

# Michael L. Slepian

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## **Academic Appointments**

Assistant Professor, Columbia Business School, 2016-present

## **Education**

Post-doctoral Fellow, Columbia Business School, 2014–2016

Pre-doctoral Fellow, Stanford University, 2012–2014

Ph.D., Experimental Psychology, Tufts University, 2014

M.S., Experimental Psychology, Tufts University, 2011

Advisor: Nalini Ambady

B.A., Psychology, Minor in Neuroscience, Syracuse University, 2009

## **Awards and Honors**

2016 Rising Star Award, Association for Psychological Science (APS)

2011 National Science Foundation (NSF) Graduate Research Fellowship

2010 Graduate Student Research Award, Tufts University

2010 EASP Summer School Fellowship, Society for Personality and Social Psychology (SPSP)

2010 National Science Foundation (NSF) Graduate Research Fellowship Honorable Mention

2009 Travel Award, Society for Personality and Social Psychology (SPSP)

2009 Syracuse University Scholar, highest academic honor (1 of 12 chosen from graduating class of 3,000)

2009 Outstanding Research Achievement Award, Syracuse University

2009 Distinction (single recipient): Senior Thesis, Syracuse University

2009 Allport Scholar Award, Syracuse University

2009 Outstanding Service Award as Psi Chi Chapter President, Syracuse University

2008 First place award for research in Social Psychology, Syracuse University

## Publications

Citations 580; h-index 14 (Google Scholar)

### Secrecy, Deception and Trust

- **Slepian, M.L.** & Bastian, B. (in press). Truth or punishment: Secrecy and punishing the self. *Personality and Social Psychology Bulletin*.
- **Slepian, M.L.**, Chun, J.S., & Mason, M.F. (in press). The experience of secrecy. *Journal of Personality and Social Psychology*.
- **Slepian, M.L.**, Young, S.G., & Harmon-Jones, E. (2017). An approach-avoidance motivational model of trustworthiness judgments. *Motivation Science*, 3, 91-97.
- **Slepian, M.L.**, & Ames, D.R. (2016). Internalized impressions: The link between apparent facial trustworthiness and deceptive behavior is mediated by targets' expectations of how they will be judged. *Psychological Science*, 27, 282-288.
- **Slepian, M.L.**, Masicampo, E.J., & Galinsky, A.D. (2016). The hidden effects of recalling secrets: Assimilation, contrast, and the burdens of secrecy. *Journal of Experimental Psychology: General*, 145, e27-e48.
- **Slepian, M.L.**, Camp, N.P., & Masicampo, E.J. (2015). Exploring the secrecy burden: Secrets, preoccupation, and perceptual judgments. *Journal of Experimental Psychology: General*, 144, e31-e42.
- Young, S.G., **Slepian, M.L.**, & Sacco, D.F. (2015). Sensitivity to perceived facial trustworthiness is increased by activating self-protection motives. *Social Psychological and Personality Science*, 6, 607-613.
- **Slepian, M.L.**, Masicampo, E.J., & Ambady, N. (2014). Relieving the burdens of secrecy: Revealing secrets influences judgments of hill slant and distance. *Social Psychological and Personality Science*, 5, 293-300.
- **Slepian, M.L.**, Young, S.G., Rutchick, A.M., & Ambady, N. (2013). Quality of professional players' poker hands is perceived accurately from arm motions. *Psychological Science*, 24, 2335-2338.
- Rule, N.O., **Slepian, M.L.**, & Ambady, N. (2012). A memory advantage for untrustworthy faces. *Cognition*, 125, 207-218.
- **Slepian, M.L.**, Masicampo, E.J., Toosi, N.R., & Ambady, N. (2012). The physical burdens of secrecy. *Journal of Experimental Psychology: General*, 141, 619-624.
- **Slepian, M.L.**, Young, S.G., Rule, N.O., Weisbuch, M., & Ambady, N. (2012). Embodied impression formation: Social judgments and motor cues to approach and avoidance. *Social Cognition*, 30, 232-240.

## Cognitive Processing and Creativity

- Cho, J., Morris, M.W., & **Slepian, M.L.** (in press). Choosing fusion: The effects of diversity ideologies on preference for culturally mixed experiences. *Journal of Experimental Social Psychology*.
- Masicampo, E.J., & **Slepian, M.L.** (in press). Linking diverse resources to action control. In Hirt, E., Clarkson, J.J., & Jia, L. (Eds.), *Self-Regulation and Ego Control*. San Diego, CA: Elsevier.
- **Slepian, M.L.**, Ferber, S.N., Gold, J.M., & Rutchick, A.M. (2015). The cognitive consequences of formal clothing. *Social Psychological and Personality Science*, 6, 661-668.
- **Slepian, M.L.**, Masicampo, E.J., & Ambady, N. (2015). Cognition from on high and down low: Verticality and construal level. *Journal of Personality and Social Psychology*, 108, 1-17.
- **Slepian, M.L.**, & Ambady, N. (2014). Simulating sensorimotor metaphors: Novel metaphors influence sensory judgments. *Cognition*, 130, 309-314.  
\* Featured as Editor's Choice, *Science* (2014), 343, 230-231.
- **Slepian, M.L.**, Oikawa, M., & Smyth, J.M. (2014). Suppressing thoughts of evaluation while being evaluated. *Journal of Applied Social Psychology*, 44, 31-39.
- **Slepian, M.L.**, Weisbuch, M., Pauker, K., Bastian, B., & Ambady, N. (2014). Fluid movement and fluid social cognition: Bodily movement influences essentialist thought. *Personality and Social Psychology Bulletin*, 40, 111-120.
- Rutchick, A.M., & **Slepian, M.L.** (2013). Handling ibuprofen increases pain tolerance and decreases perceived pain intensity in a cold pressor test. *PLoS ONE*, 8, e56175.
- **Slepian, M.L.**, & Ambady, N. (2012). Fluid movement and creativity. *Journal of Experimental Psychology: General*, 141, 625-629.
- Rutchick, A.M., **Slepian, M.L.**, & Ferris, B. (2010). The pen is mightier than the word: Object priming of grading standards. *European Journal of Social Psychology*, 40, 704-708.
- **Slepian, M.L.**, Weisbuch, M., Rutchick, A.M., Newman, L.S., & Ambady, N. (2010). Shedding light on insight: Priming bright ideas. *Journal of Experimental Social Psychology*, 46, 696-700.

## Social Categorization and Nonverbal Behavior

- Weisbuch, M., Grunberg, R.L., & **Slepian, M.L.** (in press). Exposure to variability in facial emotion influences beliefs about the stability of psychological characteristics. *Emotion*.
- Gaither, S.E., Pauker, K., **Slepian, M.L.**, & Sommers, S. R. (2016). Social belonging motivates biased categorization of faces. *Social Cognition*, 34, 97-118.

- Slepian, M.L., & Galinsky, A.D. (2016). The voiced pronunciation of initial phonemes predicts the gender of names. *Journal of Personality and Social Psychology*, *110*, 509-527.
- **Slepian, M.L.** (2015). Disentangling multimodal processes in social categorization. *Cognition*, *136*, 396-402.
- **Slepian, M.L.**, Bogart, K.R., & Ambady, N. (2014). Thin slice judgments in the clinical context. *Annual Review in Clinical Psychology*, *10*, 131-153.
- Young, S.G., **Slepian, M.L.**, Wilson, J.P., & Hugenberg, K. (2014). Averted eye-gaze disrupts configural face encoding. *Journal of Experimental Social Psychology*, *53*, 94-99.
- Weisbuch, M., **Slepian, M.L.**, Eccleston, C.P., & Ambady, N. (2013). Nonverbal expressions of status and system legitimacy: An interactive influence on race bias. *Psychological Science*, *24*, 2315-2321.
- **Slepian, M.L.**, Rule, N.O., & Ambady, N. (2012). Proprioception and person perception: Politicians and professors. *Personality and Social Psychology Bulletin*, *38*, 1621-1628.
- Rule, N.O., Rosen, K.S., **Slepian, M.L.**, & Ambady, N., (2011). Mating interest improves women's accuracy in judging male sexual orientation. *Psychological Science*, *22*, 881-886.
- **Slepian, M.L.**, Weisbuch, M., Adams, R.B., Jr., & Ambady, N. (2011). Gender moderates the relationship between emotion and perceived gaze. *Emotion*, *11*, 1439-1444.
- **Slepian, M.L.**, Weisbuch, M., Rule, N.O., & Ambady, N. (2011). Tough and tender: Embodied categorization of gender. *Psychological Science*, *22*, 26-28.
- Weisbuch, M., Ambady, N., **Slepian, M.L.**, & Jimerson, D. C. (2011). Emotion contagion moderates the relationship between emotionally-negative families and abnormal eating behavior. *International Journal of Eating Disorders*, *44*, 716-720.
- Weisbuch, M., **Slepian, M.L.**, Clark, A., Ambady, N., & Veenstra-Vander Weele, J. (2010). Behavioral stability across time and situations: Nonverbal versus verbal consistency. *Journal of Nonverbal Behavior*, *34*, 43-56.

## **Professional Presentations**

### **Invited Talks**

- 2017 Yale University, Psychology Department, Social Psychology Research Seminar
- 2016 Princeton University, Psychology Department, Social Area Research Seminar
- 2016 University of Chicago, Booth School of Business, Behavioral Science Workshop
- 2016 University at Albany, Psychology Department, Departmental Colloquium

- 2015 University of Massachusetts Boston, Departmental Colloquium
- 2015 University of Melbourne, School of Psychology, Departmental Colloquium
- 2014 University of Kansas, Social Psychology Proseminar
- 2014 Management Division of Columbia Business School
- 2014 Baruch College, CUNY, Psychology Department, Departmental Colloquium
- 2014 Biology and Affective Sciences meeting, University of California, San Francisco.
- 2013 University of New South Wales, School of Psychology, Departmental Colloquium.
- 2012 Center for Research in Social Psychology, University of Queensland

### **Chaired Symposia**

- Greenaway, K.H., & **Slepian, M.L.** (2016, October). The upsides of deception. Symposium to be presented at the annual Society for Experimental Social Psychology (SESP) conference. Santa Monica, CA.
- Slepian, M.L.** & Masicampo, E.J. (2013, January). Concealment in plain sight: The unseen influence of secrets in e-mails, bodily experiences, social interactions, and the community. Symposium presented at the 14th Annual Meeting of the Society for Personality and Social Psychology (SPSP), New Orleans, LA.
- Slepian, M.L.** (2012, April). Session on social cognition. Session chaired at the 40th Annual Conference for the Society of Australasian Social Psychologists (SASP), Adelaide, Australia.
- Slepian, M.L.** (2008, November). Inaugural Psi Chi Symposium. Symposium presented to the Department of Psychology, Syracuse University, Syracuse, NY.

### **Papers Presented (\* indicates student coauthor)**

- Cho, J.\*, Morris, M.W., & **Slepian, M.L.** (2017, January). Choosing fusion: The effects of diversity ideologies on preference for culturally mixed experiences. Data Blitz Talk to be presented at the 18th Annual Meeting of the Society for Personality and Social Psychology (SPSP), San Antonio, TX.
- Slepian, M.L.**, Camp, N.P., Halevy, N., & Galinsky, A.D. (2016, October). The personal benefits of keeping secrets. Talk to be presented at the annual Society for Experimental Social Psychology (SESP) conference. Santa Monica, CA.
- Slepian, M.L.**, & Ames, D.R. (2016, August). Internalized impressions: The link between apparent facial trustworthiness and deceptive behavior is mediated by targets' expectations of how they will be judged. Talk to be presented at the 76th Annual Meeting of the Academy of Management (RMD division), Anaheim, CA.

- Slepian, M.L., & Ames, D.R.** (2016, January). Living up to one's face: Faced-based accuracy of trustworthiness judgments stems from people's awareness of their own apparent facial trustworthiness. Data Blitz Talk to be presented at the 17th Annual Meeting of the Society for Personality and Social Psychology (SPSP), San Diego, CA.
- Phillips, L.T., Weisbuch, M., **Slepian, M.L.**, Hughes, B.L. & Ambady, N. (2015, August). People perception: The SEA model and perception of group characteristics. Talk presented at the 75th annual meeting of the Academy of Management (GDO & MOC divisions). Vancouver, British Columbia.
- Masicampo, E.J., & **Slepian, M.L.** (2015, July). Linking diverse resources to action control. Talk presented at the Self-Regulation and Ego Control Meeting, Bloomington, IN.
- Goukassian, H.J., **Slepian, M.L.**, Boals, A., Calvillo, D.P., & Rutchick, A.M. (2015, May). Factors associated with accuracy in thin-slicing poker hands. Talk to be presented at the 95th Annual Convention of the Western Psychological Association (WPA), Las Vegas, NV.
- Phillips, L.T., Weisbuch, M., **Slepian, M.L.**, Hughes, B.L. & Ambady, N. (2015, February). People perception: Sea-ing social properties of groups. Talk presented at the 16th Annual Meeting of the Society for Personality and Social Psychology (SPSP), Long Beach, CA.
- Phillips, L.T., **Slepian, M.L.**, Hughes, B.L. & Ambady, N. (2014, May). Perceiving groups: Rapid and accurate extraction of dominance and hierarchy information. Talk presented at the London Business School Trans-Atlantic Doctoral Conference, London, UK.
- Slepian, M.L.**, Young, S.G., Rutchick, A.M., & Ambady, N. (2014, February). It's in the hands, not the face: Accurate and inaccurate impressions of the quality of professional players' poker hands. Talk presented at the 15th Annual Meeting of the Society for Personality and Social Psychology (SPSP), Austin, TX.
- Slepian, M.L.** & Camp, N.P. (2014, February). From burdens to boosts: Reflecting on positive secrets reduces perceived effort for physical tasks. Hot topic talk presented at the 15th Annual Meeting of the Society for Personality and Social Psychology (SPSP) Embodiment Preconference, Austin, TX.
- Gaither, S.E., Pauker, K., **Slepian, M.L.**, & Sommers, S.R. (2013, January). Social belonging threat motivates categorization of racially-ambiguous faces. Talk presented at the 14th Annual Meeting of the Society for Personality and Social Psychology (SPSP), New Orleans, LA.
- Felt, J., Rutchick, A.M., Barrett, M.E., & **Slepian, M.L.** (2013, January). Handling beverages influences motivation and judgment. Informal talk presented at the 14th Annual Meeting of the Society for Personality and Social Psychology (SPSP) Embodiment Preconference, New Orleans, LA.
- Slepian, M.L.**, & Ambady, N. (2013, January). Metaphors and sensory simulation. Hot topic talk presented at the 14th Annual Meeting of the Society for Personality and Social Psychology (SPSP) Embodiment Preconference, New Orleans, LA.

**Slepian, M.L.**, Masicampo, E.J., Toosi, N.R., & Ambady, N. (2013, January). The physical burdens of secrecy. Talk presented at the 14th Annual Meeting of the Society for Personality and Social Psychology (SPSP), New Orleans, LA.

Young, S.G., **Slepian, M.L.**, & Ambady, N. (2013, January). The influence of approach and avoidance states on face perception. Talk presented at the 14th Annual Meeting of the Society for Personality and Social Psychology (SPSP), New Orleans, LA.

**Slepian, M.L.**, & Ambady, N. (2012, April). Fluid movement and creativity. Talk given at the 40th Annual Conference for the Society of Australasian Social Psychologists (SASP), Adelaide, Australia.

**Slepian, M.L.**, Weisbuch, M., Pauker, K., & Ambady, N. (2012, May). Fluid movements induce flexible social categorization. Talk given at the 24th Annual Convention for the Association for Psychological Science (APS), Chicago, IL.

**Slepian, M.L.**, Weisbuch, M., Pauker, K., & Ambady, N. (2012, January). Bodily movements influence social categorization. Hot topic talk presented at the 13th Annual Meeting of the Society for Personality and Social Psychology (SPSP) Embodiment Preconference, San Diego, CA.

Barrett, M.E., Sanchez, A., Rutchick, A.M., & **Slepian, M.L.** (2011, April). Exposure to beer and perceived attractiveness. Paper presented at the 91st annual convention of the Western Psychological Association (WPA), Los Angeles, CA.

**Slepian, M.L.**, Weisbuch, M., Rule, N.O., & Ambady, N. (2011, January). Tough and tender: Grounded categorization of gender. Hot topic talk presented at the 12th Annual Meeting of the Society for Personality and Social Psychology (SPSP) Embodiment Preconference, San Antonio, TX.

Swan, A.B., Barrett, M.E., Rutchick, A.M., & **Slepian, M.L.** (2011, April). Object priming and persistence. Paper presented at the 91st annual convention of the Western Psychological Association (WPA), Los Angeles, CA.

#### **Posters Presented** (\* indicates undergraduate, or former undergraduate coauthor)

Goukassian, H.J., **Slepian, M.L.**, Boals, A., Calvillo, D.P., & Rutchick, A.M. (2015, February). Predicting accuracy and inaccuracy in thin-slicing poker hands. Poster presented at the 15th Annual Meeting of the Society for Personality and Social Psychology (SPSP), Long Beach, CA.

Grunberg, R.L.\*, **Slepian, M.L.**, & Ambady, N. (2014, February). Effects of the social environment on conceptions of racial categories. Poster presented at the 15th Annual Meeting of the Society for Personality and Social Psychology (SPSP), Austin, TX.

Grunberg, R.L.\*, **Slepian, M.L.**, & Ambady, N. (2012, February). Exposure to phenotypic diversity reduces racial essentialism. Poster presented at the 13th Annual Meeting of the Society for Personality and Social Psychology (SPSP), San Diego, CA.

- Slepian, M.L.**, Rule, N.O., Young, S.G., Weisbuch, M., & Ambady, N. (2012, January). Social judgments and motor cues to approach and avoidance. Poster presented at the 13th Annual Meeting of the Society for Personality and Social Psychology (SPSP), San Diego, CA.
- Barrett, M.E., Swan, A.B., Rutchick, A.M., & **Slepian, M.L.** (2011, January). Object priming, motivation, and self-rated personality. Poster presented at the 12th annual Society for Personality and Social Psychology (SPSP) Conference, San Antonio, TX.
- Gaither, S.E., **Slepian, M.L.**, Pauker, K.B., & Sommers, S.R. (2011, January). Ambiguous race categorization is predicted by implicit bias. Poster presented at the 12th Annual Meeting of the Society for Personality and Social Psychology (SPSP), San Antonio, TX.
- Gokhman, N.,\* Maguire, K.,\* **Slepian, M.L.**, Oikawa, M., Smyth, J.M., & Ambady, N. (2011, May). Suppressing thoughts of evaluation while being evaluated. Poster presented at the 23rd Annual Convention for the Association for Psychological Science (APS), Washington D.C.
- Grunberg, R.,\* Williamson, T.,\* **Slepian, M.L.**, Freeman, J.B., & Ambady, N. (2011, May). Temporal dynamics of top-down social influences on object recognition. Poster presented at the 23rd Annual Convention for the Association for Psychological Science (APS), Washington D.C.
- Mann, T.C., **Slepian, M.L.**, Freeman, J.B., & Maddox, K.B. (2011, January). Tracking racial bias: The dynamics of facial phenotypicity. Poster presented at the 12th Annual Meeting of the Society for Personality and Social Psychology (SPSP), San Antonio, TX.
- Slepian, M.L.**, Rule, N.O., & Ambady, N. (2011, May). Proprioception and person perception: Politicians and professors. Poster presented at the 23rd Annual Convention for the Association for Psychological Science (APS), Washington D.C.
- Slepian, M.L.**, Weisbuch, M., Rule, N.O., & Ambady, N. (2011, January). Embodied social categorization. Poster presented at the 12th Annual Meeting of the Society for Personality and Social Psychology (SPSP), San Antonio, TX.
- Maddox, K., Mann, T., Charbonneau, J., & **Slepian, M.L.** (2010, January). Racial phenotypicity bias: Examining the role of skin tone in implicit and explicit associations. Poster presented at the 11th Annual Meeting of the Society for Personality and Social Psychology (SPSP), Las Vegas, NV.
- Rutchick, A.M., **Slepian, M.L.**, & Ferris, B. (2010, January). Object priming of grading standards. Poster presented at the 11th Annual Meeting of the Society for Personality and Social Psychology (SPSP), Las Vegas, NV.
- Rutchick, A.M., **Slepian, M.L.**, Ferris, B., Ferber, S., Coleman, S.R.M., Swan, A.B., & Corral, D. (2010, April). The pen is mightier than the word: Priming evaluative harshness. Poster presented at the 90th annual convention of the Western Psychological Association (WPA), Cancun, Mexico.
- Slepian, M.L.**, & Ambady, N. (2010, May). Embodied conceptualizations of gender. Poster presented at the 22nd Annual Convention for the Association for Psychological Science (APS), Boston, MA.



**Slepian, M.L.,** Weisbuch, M., Rutchick, A.M., Newman, L.S., & Ambady, N. (2010, January). Shedding light on insight: Priming bright ideas. Poster presented at the 11th Annual Meeting of the Society for Personality and Social Psychology (SPSP), Las Vegas, NV.

**Slepian, M.L.,** Oikawa, M., & Smyth, J.M. (2009, February). To suppress or to not suppress, that is the question: Thought suppression of evaluation. Poster presented at the 10th Annual Meeting of the Society for Personality and Social Psychology (SPSP), Tampa, FL.

## **Teaching**

Managerial Negotiations, Columbia Business School; Spring 2015, 2016, 2017

## **Professional Activities**

### **Professional Affiliations**

*Academy of Management (AOM)*

*Association for Psychological Science (APS)*

*International Association of Conflict Management (IACM)*

*Society for Personality and Social Psychology (SPSP)*

### **Ad-Hoc Journal Reviewing**

*Basic and Applied Social Psychology*

*British Journal of Social Psychology*

*Comprehensive Results in Social Psychology*

*Cognition & Emotion*

*Emotion*

*Journal of Consumer Psychology*

*Journal of Experimental Psychology: General*

*Journal of Experimental Social Psychology*

*Journal of Nonverbal Behavior*

*Motivation Science*

*Journal of Personality and Social Psychology*

*Neuroscience Letters*

*Personality and Social Psychology Bulletin*

*PLoS One*

*Sex Roles*

*Social Cognition*

*Social Psychological and Personality Science*

*Social Psychology*

*Thinking & Reasoning*