

Joshua L. Kalla

CONTACT
INFORMATION

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ACADEMIC
APPOINTMENT

Yale University
Associate Professor (with tenure), Department of Political Science, 2023 – present
Associate Professor, Department of Statistics & Data Science (secondary), 2023 – present
Resident Fellow, Institution for Social and Policy Studies, 2019 – present
Resident Fellow, Center for the Study of American Politics, 2019 – present
Fellow, Institute for the Foundations of Data Science, 2022 – present
Faculty Affiliate, Program in Jewish Studies, 2025 – present
Assistant Professor, Department of Political Science, 2019 – 2023
Assistant Professor, Department of Statistics & Data Science (secondary), 2019 – 2023

EDUCATION

University of California, Berkeley
Ph.D., *Political Science*, 2018
M.A., *Political Science* (with distinction), 2016
* Fields: American Politics, Political Behavior, Methodology & Formal Theory

Yale University
M.A., *Political Science*, 2014
B.A., *Political Science*, 2014 (*Magna Cum Laude*, with distinction)

JOURNAL ARTICLES

25. Selective exposure and echo chambers in partisan television consumption: Evidence from linked viewership, administrative, and survey data (with David Broockman). 2025, *American Journal of Political Science* 69(3): 847-865.
24. Targeted Abortion Frames Do Not Mobilize Political Action-Taking (with Natalie Hernandez and Nicholas Ottone). 2025, *American Politics Research* 53(4): 353-368.
23. Consuming cross-cutting media causes learning and moderates attitudes: A field experiment with Fox News viewers (with David Broockman). 2025, *Journal of Politics*, 87(1): 246-261.
22. Listen for a Change? A Longitudinal Field Experiment on Listening's Potential to Enhance Persuasion (with David Broockman, Erik Santoro, and Roni Porat). 2025, *Proceedings of the National Academy of Sciences* 122(8).
21. Shared Demographic Characteristics Do Not Reliably Facilitate Persuasion in Interpersonal Conversations: Evidence from Eight Experiments (with Nicholas Ottone, Amanda Weiss, Erik Santoro, and David Broockman), 2024, *British Journal of Political Science* 54(4): 1477-1485.
20. Political practitioners poorly predict which messages persuade the public (with David Broockman, Christian Caballero, and Matthew Easton). 2024, *Proceedings of the National Academy of Sciences* 121(45).
19. Candidate Ideology and Vote Choice in the 2020 US Presidential Election (with David Broockman). 2024, *American Politics Research* 52(2): 83-96.
18. Does Affective Polarization Undermine Democratic Norms or Accountability? Maybe Not (with Sean Westwood and David Broockman). 2023, *American Journal of Political Science* 67(3): 808-828.
17. Which narrative strategies durably reduce prejudice? Evidence from field and survey experiments supporting the efficacy of perspective-getting (with David Broockman). 2023, *American Journal of Political Science*, 67(1): 185-204.

16. When and Why Are Campaigns' Persuasive Effects Small? Evidence from the 2020 US Presidential Election (with David Broockman). 2023, *American Journal of Political Science* 67(4): 833-849.
15. Voter outreach campaigns can reduce affective polarization among implementing political activists (with David Broockman). 2022, *American Political Science Review* 116(4): 1516-1522.
14. "Outside Lobbying" Over the Airwaves: A Randomized Field Experiment on Televised Issue Ads (with David Broockman). 2022, *American Political Science Review* 116(3): 1126-1132.
13. The Negative Consequences of Informing Voters about Deepfakes: Evidence from Two Survey Experiments (with John Ternovski and P.M. Aronow). 2022, *Journal of Online Trust and Safety* 1(2).
12. Can the Political Ambition of Young Women Be Increased? Evidence from U.S. High School Students (with Ethan Porter). 2022, *Quarterly Journal of Political Science* 17(2): 259-281.
11. Personalizing Moral Reframing in Interpersonal Conversation: A Field Experiment (with Adam S. Levine and David Broockman). 2022, *Journal of Politics* 84(2): 1239-1243.
10. Broad Cross-National Public Support for Accelerated COVID-19 Vaccine Trial Designs (with David Broockman, Alexander Guerrero, Mark Budolfson, Nir Eyal, Nicholas P. Jewell, Monica Magalhaes, and Jasjeet S. Sekhon). 2021, *Vaccine* 39(2): 309-316.
9. Correcting Bias in Perceptions of Public Opinion Among American Elected Officials: Results from Two Field Experiments (with Ethan Porter). 2021, *British Journal of Political Science* 51(4): 1792-1800.
8. Reducing Exclusionary Attitudes through Interpersonal Conversation: Evidence from Three Field Experiments (with David Broockman). 2020, *American Political Science Review* 114(2): 410-425.
7. The Ties that Double Bind: Social Roles and Women's Underrepresentation in Politics (with Frances Rosenbluth and Dawn Teele). 2018, *American Political Science Review* 112(3): 525-541.
6. The Minimal Persuasive Effects of Campaign Contact in General Elections: Evidence from 49 Field Experiments (with David Broockman). 2018, *American Political Science Review* 112(1): 148-166.
5. Are You My Mentor? A Field Experiment on Gender, Ethnicity, and Political Self-starters (with Frances Rosenbluth and Dawn Teele). 2018, *Journal of Politics* 80(1): 337-341.
4. The Design of Field Experiments With Survey Outcomes: A Framework for Selecting More Efficient, Robust, and Ethical Designs (with David Broockman and Jasjeet Sekhon). 2017, *Political Analysis* 25(4): 435-464.
 - * Re-published in *Advances in Experimental Political Science*, Cambridge University Press.
3. Durably Reducing Transphobia: A Field Experiment on Door-to-door Canvassing (with David Broockman). 2016, *Science* 352(6282): 220-224.
 - * Winner of the Cialdini Prize from the Society for Personality and Social Psychology.
2. Campaign Contributions Facilitate Access to Congressional Officials: A Field Experiment (with David Broockman). 2016, *American Journal of Political Science* 60(3): 545-558.
1. Editorial Bias in Crowd-Sourced Political Information (with P.M. Aronow). 2015, *PloS One* 10(9): e0136327.

WORKING PAPERS	<p>The Symbolic Politics of Housing (with David Broockman and Christopher Elmendorf). R&R.</p> <p>How Sociotropic Aesthetic Judgments Drive Opposition To Housing Development (with David Broockman and Christopher Elmendorf).</p> <p>Issues, Endorsements, And Vote Choice: A Panel Study Of Congressional Primary And General Elections (with Jacqueline Colao, David Broockman, and Gregory Huber). Conditionally accepted.</p> <p>A Framework to Assess the Persuasion Risks Large Language Model Chatbots Pose to Democratic Societies (with Zhongren Chen, Quan Le, Shinpei Nakamura-Sakai, Jasjeet Sekhon, Ruixiao Wang).</p>
SELECTED WORK IN PROGRESS	<p>Field Experiments on Increasing Voter Registration and Turnout Rates of Americans Living Abroad (with Zoya Ahmer).</p> <p>Discrimination Narratives and Prejudice Reduction (with David Broockman).</p> <p>Issue Voting in Congressional Elections: A Field Experiment (with David Broockman).</p> <p>Benchmarking Political Persuasion Risks Across Frontier Large Language Models (with Zhongren Chen and Quan Le).</p>
DORMANT WORKING PAPERS	<p>Increasing Response Rates and Representativeness of Online Panels Recruited by Mail: Evidence from Experiments in 12 Original Surveys (with Alan Yan and David Broockman).</p> <p>Irregularities in LaCour (2014) (with David Broockman and P.M. Aronow).</p>
SELECTED GRANTS	<p>Open Philanthropy (2024–2026), \$596,200 for “LLM Persuasiveness Evaluation” (with Jasjeet Sekhon, 100% to Yale).</p> <p>Laura and John Arnold Foundation (2024–2025), \$39,216 for “The Symbolic Politics of Housing” (co-PI with David Broockman and Christopher Elmendorf, 100% to Yale).</p> <p>National Science Foundation (2019–2022), \$666,276 for “A New Dataset and Field Experiment on Television News Consumption and Political Attitudes” (co-PI with David Broockman, 100% to Yale).</p> <p>Anti-Defamation League (2021–2024), \$200,000 for experiments on reducing anti-semitism (co-PI with David Broockman, 0% to Yale).</p> <p>Silicon Valley Community Foundation (2022), \$35,000 for experiments on persuasion in electoral politics (co-PI with David Broockman, 100% to Yale).</p> <p>Berkeley Signatures Innovation Fellow (2015–2016), \$100,000 (with Jasjeet Sekhon and David Broockman). “Platform for Design, Implementation, and Analysis of Randomized Experiments.”</p>
AWARDS	<p>Yale University Arthur Greer Memorial Prize, “Recognizes outstanding research conducted by ladder faculty members in the social or natural sciences,” 2022.</p> <p>Society for Personality and Social Psychology Cialdini Prize, “Recognizes the publication that best explicates social psychological phenomena principally through the use of field research methods.” Awarded for <i>Durably reducing transphobia</i>, 2017.</p> <p>Leamer-Rosenthal Prize for Open Social Science, Emerging Researcher, 2015.</p> <p>David M. Howard Memorial Prize in American Politics, “Awarded to an exceptionally deserving UC Berkeley graduate student conducting research in the field of American political behavior,” 2017.</p> <p>Peter H. Odegard Award, “Given every spring to doctoral students in their third year who have performed exceptionally on coursework and the preliminary examinations,” 2017.</p> <p>University of California, Berkeley, Berkeley Fellowship, “Awarded to outstanding applicants to doctoral programs in all fields,” 2014–2019.</p>

Yale University Frank M. Patterson Prize, “For the Best Senior Essay on the American Political System”, 2014.

Yale University Phi Beta Kappa, 2014.

Honorable Mention, National Science Foundation Graduate Research Fellowship, 2014.

TEACHING

- **YData: Data Science for Political Campaigns:** an introductory undergraduate lecture with a focus on teaching Python.
- **Political Preferences and American Political Behavior:** undergraduate and graduate seminar in political science.
- **Measuring Impact and Opinion Change:** a lecture course on field experiments designed primarily for advanced undergraduates in statistics & data science.
- **Directed Reading Courses:** one-on-one independent study courses.
 - Spring 2024: Campaign Techniques Analysis, graduate student from the Jackson School of Global Affairs.
 - Spring 2025: 2024 Election Postmortem, undergraduate course.

PH.D. STUDENT ADVISING

- John Ternovski (Assistant Professor, US Air Force Academy).
- Trevor Incerti (Assistant Professor, University of Amsterdam).
- Amanda Weiss (Assistant Professor, Cornell University).
- Paul Lendway (Postdoctoral Fellow, Stanford University).
- Nicholas Ottone (Current Ph.D. Student).
- Natalie Hernandez (Current Ph.D. Student).
- Brandon Colas (Current Ph.D. Student).
- Eric Scheuch (Current Ph.D. Student).
- Zhongren Chen (Current S&DS Ph.D. Student).
- Quan Le (Current S&DS Ph.D. Student).

SERVICE

Editorial Board, *American Political Science Review*, 2023 – present.

Editorial Board, *American Journal of Political Science*, 2025 – present.

Editorial Board, *Political Behavior*, 2023 – present.

Associate Editor, *Political Behavior*, 2025 – present.

Associate PI, Time-sharing Experiments for the Social Sciences (TESS), 2022 – 2025.

MPSA Paula D. McClain Award for the MPSA Best Paper Committee, 2025.

APSA Experiments Section Best Dissertation Award Committee, 2022.

Quad Fellowship Academic Selection Committee, 2022, 2024.

Academic Evaluation Panel, Stronger Democracy Award, 2021.

Referee for *American Economic Review*; *American Educational Research Journal*; *American Journal of Political Science* (x22); *American Political Science Review* (x23); *American Politics Research* (x5); *American Sociological Review* (x3); *British Journal of Political Science* (x19); *Cambridge University Press*; *Canadian Journal of Political Science* (x2); *Climatic Change*; *Comparative Political Studies* (x9); *Electoral Studies* (x5); *Environmental Politics*; *European Journal of Political Economy* (x3); *European Journal of Political Research* (x4); *European Journal of Politics and Gender*; *Fund for Scientific Research - FNRS*; *International Feminist Journal of Politics*; *International Journal of Public Opinion Research*; *Israel Science Foundation* (x2); *Journal of Community Practice* (x2); *Journal of European Public Policy*; *Journal of Experimental Social Psychology* (x3); *Journal of Elections, Public Opinion & Parties* (x2); *Journal of Applied Social Psychology*; *Journal of Experimental Political Science* (x10); *Journal of Gender Studies*; *Journal of Homosexuality*; *Journal of Law, Economics, and Organization*; *Journal of Politics* (x20); *Journal of Public Economics* (x2); *Journal of Race, Ethnicity, and Politics* (x6); *Journal of Women, Politics & Policy*; *Legislative Studies Quarterly* (x7); *Mass Communication and Society*; *National Science Foundation* (x2); *Nature*; *Nature Communications* (x2); *Nature Human Behaviour* (x6); *Oxford University Press*; *Party Politics*; *Perspectives on Politics* (x7); *Political Analysis* (x7); *Political Behavior* (x21); *Political Communication* (x6); *Political Research Quarterly* (x7); *Political Science Quarterly*; *Political Science Research and Methods* (x7); *Politics & Gender* (x3); *Politics, Groups, and Identities* (x4); *Proceedings of the National Academy of Sciences* (x10); *PNAS Nexus* (x3); *PS: Political Science & Politics* (x4); *Public Opinion Quarterly* (x9); *Research & Politics* (x5); *Review of Economics and Statistics* (x4); *Russell Sage Foundation* (x15); *Science*; *Science Advances* (x6); *Scientific Data* (x2); *Scientific Reports* (x2); *Social Influence*; *Social Psychological and Personality Science*; *Social Psychology Quarterly*; *Social Science Computer Review*; *Social Science Review*; *State Politics & Policy Quarterly*; *Swiss National Science Foundation*; *Quarterly Journal of Economics* (x3); *Quarterly Journal of Political Science*; *TESS* (x3); *United States-Israel Binational Science Foundation*; *West European Politics* (x3).

UNIVERSITY
SERVICE

Yale University

- Institutional Review Board Human Subjects Committee (2019 – 2021; 2022 – present).
- Yale College Executive Committee (2025 – present).
- Yale College Committee on Teaching, Learning and Advising (2025 – present).
- Advisory Board, Data-Intensive Social Science Center (2023 – present).
- Yale College Undergraduate Advisor (2020 – present).
- Board of Trustees, Slifka Center for Jewish Life (2020 – present).

DEPARTMENTAL
SERVICE

Yale University

- Associate Chair, Department of Political Science (2023 – present).
- Faculty Coordinator, ISPS Democratic Innovations Undergraduate Student Research (2023 – present).
- Political Science Graduate Admissions Committee (2024).
- American Politics Subfield Coordinator (Fall 2025).
- Quantitative Empirical Methods Subfield Coordinator (2023 – present).
- Assistant Professor African American Studies and Political Science, Psychology, or Sociology Search Committee Member (2024).
- Open Rank American Politics Search Committee Member (2024, 2025).
- Open Rank International Relations, Comparative Politics, and Political Economy Search Committee Member (2024).

- Assistant Professor Omnibus Search Committee Chair (2023).
- Assistant Professor Omnibus Search Committee Member (2022)
- Co-organizer, Quantitative Research Methods Workshop (2019 – 2021; 2023 – 2024).
- American Politics Field Exam Committee (2019; 2020).
- Quantitative Empirical Methods Field Exam Committee (2022 – present).
- Yale representative at the Ralph Bunche Summer Institute Recruitment Fair (2021).
- Percival Wood Clement Senior Thesis Prize Committee (2021).
- Frank M. Patterson Senior Thesis Prize Committee (2021).

SELECTED TALKS

- 2025-2026:** Brown University Watson School of International and Public Affairs; New York Area Political Psychology Meeting; University of California, Berkeley; Yale Law School.
- 2024-2025:** University of California, Davis; Amazon; Polarization Research Lab; Anti-Defamation League.
- 2023 – 2024:** Georgetown University McCourt School of Public Policy; Middlebury College; NYU Rebecca B. Morton Conference; Princeton University Center for Human Values.
- 2022 – 2023:** Harvard Working Group in Political Psychology and Behavior; University of Michigan Research Center on Group Dynamics.
- 2021 – 2022:** White House Office of Science and Technology Policy; Princeton University CSDP American Politics Colloquium; University of Amsterdam Hot Politics Lab; MIT Sloan School of Management Marketing Group Seminar.
- 2020 – 2021:** Columbia University Political Methodology Colloquium; University of Colorado, Boulder Department of Information Science Lecture Series; Yale University Social/Personality Psychology Colloquium; University of Washington Center for Statistics and the Social Sciences Seminar Series; UCLA Political Psychology Lab; Yale University American Politics & Public Policy Workshop.
- 2019 – 2020:** Toronto Political Behaviour Workshop; University of Washington Political Science Department.
- 2018 – 2019:** Columbia University Political Science Department; Northwestern University Kellogg School of Management Dispute Resolution Research Center; Princeton University Center for Behavioral Science & Public Policy; Social Science Research Council Identity, Community, and Participation Workshop.