-Wrzosinska, L., Gelfand, M. J., Nowak, A., Severance, L., Strawinska, U., Formanowicz, M. & Cichocka, A. (July, 2009). *A dynamical tool to study the cultural context of conflict escalation*. In K. Sycara, M. J. Gelfand, & A. Abbe (Chairs), Modeling intercultural collaboration and negotiation (MICON) workshop. Symposium conducted at the biannual International Joint Conference on Artificial Intelligence, Pasadena, CA.
113. Gelfand, M. J., (2008). *Culture and social situations: A multilevel analysis of situational constraint across 35 nations*. Presentation at the Annual Meeting of the Society for Organizational Behavior. Richmond, Virginia.
114. Gelfand, M. J., (2008). *Culture and social situations: A multilevel analysis of situational constraint across 35 nations*. Invited Master Lecture at the Annual Conference of the American Psychological Association.
115. Gelfand, M. J., (2008). *The promise of the situational level in cross-cultural psychology*. Invited presentation at the Conference of the International Association of Cross-Cultural Psychology, Bremen, Germany.
116. Kray, L. K., & Gelfand, M. J., (2008). *Negotiation norm ambiguity: Gender and reactions to having a first offer accepted*. Paper presented at the Annual Conference of the Academy of Management, Anaheim, CA.
117. Shteynberg, G., Gelfand, M. J., & Kim (2008). *Peering into the 'magnum mysterium' of culture: The explanatory power of descriptive norms*. Paper presented at the Annual Conference of the Society for Industrial and Organizational Psychology, San Francisco, CA.
118. Gelfand, M. J., (2008). Invited Panelist. *Rethinking culture for use in organizational psychology*. Symposium at the Annual Conference of the Society for Industrial and Organizational Psychology, San Francisco, CA.
119. Gelfand, M. J. (2008). Invited Panelist. *Perspectives of IO in global companies: Insights, issues, and challenges*. Symposium at the Annual Conference of the Society for Industrial and Organizational Psychology, San Francisco, CA.
120. Gelfand, M. J., (2008). *Culture as a multilevel system: A functional analysis of situational constraint across 35 nations*. Paper presented at the winter conference on Social Psychology, Park City, Utah.
121. Imai, L., & Gelfand, M.J. (2007, August). *Culturally intelligent negotiators: The impact of CQ on intercultural negotiation effectiveness*. Paper presented at the annual conference for the Academy of Management, Philadelphia, PA.

***Published in the Academy of Management Best Paper Proceedings.**

122. Gelfand M. J., Leslie, L., & Keller, K. (2007, July). *On the etiology of conflict cultures*. Paper presented at the annual conference of the International Association for Conflict Management, Budapest, Hungary.

***Received the 2007 Best Theoretical Paper Award of the International Association for Conflict Management.**

123. Gelfand, M. J. (2007, April). *On globalizing organizational psychology*. Invited presentation for Greenberg (Chair) symposium. To prosper, organizational psychology should... Symposium conducted at the annual conference of the Society for Industrial and Organizational Psychology.
124. Gelfand, M. J., (2007, April). Discussant. In J. Goodwin (Chair) Symposium on *Swimming in Global Waters: Integrating Culture into Interpersonal Performance*, conducted at the annual conference of the Society for Industrial and Organizational Psychology.
125. Gelfand, M. J., (2007, April). Panelist. Junior Faculty Consortium for the Society for Industrial and Organizational Psychology. New York.
126. Gelfand, M. J. (2006, August). Panelist. Junior Faculty Workshop for the Organizational Behavior Division of the Academy of Management, Pre-conference, Atlanta.
127. Bowles, H., & Gelfand, M. J. (2006, August). *Status and the social construction of deviance*. Paper presented at the annual conference of the Academy of Management, Atlanta.

***Paper nominated for the Dorothy Harlow Best Paper Award and the Best Paper Proceedings.**

128. Gelfand, M. J., Shteynberg, G., Imai, L., Mayer, D., & Bell, C. (2006, August). Individualism-collectivism as a moderator of justice contagion. In D. Mayer & M. J. Gelfand (Co- Chairs), *When do we care about others' treatment? Examining boundary conditions of others' justice effects*. Academy of Management, Atlanta.
129. Gelfand, M. J. (2006, July). Culture and situational constraint: A multilevel analysis across 35 nations. In E. Kashima (Chair), *Multilevel analysis in cross-cultural psychology*. Symposium conducted at the conference of the International Association for Cross- Cultural Psychology, Spetses, Greece.
130. Gelfand, M. J. (2006, July). The difference between tight and loose societies revisited. In R. Bhagat (Chair), *Symposium in honor of Harry C. Triandis*. Symposium conducted at the biannual Congress of Applied Psychology, Athens, Greece.
131. Kray, L., & Gelfand, M. J. (2006, June). *Gender and first offers: The influence of stereotype threat*. Paper presented at the annual conference of the International Association for Conflict Management, Montreal.
132. Gelfand, M. J. (2006, June). *Historical, political and ecological factors affecting national cultures: Insights from cross-cultural psychology*. Invited Poster, Capitol Hill, Sponsored by the

Federation of Behavioral, Psychological and Cognitive Sciences and the National Science Foundation, Washington DC.

133. Gettman, H. G., Small, D., Gelfand, M. J., & Babcock, L. (2006, May). Who gets to the bargaining table: Influence of gender and framing on initiating negotiations. In A. Stuhlmacher (Chair), *Gender, conflict, and influence: New direction and findings*. Symposium conducted at the annual conference of the Society for Industrial and Organizational Psychology, Dallas.
134. Duan, L., & Gelfand, M. J. (2006, May). Understanding leadership through Guanxi networks: A Chinese perspective. In L. Duan and D. Newman (co-chairs), *Advances in social network research*. Symposium conducted at the annual conference of the Society for Industrial and Organizational Psychology, Dallas.
135. Gettman, H. G., & Gelfand, M. J. (2005, August). *When the customer shouldn't be king: Antecedents and consequences of sexual harassment by customers*. Paper presented at the annual conference of the Academy of Management, Hawaii.
136. Leslie, L., & Gelfand, M. J. (2005, August). *Organizational climate and attributions to discrimination*. Paper presented at the annual conference of the Academy of Management, Hawaii.
137. Gelfand, M. J., Bell, C., & Shteynberg, G. (2005, August). *Culture, shame, and revenge*. Paper presented at the annual conference of the Academy of Management, Hawaii.
138. Gelfand, M. J., Brett, J., Imai, L., Tsai, D., & Huang, D. (2005, June). *Team negotiation across cultures: When and where are two heads better than one?* Paper presented at the annual conference of the International Association for Conflict Management, Seville, Spain.
139. Bruce, T., Leslie, L., Gelfand, M. J., Ryan, A., Hui, C., & Radford, M. (2005, April). Culture and frame of reference effects. In M. Gelfand & A. Ryan (Co-Chairs), *Is personality research culture-bound? Examining personality effects across cultures*. Symposium conducted at the annual conference of the Society for Industrial and Organizational Psychology, Los Angeles, CA.
140. Gelfand, M. J., Raver, J. L., Nishii, L., Duan, L., & Leslie, L. (2005, April). Cultural tightness-looseness: A multilevel analysis of situational constraint. In A. Knight, L. Leslie, & M. Gelfand (Co-Chairs), *Levels of analysis in cross-cultural organizational research*. Symposium conducted at the annual conference of the Society for Industrial and Organizational Psychology, Los Angeles, CA.
141. Shteynberg, G., & Gelfand, M. J. (2005, April). The cultural psychology of revenge. In G. Shteynberg & M. Gelfand (Co-Chairs) *Recent advances in research on revenge*. Symposium conducted at the annual conference of the Society for Industrial and Organizational Psychology, Los Angeles, CA.
142. Gelfand, M. J. (2004, October). Cultural tightness-looseness: A multilevel analysis of situational constraint. In M. Gelfand and S. Kitayama (Co-Chairs), *Culture as a process: Dialectics of*

continuity and change. Symposium presented at the annual conference of the Society for Experimental Social Psychology, Dallas, TX.

143. Gettman, H., Gelfand, M. J., Leslie, L., Schneider, B., & Salvaggio, A. N. (2004, August). *Climate for service and sexual harassment*. Paper presented at the annual conference of the Academy of Management, New Orleans, LA.
 144. Gettman, H. & Gelfand, M. J. (2004, April). *A measure and model of customer sexual harassment*. Presented at the annual conference of the Society for Industrial and Organizational Psychology Conference, Chicago, IL.
 145. Gelfand, M. J., Nishii, L., Godfrey, E., & colleagues (2003, August). Culture and metaphor in negotiation. In W. Adair (Chair), *Culture and negotiation*. Symposium presented at the annual conference of the Academy of Management Conference, Seattle, WA.
 146. Raver, J. & Gelfand, M. J. (2003, August). *Sexual harassment in teams: Impact on team processes and team outcomes*. Paper presented at the annual conference of the Academy of Management Conference, Seattle, WA.
- *Received the Dorothy Harlow Best Paper Award, Academy of Management.**
147. Gelfand, M. J., (2003, April). Invited discussant, for M. Erez (Chair), *HRM across cultures: From selection, through adaptation to performance appraisal*. Symposium conducted at the Society for Industrial and Organizational Psychology, Orlando, FL.
 148. Gelfand, M. J. (2003, April). *Reflections on the future of cross-cultural organizational psychology*. Invited address for the Early Career Award, the Society for Industrial and Organizational Psychology, Orlando, FL.
 149. Gelfand, M. J., & Lim (2003, April). National culture and organizational culture strength: The system of cultural tightness-looseness. In F. Sala (Chair), *Antecedents and consequences of climate and culture strength*. Symposium conducted at the annual conference of the Society for Industrial and Organizational Psychology, Orlando, FL.
 150. Gelfand, M. J., Wasti, A., & Godfrey, G. (2002, July). *Culture and metaphors for negotiation in five nations*. Paper presented at the International Association for Cross-Cultural Psychology conference, Yogyakarta, Indonesia.
 151. Gelfand, M. J., & Lim, BC (2002, July). Cultural tightness-looseness: A multilevel system. In S. Schwartz (Chair), *Where is culture to be found? Choosing dimensions and levels of analysis*. Symposium conducted at the Congress of Applied Psychology, Singapore.
 152. Gelfand, M. J., Raver, J. L., Nishii, L., & Smith, V. (2001, August). Psychological mechanisms underlying the wage gap: Toward a psychology of gender in salary negotiations. In L. Barron & A. Mickel (Co-Chairs), *Women, men, and money*. Symposium conducted at the annual conference of the Academy of Management, Washington DC.

153. Gelfand, M. J., & McCusker, C. (2001, August). Culture and the dynamics of socially shared cognition in negotiation. In M. Erez (Chair), *Teams within cultures, cultures within teams*. Symposium conducted at the annual conference of the Academy of Management, Washington DC.
154. Gelfand, M. J., & Raver, J. (2000, July). *Metaphors in the science of negotiation*. Paper presented at the conference of the International Association for Cross-Cultural Psychology, Pultusk, Poland.
155. Gelfand, M. J., Nishii, L., & Raver, J. (2000, July). Cultural tightness-looseness: A multilevel theory. In M. Gelfand (Chair): *Intracultural variance: Implications for cultural psychology*. Symposium conducted at the International Association for Cross-Cultural Psychology conference, Pultusk, Poland.
156. Raver, J., & Gelfand, M. J. (2000, April). The impact of sexual harassment on work group processes and performance. In T. Glomb (Chair), *How detrimental is sexual harassment? Broadening the boundaries of research*. Symposium conducted at the annual conference of the Society for Industrial and Organizational Psychology, New Orleans, LA.
157. Dominguez, A. & Gelfand, M. J. (2000, April). *Culture and door-in-the-face negotiation strategies*. Poster presented at the annual conference of the Society for Industrial and Organizational Psychology, New Orleans, LA.
158. Nishii, L. H., Raver, J., L, Higgins, M., Gelfand, M. J., Dominguez, A., Toyama, M., & Murakami, F. (2000, April). Self-serving biases in negotiation in the U.S. and Japan. In M. Gelfand (Chair), *Cross-cultural I/O psychology: Expanding western theories of work behavior*. Symposium conducted at the annual conference of the Society for Industrial and Organizational Psychology, New Orleans, LA.
159. Gelfand, M. J. (2000, April). Culture and justice in organizations. Invited discussant for K. Liang (Chair), *Organizational justice in Chinese organizations*. Symposium conducted at the annual conference of the Society for Industrial and Organizational Psychology, New Orleans, LA.
160. Gelfand, M. J. and Dyer, N. (1999, June). *Negotiation and culture: New avenues for research*. Paper presented at the annual conference of the International Association of Conflict Management, San Sebastian, Spain.
161. Dominuez, A., & Gelfand, M. J. (1999, April). The influence of values on the evaluation of service encounters. In M. J. Gelfand (Chair), *Global issues in service quality*. Symposium conducted at the annual conference of the Society for Industrial and Organizational Psychology, Atlanta, GA.
162. Gelfand, M. J., Chan, D., Triandis, H. C., Yamaguchi, S., & Nishii, L. (1998, August). *Theory and empirical assessment of the cultural construct of tightness-looseness in the U.S. and Japan*. Poster presented at the conference of the International Association for Cross- Cultural Psychology, Bellingham, WA.

163. Gelfand, M. J. (1998, August). Culture, metaphor, and negotiation. In M. J. Gelfand (Chair), *Theoretical and practical applications of metaphor in cross-cultural psychology*. Symposium conducted at the conference of the International Association for Cross- Cultural Psychology, Bellingham, WA.
164. Gelfand, M. J. (1998, August). Culture and negotiation. In M. J. Gelfand (Chair), *Current perspectives on cross-cultural organizational psychology*. Symposium conducted at the International Congress of Applied Psychology, San Francisco, CA.
165. Gelfand, M., Nishii, L., Dyer, N., Holcombe, K., Ohbuchi, K., & Mitsuteru, F. (1998, June). *Cultural influences on cognitive representations of conflict*. Paper presented at the annual conference of the International Association of Conflict Management, College Park, MD.
- *Received the IACM Best Empirical Paper Award.**
166. McCusker, C. M., & Gelfand, M. J. (1997, August). *A theory of culture, negotiating, and organized social action*. Paper presented at the annual conference of the Academy of Management, Boston, MA.
167. Gelfand, M. J. & McCusker, C. (1997, June). *Cultural scripts in negotiation*. Paper presented at the annual conference of the International Association for Conflict Management, Bonn, Germany.
168. Gelfand, M. J., (1997, April). Culture and negotiation: Progress, pitfalls, and prospects. In M. Gelfand (Chair), *Cross-cultural industrial and organizational psychology 1976-1996: Progress, pitfalls, and prospects*. Symposium conducted at the annual conference of the Society for Industrial and Organizational Psychology, St. Louis, MO.
169. Gelfand, M. J., Spurlock, D., & Sniezek, J. A. (1996, July). *The role of information in reducing social uncertainty: Similarities and differences in the U.S. and China*. Paper presented at the conference of the International Association for Cross-Cultural Psychology, Montreal, Canada.
170. Gelfand, M. J. (1996, June). *Accountability in intergroup negotiations: A cross-cultural perspective*. Paper presented at the annual conference of the International Association for Conflict Management, Ithaca, NY.
171. Gelfand, M. J. (1996, June). *The meaning of negotiation situations in individualist and collectivist cultures*. Paper presented at the annual conference of the International Association for Conflict Management, Ithaca, NY.
172. Gelfand, M. J., Kuhn, M., & Radhakrishnan, P. (1994, October). *The effects of value differences on interpersonal interactions and job outcomes in organizations: Implications for managing diversity*. Poster presented at the Work Team Dynamics and Productivity in the Context of Diversity Conference, Center for Creative Leadership, Greensboro, NC.
173. Gelfand, M. J., Radhakrishnan, P., Kuhn, K., & Triandis, H. C. (1994, July). *A conceptual model for understanding the effects of value congruity in organizations*. Paper presented at the International Congress of Applied Psychology, Madrid, Spain.

174. Gelfand, M. J., Arnold, J, Triandis, H. C., McCusker, W., & Sargut, S. (1994, June). *Instrumental and expressive effects of voice on justice judgments: Universal or culture specific?* Paper presented at the annual conference of the International Association for Conflict Management, Eugene, OR.
175. Gelfand, M. J. & Drasgow, F. (1994, April). Antecedents and consequences of sexual harassment in organizations: A test of an integrated model. In L. Fitzgerald (Chair), *Sexual harassment in organizations*. Symposium conducted at the conference of the Society of Industrial and Organizational Psychology, Nashville, TN.
176. Gelfand, M. J. (1993, August). *The effect of constituents on negotiations: A cross-cultural analysis*. Paper presented at the annual conference of the Academy of Management, Atlanta, GA.
177. Chan, K. S., Gelfand, M. J., Triandis, H. C., & Tzeng, O. (1993, February). *Tightness-looseness revisited: Some preliminary analyses*. Paper presented at the annual conference of the Society for Cross-Cultural Research, Washington D.C.
178. Gelfand, M. J. (1993, February). *Intercultural negotiations conducted via electronic mail*. Paper presented at the annual conference of the Society for Cross-Cultural Research, Washington D.C.

NATIONAL SERVICE, COMMITTEE MEMBERSHIP IN PROFESSIONAL ORGANIZATIONS

Activities within the Cultural Evolution Society (CES)

- Organizer, Workshop on Cultural Evolution, March 2015
- Co-Founder, Cultural Evolution Society, Spring 2016
- Representative-at-large, Cultural Evolution Society, 2016 to present

Activities within the National Academy of Sciences (NAS)

- Elected member, 2022
- Board member, Behavioral, Cognitive, and Sensory Sciences, 2018-present
- Panelist, Committee on Opportunities in Basic Research in the Behavioral and Social Sciences for the U.S. Military, October, 2007
- Member, Committee on Forecasting Future Disruptive Technologies, 2007 to 2009
- Invited presentations, 2006, 2013, 2017 Board member, 2018-present

Activities within the International Association for Conflict Management (IACM)

- Elected Fellow, 2021
- Past-President, 2010-2011
- President, 2009-2010
- Program Chair, 2001 Meeting, Cergy (Paris) France
- Local Arrangements Coordinator, 1998 Meeting, College Park, Maryland Program
- Committee Member, 1995 to present

Activities within the Association for Psychological Science (APS)

- Board member, 2019-2022

Member, Globalizing Psychological Science Committee, 2021-present

Activities within the International Association for Cross-Cultural Psychology (IACCP)

Honorary Fellow, 2018

Treasurer, 2001-2005

Executive Council, 2001-2006

Activities within the Academy of Management (AOM)

Past Division Chair, Conflict Management Division, 2007-8

Division Chair, Conflict Management Division, 2006-7

Program Chair, Conflict Management Division, 2004-5

Representative-at-Large, Conflict Management Division, 2000-1

Reviewer, Conflict Division, OB division, Conflict Management Division

Activities within the International Congress for Applied Psychology (ICAP)

Symposium Chair, Organizational Division, 2000-2002

Co-Chair, Scientific Program Evaluation Committee, Organizational Division, 1998

Activities within the Society for Industrial and Organizational Psychology (SIOP)

Representative to Federation of Associations of the Behavioral and Brain Sciences, 2009 to 2014

Program Chair, SIOP Representative to the American Psychological Society, 2008 conference

Activities within the National Science Foundation (NSF) Panelist,

Graduate NSF proposals, Spring 2016

Reviewer

DEPARTMENTAL AND UNIVERSITY SERVICE

Social Science Advisory Committee, Stanford University, 2022-

GERP Committee, Stanford University, 2022-

Search Committee, Stanford University, Social and Behavioral Sciences, Doerr School, 2022-

Chair, Social Decision Sciences Program, Department of Psychology at UMD, (2009 to 2021)

Member, Provost Academic Planning Advisory Committee, (2015-present).

Member, BSOS College Academic Council, (2013-2014)

Search Committee Chair, Organizational Psychology, (2012) Search

committee member, Vice President of Research (VPR), (2010)

Chair, College P & T Committee (2008-2010).

Member, College P& T Committee (2007-2008)

Member, Space Committee (2007-2010)

Member, Undergraduate Committee (2004-2007)

Member, Colloquium Committee (1999-2007)

Member, Doctoral Student Selection Committee (1997-present)

Member, Salary Review Committee (Spring 2000, Spring 2005)

Member, Graduate Committee (2000-2003)
Member, Policy Review Committee (1998-2001)
Member, Graduate Council Committee on Programs, Courses, and Curricula (1997-2000)
Member, Diversity Initiative Committee (1998-2000)

DOCTORAL STUDENTS

Lisa Nishii, Ph.D., (2003). Vice Provost, Associate Professor, Cornell University.

- SIOP Best Dissertation Award

Jana Raver, Ph.D., (2004). Associate Professor, Queen's University.

Lisa Leslie, Ph.D., (2007). Professor, New York University Anu

Ramesh, Ph.D., (2007). Research Associate, Google.

- HR Division AOM Best Dissertation

Kristen Keller, Ph.D., (2009). Research Associate, Rand Corporation.

Gary Shteynberg, Ph.D., (2009). Associate Professor, University of Tennessee.

- NSF Graduate Fellowship Recipient

Ryan Fehr, Ph.D. (2010). Professor, University of Washington.

- NSF Graduate Fellowship Recipient

- Best Dissertation, International Association of Conflict Management Lynn Imai,

Lynn Imai, Ph.D. (2012). Assistant Professor, University of Western Ontario, Canada.

Ashley Fulmer, Ph.D. (2012). Assistant Professor, University of Georgia.

Laura Severance, Ph.D. (2013). Research Scientist, Fors Marsh Group, Washington DC.

Sarah Lyons, Ph.D. (2015). Facebook.

- NSF Graduate Fellowship Recipient

Jesse Harrington, Ph.D. (2017). Research Scientist, Fors Marsh Group, Washington DC.

Brandon Crosby, Ph.D. (2017). Research Associate, Rand Corporation.

Ren Li, Ph.D. (2019). Assistant Professor, Hong Kong Polytechnic University.

Xinyue Pan, Ph.D. (2023). Assistant Professor, Chinese University of Hong Kong.

OTHER HONORS

Invited IAS Distinguished Scholar, Tel Aviv University, 2023

Elected member, Cosmos Club, Washington DC

Elected to SESP (Society for Experimental Social Psychology) and SOB (Society for Organizational Behavior)

Invited Visiting Professorship, University of Giessen, July 2007

Invited, Member, Committee on Opportunities in Basic Research in the Behavioral and Social Sciences for the U.S. Military, October 2007

Invited Member, Forecasting Disruptive Technologies Committee, National Academy of Sciences (September 2007-2009)

Invited Panelist, Department of Homeland Security and Psychology Roundtable, June 2006, Washington DC

Invited NSF representative for the Federation of Behavioral, Psychological, and Cognitive Sciences, Capitol Hill Poster Session, June 2006, Washington DC

Lady Davis Scholarship Recipient, Hebrew University, Jerusalem, Spring 2002

Invited Visiting Scholar, The Technion, Haifa, Israel, September 2000

Invited Visiting Scholar, Chinese University of Hong Kong, June 1997

Dana Scholars Award for Academic Excellence, Colgate University, 1986, 1988

Caesar Tedaschi Scholarship Award for Academic Excellence, Colgate University, 1987