

C. V.  
**Nalini Ambady**

Professor, Neubauer Faculty Fellow  
Department of Psychology  
Tufts University  
Medford, MA 02155  
e-mail: [nalini.ambady@tufts.edu](mailto:nalini.ambady@tufts.edu)

**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)

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. (in press). Culture  
influences the role of gaze in the neural processing of fear expressions: An fMRI  
Investigation. Social Cognitive and Affective Neuroscience.

Ambady, N. & Adams, R. B. Jr. (in press). Us versus them: The social neuroscience of  
perceiving outgroups. To appear in A. Todorov, S. T. Fiske, & D. Prentice (Eds.),  
Social Neuroscience: Toward Understanding the Underpinnings of the Social  
Mind. Oxford: Oxford University Press.

Ambady, N., Freeman, J. B.\* , Rule, N. O.\* (in press). Culture and the neural substrates  
of behavior, perception, and cognition. In J. Decety & J. Cacioppo (Eds.), The  
Handbook of Social Neuroscience. Oxford: Oxford University Press.

Ambady, N. & Weisbuch, M., (in press). Nonverbal behavior. To appear in S. T. Fiske,  
D.T. Gilbert & G. Lindzey (Eds.), Handbook of Social Psychology.

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.

- Avery, D.R., Richeson, J.A\*., Hebl, M., & Ambady, N. (in press). It doesn't have to be uncomfortable: The role of behavioral scripts in interracial interactions. Journal of Applied Psychology.
- Freeman, J. B.\*, Ambady, N. (in press). MouseTracker: Software for studying real-time mental processing using a computer mouse-tracking method. Behavior Research Methods.
- Freeman, J. B.\*, Ambady, N., & Holcombe, P. J. (in press). The face-sensitive N170 encodes social category information. Neuroreport.
- Freeman, J. B.\*, Rule, N. O.\*, Adams, R. B. Jr., & Ambady, N. (in press). The neural basis of categorical face perception: Graded representations of face gender in fusiform and orbitofrontal cortices. Cerebral Cortex.
- Freeman, J. B.\*, Schiller, D., Rule, N. O.\*, & Ambady, N. (in press). The neural origins of superficial and individuated judgments about ingroup and outgroup members. Human Brain Mapping.
- Pauker, K. B.\*, Ambady, N. & Apfelbaum, E. P.. (in press). Race salience and essentialist thinking in racial stereotype development. Child Development.
- Pauker, K. B.\*, Rule, N.\*, & Ambady, N. (in press). Ambiguity and social perception. In E. Balciotis & D. Lassiter (Eds.), Social Psychology of Vision.
- Rule, N. O.\* & Ambady, N. (in press). She's got the look: Inferences from female chief executive officers' faces predict their success. Sex Roles.
- Rule, N. O.\*, Ambady, N., Adams, R. B., Jr., Ozono, H., Nakashima, S., Yoshikawa, S., & Watabe, M. (in press). Polling the face: Prediction and consensus across cultures. Journal of Personality and Social Psychology
- Rule, N. O.\*, Freeman, J. B.\*, & Ambady, N. (in press). 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. New York: Springer.
- Rule, N. O.\*, Freeman, J. B.\*, Moran, J. M., Gabrieli, J. D. E., Adams, R. B., Jr., & Ambady, N. (in press). Voting behavior is reflected in amygdala response across cultures. Social Cognitive and Affective Neuroscience.
- Rule, N. O.\*, Garrett, J. V.\*, & Ambady, N. (in press). Places and faces: Geographic environment influences the ingroup memory advantage. Journal of Personality and Social Psychology.

- Weisbuch, M., & Ambady, N. Thin slice vision. (in press). In R. B. Adams, Jr., N. Ambady, K. Nakayama, and S. Shimojo Eds.), Social Vision, Oxford, UK: Oxford University Press.
- Weisbuch, M., Pauker, K.\*, & Ambady, N. (in press). The subtle transmission of race bias via televised nonverbal behavior. Science.
- Weisbuch, M., Slepian, M.\*, Clark, A.\*, Ambady, N., and Veenstra-Vander Weele, J. (in press). Behavioral stability across time and situations: Nonverbal versus verbal consistency. Journal of Nonverbal Behavior.
- 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.
- 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.
- Freeman, J. B.\*, Ambady, N. (2009). Motions of the hand expose the partial and parallel activation of stereotypes. Psychological Science, *20*, 1184-1188.
- Freeman, J. B.\*, Rule, N. O.\*, Adams, R. B., Jr., & Ambady, N. (2009). Culture shapes a mesolimbic response to signals of dominance and subordination that associates with behavior. Neuroimage, *47*, 353-359.
- 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.
- Pauker, K. B.\*, & Ambady, N. (2009). Multiracial faces: The boundaries of race. Journal of Social Issues, *65*, 69-86.

- 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., & Hallett, K. C.\* (2009). Female sexual orientation is perceived accurately, rapidly, and automatically from the face and its features. Journal of Experimental Social Psychology, *45*, 1245-1251.
- 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.
- Weisbuch, M., Ivcevic, Z., & Ambady, N. (2009). On being liked on the web and in the "real world": Consistency in first impressions across personal webpages and spontaneous behavior. Journal of Experimental Social Psychology, *45*, 573-576.
- 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., Seery, M. D., Ambady, N. & Blascovich, J. (2009). The face and the voice of threat: The nonverbal communication of visceral states during nonverbal communication. 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.
- Chiao, J. Y. \*, Iidaka, T., Gordon, H. L., Nogawa, J., Bar, M., Aminoff, E., Sadato, N., & Ambady, N. (2008). Cultural specificity in amygdala response to fear faces. Journal of Cognitive Neuroscience, *20*, 2167-2174.
- Chiao, J. Y. \*, Adams, R. B., Tse, P., Richeson, J. A., & Ambady, N. (2008). Neural substrates for recognizing dominance and submission. Group Processes and Intergroup Relations, *11*, 201-214.

- 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.
- Skowronski, J. & Ambady, N. (2008). First impressions: Rationales and roadmap. In N. Ambady & J. Skowronski (Eds.) First Impressions. NY: Guilford.
- 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.
- Chiao. J.\* & Ambady, N. (2007). Cultural neuroscience: parsing universality and diversity across levels of analysis. In S. Kitayama & D. Cohen (Eds), The Handbook of Cultural Psychology, (pp 237-254). New York, Guilford Press.
- 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.

- Marsh, A. A.\*, Kozak, M., & Ambady, N. (2007). Accurate identification of fear facial expressions predicts prosocial behavior. Emotion, 7, 239-251.
- Marsh, A. A.\*, & Ambady, N. (2007). The influence of the fear facial expression on prosocial responding. Cognition & Emotion, 21 (2), 225-247.
- 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.
- Gray, H. M.\*, & Ambady, N. (2006). Methods for the Study of Nonverbal Communication. In V. Manusov & M. Patterson (Eds.), The Handbook of Nonverbal Communication, Sage.
- 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.
- Adams, R. B. Jr., Ambady, N., Macrae, C.N., & Kleck R.E. (2006). Emotional expressions forecast behavioral intent. Motivation and Emotion, 30, 177-186.
- Choi, Y. S.\*, Gray, H.\*, & Ambady, N., (2005). The glimpsed world: Unintended communication and unintended perception. In Bargh, J., Uleman, J., & Hassin, R. The New Unconscious. Oxford University Press.
- Marsh, A. A.\*, Ambady, N., & Kleck, R. E. (2005). The effects of fear and anger facial expressions on approach- and avoidance-related behaviors. Emotion, 5, 119-124.
- Ambady, N., Chiao, J., Chiu, P., & Deldin, P. (2005). Race and emotion recognition: Insights from a social neuroscience perspective. In J. Cacioppo (Ed.), Social Neuroscience: People thinking about people, MIT Press.
- Molinsky, A.\*, Krabbenhoft. M.\*, Ambady, N., & Choi, Y. S.\* (2005) Cracking the nonverbal code: Intercultural competence and gesture recognition across cultures. Journal of Cross Cultural Psychology 36, 380-395.

- Gray, H. M.\*, Ambady, N., Lowenthal, W. T., & Deldin, P. (2004). P300 as an index of attention to self-relevant stimuli. Journal of Experimental Social Psychology, *40*, *2*, 216-224.
- Ambady, N., Paik, S.\*, Steele, J.\*, Owen-Smith, A.\*, & Mitchell, J. P.\* (2004). Deflecting negative self-relevant stereotypes: The effects of individuation. Journal of Experimental Social Psychology, *40*, 401-408.
- Chiu, P.\*, Ambady, N., & Deldin, P. (2004). CNV in response to emotional in- and out-group stimuli differentiates high- and low- prejudiced individuals. Journal of Cognitive Neuroscience, *16*, 1830-1839.
- Chiao, J. Y.\*, Bordeaux, A. R.\*, & Ambady, N. (2004). Mental representation of social status. Cognition, *93*, 49-57.
- Elfenbein, H. A.\*, Mandal, M., Ambady, N., Harizuka, S., & Kumar, S. (2004). Hemifacial Differences in the In-group Advantage in Emotion Recognition. Cognition and Emotion, *18*, 613-629.
- Mandal, M. K., & Ambady, N. (2004). Laterality of facial expressions of emotion: Universal and culture-specific influences. Behavioural Neurology, *15*, 23-34.
- Steele, J.\*, Choi, Y. S.\*, & Ambady, N. (2004). Stereotyping, prejudice, and discrimination: The effects of group based expectations on moral functioning, 2, No. 2. In Thorkildsen, T. A., Manning, J., & Walberg, H. J. (Eds.), Nurturing Morality. Kluwer.
- Adams, R. B., Gordon, H. L., Baird, A. A., Ambady, N., & Kleck, R. E. (2003). Effects of gaze on amygdala sensitivity to anger and fear faces. Science, *300*, 1536.
- Elfenbein, H. A.\*, & Ambady, N. (2003). Cultural similarity's consequences: A distance perspective on cross-cultural differences in emotion recognition. Journal of Cross Cultural Psychology, *34*, 92-110.
- Elfenbein, H. A.\*, & Ambady, N. (2003). When familiarity breeds accuracy: Cultural exposure and facial emotion recognition. Journal of Personality and Social Psychology, *85*, 276-290.
- Elfenbein, H. A.\*, & Ambady, N. (2003). Universals and cultural differences in recognizing emotions. Current Directions in Psychological Science, *12*, 159-163.
- (Reprinted in the series Current Directions in Psychological Science, Social Psychology Reader, J. B. Ruscher & E. Y. Hammer (Eds.).

- LaPlante, D.\* & Ambady, N. (2003). On how things are said: Voice tone, voice intensity, verbal content, and perceptions of politeness. Journal of Language and Social Psychology, 22, 434-441.
- Marsh, A. A.\* , Elfenbein, H. A.\* , & Ambady, N. (2003). Nonverbal “Accents”: Cultural differences in judging nonverbal behavior. Psychological Science, 14, 373-376.
- Richeson, J.\* , & Ambady, N. (2003). Effects of situational power on automatic racial prejudice. Journal of Experimental Social Psychology, 39, 177-183.
- Steele, J.\* , Choi, Y. S.\* , & Ambady, N. (2003). Stereotyping, prejudice, and discrimination: The effects of group based expectations on moral functioning. The LSS Review, 2, 2.
- Ambady, N. & Hallahan, M. (2002). Using nonverbal representations of behavior: Perceiving sexual orientation. In S.M. Kosslyn & A. Galaburda (Eds.), Languages of the Brain. Cambridge, MA: Harvard University Press.
- Ambady, N., LaPlante, D.\* , Nguyen. T.\* , Rosenthal, R., & Levinson, W. (2002). Surgeon’s tone of voice: A clue to malpractice history. Surgery, 132, 5-9.
- Ambady, N., & Gray, H.\* (2002). On being sad and mistaken: Mood effects on the accuracy of thin slice judgments. Journal of Personality and Social Psychology, 83, 947-961.
- Ambady, N., Koo, J.\* , Rosenthal, R., & Winograd, C. (2002). Physical therapists’ nonverbal communication predicts geriatric patients’ health outcomes. Psychology and Aging, 17, 443-452.
- Elfenbein, H. A.\* , & Ambady, N. (2002). Predicting workplace outcomes from the ability to eavesdrop on feelings. Journal of Applied Psychology, 87, 963-971.
- Elfenbein, H. A.\* & Ambady, N. (2002). On the universality and cultural specificity of emotion recognition: A meta-analysis. Psychological Bulletin, 128, 203-235.
- Elfenbein, H. A.\* & Ambady, N. (2002). Is there an ingroup advantage in emotion recognition? Psychological Bulletin, 128, 243-249.
- Elfenbein, H. A.\* , Mandal, M., Ambady, N., Harizuka, S., & Kumar, S. (2002). Cross-cultural patterns in emotion recognition: Highlighting design and analytical techniques. Emotion, 2, 75-84.

- Elfenbein, H. A.\*, Marsh, A.\*, & Ambady, N. (2002). Emotional intelligence and the recognition of emotion from facial expressions. In L. Feldman Barrett & P. Salovey (Eds.), The Wisdom of Feelings: Psychological Processes in Emotional Intelligence.
- Shih, M.\*, Ambady, N., Richeson, J.A.\*, Fujita, K.\*, & Gray, H.\* (2002). Stereotype performance boosts: The impact of self-relevance and the manner of stereotype activation. Journal of Personality and Social Psychology, 83, 638-647.
- LaPlante, D.\* & Ambady, N. (2002). Saying it like it isn't: Mixed messages from men and women in the workplace. Journal of Applied Social Psychology, 32, 2435-2457.
- Phelps, C. D., & Ambady, N. (2002). The mother's voice: A predictor of the father's impact on their child's adult economic outcomes. Stability and Dynamics of Power, 308-312. Proceedings of IAREP/SABE Conference on Behavioral Economics.
- Ambady, N., LaPlante, D.\*, & Johnson, E.\* (2001). Thin slice judgments as a measure of interpersonal sensitivity. In J. Hall & F. Bernieri (Eds.), Interpersonal Sensitivity: Measurement and Applications, NJ: Erlbaum.
- Ambady, N., Shih, M.\*, Kim, A.\*, & Pittinsky, T. L.\* (2001). Stereotype susceptibility in children: Effects of identity activation on quantitative performance. Psychological Science, 12, 385-390.
- Richeson, J.\*, & Ambady, N. (2001). When roles reverse: Stigma, status, and self-evaluation. Journal of Applied Social Psychology, 31, 1350-1378.
- Richeson, J.\*, & Ambady, N. (2001). Who's in Charge? Effects of Situational Roles on Automatic Gender Bias. Sex Roles, 44, 493-512.
- Ambady, N., Bernieri, F., & Richeson, J.\* (2000) Towards a Histology of Social Behavior: Judgmental Accuracy from Thin Slices of Behavior. In M. P. Zanna (Ed.), Advances in Experimental Social Psychology, 201-272.
- 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

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

R. B. Adams, Jr., N. Ambady, K. Nakayama. and S. Shimojo. Social Vision, Oxford University Press. To appear in 2009.

### **SELECTED PRESENTATIONS AND TALKS**

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 -  
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, Associate 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, Asst.Professor, Harvard Medical School

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

Abigail Marsh, Ph.D., 2004, Postdoctoral Fellow, National Institute of Mental Health, Washington, DC

Joan Chiao, 2005, Assistant Professor, Northwestern University

Heather Gray, 2005, Instructor, Harvard Medical School

## 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