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**Nalini Ambady**

Professor, Neubauer Faculty Fellow  
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**GRADUATE EDUCATION**

Ph.D. Social Psychology, Harvard University, Cambridge, MA, 1991  
M.A. Psychology, College of William and Mary, Williamsburg, VA, 1985

**ACADEMIC APPOINTMENTS**

Professor, Neubauer Faculty Fellow, Department of Psychology, Tufts University  
Medford, MA 02155, 2004-present  
John and Ruth Hazel Associate Professor of the Social Sciences, Department of  
Psychology, Harvard University, Cambridge, MA, 1999-2003  
Assistant Professor, Department of Psychology, Harvard University, Cambridge, MA,  
1994-1999  
Assistant Professor, Department of Psychology, Holy Cross College, Worcester, MA,  
1993-1994  
Post-doctoral Fellow and Instructor, Harvard University, 1991-1993  
Assistant Senior Tutor, Mather House, Harvard University, 1987-1988  
Research Assistant, Department of Psychology, College of William and Mary, 1983-1985  
Research Associate, National Center for State Courts, May 1984-September 1984

**HONORS AND AWARDS**

Fellow, Center for Advanced Study in the Behavioral Sciences, 2009-2010  
Outstanding Faculty Contribution to Graduate Studies, Graduate Student Council Tufts  
University, 2009  
Psychology Day Speaker, Vanderbilt University, 2009  
Plenary Speaker, First Annual Meeting of the European Social Cognition Network 2,  
Warsaw, Poland, 2009 (declined)  
Northeastern Association of Graduate Schools (NAGS) Geoffrey Marshall Mentoring  
Award, 2008  
Outstanding Performance as a Faculty Mentor Award, Graduate School of Arts and  
Sciences, Tufts University, 2008  
Fellow, American Association for the Advancement of Science, Elected 2008  
Fellow, Association for Psychological Science, Elected 2008  
Fellow, American Psychological Association, Elected 2008  
Keynote Address, 19th International Congress of the International Association for Cross-  
Cultural Psychology, Bremen, Germany, 2008

Fellow, Society for Personality and Social Psychology, Elected 2007  
 Society for Consumer Psychology, Distinguished Speaker, 2007  
 Mary Hennessey Blum Lecture, University of New Hampshire, 2006  
 Frederick Howell Lewis Distinguished Lecture, American Psychological Association  
 Convention, August 2004  
 Undergraduate Distinguished Lecture, University of Massachusetts, Amherst, April 2004  
 Excellence in Mentoring Award, Graduate Student Council, Harvard University, 2000  
 Presidential Early Career Award for Scientists and Engineers (PECASE), 1998  
 National Science Foundation Faculty Early Career Development (CAREER) Award,  
 1998  
 American Association for the Advancement of Science, Behavioral Science Research  
 Prize (with Robert Rosenthal), 1993  
 APA Division 5 (Evaluation, Measurement, & Statistics) Dissertation Award, 1994  
 Undergraduate Thesis Advising: Hoopes Prizes, Harvard University, 1997, 1998, 2001,  
 2002 (advisees: B. Otuteye; D. Dudkin; E. Bianchi; S. Paik)  
 Fellow, American Psychological Association's Advanced Training Institute in Functional  
 Magnetic Resonance Imaging, Boston, June 2000  
 Certificate for Teaching Excellence, Harvard Extension School, 1992  
 Harvard University Graduate Scholarship, 1985  
 Government of India Merit Fellowship, 1982

### **PUBLICATIONS**

(\* = student or former student collaborator)

Ambady, N. (in press). Culture, brain, and behavior. To appear in Advances in Cultural Psychology, 2.

Ambady, N. & Weisbuch, M., (in press). Facial expressions: Culture and context. To appear in A. J. Calder, G. Rhodes, J. V. Haxby, & M. H. Johnson (Eds.), The Handbook of Face Perception, Oxford: Oxford University Press.

Cloutier, J., Gabrieli, J., O'Young, D., & Ambady, N. (in press). An fMRI study of violations of social expectations: When people are not who we expect them to be. Neuroimage.

Freeman, J. B.,\* Ambady, N. (in press). Hand movements reveal the time-course of shape and pigmentation processing in social categorization. Psychonomic Bulletin & Review.

Freeman, J. B.,\* Ambady, N., Midgley, K. J., & Holcomb, P. J. (in press). The real-time link between person perception and action: Brain potential evidence for dynamic continuity. Social Neuroscience.

- Gray, H.M., Ambady, N., & Ishii, K. (in press). Misery loves company: When sadness increases the desire for social connectedness. Personality and Social Psychology Bulletin.
- Gray, H. M., LaPlante, D. A., Bannon, B. L., Ambady, N., & Shaffer, H. J. (in press). Development and Validation of the Alcohol Identity Implicit Associations Test (AI-IAT). Addictive Behaviors.
- Rule, N. O., Ishii, K., & Ambady, N. (in press). Found in translation: Cross-cultural consensus in the accurate categorization of male sexual orientation. Personality and Social Psychology Bulletin.
- Rule, N. O. & Ambady, N. (in press). Face and fortune: Inferences of personality from Managing Partners' faces predict their firms' financial success. The Leadership Quarterly.
- Rule, N. O., Rosen, K. Slepian, M. L., & Ambady, N. (in press). Mating interest improves women's accuracy in judging male sexual orientation. Psychological Science.
- Toosi, N.\*, & Ambady, N. Ratings of essentialism for eight religious identities. (in press). The International Journal for the Psychology of Religion.
- Weisbuch, M., Ambady, N., Slepian, M. L.\*, Jimerson, D. C. (in press). Emotion contagion moderates the relationship between emotionally-negative families and abnormal eating behavior. International Journal of Eating Disorders.
- Ambady, N. (2011). The mind in the world: Culture and the brain. APS Observer, 24.
- Ambady, N. & Adams, R. B. Jr. (2011). Us versus them: The social neuroscience of perceiving outgroups. In A. Todorov, S. T. Fiske, & D. Prentice (Eds.), Social Neuroscience: Toward Understanding the Underpinnings of the Social Mind, (pp. 135-143). Oxford: Oxford University Press.
- Freeman, J. B.\*, & Ambady, N. (2011). When two become one: Temporally dynamic integration of the face and voice. Journal of Experimental Social Psychology, 47 (1), 259-263.
- Freeman, J. B.\*, & Ambady, N. (2011). A dynamic interactive theory of person construal. Psychological Review, 1-33. DOI: 10.1037/a0022327
- Rule, N. O., Freeman, J. B., & Ambady, N. (2011). Brain and behavior in cultural context: Insights from cognition, perception, and emotion. In S. Han & E. Poeppel (Ed's.), Culture and identity: Neural frames of social cognition (pp. 109-122). New York: Springer.

- Rule, N. O.\* & Ambady, N. (2011). Judgments of power from college yearbook photos and later career success. *Social Psychological and Personality Science*, *2*, 154-158.
- Rule, N. O., Moran, J. M., Freeman, J. B., Whitfield-Gabrieli, S., Gabrieli, J. D. E., & Ambady, N. (2011). Face value: Amygdala response reflects the validity of first impressions. *NeuroImage*, *54*, 734-741.
- Slepian, M. L.\*, Weisbuch, M., Rule, N. O.\*, & Ambady, N. (2011). Tough and tender: Embodied categorization of gender. *Psychological Science*, *22* (1), 26-28.
- Adams, R. B. Jr., Rule, N. O.\*, Franklin, R. G. Jr., Rule, N. O.\* , Freeman, J. B.\*, Kestutis , K., Hadkikani, N., Yoshikawa, S., Ambady, N. (2010). Culture influences the role of gaze in the neural processing of fear expressions: An fMRI Investigation. *Social Cognitive and Affective Neuroscience*, *5*, 340-348.
- Ambady, N. & Weisbuch, M., (2010). Nonverbal behavior. In S. T. Fiske, D.T. Gilbert & G. Lindzey (Eds.), *Handbook of Social Psychology*, 464-497.
- Ambady, N. (2010). The perils of pondering: Intuition and thin slice judgments. *Psychological Inquiry*, *21* (4), 271.
- Apfelbaum, E. P.\*, Krendl, A., & Ambady, N. (2010). Age-related decline in executive function predicts better advice-giving in uncomfortable social contexts. *Journal of Experimental Social Psychology*, *46* (6), 1074-1077.
- Apfelbaum, E. P.\*, Pauker, K.\* , Sommers, S. R. & Ambady, N. (2010). In blind pursuit of racial equality? *Psychological Science*, *21* (11), 1587-1592.
- Freeman, J. B.\* , Ambady, N. (2010). MouseTracker: Software for studying real-time mental processing using a computer mouse-tracking method. *Behavior Research Methods*, *42*, 226-241.
- Freeman, J. B.\* , Rule, N. O.\* , Adams, R. B. Jr., & Ambady, N. (2010). The neural basis of categorical face perception: Graded representations of face gender in fusiform and orbitofrontal cortices. *Cerebral Cortex*, *20*, 1314-1322.
- Freeman, J. B.\* , Ambady, N., & Holcombe, P. J. (2010). The face-sensitive N170 encodes social category information. *NeuroReport*, *21*, 24-28.
- Freeman, J. B.\* , Pauker, K.\* , Apfelbaum, E. P., & Ambady, N. (2010), Continuous dynamics in the real-time perception of race. *Journal of Experimental Social Psychology*, *46*, 179-185.

- Freeman, J. B.\*, Schiller, D., Rule, N. O.\*, & Ambady, N. (2010). The neural origins of superficial and individuated judgments about ingroup and outgroup members. Human Brain Mapping, 31, 150-159.
- Freeman, J. B.\*, Johnson, K., Ambady, N. & Rule, N. O.\* (2010). Sexual orientation perception involves gendered facial cues. Personality and Social Psychology Bulletin, 36 (10), 1318-1331.
- Krendl, A., & Ambady, N. (2010). Older adults' decoding of emotions: Role of dynamic versus static cues and age-related cognitive decline. Psychology and Aging, 25 (4), 788-793.
- Ozono, H., Watabe, M., Yoshikawa, S., Nakashima, S., Rule, N. O., Ambady, N., & Adams, R. B. (2010). What's in a smile? Cultural differences in smiling on judgments of trustworthiness. Letters on Evolutionary Behavioral Science, 1, 15-18.
- Pauker, K. B.\*, Ambady, N. & Apfelbaum, E. P.\* (2010). Race salience and essentialist thinking in racial stereotype development. Child Development, 81, 1799-1833.
- Pauker, K. B.\*, Rule, N.\*, & Ambady, N. (2010). Ambiguity and social perception. In E. Balciotis & D. Lassiter (Eds.), Social Psychology of Visual Perception (pp. 7-26).
- Rule, N. O.\*, Garrett, J. V.\*, & Ambady, N. (2010). On the accurate perception of religious group membership from faces. PLoS ONE, 5 (12), e14241.
- Rule, N. O.\* & Ambady, N. (2010). Democrats and Republicans can be differentiated from their faces. PLoS ONE, 5, 8733.
- Rule, N. O.\* & Ambady, N. (2010). First impressions of the face: Predicting success. Social and Personality Psychology Compass, 4/8, 506-516.
- Rule, N. O.\*, Ambady, N., Adams, R. B., Jr., Ozono, H., Nakashima, S., Yoshikawa, S., & Watabe, M. (2010). Polling the face: Prediction and consensus across cultures. Journal of Personality and Social Psychology, 98, 1-15.
- Rule, N. O.\*, Freeman, J. B.\*, Moran, J. M., Gabrieli, J. D. E., Adams, R. B., Jr., & Ambady, N. (2010). Voting behavior is reflected in amygdala response across cultures. Social Cognitive and Affective Neuroscience, 349-355.
- Rule, N. O.\*, Garrett, J. V.\*, & Ambady, N. (2010). Places and faces: Geographic environment influences the ingroup memory advantage. Journal of Personality and Social Psychology, 98, 343-355.

- Slepian, M. L.\*, Weisbuch, M., Rutchick, A. M., Newman, L. S. & Ambady, N. (2010), Shedding light on insight: Priming bright ideas. Journal of Experimental Social Psychology, *46*, 696-700.
- Weisbuch, M., & Ambady, N. Thin slice vision. (2010). In R. B. Adams, Jr., N. Ambady, K. Nakayama. and S. Shimojo Eds., Social Vision, (pp. 28-247), Oxford, UK: Oxford University Press.
- Weisbuch, M., Ambady, N., Clark, A.\*, Achor, S., and Veenstra-Vander Weele, J. (2010). On being consistent: The role of verbal-nonverbal consistency in first impressions. Basic and Applied Social Psychology, *32*, 3, 261.
- Weisbuch, M., Slepian, M.\*, Clark, A.\*, Ambady, N., and Veenstra-Vander Weele, J. (2010). Behavioral stability across time and situations: Nonverbal versus verbal consistency. Journal of Nonverbal Behavior, *34*, 43-56.
- Adams, R. B. Jr., Rule, N. O.\*, Franklin, R. G. Jr., Wang, E\*., Stevenson, M. T., Yoshikawa, S., Nomura, M., Soto, W, Kveraga, K., & Ambady, N. (2009). Cross-cultural reading the mind in the eyes: An fMRI Investigation. Journal of Cognitive Neuroscience, *22*, 97-108.
- Ambady, N. (2009). First impressions. In H. Reis, & S. Sprecher (Eds.), Encyclopedia of Human Relationships. Thousand Oaks, CA:Sage.
- Ambady, N. & Bharucha, J. (2009). Culture and the brain. Current Directions in Psychological Science, *18*, 342-345.
- Avery, D. R., Richeson, J.A., Hebl, M., & Ambady, N. (2009). It doesn't have to be uncomfortable: The role of behavioral scripts in interracial interactions. Journal of Applied Psychology, *94* (6), 1382-1393.
- Freeman, J. B.\*, Ambady, N. (2009). Motions of the hand expose the partial and parallel activation of stereotypes. Psychological Science, *20*, 1184-1188.
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- Freeman, J. B.\*, Rule, N. O.\*, & Ambady, N. (2009). The cultural neuroscience of social perception, Progress in Brain Research, *178*, 191-201.
- Newcombe, N. S., Ambady, N., Eccles, J., Gomez, L., Klahr, D., Linn, M., Miller. K., & Mix, K. (2009). Psychology's role in mathematics and science education. American Psychologist, *64*, 538-550.

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- Pauker, K. B.\*, Weisbuch, M., Ambady, N., Sommers, S. R., Adams, R. B. Jr., & Ivcevic, Z. (2009). Not so black and white: Memory for ambiguous group members. Journal of Personality and Social Psychology, *96*, 795-810.
- Rule, N. O.\*, Ambady, N., & Adams, R. B. Jr. (2009). Personality in perspective: Judgmental consistency across orientations of the face. Perception, *38*, 1688-1699.
- Rule, N. O.\* & Ambady, N. (2009). She's got the look: Inferences from female chief executive officers' faces predict their success. Sex Roles, *61* 644-652.
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- Rule, N. O.\*, Macrae, C. N. & Ambady, N. (2009). Ambiguous group membership is extracted automatically from faces. Psychological Science, *20*, 441-443.
- Wang, E. \*, Toosi, N. \*, & Ambady, N. (2009). Nonverbal dialects: Culture and person perception. In R.S. Wyer, C. Y. Chiu, Y.Y. Hong, & S. Shavitt, (Eds), Understanding Culture: Theory, Research and Application (pp. 289-298). NY: Psychology Press.
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- Weisbuch, M., & Ambady, N. (2009). Unspoken cultural influence: Exposure to and influence of nonverbal bias. Journal of Personality and Social Psychology, *6*, 1104-1119.
- Weisbuch, M., Pauker, K. \*, & Ambady, N. (2009). The subtle transmission of race bias via televised nonverbal behavior. Science, *326*, 1711-1714.
- Weisbuch, M., Seery, M. D., Ambady, N. & Blascovich, J. (2009). On the correspondence between physiological and nonverbal responses: Nonverbal behavior accompanying challenge and threat. Journal of Nonverbal Behavior, *33*, 141-148
- Apfelbaum, E. P. \*, Pauker, K. \*, Ambady, N., Sommers, S. R. & Norton, M. I. (2008). When Social Development Leads to Underperformance: Race and Social Categorization. Developmental Psychology, *44*, 1513-1518.

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- Freeman, J. B.\*, Ambady, N., Rule, N.\*, & Johnson, K. L. (2008). Will a category cue attract you? Motor output reveals dynamic competition across person construal. Journal of Experimental Psychology: General, *137*, 673-690.
- Rule, N. O.\* & Ambady, N. (2008). The face of success: Inferences of personality from CEO appearance predict company profits. Psychological Science, *19*, 109-111.
- Rule, N. O.\* & Ambady, N. (2008). Brief exposures: Male sexual orientation is accurately perceived at 50 ms. Journal of Experimental Social Psychology, *44*, 1100-1105.
- Rule, N. O.\* & Ambady, N. (2008). First impressions: Peeking at the neural underpinnings. In N. Ambady & J. Skowronski (Eds.) First Impressions. NY: Guilford.
- Rule, N. O.\*, Ambady, N., Adams, R. B. Jr. & Macrae, C. N. (2008). Accuracy and awareness in the perception and categorization of male sexual orientation. Journal of Personality and Social Psychology, *95*, 1019-1028.
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- Weisbuch, M., & Ambady, N. (2008). Affective divergence: Automatic responses to others' emotions depend on group membership. Journal of Personality and Social Psychology, *95*, 1063-1079
- Weisbuch, M., & Ambady, N. (2008). Nonconscious routes to building culture: Nonverbal components of socialization. Journal of Consciousness Studies, *15*, 159-183.
- Reprinted in C. Whitehead (Ed). (2008), The Origins of Consciousness in the Social World, (pp. 159-183). Exeter, UK: Imprint.
- Ambady, N., & Rule, N.\*. (2007). Thin slices of behavior. In Baumeister, R., & Vohs, K. (Eds), Encyclopedia of Social Psychology. Thousand Oaks, CA: Sage.



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- Elfenbein, H. A.\*, Polzer, J. T., & Ambady, N. (2007). Team emotion recognition accuracy and team performance. In C. E. J. Hartel, N. M. Ashkanasy, & W. J. Zerbe (Eds.), Functionality, Intentionality and Morality, Research on Emotion in Organizations, Vol. 3, Oxford, UK: Elsevier
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- Marsh, A. A.\*, Elfenbein, H. A\*., & Ambady, N. (2007). Separated by a common language: Nonverbal accents and cultural stereotypes about Americans and Australians. Journal of Cross Cultural Psychology, *38*, 284-301.
- Rule, N. O.\*, Ambady, N., Adams, R. B., Jr., & Macrae, C. N. (2007). Us and them: Memory advantages in perceptually ambiguous groups. Psychonomic Bulletin and Review, *14*, 687-692.
- Ambady, N., Krabbenhoft., M. A.\*, & Hogan, D. (2006). The 30-sec. sale: Using thin slices to evaluate sales effectiveness. Journal of Consumer Psychology, *16*, 4-13
- Chiao, J.Y.\*, Heck, H.E.\*, Nakayama, K., Ambady, N. (2006). Priming race in biracial observers affects visual search for black and white faces. Psychological Science, *17*, 387-392.
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- Steele, J.\*, & Ambady, N. (2006). “Math is hard”: The effect of gender activation on women’s attitudes. Journal of Experimental Social Psychology, *42*, 428-436.
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- La Plante, D.\*, & Ambady, N. (2000). Multiple messages: Facial recognition advantage for compound expressions. Journal of Nonverbal Behavior, *24*, 211-224.

- Pittinsky, T. L.\*, Shih, M.\*, & Ambady, N. (2000). Will a category cue affect you? Category cues, positive stereotypes, and reviewer recall for college applicants. Social Psychology of Education, 4, 53-65.
- Ambady, N., Hallahan, M., & Conner, B.\* (1999). Accuracy of judgments of sexual orientation from thin slices of behavior. Journal of Personality and Social Psychology, 77, 538-547.
- Hecht, M.\*, & Ambady, N. (1999). Nonverbal communication and psychology: Past and future. NJ Journal of Communication.
- Pittinsky, T. L.\*, Shih, M.\*, & Ambady, N. (1999). Identity Adaptiveness: Affect Across Multiple Identities. Journal of Social Issues, 55, 503-518.
- Shih, M.\*, Pittinsky, T. L.\*, & Ambady, N. (1999). Stereotype susceptibility: Identity salience and shifts in quantitative performance. Psychological Science, 10, 80-83.
- Ambady, N., & Rosenthal, R. (1998). Nonverbal Communication. In H. Friedman (Ed.), Encyclopedia of Mental Health.
- Ambady, N., & Rosenthal, R. (1997). Judging Social Behavior Using “Thin Slices”. Chance (American Statistical Association), 10, 12-18.
- Ambady, N., Koo, J., Lee, F., & Rosenthal, R. (1996). More than words: Linguistic and nonlinguistic politeness in two cultures. Journal of Personality and Social Psychology, 5, 996-1011.
- Ambady, N., Hallahan, M., & Rosenthal, R. (1995). On judging and being judged accurately in zero acquaintance situations. Journal of Personality and Social Psychology, 69, 518-529.
- Ambady, N., & Rosenthal, R. (1995). Experimenter effects. In A. S. R. Manstead and M. Hewstone (Eds.), Blackwell encyclopedia of social psychology. Oxford, England: Blackwell.
- Heatherton, T. F. & Ambady, N. (1994). Self-esteem, self-prediction, and living up to commitments. In R. F. Baumeister (Ed.), Self-esteem: The puzzle of low self-regard. New York: Plenum.
- Ambady, N., & Rosenthal, R. (1993). Half a minute: Predicting teacher evaluations from thin slices of behavior and physical attractiveness. Journal of Personality and Social Psychology, 64, 431-441.

Ambady, N., & Rosenthal, R. (1992). Thin slices of expressive behavior as predictors of interpersonal consequences: A meta-analysis. Psychological Bulletin, 111, 256-274.

Liggon, C., Weston, J., Ambady, N., Rosenthal, R., & Reite, M. (1992). Content-free voice analysis of mothers talking about their failure-to-thrive children. Infant Behavior and Development, 15, 507-512.

#### Edited Volumes

R. B. Adams, Jr., N. Ambady, K. Nakayama. and S. Shimojo. (2010). Social Vision, Oxford University Press.

N. Ambady & J. Skowronski (Eds.) (2008). First Impressions, Guilford.

M. Weisbuch & N. Ambady. Shared Minds in Motion: Dynamic Nonverbal Behavior and Social Influence. Psychology Press: Taylor & Francis (to appear in 2011).

### **SELECTED PRESENTATIONS AND TALKS**

Invited addresses (2), 15th Annual Attention and Perception Conference, National Chung Cheng University Chiayi, Taipei, Oct. 2010

Keynote talk, Levels of Processing: Foundations of Social Cognition Conference, Bonn, Germany, Sept. 2010

Invited talk, Yale School of Management, Sept. 2010

Invited talk, Conference on Moral Biology, Harvard Law School, April 2010

Invited talk, Stanford Business School, Oct. 2009

Invited talk, Research Institute for Comparative studies in Race and Ethnicity, Stanford Univ., Oct. 2009

Invited talk, Social Psychology program, Stanford Univ. Nov. 2009

Invited talk, Center for Advanced Study in the Behavioral Sciences, Stanford, CA

Invited symposium, International Conference for Research on Emotion, Louvain Belgium, August 2009

Colloquium, Dartmouth University, Nov. 2008

Colloquium, Princeton University, Sept. 2008

Invited Keynote Speaker, 19th International Congress of Cross-Cultural Psychology in Bremen, Germany, July 2008

Symposium on Cultural Neuroscience, University of Hokkaido, Sapporo, Japan, May 2008

Symposium on Women in Science, Medicine, and Engineering, Tufts University, April 2008.

Departmental Colloquium, Ohio State University, March 2008

Departmental Colloquium: Northeastern University, Oct. 2007

Departmental Colloquium: Brandeis University, Oct. 2007

Culture and Emotion: Neural correlates: Symposium at the Society for Experimental Social Psychology, Oct. 2007, Chicago

Symposium on Culture and the Brain. APS, May 2007

Accuracy and Error in Person Perception, Departmental Colloquium, Stanford University, Jan. 17, 2007

Accuracy and Error in Person Perception: Motion and Minimal Information, Talk presented in Symposium, SPSP Annual Conference, Memphis TN, Jan. 26, 2007

How Subtle Cues Affect performance and Behavior. Science of Diversity Symposium, Columbia University, 2006

Face Bias: A tribute to Bob Kleck, Talk presented at Minary Conference, Dartmouth College, Aug. 2006

Accuracy of Thin Slices of Behavior. Departmental Colloquium, Northwestern University, April, 2006

Culture and Person Perception: Affect, Expertise and Status, Talk presented at Hong Kong Conference on Cultural Influences on Behavior, Dec. 16, 2006

Sociocultural Influences on Academic Performance. Invited talk at AAAS panel organized by NSF on New Dimension in Human and Social Dynamics, Feb. 2005, Washington D.C.

Frederick Howell Lewis Distinguished Lecture. How identity activation shapes behavior: social, cultural and developmental evidence. American Psychological Association Convention, August 2004 (delivered by Todd Pittinsky, because of illness)

Neural correlates of ingroup and outgroup judgments. Conference on Social Neuroscience: People thinking about people. University of Chicago, May 2004

Undergraduate Distinguished Lecture, University of Massachusetts, Amherst, MA , April 2004

Culture and the Brain. Workshop on Culture, Emotion and the Brain, Harvard University, June 2003

A Lot from a Little: Judgments from thin slices of behavior. Marketing Department Research Camp. University of Texas, Austin, April 2003

Stereotype susceptibility: How subtle sociocultural stereotypes affect behavior. Invited PSI CHI Lecture, SUNY Institute of Technology, Utica/Rome, April 2002.

Judgments from thin slices of behavior. Colloquium, University of California, San Diego, January, 2002.

High and Low Prejudiced Individuals Differ in the CNV to Emotional Ingroup and Outgroup Faces. Symposium presentation, Society for Personality and Social Psychology (February, 2002), Savannah, GA.

On perceiving the other. Invited presentation at a conference on A “New Look” at Race: How social representations of race affect visual perception and attention. Stanford University, November 2001.

Stereotype susceptibility: Developmental, biological, and cross-cultural evidence. Colloquia, University of Chicago, 2001; Dartmouth College 2001; Princeton University, 2001.

Judgments from thin slices of behavior: The role of intuition and deliberation. Colloquium at Ohio State University, April 2001

Why do we do what we do? A social psychological perspective. Invited address, 15<sup>th</sup> Annual “Ritz”: Contemporary issues in Healthcare, (December, 2000), Boston, MA.



Identity Activation and Performance. Invited address, First Annual Conference of the Society for Personality and Social Psychology (February, 2000), Nashville, TN

Cross-cultural perspectives on social judgments and behavior. Paper presented at the symposium on Nonverbal Communication, Society for Experimental Social Psychology, (October 15, 1999) St. Louis, MO.

Interpersonal Judgments: More from less? Invited address. New England Social Psychological Association, Dartmouth MA, October 2, 1999.

A lot from a little: Judgments from thin slices of behavior. Talk at the Henry A. Murray Research Center, Radcliffe College (November 3, 1998)

Therapeutic progress and therapist performance. Talk at the Faculty Symposium, Bayer Institute for Health Care Communication, Phoenix AZ (October 9, 1998).

On predicting a lot from a little: Perspective on judgmental accuracy. Colloquium, Boston College, Chestnut Hill, MA (September 21, 1998).

Histological examinations of interpersonal sensitivity. Talk at the workshop on Interpersonal Sensitivity, Boston MA (June 18, 1998).

Towards a histology of social behavior: Judgments of thin slices. Paper presented at the Languages of the Brain Conference, (Harvard Mind/Brain/Behavior Interfaculty Initiative & Foundation Ipsen; March 14, 1998) Paris, France.

Accuracy of Thin Slice Judgments: Judging Sexual Orientation. Paper presented at the symposium on Accuracy, Society for Experimental Social Psychology, (October, 1997) Toronto, Canada.

Phelps, C. D., & Ambady, N. The mother's voice: Predictor of her child's adult economic outcomes. Paper presented at the Society for the Advancement of Behavioral Economics, Biennial Conference, Washington DC, June 2001.

Chiao, J.Y., Nogawa, J., Iidaka, T., Ambady, N. (2004). Culture influences neural responses during emotion recognition. Talk presented at Society for Personality and Social Psychology meeting, Austin, TX.

Chiao, J.Y., Adams, R.B., Lowenthal, W., Tse, P., Richeson, J.A., Ambady, N. (2003). Knowing who's boss: Behavioral and neural investigations of social dominance perception. Talk presented at the Society for Experimental Social Psychology meeting, Boston, MA.

Chair, Symposium: Perception and Communication in Power Relationships: The Role of Gender, Status, and Culture. American Psychological Society (9<sup>th</sup> Annual Meeting, May 1997), Washington D.C.

Verbal and Nonverbal Communication in Hierarchies: A cross-cultural study. Symposium: Perception and Communication in Power Relationships: The Role of Gender, Status, and Culture. American Psychological Society (9<sup>th</sup> Annual Meeting, 1997), Washington D.C.

A Lot from a Little. Conference on Expectations, Nonverbal Behavior, and Research Methodology, Harvard University, May 1997.

Ambady, N., Molinsky, A., & Shih, M. (Oct. 1996). Cultural and Linguistic Barriers in the Courtroom. Invited address, Massachusetts Superior Court Judges Annual Judicial Conference, Chatham, MA

Puccinelli, N., Ambady, N., Lieberman, M. D., & Fernandez, S. (1996). Implicit causality and gender in language. Invited talk, Annual Convention of the American Psychological Society, San Francisco (APSSC Student Research Competition award winner).

Ambady, N. (1995). A lot from a little: Predictions from thin slices of behavior. Invited Address, Annual Convention of the American Psychological Association, New York.

Ambady, N. (1995). Meta-analysis as a research tool. Grand Rounds: New York Medical College, Valhalla, NY.

Ambady, N. (1994). Predicting a Lot from a Little. Northeastern University, Boston, MA.

Ambady, N., Hallahan, M., & Rosenthal, R. (1994). Judging and being judged accurately: Gender, personality, and nonverbal skills. Paper presented as part of a symposium on "Interpersonal sensitivity, Personality, and Gender" at the Annual Convention of the American Psychological Association.

Estrada, M., Weisberg, W., & Ambady, N. (1992). Power asymmetry: Effects on perception and recall. Paper presented at the International Society for Political Psychology, San Francisco, CA.

Ambady, N. (July, 1990). Predicting work effectiveness from brief observations of behavior. Presentation at McBer and Co., Management Consultants, Boston MA.

Ambady, N. (July, 1988). A social psychological analysis of the conflict in Sri Lanka. Paper presented as a participant in a Workshop on Interactive Problem Solving in

International Conflict: Variations on a theme, chaired by Professor Herbert Kelman, at the annual convention of the International Society of Political Psychology, New York, NY.

### **PROFESSIONAL AFFILIATIONS**

American Psychological Association  
American Psychological Society  
International Communication Association  
Society for Experimental Social Psychology  
Society for the Psychological Study of Social Issues

### **EDITORIAL EXPERIENCE**

Associate Editor, Journal of Personality and Social Psychology (IRGP) 2008 - present  
Editorial Board (1994-1998): Journal of Nonverbal Behavior  
Ad hoc Reviewer: National Science Foundation  
Reviewer: NIMH, B-START, 2000  
Panel Member: NSF Cognitive Neuroscience Initiative, 2001  
Panel Member: SPIP study section, NIMH, 2005-present

### **STUDENTS**

Jennifer Richeson, Ph.D., 2000, Professor, Northwestern University (winner *Society for the Psychological Study of Social Issues Dissertation Award*, 2001, *MacArthur Fellow 2006*)

Margaret Shih, Ph.D., 2000, Associate Professor, UCLA (winner *Seligman Award for Outstanding Dissertation Research in Positive Psychology*, 2003)

Hillary A. Elfenbein, Ph.D., 2001, Associate Professor, University of Washington, St. Louis

Debi La Plante, Ph.D., 2001, Assistant Professor, Harvard Medical School

Jennifer Steele, Ph.D., 2003, Associate Professor, York University, Toronto, Canada,

Abigail Marsh, Ph.D., 2004, Assistant Professor, Georgetown University

Joan Chiao, 2005, Assistant Professor, Northwestern University

Heather Gray, 2005, Instructor, Harvard Medical School

Kristin Pauker, 2009, Postdoctoral Fellow, Stanford University (winner *Society for the Psychological Study of Social Issues Dissertation Award*, 2010)

Nicholas Rule, 2010, Assistant Professor, University of Toronto

## POSTDOCTORAL FELLOWS

Marvin Hecht, 1994-1996, Oracle Corp

Reginald Adams, 2002-2005, Assistant Professor, Pennsylvania State University

Max Weisbuch, 2006-2010, Assistant Professor, University of Denver

Jasmin Cloutier, 2008-2010, Assistant Professor, University of Chicago

## FUNDING

### *External Funding*

NSF, 2007-2010, *Neural Substrates of Perceiving Status and Solidarity*

NIH (R01 MH070833-02) 2005-2010, *Communication of Emotion: Behavioral and Neural Correlates*

NSF, 2001-2004, *The cognitive basis of stereotype susceptibility: A multi-component ERP investigation*

NSF SGER Award, 2000-2002, *Implicit Racial and Emotional Categorization: A Preliminary fMRI Study*

Fetzer Institute, 2000-2001, *Mechanisms Underlying Intuitive and Analytical Judgments,*

Presidential Early Career Award for Scientists and Engineers (PECASE), 1999-2004, *Accuracy of Thin Slice Judgments*

Mind/Brain/Behavior Interfaculty Initiative, Harvard University (competitive research funding for all faculty), 1998 (with Patricia Deldin), *Physiological Mechanisms Associated with the Social Categorization of Ingroup and Outgroup Emotional Faces*

NIMH BSTART Award, 1998-1999, *Differential Identities and Performance*

NSF CAREER Award, (SBR-9733706), 1998-1999, *Accuracy of Thin Slice Judgments,*

NSF (SBR-9616761), 1997-1998, *Accuracy of Thin Slice Judgments*

Bayer Institute for Health Care Communication Research Grant, *Physicians' vocal cues and claims status,* 1997-1999

Bayer Institute for Health Care Communication Research Grant, *Therapeutic Progress and Therapist Performance; Affective and Nonverbal Judgments from Thin Slices of Behavior*, 1995-1997

*Internal Competitive Funding*

Harvard Knox Fund, 1994-1995

Innovative Instructional Fund, Harvard University, 1997

Milton Fund, Harvard University, 1996

Clarke Fund, Harvard University, 1997

Knox Bequest, Harvard University, 1995

Research and Publications Grant, Holy Cross College, 1994

Gordon H. Allport Fund, Department of Psychology, Harvard University, 1989

William A. Talley Bequest, Department of Psychology, Harvard University, 1989