**Curriculum Vita**

**Daniel Balliet**

VU University

Social and Organizational Psychology Department

Boechorststraat 1

1081 BT, Amsterdam, Netherlands

Email: [d.p.balliet@vu.nl](mailto:d.p.balliet@vu.nl)

**EDUCATION**

Ph.D. 2007 Experimental Psychology, Washington State University

M.A. 2004 Experimental Psychology, Humboldt State University, distinction

B.A. 1999 Psychology & Criminal Justice, University of Wisconsin-Platteville

**ACADEMIC APPOINTMENTS**

2013 to present Associate Professor, VU University, Amsterdam (Tenured)

2010 to 2013 Assistant Professor, VU University, Amsterdam

2007 to 2010 Assistant Professor, Singapore Management University

**PEER-REVIEWED JOURNAL PUBLICATIONS**

De Dreu, C. K. W. & Balliet, D. Intergroup competition may not be needed for shaping group cooperation and cultural group selection [commentary]. *Behavioral and Brain Sciences*.

Balliet, D., Wu, J., & De Dreu, C. K. W. (2014). In-group favoritism in cooperation: A meta-analysis. *Psychological Bulletin, 140,* 1556-1581.

Li, N. P., Yong, J. C., Tov, W., Sng, O., Fletcher, G. J. O., Valentine, K. A., Fann, J., & Balliet, D. (2013). Mate preferences do predict attraction and choices in the early stages of mate selection.  *Journal of Personality and Social Psychology, 105,* 757-776*.*

Balliet, D., & Van Lange, P. A. M. (2013). Trust, conflict, and cooperation: A meta-analysis. *Psychological Bulletin, 139,* 1090-1112.

Balliet, D., & Van Lange, P. A. M. (2013). Trust, punishment and cooperation across 18 societies: A Meta-analysis. *Perspectives on Psychological Science, 8,* 363-379.

Balliet, D., & Ferris, D. L. (2013). Ostracism and prosocial behavior: A social dilemma analysis. *Organizational Behavior and Human Decision Processes, 120,* 298-308.

Balliet, D., & Pronk, T. M. (2013). Personality, self-control, and welfare-tradeoff ratios for revenge and forgiveness [Commentary]. *Behavioral and Brain Sciences, 36,* 16-17.

Joireman, J., Shaffer, M., Balliet, D., & Strathman, A. (2012). Promotion orientation explains why future-oriented people exercise and eat healthy: Evidence from the two-factor consideration of future consequences-14 scale. *Personality and Social Psychology Bulletin, 38,* 1272-1287.

Van Lange, P. A. M., Balliet, D., & Ijzerman, H. (2012). What We Need is Theory (and Meta-Analysis) to Bridge the Gap between the Lab and the Wild Life [Commentary]. *Behavioral and Brain Sciences*, *35*, 41-41.

Balliet, D., Li, N. P., Macfarlan, S. J., & Van Vugt, M. (2011). Sex differences in cooperation: A meta-analytic review of social dilemmas. *Psychological Bulletin*, *137*, 881-909.

Balliet, D., Li, N. P., & Joireman, J. (2011). Relating trait self-control and forgiveness among prosocials and proselfs: A test of compensatory and synergistic models. *Journal of Personality and Social Psychology*, *101*, 1090-1109.

Balliet, D., Mulder, L. B., & Van Lange, P.A.M. (2011). Reward, punishment, and cooperation: A meta-analysis. *Psychological Bulletin*, *137*, 594-615.

Van Lange, P. A. M., Schippers, M., & Balliet, D. (2011). Who volunteers in psychology experiments? A study of prosocial motivation in volunteering. *Personality and Individual Differences*, *51*, 279-284.

Li, N. P., Patel, L., Balliet, D., Tov, W., & Scollon, C. (2011). The incompatibility of materialism and wanting children: Psychological insights into the fertility discrepancy between modern countries. *Social Indicators, 101,* 391-404.

Balliet, D., & Joireman, J. (2010). Ego depletion reduces proselfs’ concern with the well-being of others. *Group Processes and Intergroup Relations, 13,* 227-239.

Balliet, D. (2010). Communication and cooperation in social dilemmas: A meta-analytic review. *Journal of Conflict Resolution, 54,* 39-57.

Balliet, D. (2010). Conscientiousness and forgivingness: A meta-analysis. *Personality and Individual Differences, 48,* 259-263.

Li, N. P., & Balliet, D. (2009). Emotional expression of capacity and trustworthiness in humor and in social dilemmas [Commentary]. *Behavioral and Brain Sciences, 32,* 396-397.

Balliet, D., Parks, C., & Joireman, J. (2009). Social value orientation and cooperation in social dilemmas: A meta-analysis. *Group Processes and Intergroup Relations, 12,* 533-547.

Balliet, D., Joireman, J., Daniels, D., & George-Falvy, J. (2008). Empathy and the

Schwartz value system: A test of an integrated hypothesis. *Individual Differences Research*, *6*, 269-279.

Joireman, J., Balliet, D., Sprott, D., Spangenberg, E., & Schultz, J. (2008). Ego

depletion, consideration of future consequences, and decision-making preferences: Implications for the self-regulation of behavior. *Personality and Individual Differences*, *45,* 15-21

**BOOK CHAPTERS**

De Dreu, C. K. W., Balliet, D. P., & Halevy, N. (2014). Parochial cooperation in humans: Forms and functions of self-sacrifice in intergroup conflict. In A. Elliot (Ed.), *Advances in Motivational Science* (vol. 1, pp 1—47). New York: Elsevier.

Balliet, D., & Van Lange, P. A. M. (2014). How (and when) reward and punishment promote cooperation: An interdependence theoretical perspective. In P. A. M. Van Lange, B. Rockenback, & T. Yamagishi (Eds.). *Social dilemmas: New perspectives on reward and punishment*. New York: Oxford University Press.

Van Lange, P. A. M., & Balliet, D. Interdependence theory. (2014). J. A. Simpson, & J. F. Dovidio (Eds.). *APA handbook of personality and social psychology: Interpersonal processes and intergroup relations (Volume 2)*. New York: APA Books.

Balliet, D. (2010). e-Research collaboration and the free-rider problem: Communication solutions to social dilemmas in computer mediated research collaborations. M. Anandarajan & A. Anandarajan (Eds.). *e-Research collaboration: Theory, techniques, and challenges* (pp. 277-288). Berlin, Germany: Springer-Verlag.

### Joireman, J., Strathman, A., & Balliet, D. (2006). Considering future consequences: An integrative model. In L.J. Sanna, & E.C. Chang, (Eds.). *Judgments over time*: *The interplay of thoughts, feelings, and behavior* (pp. 82-99)*.* New York: Oxford University Press.

**BOOKS**

Van Lange, P. A. M., Balliet, D., Parks, C., & Van Vugt, M. (2014). *Social Dilemmas: Understanding the Psychology of Human Cooperation*. New York: Oxford University Press.

**INVITED TALKS AND SYMPOSIUMS**

Balliet, D. (2013). *In-group favoritism in cooperation*. To be presented at Tilburg University, the Netherlands, November, 2013.

Evans, A., & Balliet, D. (2013). Symposium Co-Chair. *Interdisciplinary perspectives on trust*. Society of Personality and Social Psychology conferences, New Orleans, January, 2013.

Balliet, D. (2011). Symposium Chair. *Psychological and economic perspectives on human cooperation*. Society of Experimental Social Psychology conferene, Washington D.C., October, 2011.

Balliet, D. (2011). *Sex Differences in Cooperation.* Presented at the Department of Human Resource Management and Organizational Behavior, University of Groningen, the Netherlands, September, 2011.

Balliet, D. (2008). *Consideration of future consequences and self control: Implications*

*for health behaviors.* Invited talk to the Health Promotion Board, Singapore: March, 2008.

Balliet, D. (2008). *Consideration of future consequences, self-control, and temporal*

*discounting.* Invited talk to the National Health Care Group, Singapore: January, 2008.

**CONFERENCE PRESENTATIONS**

Balliet, D., Wu, J., & De Dreu, C. K. W. (2015). *In-group favoritism in cooperation: A meta-analysis*. To be presented at the 16th International Conference of Social Dilemmas, Hong Kong, June 2015.

Balliet, D., Tybur, J. M., & Van Lange, P. A. M. (2015). *Functional Interdependence Theory.* International Conference of Psychological Science, Amsterdam, Netherlands, March 2015.

Balliet, D., Wu, J., & De Dreu, C. K. W. (2015). *In-group favoritism in cooperation: A meta-analysis*. International Conference of Psychological Science, Amsterdam, Netherlands, March 2015.

Pletzer, J.L., Balliet, D.P., & Voelpel, S.C. (2014). *Social Value Orientation and Expectations of Cooperation in Social Dilemmas: A Meta Analysis*. The Second European Conference on Data Analysis, Bremen, Germany, July 2014.

Wu, J., Balliet, D., & Van Lange, P. A. M. (2014). [*Inducing Generosity among Proselfs versus Prosocials: Cues of Gossip and Strategic Reputation Building.*](file:///\\pfile004\Home03$\d\b\t\dbt370\Documents\My%20Documents\resume\Inducing%20Generosity%20among%20Proselfs%20versus%20Prosocials:%20Cues%20of%20Gossip%20and%20Strategic%20Reputation%20Building) To be presented at the European Association of Social Psychology, Amsterdam, Netherlands, July, 2014.

Balliet, D., Wu, J., & De Dreu, C. K. W. (2014). *In-group favoritism in cooperative decision making: A meta-analysis*. To be presented at the European Association of Social Psychology, Amsterdam, Netherlands, July, 2014.

Balliet, D., & Van Lange, P. A. M. (2013). *Trust, conflict and cooperation: A meta-analysis.* 15th International Conference on Social Dilemmas, Zurich, Switzerland, 2013.

Wu, J., Balliet, D., & Van Lange, P. A. M. (2013*). Gossip-based generosity and percieved trustworthiness*. 15th International Conference on Social Dilemmas, Zurich, Switzerland, 2013.

Balliet, D., & Van Lange, P. A. M. (2013). *Trust, conflict, and cooperation: A meta-analysis.* 9th European Spring Conference for Social Psychology, St. Moritz, CH, March, 2013.

Balliet, D., & Van Lange, P. A. M. (2013). *Trust, punishment and cooperation across 18 societies*. Society of Personality and Social Psychology, New Orleans, January, 2013.

Balliet, D., & Ferris, D. L. (2012). *Ostracism and prosocial behavior: A social dilemma perspective.* Annual Meeting of the Administrative Sciences Association of Canada, St. John’s, CA, June, 2012.

Balliet, D. (2011). *Incentives, trust, and cooperation: A meta-analytic review of social dilemmas*. Society of Experimental Social Psychology conference, Washington D.C., October, 2011.

Balliet, D., Mulder, L., & Van Lange, P. A. M. (2011). *Rewards, punishment, and cooperation: A meta-anlysis*. European Association of Social Psychology, Stockholm, Sweden, July, 2011.

Ten Holt, J., Van Lange, P. A. M., Ijzerman, H., & Balliet, D. (2011). *The babyfaced effect: Not so generalized after all*. Human Behavior and Evolution Society, Montpelliar, France, June, 2011.

Balliet, D., & MacFarlan, S. J. (2010). *An evolutionary perspective on sex differences in experimental trust games: A meta-analytic review*. Human Behavior and Evolution Society, Portland, OR: May, 2010.

Balliet, D., Li, N. P., & Macfarlan, S. J. (2010). *Sex differences in cooperation: A meta-analysis of social dilemmas*. Human Behavior and Evolution Society, Portland, OR: May, 2010.

Balliet, D., Parks, C., & Joireman, J. (2009). *Social value orientation and cooperation in social dilemmas*. 13th International Conference on Social Dilemmas, Kyoto, Japan: August, 2009

Balliet, D., Zhan, S., & Tan, S. (2009). *Forgivingness and self-control*. Association of

Psychological Science, San Francisco, CA: May, 2009.

Balliet, D. (2008). *Social value orientation, strong versus weak situations, and*

*cooperation: A meta-analysis.* Association of Psychological Science, Chicago: May, 2008.

Balliet, D. (2007). *Social value orientation, self-control, and moral behavior in social dilemmas*. Knowledge, Creativity, and Transformations of Societies, Vienna, Austria: December, 2007.

Joireman J., & Balliet D. (2007). *Prosocials vs. proselfs: Who is stronger at self-control?*

12th Annual Social Dilemmas Conference, Seattle, WA: July, 2007.

Balliet D., & Joireman J. (2007). *Does temporal distance of a social dilemma impact*

*decision making in the dilemma?* 12th Annual Social Dilemmas Conference, Seattle, WA: July, 2007*.*

Balliet, D., Joireman, J., & Joyce, A. (2007). *You think I’m selfish now?: Just wait till I’m depleted*. American Psychological Society Conference at Washington D.C.: May, 2007.

Balliet, D. (2007). *The problems and pitfalls of null hypothesis significance testing*. Northwest Anthropology Conference, Pullman, WA: March, 2007.

Balliet, D. (2006). *Methodological issues in testing evolved psychological mechanisms*. Northwestern Anthropology Conference, Seattle, WA: March, 2006.

Balliet, D., Joireman, J.,Sprott, D., & Spangenberg, E. (2006). *Ego depletion, consideration of future consequences, and decision-making preferences: Implications for the self-regulation of behavior.* Society of Personality and Social Psychology Conference, Palm Springs, CA: January, 2006.

Balliet, D., Joireman, J.,Sprott, D., & Spangenberg, E. (2005). *Ego depletion, future orientation, and preference for certain vs. probabilistic outcomes.* Western Psychological Association Conference, Portland, OR: April, 2005.

Balliet, D., & Gold, G. (2005). *Perspective-taking, level of action construal, and altruistic motivation.* Society of Personality and Social Psychology Conference, New Orleans, LA: January, 2005.

Joireman, J., & Balliet, D. (2005). *Ego-depletion, consideration of future consequences, and discounting of delayed rewards,* Association of Research in Personality Conference, New Orleans, LA: January, 2005.

Easley, D, Balliet, D., & Gold, G.P. (2004). *Frontal lobe activity in predictive mindsets*, Western Psychological Association Conference, Phoenix, AZ: May, 2004.

Balliet, D., Malkimus, S., & Gold, G. J. (2004). *Perspective-taking and level of action construal*, Western Psychological Association Conference, Phoenix, AZ: May, 2004.

Balliet, D., Burcell, S., & Elizaga, A.(2004)*. Education and learning styles*, Educational Summit, Humboldt State University, Arcata, CA: February, 2004.

Davis, J., Estepa, A., Balliet, D., & Gold G. (2003)*. Gender and Forgiveness*, Western Psychological Association Conference, Vancouver, Canada: May, 2003.

**CONFERENCES ORGANIZED**

*14th International Conference of Social Dilemmas*. Organized with Paul A. M. Van Lange, Mark Van Vugt, and Erik Van Dijk, July 6-10, Amsterdam, Netherlands.

**INVITED WORKSHOPS**

*Biological Markets and Social Dilemmas*, Hosted by Ronald Noe & Mark Van Vugt, Leiden, the Netherlands, January 16-20, 2012.

*Neuro-Psychological and Socio-Institutional Foundations of Prosocial Behavior*. Hosted by Toshio Yamagishi, Tokyo, Japan, January 30-31, 2012.

**GRANTS**

ERC Starting Grant (2015-2020): 1,500,000 Euro (1,735,800 USD)

Faculty Research Grant, SMU (2009-2010): 21,018 SGD (17,172 USD)

Faculty Research Grant, SMU (2008-2009): 19,631 SGD (16,038 USD)

Faculty Research Grant, SMU (2007-2008): 33,531 SGD (27,394 USD)

**AWARDS**

*Best Researcher Award* (2012), Social and Organizational Psychology Department, VU University Amsterdam.

*Best Paper Award* (2012), for Balliet, D., & Ferris, D. L. (2013). Ostracism and prosocial behavior: A social dilemma analysis. At the Annual Meeting of the Administrative Sciences Association of Canada.

**GRADUATE STUDENTS**

PhD Students

Junhui Wu (PhD. expected 2016)

Fabiola Gerpott (PhD. expected 2017)

Jan Luca Pletzer (PhD. expected 2017)

Stijn Peperkoorn (PhD. Expected 2019)

**COURSES TAUGHT**

Introduction to Psychology

Motivation

Social Psychology

History of Psychology

Human Cooperation

Psychology of Individual Differences

Management and Organizational Psychology

Conflict and Cooperation

Writing and Presenting Scientific Research

**UNIVERSITY SERVICE**

2014-present, Director of the Research Master in Social Psychology

2013-present, Williams James Graduate School Education Committee

2013-2014, Committee for the best paper award, Kurt Lewin Institute

2010-2014, Faculty and Department Colloquia Organizer, VU University

2008-2009, Subject Pool Coordinator, SMU

2004-2006, Writing Tutor, WSU

2002-2004, Team Leader, Western Psychological Association Student Counsel

**SOCIETY MEMBERSHIPS**

Society of Experimental Social Psychology

Society of Personality and Social Psychology

Association of Psychological Science

Human Behavior and Evolution Society

European Association of Experimental Social Psychology

Social Psychology Network

Kurt Lewin Institute

**PROFESSIONAL SERVICE**

Editorial Board Member for the following journals:

*Psychological Science* (2012 – to present)

*Organizational Behavior and Human Decision Processes* (2013 – to present)

Ad hoc reviewer for the following funding agencies:

*Research Foundation Fladers*

Ad hoc reviewer for the following conference programs:

*16th International Conference of Social Dilemmas, Hong Kong*

*European Association of Social Psychology 2014 General Meeting, Amsterdam, NL*

*15th International Conference of Social Dilemmas, Zurich, CH*

PhD. Dissertation Committees:

*Christiane Anna Lena Horstmeier (VU University Amsterdam)*

*Arzu Aydilini (Tilburg University)*

Ad hoc reviewer for the following journals:

*Aggressive Behavior*

*Basic and Applied Social Psychology*

*Behavioral Processes*

*Behavioral Sciences*

*British Journal of Social Psychology*

*Cognitive Science*

*Cultural Diversity and Ethnic Minority Psych.*

*Environment and Behavior*

*European Journal of Personality*

*European Psychologist*

*European J. of Psychology of Education*

*European Journal of Social Psychology*

*European Journal of Work & Org. Psychology*

*Evolution and Human Behavior*

*Frontiers in Cognition*

*Frontiers in Emotion Sciences*

*Group Dynamics: Theory, Research, Practice*

*Group Processes and Intergroup Relations*

*International J. of Human-Computer Studies*

*International Journal of Conflict Management International Journal of Psychology*

*International Journal of the Commons*

*Journal of Applied Social Psychology*

*Journal of Behavioral Decision Making*

*Journal of Conflict Resolution*

*Journal of Economic Behavior and Org.*

*Journal of Economic Psychology*

*Journal of Experimental Psychology: General*

*Journal of Experimental Social Psychology*

*Journal of Personality and Social Psychology*

*Journal of Research in Personality*

*Journal of Social and Clinical Psychology*

*Journal of Social and Personal Relationships*

*Journal of Social Psychology*

*Judgment and Decision Making*

*Management Research Review*

*Management Science*

*Motivation and Emotion*

*Org. Behavior and Human Decision Processes*

*Personality and Individual Differences*

*Personality and Social Psychology Bulletin*

*Personality and Social Psychology Review*

*PLOS ONE*

*Public Administration Review*

*Psychological Bulletin*

*Psychological Science*

*Psychonomic Bulletin & Review*

*Rationality and Society*

*Social Cognition*

*Social Influence*

*Social Justice Research*

*Social Neuroscience*

*Social Psychological and Personality Science*

*Social Psychology Quarterly*

*Sociological Quarterly*