

# DEAN BALTIANSKY

[dean.baltiansky@columbia.edu](mailto:dean.baltiansky@columbia.edu) | [deanbaltiansky.com](http://deanbaltiansky.com)

## EDUCATION

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

## RESEARCH EXPERIENCE

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

## PUBLICATIONS

- 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/](https://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/gyzjk/](https://osf.io/gyzjk/)
- 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/](https://osf.io/xr95h/)

\*high-school student advisee

## MANUSCRIPTS IN PREPARATION AND UNDER REVIEW

- Baltiansky, D.** & Ames, D. R. (under review). Dominance through the lens of a competitive worldview: The role of relationship expectancies. [osf.io/rjv3q/](https://osf.io/rjv3q/) | [working paper](#)
- 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](#)
- Baltiansky, D.** & Davidai, S. (submitted). Zero-sum beliefs about taboo transactions. [osf.io/p6xj3/](https://osf.io/p6xj3/) | [working paper](#)
- Baltiansky, D.** & Ames, D. R. (submitted). Opponent or partner: Do negotiation counterpart labels matter? [osf.io/mdazh/](https://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/](https://osf.io/phyek/) | [working paper](#)
- Baltiansky, D.** & Matz, S. (in prep). The socio-political consequences of a broken social contract. [osf.io/t2df4/](https://osf.io/t2df4/)

## CHAired SYMPOSIA

- The role of reputational costs in dominant leadership (Jul. 2025). Chaired at the 85<sup>th</sup> Annual Meeting of the Academy of Management. Copenhagen, Denmark.
- Competing over ideas and status in teams (Aug. 2024). Chaired at the 84<sup>th</sup> 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 22<sup>nd</sup> Annual Meeting of the Society for Personality and Social Psychology. Virtual symposium.

## CONFERENCE TALKS

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- 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 85<sup>th</sup> 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 26<sup>th</sup> 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 26<sup>th</sup> 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 84<sup>th</sup> 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 42<sup>nd</sup> 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 22<sup>nd</sup> 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/](https://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

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- 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

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- Baltiansky, D.** & Matz, S. (Feb. 2024). *The socio-political consequences of a broken social contract*. Poster presented at the Political Psychology preconference for the 24<sup>th</sup> 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 23<sup>rd</sup> annual meeting of the Society of Personality and Social Psychology, Atlanta, GA. [pdf](#) | [osf.io/mdazh](https://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 22<sup>nd</sup> annual meeting of the Society of Personality and Social Psychology, virtual presentation. [pdf](#) | [osf.io/p6xj3/](https://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/](https://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 21<sup>st</sup> 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. **\*1<sup>st</sup> 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

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**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* (2024-2025)

*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.