

CHRISTOPHER OVEIS

Rady School of Management • University of California, San Diego
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EMPLOYMENT

University of California, San Diego, Rady School of Management
Assistant Professor, 2011-present

Harvard University
Postdoctoral Fellow, Harvard Kennedy School, 2010-2011
Postdoctoral Fellow, Department of Psychology, 2009-2010

EDUCATION

University of California, Berkeley
Ph.D. in Social/Personality Psychology, 2009

University of Virginia
B.A. in Psychology with highest distinction, 2002

RESEARCH INTERESTS

Emotions, Power and Status, Empathy, Emotion Regulation, Social Psychophysiology

GRANTS

1. Oveis, C. (PI), & Taylor, C. T. (Co-PI). Gratitude expressions: A potential intervention for improving relationships and reducing social anxiety's negative impact on social connection, creativity, and performance in teams. UC San Diego Frontiers of Innovation Scholars Program. 1/1/2017-9/30/2018. \$28,000.
2. Algoe, S. B. (PI) & Oveis, C. (Co-PI). Gratitude and societal good: The role of everyday gratitude in productivity, transformational leadership, good citizenship, and the spread of altruism. John Templeton Foundation. 2/1/2015-1/31/2018. \$1,119,239.
3. Andreoni, J. (PI) & Oveis, C. (Co-PI). Income inequality, social cohesion and altruism in the lab and field. UC San Diego Frontiers of Innovation Scholars Program. 1/1/2016-12/31/2016. \$25,000.

PUBLICATIONS

1. Lupoli, M. J., Jampol, L., & Oveis, C. (in press). Lying because we care: Compassion increases prosocial lying. *Journal of Experimental Psychology: General*.
2. Shiota, M. N., Campos, B., Oveis, C., Hertenstein, M. J., Simon-Thomas, E., & Keltner, D. (in press). Beyond happiness: Building a science of discrete positive emotions. *American Psychologist*.

3. Oveis, C., Spectre, A., Smith, P. K., Liu, M. Y., & Keltner, D. (2016). Laughter conveys status. *Journal of Experimental Social Psychology, 65*, 109-115.
4. Stellar, J. E., Cohen, A. B., Oveis, C., & Keltner, D. (2015). Affective and physiological responses to the suffering of others: Compassion and vagal activity. *Journal of Personality and Social Psychology, 108*, 572-585.
5. Van Kleef, G. A., Oveis, C., Homan, A., van der Löwe, I., & Keltner, D. (2015). Power gets you high: The powerful are more inspired by themselves than by others. *Social Psychological and Personality Science, 6*, 472-480.
6. Kouchaki, M., Oveis, C., & Gino, F. (2014). Guilt enhances the sense of control and drives risky judgments. *Journal of Experimental Psychology: General, 143*, 2103-2110.
7. Carr, E. W., Winkielman, P., & Oveis, C. (2014). Transforming the mirror: Power fundamentally changes facial responding to emotional expressions. *Journal of Experimental Psychology: General, 143*, 997-1003.
8. *Kogan, A., *Oveis, C., Carr, E. W., Gruber, J., Mauss, I. B., Shallcross, A., Impett, E. A., van der Löwe, I., Hui, B., Cheng, C., & Keltner, D. (2014). Vagal activity is quadratically related to prosocial traits, prosocial emotions, and observer perceptions of prosociality. *Journal of Personality and Social Psychology, 107*, 1051-1063. [*AK and CO contributed equally]
9. Kraus, M. W., Oveis, C., Allison, M. L., Young, R. C., Tauer, J., & Keltner, D. (2014). Teasing, taunting, and the politics of politeness: High sociometric status is associated with expectation-consistent behavior. *PLoS ONE, 9*, e104737.
10. Impett, E. A., Le, B., Kogan, A., Oveis, C., & Keltner, D. (2014). When you think your partner is holding back: The costs of perceived partner suppression during relationship sacrifice. *Social Psychological and Personality Science, 5*, 542-549.
11. Saslow, L. R., McCoy, S., van der Löwe, I., Cosley, B., Vartan, A., Oveis, C., Keltner, D., Moskowitz, J. T., & Epel, E. S. (2014). Speaking under pressure: Low linguistic complexity is linked to high physiological and emotional stress reactivity. *Psychophysiology, 51*, 257-266.
12. Dutra, S. J., West, T. V., Impett, E. A., Oveis, C., Kogan, A., Keltner, D., & Gruber, J. (2014). Rose-colored glasses gone too far? Mania symptoms predict biased emotion experience and perception in couples. *Motivation and Emotion, 38*, 157-165.
13. Sherman, G. D., Lee, J. J., Cuddy, A. J. C., Renshon, J., Oveis, C., Gross, J. J., & Lerner, J. S. (2012). Leadership is associated with lower levels of stress. *Proceedings of the National Academy of Sciences, 109*, 17903-17907.
14. Gordon, A. M., Impett, E. A., Kogan, A., Oveis, C., & Keltner, D. (2012). To have and to hold: Appreciation promotes romantic relationship maintenance. *Journal of Personality and Social Psychology, 103*, 257-274.

15. Impett, E. A., Kogan, A., English, T., John, O. P., Oveis, C., Gordon, A. M., & Keltner, D. (2012). Suppression sours sacrifice: Emotional and relational costs of suppressing emotions in romantic relationships. *Personality and Social Psychology Bulletin*, *38*, 707-720.
16. Horberg, E. J., Oveis, C., & Keltner, D. (2011). Emotions as moral amplifiers: An appraisal tendency approach to the influences of distinct emotions upon moral judgments. *Emotion Review*, *3*, 237-244.
17. Côté, S., Kraus, M. W., Cheng, B. H., Oveis, C., van der Löwe, I., Lian, H., & Keltner, D. (2011). Social power facilitates the effect of prosocial orientation on empathic accuracy. *Journal of Personality and Social Psychology*, *101*, 217-232.
18. Kogan, A., Saslow, L. R., Impett, E. A., Oveis, C., Keltner, D., & Rodrigues, S. (2011). A thin-slicing study of the oxytocin receptor (OXTR) gene and the evaluation and expression of the prosocial disposition. *Proceedings of the National Academy of Sciences*, *108*, 19189-19192.
19. Gruber, J., Oveis, C., Keltner, D., & Johnson, S. L. (2011). A discrete emotions approach to positive emotion disturbance in depression. *Cognition and Emotion*, *25*, 40-52.
20. Oveis, C., Horberg, E. J., & Keltner, D. (2010). Compassion, pride, and social intuitions of self-other similarity. *Journal of Personality and Social Psychology*, *98*, 618-630.
21. Kogan, A., Impett, E. A., Oveis, C., Hui, B., Gordon, A. M., & Keltner, D. (2010). When giving feels good: The intrinsic benefits of sacrifice in romantic relationships for the communally motivated. *Psychological Science*, *21*, 1918-1924.
22. Impett, E. A., Gordon, A. M., Kogan, A., Oveis, C., Gable, S. L., & Keltner, D. (2010). Moving toward more perfect unions: Daily and long-term consequences of approach and avoidance goals in romantic relationships. *Journal of Personality and Social Psychology*, *99*, 948-963.
23. Oveis, C., Gruber, J., Keltner, D., Stamper, J. L., & Boyce, W. T. (2009). Smile intensity and warm touch as thin slices of child and family affective style. *Emotion*, *9*, 544-548.
24. Oveis, C., Cohen, A. B., Gruber, J., Shiota, M. N., Haidt, J., & Keltner, D. (2009). Resting respiratory sinus arrhythmia is associated with tonic positive emotionality. *Emotion*, *9*, 265-270.
25. Horberg, E. J., Oveis, C., Keltner, D., & Cohen, A. B. (2009). Disgust and the moralization of purity. *Journal of Personality and Social Psychology*, *97*, 963-976.
26. Van Kleef, G. A., Oveis, C., van der Löwe, I., LuoKogan, A., Goetz, J., & Keltner, D. (2008). Power, distress, and compassion: Turning a blind eye to the suffering of others. *Psychological Science*, *19*, 1315-1322.
27. Gruber, J., Johnson, S. L., Oveis, C., & Keltner, D. (2008). Risk for mania and positive emotional responding: Too much of a good thing? *Emotion*, *8*, 23-33.
28. Keltner, D., & Oveis, C. (2007). Elevation. In R. F. Baumeister & K. D. Vohs (Eds.), *Encyclopedia of social psychology* (Vol. 1, p. 283). Thousand Oaks, CA: Sage.

29. Keltner, D., Horberg, E. J., & Oveis, C. (2006). Emotional intuitions and moral play. *Social Justice Research, 19*, 208-217.
30. Keltner, D., Horberg, E. J., & Oveis, C. (2006). Emotions as moral intuitions. In J. P. Forgas (Ed.), *Affect in thinking and social behavior* (pp. 161-175). New York: Psychology Press.

FELLOWSHIPS, HONORS, AND AWARDS

Excellence in Teaching Award, UCSD Rady School of Management, 2016
 Hellman Fellowship, UCSD, \$10,895, 2013-2014
 Harvard University Bok Award for Excellence in Teaching, 2010
 NSF Graduate Research Fellowship, 2003-2006
 NIMH Ruth L. Kirchstein NRSA Predoctoral Fellowship in Affective Science (T32), (training accepted, funding declined), 2003-2006
 Research Fellowship (\$9,000), Greater Good Science Center, "Compassion, Cognition, and Cooperation", 2004-2005
 Best Psychology Honors Thesis, Maury Pathfinder Award, University of Virginia, 2002

INVITED TALKS

2016 NYU Stern School of Business
 UC San Diego Department of Psychology

2014 Claremont McKenna College

2013 UC San Diego Center for Compassion and Empathy Research

2011 Harvard Kennedy School
 UC San Diego Rady School of Management
 University of North Carolina, Chapel Hill
 UC San Diego Department of Psychology

2010 Harvard Business School
 London Business School
 Northeastern University

2009 Harvard University
 Kellogg School of Management, Northwestern University
 University of North Carolina, Chapel Hill
 Northeastern University
 University of California, Berkeley

CHAired OR CO-CHAired CONFERENCES

Emotion Preconference, Society for Personality and Social Psychology
 Co-chair, 2017
 Positive Emotions Preconference, Society for Affective Science
 Chair, 2017

CHAired CONFERENCE SYMPOSIUM

2010 "Gimme Five! Tactile Communication and Its Social Consequences." (w/ Michael W. Kraus)
Society for Personality and Social Psychology, Las Vegas, NV.

CONFERENCE TALKS

Oveis, C. (2016, March). Laughter conveys status. Talk presented at the annual meeting of the Society for Affective Science, Positive Emotions Preconference, Chicago, IL.

Gu, Y., Oveis, C., & Algoe, S. B. (2016, March). Gratitude and social perception. Talk presented at the annual meeting of the Society for Affective Science, Positive Emotions Preconference, Chicago, IL.

Oveis, C., Lupoli, M. J., & Jampol, L. E. (2016, January). Lying because we care: Compassion increases dishonesty for the benefit of others. Talk presented at the annual meeting of the Society for Personality and Social Psychology, San Diego, CA.

Oveis, C. (2015, September). Guilt enhances the sense of control and drives risky judgments. Talk presented at the annual meeting of the Society for Experimental Social Psychology, Denver, CO.

Oveis, C., Lupoli, M. J., & Jampol, L. E. (2015, April). Lying because we care: Compassion increases dishonesty for the benefit of others. Talk presented at the annual meeting of the Society for Affective Science, Positive Emotions Preconference, Oakland, CA.

Lerner, J. S., Sherman, G. D., Lee, J. J., Cuddy, A. J. C., Renshon, J., Oveis, C., & Gross, J. J. (2013, September). Leadership is associated with lower levels of stress. Talk presented at the meeting of the Society of Experimental Social Psychology, Berkeley, CA.

Oveis, C. (2013, August). Laughter conveys status. Talk presented at the meeting of the International Society for Research on Emotion, Berkeley, CA.

Keltner, D., Oveis, C., Horberg, E. J., & Kraus, M. W. (2013, August). Emotions as moral intuitions. Talk presented at the meeting of the International Society for Research on Emotion, Berkeley, CA.

Sherman, G. D., Lee, J. J., Cuddy, A. J. C., Renshon, J., Oveis, C., Gross, J. J., & Lerner, J. S. (2013, June). Leadership is associated with lower levels of stress. Talk presented at the meeting of the Association for Research in Personality, Charlotte, NC.

Sherman, G. D., Lee, J. J., Cuddy, A. J. C., Renshon, J., Oveis, C., Gross, J. J., & Lerner, J. S. (2013, January). Higher rank, lower cortisol: Power buffers stress. Talk presented at the meeting of the Society for Personality and Social Psychology, Social Neuroendocrinology Preconference, New Orleans, LA.

Staton, M., Paharia, N., & Oveis, C. (2012, October). Emotional marketing: How pride and compassion impact preferences for underdog and top dog brands. Talk presented at the annual meeting of the Association for Consumer Research, Vancouver, BC.

- Oveis, C. (2010, January). Thin slices of touch reveal affective style and relationship dynamics. Talk presented at the 11th annual meeting of the Society for Personality and Social Psychology, Las Vegas, NV.
- Keltner, D., Gruber, J., & Oveis, C. (2008, February). Emotion in Asperger's Syndrome and mania: Lessons from the boundaries of adaptation. Talk presented at the 9th annual meeting of the Society for Personality and Social Psychology, Emotion Pre-Conference, Albuquerque, NM.
- Oveis, C. (2007, January). Emotions as moral intuitions. Talk presented at the 8th annual meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Keltner, D., Oveis, C., & Horberg, E. J. (2006, January). Compassion as a moral intuition. Talk presented at the 7th annual meeting of the Society for Personality and Social Psychology, Emotion Pre-Conference, Palm Springs, CA.
- Oveis, C., Horberg, E. J., & Keltner, D. (2005, April). Compassion, pride, and social connection. Talk presented at the annual Stanford-Berkeley Social-Personality Conference.

SELECTED CONFERENCE POSTER PRESENTATIONS

- Lupoli, M. J., Jampol, L. E., & Oveis, C. (2015, February). Lying because we care: Compassion increases dishonesty for the benefit of others. Presented at the 15th annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.
- Lupoli, M. J., & Oveis, C. (2014, February). Power, prosociality, and deception: How power and personality influence lying for the benefit and detriment of others. Presented at the 14th annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Carr, E.W., Winkielman, P., & Oveis, C. (2013, January). Coming face-to-face with status: Effects of perceiver power on spontaneous facial mimicry. Presented at the 13th annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Sherman, G. D., Lee, J. J., Cuddy, A. J. C., Renshon, J., Oveis, C., Gross, J. J., & Lerner, J. S. (2013, January). Leadership is associated with lower levels of stress. Presented at the 13th annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Carr, E. W., Winkielman, P., & Oveis, C. (2012, October). Differential states of subjective power influence spontaneous facial mimicry. Presented to the Society for Neuroscience, New Orleans, LA.
- Sparkman, G., Oveis, C., & Keltner, D. (2011, January). Altruism, emotion, and the vagus nerve. Presented at the 12th annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Desai, S. D., & Oveis, C. (2010, June). Sad but shrewd? The role of incidental sadness in retribution. Presented at the 12th meeting of the Behavior Decision Research in Management Conference, Pittsburgh, PA.

- Desai, S. D., & Oveis, C. (2010, May). Sad but shrewd? The role of incidental sadness in retribution. Presented at the 22nd annual meeting of the Association for Psychological Science, Boston, MA.
- Sparkman, G., Oveis, C., & Keltner, D. (2010, January). Altruism, trust, and cooperation: Emotional and attitudinal correlates of three distinct pro-social behaviors. Presented at the 11th annual meeting of the Society for Personality and Social Psychology, Las Vegas, NV.
- Oveis, C., Liu, M. Y., LuoKogan, A., & Keltner, D. (2008, February). Power and status are conveyed in dominant and submissive laughter. Presented at the 9th annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Horberg, E. J., Oveis, C., & Keltner, D. (2008, February). The quickest to judge: Reduced heart rate while feeling disgust hastens moral judgments. Presented at the 9th annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Liu, M. Y., Oveis, C., LuoKogan, A., & Keltner, D. (2007, June). The effects of trait- and state-based power. Presented to Emotional Capabilities in Organizations: The Influence of Context and Culture, INSEAD, Fontainebleau, France.
- Sherman, G., Oveis, C., Haidt, J., & Coan, J. A. (2007, January). Why good deeds make us cry: Tenderness is a stress-regulatory phenomenon. Presented at the 8th annual meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Oveis, C., Gruber, J., LuoKogan, A., Liu, M. Y., Keltner, D., Boyce, W. T., & Stamper, J. L. (2007, January). Thin slices of child and family temperament. Presented at the 8th annual meeting of the Society for Personality and Social Psychology, Emotion Pre-Conference, Memphis, TN.
- van der Löwe, I., Saslow, L. R., Oveis, C., & Keltner, D. (2006, October). Other-oriented prosocial emotions and vagal response. Presented at the 46th annual meeting of the Society for Psychophysiological Research, Vancouver, BC, Canada.
- Oveis, C., Horberg, E. J., & Keltner, D. (2006, January). The role of shifting self-other representations in emotion-based prosocial behavior. Presented at the 7th annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Gruber, J., Oveis, C., Keltner, D., & Johnson, S. L. (2006, January). Self-referentiality and emotional responding: Clues from depression. Presented at the 7th annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- van der Löwe, I., Oveis, C., & Keltner, D. (2006, January). Locating goodness in the heart: The physiological and relational consequences of compassion-based prosocial behavior. Presented at the 7th annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Oveis, C., Horberg, E. J., & Keltner, D. (2005, January). Compassion, pride, and social perception. Presented at the 6th annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.

SPECIALIZED TRAINING

Facial Action Coding System (FACS) Certified, 2004

Completed training course and passed standardized reliability test

15-week course on Advanced FACS Coding Methodology, 2004

Taught by Dr. Paul Ekman and Dr. Robert Levenson

Semester-long course in Hierarchical Linear Modeling and Structural Equation Modeling, 2008

Training course in analysis of dyadic data using HLM, 2008

University of Massachusetts, Amherst; Taught by Dr. Niall Bolger and Dr. J. P. Laurenceau

Training workshop in dynamic factor analysis and growth curve modeling, 2005

University of California, Davis; Taught by Dr. Emilio Ferrer

TEACHING

University of California, San Diego, Rady School of Management (MBA)

Leadership, Values, and Team Management (Core MBA)

Full Time MBA (2011-2016), FlexEvening MBA (2011-2014, 2016), FlexWeekend

MBA (2013-2016)

Readings in Emotions in Decision Making and Negotiation (MBA elective), 2013

Harvard University, John F. Kennedy School of Government (graduate)

Trust, Emotion, Intuition and Morality in Negotiation and Decision Making, 2010

Harvard University, Psychology Department (undergraduate):

Psychological Science, Head Teaching Fellow, 2010

Cooperation, Altruism, and Trust, Instructor, 2009

*Recognized with Harvard University Bok Award for Excellence in Teaching

University of California, Berkeley, Psychology Department (undergraduate):

Social Psychology, Laboratory Instructor, 2007

Human Emotion, Laboratory Instructor, 2006

Research Methods and Data Analysis, Laboratory Instructor, 2003

Personality Psychology, Laboratory Instructor, 2002

MENTORING

Graduate Students Supervised, UCSD

Evan Carr, Psychology

Matthew Lupoli, Rady School of Management

Yumeng Gu, Rady School of Management

Andy Arnold, Psychology

Dissertation Committees

Evan Carr, UCSD Psychology, 2016

Nicole Henniger, UCSD Psychology, 2016

Blair Buckman, Alliant University, 2014

Hannah Tuller, UCSD Psychology, 2014

Honors Theses Supervised

Aleksandr Kogan (Lecturer (Asst Prof.), Psychology, University of Cambridge, UK)
 Rosemary Bernstein (Ph.D. student, Social Psychology, University of Oregon)
 Mary Y. Liu (Ph.D., Social Psychology, University of Michigan)
 Ilmo van der Löwe (Postdoctoral Fellow, Psychology, University of Cambridge, UK)
 Karina Mohajerani (B.S., Psychology, UC San Diego)
 Melody Chen (Psychology, UC San Diego)

Selected Research Assistants Supervised

Molly Crockett (Associate Professor, Dept of Experimental Psychology, University of Oxford)
 Michelle Phelps (Assistant Professor, Sociology, University of Minnesota)
 Jared Torre (Ph.D., Social Psychology, UCLA)
 Sunny Dutra (Ph.D., Clinical Psychology, Yale University)
 Angela Li (Ph.D., Clinical Psychology, University of Colorado, Boulder)
 Gregg Sparkman (Ph.D. student, Social Psychology, Stanford University)
 Elizabeth Castle (Ph.D. student, Social Psychology, UCLA)
 Rugile Tuskeviciute (Ph.D. student, Social Psychology, NYU)

PROFESSIONAL ACTIVITIES

Editorial Boards

Consulting Editor, *Journal of Personality and Social Psychology*, 2016-
 Consulting Editor, *Emotion*, 2013-

Guest Associate (Action) Editor, *Emotion*, 2015, 2016

Referee

Science, Journal of Personality and Social Psychology, Psychological Science, Journal of Experimental Psychology: General, Journal of Experimental Social Psychology, Emotion, Personality and Social Psychology Bulletin, Management Science, Journal of Applied Psychology, European Journal of Social Psychology, Journal of Personality, Cognition, Emotion Review, Cognition and Emotion, Political Psychology, California Management Review, Social Psychological and Personality Science, Biological Psychology, Journal of Nonverbal Behavior, Motivation and Emotion, Annals of Behavioral Medicine, Applied Cognitive Psychology, Social Psychology

Affiliations

Society for Personality and Social Psychology, Society for Affective Science, Academy of Management, Society of Experimental Social Psychology

Departmental Service

UCSD Rady School of Management: Hiring committee, 2011-2012; UCSD Rady Graduate Admissions Committee in Management Area, 2011-2013; Faculty Advisor, Rady Business Journal, 2013-2014; Rady PhD committee, 2015-
 UC Berkeley: IPSR Conference Committee, 2007-2009; Admissions Committee, 2006; Colloquium Committee, 2005-2007; Graduate School Preparation Course Speaker, 2004-2006; Website Design Committee, 2004-2005; IPSR Computing Administrator, 2003-2005

University Service

Oversight committee for UC San Diego Strategic Hiring Initiative: Knowledge, Learning, and Creativity, 2015-

Hiring committee for UC San Diego Interdisciplinary Position: Social Basis of Knowledge,
Learning, and Creativity, 2016-
Program Faculty, Interdisciplinary Program in Cognitive Science, UCSD, 2015-