

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 Departmental 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
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. (<i>Revise and Resubmit, Journal of Personality and Social Psychology</i>). Cooney, G. , & Reece, A., NaturalTurn: A method to segment transcripts into naturalistic conversational turns. Reilly, J., Ulichney, V., Sacks, B., Duncan, A., Weinstein, S., Giovannetti, T., Helion, C., & Cooney, G. Dynamics of language use and alignment in different-age conversation partners. Tissera, H., Elsaadawy, N., Cooney, G. , Human, L., & Carlson, E. Disentangling actual and perceived liking gaps: A novel framework for evaluating the correlates of metabias (<i>Revise and Resubmit, Journal of Personality and Social Psychology</i>).	
PUBLICATIONS (* = EQUAL AUTHORSHIP)	Cooney, G. , & Wheatley T. (<i>In Press</i>). Conversation. In E. Finkel, S. T. Fiske, D. T. Gilbert, & W. Mendes (Eds.), <i>Handbook of Social Psychology, 6th Edition</i> . Schweitzer, M., Krueger, K., Boothby, E. J., & Cooney, G. (<i>In Press</i>). Negotiation. In E. Finkel, S. T. Fiske, D. T. Gilbert, & W. Mendes (Eds.), <i>Handbook of Social Psychology, 6th Edition</i> .	

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>

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*.

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
Stimson Fund Research Grant, Harvard University 2012
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*, *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 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	AOM Annual Convention, Chicago, IL,	August, 2024
	Social Area Seminar, Harvard University, Cambridge MA	April, 2024
	Center for Language, Interaction, Culture, UCLA, Los Angeles, CA	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)	
	The Wharton School, University of Pennsylvania	2020 – 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 (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

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 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

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 and Generating 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* ◦ *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 AFFILIATIONS

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