Gus Cooney

CONTACT INFORMATION

Jon M. Huntsman Hall, Suite 500
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Philadelphia, PA 19104

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ACADEMIC APPOINTMENTS

Dartmouth College
Assistant Professor   2026 –
Department of Psychological & Brain Sciences
Affiliations: Consortium for Interacting Minds

The Wharton School, University of Pennsylvania
Senior Lecturer in Operations, Information, & Decisions   2019 – 2025

EDUCATION AND TRAINING

Harvard University
Departmental Fellow & Postdoctoral Researcher   2017 – 2019

Harvard University
Ph.D., Psychology   2011 – 2017

Boston University
B.A., Philosophy   2003 – 2007

RESEARCH CONSULTING

Practice Leader, Breakout Learning, CA	2024 –
Research Advisor, BetterUp, CA	2018 – 2024
Director of Research, Broadgreen Pictures, CA	2014 – 2017
Research Assistant, Lincoln Institute of Land Policy, MA	2008 – 2011

SELECTED HONORS AND AWARDS

Wharton Teaching Excellence Award	2019 – 2024
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), Boston University	2003 – 2007

PREPRINTS / SUBMITTED

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

Cooney, G., & Reece, A., NaturalTurn: Beyond Speech-to-Text: The challenge of modeling natural conversational turns. (*Submitted*).

Reilly, J., Ulichney, V., Sacks, B., Duncan, A., Weinstein, S., Giovannetti, T., Helion, C., & **Cooney, G.** Abstract word dropout and cross-speaker misalignment of word concreteness are characteristics of conversation in aging *(Submitted)*.

Sacks, B., Ulichney, V., Duncan, A., Helion, C., Weinstein, S., Giovannetti, T., & **Cooney, G.**, & Reilly, J. ConversationAlign: Open-Source software for analyzing patterns of lexical use and linguistic alignment in conversation transcripts *(Submitted)*.

PUBLICATIONS
(* = EQUAL
AUTHORSHIP)

Tissera, H., Elsaadawy, N., **Cooney, G.**, Human, L., & Carlson, E. (*2025*). Evaluating the Psychological and Social Nature of Actual and Perceived Liking Gaps. *Journal of Personality and Social Psychology.* https://doi.org/10.1037/pspp0000548

Cooney, G., & Wheatley T. (*2025*). Conversation. In D. T. Gilbert, S. T. Fiske, E. J. Finkel, & W. B. Mendes (Eds.),*The handbook of social psychology (6th ed)*. Situational Press. https://doi.org/10.70400/ZKHH6259

Schweitzer, M., Krueger, K., Boothby, E. J., & **Cooney, G.** (*2025*). Negotiation. In D. T. Gilbert, S. T. Fiske, E. J. Finkel, & W. B. Mendes (Eds.),*The handbook of social psychology (6th ed)*. Situational Press. https://doi.org/10.70400/NUZE7621

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

PROCEEDINGS PAPERS

Miao G., **Cooney, G.**, & Dale, R. (*submitted*) Dynamic Dimensional Analysis of a Large Conversation Corpus. *Proceedings of the Annual Conference of the Cognitive Science Society (CogSci).*

Perepelytsia, V., De Luca, A., Lavan, N., McGettigan, C., **Cooney, G.**, Reece, A., & Dellwo, V. (*submitted*) CANDORspeech: A large-scale corpus of phonetically annotated conversational speech with human quality control. *Proceedings of Interspeech.*

SELECTED MANUSCRIPTS IN PROGRESS

Cooney, G., Melnikoff, D. E., Boothby, E., & Carlson, E. The computational basis of metaperception.

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

Samaniego, A.N., **Cooney, G.**, & Monin, B. Inauthentic but good: Trading off effectiveness for authenticity in repeated speech.

R PACKAGES

Reilly, J., Ulichney, G., Sacks, B., Duncan, A., Weinstein, S., Giovannetti, T., Helion, C., & **Cooney, G.** (2023). ConversationAlign: An R package for analyzing alignment in natural language dyads. https://github.com/Reilly-ConceptsCognitionLab/ConversationAlign

NON-ACADEMIC PUBLICATIONS:

Blazek, G. & **Cooney, G.** (Spring 2022). Maghreb Mastery. *HALI*, 211, 66-81.

POPULAR PRESS ARTICLES

Boothby, E., **Cooney, G.**, Mastroianni, A., Reece, A., & Sandstrom, G. (2024, February 14). People Probably Like You More Than You Think. *Harvard Business Review.*

Reece, A., Carter, C., & **Cooney, G.** (2023, May 4). A team of scientists explain how to get measurably happier by doing one simple thing. *Fast Company.*

Cooney, G. (2017, September 12). The Evolution of True Friendship: Some interesting implications of our evolved friendship detectors. *Psychology Today*.

Cooney, G. (2017, May 17). The Unexpected Costs of Extraordinary Experiences: Research on how extraordinary experiences can spoil our conversations. *Psychology Today*.

<table>
<tr><td>SELECTED
MEDIA
COVERAGE</td><td>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*.</td></tr>
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Examples:

Wired (2024) "The science of having a great conversation."
Fast Company (2023) "How to get measurably happier by [...]."
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 "
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) "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 Misfits"
The Atlantic (2014) "The Importance of Sharing Experiences"

SEMINARS AND
PRESENTATIONS

Temple Psychology Department, Philadelphia, PA	April, 2025
Dartmouth Psychology Department, Hanover, NH	December, 2024
BDM Group, UCLA Anderson, Los Angeles, CA	October, 2024
AOM Annual Convention, Chicago, IL,	August, 2024
Social Area Seminar, Harvard University, Cambridge MA	April, 2024
Language, Interaction, and Culture, UCLA, Los Angeles, CA	October, 2023
Behavioral Science Initiative, UPenn, Philadelphia, PA	September, 2020
International Association of Conflict Management (IACM)	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, 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 Business School, Chicago, IL   January, 2017
Society for Personality and Social Psychology, San Diego, CA   January, 2016
Psychology Department, Princeton, Princeton, NJ   December, 2016
Social 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 Psychology Seminar, Harvard University, Cambridge, MA April, 2012

TEACHING   **Negotiations (MBA)**
The Wharton School, University of Pennsylvania   2020 – 2025
    • Highest rated MBA negotiations course (rating: 3.9/4)

Negotiations (Wharton Works - Prison Program)
The Wharton School, University of Pennsylvania   2024
    • student-led curriculum development for incarcerated populations

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 Psychology in 2018 (rating: 4.8/5)

Teaching Fellow, Introduction to Psychology   2017
Professor Jason Mitchell, 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   Undergraduate 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

Undergraduate 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

PATENTS **Conversation Analysis Indicators for Multiparty Conversation**
Patent No: US11417330B2   Granted: 2022
  • Methods for analyzing conversations through video and utterance data.

Higher Order Conversation Features for Multiparty Conversation
Patent No: US11521620B2   Granted: 2022
  • Techniques for synthesizing conversation features from multiple
    modalities.

Segmenting Conversation Features for Multiparty Conversation
Patent No: US11810357B2   Granted: 2023
  • Processes for segmenting videos and generating detailed conversation
    features.

ACADEMIC   Ad-hoc Reviewer: *Journal of Experimental Psychology: General* ∘ *Journal of Experi-*
SERVICE   *mental Social Psychology* ∘ *Journal of Personality and Social Psychology* ∘ *Nature Com-*
              munications ∘ *Organization Science* ∘ *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

PROFESSIONAL Academy of Management ∘ International Association for Conflict Management
AFFILIATIONS ∘ Society for Judgment and Decision-Making ∘ Society for Experimental Social
              Psychology ∘ Society for Personality and Social Psychology