

## Curriculum Vita

# Daniel Balliet

VU Amsterdam  
 Social and Organizational Psychology Department  
 Boechorststraat 7  
 1081 BT, Amsterdam, Netherlands  
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### EDUCATION

Ph.D. 2007 Experimental Psychology, Washington State University  
 M.A. 2004 Experimental Psychology, Humboldt State University, distinction  
 B.A. 1999 Psychology & Criminal Justice, University of Wisconsin-Platteville

### ACADEMIC APPOINTMENTS

2019 to present	Full Professor of Human Cooperation, VU Amsterdam
2013 to 2019	Associate Professor, VU Amsterdam (Tenured)
2010 to 2013	Assistant Professor, VU Amsterdam
2007 to 2010	Assistant Professor, Singapore Management University

### PEER-REVIEWED JOURNAL PUBLICATIONS

- Molho, C., Balliet, D., & Wu, J. (2019). Hierarchy, power, and strategies to promote cooperation in social dilemmas. *Games, 10*, 1-15.
- Wu, J., Balliet, D., Kou, Y., & Van Lange, P. A. (2019). Gossip in the Dictator and Ultimatum Games: Its Immediate and Downstream Consequences for Cooperation. *Frontiers in Psychology, 10*, 651.
- Gerpott, F. H., Balliet, D., Columbus, S., Molho, C., & De Vries, R. E. (2018). How Do People Think About Interdependence? A Multidimensional Model of Subjective Outcome Interdependence. *Journal of Personality and Social Psychology, 115*, 716-742.
- Aktipis, A., Cronk, L., Alcock, J., Ayers, J.D., Baciú, C., Balliet, D., Boddy, A.M., Curry, O.S., Krems, J.A., Muñoz, A. & Sullivan, D. (2018). Understanding cooperation through fitness interdependence. *Nature Human Behaviour, 2*(7), 429-431.
- Romano, A., Balliet, D., Yamagishi, T., & Liu, J. H. (2018). Reply to De Dreu: Shared Partner Nationality Promotes Ingroup Favoritism in Cooperation. *Proceedings of the National Academy of Sciences*.

- Pletzer, J. L., Balliet, D. P., Joireman, J., Kuhlman, D. M., Voelpel, S. & Van Lange, P. A. M. (2018). Social value orientation, expectations, and cooperation: A meta-analysis. *European Journal of Personality*, 32, 62-83.
- Balliet, D., Tybur, J. M., Wu, J., Antonellis, C., & Van Lange, P. A. M. (2018). Political ideology, trust, and cooperation: In-group favoritism among republicans and democrats during a U.S. national election. *Journal of Conflict Resolution*, 62, 797-818.
- Romano, A., Balliet, D., Yamagishi, T., & Liu, J. H. (2017). Parochial Trust and Cooperation Across 17 Societies. *Proceedings of the National Academy of Sciences*, 114, 12702-12707.
- Romano, A., & Balliet, D. (2017). Reciprocity outperforms conformity to promote cooperation. *Psychological Science*, 28, 1490-1502.
- Wu, J., Balliet, D., Tybur, J., Arai, S., Van Lange, P. A. M., & Yamagishi, T. (2017). Life history strategy and human cooperation in economic games. *Evolution and Human Behavior*, 38, 496-505.
- Romano, A., Balliet, D., & Wu, J. (2017). Unbounded Indirect Reciprocity: Is Reputation-Based Cooperation Bounded by Group Membership? *Journal of Experimental Social Psychology*, 71, 59-67.
- Molho, C., Tybur, J.M., Güler, E., Balliet, D., & Hofmann, W. (2017). Disgust and anger relate to different aggressive responses to moral violations. *Psychological Science*, 28, 609-619.
- Balliet, D., Tybur, J. M., & Van Lange, P. A. M. (2017). Functional interdependence theory: An evolutionary account of social situations. *Personality and Social Psychology Review*, 21, 361-388.
- Wu., J., Balliet, D., & Van Lange, P. A. M. (2016). Reputation, gossip, and human cooperation. *Social and Personality Psychology Compass*, 10, 350-364.
- Wu., J., Balliet, D., & Van Lange, P. A. M. (2016). Reputation management: Why and how gossip enhances generosity. *Evolution and Human Behavior*, 37, 193-201.
- Wu, J., Balliet, D., & Van Lange, P. A. M. (2016). Gossip Versus Punishment: The Efficiency of Reputation to Promote and Maintain Cooperation. *Scientific Reports*, 6, 23919.

- De Dreu, C. K. W. & Balliet, D. (2016). Intergroup competition may not be needed for shaping group cooperation and cultural group selection [commentary]. *Behavioral and Brain Sciences*, 39, 24-25.
- Wu., J., Balliet, D., & Van Lange, P. A. M. (2015). When Does Gossip Promote Generosity? Indirect Reciprocity Under the Shadow of the Future. *Social Psychological and Personality Science*, 6, 923-930.
- Righetti, F.\*, Balliet, D.\*, Visserman, M., & Hofmann, W. (2015). Trust and the suppression of emotions during sacrifice in close relationships. *Social Cognition*. 33, 505-519. \*equally share first authorship
- Balliet, D., & Righetti, F. (2015). On developing the study of social situations [commentary]. *European Journal of Personality*, 29, 383-385.
- Balliet, D., Wu, J., & De Dreu, C. K. W. (2014). In-group favoritism in cooperation: A meta-analysis. *Psychological Bulletin*, 140, 1556-1581.
- Li, N. P., Yong, J. C., Tov, W., Sng, O., Fletcher, G. J. O., Valentine, K. A., Fann, J., & Balliet, D. (2013). Mate preferences do predict attraction and choices in the early stages of mate selection. *Journal of Personality and Social Psychology*, 105, 757-776.
- Balliet, D., & Van Lange, P. A. M. (2013). Trust, conflict, and cooperation: A meta-analysis. *Psychological Bulletin*, 139, 1090-1112.
- Balliet, D., & Van Lange, P. A. M. (2013). Trust, punishment and cooperation across 18 societies: A Meta-analysis. *Perspectives on Psychological Science*, 8, 363-379.
- Balliet, D., & Ferris, D. L. (2013). Ostracism and prosocial behavior: A social dilemma analysis. *Organizational Behavior and Human Decision Processes*, 120, 298-308.
- Balliet, D., & Pronk, T. M. (2013). Personality, self-control, and welfare-tradeoff ratios for revenge and forgiveness [commentary]. *Behavioral and Brain Sciences*, 36, 16-17.
- Joireman, J., Shaffer, M., Balliet, D., & Strathman, A. (2012). Promotion orientation explains why future-oriented people exercise and eat healthy: Evidence from the two-factor consideration of future consequences-14 scale. *Personality and Social Psychology Bulletin*, 38, 1272-1287.
- Van Lange, P. A. M., Balliet, D., & Ijzerman, H. (2012). What We Need is Theory (and Meta-Analysis) to Bridge the Gap between the Lab and the Wild Life [commentary]. *Behavioral and Brain Sciences*, 35, 41-41.

- Balliet, D., Li, N. P., Macfarlan, S. J., & Van Vugt, M. (2011). Sex differences in cooperation: A meta-analytic review of social dilemmas. *Psychological Bulletin, 137*, 881-909.
- Balliet, D., Li, N. P., & Joireman, J. (2011). Relating trait self-control and forgiveness among prosocials and proselves: A test of compensatory and synergistic models. *Journal of Personality and Social Psychology, 101*, 1090-1109.
- Balliet, D., Mulder, L. B., & Van Lange, P.A.M. (2011). Reward, punishment, and cooperation: A meta-analysis. *Psychological Bulletin, 137*, 594-615.
- Van Lange, P. A. M., Schippers, M., & Balliet, D. (2011). Who volunteers in psychology experiments? A study of prosocial motivation in volunteering. *Personality and Individual Differences, 51*, 279-284.
- Li, N. P., Patel, L., Balliet, D., Tov, W., & Scollon, C. (2011). The incompatibility of materialism and wanting children: Psychological insights into the fertility discrepancy between modern countries. *Social Indicators, 101*, 391-404.
- Balliet, D., & Joireman, J. (2010). Ego depletion reduces proselves' concern with the well-being of others. *Group Processes and Intergroup Relations, 13*, 227-239.
- Balliet, D. (2010). Communication and cooperation in social dilemmas: A meta-analytic review. *Journal of Conflict Resolution, 54*, 39-57.
- Balliet, D. (2010). Conscientiousness and forgivingness: A meta-analysis. *Personality and Individual Differences, 48*, 259-263.
- Li, N. P., & Balliet, D. (2009). Emotional expression of capacity and trustworthiness in humor and in social dilemmas [commentary]. *Behavioral and Brain Sciences, 32*, 396-397.
- Balliet, D., Parks, C., & Joireman, J. (2009). Social value orientation and cooperation in social dilemmas: A meta-analysis. *Group Processes and Intergroup Relations, 12*, 533-547.
- Balliet, D., Joireman, J., Daniels, D., & George-Falvy, J. (2008). Empathy and the Schwartz value system: A test of an integrated hypothesis. *Individual Differences Research, 6*, 269-279.
- Joireman, J., Balliet, D., Sprott, D., Spangenberg, E., & Schultz, J. (2008). Ego depletion, consideration of future consequences, and decision-making preferences: Implications for the self-regulation of behavior. *Personality and Individual Differences, 45*, 15-21

## BOOK CHAPTERS

Gerpott, F., Thielmann, I., & Balliet, D. (in prep.). Interdependence perspectives on the person and situation. In D. Wood, S. J. Read, P. D. Harms, & A. Slaughter (Eds.). *Emerging Approaches to Measuring and Modeling the Person and Situation*.

Balliet, D., Wu, J., & Van Lange, P. A. M. (in press). Indirect reciprocity, gossip, and reputation-based cooperation. In A. W. Kruglanski, E. T. Higgins, & P.A.M. Van Lange (Eds.). *Social Psychology: Handbook of Basic Principles*. The Guilford Press, New York.

Columbus, S., Balliet, D., & Righetti, C. (in press). Interdependent situations in close relationships. In L. Vanderdrift, C. Agnews, & X. Arriaga (Eds.) *Interdependence, Interaction, and Relationships*. New York: Cambridge University Press.

Wu, J., Balliet, D., & Van Lange, P. A. M. (in press). Reputation: A fundamental route to human cooperation. In W. Wilczynski, & S. F. Brosnan (Eds.). *Social cooperation and conflict: Biological mechanisms at the interface*, Cambridge UK: Cambridge University Press.

Molho, C., & Balliet, D. (2019). Navigating interdependent social situations. In D. Funder, J. Rauthmann, & R. Sherman (Eds.). *The Oxford Handbook of Psychological Situations*. New York: Oxford University Press.

Tybur, J. M., Molho, C., & Balliet, D. (2018). Moralized disgust versus disgusting immorality: An adaptationist perspective. In Strohminger, N., & Kumar, V. (Eds.) *The Moral Psychology of Disgust* (pp. 11-26). Roman & Littlefield, New York.

De Dreu, C. K. W., Balliet, D. P., & Halevy, N. (2014). Parochial cooperation in humans: Forms and functions of self-sacrifice in intergroup conflict. In A. Elliot (Ed.), *Advances in Motivational Science* (vol. 1, pp 1 – 47). New York: Elsevier.

Balliet, D., & Van Lange, P. A. M. (2014). How (and when) reward and punishment promote cooperation: An interdependence theoretical perspective. In P. A. M. Van Lange, B. Rockenback, & T. Yamagishi (Eds.). *Social dilemmas: New perspectives on reward and punishment*. New York: Oxford University Press.

Van Lange, P. A. M., & Balliet, D. Interdependence theory. (2014). J. A. Simpson, & J. F. Dovidio (Eds.). *APA handbook of personality and social psychology: Interpersonal processes and intergroup relations (Volume 2)*. New York: APA Books.

Balliet, D. (2010). e-Research collaboration and the free-rider problem: Communication solutions to social dilemmas in computer mediated research collaborations. M.

Anandarajan & A. Anandarajan (Eds.). *e-Research collaboration: Theory, techniques, and challenges* (pp. 277-288). Berlin, Germany: Springer-Verlag.

Joireman, J., Strathman, A., & Balliet, D. (2006). Considering future consequences: An integrative model. In L.J. Sanna, & E.C. Chang, (Eds.). *Judgments over time: The interplay of thoughts, feelings, and behavior* (pp. 82-99). New York: Oxford University Press.

## **BOOKS**

Van Lange, P. A. M., Balliet, D., Parks, C., & Van Vugt, M. (2014). *Social Dilemmas: Understanding the Psychology of Human Cooperation*. New York: Oxford University Press.

## **GRANTS**

ERC Starting Grant (2015-2020): 1,500,000 Euro (1,735,800 USD)

Faculty Research Grant, SMU (2009-2010): 21,018 SGD (17,172 USD)

Faculty Research Grant, SMU (2008-2009): 19,631 SGD (16,038 USD)

Faculty Research Grant, SMU (2007-2008): 33,531 SGD (27,394 USD)

## **INVITED TALKS AND SYMPOSIUMS**

Max Planck Institute on Collective Goods. Germany November, 2018

University of Koblenz - Landau, Germany, November, 2018

University of Cologne, Cologne, Germany, November, 2018

University of Maryland, United States, November, 2018

Cooperation workshop, Lille France, October 2018

Research Center for Educational Network Studies, Hungary, May 2018

Association for Psychological Science. San Francisco, May, 2018

University of East Anglia, Norwich, England, May, 2017

University of Amsterdam, Amsterdam, the Netherlands, April, 2017

Arizona State University, Tempe, AZ, February, 2017

Utrecht University, the Netherlands, December, 2016

Leiden University, the Netherlands, November, 2016

Tilburg University, the Netherlands, November, 2013

Society of Personality and Social Psychology conferences, New Orleans, January, 2013

Society of Experimental Social Psychology conference, Washington D.C., October, 2011

University of Groningen, the Netherlands, September, 2011

Health Promotion Board, Singapore: March, 2008  
National Health Care Group, Singapore: January, 2008

### **CONFERENCE PRESENTATIONS**

Association of Psychological Science  
Association of Research in Personality  
European Association of Social Psychology  
European Spring Conference for Social Psychology  
Human Behavior and Evolution Society  
International Conference of Psychological Science  
International Conference on Social Dilemmas  
Kurt Lewin Institute Conference  
Society of Experimental Social Psychology  
Society of Personality and Social Psychology

### **CONFERENCES AND WORKSHOPS ORGANIZED**

*The Language of Cooperation*. Organized with Francesca Giardini, Karoly Takacs, Eleanor Power, and Szabolcs Számádó. September 2019, Amsterdam, Netherlands.

*Cooperation Databank Workshop*. June 2017, Sicily, Italy.

*17<sup>th</sup> International Conference on Social Dilemmas*. Organized with Nancy Buchan, Angelo Romano, Catherine Molho, Stijn Peperkoorn, Junhui Wu, and Paul A. M. Van Lange. June 2017, Sicily, Italy.

*Kurt Lewin Institute Conference*. Program committee chaired by Katherine Stroebe. April, 2016, the Netherlands.

*14<sup>th</sup> International Conference on Social Dilemmas*. Organized with Paul A. M. Van Lange, Mark Van Vugt, and Erik Van Dijk, July 6-10, Amsterdam, Netherlands.

### **INVITED WORKSHOPS**

*Gossip, Reputation and Honesty*. Hosted by Karoly Takacs. Budapest, Hungary, May 2018.

*Cooperation Databank*. Hosted by Daniel Balliet & the Amsterdam Cooperation lab, June 19, 2017.

*Fitness Interdependence and Cooperation*. Hosted by Athena Aktipis & Lee Cronk, Arizona, US, February, 16-17, 2017.

*Neuro-Psychological and Socio-Institutional Foundations of Prosocial Behavior II.* Hosted by Toshio Yamagishi, Zhuhai, China, June 26-29, 2015.

*Biological Markets and Social Dilemmas,* Hosted by Ronald Noe & Mark Van Vugt, Leiden, the Netherlands, January 16-20, 2012.

*Neuro-Psychological and Socio-Institutional Foundations of Prosocial Behavior I.* Hosted by Toshio Yamagishi, Tokyo, Japan, January 30-31, 2012.

### **POSTDOC AND PhD STUDENT SUPERVISION**

<b>Postdoc</b>	<b>M/F</b>	<b>Year</b>	<b>Current Position</b>	<b>Institution</b>	<b>Awards &amp; Recognition</b>
Thielmann I	F	2018	Postdoc	University Koblenz	GRF Research Fellowship
Tiddi I	F	2018/9	Postdoc	VU Amsterdam	SWSA Diss. Award
Spadaro G	F	2017/9	Postdoc	VU Amsterdam	MIUR PhD Scholarship
<b>PhD Fellow</b>	<b>M/F</b>	<b>Year</b>	<b>Current Position</b>	<b>Institution</b>	<b>Awards &amp; Recognition</b>
Wu J	F	2012/16	Research Fellow	Beijing Normal Uni.	Cum laude, early car. award
Romano A	M	2015/18	Assistant Prof.	Max Planck Inst.	2xdiss. award, early car. award
Gerpott F	F	2014/18	Full Prof.	Tech. Uni. of Berlin	Cum laude, Full Professorship
Pletzer J	M	2015/18	Assistant Prof.	Eras. Uni. Rotterdam	Cum laude
Molho C	F	2015/19	PhD Fellow	VU Amsterdam	
Peperkoorn S	M	2015/19	PhD Fellow	VU Amsterdam	
Columbus S	M	2016/20	PhD Fellow	VU Amsterdam	
Bridoux F	F	2016/20	Associate Prof.	Uni. of Amsterdam	Working towards 2 <sup>nd</sup> PhD
Yuan M	M	2018/20	PhD Fellow	VU Amsterdam	CSC Scholarship visiting PhD
Jin S	F	2018/22	PhD Fellow	VU Amsterdam	CSC Scholarship 4 year PhD

### **AWARDS**

*Best Researcher Award* (2012), Social and Organizational Psychology Department, VU University Amsterdam.

*Best Paper Award* (2012), for Balliet, D., & Ferris, D. L. (2013). Ostracism and prosocial behavior: A social dilemma analysis. At the Annual Meeting of the Administrative Sciences Association of Canada.

### **COURSES TAUGHT**

Introduction to Psychology  
Motivation  
Social Psychology  
History of Psychology  
Human Cooperation

Psychology of Individual Differences  
Management and Organizational  
Psychology  
Conflict and Cooperation  
Writing and Presenting Scientific Research



## UNIVERSITY SERVICE

2018-present, Research Ethics Committee  
2013-present, Williams James Graduate School Education Committee  
2014-2015, Director of the Research Master in Social Psychology  
2013-2014, Committee for the best paper award, Kurt Lewin Institute  
2010-2014, Faculty and Department Colloquia Organizer  
2008-2009, Subject Pool Coordinator, SMU

## SOCIETY MEMBERSHIPS

Society of Experimental Social Psychology (*Fellow*)  
Association of Psychological Science (*Fellow*)  
Society of Personality and Social Psychology  
Human Behavior and Evolution Society  
European Association of Experimental Social Psychology  
Social Psychology Network  
Kurt Lewin Institute

## PROFESSIONAL SERVICE

### **Editorial Board Member for the following journals:**

*Psychological Science* (2012 – to present)  
*Journal of Personality and Social Psychology* (2018 – to present)  
*Organizational Behavior and Human Decision Processes* (2013 – to present)  
*Journal of Experimental Social Psychology* (2016 – to present)

### **Scientific Advisory Board:**

*Human Generosity Project* (2018 – to present)

### **Ad hoc reviewer for the following funding agencies:**

*Research Foundation Fladers*  
NWO  
*The German Israeli Foundation for Scientific Research and Development*

### **Ad hoc reviewer for the following conference programs:**

*17<sup>th</sup> International Conference on Social Dilemmas, Sicily, Italy*  
*16<sup>th</sup> International Conference on Social Dilemmas, Hong Kong*  
*European Association of Social Psychology 2014 General Meeting, Amsterdam, NL*  
*15<sup>th</sup> International Conference on Social Dilemmas, Zurich, CH*

**PhD. Dissertation Committees:**

Marieke Vermue (University of East Anglia)  
 Katarzyna Ewa Kubacka (VU University Amsterdam)  
 Jeffery Dirks (VU University Amsterdam)  
 Christiane Anna Lena Horstmeier (VU University Amsterdam)  
 Arzu Aydilini (Tilburg University)  
 Samantha Guyan (Washington State University)  
 Jannett Van Beek (Wageningen University)

**Ad hoc reviewer for the following journals:**

<i>Aggressive Behavior</i>	<i>Journal of Personality Assessment</i>
<i>American Journal of Political Science</i>	<i>Journal of Personality and Social Psychology</i>
<i>American Political Science Review</i>	<i>Journal of Research in Personality</i>
<i>Basic and Applied Social Psychology</i>	<i>Journal of Social and Clinical Psychology</i>
<i>Behavioral Ecology and Sociobiology</i>	<i>Journal of Social and Personal Relationships</i>
<i>Behavioral Processes</i>	<i>Journal of Social Psychology</i>
<i>Behavioral Sciences</i>	<i>Journal of the Royal Statistical Society</i>
<i>British Journal of Social Psychology</i>	<i>Judgment and Decision Making</i>
<i>Cognition and Emotion</i>	<i>Management Research Review</i>
<i>Cognitive Science</i>	<i>Management Science</i>
<i>Cultural Diversity and Ethnic Minority Psych.</i>	<i>Motivation and Emotion</i>
<i>Developmental Psychology</i>	<i>Nature Communications</i>
<i>Environment and Behavior</i>	<i>Org. Behavior and Human Decision Processes</i>
<i>European Journal of Personality</i>	<i>Personality and Individual Differences</i>
<i>European Psychologist</i>	<i>Personality and Social Psychology Bulletin</i>
<i>European J. of Psychology of Education</i>	<i>Personality and Social Psychology Review</i>
<i>European Journal of Social Psychology</i>	<i>PLOS ONE</i>
<i>European Journal of Work &amp; Org. Psychology</i>	<i>PNAS</i>
<i>Evolution and Human Behavior</i>	<i>Public Administration Review</i>
<i>Frontiers in Cognition</i>	<i>Proceedings of the Royal Society B</i>
<i>Frontiers in Emotion Sciences</i>	<i>Psychological Bulletin</i>
<i>Group Dynamics: Theory, Research, Practice</i>	<i>Psychological Review</i>
<i>Group Processes and Intergroup Relations</i>	<i>Psychological Science</i>
<i>International J. of Human-Computer Studies</i>	<i>Psychonomic Bulletin &amp; Review</i>
<i>International Journal of Conflict Management</i>	<i>Rationality and Society</i>
<i>International Journal of Psychology</i>	<i>Scientific Reports</i>
<i>International Journal of the Commons</i>	<i>Social Cognition</i>
<i>Journal of Applied Social Psychology</i>	<i>Social Influence</i>
<i>Journal of Behavioral Decision Making</i>	<i>Social Justice Research</i>
<i>Journal of Cognitive Psychology</i>	<i>Social Neuroscience</i>
<i>Journal of Conflict Resolution</i>	<i>Social Psychological and Personality Science</i>
<i>Journal of Cross-Cultural Psychology</i>	<i>Social Psychology</i>
<i>Journal of Economic Behavior and Org.</i>	<i>Social Psychology Quarterly</i>
<i>Journal of Economic Psychology</i>	<i>Sociological Quarterly</i>
<i>Journal of Environmental Psychology</i>	<i>The Social Science Journal</i>
<i>Journal of Experimental Psychology: General</i>	