

DEAN BALTIANSKY

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EDUCATION

Columbia Business School PhD, Management	May 2026 (expected)
New York University Master of Arts, Psychology	May 2019
Hebrew University of Jerusalem Bachelor of Arts, Psychology and General Studies in Humanities	July 2016

RESEARCH EXPERIENCE

Graduate Student Researcher, Columbia Business School	Sep. 2021 – present
Full-Time Research Assistant, Stanford Social Neuroscience Lab (P.I.: Jamil Zaki, PhD)	July 2019 – July 2021
Graduate Research Assistant, Social Justice Lab, NYU (P.I.: John Jost, PhD)	Sep. 2017 – June 2019
Research Assistant, Emotion and Self-Regulation Lab (P.I.: Maya Tamir, PhD)	Oct. 2015 – June 2016

PUBLICATIONS

Baltiansky, D. & Ames, D. R. (in press). Dominance through the lens of a competitive worldview: The role of relationship expectancies.

Journal of Experimental Social Psychology. osf.io/rjv3q/

Tamaki, R.* & **Baltiansky, D.** (2024). Fitness social media is positively associated with the use of performance-enhancing drugs among young men. *Journal of Emerging Investigators*, 7. <https://doi.org/10.59720/23-083> | [pdf](#) | osf.io/5zqub/

Courtney, A. L., **Baltiansky, D.**, Fang, W., Roshanaei, M., Aybas, Y., Samuels, N., Wetchler, E., Wu, Z., Jackson, M. O., & Zaki, J. (2024). Social microclimates and well-being. *Emotion*, 24(3), 836-846. <https://doi.org/10.1037/emo0001277> | [pdf](#) | osf.io/gyzik/

Baltiansky, D., Craig, M. A., & Jost, J. T. (2023). Apples vs. oranges, normative claims, and other things we did not mention: a response to Purser and Harper (2023). *Humor*, 36(1), 151-158. <https://doi.org/10.1515/humor-2022-0133> | [pdf](#)

Zaki, J., Neumann, E., & **Baltiansky, D.** (2021). Market cognition: How norms of exchange alter social experience. *Current Directions in Psychological Science*, 30(3), 236-241. <https://doi.org/10.1177/0963721421995492> | [pdf](#)

Baltiansky, D., Craig, M. A. & Jost, J. T. (2021). At whose expense? System justification and the appreciation of stereotypical humor targeting high vs. low status groups. *Humor*, 34(3), 375-391. <https://doi.org/10.1515/humor-2020-0041> | [pdf](#) | osf.io/xr95h/

*high-school student advisee

MANUSCRIPTS IN PREPARATION AND UNDER REVIEW

Baltiansky, D. & Brown N. D. (under review). Not all is loss: Class-based zero-sum beliefs foster working-class solidarity and support for redistributive policy. <https://osf.io/abtsg/> | [working paper](#) *Reject & Resubmit at JPSP

Baltiansky, D. & Davidai, S. (submitted). Zero-sum beliefs about taboo transactions. osf.io/p6xj3/ | [working paper](#)

Baltiansky, D. & Ames, D. R. (submitted). Opponent or partner: Do negotiation counterpart labels matter? osf.io/mdazh/ | [working paper](#)

Baltiansky, D., Santos, L. R., & Zaki, J. (submitted). Belief in zero-sum happiness: Relationships to prosocial behavior and well-being. osf.io/phyek/ | [working paper](#)

Baltiansky, D. & Matz, S. (in prep). The socio-political consequences of a broken social contract. osf.io/t2df4/ | [GitHub](#)

CHAINED SYMPOSIA

The impact of subjective social class on support for equality (Feb. 2026). To be chaired at the 27th Annual Meeting of the Society for Personality and Social Psychology. Chicago, IL.

The role of reputational costs in dominant leadership (Jul. 2025). Chaired at the 85th Annual Meeting of the Academy of Management. Copenhagen, Denmark.

Competing over ideas and status in teams (Aug. 2024). Chaired at the 84th Annual Meeting of the Academy of Management. Chicago, IL.

Ecological and perceptual antecedents to mental health and well-being (Feb. 2021). Co-chaired with Ruth Appel at the 22nd Annual Meeting of the Society for Personality and Social Psychology. Virtual symposium.

CONFERENCE TALKS

Baltiansky, D. & Brown, N. D. (Feb. 2026). *Not all is loss: Class-based zero-sum beliefs foster working-class solidarity and support for redistributive policy.* Data blitz talk to be presented at the Political Psychology Preconference at the 27th Annual Meeting of the Society for Personality and Social Psychology, Chicago, IL.

Baltiansky, D. & Brown, N. D. (Feb. 2026). *Not all is loss: Class-based zero-sum beliefs foster working-class solidarity and support for redistributive policy.* Symposium talk to be presented at the 27th Annual Meeting of the Society for Personality and Social Psychology, Chicago, IL.

Baltiansky, D. & Matz, S. (Feb. 2026). *The socio-political consequences of a broken social contract.* Featured data blitz talk to be presented at the Computational Psychology Preconference at the 27th Annual Meeting of the Society for Personality and Social Psychology, Chicago, IL.

Baltiansky, D. & Ames, D. R. (Jul. 2025). *Dominance through the lens of a competitive worldview: The role of relationship expectancies.* Symposium talk presented at the 85th Annual Meeting of the Academy of Management, Copenhagen, Denmark.

Baltiansky, D. & Ames, D. R. (Apr. 2025). *Dominance through the lens of a competitive worldview: The role of relationship expectancies.* Symposium talk presented at the East Coast Doctoral Conference, New York, NY.

Baltiansky, D. & Brown, N. D. (Feb. 2025). *The role of class-based zero-sum beliefs in support for economically progressive policy.* Data blitz talk presented at the Attitudes and Social Influence Preconference at the 26th Annual Meeting of the Society for Personality and Social Psychology, Denver, CO.

Baltiansky, D. & Ames, D. R. (Feb. 2025). *Dominance through the lens of a competitive worldview: The role of relationship expectancies.* Data blitz talk presented at the Powercon: Destabilizing Power Preconference at the 26th Annual Meeting of the Society for Personality and Social Psychology, Denver, CO.

Baltiansky, D. & Ames, D. R. (Aug. 2024). *Opponent or partner: Do negotiation counterpart labels matter?* Symposium talk presented at the 84th Annual Meeting of the Academy of Management, Chicago, IL.

Baltiansky, D. & Davidai, S. (Apr. 2024). *Zero-sum beliefs about taboo transactions.* Symposium talk presented at the East Coast Doctoral Conference, New York, NY.

Baltiansky, D. & Ames, D. R. (Apr. 2023). *Opponent or partner: Does it matter how we label negotiation counterparts?* Data blitz talk presented at the East Coast Doctoral Conference, New York, NY.

Baltiansky, D., Davidai, S. (Apr. 2022). *The Perception of zero-sum outcomes in taboo transactions.* Data blitz talk presented at the East Coast Doctoral Conference, virtual presentation.

Baltiansky, D., Santos, L. R., & Zaki, J. (Feb. 2022). *Belief in zero-sum happiness: Relationships to prosocial behavior and well being.* Symposium talk presented at the 42nd Annual Meeting of the Society for Judgment and Decision Making, virtual presentation. [video](#)

Baltiansky, D., Santos, L. R., & Zaki, J. (Feb. 2021). *The role of belief in zero-sum happiness in prosocial behavior and subjective happiness.* Symposium talk presented at the 22nd Annual Meeting of the Society for Personality and Social Psychology, virtual presentation.

Baltiansky, D., Craig, M. A., & Jost, J. T. (July 2020). *At whose expense? System justification and the appreciation of stereotypical humor targeting high vs. low status groups.* Symposium talk presented at the Annual Meeting of the International Society of Political Psychology, virtual presentation. osf.io/xr95h/

Baltiansky, D. (Apr. 2019). *No laughing matter: System justification and interpretation of stereotypic jokes predict their level of funniness.* Presented at the GSAS Threesis Challenge, New York University, New York, NY.

INVITED TALKS

The Socio-Political Consequences of a Broken Social Contract (Oct. 2024). Presented at the WE-Search Lab (P.I.: Ashwini Ashokkumar, PhD). New York University, New York, NY.

POSTER PRESENTATIONS

- Baltiansky, D.** & Matz, S. (Feb. 2024). *The socio-political consequences of a broken social contract*. Poster presented at the Political Psychology preconference for the 24th annual meeting of the Society of Personality and Social Psychology, San Diego, CA.
- Baltiansky, D.** & Ames, D. R. (Feb. 2023). *Opponent or partner: Does it matter how we label negotiation counterparts?* Poster presented at the 23rd annual meeting of the Society of Personality and Social Psychology, Atlanta, GA. [pdf](#) | osf.io/mdazh/
- Baltiansky, D.** & Davidai, S. (Feb. 2022). *The perception of zero-sum outcomes in taboo transactions*. Poster presented at the Judgment and Decision-Making preconference for the 22nd annual meeting of the Society of Personality and Social Psychology, virtual presentation. [pdf](#) | osf.io/p6xj3/
- Baltiansky, D.**, Santos, L. R., & Zaki, J. (May 2020). *Belief in zero-sum happiness: The more I give, the less I have?* Poster presented at the Annual Meeting of the Society for Affective Science, virtual presentation. [pdf](#) | osf.io/phyek/
- Baltiansky, D.**, Craig, M. A., & Jost, J. T. (Feb. 2020). *No laughing matter: Appreciation of stereotypic humor as predicted by system justification and perception of joke targets*. Poster presented at the 21st Annual Meeting of the Society for Personality and Social Psychology, New Orleans, LA. [pdf](#)
- Baltiansky, D.**, Craig, M. A., & Jost, J. T. (Apr. 2019). *No laughing matter: Appreciation of stereotypic humor as predicted by system justification and perception of joke targets*. Poster presented at the M.A. Psychology Research Conference, New York University, New York, NY. *1st Prize Winner
- Baltiansky, D.**, Craig, M. A., & Jost, J. T. (Apr. 2018). *Stereotypic humor as a form of system justification*. Poster presented at the M.A. Psychology Research Conference, New York University, New York, NY.

TEACHING

Winner of Outstanding Teaching Assistant Award for generating personalized feedback reports, sent to MBA students as part of the LEAD 360 survey. January 2024.

Negotiations Program Coordinator, **MANAGERIAL NEGOTIATIONS** (2024-2026)
Teaching Assistant, **FAMILY BUSINESS – Executive MBA, Columbia Business School** (2024)
Teaching Assistant, **MANAGERIAL NEGOTIATIONS – MBA, Columbia Business School** (2021, 2022, 2023, 2024, 2025)
Teaching Assistant, **LEAD: PEOPLE, TEAMS, & ORGANIZATIONS – MBA, Columbia Business School** (2022)
Teaching Assistant, **MANAGERIAL NEGOTIATIONS – Executive MBA, Columbia Business School** (2022, 2023, 2024)
Teaching Assistant, **SOCIAL PSYCHOLOGY, NYU** (2018, 2019)

EXTRANEIOUS RESEARCH WORK

More in Common

Yudkin, D., Hawkins, S., & Dixon, T. (June 2019). *The perception gap: How false impressions are pulling Americans apart*. [pdf](#)
*contribution: reviewed and edited statistical analyses and final report.