

# Christopher Oveis

Rady School of Management • University of California, San Diego  
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## Employment

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University of California, San Diego, Rady School of Management  
Associate Professor (with tenure), 2020-  
Assistant Professor, 2011-2020

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

## Education

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

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

## Grants: PI or Co-PI

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- 1/1/2017- UC San Diego Frontiers of Innovation Scholars Program  
9/30/2018 *Gratitude expressions: A potential intervention for improving relationships and reducing social anxiety's negative impact on social connection, creativity, and performance in teams.*  
**Role: PI** (with Co-PI Charles T. Taylor, UCSD Psychiatry)  
\$28,000.
- 2/1/2015- John Templeton Foundation  
1/31/2018 *Gratitude and societal good: The role of everyday gratitude in productivity, transformational leadership, good citizenship, and the spread of altruism.*  
**Role: Co-PI** (with PI Sara B. Algoe, UNC Psychology)  
\$1,119,239 (\$561,125 awarded by subcontract to Co-PI Oveis at UCSD)
- 1/1/2016- UC San Diego Frontiers of Innovation Scholars Program  
12/31/2016 *Income inequality, social cohesion and altruism in the lab and field.*  
**Role: Co-PI** (with PI James Andreoni, UCSD Economics)  
\$29,000.

## Grants: Co-Investigator

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- 8/5/2017- NIH R61MH1137695/31/2022  
5/31/2019 *Novel behavioral intervention to target social reward sensitivity and attachment.*  
**Role: Co-Investigator** (with PI Charles T. Taylor, UCSD Psychiatry)  
\$1,488,641 (10% effort)

## Publications

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### Working Papers:

Lupoli, M. J., Zhang, M., Yin, Y., & **Oveis, C.** A conflict of values: When perceived compassion decreases trust. *3rd round revision invited.*

### Peer Reviewed Publications:

**Oveis, C.**, Gu, Y., Ocampo, J. M., Hangen, E. J., & Jamieson, J. P. (in press). Emotion regulation contagion: Stress reappraisal promotes challenge responses in teammates. *Journal of Experimental Psychology: General.*

Algoe, S. B., Dwyer, P. C., Younger, A., & **Oveis, C.** (in press). A new perspective on the social functions of emotions: Gratitude and the witnessing effect. *Journal of Personality and Social Psychology.*

Lupoli, M. J., Jampol, L., & **Oveis, C.** (2017). Lying because we care: Compassion increases prosocial lying. *Journal of Experimental Psychology: General, 146*, 1026-1042.

Shiota, M. N., Campos, B., **Oveis, C.**, Hertenstein, M. J., Simon-Thomas, E., & Keltner, D. (2017). Beyond happiness: Building a science of discrete positive emotions. *American Psychologist, 17*, 617-643.

**Oveis, C.**, Spectre, A., Smith, P. K., Liu, M. Y., & Keltner, D. (2016). Laughter conveys status. *Journal of Experimental Social Psychology, 65*, 109-115.

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.

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.

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.

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.

\*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. (\*co-first authorship)

- 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.
- 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.
- 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.
- 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.
- 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.
- 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.
- 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.
- 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.
- 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.
- 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.
- 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.
- 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.

- 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.
- 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.
- 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.
- 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.
- 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.
- 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.
- 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.

### **Publications in Edited Volumes or Commentaries:**

- 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.
- Keltner, D., Horberg, E. J., & **Oveis, C.** (2006). Emotional intuitions and moral play. *Social Justice Research, 19*, 208-217.
- 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**

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| 2019      | Best 40 Under 40 Business School Professors, <i>Poets &amp; Quants</i>        |
| 2018-2019 | Faculty Career Development Program Award, UCSD, \$17,000                      |
| 2016      | Excellence in Teaching Award, UCSD Rady School of Management, FlexWeekend MBA |
| 2013-2014 | Hellman Fellowship, UCSD, \$10,895  |
| 2010      | Harvard University Bok Award for Excellence in Teaching                       |
| 2004-2006 | NSF Travel Award  |
| 2003-2006 | NSF Graduate Research Fellowship  |

- 2003-2006 NIMH Ruth L. Kirchstein NRSA Predoctoral Fellowship in Affective Science T32 (training accepted, funding declined)
- 2004-2005 Research Fellowship (\$9,000), Greater Good Science Center, "Compassion, Cognition, and Cooperation"
- 2004 Invited Scholar, Conference for the Measurement and Conceptualization of Compassion
- 2003 Graduate Fellowship, Department of Psychology, University of California, Berkeley
- 2002 Best Psychology Honors Thesis, Maury Pathfinder Award, University of Virginia
- 2000 Research Fellowship (\$2,250), University of Virginia Undergraduate Research Fund, "The Anatomy of Elevation"

### Invited Talks

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- 2019 UCLA Department of Psychology  
UCSD Department of Psychology
- 2018 UC Berkeley
- 2016 NYU Stern School of Business  
UCSD Department of Psychology
- 2014 Claremont McKenna College Kravis Leadership Institute
- 2013 UCSD Center for Science and Education of Empathy and Compassion
- 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  
University of California, Berkeley

### Chaired Conference Symposia

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- 2018 New Perspectives on the Social Functions of Emotions (w/ Sara Algoe). Society for Personality and Social Psychology, Atlanta, GA.
- 2010 "Gimme Five!" Tactile Communication and Its Social Consequences" (w/ Michael W. Kraus). Society for Personality and Social Psychology, Las Vegas, NV.

### Conference Talks

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- Oveis, C. (2020, March). Emotion regulation contagion: Stress reappraisal promotes challenge responses in teammates. Talk presented at the annual meeting of the Society for Personality and Social Psychology, Emotion Preconference, New Orleans, LA.

- Oveis, C., Dwyer, P. C., Younge, A., & Algoe, S. (2018, March). The social functions of gratitude at the group level of analysis: Effects on 3rd party witnesses' behaviors. Talk presented at the annual meeting of the Society for Personality and Social Psychology, Atlanta, GA.
- Oveis, C. (2018, January). Gratitude and the witnessing effect. Talk presented at the Emerging Insights from the Science of Gratitude conference, Chapel Hill, NC.
- 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 11<sup>th</sup> 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 9<sup>th</sup> 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 8<sup>th</sup> 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 7<sup>th</sup> 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.

## Teaching

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### UCSD Rady School of Management (MBA):

#### *Leadership, Values, and Team Management (Core MBA)*

Flex Evening MBA: 2011 (4.94/5.00), 2012 (4.94/5.00), 2013 (4.83/5.00), 2014 (no scores due to technical error this quarter), 2016 (4.95/5.00), 2019 (4.89/5.00)

Full Time MBA: 2011 (4.71/5.00), 2012 (4.67/5.00), 2013 (4.26/5.00), 2014 (no scores), 2015 (4.80/5.00), 2016 (4.88/5.00), 2018 (4.93/5.00), 2019 (4.90/5.00)

Flex Weekend MBA: 2013 (4.91/5.00), 2014<sup>1</sup> (no scores), 2015 (4.92/5.00), 2016 (4.92/5.00), 2017 (4.96/5.00), 2019 (5.00/5.00)

*Readings in Emotions in Decision Making and Negotiation (MBA elective)*, 2013 (4.87/5.00)

### Harvard Kennedy School (graduate):

*Trust, Emotion, Intuition and Morality in Negotiation and Decision Making*, 2010 (4.4/5.0)

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<sup>1</sup> Recognized with Rady School of Management Excellence in Teaching Award

**Harvard University, Department of Psychology (undergraduate):**

*Psychological Science*, Head Teaching Fellow, 2010 (no scores)  
*Cooperation, Altruism, and Trust*<sup>2</sup>, Instructor, 2009: (4.8/5.0)

**UC Berkeley, Department of Psychology (undergraduate):**

*Social Psychology*, Laboratory Instructor, 2007 (6.42/7.00)  
*Human Emotion*, Laboratory Instructor, 2006 (6.21/7.00)  
*Research Methods and Data Analysis*, Laboratory Instructor, 2003 (5.42/7.00)  
*Personality Psychology*, Laboratory Instructor, 2002 (5.93/7.00)

**Mentoring**

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Ph.D. Students Supervised, UCSD:

Olivia Jurkiewicz, UCSD Rady School of Management (Primary Advisee)  
 Andy Arnold, UCSD Psychology  
 Yumeng Gu, UCSD Rady School of Management (Primary Advisee)  
 Matthew Lupoli, UCSD Rady School of Management (Primary Advisee)  
 Evan Carr, UCSD Psychology

Dissertation Committees:

UCSD Rady School of Management:

Yidan Yin, 2020  
 Min Zhang, 2019  
 Matthew Lupoli, 2018 (chair)

UCSD Psychology:

Mingi Chung, 2019  
 Andy Arnold, 2019  
 Carl Jago, 2019  
 Evan Carr, 2016  
 Nicole Henniger, 2016  
 Hannah Tuller, 2014

Other:

Blair Buckman, Alliant University, 2014

Honors Thesis Students Supervised

UC Berkeley:

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<sup>2</sup> Recognized with Harvard University Bok Award for Excellence in Teaching



Rosemary Bernstein (Ph.D., Psychology, University of Oregon)  
 Aleksandr Kogan (Lecturer, Psychology, University of Cambridge, UK)  
 Mary Y. Liu (Ph.D., Social Psychology, University of Michigan)  
 Ilmo van der Löwe (Postdoctoral Fellow, Psychology, University of Cambridge)

UC San Diego:

Eva Y. Liu (Psychology, 2021)  
 Selen Iskenderoglu (Psychology, 2020)  
 Yanran Lin (Psychology, 2020)  
 Olifisayo Osilaja (Psychology, 2020)  
 Desiree Aleibar (Psychology, 2019; Ph.D. student, University of Michigan)  
 Tayler Bergstrom (Psychology, 2018; Ph.D student, UCLA Anderson)  
 Isaac Raymundo (Psychology, 2018; Lab Manager, UC Berkeley Haas)  
 Melody Chen (Psychology, 2017)  
 Karina Mohajerani (Psychology, 2016)

Thesis (Psyc 196) Students Supervised, UCSD

Blair McGarrigle (Psychology, 2021)  
 Emily Hsu (Psychology, 2020; Ph.D. student, Wash U Olin Business School)

Selected Research Assistants Supervised:

UC Berkeley:

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

UC San Diego:

Joseph Ocampo (Ph.D. student, Social/Personality Psychology, UC Berkeley)  
 Hee Yeon Hwang (Lab Manager, Psychology, Washington University St. Louis)

**Specialized Training**

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2004      Facial Action Coding System (FACS) Certified

## Service Activities

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### Profession:

#### Chaired or Co-Chaired Conferences:

- 2016-2019 Emotion Preconference, Society for Personality and Social Psychology  
Atlanta, GA; Los Angeles, CA; Portland, OR  
2018-2019 Lead Conference Co-Chair  
2017-2018 Conference Co-Chair  
2016-2017 Conference Co-Chair
- 2016-2018 Positive Emotions Preconference, Society for Affective Science  
Boston, MA; Los Angeles, CA  
2016-2017 Conference Chair  
2017-2018 Conference Co-Chair
- 2017-2018 Emerging Insights from the Science of Gratitude Conference  
Chapel Hill, NC  
Conference Co-Founder and Co-Chair

#### Conference Organizing:

- 2019-2020 Society for Affective Science *Program Committee*  
San Francisco, CA

#### Editorial Boards:

- Consulting Editor, *Journal of Personality and Social Psychology*, 2016-2020  
Consulting Editor, *Emotion*, 2013-present

#### Guest Associate (Action) Editor:

- 2016 *Emotion*  
2015 *Emotion*

#### Referee (Journals):

*Science, Nature Communications, Journal of Personality and Social Psychology, Psychological Science, Journal of Experimental Psychology: General, Journal of Experimental Social Psychology, Emotion, Journal of Applied Psychology, Management Science, Current Directions in Psychological Science, Personality and Social Psychology Bulletin, European Journal of Social Psychology, Journal of Personality, Cognition, Emotion Review, Social and Personality Psychology Compass, 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, Psychiatry Research, Social Psychology*

Referee (Grants):*National Science Foundation***University:**UC San Diego

2020	Search committee, UCSD Sanford Institute for Empathy and Compassion Chair search
2019	Seminar, UCSD Psychology Junior Honors Course
2017	Seminar, UCSD Psi Chi
2017	Seminar, UCSD Psychology Junior Honors Course
2016	Leadership Panel, UCSD Shiley Eye Institute
2015-	Program Faculty, Interdisciplinary Program in Cognitive Science
2016-2017	Hiring committee for UC San Diego Knowledge, Learning, and Creativity Interdisciplinary Position: <i>Social Basis</i>
2015-2017	Oversight committee for UC San Diego Strategic Hiring Initiative: Knowledge, Learning, and Creativity
2013-2016	Leadership Committee, UC San Diego Center for Science and Education of Empathy and Compassion

**Department:**UC San Diego Rady School of Management:

2017-	Hiring committee for management area
2015-	Ph.D. committee
2011-	Ph.D. admissions committee, management area
2017	Ad hoc committee, teaching excellence review
2013, 2017	Ad hoc core curriculum committee
2013-2014	Faculty advisor, Rady Business Journal
2011-2012	Hiring committee for management area

UC Berkeley Psychology:

2007-2009	IPSR Conference Committee
2005-2007	IPSR Colloquium Committee
2006	Social/Personality Psychology Ph.D. Admissions committee
2004-2006	Graduate School Preparation Course Speaker
2004-2005	Website Design Committee
2003-2005	IPSR Computing Committee