

JOSHUA M. ACKERMAN

CURRICULUM VITAE

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EDUCATION

Ph.D. (2007). Social Psychology. Arizona State University
 M.A. (2003). Social Psychology. Arizona State University
 B.A. (1998). Psychology/Biological Anthropology. Duke University

ACADEMIC POSITIONS

2023 Professor of Psychology, University of Michigan
 2022 Associate Professor of Marketing, University of Michigan (dry appointment)
 2018 Visiting Associate Professor, UCLA
 2017 Associate Professor of Psychology, University of Michigan
 2017 – present Faculty Associate, Research Center for Group Dynamics, ISR
 2014 – 2017 Assistant Professor of Psychology, University of Michigan
 2014 Associate Professor of Marketing, MIT Sloan School of Management
 2011 – 2014 Class of 1957 Career Development Professor, MIT Sloan School of Management
 2009 – 2014 Assistant Professor of Marketing, MIT Sloan School of Management
 2007 – 2009 Postdoctoral Associate, Psychology, Yale University

RESEARCH INTERESTS

Social Cognition	Evolutionary Psychology	Threat Perception
Infectious Disease	Motivation & Emotion	Social Ecology

GRANTS & AWARDS**External Funding**

- “Concealing Infectious Disease,” PI, funded. *National Science Foundation*. Total award: \$525,000 (2022-2025)
- “Evaluating impact of COVID-19 experiences and vaccine hesitancy on uptake of adult vaccines and control of vaccine-preventable disease,” co-I, submitted. *National Institutes of Health* (2022-2027)
- “Buffering social consequences of an evolving epidemic: Exploration of cultural evolution of coronavirus-induced pathogen fear and prejudice,” co-PI, submitted. *Canadian Institutes of Health Research* (2020)

- “The Role of the Self in the Behavioral Immune System,” PI, submitted. *National Science Foundation* (2018)
- “‘Second Earth’: Psychological Consequences of the Internet Ecology,” PI, submitted. *National Science Foundation* (2018)
- “Grounding the Behavioral Immune System in Mental and Physiological Processes,” PI, funded. *National Science Foundation*. Total award: \$380,000 (2012-2017)

Internal Funding

- UM Associate Professor Support Fund: “Psychological Consequences of Ecological Mismatch” \$30,000 (2020-2023)
- UM MCubed Program: “Product perception during times of stress” \$15,000 (2020)
- UM Office of Research Grant: \$15,000 (2017)
- MIT Junior Faculty Research Assistance Program, Total award: \$73,000 (2011, 2012)

Honors & Awards

- Fellow, Society for Personality and Social Psychology (2024)
- Fellow, Association for Psychological Science (2018)
- Fellow, Society for Experimental Social Psychology (2013)
- Named 40 Under 40 Most Outstanding Business School Professors by Poets & Quants
- Graduate Student Poster Award – 1st place, Society for Personality and Social Psychology
- Graduate Fellowship and Graduate Academic Scholarship, Arizona State University

PUBLICATIONS

To denote current/former mentees: names indicate students, + indicates postdoctoral researcher

+Sng, O., Choi, M., **Ackerman, J. M.** (in press). The ecology of relatedness: How living around family (or not) matters. *Journal of Personality and Social Psychology*.

Ackerman, J. M., Merrell, W. M., & Williams, L. E. (2024). Social cognition and consumer psychology. In D. Carlston, K. Johnson, & K. Hugenberg (Eds.), *The Oxford Handbook of Social Cognition, 2nd edition* (pp. 971-995). New York: Oxford University Press.

Wang, I. M., Roman, M. K., Goldstein, G., & **Ackerman, J. M.** (2024). Crowding at the ballot box: Germ aversion and voting methods in the 2020 U.S. general election. *Political Psychology*, 10.1111/pops.12976

Merrell, W. M., Choi, S., & **Ackerman, J. M.** (2024). When and why people conceal infectious disease. *Psychological Science*, 32(3), 215-225.

Kitayama, S., Salvador, C., & **Ackerman, J. M.** (2023). The germ aversion paradox: When germ aversion predicts reduced alpha power suppression to norm violations. *Current Research in Ecological and Social Psychology*, 5, 100150.

Choi, S., Merrell, W. N., & **Ackerman, J. M.** (2023). Safety first, but for whom? Shifts in risk perception for self and others following COVID-19 vaccination. *Social Psychology and Personality Compass*, 17, e12757.

Ackerman, J. M., Borinstein, A., Kaji, J., Bekier, J., Wrinn, C., & Dockendorf, T. (2023). A dynamic segmentation of U.S. women during the COVID-19 pandemic. *International Journal of Consumer Studies*, *47*, 1226-1240.

Fessler, D. M. T., Merrell, W. N., Holbrook, C., & **Ackerman, J. M.** (2023). Beware the foe who feels no pain: Associations between relative formidability and pain sensitivity in three U.S. online studies. *Evolution and Human Behavior*, *44*, 1-10.

Hoover, L. V., **Ackerman, J. M.**, Cummings, J. R., & Gearhardt, A. N. (2023). The association of perceived vulnerability to disease with cognitive restraint and compensatory behaviors. *Nutrients*, *15*, doi.org/10.3390/nu15010008.

Choi, S., Merrell, W. N., & **Ackerman, J. M.** (2022). Keep your distance: Different roles for knowledge and affect in predicting social distancing behavior. *Journal of Health Psychology*, *27*, 2847-2859.

Liu, T., **Ackerman, J. M.**, & Preston, S. D. (2021). Dissociating compulsive washing and hoarding tendencies through differences in comorbidities and the content of concerns. *Journal of Behavioral and Cognitive Therapy*, *31*, 291-308.

Cummings, J. R., **Ackerman, J. M.**, Wolfson, J. A., & Gearhardt, A. N. (2021). COVID-19 stress and eating and drinking behaviors in the United States during the early stages of the pandemic. *Appetite*, *162*, 105163.

Boehnke, K. F., McAfee, J., **Ackerman, J. M.**, & Kruger, D. J. (2021). Medication and substance use increases among people using cannabis medically during the COVID-19 pandemic. *International Journal of Drug Policy*, *92*, 103053.

+Kronrod, A., & **Ackerman, J. M.** (2021). Under-standing: How embodied states shape inference-making. *Acta Psychologica*, *215*, 103276.

Ackerman, J. M., Tybur, J. M., & Blackwell, A. D. (2021). What role does pathogen-avoidance psychology play in pandemics? *Trends in Cognitive Sciences*, *25*(3), 177-186.

Michalak, N., M., & **Ackerman, J. M.** (2021). A multi-method approach to measuring mental representations of threatening others. *Journal of Experimental Psychology: General*, *150*(1), 114-134.

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.

Ackerman, J. M., Merrell, W. N., & Choi, S. (2020). What people believe about detecting infectious disease using the senses. *Current Research in Ecological and Social Psychology*, *1*, 100002.

Tybur, J. M., Jones, B. C., DeBruine, L. M., **Ackerman, J. M.**, & Fasolt, V. (2020). Preregistered replication of "Sick body, vigilant mind: The biological immune system activates the behavioral immune system." *Psychological Science*, *31*(11), 1461-1469.

Li, N. P., Yong, J. C., Tsai, M-H., Lai, M. H. C., Lim, A. J. Y., **Ackerman, J. M.** (2020). Confidence is sexy and it can be trained: Examining male social confidence in initial, opposite-sex interactions. *Journal of Personality*, 88(6), 1235-1251.

Michalak, N., M., +Sng, O., Wang, M. I., & **Ackerman, J. M.** (2020). Sounds of sickness: Can people identify infectious disease using sounds of coughs and sneezes? *Proceedings of the Royal Society B: Biological Sciences*, 287, 20200944.

Ackerman, J. M., Goesling, J., & Krishna, A. (2020). Pain scales as placebos: Can pain scales change reported pain across measurements? *Journal of Experimental Social Psychology*, 88, 103961.

Jaremka, L.M., **Ackerman, J.M.**, Gawronski, B., Rule, N.O., Sweeny, K., Tropp, L.R., Metz, M.A., Molina, L., Ryan, W.S., & Vick, S.B. (2020). Common academic experiences no one talks about: Repeated rejection, imposter syndrome, and burnout. *Perspectives on Psychological Science*, 15, 519-543. [lead article]

Maner, J. K., & **Ackerman, J. M.** (2020). Ecological sex ratios and human mating. *Trends in Cognitive Sciences*, 24(2), 98-100.

+Sng, O., & **Ackerman, J. M.** (2020). Too many people, women, men? The psychological effects of population density and sex ratio. *Current Opinion in Psychology*, 32, 38-42.

Prokosch, M., Gassen, J., **Ackerman, J. M.**, & Hill, S. E. (2019). Caution in the time of cholera: Pathogen threats decrease risk tolerance. *Evolutionary Behavioral Sciences*, 13(4), 311-334.

+Kronrod, A., & **Ackerman, J. M.** (2019). I'm so touched! Self-touch increases attitude extremity via self-focused attention. *Acta Psychologica*, 195, 12-21.

Wang, I. M., & **Ackerman, J. M.** (2019). The infectiousness of crowds: Crowding experiences are amplified by pathogen threats. *Personality and Social Psychology Bulletin*, 45, 120-132.

Ackerman, J. M. (2018). Best practices for interpreting large-scale replications. *Nature Human Behavior*, 2, 712. [correspondence]

Ackerman, J. M. (2018). Persuasion by proxy: Effects of vicarious self-control use on reactions to persuasion attempts. *Social Cognition*, 36, 275-300.

Wang, I. M., Michalak, N. M., & **Ackerman, J. M.** (2018). Threat of infectious disease. In Zeigler-Hill and Shackelford (Eds.), *The SAGE Handbook of Personality and Individual Differences* (pp. 321-345). London: Sage Publishing.

Ackerman, J. M., Hill, S. E., & Murray, D. (2018). The behavioral immune system: Current concerns and future directions. *Social Psychology and Personality Compass*, 12(2), 57-70.

Ackerman, J. M., Tybur, J. M., & Mortensen, C. R. (2018). Infectious disease and imperfections of self-image. *Psychological Science*, 29(2), 228-241.

Huang, J. Y., **Ackerman, J. M.**, & Newman, G. E. (2017). Catching (up with) magical contagion: A review of contagion effects in consumer contexts. *Journal of the Association for Consumer Research*, 2(4), 430-443.

Bellezza, S., **Ackerman, J. M.**, & Gino, F. (2017). “Be Careless with That!” Availability of Product Upgrades Increases Cavalier Behavior Toward Possessions. *Journal of Marketing Research*, 54(5), 768-784.

Huang, J. Y., **Ackerman, J. M.**, & Sedlovskaya, A. (2017). (De)contaminating product preferences: A multi-method investigation into pathogen threat’s influence on used product preferences. *Journal of Experimental Social Psychology*, 70, 143-152.

Wang, I. M., Michalak, N. M., & **Ackerman, J. M.** (2016). Life history strategies. In: V. A. Weekes-Shackelford and T. K. Shackelford T. (Eds.), *Encyclopedia of Evolutionary Psychological Science*. Springer, Cham. https://doi.org/10.1007/978-3-319-16999-6_1926-1

Ackerman, J. M. (2016). Disease avoidance hypothesis. In T.K. Shackelford & V.A. Weekes-Shackelford (Eds.), *Encyclopedia of Evolutionary Psychological Science*. Springer, Cham. https://doi.org/10.1007/978-3-319-16999-6_2975-1

Ackerman, J. M., Maner, J. K., & Carpenter, S. M. (2016). Going all-in: Unfavorable sex ratios attenuate choice diversification. *Psychological Science*, 27, 799-809.

Ackerman, J. M. (2015). Implications of haptic experience for product and environmental design. In R. Batra, D. Brei, and C. Seifert (Eds.), *The Psychology of Design: Creating Consumer Desire* (pp. 3-25). New York: Routledge.

Maner, J. K., & **Ackerman, J. M.** (2015). Sexually selective cognition. *Current Opinion in Psychology*, 1, 52-56.

Griskevicius, V., Redden, J. P., & **Ackerman, J. M.** (2014). The fundamental motives for why we buy. In S. Preston, M. Kringelbach, and B. Knutson (Eds), *Interdisciplinary Science of Consumption* (pp. 33-58). Cambridge, MA: MIT Press.

Griskevicius, V., Haselton, M. G., & **Ackerman, J. M.** (2014). Evolution and close relationships. In Jeffrey A. Simpson and John Dovidio (Eds.), *APA Handbook of Personality and Social Psychology: Vol. 3. Interpersonal Relations* (pp. 3-32). Washington, DC: American Psychological Association.

Earp, B. D., Dill, B., Harris, J., **Ackerman, J. M.**, & Bargh, J. A. (2013). No sign of quitting: Incidental exposure to no-smoking signs ironically boosts cigarette-approach tendencies in smokers. *Journal of Applied Social Psychology*, 43, 2158-2162.

Huang, J. Y., **Ackerman, J. M.**, & Bargh, J. A. (2013). Superman to the rescue: Simulating physical invulnerability attenuates exclusion-related interpersonal biases. *Journal of Experimental Social Psychology*, 49, 349-354.

Griskevicius, V., **Ackerman, J. M.**, Cantú, S. M., Delton, A. W., Robertson, T. E., Simpson, J. A., Thompson, M. E., & Tybur, J. M. (2013). When the economy falters do people spend or save? Responses to resource scarcity depend on childhood environments. *Psychological Science*, *24*, 197-205.

Maner, J. K., & **Ackerman, J. M.** (2013). Love is a battlefield: Romantic attraction, intrasexual competition, and conflict between the sexes. In J. A. Simpson and L. Campbell (Eds.), *Oxford Handbook of Close Relationships* (pp. 137-160). Oxford University Press.

Griskevicius, V., Tybur, J. M., **Ackerman, J. M.**, Delton, A. W., Robertson, T. E., & White, A. E. (2012). The financial consequences of too many men: Sex ratio effects on saving, borrowing, and spending. *Journal of Personality and Social Psychology*, *102*, 69-80. [lead article: IRGP section]

Reimann, M., Feye, W., Malter, A. J., **Ackerman, J. M.**, Castaño, R., Garg, N., et al. (2012). Embodiment in judgment and choice. *Journal of Neuroscience, Psychology, and Economics*, *5*, 104-123.

Ackerman, J. M., Huang, J. Y., & Bargh, J. A. (2012). Evolutionary perspectives on social cognition. In S. T. Fiske & C. N. Macrae (Eds.), *The Handbook of Social Cognition* (pp. 451-473). Thousand Oaks, CA: Sage.

Williams, L., & **Ackerman, J.** (December 15, 2011). Please touch the merchandise. *Harvard Business Review* (HBR.org). http://blogs.hbr.org/cs/2011/12/please_touch_the_merchandise.html

Huang, J. Y., Sedlovskaya, A., **Ackerman, J. M.**, & Bargh, J. A. (2011). Immunizing against prejudice: Effects of disease protection on outgroup attitudes. *Psychological Science*, *22*, 1550-1556.

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

Ackerman, J. M., Griskevicius, V., & Li, N. P. (2011). Let's get serious: Communicating commitment in romantic relationships. *Journal of Personality and Social Psychology*, *100*, 1079-1094.

Griskevicius, V., **Ackerman, J. M.**, Van den Bergh, B., & Li, Y. J. (2011). Fundamental motives and business decisions. In G. Saad (Ed.), *Evolutionary Psychology in the Business Sciences* (pp. 17-40). Springer.

Griskevicius, V., **Ackerman, J. M.**, & Redden, J. (2011). Why we buy: Evolution, marketing and consumer behavior (pp. 311-329). In S. C. Roberts (Ed.), *Applied Evolutionary Psychology*. Oxford University Press.

Park, J. H., & **Ackerman, J. M.** (2011). Passion and compassion: Psychology of kin relations within and beyond the family. In C. Salmon and T. Shackelford (Eds.), *Oxford Handbook of Evolutionary Family Psychology* (pp. 329-344). Oxford University Press.

Ackerman, J. M., Nocera, C. C., & Bargh, J. A. (2010). Incidental haptic sensations influence social judgments and decisions. *Science*, *328*, 1712-1715.

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

Bargh, J. A., Williams, L. E., Huang, J. Y., Song, H., & **Ackerman, J. M.** (2010). From the physical to the psychological: Mundane physical experiences influence social judgment and interpersonal behavior. *Behavioral and Brain Sciences*, *33*, 267-268.

Ackerman, J. M., & Bargh, J. A. (2010). The purpose-driven life. *Perspectives on Psychological Science*, *5*, 323-326.

Ackerman, J. M., & Bargh, J. A. (2010). Two to tango: Automatic social coordination and the role of felt effort. In B. J. Bruya (Ed.), *Effortless Attention: A New Perspective in the Cognitive Science of Attention and Action* (pp. 335-371). Cambridge: MIT Press.

Mortensen, C. R., Becker, D. V., **Ackerman, J. M.**, Neuberg, S. L., & Kenrick, D. T. (2010). Infection breeds reticence: The effects of disease salience on self-perceptions of personality and behavioral avoidance tendencies. *Psychological Science*, *21*, 440-447.

Becker, D. V., Neuberg, S. L., Maner, J. K., Shapiro, J. R., **Ackerman, J. M.**, Schaller, M., & Kenrick, D. T. (2010). More memory bang for the attentional buck: Self-protection goals enhance encoding efficiency for potentially threatening males. *Social Psychological and Personality Science*, *1*, 182-189.

Ackerman, J. M., Shapiro, J. R., & Maner, J. K. (2009). When is it good to believe bad things? *Behavioral and Brain Sciences*, *32*, 510-511.

Ackerman, J. M., & Kenrick, D. T. (2009). Cooperative courtship: Helping friends raise and raze relationship barriers. *Personality and Social Psychology Bulletin*, *35*, 1285-1300.

Shapiro, J. R., **Ackerman, J. M.**, Neuberg, S. L., Maner, J. K., Becker, D. V., & Kenrick, D. T. (2009). Following in the wake of anger: When not discriminating is discriminating. *Personality and Social Psychology Bulletin*, *35*, 1356-1367.

Ackerman, J. M., Goldstein, N. J., Shapiro, J. R., & Bargh, J. A. (2009). You wear me out: The vicarious depletion of self-control. *Psychological Science*, *20*, 326-332.

Ackerman, J. M., Becker, D. V., Mortensen, C. R., Sasaki, T., Neuberg, S. L., & Kenrick, D. T. (2009). A pox on the mind: Disjunction of attention and memory in processing physical disfigurement. *Journal of Experimental Social Psychology*, *45*, 478-485.

Ackerman, J. M., & Kenrick, D. T. (2009). Selfishness and sex or cooperativeness and family values? *Behavioral and Brain Sciences*, 32, 21.

Ackerman, J. M., & Kenrick, D. T. (2008). The costs of benefits: Help-refusals highlight key trade-offs of social life. *Personality and Social Psychology Review*, 12, 118-140.

Ackerman, J. M., Kenrick, D. T., & Schaller, M. (2007). Is friendship akin to kinship? *Evolution & Human Behavior*, 28, 365-374.

Ackerman, J. M., Shapiro, J. R., Neuberg, S. L., Kenrick, D. T., Becker, D. V., Griskevicius, V., Maner, J. K., & Schaller, M. (2006). They all look the same to me (unless they're angry): From out-group homogeneity to out-group heterogeneity. *Psychological Science*, 17, 836-840.

Ackerman, J., Barrett, D. W., Killeen, P. R., Maner, J. K., Rennaker, R., Sitomer, M. T., & Sundie, J. (2003). Oughts from is's [Review of the book Grounded ethics: The empirical bases of normative judgments]. *Behavior and Philosophy*, 31, 195-201.

Kenrick, D. T., **Ackerman, J. M.**, & Ledlow, S. (2003). Evolutionary social psychology: Adaptive predispositions and human culture. In J. DeLamater (Ed.), *Handbook of social psychology* (pp. 103-122). New York: Kluwer Academic/Plenum Publishers.

Kenrick, D. T., Ledlow, S., & **Ackerman, J. M.** (2003). Mate choice. In J. Ponzetti, et al., (Eds.) *International Encyclopedia of Marriage & Family Relationships*, 2nd edition. New York: Macmillan Reference USA.

Taylor, K. L., Shelby, R. A., Schwartz, M. D., **Ackerman, J.**, LaSalle, V. H., Gelmann, E. P., & McGuire, C. (2002). The impact of item order on ratings of cancer risk perception. *Cancer Epidemiology Biomarkers & Prevention*, 11, 654-659.

SELECTED CONFERENCE ACTIVITIES

Chaired Symposia & Activities

Ackerman, J.M, & Sng, O. (2025). *Universality and variation in social judgments across societies*. Symposium organized for the Society for Personality and Social Psychology. Presenters: B. Gelbart, P. Durkee, O. Sng, J. Ackerman.

Ackerman, J. M. (2023). *Social Consequences of Sickness*. Symposium organized for the Society for Experimental Social Psychology. Presenters: K. Muscatell, A. Makhanova, E. Shattuck, J. Ackerman.

Ackerman, J. M., & Merrell, W. N. (2023). *Hiding Who We Are, What We Know, How We Feel*. Symposium organized for the Society for Personality and Social Psychology. Presenters: E. Page-Gould, M. Slepian, W. Merrell.

Ackerman, J. M. (2022). Emcee for the SPSP *Legacy Award Symposium*. Awardee: Hazel Markus.

Ackerman, J. M. (2018). *The Psychology of Newness*. Symposium organized for the Society for Experimental Social Psychology. Presenters: D. Dunning, M. Ferguson, A. Meltzer, J. Ackerman.

Sng, O., & Ackerman, J. M. (2017). *The Psychology of Ecology: Key Dimensions of the Physical and Social World*. Symposium organized for the Society for Experimental Social Psychology. Presenters: J. Ackerman, O. Sng, T. Talhelm, M. Varnum.

Ackerman, J. M., Prokosch, M. (2016). *Psychological Mechanisms for Managing the Risk of Infectious Disease*. Symposium organized for the Society for Personality and Social Psychology. Presenters: M. Prokosch, D. Murray, K. Ratner, J. Huang.

Ackerman, J. M. (2015). *Psychological Mechanisms for Managing the Risk of Infectious Disease*. Symposium organized for the Society for Experimental Social Psychology. Presenters: J. Ackerman, S. Hill, D. Murray, K. Ratner.

Conference Talks

Ackerman, J. M. (2025, February). *A psychology of infection*. Invited presentation at the Evolutionary Preconference of the Annual Meeting of the Society of Personality and Social Psychology, Denver, CO.

Ackerman, J. M., et al. (2024, February). *Beliefs about the sensory detection of infectious disease*. Data blitz at the Evolutionary Psychology Preconference of the Annual Meeting of the Society for Personality and Social Psychology Convention, San Diego, CA.

Ackerman, J., Merrell, W., & Choi, S. (2023, October). *Concealing contagious illness in social situations*. Paper presented at the Annual Meeting of the Society for Experimental Social Psychology, Madison, WI.

Sabree, K., & Ackerman, J. (2023, June). *Wrong face wrong time: Trait judgments following "inappropriate" disgust expression*. Poster presented at the Annual Meeting of the Human Behavior and Evolution Society Conference, Palm Springs, CA.

Choi, S., Merrell, W., & Ackerman, J. M. (2022, February). *Safety first, but for whom? Shifts in risk perception for self and others following COVID-19 vaccination*. Paper presented at the Health Preconference of the Annual Meeting of the Society for Personality and Social Psychology Convention, San Francisco, CA.

Ackerman, J. M. (2021, February). *Pathogen avoidance psychology: Implications for everyday life and life during pandemics*. Invited presentation at the Motivation Science Preconference of the Annual Meeting of the Society for Personality and Social Psychology Convention, online.

Sng, O., & Ackerman, J. M. (2020, February). *The ecology of relatedness: Societal and individual implications*. Paper presented at the Annual Meeting of the Society of Personality and Social Psychology, New Orleans, LA.

UCLA, Culture and Preference Formation Conference (2020, February). *Ecological dimensions shape preferences and decisions.*

Ackerman, J.M., Merrell, W.N., & Choi, S. (2019, June). *Lay Beliefs about the Sensory Detection of Disease.* Paper presented at the Annual Meeting of the Human Behavior and Evolution Society Conference, Boston, MA.

Ackerman, J.M. (2019, February). *Common Difficulties of Academia that No One Talks About.* With Jaremka, L., Sweeny, K., Rule, N., Tropp, L., & Gawronski, B. Panel discussion at the Annual Meeting of the Society of Personality and Social Psychology, Portland, OR.

Ackerman, J.M., Bellezza, S., & Gino, F. (2018, October). *The upgrade effect: Availability of new products increases cavalier behavior toward possessions.* Paper presented at the Annual Meeting of the Society for Experimental Social Psychology, Seattle, WA.

Ackerman, J. M., Sng, O., Michalak, N., & Wang, I. (2018, July). *Sounds of sickness: Can people identify infectious disease using auditory cues?* Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Amsterdam, Netherlands.

Ackerman, J. M., Maner, J. K., & Carpenter, S. M. (2016, June). *Going all-in: Unfavorable sex ratios attenuate choice diversification.* Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Vancouver, BC.

Ackerman, J. M. (2015, October). *Persuasion by proxy: Vicarious self-control use increases decision compliance.* Paper presented at the Annual Meeting of the Association for Consumer Research, New Orleans, LA.

Ackerman, J. M., Mortensen, C., & Tybur, J. (2015, September). *Infectious disease and imperfections of the self.* Paper presented at the Annual Meeting of the Society for Experimental Social Psychology, Denver, CO.

Ackerman, J., Mortensen, C., & Tybur, J. (2015, February). *Contagious disease and imperfections of the self.* Paper presented at the Annual Meeting of the Society of Personality and Social Psychology, Long Beach, CA.

Ackerman, J. (2014, June). *Implications of haptic experience for product and environmental design.* Paper presented at the Advertising and Consumer Psychology Conference: The Psychology of Design, Ann Arbor, MI.

Bellezza, S., & Ackerman, J. (2014, March). *“Be careless with that!” Upgrade availability increases cavalier cognition toward owned products,* Paper presented at the Annual Meeting of the Society for Consumer Psychology, Miami, FL.

Griskevicius, V., Ackerman, J. M., Cantú, S. M., Simpson, J. A., Delton, A. W., Robertson, T. E., Thompson, M. E., & Tybur, J. M. (2013, July). *When the economy falters do people spend or save? Responses to resource scarcity depend on childhood environments,* Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Miami, FL.

Griskevicius, V., Ackerman, J., & White, A. (2013, March). *The financial consequences of too many men: Sex ratio effects on spending, saving, and borrowing*. Paper presented at the Annual Meeting of the Society for Consumer Psychology, San Antonio, TX.

Ackerman, J., & Griskevicius, V. (2012, October). *Putting your eggs in one basket: Sex ratio effects on bet-hedging*. Paper presented at the Annual Meeting of the Association for Consumer Research, Vancouver, BC.

Stein, R., Ackerman, J., & Bargh, J. (2012, October). *Rebels without a clue: Nonconscious motivation for autonomy preservation moderates social decision biases*. Paper presented at the Annual Meeting of the Association for Consumer Research, Vancouver, BC.

Ackerman, J. M., Griskevicius, V., Cantú, S. M., Simpson, J. A., Delton, A. W., Robertson, T. E., Thompson, M. E., & Tybur, J. M. (2012, June). *Contingent expression of fast and slow life history strategies*. Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Albuquerque, NM.

Ackerman, J. M. (2012, January). *Let's get serious: Communicating commitment in romantic relationship formation*. Paper presented at the Annual Meeting of the Society of Personality and Social Psychology, San Diego, CA.

Ackerman, J. M. (2011, October). *Embodiment in consumer judgment and decision-making: behavioral, psychological, and neural Perspectives*. Invited Roundtable Session at the Annual Meeting of the Association for Consumer Research, St. Louis, MO.

Griskevicius, V., & Ackerman, J. M. (2011, October). *Economic recessions release the inner child*. Paper presented at the Annual Meeting of the Association for Consumer Research, St. Louis, MO.

Kronrod, A., & Ackerman, J. M. (2011, October). *My hands are tied – my lips are sealed: prevented embodiment limits communicational cooperativeness*. Paper presented at the Annual Meeting of the Association for Consumer Research, St. Louis, MO.

Ackerman, J. M. (2011, June). *Effects of emotional expression on memory for the unemotional*. Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Marseilles, France.

Ackerman, J. M. (2011, May). *Touch as a scaffold for the mind*. Invited presentation at the Annual Meeting of the Association for Psychological Science, Washington DC.

Li, Y. J., & Ackerman, J. (2011, February). *You eat what you are: Disease concerns and food origin preferences*. Paper presented at the Annual Meeting of the Society for Consumer Psychology, Atlanta, GA.

Ackerman, J. M. (2011, January). *Building a social mind from the ground up*. Invited presentation at the Evolutionary Preconference of the Annual Meeting of the Society of Personality and Social Psychology, San Antonio, TX.

Ackerman, J. M. (2011, January). *Vicarious self-control depletion: One's success begets another's failure*. Paper presented at the Annual Meeting of the Society of Personality and Social Psychology, San Antonio, TX.

Ackerman, J. M., Nocera, C. C., & Bargh, J. A. (2010, November). *The magic touch: Nonconscious haptic influences on impressions and decisions*. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, St. Louis, MO.

Ackerman, J. (2010, October). *Lead us not into temptation: Depletion does not require individual self-control use*. Paper presented at the Annual Meeting of the Association for Consumer Research, Jacksonville, FL.

Ackerman, J., Nocera, C., & Bargh, J. (2010, October). *Haptic experiences: A touching story of impression formation and decision-making*. Paper presented at the Annual Meeting of the Association for Consumer Research, Jacksonville, FL.

Huang, J., Ackerman, J., & Bargh, J. (2010, October). *Evolutionary goal scaffolding: Building social motives on a physical foundation*. Paper presented at the Annual Meeting of the Association for Consumer Research, Jacksonville, FL.

Ackerman, J. M., Griskevicius, V., & Li, N. (2010, June). *Let's get serious: Communicating commitment in romantic relationship formation*. Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Eugene, OR.

Ackerman, J. M. (2010, May). *The mating game is a team sport*. Paper presented at the Annual Meeting of the Association for Psychological Science, Boston, MA.

Ackerman, J. M. (2010, February). *Mental simulation and the vicarious experience of self-control*. Paper presented at the Annual Meeting of the Society for Consumer Psychology, St. Pete Beach, FL.

Kenrick, D. T., Ackerman, J., & Becker, D. V. (February, 2009). *Do cognitive biases favor men or women?* Paper presented at the Annual Meeting of the Society for Personality & Social Psychology, Tampa, FL.

Mortensen, C., Becker, V., Ackerman, J., Neuberg, S., Kenrick, D. (2008, June). *Magnetic personalities: Ostracism and disease concerns produce attractive and repulsive, functionally biased first impressions*. Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Kyoto, Japan.

Ackerman, J. M., Shapiro, J. R., Becker, D. V., Neuberg, S.L., & Kenrick, D. T. (2008, January). *An evolutionary perspective on intergroup threat detection*. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.

Ackerman, J. M., Shapiro, J. R., Kenrick, D. T., & Neuberg, S. L. (2007, June). *Making faces erases races: The effects of emotional expression on memory for group members*. Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Williamsburg, VA.

Ackerman, J.M., Shapiro, J.R., Neuberg, S.L., Kenrick, D.T., Becker, D.V., Griskevicius, V., Maner, J.K., & Schaller, M. (2006, June). *They all look the same to me (unless they're angry): From out-group homogeneity to out-group heterogeneity*. Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Philadelphia, PA.

Ackerman, J. M., & Kenrick, D. T. (2005, June). *Cooperative courtship: Facilitating flirtation with friends*. Paper presented at the Annual Meeting of the Human Behavior and Evolution Society, Austin, TX.

Ackerman, J. M. (2003, May). *Self-serving biases and closer relationships*. Paper presented at the Annual Meeting of the Western Psychological Association. Vancouver, BC, Canada.

Ackerman, J. (2002, April). *Kinship and interdependence in individualism and collectivism*. Western Psychological Association symposium. Irvine, CA.

INVITED EXTERNAL TALKS

Academic

2024 Nottingham Trent University
2024 Brunel University
2020 UCLA
2018 UCLA
2018 Florida State University
2016 Kyoto University
2016 University of California, Berkeley
2014 University of Waterloo
2014 Columbia University
2013 Duke University
2013 University of Michigan
2013 University of Colorado-Boulder
2012 Harvard Business School
2011 Tilburg University
2011 New York University
2011 Tufts University
2010 University of Minnesota
2010 Harvard University
2010 Northeast Marketing Conference
2010 UCLA
2010 MIT
2009 Yale University
2009 University of Chicago
2008 University of Michigan
2008 University of Miami
2008 Yale University

Public Lectures/Workshops

- 2021 Association of National Advertisers
- 2021 Business Analytics Symposium
- 2021 Meredith Corporation
- 2021 Frisch High School
- 2020 Cognitive Science Community talk
- 2018 Ann Arbor District Library talk

TEACHING & MENTORSHIP

Courses

- Introduction to Social Psychology (Undergraduate)
- Evolutionary Social Psychology (Undergraduate)
- Psychology of Infection (Undergraduate)
- Culture & Evolution (Undergraduate)
- Research Methods (Undergraduate)
- Advanced Social Psychology (Doctoral)
- Consumer Psychology (Doctoral)
- Evolutionary Psychology (Doctoral)
- Applied Seminar in Experimental Research (Doctoral; business school)
- Consumer Behavior (Doctoral; business school)
- Consumer Behavior (MBA)

Postdoctoral Advising

- Oliver Sng, 2016-2019 (currently Psychology faculty at University of California, Irvine)
- Ann Kronrod, 2010-2012 (currently Marketing faculty at University of Massachusetts, Lowell)

Student Committees

Graduate Advisees (Primary)

- Current Kaelyn Sabree
- Current Savannah Adams
- 2018-2024 Soyeon Choi
- 2018-2023 Wilson Merrell
- 2015-2020 Iris Wang
- 2015-2020 Nicholas Michalak

Dissertation Committees

- 2024 Jin Sung, Marketing
- 2024 Soyeon Choi, Psychology (Chair)
- 2023 Wilson Merrell, Psychology (Chair)
- 2022 Qinggang Yu, Psychology (Co-chair)
- 2022 Timothy Doering, Marketing

2021 Steven Shaw, Marketing
2021 Cristina Salvador, Psychology
2020 Iris Wang, Psychology (Chair)
2020 Nicholas Michalak, Psychology (Chair)
2020 Tingting Liu, Psychology
2020 Rebecca Chae, Marketing

Undergraduate Honors Students

2024 Ginger Blodgett (Advisor)
2022 Ariella Kushner (Advisor)
2021 Sarah Payne (Advisor)
2021 Alyssa Chua (Co-advisor)
2020 Alexandra Wormley (Advisor)
2020 Giselle Uwera (Co-advisor)
2018 Janet Youkyung Kim (Advisor)
2018 Elizabeth Hinckley (Co-advisor)
2017 Shyryn Borgol (Advisor)
2017 Isabel Osgood (Advisor)
2017 Natalie Nagpal (Advisor)
2017 Blaire Crockett (Co-advisor)
2016 Rachel Wehrly (Co-advisor)
2015 Alexandra Wilt (Co-advisor)
2015 Alyssa Tender (Co-advisor)

PROFESSIONAL SERVICE

Leadership

2022 – now Co-Director, Evolution and Human Adaptation Program
2019 – 2022 Convention Committee, Society for Personality and Social Psychology.
Organizer: Early Career event, Out of the Lab interviews, Legacy Award
symposium
2019 Organizer, Evolution and Human Adaptation Program Seminar Series
2017 Co-Organizer, Jaffe Symposium on Security and Scarcity
2015 Instructor, SPSP Summer Institute in Social and Personality Psychology
2015 Co-Chair, Interdisciplinary Science of Consumption Meeting
2015 Organizer, Research Center for Group Dynamics Seminar Series

Associate Editor

2021 – 2024 *Personality and Social Psychology Bulletin*

Editorial Board

2014 – 2018 *Journal of Personality and Social Psychology: IRGP*
2012 – 2015 *Journal of Experimental Social Psychology*

Grant Reviewer

National Science Foundation
Riksbankens Jubileumsfond
MICHR Postdoctoral Translational Scholars Program

Conference Reviewer

Society for Personality and Social Psychology
Association for Consumer Research
Society for Consumer Psychology

Ad Hoc Reviewer

American Psychologist
Basic and Applied Social Psychology
Brain, Behavior, and Immunity
Clinical Psychological Science
Current Directions in Psychological Science
Current Research in Ecological and Social Psychology
Emotion
European Journal of Social Psychology
European Psychologist
Evolution and Human Behavior
Evolutionary Behavioral Sciences
Evolutionary Psychology
Evolutionary Psychological Science
Frontiers in Psychology
Group Dynamics: Theory, Research, and Practice
Health Psychology
Human Nature
International Journal of Psychology
Journal of Consumer Psychology
Journal of Consumer Research
Journal of Experimental Psychology: General
Journal of Experimental Social Psychology
Journal of Marketing Research
Journal of Personality and Social Psychology
Motivation Science
Personal Relationships
Personality and Individual Differences
Personality and Social Psychology Bulletin
Personality and Social Psychology Review
Perspectives on Psychological Science
Philosophical Transactions of the Royal Society B
Physiology & Behavior
PLOS One
Proceedings of the National Academy of Sciences
Psychological Review
Psychological Science
Psychonomic Bulletin & Review
Research in Consumer Behavior
Scandinavian Journal of Psychology
Social and Personality Psychology Compass
Social Psychological and Personality Science

University of Michigan Service

Social Area
2024 Chair, Faculty Search Committee
2023, 2024 Chair, Culture Committee
2022 – 2023 Chair, Industry/Alt-ac Committee
2018 – 2021 Chair, Graduate Admissions Committee
2014 – 2022 Graduate Admissions Committee
2016, 2018 Coordinator, Brown Bag Seminar Series
2017 LSA Collegiate Postdoctoral Fellowship Program Committee
2015, 2018 Award Committees

Departmental

2024 Tenure Review Panel
2024 – 2025 Augmented Executive Committee
2022 – 2024 Diversity Committee
2023 Third-year Faculty Review Committee (chair)
2022 – 2023 Augmented Executive Committee
2022 LEO Major Review Committee
2020 – 2021 Augmented Executive Committee

2019	Tenure Review Panel
2018 – 2020	Student Academic Affairs Committee
2016 – 2017	Executive Committee
2016	LEO Major Review Committee (chair)
2016	LEO Major Review Committee
2015 – 2016	Student Academic Affairs Committee

University

2021 – 2024	Secretary of the University Advisory Committee
2020 – 2021	ADVANCE Launch Committee
2018 – now	Steering Committee, Evolution and Human Adaptation Program
2018 – now	Executive Committee, Research Center for Group Dynamics
2018 – 2019	Governance Committee, Minor in Entrepreneurship
2018	Review Committee, MICHR Postdoctoral Translational Scholars Program

External Service

2021– 2026	External Advisory Board member, The Center for Evolutionary Psychological Science, Oakland University
2019 – now	External Advisory Board member, Oklahoma Center for Evolutionary Analysis
2017, 2018	Mentor, Graduate student mentor lunch, Society for Personality and Social Psychology
2013	Expert Curator, Association for Consumer Research Conference (Embodied Cognition; Sensory Marketing and Perception)

Professional Memberships

Association for Psychological Science (APS)
Society for Experimental Social Psychology (SESP)
Society for Personality and Social Psychology (SPSP)
Human Behavior and Evolution Society (HBES)

SELECTED MEDIA COVERAGE

Associated Press, New York Times, Washington Post, Wall Street Journal, Chicago Tribune, USA Today, Boston Globe, Guardian, Telegraph, National Public Radio, CTV, ABC News, CBS News, Fox News, MSNBC.com, CNBC, MSN Money, The Atlantic, Time, Money, National Geographic, Wired Magazine, Discovery News, Scientific American, U.S. News & World Report, Forbes.com, Daily Beast, Science Daily, Science Magazine, Huffington Post, AARP, Psychology Today