

Publications

1. Stewart, S., & Willer, R. In press. The Effects of Racial Status Threat on White Americans' Support for Donald Trump: Results of Five Experimental Tests. *Group Processes and Intergroup Relations*.
2. Pink, S., Chu, J., Druckman, J., Rand, D., & Willer, R. (Forthcoming) [Elite party cues increase vaccination intentions among Republicans](#). *Proceedings of the National Academy of Sciences*.
3. Leong, Y. C., Chen, J., Willer, R., & Zaki, J. (2020). [Conservative and liberal attitudes drive polarized neural responses to political content](#). *Proceedings of the National Academy of Sciences*, 117(44), 27731-27739.
4. Van Bavel, J. J., Baicker, K., Boggio, P. S., Capraro, V., Cichocka, A., Cikara, M., ... & Willer, R. (2020). [Using social and behavioural science to support COVID-19 pandemic response](#). *Nature Human Behaviour*, 4(5), 460-471.
5. Côté, S., Stellar, J. E., Willer, R., Forbes, R. C., Martin, S. R., & Bianchi, E. C. (2020). [The psychology of entrenched privilege: High socioeconomic status individuals from affluent backgrounds are uniquely high in entitlement](#). *Personality and Social Psychology Bulletin*, 47(1), 70-88.
6. Feinberg, M., Willer, R., & Kovacheff, C. (2020). [The activist's dilemma: Extreme protest actions reduce popular support for social movements](#). *Journal of Personality and Social Psychology*.
7. Heiserman, N., Simpson, B., & Willer, R. (2020). [Judgments of Economic Fairness Are Based More on Perceived Economic Mobility Than Perceived Inequality](#). *Socius*, 6, 2378023120959547.
8. Feinberg, M., & Willer, R. (2019). [Moral reframing: A technique for effective and persuasive communication across political divides](#). *Social and Personality Psychology Compass*, 13(12), e12501.
9. Wetts, R., & Willer, R. (2019). [Who is called by the dog whistle? Experimental evidence that racial resentment and political ideology condition responses to racially encoded messages](#). *Socius*, 5, 2378023119866268.
10. Niemiec, R. M., Willer, R., Ardoin, N. M., & Brewer, F. K. (2019). [Motivating landowners to recruit neighbors for private land conservation](#). *Conservation Biology*, 33(4), 930-941.
11. Penner, A. M., & Willer, R. (2019). [Men's over-persistence and the gender gap in science and mathematics](#). *Socius*, 5, 2378023118821836.
12. Wetts, R., & Willer, R. (2018). [Privilege on the precipice: Perceived racial status threats lead white Americans to oppose welfare programs](#). *Social Forces*, 97(2), 793-822.

13. Stellar, J. E., & Willer, R. (2018). [Unethical and inept? The influence of moral information on perceptions of competence](#). *Journal of Personality and Social Psychology*, 114(2), 195.
14. Simpson, B., Willer, R., & Feinberg, M. (2018). [Does violent protest backfire? Testing a theory of public reactions to activist violence](#). *Socius*, 4, 2378023118803189.
15. van Loon, A., Bailenson, J., Zaki, J., Bostick, J., & Willer, R. (2018). [Virtual reality perspective-taking increases cognitive empathy for specific others](#). *PloS One*, 13(8), e0202442.
16. Simpson, B., Willer, R., & Harrell, A. (2017). [The enforcement of moral boundaries promotes cooperation and prosocial behavior in groups](#). *Scientific Reports*, 7(1), 1-9.
17. Kilduff, G. J., Willer, R., & Anderson, C. (2016). [Hierarchy and its discontents: Status disagreement leads to withdrawal of contribution and lower group performance](#). *Organization Science*, 27(2), 373-390.
18. Boutyline, A., & Willer, R. (2017). [The social structure of political echo chambers: Variation in ideological homophily in online networks](#). *Political Psychology*, 38(3), 551-569.
19. Van De Rijt, A., Akin, I. A., Willer, R., & Feinberg, M. (2016). [Success-breeds-success in collective political behavior: Evidence from a field experiment](#). *Sociological Science*, 3, 940-950.
20. Feinberg, M., & Willer, R. (2015). [From gulf to bridge: When do moral arguments facilitate political influence?](#) *Personality and Social Psychology Bulletin*, 41(12), 1665-1681.
21. Côté, S., House, J., & Willer, R. (2015). [High economic inequality leads higher-income individuals to be less generous](#). *Proceedings of the National Academy of Sciences*, 112(52), 15838-15843.
22. Simpson, B., & Willer, R. (2015). [Beyond altruism: Sociological foundations of cooperation and prosocial behavior](#). *Annual Review of Sociology*, 41, 43-63.
23. Willer, R., Wimer, C., & Owens, L. A. (2015). [What drives the gender gap in charitable giving? Lower empathy leads men to give less to poverty relief](#). *Social Science Research*, 52, 83-98.
24. Van der Toorn, J., Feinberg, M., Jost, J. T., Kay, A. C., Tyler, T. R., Willer, R., & Wilmoth, C. (2015). [A sense of powerlessness fosters system justification: Implications for the legitimation of authority, hierarchy, and government](#). *Political Psychology*, 36(1), 93-110.
25. Feinberg, M., Willer, R., Stellar, J. E., & Schultz, M. (2014). [Gossip and ostracism promote cooperation in groups](#). *Psychological Science*, 25(3), 1-9.
26. Stellar, J. E., & Willer, R. (2014). [The corruption of value: Negative moral associations diminish the value of money](#). *Social Psychological and Personality Science*, 5(1), 60-66.

27. Feinberg, M., Antonenko, O., Willer, R., Horberg, E. J., & John, O. P. (2014). [Gut check: Reappraisal of disgust helps explain liberal-conservative differences on issues of purity.](#) *Emotion, 14*(3), 513.
28. Willer, R., Rogalin, C. L., Conlon, B., & Wojnowicz, M. T. (2013). [Overdoing gender: A test of the masculine overcompensation thesis.](#) *American Journal of Sociology, 118*(4), 980-1022.
29. Feinberg, M., & Willer, R. (2013). [The moral roots of environmental attitudes.](#) *Psychological Science, 24*(1), 56-62.
30. Côté, S., Piff, P. K., & Willer, R. (2013). [For whom do the ends justify the means? Social class and utilitarian moral judgment.](#) *Journal of Personality and Social Psychology, 104*(3), 490.
31. Simpson, B., Harrell, A., & Willer, R. (2013). [Hidden paths from morality to cooperation: Moral judgments promote trust and trustworthiness.](#) *Social Forces, 91*(4), 1529-1548.
32. Saslow, L. R., Willer, R., Feinberg, M., Piff, P. K., Clark, K., Keltner, D., & Saturn, S. R. (2013). [My brother's keeper? Compassion predicts generosity more among less religious individuals.](#) *Social Psychological and Personality Science, 4*(1), 31-38.
33. Antonenko Young, O., Willer, R., & Keltner, D. (2013). ["Thou shalt not kill": Religious fundamentalism, conservatism, and rule-based moral processing.](#) *Psychology of Religion and Spirituality, 5*(2), 110.
34. Willer, R., Flynn, F. J., & Zak, S. (2012). [Structure, identity, and solidarity: A comparative field study of generalized and direct exchange.](#) *Administrative Science Quarterly, 57*(1), 119-155.
35. Simpson, B., Willer, R., & Ridgeway, C. L. (2012). [Status hierarchies and the organization of collective action.](#) *Sociological Theory, 30*(3), 149-166.
36. Feinberg, M., Willer, R., Stellar, J., & Keltner, D. (2012). [The virtues of gossip: Reputational information sharing as prosocial behavior.](#) *Journal of Personality and Social Psychology, 102*(5), 1015.
37. Anderson, C., Willer, R., Kilduff, G. J., & Brown, C. E. (2012). [The origins of deference: When do people prefer lower status?](#) *Journal of Personality and Social Psychology, 102*(5), 1077.
38. Feinberg, M., Willer, R., Antonenko, O., & John, O. P. (2012). [Liberating reason from the passions: Overriding intuitionist moral judgments through emotion reappraisal.](#) *Psychological Science, 23*(7), 788-795.
39. Feinberg, M., Willer, R., & Keltner, D. (2012). [Flustered and faithful: Embarrassment as a signal of prosociality.](#) *Journal of Personality and Social Psychology, 102*(1), 81.
40. Willer, R., Younggreen, R., Troyer, L., & Lovaglia, M. J. (2012). [How do the powerful attain status? The roots of legitimate power inequalities.](#) *Managerial and Decision Economics, 33*(5-6), 355-367.

41. Willer, R., Sharkey, A., & Frey, S. (2012). [Reciprocity on the hardwood: Passing patterns among professional basketball players](#). *PloS One*, 7(12), e49807.
42. Munsch, C. L., & Willer, R. (2012). [The role of gender identity threat in perceptions of date rape and sexual coercion](#). *Violence Against Women*, 18(10), 1125-1146.
43. Feinberg, M., Cheng, J. T., & Willer, R. (2012). [Gossip as an effective and low cost form of punishment](#). *Brain and Behavioral Sciences*, 35(25).
44. Feinberg, M., & Willer, R. (2011). [Apocalypse soon? Dire messages reduce belief in global warming by contradicting just-world beliefs](#). *Psychological Science*, 22(1), 34-38.
45. Penner, A. M., & Willer, R. (2011). Stigma and glucose levels: Testing ego depletion and arousal explanations of stereotype threat effects. *Current Research in Social Psychology*, 16(3), n3.
46. Willer, R., Kuwabara, K., & Macy, M. W. (2009). [The false enforcement of unpopular norms](#). *American Journal of Sociology*, 115(2), 451-490.
47. Willer, R. (2009). [Groups reward individual sacrifice: The status solution to the collective action problem](#). *American Sociological Review*, 74(1), 23-43.
48. Willer, R., & Adams, N. (2008). [The threat of terrorism and support for the 2008 presidential candidates: Results of a national field experiment](#). *Current Research in Social Psychology*, 14(1), 1-22.
49. Simpson, B., & Willer, R. (2008). [Altruism and indirect reciprocity: The interaction of person and situation in prosocial behavior](#). *Social Psychology Quarterly*, 71(1), 37-52.
50. Barclay, P., & Willer, R. (2007). [Partner choice creates competitive altruism in humans](#). *Proceedings of the Royal Society B: Biological Sciences*, 274(1610), 749-753.
51. Kuwabara, K., Willer, R., Macy, M. W., Mashima, R., Terai, S., & Yamagishi, T. (2007). [Culture, identity, and structure in social exchange: A web-based trust experiment in the United States and Japan](#). *Social Psychology Quarterly*, 70(4), 461-479.
52. Willer, R. (2007). [The role of metanetworks in network evolution](#). *Mathematical Sociology*, 31(2), 101-119.
53. Benard, S., & Willer, R. (2007). [A wealth and status-based model of residential segregation](#). *Mathematical Sociology*, 31(2), 149-174.
54. Centola, D., Willer, R., & Macy, M. (2005). [The emperor's dilemma: A computational model of self-enforcing norms](#). *American Journal of Sociology*, 110(4), 1009-1040.
55. Willer, R., Troyer, L., & Lovaglia, M. J. (2005). [Influence over observers of structural power: An experimental investigation](#). *The Sociological Quarterly*, 46(2), 263-277.

56. Willer, R. (2004). [The effects of government-issued terror warnings on presidential approval ratings](#). *Current Research in Social Psychology*, 10(1), 1-12.
57. Macy, M. W., & Willer, R. (2002). [From factors to actors: Computational sociology and agent-based modeling](#). *Annual Review of Sociology*, 28(1), 143-166.
58. Willer, R., & Willer, D. (2000). [Exploring dynamic networks: Hypotheses and conjectures](#). *Social Networks*, 22(3), 251-272.

Book Chapters and Commentaries

59. Côté, S., & Willer, R. (2020). Replications provide mixed evidence that inequality moderates the association between income and generosity. *Proceedings of the National Academy of Sciences*, 117(16): 8696-8697.
60. Anderson, C., & Willer, R. (2014). [Do status hierarchies benefit groups? A bounded functionalist account of status](#). In *The psychology of social status* (pp. 47-70). Springer.
61. Willer, R. (2009). A status theory of collective action. In Shane R. Thye and Edward J. Lawler (Eds.), *Advances in Group Processes* (Vol. 26) (pp. 133-163). Emerald.
62. Willer, R. (2009). No atheists in foxholes: motivated reasoning and religious ideology. In John T. Jost, Aaron C. Kay, and Hulda Thorisdottir (Eds.), *Social and psychological bases of ideology and system justification* (pp. 241-266). Oxford University Press.
63. Willer, R., Feinberg, M., Irwin, K., Schultz, M., & Simpson, B. (2010). The trouble with invisible men: How reputational concerns motivate generosity. In Steve Hitlin and Stephen Vaisey (Eds.), *The handbook of the sociology of morality* (pp. 315-330). Springer.
64. Macy, M., Centola, D., Flache, A., van de Rijt, A., & Willer, R. (2011). Social mechanisms and generative explanations: Computational models with double agents. In Pierre Demeulenaere (Ed.), *Analytic sociology and social mechanisms* (pp. 250-65). Cambridge University.
65. Kalkhoff, W., & Willer, R. (2008). Deterring deviance: Rationality and self-control. In Christine Horne and Michael J. Lovaglia (Eds.), *Experiments in criminology and law* (pp. 39-62). Rowan and Littlefield.
66. Lovaglia, M. J., Willer, R, and Troyer, L. (2003). Power, status, and collective action: developing fundamental theories to address a substantive problem. In Shane R. Thye and John Skvoretz (Eds.), *Advances in group processes* (Vol. 20) (pp. 105-132). Elsevier.
67. Lovaglia, M. J., & Willer, R. (2002). Theory, simulation and research: The new synthesis. In Jacek Szmataka, Michael Lovaglia, and Kinga Wysienska (Eds.), *The growth of social knowledge: Theory, simulation and empirical research in group processes* (pp. 247-262). Praeger.

68. Willer, D., Borch, C., & Willer, R. (2002). Games, norms and status: A theoretical model of solidarity and cohesion. In Shane R. Thye and Edward J. Lawler (Eds.), *Advances in group processes* (Vol. 19) (pp. 67-108). Elsevier.
69. Willer, D., Markovsky, B., Walker, H., Willer, R., Simpson, B., Lovaglia, M., & Thye, S. (2002). Network exchange theory. In Joe Berger and Morris E. Zelditch (Eds.), *New directions in sociological theory: The growth of contemporary theories* (pp. 109-144). Rowan and Littlefield.

Selected works in progress

Stewart, S., & Willer, R. Five experimental tests of the effects of racial status threat on white Americans' support for Donald Trump. *Revise and resubmit from Group Processes and Intergroup Relations*.

Santos, L., Voelkel, J. G., Willer, R., & Zaki, J. Belief in empathy as a political resource reduces partisan animosity and facilitates persuasion. *Under review at Nature Human Behaviour*.

Voelkel, J.G, Abeles, A., Feinberg, M., & Willer, R. The effects of dire and solvable messages on belief in climate change: A Replication Study. *Registered report submission under review at Psychological science*.

Frimer, J., Aujla, H., Feinberg, M., Skitka, L., Eichstaedt, J., & Willer, R. Incivility is rising among American politicians on Twitter. *Under review at Social Psychological and Personality Science*.

Pink, S., Stagnaro, M., Chu, J., Mernyk, J., Voelkel, J.G., & Willer, R. [Using short messages to encourage COVID-19 prevention behaviors](#). *Under review at Science Advances*.

Yu, S & Willer, R. The Wages of Deference: Compensating differentials motivate acceptance of low status in local hierarchies. *In preparation for submission to Organization Science*.

Grants and fellowships

"Increasing Climate Change Belief and Concern: A Tournament-Style Experimental Test of Scalable Message-Based Interventions," 2021, Woods Institute for the Environment Environmental Venture Projects Program, (co-P.I.'s: Neil Malhotra & Jane Willenbring) \$40,000

Resident Fellow, Center of Advanced Study in the Behavioral Sciences, 2020-21

"Representing change," Changing Human Experience Grant, Stanford University, 2020-21, (P.I. Dan Jurafsky)

"The depolarization challenge: Experimental tests of crowdsourced solutions to reduce partisan animosity," 2021, Fetzer Foundation, \$80,000

“An AI ‘time machine’ for investigating the history of concepts,” Hoffman-Yee Grant, Human-Centered Artificial Intelligence, Stanford University, (P.I.: Dan Jurafsky and eight co-PIs), 2020-21, \$460,000

“The depolarization challenge: Experimental tests of crowdsourced solutions to reduce partisan animosity,” 2019-21, Civic Health Project, \$250,000

UPS Endowment Fund, Stanford University, 2018-20, \$50,000

John S. and James L. Knight Foundation, 2017-18, “Democracy and the Internet,” (P.I. Nathaniel Persily) \$40,000

Resident Faculty Fellow, 2017-18, Institute for Research in the Social Sciences, Stanford University

Defense Advanced research Projects Agency, 2016-17. “Virtual reality perspective taking and cooperation,” (co-PI, with Jeremy Bailenson & Jamil Zaki) \$380,000.

Fellow, Center for Advanced Study in the Behavioral Sciences, Stanford University, 2012-13.

California Environmental Protection Agency Air Resources Board, 2011-13. “Cool california carbon challenge: A pilot intra- and inter-community carbon footprint reduction challenge,” (with Daniel M. Kammen) \$300,004

National Science Foundation Dissertation Improvement Grant, 2010-2012. “Cultural resources and the transition to first-time motherhood,” (with Sarah Garrett) \$10,000

Time-Sharing Experiments in the Social Sciences. “testing the effects of message framing on support for poverty relief,” (co-PI with Chris Wimer). 2010

Invited to the Institute for Advanced Study, Princeton, NJ. 2008. (Declined)

Center on the Economics and Demography of Aging. University of California, Berkeley. 2008-9. “Genetic bases of altruistic behavior in humans,” \$20,000

National Science Foundation. 2007-2009. “Status and the organization of collective action,” (with Brent Simpson) \$99,000

Lester Center for Entrepreneurship and Innovation, Ewing Marion Kauffman Foundation. 2007-2009. “The role of entrepreneurship in “freecycle:” An on-line, altruistic community,” \$25,000

Committee on Research Grants, University of California, Berkeley. 2006-7, 2007-8, 2008-9, 2009-10, 2010-11. \$2,400, \$3,000, \$7,500, \$5,000

Time-Sharing Experiments in the Social Sciences. “Experimental study of the effects of government terror warnings on political attitudes,” (Principal Investigator). 2008

University of California Regents' Junior Faculty Fellowship. 2007. \$5,000

National Science Foundation Dissertation Improvement Grant, 2004-2006. "Testing a status theory of collective action," SES 0405352 (with Michael W. Macy) \$7,500

National Science Foundation, 2003-2005, "Popular enforcement of unpopular norms," (with Michael W. Macy) \$130,000

Jacob K. Javits Graduate Fellowship, U.S. Department of Education, 2001-2005

Russell Sage Research Grant, Cornell University, 2001-2006, \$13,500

Research Grant, Center for the Study of Inequality, Cornell University, 2000, \$2,000

Russell Sage Fellowship, Cornell University, 2000-2001, 2005-6

Honors and awards (research)

Fellow, Society for Personality and Social Psychology and APA Division 8, 2020

American Sociological Association, Altruism, Morality, and Social Solidarity Section Outstanding Article Award for "Hidden paths from morality to cooperation: Moral judgments promote trust and trustworthiness," 2015

International Society of Political Psychology, Robert Sigel Junior Scholar Paper Award for "A sense of powerlessness fosters system justification: Implications for the legitimation of authority, hierarchy, and government," 2015

American Sociological Association, Social Psychology Section Outstanding Article Award for "Overdoing gender: A test of the masculine overcompensation thesis," 2014

American Sociological Association, Altruism, Morality, and Social Solidarity Section Outstanding Article Award, Honorable Mention, for "Structure, identity, and solidarity: A comparative field study of generalized and direct exchange," 2013

American Sociological Association, Altruism, Morality, and Social Solidarity Section Outstanding Article Award for "Hidden paths from morality to cooperation: Moral judgments promote trust and trustworthiness," 2013

Society for Experimental Social Psychology, Elected 2012

American Sociological Association, Altruism, Morality, and Social Solidarity Section Outstanding Article Award, Honorable Mention, for "Groups reward individual sacrifice: The status solution to the collective action problem," 2012

American Sociological Association, Altruism, Morality, and Social Solidarity Section Outstanding Article Award, Honorable Mention for "Structure, identity, and solidarity: A comparative field study of generalized and direct exchange," 2012

American Sociological Association, Rationality and Society Section Paper Award for "The false enforcement of unpopular norms," (with Ko Kuwabara and Michael W. Macy) 2011

Robert and Clarissa Rees Memorial Distinguished Alumni Lecturer, Department of Sociology, University of Iowa, 2011

Invited Fellow, Institute for Advanced Study, Princeton, NJ, 2008.

Distinguished Graduate Alumnus Speaker, Department of Sociology, Cornell University, Annual Graduate Student Miniconference, 2008.

American Sociological Association, Social Psychology Section Outstanding Article Award for "Overdoing gender: A test of the masculine overcompensation thesis," 2013

American Sociological Association, Rationality and Society Section Outstanding Article Award for "The false enforcement of unpopular norms," 2009

American Sociological Association, Altruism, Morality, and Social Solidarity Section Outstanding Article Award, Honorable Mention for "Groups reward individual sacrifice: The status solution to the collective action problem," 2009

American Sociological Association, Mathematical Sociology Section Outstanding Graduate Student Paper Award for "The role of metanetworks in network evolution," 2007

American Sociological Association, Mathematical Sociology Section Outstanding Graduate Student Paper Award for "A wealth and status-based model of residential segregation," 2007

American Sociological Association, Mathematical Sociology Section Paper Award for "The emperor's dilemma: A computational model of self-enforcing norms," (with Damon Centola and Michael W. Macy) 2006

American Sociological Association, Mathematical Sociology Section Graduate Student Paper Award for "A wealth and status-based model of residential segregation," (with Stephen Benard) 2006

American Sociological Association, Peace, War, and Social Conflict Section Elise M. Boulding Best Graduate Student Paper Award, 3rd place, for "The effects of government-issued terror warnings on presidential approval ratings," 2005

American Sociological Association, Mathematical Sociology Section Graduate Student Paper Award for "Metanetworks: A factor in structural change," (with Arnout van de Rijt) 2004

Robin Williams Jr. Best Graduate Student Paper Award for “The intelligibility of unintelligible texts: Authorial status and text evaluation,” Cornell University, Department of Sociology 2004

Graduate Fellow, American Academy of Political and Social Science, Elected November 2004

Distinguished Undergraduate Scholar Award, University of Iowa, Spring 2000

Manford Kuhn Graduate Student Paper Award for “The propensity-utility theory of deviance,” Iowa Sociological Association Meetings, 2000

Outstanding Senior Sociology Student, University of Iowa, 1999

Honors and awards (teaching)

Golden Apple Award for Outstanding Teacher, University of California, Berkeley, 2009 (*Only teaching award given by UC-Berkeley student body*)

Nominated, Distinguished Graduate Student Mentoring Award, University of California, Berkeley, 2009

Honorary Member, Golden Key International Honor Society, Inducted for Excellence in Teaching, 2009

Selected department and university service

Stanford University, 2013-present

Junior Faculty Search Committee, 2019-2020

Chair, Junior Faculty Search Committee, 2018-2019

Computational Social Science Junior Faculty Search Committee, 2018-2019

Environmental Sociology Faculty Search Committee, 2017-2018

Faculty Diversity Committee, 2014-present

Social Science Undergraduate Curriculum Review Committee, 2016-2017

Senior Faculty Search Committee, 2016-2017

Chair, Junior Faculty Search Committee, 2015-2016

Sociology Department Colloquium Coordinator, Stanford University, 2013-17

Graduate Admissions Committee, 2013-2014

Chair, Junior Faculty Search Committee in Environmental Sociology, 2013-2014.

University of California, Berkeley, 2006-2013

Faculty Advisor, Alpha Kappa Delta (Sociology Honor Society), University of California, Berkeley. 2009-2012

“Data Lab” Design Committee, 2011-2012

Graduate Admissions Committee, 2011-2012

Sociology Departmental Colloquium Series Organizer, 2008-2009

Director, Laboratory for Social Research, University of California, Berkeley. 2006–2013.

Graduate Admissions Committee, 2007-2008

Cornell University, 2000-2006

Assistant Director, Sociology and Small Groups Laboratory, Cornell University, 2001- 6

Junior Faculty Search Committee, Department of Sociology, Cornell University, 2004-2005

Assistant Director, Organizational Behavior Laboratory, Cornell University School of Industrial and Labor Relations, 2001-2004

Sociology Department Representative, Council of Representatives, Graduate and Professional Student Assembly, Cornell University, 2001-2004

Committee Member (Elected), Graduate and Professional Student Assembly, Cornell University, 2002-2004

Chairman (Elected), Graduate and Professional Student Assembly Finance Committee, Cornell University, 2002-2003

Committee Member (Elected), University Assembly, Cornell University, 2003

Assistant Director, Sociology and Small Groups Laboratory, Cornell University, 2001-2006

Research Assistant, School of Industrial and Labor Relations, Cornell University, 2001- 2003

Research Assistant, Center for the Study of Group Processes, University of Iowa, 1998-2000

Invited talks

Anderson School of Management, UCLA, April 2021

Negotiations, Organizations, and Markets, Harvard Business School, April 2021

Center for Advanced Study in the Behavioral Sciences, April 2021

Pandemic Action Network, April 2021

White House COVID-19 Team briefing, March 2021

Behavioral Science and Covid-19 Vaccine Acceptance: A Conversation, February 2021

Justice and Morality Preconference, SPSP Annual Meeting, February 2021

Fair and Just Prosecution, January 2021

Voter Protection Program, December 2020

National Organization for Women (NYC Chapter), June 2020

U.S. Senate Commerce Committee (Majority) staff briefing, April 2020

Twitter (company-wide talk on effective COVID response), April 2020

Society for Affective Science, Presidential Symposium, April 2020

Research & Technology Subcommittee, U.S. House Committee on Science, Space, and Technology staff briefing, April 2020

Rapid Miniconference on COVID-19 Public Health Messaging, April 2020

Affective Seminar, Psychology Department, Stanford University, January 2020

League of Women Voters, University AME Zion Church, Palo Alto, September 2020

Summer Institute in Political Psychology, Stanford University, August 2020

Convocation, Carleton College, April 2019

Facebook, Civic Integrity Team, November 2018

California State Association of Counties, Keynote Address, San Diego, CA, 2018

International Network of Analytical Sociologists, Annual Conference, Stanford University, June 2018

Center on Philanthropy and Civil Society, Faculty Forum, Stanford University, May 2018

Sociology Department, Johns Hopkins University, April 2018

American and Comparative Political Behavior Workshop, Political Science, Yale University, November 2017

Robert Wood Johnson Foundation, November 2017

WZB Social Science Center, Berlin, Germany, October 2017

Summer Institute in Political Psychology, Stanford University, August 2017

Summer Aspen Ideas Festival, June 2017

March for Science, San Francisco, CA, April 2017

Social Activism Speaker Series, California Institute of Technology, May 2017

Saturday University, Stanford, February 2017

University of Southern California, Marshall School of Business, November 2016.

TEDxMarin, October 2016

Kahneman-Treisman Center for Behavioral Science and Public Policy, Princeton, New Jersey, October 2016

Group Processes Miniconference, American Sociological Association Meetings, Seattle, WA, August 2016.

Summer Institute in Political Psychology, Stanford University, August 2016

Sloan School of Management, MIT, December 2015

Networks and Time Workshop, Columbia University, October 2015.

Booth School of Business, University of Chicago, October 2015.

Alumni Weekend, Stanford University. October 2015.

Institute for Personality and Social Research. UC-Berkeley. October 2015.

SCANCOR, Stanford University, September 2015

Political Psychology Preconference, American Political Association Annual Meetings. San Francisco, CA. August 2015.

Medici Summer School in Management Studies, University of Bologna, Italy, June 2015.

Department of Sociology, University of Chicago. May 2015.

Human Development and Social Policy, Northwestern University. May 2015.

Political Psychology Preconference, Society for Personality and Social Psychology Annual Meetings. Long Beach, CA. February 2015.

Sociology Department, New York University. November 2014.

Organizational Behavior, Carnegie Mellon University. November 2014.

Department of Sociology, Stanford University. October 2014.

Society for Experimental Social Psychology Annual Meeting. Columbus, OH. October 2014.

Association for Psychological Science Annual Meetings. San Francisco. May 2014.

Political Psychology Colloquium. Harvard University. April 2014.

MIT, Sloan School of Management, April 2014.

Organizational Behavior, Stanford Graduate School of Business, March 2014.

Justice and Morality Preconference, Society for Personality and Social Psychology Annual Meetings. Austin, TX. February 2014.

Social Psychology Lab, Stanford University. November 2013.

Organizations and Management. Yale University. April 2013

Management and Organizations, Johnson Graduate School of Management and the Industrial and Labor Relations School, Cornell University. March 2013

Claremont Symposium on Bridging Ideological Divides. Claremont College. March 2013.

Nuffield College, Oxford University. February 2013.

Organizations and Management, Goizueta Business School, Emory University. December 2012.

Haas School of Business, University of California, Berkeley. September 2012.

Group Processes Miniconference, American Sociological Association Annual Meetings, Denver, Colorado. August 2012.

Symposium on Game Theory and Human Behavior. University of Southern California. April 2012.

Sociology Graduate Student Society Annual Speaker, University of Georgia, Department of Sociology, April 2012.

Keynote Address, Fourth Annual UC-Berkeley Sociological Research Symposium. April 2012.

Rotman School of Management, University of Toronto. December 2011.

Game Theory and Human Behavior Speaker Series. University of Southern California. September 2011.

Session on Future of Social Psychology, American Sociological Association Annual Meetings, Las Vegas, NV. August 2011.

Institute of Economic and Social Psychology, University of Cologne. Cologne, Germany. June 2011.

Annual Lecture, American Culture and Politics Research Cluster, University of California, Davis. May 2011.

Department of Sociology, University of Iowa, May 2011.

Organizational Behavior Colloquium, Stanford Graduate School of Business. April 2011.

Stern School of Business, New York University. January 2011.

Harvard-MIT Economic Sociology Seminar. Harvard University, September 2010.

1st China International Conference on Positive Psychology, Tsinghua University. Beijing, China. August 2010.

Demography Department, University of California, Berkeley. May 2010.

Power, Status, and Influence Conference. New York University. March 2010.

Social Theory and Evidence Workshop. University of Chicago. November 2009.

Keynote Address, Teaching Conference for Graduate Student Instructors. University of California, Berkeley. August 2009.

Morality Workshop, National Science Foundation, Washington, D.C. July 2009.

Faculty Speaker, Annual Trustees Meeting, University of California, Berkeley. May 2009.

Kellogg School of Management, Northwestern University. January 2009.

Department of Sociology, Princeton University. November 2008.

Department of Sociology, Cornell University. November 2008.

Haas School of Business, University of California, Berkeley. November 2008.

Social Psychology Workshop, Sociology Department. Stanford University. June 2008.

The Breakthrough Institute. Oakland, CA. June 2008.

Institute for Personality and Social Research, University of California, Berkeley. October 2007.

Department of Sociology, University of Arizona. October 2007.

Goldman School of Public Policy. University of California, Berkeley. September 2007.

Award to Malcolm Gladwell for promoting Public Understanding of Sociology, American Sociological Association Meetings. New York, NY. August 2007.

Sociology Department's "Cal Day" Talk. University of California, Berkeley. April 2007.

International Computer Science Institute. University of California, Berkeley. April 2007.

Organizational Behavior Group, Stanford Graduate School of Business. April 2007.

(with George Lakoff) "Why Cognitive Science Matters for Politics." Institute of Cognitive and Brain Sciences. University of California, Berkeley. November 2006.

Caregiver Bias Workshop. University of California, Hastings, College of the Law. San Francisco, CA. November 2006.

American Environics. Oakland, CA. September 2006.

Group Processes Mini-Conference. American Sociological Association Annual Meetings, Montreal, Quebec. August 2006

Department of Human Development, Cornell University. March 2006.

University of California, Berkeley. Sociology Department. October 2005.

Sociology Brown Bag Talk. Cornell University. September 2005.

Junior Theorist's Symposium, Theory Section, American Sociological Association Annual Meetings, August 2005.

Professional service

Occasional Reviewer:

American Sociological Review, American Journal of Sociology, Journal of Personality and Social Psychology, Administrative Science Quarterly, American Political Science Review, Proceedings of the National Academy of Sciences, Social Forces, Personality and Social Psychology Bulletin, Psychological Review, National Science Foundation, Social Psychology Quarterly, Sociological Theory, Organization Science, Management Science, Sociological Science, Social Psychological and Personality Science, Social Problems, European Journal of Social Psychology, European Review of Philosophy, The Sociological Quarterly, Social Science Research, Nature Climate Change, Sociological Focus, Social Justice Research, Rationality and Society, PLoS ONE, Current Research in Social Psychology, Encyclopedia of Human Behavior, Journal of Social, Evolutionary, and Cultural Psychology, Climate Change Letters

Co-Chair, SPSP Fellowship Selection Committee, 2025

SPSP Fellowship Selection Committee, 2023-25

Consulting Editor, *Sociological Science*, 2013-present

Associate Principal Investigator, Time-Sharing Experiments for the Social Sciences, 2013-present

Editorial Board, *Sociological Theory*, 2012-6

Chair, Book Award Committee, ASA Rationality and Society Section, 2014

Consulting Editor, *American Journal of Sociology*, 2011-2013

Council Member (Elected), ASA Altruism, Morality, and Social Solidarity Section, 2012-2014

Nominations Committee, ASA Altruism, Morality, and Social Solidarity Section, 2013-2014

Co-Organizer, Group Processes Miniconference, 2013

Council Member (Elected), ASA Social Psychology Section, 2010-12

Council Member (Elected), ASA Mathematical Sociology Section, 2009-11

Chair, Paper Award Committee, ASA Mathematical Sociology Section, 2010-2011

Chair, Book Award Committee, ASA Mathematical Sociology Section, 2009-2010

Member, Graduate Student Paper Award Committee, ASA Theory Section, 2009-2010

Co-Chair, Graduate Student Paper Award Committee, Berkeley Sociology Department, 2009-10

Co-Organizer, Group Processes Miniconference, 2009

Presider, Group Processes Regular Session, American Sociological Association Meetings Annual Meetings, 2009.

Member, Program Committee, Social Psychology Section, 2008-9

Council Member (Elected), ASA Mathematical Sociology Section, 2005-7.

Member, ASA Mathematical Sociology Section Award Committee, 2006-7

American Sociological Association Student Forum Advisory Board (Elected), 2005-6

Presider, Group Processes Regular Session, American Sociological Association Meetings. Philadelphia, PA. August 2005.

Chair and Discussant, Graduate Student Research Session, Group Processes Conference, Chicago, IL, August 2002.

Chair, Powerful Experiments Session, International Sunbelt Social Networks Conference: April 2000

Conference presentations

Robb Willer and Matthew Feinberg. "Persuading partisans: Strategic moral reframing facilitates political influence." Association for Psychological Science Annual Meetings. San Francisco. May 2014.

"Is generosity sincere or strategic? Altruism versus status-seeking in prosocial behavior." Society for Personality and Social Psychology Annual Meetings. San Diego. January 2012.

"Speaking to two disciplines: The disciplinary contributions of sociological social psychology." American Sociological Association Annual Meetings, Las Vegas, NV. August 2011.

Robb Willer. "Overcoming the free-rider problem: Prosocial behavior earns diverse material and social rewards." Annual Meeting of the Society for Personality and Social Psychology. Las Vegas, NV. January 2010.

Robb Willer, Matthew J. Feinberg, Brent Simpson, and Francis J. Flynn. "Who pursues social status? The relationship between material generosity and status seeking." American Sociological Association Meetings. San Francisco, CA. August 2009.

"Malcolm Gladwell's *Blink* and sociology's conception of the individual." American Sociological Association Meetings. New York, NY. August 2007.

Robb Willer. "Is altruism contagious?" Inter-Ivy Sociology Symposium. Cornell University, Ithaca, NY. April 2006

Robb Willer. "Overdoing gender: A test of the masculine overcompensation thesis." American Sociological Association Meetings. Philadelphia, PA. August 2005

Arnout van de Rijt & Robb Willer. "Metanetworks: A factor in structural change." 3rd U.S.-Japan Joint Conference on Mathematical Sociology. Hokkaido University, Sapporo Japan. June 2005

Robb Willer. "Testing the masculine overcompensation thesis." Inter-Ivy Sociology Symposium. Yale University, New Haven, CT. April 2005

Robb Willer. "Testing a status theory of collective action." Sociology Graduate Student Mini-Conference. Cornell University, Ithaca, NY. October 2004

Robb Willer. "The intelligibility of unintelligible texts: Authorial status in text evaluation." American Sociological Association Meetings. San Francisco, CA. August 2004

Robb Willer and Edward J. Walsh. "The effects of government-issued terror warnings on presidential approval ratings." Annual Group Processes Miniconference. San Francisco, CA. August, 2004

Robb Willer. "On the lack of atheists in foxholes: Fear of death and afterlife belief." Annual Group Processes Miniconference. Atlanta, GA. August, 2003

Will Kalkhoff and Robb Willer. "Deterring deviance: rationality and self-control." American Sociological Association Meetings. Chicago, IL. August 2002

Robb Willer, Reef Younggreen, Lisa Troyer, and Michael Lovaglia. "Power, status, and philanthropy." XV World Congress of Sociology. Brisbane, Australia. July 2002

Robb Willer, Lisa Troyer, and Michael Lovaglia. "Power, status, and philanthropy." American Sociological Association Meetings. Anaheim, CA. August 2001

Robb Willer. "The status value of power use" American Sociological Association Meetings. Washington, D.C., August 2000

Robb Willer. "Status, wealth, and power: New directions for the integration of network exchange theory and status characteristics theory." International Sunbelt Social Network Conference. Vancouver, BC, April 2000

Robb Willer. "The propensity-utility theory of deviance" Iowa Sociological Association Meetings. Iowa City, IA, March 2000

Robb Willer and David Willer. "When exchange networks change: A comparative analysis." American Sociological Association Meetings. Chicago, IL, August 1999

David Willer and Robb Willer. "Exchange network dynamics and structural agency." American Sociological Association Meetings. Washington, DC, August 1995

Memberships

Society for Personality and Social Psychology, American Sociological Association, Society of Experimental Social Psychology, Association for Psychological Science, Alpha Kappa Delta, Golden Key International Honor Society