Igor Grossmann, Ph. D.

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| Department of Psychology  University of Waterloo  200 University Avenue West  Waterloo, Ontario, Canada N2L 3G1 | Office: PAS 3047  Phone: 519-888-4567 x 31793  Email: [igrossma@uwaterloo.ca](mailto:igrossma@uwaterloo.ca) |

Education

**University of Michigan, Ann Arbor**

Ph.D. in Social Psychology, 2012

Thesis: *Getting wisdom: Aging, culture and perspective*

Committee: Richard E. Nisbett (Advisor), Phoebe C. Ellsworth, Ethan F. Kross, &

Peter A. Railton

M.S. in Psychology, 2009

Thesis: *Russian interdependence and holistic cognition*

Committee: Richard E. Nisbett (Advisor), Shinobu Kitayama

The International Max Planck Research School on the Life Course (LIFE) (2010-2012)

DAAD-honored visiting student (2005-2006)

**Albert-Ludwigs-Universität Freiburg, Germany**

Vordiplom (B.S. equivalent) in Psychology, 2002-2005

Professional appointments

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| --- | --- |
| 2017 - present | Associate Professor (with tenure)  Department of Psychology, University of Waterloo, Canada |
| 2012 - 2017 | Assistant Professor  Department of Psychology, University of Waterloo, Canada |

Research summary

Research Grants awarded: 20 since 2012

Chapters in Books: 18

Peer Reviewed Journal Publications: 73

Citations = 5,730 h-index = 36 i10-index = 59 Source: Google Scholar (June 22, 2021)

Research Interests

Affective Science; Cultural change; Moral psychology Psychometrics, Social Cognition; Wisdom

Honors and awards

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| 2021 | Site of the day for WorldafterCovid.info [www.awwwards.com/sites/world-after-covid](http://www.awwwards.com/sites/world-after-covid)  *The award of design, creativity and innovation on the internet* |
| 2020 | Societies 2019 Young Investigator Award from the Multidisciplinary Digital Publishing Institute (MIDI)  *Award from the* [*Societies*](https://www.mdpi.com/journal/societies) *journal for ground-breaking research and significant contribution to advancements concerning understanding of the social realm* |
| 2019 | Joseph B. Gittler Award from the American Psychological Foundation  *Recognizes scholarly contribution to the philosophical foundations of psychology* |
| 2019 | SAGE Young Scholar award from the Society for Personality and Social Psychology  *The Sage Young Scholar Awards recognize outstanding achievements by young scholars who are early in their research careers, recognizing their accomplishments and potential* |
| 2018 | [USERN Prize](https://en.wikipedia.org/wiki/USERN_Prize) in Social Sciences  *Universal Scientific Education and Research Network Award for a scientist under 40 years of age for novel advancement / achievement in scientific education and research* |
| 2018 | [LIFE](https://www.imprs-life.mpg.de/en/life-program/outstanding-alumni-award) (International Max Plank Research School on the Life Course) Outstanding Alumni Award |
| 2017 | Ontario Early Researcher Award, Ontario Ministry of Research, Innovation and Science |
| 2015 | Rising Star Award, Association for Psychological Science  *Recognition of outstanding psychological scientists in the earliest stages of their research career post-PhD whose innovative work has already advanced the field* |
| 2015 | Runner-Up for “NeuroLeadership Application of Science Award”  *Award for innovative, thorough, and insightful research that contributes to bridging the gap between science and application* |
| 2015 | *Psychological Science* Editor’s Choice article – Grossmann & Kross (2014) |
| 2015 | President’s New Researcher Award, Canadian Psychological Association |
| 2013 | The Otto Klineberg Intercultural and International Relations Award, The Society for the Psychological Study of Social Issues – Grossmann, Karasawa et al. (2012)  *Best paper of the year on intercultural or international relations* |
| 2013 | APA Dissertation Award (Div 20: Adult Development & Aging) |
| 2012 | 2013 Summer China Program Fellow (declined) |
| 2011 | Rackham Pre-doctoral Fellowship, University of Michigan |
| 2010 | *Science* Editor's Choice article – Grossmann & Kross (2010) |
| 2010 | Daniel Katz Dissertation Fellowship in Psychology, University of Michigan |
| 2010 | APS RISE Research Award, Association for Psychological Science  *Award for outstanding research on socially under-represented population* |
| 2009 | Philip Brickman Memorial Prize, University of Michigan  *Award for Most Outstanding Paper in Social Psychology* |
| 2008 | APS RISE Research Award, Association for Psychological Science  *Award for outstanding research on socially under-represented populations* |
| 2005 - 2006 | DAAD Fellowship, DAAD: German Academic Exchange Service, Germany |
| 2005 - 2006 | Max-Kade Scholarship, University of Michigan  *Scholarship and tuition expenses for graduate studying at the University of Michigan* |
| 2005 | Outstanding Poster, European Congress of Psychology Students |
| 2004 | Outstanding Poster, Student Congress of the Association of German Psychologists |
| 2003 - 2005 | e-fellows.net Scholarship, e-fellows.net, Germany |
| 2002 - 2008 | Stipendium der Studienstiftung des deutschen Volkes (German National Academic Foundation Fellowship), Germany  *Scholarship granted to the top 0.3 % of German students* |
| 2002 - 2003 | Undergraduate Fellowship, Konrad Adenauer Foundation, Germany |

Awards of supervised students

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| --- | --- |
| 2021 | finalist at the Post-doc Research Competition at the forthcoming Human Behavior and Evolution Society Conference, 2021 (for A. Rotella) |
| 2020 | PCH-SSHRC Initiative for Digital Citizen Research (for Abdelrahman Elnakouri) |
| 2017 | Honours Thesis Award (for Yoonjee Michelle Yeh) |
| 2016 | Diversity Fund Travel Award to attend the 2017 SPSP convention (for J. Brienza) |
| 2016 | Diversity Fund Travel Award to attend the 2017 SPSP convention (for H. Santos) |
| 2016 | Vanier Canada Graduate Scholarship (for H. Oakes) |
| 2016 | Graduate Student Travel Award, APS convention (for H. Oakes) |
| 2016 | Warren Ober Award for outstanding teaching at the UW (for H. Santos) |
| 2015 | Diversity Fund Travel Award to attend the 2016 SPSP convention (for H. Oakes) |
| 2015 | Joseph-Armand Bombardier Canadian Graduate Scholarship (for H. Oakes) |
| 2015 | Graduate Student Poster Award Finalist, SPSP convention (for H. C. Santos) |
| 2014 - 2015 | International Ontario Graduate Scholarship (CAD$25,000; 1 of 5 allotted to University of Waterloo; for A. C. Huynh) |
| 2014 | Diversity Fund Travel Award to attend the 2015 SPSP convention (for H. Oakes) |
| 2014 | Diversity Fund Travel Award to attend the 2015 SPSP convention (for A. C. Huynh) |
| 2014 | Graduate Student Travel Award, APS convention (for A. C. Huynh) |
| 2014 | Graduate Student Poster Award Finalist, SPSP convention (for A. C. Huynh) |
| 2013 | Brendan Gail Rule Award for best student presentation, CPA (for A.C. Huynh) |

Grants

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| 2021 – 2024 | Testing the Power of Forecasting Tournaments to Foster Judgmental Accuracy, Intellectual Humility and Open-Mindedness in Debates Over Human Progress (US$626,427), John Templeton Foundation  *Co-Leader with Philip Tetlock, University of Pennsylvania* |
| 2021 – 2023 | Transformative Quantum Technologies (TQT) - Quantum Quest Seed Fund (CAD$46,328), “Folk Understanding of Quantum Physics”, *PI* |
| 2021 – 2026 | SSHRC Insight Grant (CAD$270,200), Social Sciences and Humanities Research Council of Canada, *Co-applicant*  *with Anna Triandafyllidou, Ryerson University, (PI)* |
| 2021 – 2026 | SSHRC Insight Grant (CAD$192,725), Social Sciences and Humanities Research Council of Canada, *Collaborator*  *with Matthew Feinberg, University of Toronto, (PI)* |
| 2020 - 2021 | Templeton World Charity Foundation (US$25,000/CAD$32,833), “Post-Pandemic Kaleidoscope: Documenting Social Scientists Wisdom on how to Navigate the New Normal,” *PI* |
| 2020 - 2021 | SSHRC Connection Grant (CAD$15,926), “Behavioral and Social Scientists' Wisdom for Navigating the New Normal,” *PI* |
| 2020 - 2021 | National Science Foundation, “RAPID: Implications of Coronavirus for Prejudices,  Cultural Change, and Health,” *Collaborator*  *with Steven Neuberg, Arizona State University, USA (PI)* |
| 2019 - 2024 | SSHRC Insight Grant (CAD$239,703), Social Sciences and Humanities Research Council of Canada, *PI* |
| 2019 - 2021 | Global Innovations in Character Development Grant (CAD$299,919), Templeton World Charity Foundation, co-*PI*  *with Santushi Amarasuriya, University of Colombo, Sri Lanka (PI)* |
| 2017 - 2020 | Templeton Pathways to Character Grant (US$210,000/CAD$260,000), *PI*  *with David Moscovitch (co-PI)* |
| 2017 - 2022 | Ontario Early Researcher Award Grant (CAD$190,000), Ontario Ministry of Research, Innovation and Science & University of Waterloo |
| 2018 | UW/SSHRC Travel Grant (CAD$2,000) |
| 2018 | UW/SSHRC Seed Grant (CAD$6,980) |
| 2018 – 2019 | Shastri Research Grant (CAD$6,500), Shastri Indo-Canadian Institute, co-PI  *with Naved Iqbal, Jamia Millia Islamia University, New Delhi (PI)* |
| 2016 | Chronic Disease Prevention Initiative Seed Grant (CAD$10,000), University of Waterloo, co-*PI*  *with Mehrnaz Mostafapour (student PI)* |
| 2016 | Chronic Disease Prevention Initiative Seed Grant (CAD$10,000), University of Waterloo, *PI* |
| 2016 | Network for Aging Research Catalyst Grant (CAD$6,500), co-*PI*  *with Ian McGregor (PI)* |
| 2015 - 2016 | Emerging Scholar Mentorship Grant (CAD$10,000), University of Waterloo, *PI* |
| 2014 - 2016 | Templeton Science of Prospection Award ($145,000), *PI*  *with Kathleen Vohs (co-PI)* |
| 2014 - 2018 | SSHRC Insight Grant (CAD$153,243), Social Sciences and Humanities Research Council of Canada, *PI* |
| 2013 | UW/SSHRC 4A Award (CAD$8,000) |
| 2013 | RBC Your Future Grant, University of Waterloo (CAD$9,942.24) |
| 2012 | UW/SSHRC Travel Grant (CAD$1,200) |
| 2011 | Rackham Doctoral Research Grant, University of Michigan |
| 2011 | Hough Summer Research Grant for Psychology & Ethics, University of Michigan |
| 2010 | Spring/Summer Research Grant, Rackham Graduate School, University of Michigan |
| 2008 | Center for Russian and Eastern European Studies, University of Michigan  *Research grant awarded for summer research in Russia* |
| 2007 | Rackham Graduate Student Research Grant, University of Michigan  *Research grant awarded for summer research outside of the United States* |
| 2007 | Individual Fellowship, International Institute, University of Michigan  *Research grant awarded for research outside the United States* |
| 2006 | Summer Research Grant, Culture and Cognition Program, University of Michigan  *Research grant awarded for field research in Russia* |
| 2006 | Research Grant, German National Academic Foundation  *Research grant awarded for independent research in Eastern Europe* |

Publications **(student co-authors are underlined / impact factor in parentheses)**

Articles

Bialek, M. & **Grossmann, I.** (in press). Social bias insights concern judgments rather than real-world decisions. *Behavioral and Brain Sciences*. [commentary]**(14.20)**

Dorfman, A., Moscovitch, D.A., Chopik, W. J. & **Grossmann, I.** (in press). None the wiser: How adversity type and self-distancing impact change in wisdom following adversity. *European Journal of Personality*. **(3.91)**

**Grossmann, I.**, Twardus, O., Varnum, M. E. W., Jayawickreme, E., & McLevey, J. (in press). Expert predictions of societal change: Insights from the World after COVID project. *American Psychologist*. **(6.54)**

Rotella, A., Varnum, M. E. W., Sng, O. & **Grossmann, I.** (in press). Increasing population densities predict decreasing fertility rates over time: A 174-nation investigation. *American Psychologist*. **(6.54)**

+ finalist at the Post-doc Research Competition at the forthcoming Human Behavior and Evolution Society Conference, 2021

Varnum, M. E. W., & **Grossmann, I.** (in press). The Psychology of Cultural Change. *American Psychologist*. **(6.54)**

Dorfman, A., Oakes, H., Santos, H. C. **& Grossmann, I.** (2021). Self‐distancing promotes positive emotional change after adversity: Evidence from a micro‐longitudinal field experiment. *Journal of Personality, 89*, 132–144. doi: 10.1111/jopy.12534 (**3.08)**

**Grossmann, I.**, Dorfman, A., Oakes, H., Santos, H. C., Vohs, K. D., & Scholer, A. A. (2021). Training for wisdom: The distanced self-reflection diary method. *Psychological Science, 32*, 381–394*.* **(4.90)**

**Grossmann, I.** & Eibach, R. E. (2021). Reasonable bounds on rationality. *Mind & Society*, 20(1), 59-67.doi: 10.1007/s11299-020-00267-9.

Jayawickreme, E., Infurna, F. J., Alajak, K., Blackie, L. E. R., Chopik, W. J., Chung, J. M., Dorfman, A., Fleeson, W., Forgeard, M. J. C., Frazier, P., Furr, R. M., **Grossmann, I**., …& Zonneveld, R. (2021). Post-Traumatic Growth as Positive Personality Change: Challenges, Opportunities and Recommendations, *89*, 145–165. *Journal of Personality.* (**3.08**)

Santos, H. C. & **Grossmann, I.** (2021). Cross-temporal exploration of the relationship between wisdom-related cognitive broadening and subjective well-being: Evidence from a cross-validated national longitudinal study**.** *Social Psychological and Personality Science*, *12*, 506-516*.* doi: 10.1177/1948550620921619(**4.39)**

Varnum, M. E. W., Krems, J. A., Morris, C., Wormley, A., & **Grossmann,** **I**. (2021).Why are song lyrics becoming simpler? A time series analysis of lyrical complexity in six decades of American popular music. *PLOS ONE*, *16*(1), e0244576. https://doi.org/10.1371/journal.pone.0244576 (**2.87**)

**Grossmann, I.**, Dorfman, A., & Oakes, H. (2020). Wisdom is a social-ecological rather than person-centric phenomenon. *Current Opinion in Psychology*, *20*, 66-71*.* doi: 10.1016/j.copsyc.2019.07.010**(SJR 1.61)**

**Grossmann, I**., Eibach, R. P., Koyama, J., & Sahi, Q. (2020). Folk standards of sound judgment: Rationality versus reasonableness. *Science Advances, 6*(2), eaaz0289*.* doi: 10.1126/sciadv.aaz0289 **(12.80)**

**Grossmann, I**., Weststrate, N. M., Ardelt, M., Brienza, J. P., Dong, M., Ferrari, M., Fournier, M. A., Hu, C. S., Nusbaum, H. C. & Vervaeke, J. (2020). The science of wisdom in a polarized world: Knowns and unknowns. *Psychological Inquiry, 31*(2), 103-133.​​​​​​​doi: 10.1080/1047840X.2020.1750917 [target article]**(10.27)**

**Grossmann, I**., Weststrate, N. M., Ferrari, M., & Brienza, J. P. (2020). A common model is essential for a cumulative science of wisdom. *Psychological Inquiry, 31*(2), 185-194. doi: 10.1080/1047840X.2020.1750920[reply to commentaries]**(10.27)**

Hanaei, S., Takian, A., Majdzadeh, R., Maboloc, C. R., **Grossmann, I**., Gomes, O., Milosevic, M., Gupta, M., Shamshirsaz, A. A., Harbi, A., Burhan, A. M., Uddin, L. Q., Kulasinghe, A., Lam, C.-M., Ramakrishna, S., Alavi, A., Nouwen, J. L., Dorigo, T., Schreiber, M., … Rezaei, N. (2020). Emerging Standards and the Hybrid Model for Organizing Scientific Events During and After The COVID-19 Pandemic. *Disaster Medicine and Public Health Preparedness*, 1–17. doi: 10.1017/dmp.2020.406 **(0.98)**

Huynh, A. C. & **Grossmann, I.** (2020). Rising ethnic diversity in the United States accompanies shifts toward an individualistic culture.*Social Psychological and Personality Science.* (**4.39)**

Huynh, A. C. & **Grossmann, I.**  (2020). A pathway to wisdom-focused education. *Journal of Moral Education, 49*, 9-29*.* doi: 10.1080/03057240.2018.1496903(**1.02**)

Ko, A., Pick, C., Kwon, J. Y., Barlev, M., Krems, J. A., Varnum, M. E. W., Neel, R., Peysha, M., Boonyasiriwat, W., Brandstätter, E., Vasquez, J. E. C., Galindo, O., Pereira de Felipe, R., Crispim, A. C., Fetvadjiev, V. H., Fischer, R., Karl, J., David, D., Galdi, S., Gomez-Jacinto, L., **Grossmann, I**. ... & Kenrick, D. T. (2020). Family matters: Rethinking the psychology of human social motivation. *Perspectives on Psychological Science, 15*, 173-201*.* doi: 10.1177/1745691619872986 (**7.51**)

Na, J.\*, **Grossmann, I**.\*, Varnum, M. E.W., Karasawa, M., Cho, Y., Kitayama, S., & Nisbett, R. E. (2020). Culture and personality revisited: Behavioral profiles and within-person stability in interdependent (vs. independent) social orientation and holistic (vs. analytic) cognitive style. *Journal of Personality*, 88(5), 908-924*.* doi: 10.1111/jopy.12536(**3.08) \***corresponding authors

Peetz, J. & **Grossmann, I.** (2020). Wise reasoning about the future is associated with adaptive interpersonal feelings after relational challenges.*Social Psychological and Personality Science.* doi: 10.1177/1948550620931985 (**4.39)**

Prentice, L., Klackl, J., Agroskin, D., **Grossmann, I**., Alexandrov, Y., Apanovich, V., Bezdenezhnykh, B., & Jonas, E. (2020). Reaction to norm transgressions and Islamization threat in culturally tight and loose contexts: A case study of Germany vs. Russia. *Culture & Brain,* 8, 46–69*.* doi: 10.1007/s40167-018-0073-3

Ferrari, M., **Grossmann, I**., Grimm, S., & Staffel, J. (2019). A process model of wisdom from adversity. *The Journal of Value Inquiry*, *5*, 471-473*.* doi: 10.1007/s10790-019-09711-7.

**Grossmann, I.**, Oakes, H. & Santos, H. C.(2019). Wise reasoning benefits from emodiversity, irrespective of emotional intensity. *Journal of Experimental Psychology: General, 148*(5), 805-823*.* doi: 10.1037/xge0000543(**5.78**)

Huh, M., **Grossmann, I.**, & Friedman, O. (2019). Children show reduced trust in confident advisors who are partially-informed. *Cognitive Development*, 50, 49-55. doi: 10.1016/j.cogdev.2019.02.003 (**2.00)**

Varnum, M. E. W. & **Grossmann, I.** (2019). The wealth→life history→innovation account of the Industrial Revolution is largely inconsistent with empirical time series data. *Behavioral and Brain Sciences, 42*, e212*.* [commentary] (**14.20**) doi: 10.1017/S0140525X19000086

Brienza, J. P.\*, Kung, F., Santos, H. C., Bobocel, D. R, & **Grossmann, I.\*** (2018). Wisdom, bias, and balance: Toward a process-sensitive measurement of wisdom-related cognition. *Journal of Personality and Social Psychology*, *115*(6), 1093-1126*.* doi: 10.1037/pspp0000171 (**5.03**) \*corresponding authors

De Freitas, J., Cicara, M., **Grossmann, I.** &Schegel, R. (2018). Moral goodness is the essence of personal identity. *Trends in Cognitive Sciences*, *22*(9), 739-740*.* doi: 10.1016/j.tics.2018.05.006(**17.85**)

De Freitas, J., Sarkissian, H., Newman, G. E., **Grossmann, I.**, De Brigard, F, Luco, A., & Knobe, J. (2018). Consistent Belief in a Good True Self in Misanthropes and Three Interdependent Cultures. *Cognitive Science, 42*, 134-160*.* doi: 10.1111/cogs.12505(**2.92**)

Elnakouri, A., McGregor, I., & **Grossmann, I.** (2018). Dying for the group: Towards a general theory of extreme self-sacrifice. *Behavioral and Brain Sciences, 41*, e201*.* [commentary]. doi: 10.1017/S0140525X18001723 (**14.20**)

**Grossmann, I.**  & Brienza, J. P. (2018). The strengths of wisdom provide unique contribution to improved leadership, sustainability, inequality, Gross National Happiness, and civic discourse in the face of contemporary world problems. *Journal of Intelligence, 6*(22)*.* doi: 10.3390/jintelligence6020022 **(new journal)**

**Grossmann, I.** &Jowhari, N. (2018). Cognition and the self: Attempt of an independent close replication of the effects of self-construal priming on spatial memory recall. *Journal of Experimental Social Psychology, 74,* 65-73*.* doi: 10.1016/j.jesp.2017.08.005(**2.31**)

Leckelt, M., Wetzel, E., Gerlach, T. M., Ackerman, R. A., Miller, J. D., Chopik, W. J., Penke, L., Geukes, K., Kuefner, A. C.P., Hutteman, R., Richter, D., Renner, K., Allroggen, M., Brecheen, C., Campbell, W. K., **Grossmann, I.,** & Back, M. D. (2018). Validation of the Narcissistic Admiration and Rivalry Questionnaire short scale (NARQ-S) in convenience and representative samples. *Psychological Assessment, 30*(1), 86-96*.* doi: 10.1037/pas0000433 (**2.90**)

Brienza, J. P. & **Grossmann, I.\*** (2017). Social class and wise reasoning about interpersonal conflicts across regions, persons and situations. Proceedings of the Royal Society B: Biological Sciences, 284 (1869)*.* doi: 10.1098/rspb.2017.1870 (**4.94**) \*corresponding author

top 10 most up-voted Social Psychology articles on reddit (McPhetres, 2019)

featured in Science magazine

De Freitas, J., Cicara, M., **Grossmann, I.** &Schegel, R. (2017). Origins of the belief in Good True Selves. *Trends in Cognitive Sciences, 21*(9), 634-636*.* doi: 10.1016/j.tics.2017.05.009(**17.85**)

**Grossmann, I**. (2017). Wisdom and how to cultivate it: Review of emerging evidence for a constructivist model of wise thinking. European Psychologist, *22*(4), 233–246. doi: 10.1027/1016-9040/a000302(**3.42**)

**Grossmann, I**. (2017). Wisdom in context. *Perspectives on Psychological Science,* *12*(2), 233–257*.* (**7.51**)

top 5 most cited papers in the journal in the last 3 years

**Grossmann, I**., Brienza, J. P., & Bobocel. D.R. (2017). Wise deliberation sustains cooperation. *Nature Human Behaviour*, *1*(0061).doi: 10.1038/s41562-017-0061*.*(**10.57**)

**Grossmann, I.** &Ellsworth, P.C. (2017). What are mixed emotions and what conditions foster them? Life-span experiences, culture and social awareness. *Current Opinion in Behavioral Science, 15,* 1-5*.* (**new journal**)

Kimel, S. Y., **Grossmann, I.**, & Kitayama, S. (2017). Corrigendum to “When gift-giving produces dissonance: Effects of subliminal afﬁliation priming on choices for one's self versus close others” [Journal of Experimental Social Psychology 48 (2012) 1221–1224]. *Journal of Experimental Social Psychology*. doi: 10.1016/j.jesp.2017.02.002 (**2.31**)

**Grossmann, I.** &Varnum, M. E.W. (2017). Divergent life histories and other ecological adaptations: Examples of social class differences in attention, cognition, and attunement to others. *Behavioral and Brain Sciences*, *40*, e329[commentary]doi: 10.1017/S0140525X17000991(**14.20**)

Santos, H. C.\*, Huynh, A. C, & **Grossmann, I.\*** (2017). Wisdom in a complex world: A situated account of wise reasoning and its development. *Social and Personality Psychology Compass, 11*(1), e12341*.* doi: 10.1111/spc3.12341 (**h = 25**) \*corresponding authors

Santos, H. C.\*, Huynh, A. C, & **Grossmann, I.\*** (2017). Teaching & Learning Guide for: Wisdom in a Complex World. *Social and Personality Psychology Compass.* doi: 10.1111/spc3.12343 (**h = 25**) \*corresponding authors

Santos, H. C.\*, Varnum, M. E. W., **Grossmann, I**.\* (2017). Global increases in individualism. *Psychological Science, 28*(9), 1228-1239. doi: 10.1177/0956797617700622 (**4.94**) \*corresponding authors

*top 7 most cited papers in the journal in the 3 years after publishing*

Varnum, M. E. W. & **Grossmann, I**. (2017). Cultural change: The how and the why. *Perspectives on Psychological Science,* *12*(6), 956–972*.* doi: 10.1177/1745691617699971 (**7.51**)

*top 15 most cited papers in the journal in the 3 years after publishing*

Varnum, M. E. W. & **Grossmann, I.** (2017). Socio-ecological factors are linked to changes in prevalence of contempt over time. *Behavioral and Brain Sciences, 40,* 40-41[commentary]doi: 10.1017/S0140525X16000881, e250 (**14.20**)

Varnum, M. E. W. & **Grossmann, I.** (2017). Pathogen prevalence is associated with cultural changes in gender equality. *Nature Human Behaviour, 1*(0003).doi: 10.1038/s41562-016-0003(**10.57**)

**Grossmann, I**., Gerlach, T. M., & Denissen, J. J. A. (2016). Wise reasoning in the face of everyday life challenges. *Social Psychological and Personality Science*, *7*(7), 611–622. doi: 10.1177/1948550616652206 (**3.61**) top 10 most cited papers in the journal within 3 years of publication

**Grossmann, I.**, Huynh, A.C., & Ellsworth, P. C. (2016). Emotional complexity: Clarifying definitions and cultural correlates. *Journal of Personality and Social Psychology, 111*(6), 895-916. doi: 10.1037/pspp0000084 (**5.03**)

**Grossmann, I.** Sahdra, B. & Ciarocci, J. (2016). A heart and a mind: Self-distancing facilitates the association between heart rate variability, and wise reasoning. *Frontiers in Behavioral Neuroscience, 10*(68)*.* doi: 10.3389/fnbeh.2016.00068 (**3.27**)

**Grossmann, I.** (2016). Wisdom and heart rate. *European Heart Journal, 37*(44), 3315. doi:10.1093/eurheartj/ehw479 **(15.06)**

Huynh, A. C., Yang, D. Y. & **Grossmann, I.** (2016). The value of prospective reasoning for close relationships. *Social Psychological and Personality Science*, *7* (8), 893-902. doi: 10.1177/1948550616660591 (**3.61**)

Kung, F., Eibach, R., & **Grossmann, I.** (2016). Culture, fixed-world beliefs, relationships and perceptions of identity change. *Social Psychological and Personality Science, 7*(7), 631-639*.* doi: 10.1177/1948550616652208 (**3.61**)

Ford, B. Q., Dmitrieva, J. O., Heller, D., Chentsova-Dutton, Y., **Grossmann, I.**, Tamir, M., Uchida, Y., Koopmann-Holm, B., Uhrig, M., Floerke, V., Bokhan, T., & Mauss, I. B. (2015). Culture shapes whether the pursuit of happiness predicts higher or lower well-being. *Journal of Experimental Psychology: General, 144*(6), 1053-1062. doi: 10.1037/xge0000108 (**5.93**)

**Grossmann, I.** & Varnum, M. E. W. (2015). Social structure, infectious diseases, disasters, secularism, and cultural change in America. *Psychological Science*, *26*(3) 311-324. doi: 10.1177/0956797614563765 (**4.94**)

Hughes, J., **Grossmann, I**. & Cohen, A. B. (2015). Tolerating the “doubting Thomas”: How centrality of religious beliefs versus practices influences prejudice against atheists. Frontiers in Psychology, 6(1352). doi: 10.3389/fpsyg.2015.01352 (**2.60**)

Klein, N., **Grossmann, I.**, Uskul, A., Kraus, A., & Epley, N. (2015). It pays to be nice, but not really nice: Asymmetric reputations from prosociality across 7 countries. *Judgment and Decision Making, 10*(4), 355-364*.* (**2.82**)

**Grossmann, I.** & Kross, E. (2014). Exploring “Solomon’s paradox”: Self-distancing eliminates the self-other asymmetry in wise reasoning about close relations in younger and older adults. *Psychological* Science, *25*(8), 1571-1580. doi: 10.1177/0956797614535400 (**4.94**)

+featured as “Editor's Choice”: in*APS Observations* (February 10, 2015), runners-up for the NeuroLeadership Award (2015)

++featured as a reproducible teaching example on [Open Stats Lab](https://sites.trinity.edu/osl/data-sets-and-activities/one-way-anova-activities)

**Grossmann, I.**, Karasawa, M., Kan, C. & Kitayama, S. (2014). A cultural perspective on emotional experiences across the lifespan. *Emotion*, *14*(4), 679-692. doi: 10.1037/a0036041 (**3.38)**

Ross, M., **Grossmann, I.** & Schryer, E. (2014). Contrary to psychological and popular opinion, there is no compelling evidence that older adults are disproportionately victimized by consumer fraud. *Perspectives on Psychological Science, 9*(4), 427-442. doi: 10.1177/1745691614535935 (**7.51**)

**Grossmann, I.**, & Na, J. (2014). Research in Culture and Psychology: Past lessons and future challenges. *Wiley Interdisciplinary Reviews: Cognitive Science, 5*, 1-14. doi: 10.1002/wcs.1267 (**2.22**)

**Grossmann, I.**, Na, J., Varnum, M. E. W., Kitayama, S., & Nisbett, R. E. (2013). A route to well-being: Intelligence vs. wise reasoning. *Journal of Experimental Psychology: General*, *142*(3), 944-953. doi: 10.1037/a0029560(**5.93**)

**Grossmann, I.** & Huynh, A. C. (2013). Where is the culture in social class? *Psychological Inquiry, 24*(2), 112-119. doi: 10.1080/1047840X.2013.792568 (**10.27**)

**Grossmann, I.**, Karasawa, M., Izumi, S., Na, J., Varnum, M. E. W., Kitayama, S., & Nisbett, R. E. (2012). Aging and wisdom: Culture matters. *Psychological Science, 23*(10), 1059-1066. doi: 10.1177/0956797612446025 (**4.94**)

+ SPSSI Otto Klineberg Intercultural and International Relations Award

Kimel, S. Y.\*, **Grossmann, I.**\*, & Kitayama, S. (2012). When gift-giving produces dissonance: Effects of subliminal affiliation priming on choices for one's self versus close others. *Journal of Experimental Social Psychology*, *48*(5), 1221-1224. doi:10.1016/j.jesp.2012.05.012 (**2.31**)

\* both authors contributed equally to this research

Kross, E.\*, & **Grossmann, I.**\* (2012). Boosting wisdom: Distance from the self enhances wise reasoning, attitudes, and behavior. *Journal of Experimental Psychology: General*, *141*(1), 43-48. doi: 10.1037/a0024158 (**5.93**) \* both authors contributed equally to this research

**Grossmann, I.**, Ellsworth, P. C., & Hong, Y.-y. (2012). Culture, Attention, and Emotion. *Journal of Experimental Psychology: General,* *141*(1), 31-36. doi: 10.1037/a0023817 (**5.93**)

**Grossmann, I.** & Varnum, M. E. W. (2011). Culture, social class, and cognition. *Social Psychological and Personality Science*, *2*(1), 81-89. doi: 10.1177/1948550610377119 (**3.61**)

**Grossmann, I.** & Kross, E. (2010). The impact of culture on adaptive vs. maladaptive self- reflection. *Psychological Science, 21*(8), 1150-1157. doi: 10.1177/0956797610376655 (**4.94**)

+ APS RISE Research Award 2010; featured as “Editor's Choice: in*Science* (2010), *329*, 492

++ Philip Brickman Prize for most outstanding paper in Social Psychology, University of Michigan

**Grossmann, I.**, Na, J., Varnum, M.E.W., Park, D. C., Kitayama, S., & Nisbett, R. E. (2010). Reasoning about social conflicts improves into old age. *Proceedings of the National Academy of Sciences of the United States of America,* *107*(16), 7246-7250. doi: 10.1073/pnas.1001715107 (**9.80**)

+ APS RISE Research Award 2008

Na, J., **Grossmann, I.**, Varnum, M.E.W., Kitayama, S., Gonzalez, R., & Nisbett, R. E. (2010). Cultural differences are not always reducible to individual differences. *Proceedings of the National Academy of Sciences of the United States of America, 107*(14), 6192-6197. doi: 10.1073/pnas.1001911107 (**9.80**)

Varnum, M.E.W., **Grossmann, I.**, Kitayama, S., & Nisbett, R.E. (2010) .The origin of cultural differences in cognition: Evidence for the social orientation hypothesis. *Current Directions in Psychological Science*, *19*(1), 9-13. doi: 10.1177/0963721409359301 (**5.13**)

Varnum, M.E.W., **Grossmann, I.**, Katunar, D., Nisbett, R.E., & Kitayama, S. (2008). Holism in a European cultural context: Differences in cognitive style between Central and East Europeans and Westerners. Journal of Cognition and Culture, 8, 321-333. doi: 10.1163/156853708X358209 (**h = 27**)

Chapters in books

Dorfman, A., Moscovitch, D. & **Grossmann, I**. (in press). Pathways from adversity to wisdom. In F. J. Infurna & E. Jayawickreme (Eds.), *Redesigning Research on Post-Traumatic Growth*. New York: Oxford University Press.

Kara-Yakoubian, M., Rotella, A., Dorfman, A., and Grossmann, I. (2021). Wisdom. In V. P. Glăveanu (Ed.), *The Palgrave Encyclopedia of the Possible* (pp. 1–8). Springer International Publishing. https://doi.org/10.1007/978-3-319-98390-5\_169-2

Kolahchi, Z., De Domenico, M., Uddin, L. Q., Cauda, V., **Grossmann, I.**, Lacasa, L., Grancini, G., Mahmoudi, M., and Rezaei, N. (2021). COVID-19 and Its Global Economic Impact. In N. Rezaei (Ed.), *Coronavirus Disease - COVID-19. Advances in Experimental Medicine and Biology* (Vol. 1318, pp. 825–837). Springer. https://doi.org/10.1007/978-3-030-63761-3\_46

**Grossmann, I.** (2020). Evidence-based training of wisdom in business and management: Use of scientific insights about malleability of practical wisdom for rigorous interventions. In B. Schwartz, C. Bernacchio, C. González-Cantón & A. Robson (Eds.), *Handbook of Practical Wisdom in Business and Management*. New York: Springer. doi: 10.1007/978-3-030-00140-7\_14-1#DOI

Kung, F. Y. H. & **Grossmann, I**. (2020). Wisdom across cultures. In O. Braddick (Ed.), *Oxford Research Encyclopedia of Psychology*. New York: Oxford University Press. doi: 10.1093/acrefore/9780190236557.013.586

Santos, H. C.,Varnum, M. E.W. & **Grossmann, I.** (2019). Culture, cognition and cultural change in social class. In W. H. Brekhus & G. Ingatow (Eds.), *Oxford Handbook of Cognitive Sociology* (pp. 1-19)*.* Oxford: Oxford University Press. doi: 10.1093/oxfordhb/9780190273385.013.15

Dorfman, A. & **Grossmann, I.** (2019). Social incentives. In V. Zeigler-Hill & T. K. Shackelford, *Encyclopedia of Personality and Individual Differences*. New York: Springer. doi: 10.1007/978-3-319-28099-8\_1834-1

**Grossmann, I.** & Dorfman, A. (2019). Wisdom in an uncertain world. In R. Sternberg, H. Nusbaum, & J. Glück (Eds.). *Applying Wisdom to Contemporary World Problems* (pp. 51-79). London: Palgrave-Macmillan. doi: 10.1007/978-3-030-20287-3\_3

**Grossmann, I.**, Kung, F. Y. H., & Santos, H. C. (2019). Wisdom as state vs. trait. In R. Sternberg & J. Glück (Eds.). *Handbook of Wisdom* (pp. 249-273). Cambridge: Cambridge University Press.

**Grossmann, I**., & Kung, F. Y. H. (2018). Wisdom and culture. In S. Kitayama & D. Cohen (Eds.), *Handbook of Cultural Psychology* (2nd Edition) (pp. 343-364). New York: Guilford Press.

Oakes, H., Brienza, J. P., Elnakouri, A., & **Grossmann, I.**  (2019). Wise reasoning: Converging evidence for the psychology of sound judgment. In R. Sternberg & J. Glück (Eds.). *Handbook of Wisdom* (pp. 202-225). Cambridge: Cambridge University Press.

**Grossmann, I**., & Ross, L. (2018). Attributions. In M. H. Bornstein, M.E. Arterberry, K. L. Fingerman, & J.E. Lansford (Eds.), *The* *SAGE Encyclopedia of Lifespan Human Development* (pp. 189-191). Thousand Oakes: Sage. doi: 10.4135/9781506307633.n74

**Grossmann, I.** (2018). Dialecticism across the lifespan. In J. Spencer-Rogers & K. Peng (Eds.), *The Psychological and Cultural Foundations of East Asian Cognition: Contradiction, Change, and Holism* (pp. 135-180)*.* Oxford: Oxford University Press. doi: 10.1093/oso/9780199348541.003.0005

Huynh, A.C., Oakes, H., **Grossmann, I.**  (2018). The role of culture in understanding and evaluating emotional intelligence. In K. V. Keefer, J. D. Parker, & D. H. Saklofske (Eds.). *Handbook of Emotional Intelligence in Education* (pp. 111-132). New York: Springer.

Huynh, A. C. & **Grossmann, I.** (2017). Middle class ideologies: Norms and historical changes. In R. Rycroft (Ed.), *The American Middle Class: An Economic Encyclopedia of Progress and Poverty*. Santa Barbara, CA: ABC Clio - Greenwood Press.

**Grossmann, I.** & Santos, H. C.(2016). Individualistic cultures. In V. Zeigler-Hill & T. K. Shackelford, *Encyclopedia of Personality and Individual Differences*. New York: Springer. doi: 10.1007/978-3-319-28099-8\_2024-1

**Grossmann, I.** & Bushman, B. J. (2007). Falsification. In R.F. Baumeister & K.D. Vohs (Eds.) *Encyclopedia of Social Psychology* (pp. 346-346). Thousand Oaks, CA: Sage. doi: 1[0.4135/9781412956253.n214](http://dx.doi.org/10.4135/9781412956253.n214)

**Grossmann, I.** & Bushman, B. J. (2007). Reductionism. In R.F. Baumeister & K.D. Vohs (Eds.) *Encyclopedia of Social Psychology* (pp. 732-732). Thousand Oaks, CA: Sage. doi: 10.4135/9781412956253.n439

Podcasts/OP-EDs/Blogs

Cassidy, C. & **Grossmann. I.** – On Wisdom Podcast ([onwisdompodcast.com](file:///C:\Users\igrossma\Documents\OLD\PROF%20DEV\onwisdompodcast.com)) – Monthly show discussing scientific advances at the intersection of psychology, philosophy, and neuroscience topics. **Top 50 Social Science Podcasts on Apple Podcast**. Over 60,000 downloads since May 2018.

**Grossmann, I**. &Twardus, O. (2021, April). How Life Could Get Better (or Worse) After COVID. *Greater Good Magazine*. <https://greatergood.berkeley.edu/article/item/how_life_could_get_better_or_worse_after_covid>

Varnum, M. E W., Hutcherson, C. & **Grossmann, I**. (2021, March). Everyone was wrong on the pandemic’s societal impact. *Foreign Policy*. <https://foreignpolicy.com/2021/03/18/pandemic-social-science-predictions-wrong/>

**Grossmann, I**. (2021, February). Want to defeat the coronavirus? Empower people to follow the rules better. *Medium*. <https://medium.com/templeton-world/want-to-defeat-the-coronavirus-empower-people-to-follow-the-rules-better-60dfc7d6dc1>

**Grossmann, I**. (2021, January). Words of wisdom: 4 tips from experts on how to endure until the COVID-19 pandemic ends. *The Conversation*. <https://theconversation.com/words-of-wisdom-4-tips-from-experts-on-how-to-endure-until-the-covid-19-pandemic-ends-152162>

**Grossmann, I**. (2020, December). World after Covid ([www.WorldafterCovid.info](http://www.WorldafterCovid.info)) – a multimedia portal showcasing diversity of visions from top scientists about the societal outcomes of the pandemic.

**Grossmann, I**. (2020, October). The science of wisdom. *AEON*. <https://aeon.co/essays/how-psychological-scientists-found-the-empirical-path-to-wisdom>

**Grossmann, I**., & Eibach, R. P. (2020, January). When “reasonable” trumps “rational.” *Scientific American*. <https://blogs.scientificamerican.com/observations/when-reasonable-trumps-rational/>

**Grossmann, I.**, Dorfman, A., & Moscovitch, D. (2019, January). A pathway to wisdom in the face of adversity: Type of self-reflection matters. *Pathway to Character Project.* <http://pathwaystocharacter.org/a-pathway-to-wisdom-in-the-face-of-adversity-type-of-self-reflection-matters/>

Huynh, A. C. & **Grossmann, I.** (2018, January). How to find wisdom in a divided society. *Cardiff University Open for Debate.* <http://blogs.cardiff.ac.uk/openfordebate/2018/01/01/how-to-find-wisdom-in-a-divided-society/>

**Grossmann, I.** &Varnum, M. E. V. (2017, October). Can we foresee the future? Explaining and predicting cultural change. *SPSP Character & Context* <http://spsp.org/news-center/blog/future-prediction-culture>

**Grossmann, I.** (2016, October). The stark nature of wisdom - and what you need to know to have more of it. *HRZone*. <http://www.hrzone.com/perform/people/the-stark-nature-of-wisdom-and-what-you-need-to-know-to-have-more-of-it>

**Grossmann, I.** (2015, April). Why we give good advice to others but can’t take it ourselves. *Forbes Magazine*. <http://www.forbes.com/sites/datafreaks/2015/04/07/why-we-give-great-advice-to-others-but-cant-take-it-ourselves/#24b2dc617c8b>

Invited talks and symposia

|  |  |
| --- | --- |
| 07/2021 | Organizer/chair of the featured symposium “The Science of Wisdom in the Face of World's Social Challenges” at the 14th biennial conference of the Asian Association of Social Psychology, Seoul, Korea |
| 07/2021 | Keynote at the annual conference of the International Society for Justice Research, Catolica Lisbon School of Business & Economics, Portugal |
| 06/2021 | Invited talk at 1st International Conference on Social Neuroscience in Ecologically Valid Conditions, Higher School of Economics, Moscow, Russia |
| 06/2021 | Invited talk at the “Religious Change” Workshop of the Bielefeld – Chattanooga Research group in Bielefeld, Germany |
| 06/2021 | Invited talk at “Life Improvement Science” Conference, Max Plank Institute for Intelligent Systems in Tübingen, Germany |
| 06/2021 | Keynote at the 20th UIK International Business Congress, Giresun University Faculty of Economics and Administrative Sciences, Turkey |
| 05/2021 | Invited talk at “Machine Wisdom Workshop,” University of Pittsburgh, USA |
| 03/2021 | Career "Zoom In" Webinar, The Guelph and Tri-City Career Collective, Ontario, Canada |
| 03/2021 | Behavioral Science Workshop, University of Chicago Booth School of Business |
| 03/2021 | Invited webinar on “World after Covid” at the Waterloo Institute of Complexity & Innovation, University of Waterloo, Canada |
| 03/2021 | Social Psychology Colloquium, Harvard University |
| 02/2021 | Invited panelist at the session on “Narrative self” of the Neuroscience of the Self webinar series, Centre for the Convergence of Health and Economics, McGill University, Canada |
| 02/2021 | Invited talk “Wisdom and decision-making in the context of migration uncertainty” at the Migration and the Future of Work, organized by the Canada Excellence Research Chair in Migration & Integration, Ryerson University, Canada |
| 12/2020 | Invited talk “COVID exposure notification apps: Behavioural and social insights” at the Data and Privacy During a Global Pandemic Conference, Waterloo Cybersecurity & Privacy Institute, University of Waterloo, Canada |
| 11/2020 | Invited talk “World After COVID: Behavioural and Social Science Forecasting Collaborative” at the [*CanCOVID*](https://cancovid.ca/)Speaker Series, Canada |
| 11/2020 | Invited talk at the 5th USERN (Universal Scientific Education & Research Network) Congress, Tehran, Iran |
| 10/2020 | Invited talk at the *COVID-19 Survey Research Working Group* of the Collaboration on Emergency Management, Policy, and Preparedness Research Lab, York University, Canada |
| 09/2020 | Invited workshop at the Oxford Character Project, University of Oxford, UK |
| 08/2020 | Keynote at the International conference “Science, Leadership. Society” of the Western-Siberian World-class Research Center for Science and Education, Tyumen, Russia |
| 08/2020 | Hard Data Café (psychology department colloquium), University of North Carolina, Greensboro, USA |
| 05/2020 | [Hanoi Philosophy Forum](https://www.hanoiphilosophyforum.org/) |
| 10/2019 | Invited Webinar for the *European Society for Research in Adult Development*, UK |
| 06/2019 | School of Psychology, Higher School of Economics, Moscow, Russia |
| 06/2019 | University-wide lecture, Moscow Psychological Pedagogical University, Russia |
| 04/2019 | Invited workshop at the “Tabula Rasa: Neuroscienze e culture” conference of the Intercultura Foundation in Florence, Italy |
| 03/2019 | Invited flash talk at the Sixth Annual Conference of the Society for Affective Science, Boston, USA |
| 01/2019 | Invited talk at The Jubilee Centre for Character and Virtues, University of Birmingham, UK |
| 11/2018 | Invited talk at the Festschrift Symposium “Emotion, Policy, and Social Life: A Symposium Celebrating Phoebe C. Ellsworth” at the University of Michigan |
| 11/2018 | Invited talk at the Waterloo Institute for Complexity and Innovation, University of Waterloo, ON |
| 11/2018 | Award lecture at the 3rd International USERN (Universal Scientific Education and Research Network) Prize Festival, Universita Mediterranea of Reggio Calabria, Italy |
| 10/2018 | Invited talk at the Shanghai International Studies University, Shanghai, P.R.C. |
| 10/2018 | Keynote at the “Small Group Meeting of Wisdom Psychology” of the Asian Association of Social Psychology, Nanjing, P R.C. |
| 10/2018 | Department of Psychology, York University, Canada |
| 10/2018 | Keynote at the “Enterprising Culture Toronto 2018. From Facts to Insights: Wisdom in the Digital Age” conference at the Canadian Film Centre, Canada |
| 07/2018 | Talk at the invited symposium “On Epistemic and Moral Virtue” chaired by V. Tiberius at the 44th annual meeting of the Society for Philosophy and Psychology, Ann Arbor, USA |
| 06/2018 | Alumni Award Lecture at the Max Plank Institute for Human Development, Harnack House, Berlin, Germany |
| 05/2018 | Invited discussant at the Happiness & Well-being Project Capstone Conference, Saint Louis University, St. Louis, USA |
| 04/2018 | Department of Psychology, Jamia Millia Islamia University, New Delhi, India |
| 03/2018 | Limmud Ottawa Jewish Festival, Ottawa, Canada |
| 03/2018 | Department of Psychology, Arizona State University, USA |
| 02/2018 | Department of Psychology, Ryerson University, Canada |
| 01/2018 | Workshop at the Auslandstreffen der Studienstiftung Kanada [meeting of the fellows of the German National Academic Foundation], Goethe Institute, Montreal, Canada |
| 01/2018 | Social-Personality Psychology Colloquium, McGill University, Canada |
| 12/2017 | Social-Personality Psychology Colloquium, Carleton University, Canada |
| 11/2017 | Invited talk at the conference “Arrogance and Polarization,” Cardiff University, UK |
| 10/2017 | Invited workshop at the SCARBLAB, University of Toronto, Canada |
| 08/2017 | Invited talk at the Center for Practical Wisdom, University of Chicago, USA |
| 06/2017 | NYC Wisdom Seminar, Fordham University, NY, USA |
| 05/2017 | Keynote address at the Western-Waterloo-Wilfred Laurier Social Psychology conference |
| 05/2017 | Invited talk at the Festschrift Symposium “Cognition, Rationality, and Culture:  Celebrating Richard E. Nisbett’s Career” at the University of Michigan |
| 04/2017 | Behavioral Economics & Decision Research (BEDR) Workshop, Cornell University, USA |
| 03/2017 | Talk at the invited symposium “Widening the Boundaries of Knowledge on Human Behavior: The Cultural Perspective” chaired by M. Fulop at the second biennial International Convention of Psychological Science (ICPS), Vienna, Austria |
| 01/2017 | Department of Psychology, University of Toronto, Canada |
| 12/2016 | Department of Psychology, University of Heidelberg, Germany |
| 10/2016 | Stein Institute for Research on Aging, University of California, San Diego, USA |
| 07/2016 | Center for Practical Wisdom, University of Chicago, USA |
| 06/2016 | Department of Psychology, Queen’s University, Canada |
| 10/2015 | Department of Psychology, Brock University, Canada |
| 07/2015 | Department of Psychology, University of Zurich, Switzerland |
| 06/2015 | Department of Psychology, University of Salzburg, Austria |
| 06/2015 | Center for Autobiographic Memory Research (CON AMORE), Aarhus University, Denmark |
| 06/2015 | Social Psychology Pre-conference, CPA annual convention, Ottawa, ON |
| 05/2015 | Invited talk at the Department of Psychology, Alpen-Adria-University Klagenfurt, Austria |
| 05/2015 | Invited lecture at the Department of Psychology, Eötvös Loránd University, Hungary |
| 05/2015 | Invited talk at the Institute of Psychology and Neuroscience, Hungarian Academy of Sciences |
| 05/2015 | Invited talk at the Wisdom Research Forum, the University of Chicago |
| 03/2015 | Konrad Lorenz Institute for Advanced Studies in Theoretical Biology, Klosterneuburg, Austria |
| 03/2015 | Invited talk at the conference “Philosophy Meets Cultural Diversity”, University of Pittsburgh |
| 03/2015 | CIMCYC (Centre for Mind, Brain, and Behavior), University of Granada, Spain. |
| 02/2015 | Department of Communication, Pompeu Fabra University, Spain |
| 08/2014 | Invited talk at the Science of Prospection symposium, University of Pennsylvania. |
| 07/2014 | Invited symposium at the 22nd Congress for Cross-Cultural Psychology in Reims, France |
| 03/2014 | Webinar for the Canadian Positive Psychology Association, Canada |
| 02/2014 | Cultural Psychology Pre-conference, SPSP annual meeting, San Diego, CA |
| 01/2014 | Department of Psychology, University of Pennsylvania |
| 01/2014 | Department of Psychology, York University, Canada |
| 06/2013 | Department of Psychology, University of Leipzig, Germany |
| 05/2013 | Programme Doctoral Romande en Psychologie, University of Lausanne, CH |
| 03/2013 | Ebbinghaus Empire Series. Department of Psychology, University of Toronto, Canada |
| 12/2013 | Department of Psychology, University of Heidelberg, Germany |
| 12/2013 | School of Psychology, University of Glasgow, Scotland |
| 10/2012 | Department of Psychology, Wilfred-Laurier University, Canada |
| 05/2012 | Western-Waterloo Conference, University of Western Ontario, Canada |
| 11/2011 | Department of Psychology, Michigan State University |
| 03/2011 | Department of Psychology, University of Waterloo, Canada |
| 11/2010 | Department of Psychology, University of Illinois at Urbana-Champaign |
| 10/2010 | The Swiss Center for Affective Sciences, University of Geneva, Geneva, CH |

Conference paper presentations **(graduate student co-authors are underlined)**

Dorfman, A., Oakes, H. & **Grossmann, I.** (2020, August). Rejection sensitivity hurts your open mind: Rejection sensitivity and wisdom in workplace conflicts. Paper presentation at the *Academy of Management annual meeting*, (Virtual Conference).

Dorfman, A., & **Grossmann, I.** (2020, May). Training wisdom in daily life – Evidence from diary-based interventions. Paper in the symposium “Brief interventions to cultivate wisdom, stronger relationships and school persistence” chaired by E. Auger. *81st Canadian Psychological Association Annual National Convention,* Montréal, Quebec, Canada. (Conference cancelled due to COVID-19)

Dorfman, A., Oakes, H. & **Grossmann, I**. (2020, January). Wisdom in conflict: How rejection sensitivity and power positions influence wise reasoning. Paper presented at the *Annual Israeli Organization Behavior Conference*, Tel Aviv, Israel.

**Grossmann, I.** &Dorfman, A. (2019, August). *Wisdom, self-distance, and adversity.* Paper presented at the capstone conference of the Pathways to Character Initiative at Wake Forest University, Winston-Salem, North Carolina.

**Grossmann, I.,** Dorfman, A., Oakes, H., Santos, H. C.& Scholer, A. (2019, June). *Wisdom training: Self-distancing training promotes growth in wise reasoning and emodiversity.* Paper presented in the symposium “A process view on wisdom: Antecedents, mechanisms, and consequences” chaired by A. Dorfmanat the biennial conference of the Association for Research in Personality, Grand Rapids, Michigan.

Dorfman, A., Oakes, H.& **Grossmann, I.** (2019, June). *Wisdom in conflict: How rejection sensitivity and power positions influence wise-reasoning.* Paper presented in the symposium “A process view on wisdom: Antecedents, mechanisms, and consequences” chaired by A. Dorfmanat the biennial conference of the Association for Research in Personality, Grand Rapids, Michigan.

Turpin, M. H., Walker, A. C., Białek, M., Fugelsang, J. A., & **Grossmann, I.** (2019, June). *Why we hate utilitarians: The search for predictable moral partners.* Paper presented in the symposium “Decision Making” chaired by J. Fugelsangat the 29th Annual Meeting of the Society for Canadian Brain, Behaviour, and Cognitive Science, Waterloo, Ontario.

**Grossmann, I.** & Varnum, M. E.W. (2019, February). *Can we foresee the future? Challenges in explaining and predicting social cultural change.* Paper presented in the symposium “The promise and limits of long-term social change” chaired by T. Charlesworthat the 20th Annual Society for Personality and Social Psychology Conference, Portland, Oregon.

Huynh, A. C. & **Grossmann, I.** (2019, February). *Explaining and discussing your political views to others: Does it encourage inclusive reasoning?* Paper presented in the symposium “Understanding civil discourse: Predictors, outcomes, and indicators of intellectual humility” chaired by B. Meagher (Chair) at the 20th Annual Society for Personality and Social Psychology Conference, Portland, Oregon.

**Grossmann, I.** & Brienza, J. P. (2019, January). *Wisdom and social class.* Paper presented at the Jubilee Centre for Character and Virtues, Oriel College, Oxford, UK.

**Grossmann, I.** & Brienza, J. P. (2018, November). *Social class as an ecological framework for the development of wisdom*. Paper presented in the in the symposium “Wisdom in Social Context” chaired by N. M. Weststrate at the Annual Convention of the Gerontological Society of America, Boston, MS.

**Grossmann, I.** & Varnum, M.E.V. (2018, August). *Cultural change in collectivism around the world*. Paper presented in the in the symposium “The Changing Landscape of Asian Collectivism in the Globalizing Era” chaired by L. Sundararajan at the 126th Annual Convention of the American Psychological Association, San Francisco, CA.

**Grossmann, I.** & Brienza, J. P. (2018, July). *Wisdom, Balance and Bias: Towards a process‐sensitive measurement of wisdom‐related qualities*. Paper presented in the in the symposium “New Directions in Wisdom Research” chaired by E. Jayawickreme at the 19th European Conference on Personality, Zadar, Croatia.

**Grossmann, I.**, Na, J., Varnum, M. E. W., Kitayama, S. & Nisbett, R. E. (2018, July). *Social orientation and cognitive style across cultures, classes, and individuals*: *Divergent patterns, reliability, and isomorphisms*. Paper presented in the in the symposium “Cultural and Cross-cultural research traditions: Complementary or Incommensurable?” chaired by J. Fontaine (Chair) and **I. Grossmann** (Co-Chair) at the 24th Congress of the International Association for Cross-cultural Psychology, Guelph, Canada.

Santos, H.C., Varnum, M, E. W. & **Grossmann, I.** (2018, July). *Global shifts in climate, development, and individualism: Cultural change across 78 countries*. Paper presented in the in the symposium “Climato-economic Imprints on Culture” chaired by E. van de Vliert (Chair) at the 24th Congress of the International Association for Cross-cultural Psychology, Guelph, Canada.

Santos, H.C., & **Grossmann, I.** (2018, March). *Cultivating the good life*. Paper presented in the Student/Early Career Data Blitz at the 19th Annual Society for Personality and Social Psychology Conference, Atlanta, Georgia.

Santos, H. C. & **Grossmann, I.** (2018, March). *Cultural Change in a Global Community: The How and the Why.* Paper presented in the symposium “Culture in a Globalizing World” chaired by K. Wu(Chair) at the 19th Annual Society for Personality and Social Psychology Conference, Atlanta, Georgia.

**Grossmann, I.** (2017, Oct). *Wisdom as meta-cognition: Measurement, utility, and interventions.* Paper presented in the symposium “Advances in Meta-cognition: Implications for Thoughts, Motivation, Emotions, and Wisdom” chaired by **I. Grossmann** (Chair) and Abigail Scholer at the 2017 conference of the Society for Experimental Social Psychology, Boston, Massachusetts.

Varnum, M.E.W, & **Grossmann, I.** (2017, Oct). *Using Ecology to Understand Patterns of Cultural Change.* Paper to be presented in the symposium “The Psychology of Ecology: Key Dimensions of the Physical and Social World” chaired by Oliver Sng and Josh Ackerman at the 2017 conference of the Society for Experimental Social Psychology, Boston, Massachusetts.

**Grossmann, I.** (2017, July). *The power of the situation for unveiling insights about daily wisdom.* Paper presented in the symposium “Situating Wisdom in the Context of Everyday Life: States, Traits, and Changes over Lifespan” chaired by **I. Grossmann** at the 2017 Congress of the International Association for Gerontology and Geriatrics, San Francisco, California.

Huynh, A. C., Kung, F. Y. H, **Grossmann, I**., & Eibach, R. P. (2017, June). *Diversity and culture: The impact of diverse environments on cultural values, self-perceptions, and academic performance*. *Data Blitz* to be presented at the 78th Annual Convention of the Canadian Psychological Association, Toronto, Ontario, Canada.

Huynh, A. C., Santos, H. C., Tse, C. & **Grossmann, I.** (2017, May). *Advice-Giving and Wise Reasoning: The Cognitive Benefits of Adopting an Advisory Mindset.* Paper presented in the symposium “Tell Me Something I Don’t Know: The Psychological Processes and Consequences of Expertise and Giving Advice” chaired by A. C. Huynh (Chair) and H. C. Santos (co-Chair) at the 29th Annual Convention of the Association for Psychological Science, Boston, MA

**Grossmann, I.** (2017, May). *Wise deliberation sustains cooperation*. Competitive paper presented at the 13th Southern Ontario Behavioural Decision Research Conference, Kingston, ON.

**Grossmann, I.**, Huynh, A. C. & Santos, H. C.(2017, March). *Advice-giving, wisdom, and reasoning about intergroup conflicts.* Paper presented in the symposium “Group Flourishing Benefits from Hope, Wisdom, Blame, and Social Roles” chaired by K. Vohs (Chair) and **I. Grossmann** **(Co-chair)** at the second biennial International Convention of Psychological Science (ICPS), Vienna, Austria.

**Grossmann, I.** (2017, March). *Searching for* w*isdom: Personal quality or situation-contingent process.* Paper presented in the symposium “New Perspectives on Age-Old Questions” chaired by T. Talhelm (Chair) and **I. Grossmann** **(Co-chair)** at the second biennial International Convention of Psychological Science (ICPS), Vienna, Austria.

**Grossmann, I.**, Santos, H.C., & Varnum, M.E.W. (2017, Jan). Social class and the rise of individualism. Paper presented in the symposium “How Social-Class Cultures Shape Human Functioning and Flourishing” chaired by P. Dietze and E. Knowles (Co-Chair) at the 18th Annual Society for Personality and Social Psychology Conference, San Antonio, TX.

Santos, H.C., Huynh, A. C., Tse, C. & **Grossmann, I.** (2017, Jan). *Good advice pays back: The act of giving advice promotes wiser reasoning about politics and daily life*. Paper presented in the Student/Early Career Data Blitz at the 18th Annual Society for Personality and Social Psychology Conference, San Antonio, TX.

Huynh, A. C., Santos, H.C., & **Grossmann, I.** (2017, Jan). *Understanding our cultural ecology: How ethnically diverse networks are shaping cultural values*. Paper presented at the Data Blitz at the Advances in Cultural Psychology Pre-conference at the 18th Annual Society for Personality and Social Psychology Conference, San Antonio, TX.

**Grossmann, I.** (2017, Jan). *Wisdom in context.* Talk presented at the “Character, Wisdom, and Virtue” conference of the Jubilee Centre for Character and Virtues, Oriel College, Oxford, UK.

**Grossmann, I.** (2016, August). *Wisdom-related reasoning: Experimental and diary evidence of malleability in daily life.* Talk presented in the symposium “Fresh looks at classic perspectives: Social dimensions of essentialism, reasoning, mental time travel, and consciousness” chaired by J. Knobe at The International Conference on Thinking, Providence, Rhode Island.

**Grossmann, I**., Santos, H., Huynh, A.C. & Varnum, M.E.W. (2016, August). *Rise of individualism: Determinants and moderators of cultural change.* Paper presented in the invited symposium “Social / cultural change: Determinants, moderators, and consequences” chaired by T. Hamamura at the 23rd International Congress of the International Association for Cross-Cultural Psychology, Nagoya, Japan.

**Grossmann, I.** (2016, August). *Cross-cultural developmental psychology of emotion.* Discussant in the symposium “Continuity and changes in emotion socialization with globalization” chaired by M. Karasawa at The 23rd International Congress of the International Association for Cross-Cultural Psychology, Nagoya, Japan.

Kung, F., Eibach, R. & **Grossmann, I.** (2016, August). *Culture, fixed-world beliefs, and perceptions of identity change*. Rapid paper presented at The 23rd International Congress of the International Association for Cross-Cultural Psychology, Nagoya, Japan.

Oakes, H. & Grossmann, I. (2016, July). *Promoting wise reasoning in interpersonal conflicts: The interactive roles of power and interpersonal expectations*. Paper presented at the conference of the International Association for Relationship Research, Toronto, Canada.

**Grossmann, I**. (2016, May). *Emotional complexity: Clarifying definitions and cultural correlates.* Paper presented in the symposium “Operationalizing affective complexity: Theory, measurement, and applications” chaired by R. Gonzalez (Chair) and J. Smith (Co-Chair) at The 28th Annual Convention of the Association for Psychological Science, Chicago, IL.

Huynh, A. C, Santos, H. C., & **Grossmann, I**. (2016, May). *Bringing about cultural change: The role of ethnic and linguistic diversity in shifting cultural values and behavior.* Paper presented in the symposium “Cultural transmission and change: Mechanisms and psychological consequences” chaired by **I. Grossmann (**Chair) and H. C. Santos (Co-Chair) at The 28th Annual Convention of the Association for Psychological Science, Chicago, IL.

Santos, H. C.**, Grossmann, I**., & Vohs. K. D. (2016, May). *Making wise predictions about the future.* Paper presented in the symposium “Advances in prospection research: Making the future bright” chaired by B. A. Teachman at the 28th Annual Convention of the Association for Psychological Science, Chicago, IL.

**Grossmann, I.** (2016, March). *Emotional complexity: Clarifying definitions and cultural correlates.* Flash talk presented at the 4th annual conference of the Society for Affective Science in Chicago, IL.

**Grossmann, I**. & Varnum, M. E. V. (2016, January). *Unpacking the rise of individualism: Social structure, infectious diseases, disasters, secularism and cultural change in America.* Paper presented in the symposium “The times they have changed: Cultural change and reactions to generational differences” chaired by J. Grubbs (Chair) & J. Exline (Co-chair) at The 17th Annual Society for Personality and Social Psychology Conference, San Diego, CA.

Brienza, J. & **Grossmann, I**. (2016, January). *Ego-decentered reasoning predicts cross-domain prosociality.* Paper presented in the symposium “The evolution and maintenance of human prosociality” chaired by J. Brienza (Chair) & **I. Grossmann** (Co-chair) at The 17th Annual Society for Personality and Social Psychology Conference, San Diego, CA.

**Grossmann, I.** (2015, November). *Beat of the wise heart: Self-distancing moderates the relationship between wise reasoning and cardiac vagal tone.* Paper presented in the symposium “Situational and long-term predictors of wisdom” chaired by U. M. Staudinger at the 68th Annual Scientific Meeting of the Gerontological Society of America, Orlando, FL.

Santos, H.C. & **Grossmann, I.** (2015, August). *The rise of individualism: The universality and cultural specificity of cultural change in 42 countries*. Paper presented at the 11th Biennial Conference of the Asian Association of Social Psychology, Cebu City, Philippines.

De Freitas, J., Sarkissian, H., **Grossmann, I.**, De Brigard, F., Luco, A., Newman, G. E., Knobe, J. (2015, July). *Is there universal belief in a good true self?* Paper presented at the 23rd Annual Meeting of the European Society for Philosophy and Psychology, Tartu, Estonia.

**Grossmann, I.**, Karasawa, M., & Kitayama, S.(2015, July). *A cultural perspective on emotional experiences across the life span.* Paper presented in the symposium “Emotions across adulthood: The role of cognition, motivation, and culture” chaired by **I. Grossmann** (Chair) and Alexandra M. Freund (Co-Chair) at the the International Society for Research on Emotion conference at the University of Geneva, Geneva, Switzerland.

De Freitas, J., Sarkissian, H., **Grossmann, I.**, De Brigard, F., Luco, A., Newman, G. E., Knobe, J. (2015, June). *Is there universal belief in a good true self?* Paper presented at the 2015 Meeting of the Society for Philosophy and Psychology, Durham, North Carolina.

**Grossmann, I.** (2015, June). *Wise reasoning: Evidence of cultural variability and modifiability.* Paper presented in the President’s New Researcher’s Award Symposium at the convention of the Canadian Psychological Association in Ottawa, ON.

**Grossmann, I.** (2015, March). *Wisdom and prospection.* Paper presented in the symposium “Making sense of the future: Towards an integrative science of prospection” chaired by **I. Grossmann** **(Chair)** at the inaugural International Convention of Psychological Science (ICPS), Amsterdam, Netherlands.

**Grossmann, I.**, (2014, October). *Emotional complexity, culture and the self.* Paper presented in a symposium “The Cultural Shaping of Negative Emotion and Their Implications for Empathy and Sympathy” chaired by J. Tsai and B. Mesquita at the 50th Annual Meeting of the Society of Experimental Social Psychology in Columbus, Ohio.

**Grossmann, I.**, (2014, July). *Malleability of wisdom: Experimental and cross-cultural evidence*. Paper presented in a symposium “Understanding Wisdom in Later Life: Implications for Practice” chaired by B. Knight at the 28th International Congress of Applied Psychology in Paris, France.

**Grossmann, I.**, (2014, June). *Malleability of wisdom: Experimental and cross-cultural evidence*. Paper presented in a symposium “Wisdom: Characteristics, contexts, and consequences” chaired by S. Etezadi at the convention of the Canadian Psychological Association in Vancouver, BC.

**Grossmann, I**. (2013, November). *Smart, but not wise? Relationship between wise reasoning and intelligence.* Paper presented in the symposium “Toward a Clearer Conceptualization of the Relations of Wisdom to Other Constructs: Distinguishing Resources, Correlates, and Outcomes” chaired by J. Glueck at the 66th Annual Scientific Meeting of the Gerontological Society of America, New Orleans, LA.

Schryer, E., **Grossmann, I.,** Mock, S., & Eibach, E. (2013, October). *What does it mean to feel older or younger? A socio-communication account of perceived aging*. Paper presented at the 74th annual meeting of the Canadian Association on Gerontology – CAG2013: Aging…from Cells to Society, Halifax, New Brunswick.

**Grossmann, I.** (2013, August). *Emotional differentiation across eight cultures: Systematic evidence from written media and diary surveys.* Paper presented at the International Society for Research on Emotion conference at the University of California, Berkeley, CA.

**Grossmann, I.** & Varnum, M.E.W. (2013, June). *The rise of the middle-class individualism in America.* Paper presented in the symposium “Sociocultural approaches to values, academic engagement, and health” chaired by V.Kwan (Chair) at the regional conference of the International Association for Cross-Cultural Psychology, Los Angeles, CA.

**Grossmann, I.** (2013, June). *Emotional differentiation, culture, and perspective.* Paper presented in the symposium “A Process-oriented approach to emotion regulation in a cross-cultural context” chaired by **I. Grossmann** **(Chair)** at the regional conference of the International Association for Cross-Cultural Psychology, Los Angeles, CA.

Huynh, A. C. & **Grossmann, I**. (2013, June). *When distancing goes bad: Reasoning from the future perspective undermines effective conflict resolution for entity theorists*. Paper presented in the symposium “Why Time Matters Interpersonally: Examining Relational Outcomes from a Temporal Perspective” Chaired by K. Cortes at the 74th annual convention of the Canadian Psychological Association, Québec City, QC.

**Grossmann**, **I**. & Varnum, M. E. W. (2013, May). *The rise of the middle-class individualism in America*. Paper presented in the symposium “When and How Social Class Makes a Differences” chaired by J. Na & **I. Grossmann** at the 25th APS convention, Washington, DC.

**Grossmann**, **I**. & Kross, E. (2013, May). *Solomon’s Paradox: Wisdom and distance in close Relations*. Paper presented in the symposium “So Close, So Far: Motivation, Metacognition, and Perceptions of Distance” chaired by M. Travers at the 25th APS convention, Washington, DC.

Ellsworth, P. C. & **Grossmann**, **I**. (2013, May). *Linguistic and cultural differences in emotional complexity*. Paper presented in the symposium “The Emotion Lexicon: Underlying Dimensions and Cultural Differences” chaired by J. Fontaine at the 25th APS convention, Washington, DC.

**Grossmann, I**. (2012, November). *Boosting wisdom via psychological distance.* Paper presented in the symposium “Wisdom as an Integration of Affect and Cognition: Life-Span Developmental Perspectives” chaired by U. Kunzmann & S. Thomas at the 65th Annual Scientific Meeting of the Gerontological Society of America, San Diego, CA.

**Grossmann, I**. (2012, July). *Emotion regulation and culture.* Paper presented in the symposium “Unpacking emotion regulation: From brain through mind to social contexts” chaired by E. Kross & J. Moser at the 16th European Conference on Personality, Trieste, Italy

**Grossmann, I.** (2012, May). *Getting Wisdom: Aging, Culture and Perspective*. Paper presented at the 2012 Southern Ontario Behavioural Decision Research Conference, Waterloo, ON.

**Grossmann, I.**, Kross, E., & Nisbett, R.E.(2012, May). *On Wisdom*. Paper presented at the 2012 *Social Psychology-Economics* Day, Ann Arbor, MI.

**Grossmann, I**. & Ellsworth, P.C. (2012, January). *Mixed positive and negative emotions in Asians and Americans.* Paper presented in the symposium “There is no sweet without bitterness’: Cultural differences in the experience of mixed emotions” chaired by J. Larsen at the SPSP meeting, San Diego, CA.

**Grossmann, I.**, Na, J., Varnum, M. E. W., Kitayama, S., & Nisbett, R.E. (2012, January). *Aging, Wisdom, and Well-being*.Paper presented in the symposium “Social Cognition across Adulthood: Gaze Preferences, Decisions, and Wisdom” chaired by A. Freund & **I. Grossmann** at the Social-Personality Gerontology Preconference, SPSP meeting, San Diego, CA.

**Grossmann, I.** (2011, July). *Wisdom, psychological distance, and well-being.* Paper presented at the 16th General Meeting of the European Association for Social Psychology, Stockholm, Sweden.

**Grossmann, I.** & Kross, E. (2011, May). *Boosting wisdom: Psychological distance enhances wise reasoning and behavior.* Paper presented in the symposium “Creativity and wisdom: New experimental and training developments” chaired by **I. Grossmann** **(Chair)** & O. Ybarra (Co-Chair) at the 23nd APS convention, Washington, DC.

**Grossmann, I.** & Varnum, M.E.W. (2011, January). *Culture, social class and cognition.* Paper presented in the symposium “Culture “within”: the impact of religion, social class, and political ideology on cognition” chaired by **I. Grossmann** **(Chair)** & M. Varnum (Co-Chair) at the SPSP meeting, San Antonio, TX.

**Grossmann, I.** & Kross, E. (2010, May). *The impact of culture and psychological distance on adaptive vs. maladaptive self- reflection.* Paper presented in the symposium “Psychological Distance, Embodiment, and Affect” chaired by J. I. Davis at the 22nd APS convention, Boston, MA.

**Grossmann, I.** & Kross, E. (2010, January). *The impact of culture on adaptive vs. maladaptive self- reflection.* Paper presented in the symposium “Culture and Emotion Regulation” chaired by **I. Grossmann** **(Chair)** & E. Kross (Co-Chair) at the SPSP meeting, Las Vegas, Nevada.

**Grossmann, I.**, Kitayama, S., & Nisbett, R.E. (2008, July). *Bridging between West and East: Holism, dialecticism, and prediction of change in Russia.* Paper presented at the 19th International Congress of the International Association for Cross-Cultural Psychology (IACCP), Bremen, Germany.

**Grossmann, I.**, Na, J., Varnum, M.E.W., Kitayama, S., & Nisbett, R.E. (2008, July). *Not smarter, but wiser:* *Dialectical reasoning and wisdom across the lifespan.* Paper presented at the 29th annual International Congress of Psychology, Berlin, Germany.

**Grossmann, I.**, Na, J., Varnum, M.E.W., Kitayama, S., & Nisbett, R.E. (2008, May). *Dialectical reasoning and wisdom across the lifespan.* Paper presented at the 20th APS convention, Chicago, IL.

**Grossmann, I.** (2008, April). *Bridging between West and East: Holism, dialecticism, and perception of change in Russia.* Paper presented at the Midwestern Cultural Psychology Conference 2008, Ann Arbor, MI.

Selected poster presentations **(graduate student co-authors are underlined)**

Rotella, A., & **Grossmann, I.** (2020, December).*Judging others’ wise reasoning: Wise writers are perceived more favorably and are more often chosen as partners*. Poster presentation at the 2020 Society for Judgement and Decision-Making conference. December 12, 2020, online.

Dorfman, A., & **Grossmann, I.** (2019, November). Perceptions of wise decision making. Poster presented at the *Society for Judgment and Decision Making 40th Annual Conference*, Montréal, Québec, Canada.

Dorfman, A., **Grossmann, I.**, Oakes, H., Vohs, K., Santos, H. C., & Scholer, A. (2019, November). Training for wisdom: The illeist diary method. Poster presented at the *Psychonomic Society 2019 Annual Meeting*, Montréal, Québec, Canada.

Fischer, E., Sharpinskyi, K. & **Grossmann, I.** (2019, October). *Improving the prediction of subjective stress from physiology markers in virtual reality*. Poster presented at the 2019 Technology, Mind & Society conference. Washington, DC.

Mostafapour, M., Meyer, S., **Grossmann, I**., Corbett, K., & Chiarelli, A. (2017, Nov). *Investigating the role of emotions on breast cancer screening behavior*.  Poster presented at the International Women's and Children's Health Conference 2017. Hamilton, Ontario.

Santos, H. C., Varnum, M. E. W. & **Grossmann, I.** (2017, May). *Global Increases in Individualism.* Poster presented at the 29th Annual Convention of the Association for Psychological Science, Boston, MA

Huynh, A. C., Santos, H. C., & **Grossmann, I.** (2017, May). *Uniquely Diverse? Understanding How Increasing Ethnic Diversity Is Shaping Cultural Values.* Poster presented at the 29th Annual Convention of the Association for Psychological Science, Boston, MA

Huynh, A. C., Santos, H. C., & **Grossmann, I.** (2017, Jan). *Understanding our cultural ecology: Exploring ethnic diversity’s impact on changing cultural values and behavior.* Poster presented at at the 18th Annual Society for Personality and Social Psychology Conference, San Antonio, TX

Kung, F., & **Grossmann, I.** (2016, August). *Lay theories of wisdom across cultures*. Poster presented at The 23rd International Congress of the International Association for Cross-Cultural Psychology, Nagoya, Japan.

Santos, H. C., Huynh, A. C. & **Grossmann, I.** (2016, March). *The social origins of emotional complexity.* Poster presented at the 4th annual conference of the Society for Affective Science in Chicago, IL.

Oakes, H. & **Grossmann, I.** (2016, March). *Cultivating wisdom in the face of conflict: The role of self-distancing and emotional complexity.* Poster presented at the 4th annual conference of the Society for Affective Science in Chicago, IL.

Oakes, H. & **Grossmann, I**. (2016, January). Rising Above and Sinking Below: Rejection Sensitivity Moderates the Impact of Power on Wise Reasoning. The 17th Annual Society for Personality and Social Psychology Conference, San Diego, CA.

Huynh, A. C. & **Grossmann, I**. (2016, January). Please Advise: The Impact of Advice-Giving Roles on Psychological Construal and Reasoning over Social Issues. The 17th Annual Society for Personality and Social Psychology Conference, San Diego, CA.

Santos, H. C. & **Grossmann, I**. (2016, January). The Rise of Individualism: The Universality and Cultural Specificity of Cultural Change. The 17th Annual Society for Personality and Social Psychology Conference, San Diego, CA.

**Grossmann, I.** (2015, June). Universality and Cultural Specificity of Aging-related Differences in Emotional Differentiation. The Aarhus Institute of Advanced Studies conference “The Hands of Time. Multiple Perspectives on Aging” in Aarhus, Denmark.

Hughes, J., **Grossmann, I**., & Cohen, A. B. (2015, February). Tolerating the “Doubting Thomas”: How religious beliefs versus practices influence anti-atheist prejudice. The 16th Annual Society for Personality and Social Psychology Conference, Long Beach, CA.

Huynh, A. C., Kung, F. Y. H., & **Grossmann, I**. (2015, February). *When Class Matters: Inter-Class Interactions and Prosocial Behavior in a Competitive Situation*. The 16th Annual Society for Personality and Social Psychology Conference, Long Beach, CA.

Koyama, J. & **Grossmann,** I. (2015, February). *Wise Reasoning and Sustainability: Problem solving from a distance.* The 16th Annual Society for Personality and Social Psychology Conference, Long Beach, CA.

Santos, H. C. & **Grossmann, I**. (2015, February). *The wisdom of the ironic observer.* The 16th Annual Society for Personality and Social Psychology Conference, Long Beach, CA.

Huynh, A. C., & **Grossmann, I**. (2014, May). *Exploring the Roles of Social Class on Luck Beliefs and Class Essentialism*. The 26th Annual Association for Psychological Science Convention, San Francisco, CA.

Santos, H. C. & **Grossmann, I**. (2014, May). *Irony and wise reasoning.* The Waterloo-Western Social Psychology Conference, London, ON, Canada.

Koyama, J. & **Grossmann, I**. (2014, May). *Wise Reasoning and Sustainability: Problem solving from a distance*. The 44th Annual Undergraduate Thesis Conference, Kingston, ON.

Huynh, A. C., & **Grossmann, I**. (2014, February). *The Company We Keep: The Transactive Effects of Wise Reasoning Across Individuals*. The 15th Annual Meeting of the Society for Personality and Social Psychology, Austin, TX.

**Grossmann, I.** & Kross, E. (2010, April). *The impact of culture on adaptive versus maladaptive self-reflection.* Conference on Cultural Neuroscience, Ann Arbor, MI

**Grossmann, I.**, Na, J., Varnum, M.E.W., Kitayama, S., & Nisbett, R.E. (2009, May). *Social class, aging, IQ and holistic vs. analytic cognitive style.* The 21st annual convention of the Association for Psychological Science, San Francisco, CA

Varnum, M.E.W., **Grossmann, I.**, Na, J., Kitayama, S., & Nisbett, R.E. (2009, May). *Aging and interdependence.* The 21st annual convention of the Association for Psychological Science, San Francisco, CA.

**Grossmann, I.**, Enock, P., & Kross, E. (2009, Jan). *Rumination and distancing in Russia and the U.S.* The 14th Annual Meeting of the Society for Personality and Social Psychology, Tampa, FL.

**Grossmann, I.**, & Nisbett, R.E. (2008, Feb). *Russia. Mixed cultures, contradictions, and change.* The Cultural Psychology Preconference, SPSP annual meeting, Albuquerque, NM.

**Grossmann, I.**, Chao, M., Hong, Y-y. (2007, May). E*ssentialism and exposure to foreign culture moderate intergroup perception.* The 19th annual convention of the Association for Psychological Science, Washington, DC.

Varnum, M. E. W., **Grossmann, I.**, Nisbett, R.E., Kitayama, S., Katunar, D. (2007, April). *Differences in cognitive style between Central and East Europeans and Westerners. T*he Cultural Psychology Preconference, SPSP annual meeting, Memphis, TN.

**Grossmann, I.** & Scornia, A. (2005, April). *Cultural differences: National identity and attitudes in Italy and Germany.* The European Congress of Psychology Students, Madrid, Spain.

Teaching interests

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| Cultural Psychology  Emotions & Emotion Regulation  Folk epistemology | Research & Statistical Methods  Social Cognition  Wisdom and Moral Psychology |

Courses taught

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| Winter 2021/Fall 2018 | **Applied Multi-level Modeling (Psych 804)** |
| Fall 2019/ 2017/2014/ Winter 2013 | **Social Psychology (Psych 704)**  *Graduate-level introductory course to the field of social psychology.* |
| Fall 2019 / Winter 2013 | **Cultural Psychology (Psych 352)**  *Advanced undergraduate lecture course in cultural psychology* |
| Fall 2018/  Fall 2012 – 2016 | **Research Methods in Social Psychology (Psych 395)**  *Honors’ course on research methods in social psychology.* |
| Spring 2018 | **Basic Data Analysis (Psych 292)** |
| Fall 2017 | **Wisdom and Leadership (*Canadian Student Leadership Conference*)** |
| Fall 2016 | **Wisdom (Psych 690)** |
| Fall 2015 | **Positive Psychology (Psych 690)** |
| Spring 2012 /  Fall 2013 | **Cultural Psychology (Psych 690)**  *Graduate course exploring cultural influence on behavior, thought, and emotions.* |
| Fall 2010 | **University of Michigan Graduate Teacher Certificate**  *Facilitation and refinement of pedagogical skills for college-level instructors.* |
| Fall 2009 /  Winter 2010 | **Advanced Statistical Methods I& II w/ Richard Gonzalez**  *Graduate Student Instructor, University of Michigan. Created and graded problem sets and exams, hold office hours, consulted students on group projects, gave an introductory workshop and a guest lecture.* |
| Fall 2008 /  Winter 2009 | **Introduction to Psychology w/ Brian Malley & Ann Phillips**  *Graduate Student Instructor, University of Michigan. Hold two weekly 2h seminars, created assignments, exams and class activities, graded papers.* |
| Winter 2008 | **Introduction to Social Psychology w/ Carla Grayson**  *Graduate Student Instructor, University of Michigan. Hold two weekly 2h seminars, created assignments, exams and class activities, graded papers.* |
| 2005 – 2010 | **Individual Advising: UROP & Honor’s Thesis Supervision**  *Supervised over 20 research assistants from the Undergraduate Research Opportunity Program (UROP), as well as two honors theses* |

Guest lectures

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| Winter 2021 | *What makes us human?* Lecture for the Teens Speak Canada Workshop, Kids Speak Canada |
| Winter 2021 | *Rational and reasonable judgment*. Lecture for the Environment and Popular Media class (ERS 275), University of Waterloo, Canada |
| Fall 2019 | *Wisdom and intelligence.* Lecture for the Introduction to Anthropology, Psychology and Sociology class, Sydenham High School, Ontario |
| Winter 2019 | *Measuring wisdom*. Graduate seminar in psychological science, Department of Psychology, Ryerson University |
| Fall 2018 | *Wise Reasoning*. Seminar in Judgment and decision-making, Department of Psychology, Ryerson University |
| Fall 2018 | *Wisdom: Life’s chief optimization problem.* Seminar in Cognitive Science (CogSci 600), Department of Philosophy, Faculty of Arts, University of Waterloo |
| Winter 2018 | *Solomon’s Paradox: Wisdom and how to get it*. Lecture at the 2018 Limmud Ottawa Jewish Festival, Ottawa, ON |
| Fall 2017 | *Wisdom and Leadership.* Three workshops presented at the 2017 Canadian Student Leadership Conference, Waterloo, ON |
| Fall 2017 | *Wisdom.* Seminar in Cognitive Science (CogSci 600), Department of Philosophy, Faculty of Arts, University of Waterloo |
| Winter 2017 | *Affect and culture.* Affective Computing (CS 886), Cheriton School of Computer Science, Faculty of Mathematics, University of Waterloo. |
| Winter 2016 | *Wisdom and how to get it*. Multidisciplinary Perspectives on Aging (HLTH/GERON 400/ HSG 620), Faculty of Applied Health Sciences, University of Waterloo |
| Winter 2016 | *Culture and emotions.* Affective Computing (CS 886), Cheriton School of Computer Science, Faculty of Mathematics, University of Waterloo |
| Spring 2015 | *Culture and emotion.* IES Abroad, Granada Center, Spain |
| Winter 2010 | *Some notes on Russia: A cultural psychological perspective.* Marketing and Culture in Russia (BA 685), Ross School of Business, University of Michigan |
| Winter 2010 | *Multidimensional scaling and cluster analysis.* PSYCH 614, University of Michigan |
| Winter 2010 | *Aging, emotion regulation, and wisdom.* Culture, Self, and Brain (PSYCH 487), University of Michigan |
| Fall 2010 | *Introduction to SPSS.* Advanced Statistical Methods I (PSYCH 613), University of Michigan |
| May 2006 | *Culture & Cognition.* 20th European Congress of Psychology Students, Spindleruv Mlyn, Czech Republic |

Supervision

*Graduate Students (Primary/Co- Supervisor)*

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| --- | --- |
| 2020 – present | Abdelrahman Elnakouri |
| 2020 – present | Konstantyn Sharpinskyi |
| 2012 – 2018 | Alex Huynh |
| 2013 – 2018 | Henri Santos |
| 2013 – 2017 | Justin Brienza |
| 2014 – 2016 | Harrison Oakes |

*Undergraduate Honors Students*

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| --- | --- |
| 2021 – present | Amanda Pileggi |
| 2021 – present | Katherine MacDonald |
| 2021 – present | Helen Thomson |
| 2020 – 2021 | Sanghamithra Ramani |
| 2019 – 2021 | Oliver Twardus |
| 2019 – 2020 | Emil Harvey |
| 2018 – 2019 | Laura Jackson |
| 2018 – 2019 | Hanxiao Zhang |
| 2018 – 2019 | Ethan Fischer |
| 2018 – 2019 | Takuya Shibayama |
| 2017 – 2018 | Sonia Vintan |
| 2017 | Alex White |
| 2016 – 2017 | Chris Willms |
| 2016 – 2017 | Jessica Pelletier |
| 2016 – 2017 | Michelle Huh |
| 2016 – 2017 | Jennifer Loew |
| 2016 – 2017 | Madeline Stauffer |
| 2015 – 2016 | Ceara Khoramshani |
| 2015 – 2016 | Hilda Wong |
| 2013 – 2014 | Jacklyn Koyama |
| 2013 – 2014 | Fizza Jafry |
| 2009 – 2010 | Joshua Prasad |

*Bachelor Thesis*

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| --- | --- |
| 2012 | Svenja Roch, Department of Psychology, Humboldt-University Berlin, Germany |

*Masters’ Thesis*

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| 2016 | Harrison Oakes, University of Waterloo, Canada |
| 2013 | Alex Huynh, University of Waterloo, Canada |

*Dissertation Thesis*

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| 2018 | Alex Huynh, University of Waterloo, Canada |
| 2018 | Henri Santos, University of Waterloo, Canada |
| 2017 | Justin Brienza, University of Waterloo, Canada |

*Masters Committees*

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| --- | --- |
| 2019 | Ethan Meyers, Department of Psychology, University of Waterloo, Canada |
| 2018 | Abdo Elnakouri, Department of Psychology, University of Waterloo, Canada |
| 2017 | Christopher Lok, Department of Psychology, University of Waterloo, Canada |
| 2016 | Matthew Wilmot, Department of Psychology, University of Waterloo, Canada |
| 2015 | Danielle Nadeau, Department of Anthropology, University of Waterloo, Canada |

*Dissertation Committees*

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| 2019 | Chris Wong, School of Accounting and Finance, University of Waterloo, Canada |
| 2014 | Genevieve Sansone, Department of Psychology, University of Waterloo, Canada |
| 2014 | Courtney Plante, Department of Psychology, University of Waterloo, Canada |

*External Dissertation Committees*

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| 2020 | Anna Adamyan, School of Psychology, Higher School of Economics, Russia |
| 2020 | Lindsay Tunbridge, Faculty of Health, Deakin University, Australia |
| 2019 | Emily Hong, Department of Psychology, Queen’s University, Canada |
| 2019 | Dmitrij Dubov, School of Psychology, Higher School of Economics, Russia |
| 2016 | Ning Zhang, Department of Psychology, Queen’s University, Canada |
| 2013 | Paul Conway, Department of Psychology, University of Western Ontario, Canada |

Leadership

Department

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| 2020 – present | Organizer of the Social Area colloquium series |
| 2019 – present | Department of Psychology Graduate Committee |
| 2012 – present | Organizer of the Department of Psychology Colloquium Series |
| 2019 | Department of Psychology Executive Committee |
| 2016; 2019 | (Co-)Organizer of the Ziva Kunda Memorial Lecture |
| 2015 | Annual Performance Review Committee (APRC) |
| 2013 | Department of Psychology Website Overhaul Committee |

Faculty

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| 2019 | Presenter at the University of Waterloo Arts Faculty Interdisciplinary Mashup Event *New Ways of Learning* |
| 2015 | Presenter at the Dean’s Panel at the UW Arts Reunion |
| 2014 | Presenter at the University of Waterloo Arts Faculty event  *How to bring your research into the undergraduate classroom* |

University

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| 2019 - present | Steering Committee and Core Member of Waterloo Institute for Complexity and Innovation (WICI) |
| 2019 | Organizer of a university-wide workshop on *Meaning of Rationality* |
| 2019 | Roundtable discussant at the *Nature of Experiment* conference |
| 2016 | Organizer of the *Cognitive Science Confessions* academicevent (talk series, and evaluation of undergraduate prize submissions) |
| 2016 | Organizer of the Cognitive Science social program committee |
| 2016 | Presenter at the University of Waterloo Network on Aging Winter Event |
| 2015 | Presenter at the *This Idea Must Die Day* (Cognitive Science meeting) |
| 2014 | Organizer of the University of Waterloo speaker series on “Successful Aging” |
| 2012 | Presenter at the *Ignorance Day* (Cognitive Science) |

Professional

*Conference organizer*

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| 2018 - 2021 | Organizer of the *Cultural Psychology Pre-Conference* at the 20th - 22nd Annual Conferences of the Society for Personality and Social Psychology |
| 2018 - 2020 | Organizer of the *Pan-Asian Summit on Wisdom, Morality and Character in the Polarized World*, to take place in Colombo, Sri Lanka |
| 2019 | Organizer of the Toronto Wisdom Task Force Meeting  *Small conference of leading empirical scholars to identify the core components of wisdom in empirical sciences* |
| 2015 - 2018 | Organizing Committee of the *24th International Congress of the International Association for Cross-cultural Psychology* in Guelph, Canada |
| 2007 - 2008 | Organizing Committee of the *Midwestern Cultural Psychology Conference* |
| 2004 | Organizing Committee of the 10th *German Psychology Students’ Congress* |

*Conference symposia organizer*

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| 2019 | Biannual Meeting of the Society for Research in Personality |
| 2017 | The International Convention of Psychological Science |
| 2016 | Annual Convention of the Association for Psychological Science |
| 2016 | Annual Society for Personality and Social Psychology Conference |
| 2015 | The International Society for Research on Emotion Conference |
| 2015 | The Inaugural International Convention of Psychological Science |
| 2013  2013 | Regional Conference of the International Association for Cross-Cultural Psychology  Annual Convention of the Association for Psychological Science |
| 2012 | Social-Personality Gerontology Preconference and the Annual Society for Personality and Social Psychology Conference |
| 2011 | Annual Convention of the Association for Psychological Science |
| 2011 | Annual Society for Personality and Social Psychology Conference |
| 2010 | Annual Society for Personality and Social Psychology Conference |

*Conference/ Proceedings referee*

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| 2018 - 2019 | 24th International Congress of the *International Association for Cross-cultural Psychology*, Guelph, ON |
| 2018 | 44th Annual *Society for Philosophy & Psychology Conference*, Ann Arbor, MI |

Editorial Services

*Editor*

2020 – present Associate Editor at *Social Psychological and Personality Science*

**Flagship journal of SESP, ARP, SPSP, and EASP**/**Impact factor = 4.39**

2020 Guest Editor at *American Psychology* (special issue on Cultural Change)

**Impact factor = 4.86**

2019 – 2020 Guest Editor at *Journal of Personality and Social Psychology: ASC*

**Impact factor = 4.74**

2020 Guest Editor at *Personality and Social Psychology Bulletin*

**Impact factor = 2.60**

2017 – 2020 Associate Editor at *Emotion*

**Impact factor = 3.08**

2016 – 2017 Associate Editor at *Frontiers in Personality and Social Psychology*

**Impact factor = 2.46**

2015 Guest Editor at *Emotion*

**Impact factor = 3.08**

*Editorial Boards/Consulting Editor*

2019 – present *Affective Science*

**New flagship journal of the Society for Affective Science**

2017 – 2020 *Psychology & Aging*

**Impact factor = 2.81**

2019 *Social Psychological and Personality Science*

**Premier journal in social and personality psychology / Impact factor = 4.39**

2018 – present *Journal of Personality and Social Psychology: Attitudes and Social Cognition*

**Flagship journal in social psychology / Impact factor = 4.74**

2016 – present *Frontiers in Theoretical and Philosophical Psychology*

**Impact factor = 2.46**

2015 – present *Frontiers in Cultural Psychology*

**Impact factor = 2.46**

2014 – 2017 *Journal of Personality and Social Psychology: IRGP*

**Flagship journal in social psychology / Impact factor = 4.74**

2014 – 2016 *Frontiers in Personality and Social Psychology*

**Impact factor = 2.46**

*Reviewer*

Age and Ageing

American Psychologist

Annals of the New York Academy of Sciences

Basic and Applied Social Psychology

Behavioral and Brain Sciences

British Journal of Psychology

Cognition and Emotion

Developmental Psychology

Developmental Review

Emotion

European Journal of Personality

Europe’s Journal of Psychology

Journal of Cross-Cultural Psychology

Journal of Experimental & Theoretical Artificial Intelligence

Journal of Experimental Psychology: General

Journal of Experimental Social Psychology

Journal of Gerontology: Psychological Science

Journal of Intelligence

Journal of Personality and Social Psychology

Journal of Research in Personality

Journal of Theoretical and Philosophical Psychology

Intelligence

International Journal of Psychology

Medical Decision Making

MIT Press

Motivation and Emotion

Nature Human Behaviour

Organizational Behavior and Human Decision Processes

Organizational Research Methods

Personality and Social Psychology Bulletin

Personality and Social Psychology Review

PLOS ONE

Proceedings of the National Academy of Sciences of the U.S.A.

Proceedings of the Royal Society: Biological Sciences

Psychological Science

Psychological Review

Psychology & Aging

Psychonomic Bulletin & Review

Review of General Psychology

Social Psychological and Personality Science

Transactions of Affective Computing

Grant Reviewing

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| --- | --- |
| 2021 | External grant reviewer for the Israel Science Foundation |
| 2021 | External grant reviewer for the Insight Program of the Social Sciences and Humanities Research Council of Canada |
| 2020 | External grant reviewer for the John Templeton Foundation |
| 2020 | External grant reviewer for the Time-Sharing Experiments for the Social Sciences |
| 2020 | Expert Reviewer for Scientific Projects at the Scientific Leadership School of the Western-Siberian World-class Research Center for Science and Education, Tyumen, Russia |
| 2020 | Review Committee of the COVID-19 Rapid Research – Social Policy and Public Health Responses of the Canadian Institute of Health Research |
| 2019 | External grant reviewer for the German National Science Foundation (DFG) |
| 2019 | Chair for the Psychology section of the Insight Development Grants of the Social Sciences and Humanities Research Council of Canada |
| 2019 | External grant reviewer for the Mitacs Accelerate |
| 2019 | External grant reviewer for the Unites States-Israeli Binational Science Foundation |
| 2018 | Review Committee of the Insight Development Grants of the Social Sciences and Humanities Research Council of Canada |
| 2018 | External grant reviewer for the Mitacs Accelerate |
| 2018 | External grant reviewer for the Alexander von Humboldt Foundation, Germany |
| 2018 | External grant reviewer for the Insight Program of the Social Sciences and Humanities Research Council of Canada |
| 2017 | External grant reviewer for the Insight Program of the Social Sciences and Humanities Research Council of Canada |
| 2017 | External grant reviewer for Netherlands Organization for Scientific Research |
| 2017 | External grant reviewer for The Research Grants Council (RGC) of Hong Kong |
| 2016 | External grant reviewer for the Insight Program of the Social Sciences and Humanities Research Council of Canada |
| 2016 | External grant reviewer for Polish National Science Foundation, Poland |
| 2016 | External grant reviewer for National Science Foundation, U.S.A. |
| 2016 | External grant reviewer for the Research Grants Council (RGC) of Hong Kong |
| 2016 | External grant reviewer for the Unites States-Israeli Binational Science Foundation |
| 2015 | External grant reviewer for the Insight Program of the Social Sciences and Humanities Research Council of Canada |
| 2015 | External grant reviewer for The German-Israeli Foundation for Scientific Research and Development |
| 2014 | External grant reviewer for the Research Foundation – Flanders, Belgium |

Advisory Board

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| 2018-2021 | The [*Geography of Philosophy*](https://www.geographyofphilosophy.com/) Project – an Exploration of Universality and Diversity in Fundamental Philosophical Concepts (PIs: E. Machery, S. Stich, H. C. Barrett) |