

Gus Cooney



Consortium for
Interacting
Minds



DARTMOUTH

CONTACT INFORMATION	Moore Hall, Suite 240 3 Maynard Street Hanover, NH 03755	gus.cooney@dartmouth.edu guscooney.com talklab.org
ACADEMIC APPOINTMENT	Dartmouth College Assistant Professor Department of Psychological & Brain Sciences Director TalkLab: Laboratory for Conversation Science Principal Investigator Consortium for Interacting Minds	2026 –
PREVIOUS APPOINTMENT	The Wharton School, University of Pennsylvania Senior Lecturer Operations, Information, & Decisions	2019 – 2025
EDUCATION & TRAINING	Harvard University Ph.D., Psychology A.M., Psychology Boston University B.A., Philosophy	
ADVISORY & CONSULTING	Research and Behavioral Data Science Advisor, Salley, NY Strategic Advisor, Kinsome, MA Practice Leader, Breakout Learning, CA Research Advisor, BetterUp, CA Director of Research, Broadgreen Pictures, CA	2025 – 2025 – 2026 2024 – 2026 2018 – 2024 2014 – 2017
SELECTED HONORS & AWARDS	“Above and Beyond” Wharton Teaching Award, MBA Class Wharton Teaching Excellence Award Fellow of the Society, Society of Experimental Social Psychology Dissertation Award, Society of Experimental Social Psychology Bok Award for Excellence in Teaching, Harvard University Top 30 Thinkers Under 30, Pacific Standard Magazine Cardinal Medeiros Scholar, Boston University	2025 2019 – 2025 2018 2018 2018 2014 2003 – 2007
PREPRINTS / SUBMITTED	23. Houghton, J.P., Cooney, G. , & Watts, D.J. The role of topic choice in cross-partisan conversation. (<i>Revise and Resubmit</i>) 22. Cooney, G. & Stivers, T., Revealing as remediation: The interactional work of self-disclosure. (<i>Submitted</i>)	

21. Sened, H., Speer, S., Reece, A., **Cooney, G.**, Ravreby, I., & Tamir, D., The rise and fall of conversations: Dyads first calibrate and then differentiate using linguistic, facial, and acoustic communication channels. (*Revise and Resubmit*)
20. 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*)
19. Cavalcanti J.C., Lachmann, T., **Cooney, G.**, Madureira, S., & Skantze, G. Individual and shared components of conversational enjoyment: the role of demographics and personality. (*Submitted*)

PUBLICATIONS
(* = EQUAL
AUTHORSHIP)

18. **Cooney, G.**,* Boothby, E. J.,* Vorauer, J., & Schweitzer, M. (In Press) People underestimate how much dissimilar others want to connect. *Journal of Personality and Social Psychology*.
17. Sacks, B., Ulichney, V., Duncan, A., Helion, C., Weinstein, S., Giovannetti, T., & **Cooney, G.**, & Reilly, J. (2026) ConversationAlign: Open-Source software for analyzing patterns of lexical use and linguistic alignment in conversation transcripts. *Behavior Research Methods*. 58, Article 69. <https://doi.org/10.3758/s13428-026-02954-w>
16. **Cooney, G.***, & Reece, A.* (2025) NaturalTurn: A Method to Segment Speech into Psychologically Meaningful Conversational Turns. *Scientific Reports*, 15, 39155. <https://doi.org/10.1038/s41598-025-24381-1>
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.J., & Carlson, E. Why Do People Underestimate How Positively Others See Them? A Computational Account of Metaperceptual Bias.

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

Cooney, G., & Dale, R. Multi-modal compression in a large conversation corpus.

Rosen, Z., Bainbridge, C., Miao, G., **Cooney, G., & Dale, R.** Scale-free dynamics of novelty and continuity in human conversation.

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

Morris, A., Rossi, G., Stivers, T., & **Cooney, G.** Good answers: The relationship between structure and listener responsiveness.

FUNDING	US–Israel Binational Science Foundation (BSF) 2026 Co-PI (subaward) · \$25,000 (direct)
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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
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POPULAR PRESS ARTICLES	Boothby, E., Cooney, G. , Mastroianni, A., Reece, A., & Sandstrom, G. (2024, February 14). People Probably Like You More Than You Think. <i>Harvard Business Review</i> . Reece, A., Carter, C., & Cooney, G. (2023, May 4). A team of scientists explain how to get measurably happier by doing one simple thing. <i>Fast Company</i> . Cooney, G. (2017, September 12). The Evolution of True Friendship: Some interesting implications of our evolved friendship detectors. <i>Psychology Today</i> . Cooney, G. (2017, May 17). The Unexpected Costs of Extraordinary Experiences: Research on how extraordinary experiences can spoil our conversations. <i>Psychology Today</i> .
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OTHER WRITING	Blazek, G. & Cooney, G. (Spring 2022). Maghreb Mastery. <i>HALI</i> , 211, 66-81.
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SELECTED MEDIA COVERAGE	My work has been covered in various media outlets, including: <i>The Atlantic</i> , <i>The Boston Globe</i> , <i>CNBC</i> , <i>Evening Standard</i> , <i>Forbes</i> , <i>Harvard Business Review</i> , <i>Harvard Gazette</i> , <i>Harvard Magazine</i> , <i>The Huffington Post</i> , <i>Inc. Magazine</i> , <i>Lifehacker</i> , <i>NPR</i> , <i>New York Magazine</i> , <i>Psychology Today</i> , <i>Scientific American</i> , <i>Slate Magazine</i> , <i>Time</i> , <i>U.S. News & World Report</i> , <i>Yahoo</i> , <i>Vanity Fair</i> , and <i>Vice</i> .
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Examples:

Vox (2025) “People are Nicer than You Think.”

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 & TALKS

31. Cornell BEDR Seminar, Ithaca, NY	March, 2027
30. Michigan Symposium on Conversation, Ann Arbor, MI	December, 2026
29. International Conf. on Conversation Analysis, Edmonton, AB	June, 2026
28. Wharton Behavioral Lab Mini Conference, Philadelphia, PA	May, 2026
27. Chicago Booth Behavioral Science Group, Chicago, IL	March, 2026
26. JDM Annual Conference, Denver, CO	November, 2025
25. Yale Psychology Department, New Haven, CT	October, 2025
24. Temple Psychology Department, Philadelphia, PA	April, 2025
23. Dartmouth Psychology Department, Hanover, NH	December, 2024
22. BDM Group, UCLA Anderson, Los Angeles, CA	October, 2024
21. AOM Annual Convention, Chicago, IL,	August, 2024
20. Social Area Seminar, Harvard, Cambridge MA	April, 2024
19. Language, Interaction, and Culture, UCLA, Los Angeles, CA	October, 2023
18. Behavioral Science Initiative, UPenn, Philadelphia, PA	September, 2020
17. International Association of Conflict Management (IACM)	July, 2020
16. Society for Personality and Social Psychology, Portland, OR	February, 2019
15. Society for Personality and Social Psychology, Portland, OR	February, 2019
14. USC Business School, Los Angeles, CA	November, 2018
13. Program on Negotiation Seminar, HBS, Cambridge, MA	July, 2018
12. Society of Experimental Social Psychology, Seattle, WA	October, 2018
11. Stanford Business School, Palo Alto, CA	November, 2017
10. APS Annual Convention, Boston, MA	May, 2017
9. Conversation Day, Harvard Business School, Cambridge, MA	June, 2017
8. Booth Business School, Chicago, IL	January, 2017
7. Society for Personality and Social Psychology, San Diego, CA	January, 2016
6. Psychology Department, Princeton, Princeton, NJ	December, 2016
5. Social Psychology Seminar, Harvard, Cambridge, MA	March, 2014
4. Moral Psychology Lab, Harvard, Cambridge, MA	October, 2013
3. Departmental Colloquium, Harvard, Cambridge, MA	May, 2013
2. Moral Psychology Lab, Harvard, Cambridge, MA	October, 2012
1. Social Psychology Seminar, Harvard, Cambridge, MA	April, 2012

TEACHING

Conversation (Undergraduate)

Department of Psychological & Brain Sciences, Dartmouth College 2027–

Negotiations (Undergraduate)

Department of Psychological & Brain Sciences, Dartmouth College 2027–

Negotiations (MBA)

The Wharton School, University of Pennsylvania 2020 – 2025

- Taught 7 semesters; highest rated negotiations course (3.8–3.9/4)

Negotiations (Wharton Works - Prison Program)

The Wharton School, University of Pennsylvania 2024

- Student-led curriculum for incarcerated populations

Negotiations (Executive MBA)

The Wharton School, University of Pennsylvania 2022

The Psychology of Conversation (Undergraduate)

Department of Psychology, Harvard University 2018

- Highest rated course in Psychology (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

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 SERVICE

Ad-hoc Reviewer: *Journal of Experimental Psychology: General* ◦ *Journal of Experimental Social Psychology* ◦ *Journal of Personality and Social Psychology* ◦ *Journal of Social Psychology* ◦ *Nature Communications* ◦ *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* ◦ *Science Advances* ◦ *Social Cognition*

PROFESSIONAL AFFILIATIONS

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

Curriculum Vitae updated May 2026