

Gus Cooney



Consortium for
Interacting
Minds



DARTMOUTH

CONTACT INFORMATION	Jon M. Huntsman Hall, Suite 500 3730 Walnut Street Philadelphia, PA 19104	gusco@wharton.upenn.edu guscooney.com talklab.org
ACADEMIC APPOINTMENT	Dartmouth College Assistant Professor Department of Psychological & Brain Sciences Principal Investigator TalkLab: Laboratory for the Study of Conversation & Interaction Dynamics Other Affiliations: Principal Investigator Consortium for Interacting Minds	2026 –
PREVIOUS APPOINTMENTS	The Wharton School, University of Pennsylvania Senior Lecturer Operations, Information, & Decisions	2019 – 2025
EDUCATION AND TRAINING	Harvard University College Fellow Department of Psychology Harvard University Ph.D., Psychology A.M., Psychology Boston University B.A., Philosophy	2017 – 2019 2011 – 2017 2003 – 2007
ADVISORY & CONSULTING	Strategic Advisor, Kinsome, MA Research and Behavioral Data Science Advisor, Salley, NY Practice Leader, Breakout Learning, CA Research Advisor, BetterUp, CA Director of Research, Broadgreen Pictures, CA	2025 – 2025 – 2024 – 2018 – 2024 2014 – 2017
SELECTED HONORS AND AWARDS	“Above and Beyond” Wharton Teaching Award, MBA Class 2025 Wharton Teaching Excellence Award Fellow of the Society, The Society of Experimental Social Psychology Dissertation Award, The Society of Experimental Social Psychology Derek C. Bok Award for Excellence in Teaching, Harvard University Dissertation Completion Fellowship, Harvard University Top 30 Thinkers Under 30, Pacific Standard Magazine Graduate Research Fellowship, Harvard University Sosland Family Fellowship, Harvard University Cardinal Medeiros Scholar (full tuition), Boston University	2025 2019 – 2025 2018 2018 2018 2016 2014 2011 – 2013 2011 2003 – 2007

PREPRINTS /
SUBMITTED

Cooney, G.,* Boothby, E. J.,* Vorauer, J., & Schweitzer, M. A new look at homophily: People underestimate the extent to which dissimilar others are interested in talking to them. (*Revise and Resubmit*).

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

PUBLICATIONS
(* = EQUAL
AUTHORSHIP)

16. **Cooney, G.***, & Reece, A.* (in press) NaturalTurn: A Method to Segment Speech into Psychologically Meaningful Conversational Turns. *Scientific Reports*.

15. Reilly, J., Ulichney, V., Sacks, B., Duncan, A., Weinstein, S., Giovannetti, T., Helion, C., & **Cooney, G.** (2025) Abstract word dropout and concreteness misalignment are features of conversation in aging. *Cortex*, 190, 286–303. <https://doi.org/10.1016/j.cortex.2025.07.003>

14. **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>

13. 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>

12. 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*, 128, 967–982. <https://doi.org/10.1037/pspp0000548>

11. 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>

10. 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>

9. 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>

8. **Cooney, G.*** Boothby, E. J.,* & Lee, M. I. (2022). The thought gap after conversation: underestimating the frequency of others' thoughts about us. *Journal of Experimental Psychology: General*, 151, 1069–1088. <https://doi.org/10.1037/xge0001134>

7. 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>
6. 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>
5. **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>
4. 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>
3. **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>
2. **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>
1. **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>

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.

Miao G., **Cooney, G.**, & Dale, R. Dynamic Dimensional Analysis of a Large Conversation Corpus. .

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*.

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*, *Lifhacker*, *NPR*, *New York Magazine*, *Psychology Today*, *Scientific American*, *Slate Magazine*, *Time*, *U.S. News & World Report*, *Yahoo*, *Vanity Fair*, and *Vice*.

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

JDM Annual Conference, Denver, CO	November, 2025
Yale Psychology Department, New Haven, CT	October, 2025
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	2024
• 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 (MBA)

The Wharton School, University of Pennsylvania	2023 (fall)
• Highest rated MBA negotiations course (rating: 3.9/4)	

Negotiations (MBA)

The Wharton School, University of Pennsylvania	2023 (spring)
• Highest rated MBA negotiations course (rating: 3.8/4)	

Negotiations (Executive MBA)

The Wharton School, University of Pennsylvania	2022
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Negotiations (MBA)

The Wharton School, University of Pennsylvania	2021
• Highest rated MBA negotiations course (rating: 3.8/4)	

Negotiations (MBA)

The Wharton School, University of Pennsylvania	2020 (fall)
• Highest rated MBA negotiations course (rating: 3.8/4)	

Negotiations (MBA)

The Wharton School, University of Pennsylvania	2020 (spring)
• Highest rated MBA negotiations course (rating: 3.8/4)	

The Psychology of Conversation (Undergraduate)

Department of Psychology, Harvard University	2018
• Highest rated course in Psychology in 2018 (rating: 4.8/5)	

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
PATENTS	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
	Conversation Analysis Indicators for Multiparty Conversation	
ACADEMIC SERVICE	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	
PROFESSIONAL AFFILIATIONS	Patent No: US11810357B2	Granted: 2023
	• Processes for segmenting videos and generating detailed conversation features.	
	Ad-hoc Reviewer: <i>Journal of Experimental Psychology: General</i> ◦ <i>Journal of Experimental Social Psychology</i> ◦ <i>Journal of Personality and Social Psychology</i> ◦ <i>Nature Communications</i> ◦ <i>Organization Science</i> ◦ <i>Organizational Behavior and Human Decision Processes</i> ◦ <i>Perspectives on Psychological Science</i> ◦ <i>Personality and Social Psychology Bulletin</i> ◦ <i>Proceedings of the National Academy of Sciences</i> ◦ <i>Psychological Science</i> ◦ <i>Science Advances</i> ◦ <i>Social Cognition</i>	
	Academy of Management ◦ American Psychological Association ◦ International Association for Conflict Management ◦ International Society for Conversation Analysis ◦ Society for Judgment and Decision-Making ◦ Society for Experimental Social Psychology ◦ Society for Personality and Social Psychology	