Gus Cooney

CONTACT INFORMATION	Jon M. Huntsman Hall, Suite 500 3730 Walnut Street Philadelphia, PA 19104	gusco@wharton.upenn.edu guscooney.com

ACADEMIC APPOINTMENT

The Wharton School, University of Pennsylvania, Philadelphia, PA
Senior Lecturer in Operations, Information, and Decisions — 2022 –
Lecturer in Operations, Information, and Decisions — 2019 – 2022

EDUCATION AND TRAINING

Harvard University, Cambridge, MA
Postdoctoral Fellow — 2017 – 2019
Department of Psychology
Affiliations: Institute for Quantitative Social Science (IQSS)

Harvard University, Cambridge, MA
Ph.D., Psychology — 2011 – 2017
Committee: Fiery Cushman, Joshua Greene, Steven Pinker,
Daniel Gilbert (chair)

Boston University, Boston, MA
B.A., Philosophy — 2003 – 2007

RESEARCH CONSULTING

Practice Leader, Breakout Learning, CA — 2024 –
Research Scientist, BetterUp, CA — 2018 –
Director of Research, Broadgreen Pictures, CA — 2014 – 2017
Research Assistant, Lincoln Institute of Land Policy, MA — 2007 – 2008

PUBLICATIONS (* = EQUAL AUTHORSHIP)

Reece, A.,* **Cooney, G.,*** Bull, P., Chung, C., Dawson, B., Fitzpatrick, C., Glazer, T., Knox D., Liebscher, A., & Marin, S. (2023). The CANDOR corpus: Insights from a large multimodal dataset of naturalistic conversation. *Science Advances, 9*(13), eadf3197. https://doi.org/10.1126/sciadv.adf3197

Boothby, E. J.,* **Cooney, G.,*** & Schweitzer, M. (2023). Embracing complexity: A review of negotiation research. *Annual Review of Psychology, 74.* https://doi.org/10.1146/annurev-psych-033020-014116

Sandstrom, G. M.,* Boothby, E. J.,* & **Cooney, G.*** (2022). Talking to strangers: A week-long intervention reduces psychological barriers to social connection. *Journal of Experimental Social Psychology, 102*, 104356. https://doi.org/10.1016/j.jesp.2022.104356

Cooney, G.,* Boothby, E. J.,* & Lee, M. I. (2021). The thought gap after conversation: underestimating the frequency of others' thoughts about us. *Journal of Experimental Psychology: General, 151*, 1069. https://doi.org/10.1037/xge0001134

Mastroianni, A., Gilbert, D. T., **Cooney, G.**, & Wilson, T. D. (2021). Do conversations end when people want them to? *Proceedings of the National Academy of Sciences, 118*, e2011809118. https://doi.org/10.1073/pnas.2011809118

Mastroianni, A.,* **Cooney, G.**,* Boothby, E. J., & Reece, A.G. (2021). The liking gap in groups and teams. *Organizational Behavior and Human Decision Processes, 62*, 109-122. https://doi.org/10.1016/j.obhdp.2020.10.013

Cooney, G.,* Mastroianni, A.,* Abi-Esber, N.,* & Brooks, A.W. (2020). The many minds problem: disclosure in dyadic versus group conversation. *Current Opinion in Psychology, 31*, 22-27. https://doi.org/10.1016/j.copsyc.2019.06.032

Boothby, E. J.,* **Cooney, G.**,* Sandstrom, G. M., & Clark, M. S. (2018). The liking gap in conversations: do people like us more than we think? *Psychological Science, 29*, 1742-1756. https://doi.org/10.1177/0956797618783714

Cooney, G., Gilbert, D. T., & Wilson, T. D. (2017). The novelty penalty: why do people like talking about new experiences but hearing about old ones? *Psychological Science, 28*, 380-394. https://doi.org/10.1177/0956797616685870

Cooney, G., Gilbert, D. T., & Wilson, T. D. (2016). When fairness matters less than we expect. *Proceedings of the National Academy of Sciences, 113*, 11168-11171. https://doi.org/10.1073/pnas.1606574113

Cooney, G., Gilbert, D. T., & Wilson, T. D. (2014). The unforeseen costs of extraordinary experience. *Psychological Science, 25*, 2259–2265. https://doi.org/10.1177/0956797614551372

PREPRINTS

Cooney, G., & Wheatley T. Conversation. In E. Finkel, S. T. Fiske, D. T. Gilbert, & W. Mendes (Eds.), *Handbook of Social Psychology, 6th Edition.*

Cooney, G.,* Boothby, E. J.,* & Schweitzer, M. Dissimilarity pessimism: People underestimate the extent to which dissimilar others are interested in talking to them.

Cooney, G., & Reece, A., NaturalTurn: A method to segment transcripts into naturalistic conversational turns.

Tissera, H., Elsaadawy, N., **Cooney, G.**, Human, L., & Carlson, E. Disentangling actual and perceived liking gaps: A novel framework for evaluating the correlates of meta-bias.

Schweitzer, M., Krueger, K., Boothby, E. J., & **Cooney, G.** Negotiation. In E. Finkel, S. T. Fiske, D. T. Gilbert, & W. Mendes (Eds.), *Handbook of Social Psychology, 6th Edition.*

SELECTED IN PROGRESS

Cooney, G., Melnikoff, D. E., Boothby, E., & Carlson, E. A Bayesian account of metaperception.

Cooney, G., Samaniego, A. N., & Monin, B. Fresh Talk: Detecting repetition in other people's speech.

SELECTED HONORS AND AWARDS

Wharton Teaching Excellence Award, University of Pennsylvania	2019 – 2023
Fellow of the Society, The Society of Experimental Social Psychology	2018
Dissertation Award, The Society of Experimental Social Psychology	2018
Derek C. Bok Award for Excellence in Teaching, Harvard University	2018
Dissertation Completion Fellowship, Harvard University	2016
Top 30 Thinkers Under 30, Pacific Standard Magazine	2014

Graduate Research Fellowship, Harvard University	2011 – 2013
Sosland Family Fellowship, Harvard University	2011
Cardinal Medeiros Scholar (full tuition scholarship), Boston University	2003 – 2007

SELECTED
MEDIA
COVERAGE

My work has been covered in various media outlets, including: *The Atlantic*, *The Boston Globe*, *CNBC*, *Evening Standard*, *Forbes*, *Harvard Business Review*, *Harvard Gazette*, *Harvard Magazine*, *The Huffington Post*, *Inc. Magazine*, *Lifehacker*, *NPR*, *New York Magazine*, *Psychology Today*, *Scientific American*, *Slate Magazine*, *Time*, *U.S. News & World Report*, *Yahoo*, *Vanity Fair*, and *Vice*.

Examples:

Fast Company (2023) "How to get measurably happier by doing one simple thing."
Insider (2023) "[...] the largest-ever database of how we interact on Zoom."
BBC (2021) "The conversational habits that build better connections"
Vice (2021) "Actually Everyone Is Thinking About You"
The Atlantic (2021) "The Surprising Benefits of Talking to Strangers"
The New York Times (2021) "So You Want to End the Conversation?"
SciShow Psych (2019)"You're More Likeable Than You Think!"
NPR (2019) "Accept The Awkwardness: How To Make Friends (And Keep Them)"
The New York Times (2018) "Want to Seem More Likable? Try This"
Time (2018) "People Like You More Than You Think"
NPR (2017) "Advice for Your Dinner Party Stories: Keep It Familiar"
Radio New Zealand (2017) "Vacation Stories No One Wants to Hear"
NPR (2016) Hidden Brain Podcast, Episode 39
Scientific American (2015) "Even Extraordinary Experiences Are Disappointing"
The New York Times (2014) "Great Vacation? Don't Brag to Your Friends"
The Boston Globe (2014) "Once-in-a-lifetime Experiences Make Us Social Misfits"
The Atlantic (2014) "The Importance of Sharing Experiences"

SEMINARS AND
PRESENTATIONS

Social Lunch Seminar, Harvard University,	April, 2024
Center for Language, Interaction, and Culture, UCLA	October, 2023
Social and Behavioral Science Initiative, UPenn, Philadelphia, PA	September, 2020
International Association of Conflict Management (IACM), virtual	July, 2020
Society for Personality and Social Psychology, Portland, OR	February, 2019
Society for Personality and Social Psychology, Portland, OR	February, 2019
USC Business School, Los Angeles, CA	November, 2018
Program on Negotiation (PON) Seminar, HBS, Cambridge, MA	July, 2018
Society of Experimental Social Psychology (SESP), Seattle, WA	October, 2018
Stanford Business School, Palo Alto, CA	November, 2017
APS Annual Convention, Boston, MA	May, 2017
Conversation Day, Harvard Business School, Cambridge, MA	June, 2017
Booth School of Business, Behavioral Science Workshop, Chicago, IL	January, 2017
Society for Personality and Social Psychology, San Diego, CA	January, 2016
Psychology Department Colloquium, Princeton, Princeton, NJ	December, 2016
Social Area Psychology Seminar, Harvard University, Cambridge, MA	March, 2014
Moral Psychology Lab, Harvard University, Cambridge, MA	October, 2013
Departmental Colloquium, Harvard University, Cambridge, MA	May, 2013
Moral Psychology Lab, Harvard University, Cambridge, MA	October, 2012

Social Area Psychology Seminar, Harvard University, Cambridge, MA   April, 2012

TEACHING	**Negotiations (MBA)**

Negotiations (MBA)
The Wharton School, University of Pennsylvania   2020 - 2024
    - Highest rated MBA negotiations course (rating: 3.9/4).

Negotiations (Executive MBA)
The Wharton School, University of Pennsylvania   2022
    - Highest rated Executive MBA negotiations course (rating: 3.9/4).

The Psychology of Conversation
Department of Psychology, Harvard University   2018
    - Highest rated course in the Psychology Department in 2018 (rating: 4.8/5).

Teaching Fellow, Introduction to Psychology   2017
Professor Jason Mitchel, Department of Psychology, Harvard University

Teaching Fellow, Evolving Morality   2016
Professor Joshua Greene, Department of Psychology, Harvard University

Teaching Fellow, Social Psychology   2014
Professor Joshua Greene, Department of Psychology, Harvard University

Teaching Fellow, Introduction to Psychology   2013 / 2017
Professor Daniel Gilbert, Department of Psychology, Harvard University

MENTORING   Thesis Supervision:

Mariana Lee   2019
Thesis: "The Impact Asymmetry: Understanding the Gap Between Actual and Perceived Social Impact."
Distinctions: Summa Cum Laude, Gordon Allport Prize.
Department of Psychology, Harvard University.

Ava Zhang   2016
Thesis: "The Split Bias: Decisions about Personal Resource Allocation in the Face of Competing Demands."
Distinction: Summa Cum Laude.
Department of Psychology, Harvard University.

Mentees:

Michael Kardas (Ph.D., Chicago Booth)	2014–2015
Diego Reinero (Ph.D., NYU)	2014–2015
Hannah Birnbaum (Ph.D., Kellogg)	2014–2015
Ethan Ludwin-Peery (Ph.D., NYU)	2013–2016
Adam Mastroianni (Ph.D., Harvard)	2012–2013

ACADEMIC SERVICE   Journal Reviewer: *Journal of Experimental Psychology: General ∘ Journal of Experimental Social Psychology ∘ Journal of Personality and Social Psychology ∘ Organizational Behavior and Human Decision Processes ∘ Perspectives on Psychological Science ∘ Personality and Social Psychology Bulletin ∘ Proceedings of the National Academy of Sciences ∘ Psychological Science ∘ Social Cognition*