**Curriculum Vita**

**Daniel Balliet**

VU University

Social and Organizational Psychology Department

Boechorststraat 1

1081 BT, Amsterdam, Netherlands

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**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**

Pletzer, J. L., Balliet, D. P., Joireman, J., Kuhlman, D. M., Voelpel, S. & Van Lange, P. A. M. (in press). Social value orientation, expectations, and cooperation: A meta-analysis. European Journal of Personality.

Gerpott, F. H., Balliet, D., Columbus, S., Molho, C., & De Vries, R. E. (in press). How Do People Think About Interdependence? A Multidimensional Model of Subjective Outcome Interdependence. *Journal of Personality and Social Psychology.*

Balliet, D., Tybur, J. M., Wu, J., Antonellis, C., & Van Lange, P. A. M. (in press). Political ideology, trust, and cooperation: In-group favoritism among republicans and democrats during a U.S. national election. *Journal of Conflict Resolution*.

Romano, A., Balliet, D., Yamagishi, T., & Liu, J. H. (2017). Parochial Trust and Cooperation Across 17 Societies. *Proceedings of the National Academy of Sciences, 114*, 12702-12707.

Romano, A., & Balliet, D. (2017). Reciprocity outperforms conformity to promote cooperation. Psychological Science, *28*, 1490-1502.

Wu, J., Balliet, D., Tybur, J., Arai, S., Van Lange, P. A. M., & Yamagishi, T. (2017). Life history strategy and human cooperation in economic games. *Evolution and Human Behavior*, *38*, 496-505.

Romano, A., Balliet, D., & Wu, J. (2017). Unbounded Indirect Reciprocity: Is Reputation-Based Cooperation Bounded by Group Membership? *Journal of Experimental Social Psychology, 71,* 59-67.

Molho, C., Tybur, J.M., Güler, E., Balliet. D., & Hofmann, W. (2017). Disgust and anger relate to different aggressive responses to moral violations. Psychological Science, 28, 609-619.

Balliet, D., Tybur, J. M., & Van Lange, P. A. M. (2017). Functional interdependence theory: An evolutionary account of social situations. *Personality and Social Psychology Review*, *21*, 361-388.

Wu., J., Balliet, D., & Van Lange, P. A. M. (2016). Reputation, gossip, and human cooperation. *Social and Personality Psychology Compass, 10,* 350-364.

Wu., J., Balliet, D., & Van Lange, P. A. M. (2016). Reputation management: Why and how gossip enhances generosity. *Evolution and Human Behavior*, *37*, 193-201.

Wu, J., Balliet, D., & Van Lange, P. A. M. (2016). Gossip Versus Punishment: The Efficiency of Reputation to Promote and Maintain Cooperation. *Scientific Reports*, *6*, 23919.

De Dreu, C. K. W. & Balliet, D. (2016). Intergroup competition may not be needed for shaping group cooperation and cultural group selection [commentary]. *Behavioral and Brain Sciences*, *39*, 24-25.

Wu., J., Balliet, D., & Van Lange, P. A. M. (2015). When Does Gossip Promote Generosity? Indirect Reciprocity Under the Shadow of the Future. *Social Psychological and Personality Science*, *6*, 923-930.

Righetti, F.\*, Balliet, D.\*, Visserman, M., & Hofmann, W. (2015). Trust and the suppression of emotions during sacrifice in close relationships. *Social Cognition*. *33*, 505-519. \*equally share first authorship

Balliet, D., & Righetti, F. (2015). On developing the study of social situations [commentary]. *European Journal of Personality*, *29*, 383-385.

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**

Tybur, J. M., Molho, C., & Balliet, D. (in press). Moralized disgust versus disgusting immorality: An adaptationist perspective. In Strohminger, N., & Kumar, V. (Eds.) *The Moral Psychology of Disgust*.

Molho, C., & Balliet, D. (in press). Navigating interdependent social situations. In. D. Funder, J. Rauthmann, & R. Sherman (Eds.). *The Oxford Handbook of Psychological Situations*. New York: Oxford University Press.

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. (2018). *Interdependence in Daily Life.* Association for Psychological Science. San Francisco, May, 2018.

Balliet, D. (2017). *Interdependent inferences and cooperation*. University of East Anglia, Norwich, England, May, 2017.

Balliet, D. (2017). *Interdependent inferences and cooperation*. University of Amsterdam, Amsterdam, the Netherlands, April, 2017.

Balliet, D. (2017). *Indirect reciprocity, cheating, and cooperation*. Arizona State University, Tempe, AZ, February, 2017.

Balliet, D. (2016). *Interdependent inferences and cooperation*. Utrecht University, the Netherlands, December, 2016.

Balliet, D. (2016). *Interdependent inferences and cooperation*. Leiden University, the Netherlands, November, 2016.

Balliet, D. (2013). *In-group favoritism in cooperation*. 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**

Association of Psychological Science

Association of Research in Personality

European Association of Social Psychology

European Spring Conference for Social Psychology

Human Behavior and Evolution Society

International Conference of Psychological Science

International Conference on Social Dilemmas

Kurt Lewin Institute Conference

Society of Experimental Social Psychology

Society of Personality and Social Psychology

**CONFERENCES ORGANIZED**

*Kurt Lewin Institute Conference.* Program committee chaired by Katherine Stroebe. To be April, 2016, the Netherlands.

*17th International Conference on Social Dilemmas.* Organized with Nancy Buchan, Angelo Romano, Catherine Molho, Stijn Peperkoorn, Junhui Wu, and Paul A. M. Van Lange. To be June 2017, Sicily, Italy.

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

**INVITED WORKSHOPS**

*Cooperation Databank.* Hosted by Daniel Balliet & the Amsterdam Cooperation lab, June 19, 2017.

*Fitness Interdependence and Cooperation.* Hosted by Athena Aktipis & Lee Cronk, Arizon, US, February, 16-17, 2017.

*Neuro-Psychological and Socio-Institutional Foundations of Prosocial Behavior II*. Hosted by Toshio Yamagishi, Zhuhai, China, June 26-29, 2015.

*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 I*. 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.

**PhD STUDENTS**

Graduated Students

Junhui Wu (PhD. 2016, Cum Laude)

Current Students

Jan Luca Pletzer (PhD. expected 2018)

Angelo Romano (PhD. Expected 2018)

Stijn Peperkoorn (PhD. Expected 2019)

Catherine Molho (PhD. Expected 2019)

Simon Columbus (PhD. Expected 2020)

Flore Bridoux (PhD. Expected 2020)

**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**

**UNIVERSITY SERVICE**

2014-2015, 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

**SOCIETY MEMBERSHIPS**

Society of Experimental Social Psychology (Fellow)

Association of Psychological Science (Fellow)

Society of Personality and Social Psychology

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)

*Journal of Personality and Social Psychology* (2018 onwards)

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

*Journal of Experimental Social Psychology* (2016 – to present)

**Scientific Advisory Board:**

*Human Generosity Project* (2018 onwards)

**Ad hoc reviewer for the following funding agencies:**

*Research Foundation Fladers*

*NWO*

*The German Israeli Foundation for Scientific Research and Development*

**Ad hoc reviewer for the following conference programs:**

*17th International Conference on Social Dilemmas, Sicily, Italy*

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

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

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

**PhD. Dissertation Committees:**

*Katarzyna Ewa Kubacka (VU University Amsterdam)*

*Jeffery Dirks (VU University Amsterdam)*

*Christiane Anna Lena Horstmeier (VU University Amsterdam)*

*Arzu Aydilini (Tilburg University)*

*Samantha Guyan (Washington State University)*

*Jannett Van Beek* *(Wageningen University)*

**Ad hoc reviewer for the following journals:**

*Aggressive Behavior*

*American Journal of Political Science*

*American Political Science Review*

*Basic and Applied Social Psychology*

*Behavioral Ecology and Sociobiology*

*Behavioral Processes*

*Behavioral Sciences*

*British Journal of Social Psychology*

*Cognitive Science*

*Cultural Diversity and Ethnic Minority Psych.*

*Developmental Psychology*

*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 Cognitive Psychology*

*Journal of Conflict Resolution*

*Journal of Cross-Cultural Psychology*

*Journal of Economic Behavior and Org.*

*Journal of Economic Psychology*

*Journal of Environmental Psychology*

*Journal of Experimental Psychology: General*

*Journal of Personality Assessment*

*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*

*Journal of the Royal Statistical Society*

*Judgment and Decision Making*

*Management Research Review*

*Management Science*

*Motivation and Emotion*

*Nature Communications*

*Org. Behavior and Human Decision Processes*

*Personality and Individual Differences*

*Personality and Social Psychology Bulletin*

*Personality and Social Psychology Review*

*PLOS ONE*

*PNAS*

*Public Administration Review*

*Proceedings of the Royal Society B*

*Psychological Bulletin*

*Psychological Science*

*Psychonomic Bulletin & Review*

*Rationality and Society*

*Scientific Reports*

*Social Cognition*

*Social Influence*

*Social Justice Research*

*Social Neuroscience*

*Social Psychological and Personality Science*

*Social Psychology*

*Social Psychology Quarterly*

*Sociological Quarterly*

*The Social Science Journal*