

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 Lecturer in Operations, Information, and Decisions	2022 – 2019 – 2022
EDUCATION AND TRAINING	Harvard University, Cambridge, MA Postdoctoral Fellow Department of Psychology Affiliations: Institute for Quantitative Social Science (IQSS)	2017 – 2019
	Harvard University, Cambridge, MA Ph.D., Psychology Committee: Fiery Cushman, Joshua Greene, Steven Pinker, Daniel Gilbert (chair)	2011 – 2017
	Boston University, Boston, MA B.A., Philosophy	2003 – 2007
RESEARCH CONSULTING	Practice Leader, Breakout Learning, CA Research Scientist, BetterUp, CA Director of Research, Broadgreen Pictures, CA Research Assistant, Lincoln Institute of Land Policy, MA	2024 – 2018 – 2014 – 2017 2008 – 2011
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. <i>Science Advances</i> , 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. <i>Annual Review of Psychology</i> , 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. <i>Journal of Experimental Social Psychology</i> , 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. <i>Journal of Experimental Psychology: General</i> , 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? <i>Proceedings of the National Academy of Sciences</i> , 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 /
SUBMITTED

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 and metabias.

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.

Reilly, J., Ulichney, V., Sacks, B., Duncan, A., Weinstein, S., Giovannetti, T., Helion, C., & **Cooney, G.** Effects of age and age discrepancies on dyadic conversation alignment: implications for intergenerational communication

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	
SELECTED HONORS AND AWARDS	Wharton Teaching Excellence Award, University of Pennsylvania 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 scholarship), Boston University	2019 – 2023 2018 2018 2018 2016 2014 2011 – 2013 2011 2003 – 2007
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> .	
	Examples:	
	Wired (2024) “The science of having a great conversation.” 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 Center for Language, Interaction, and Culture, UCLA Social and Behavioral Science Initiative, UPenn, Philadelphia, PA International Association of Conflict Management (IACM), virtual Society for Personality and Social Psychology, Portland, OR Society for Personality and Social Psychology, Portland, OR	April, 2024 October, 2023 September, 2020 July, 2020 February, 2019 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)

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 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

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 Reinerio (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

Determining Conversation Analysis Indicators for a Multiparty Conversation

Patent No: US11417330B2 Granted: 2022
- Methods for analyzing conversations through video and utterance data.

Synthesizing Higher Order Conversation Features for a Multiparty Conversation

Patent No: US11521620B2 Granted: 2022
- Techniques for synthesizing conversation features from multiple modalities.

Segmenting and Generating Conversation Features for a Multiparty Conversation

Patent No: US11810357B2 Granted: 2023
- Processes for segmenting videos and generating detailed conversation features.

Computationally Reacting to a Multiparty Conversation

Application No: US20220343899A1 Published: 2022
- Enhancing machine learning with extracted conversation features.

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*

Curriculum Vitae updated June 2024