


MIRCEA ZLOTEANU

Research Associate, PhD

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RESEARCH PROFILE

I am an experimental psychology researcher interested in emotions, decision-making, and deception detection. My research focuses on the behavioural cues used to ascertain if people are being truthful or deceptive. My work involves investigating embodied postural effects on attention and information processing, differences in judgements and perceptions made alone or in groups, the role of situational factors on accuracy and bias, the production of deceptive facial expressions, and improving interrogation practices. Recently, my research focuses on the role of trust and reputation in the sharing economy and the use of online platforms.

ACADEMIC EXPERIENCE

2017 – Present **Research Associate**

Computer Science Department, Faculty of Engineering
University College London

Project Title: The Role of Trust and Reputation in Sharing Economies

Supervisor: Giacomo Livan

I am the primary behavioural researcher investigating how trust and reputation influence user interaction and decision-making in the Sharing Economy.

EDUCATION

2012 - 2017 **PhD in Experimental Psychology**

Experimental Psychology Department, Faculty of Brain Sciences
University College London

Thesis: Emotions and Deception Detection.

Supervisor: Daniel C. Richardson

My PhD focused on the role emotions have in the lie process, both from the liar's and lie-catcher's perspective, uncovering their usefulness and their limitations as diagnostic cues.

2011 - 2012 **MSc in Social Cognition (Distinction)**

University College London

Dissertation: The Effect of Body Posture on Facial Expression Recognition and Deception Detection.

Supervisor: Daniel C. Richardson

2007 - 2010 **BSc (Hons) in Psychology (First Class, 1:1)**

Goldsmiths College, University of London

2002 - 2007 International School of Bucharest (ISB)

First in Graduating Class

4 A Levels, 2 AS Levels, 6 IGCSEs

RESEARCH & PUBLICATIONS

Zloteanu, M., Tuckett, D., Harvey, N., & Livan, G. (2018 – under review). Digital Identity: The Effect of Trust and Reputation Information on User Judgement in the Sharing Economy. Available at SSRN: <https://ssrn.com/abstract=3136514>

Zloteanu, M., Krumhuber, E., & Richardson, D.C. (2018 – under review). Detecting Genuine and

Deliberate Displays of Surprise in Static and Dynamic Faces. Available at PsyArXiv: <http://doi.org/10.17605/OSF.IO/NJMVQ>

- Zloteanu, M.** & Richardson, D.C. (2018 – under review). Difference in Single vs. Pair judgements on Deception Detection.
- Zloteanu, M.**, Bull, P., & Richardson, D.C. (submitted). Emotion recognition and Deception Detection.
- Zloteanu, M.** & Richardson, D.C. (2018 – in prep.). Passive Lie Detection: The Effect of Body Postures on Eye-gaze and Detecting Deception.
- Zloteanu, M.** (2015). The Role of Emotions in Detecting Deception. In E. Williams & I. Sheeha, *Deception: An Interdisciplinary Exploration* (pp. 203-217). Oxford: Inter-Disciplinary Press.
- Zloteanu, M.**, Salman, N., & Richardson, D.C. (submitted). Looking Ready for Jail – The Influence of Handcuffing Suspects on Deception Detection Judgements.
- Zloteanu, M.**, Jones, A., & Livan, G. (in progress) Staying with a Criminal: The Effect of Violent and Non-Violent Offender Host Profiles on User Behaviour in Sharing Economy Platforms.
- Zloteanu, M.** (in progress). Deception Detection and Emotion Recognition: A Dual-Systems Approach.
- Patterson, A. & **Zloteanu, M.** (in progress). Perceived Lie Detection Ability: Wizards and Laypersons in Negotiations.
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CONFERENCE PRESENTATIONS

- Zloteanu, M.** & Richardson, D.C. (2017). Passive Lie Detection. *Talk presented at SARMAC XII, Sydney, Australia.*
- Zloteanu, M.** & Richardson, D.C. (2015). The Effect of Handcuffs on Deception Detection – Visual and Audio Differences. *Poster presented at DECEPTICON I Cambridge, UK.*
- Zloteanu, M.** & Richardson, D.C. (2015). Looking Ready for Jail – The Influence of Handcuffs on Deception Detection and Suspiciousness. *Talk presented at SARMAC XI Victoria, BC, Canada.*
- Zloteanu, M.** & Richardson, D.C. (2015). “Surprise! I’m not actually surprised” – the ability to fake an emotion. *Talk presented at ISRE 2015, University of Geneva, Switzerland.*
- Zloteanu, M.** & Richardson, D.C. (2015). Looking Ready for Jail – The Influence of Handcuffs on Deception Detection and Suspiciousness. *Poster presented at the Faculty of Brain Sciences Annual Post-Graduate Research Poster and Presentation Symposium, London, University College London.*
- Zloteanu, M.** & Richardson, D.C. (2015). “Surprise! I’m not actually surprised” – the ability to fake an emotion. *Poster presented at the Society of Personality and Social Psychology (SPSP), Long Beach, California.*
- Zloteanu, M.** & Richardson, D.C. (2014). Emotion Recognition Training and Deception Detection: Importance of the type of lie told. *Poster presented at the Faculty of Brain Sciences Annual Post-Graduate Research Poster and Presentation Symposium, London, University College London.*
- Zloteanu, M.** (2014). Deception Detection in low-stakes lies. *Talk presented at the Cumberland Lodge Conference, West Berkshire, UK.*
- Zloteanu, M.** & Richardson, D.C. (2014). Investigating the role of emotion in deception detection. *Poster presented at the International Association for Conflict Management (IACM), Leiden, Netherlands.*
- Zloteanu, M.** (2014). The role of emotions in detecting low-stakes lies. *Talk presented at the 1st Global Inter-disciplinary Deception Conference, Oxford, UK.*
- Zloteanu, M.** & Richardson, D.C. (2013). Difference in Single vs. Pair judgements on Deception

Detection, Confidence and Bias based on the Level of Communication. *Poster presented at the Thirty-Fifth Annual Conference of the Cognitive Science Society, Berlin, Germany, Cognitive Science Society.*

Zloteanu, M. & Richardson, D.C. (2013). Difference in Single vs. Pair judgements on Deception Detection, Confidence and Bias based on the Level of Communication. *Poster presented at the Joint Action Meeting 5 (JAM), Berlin, Germany, Humboldt University.*

Zloteanu, M. & Richardson, D.C. (2013). The effect of Body Posture and Empathy on the Recognition of Facial Expressions of Emotions and Deception Detection. *Poster presented at the Embodied & Situated Language Processing Conference (ESLP), Potsdam, Germany.*

Zloteanu, M. (2013). The effect of Body Posture and Empathy on the Recognition of Facial Expressions of Emotions and Deception Detection. *Poster presented at the Cumberland Lodge Conference, West Berkshire, UK.*

HONOURS, FUNDING, & AWARDS

- 2018 Strategic Research Fund – Project: How Cultural Differences Shape the Sharing Economy – £6,887
 - 2017 PsyPAG Workshop Grant – £1,139
 - 2017 SARMAC Student Travel Award – \$500
 - 2015 SPSP Diversity Travel Award – \$250
 - 2015 UCL Graduate School Student Conference Award – £600
 - 2014 FBS Poster Symposium – Best Poster (Runner up) – £200
 - 2014 Cumberland Lodge Bursary – £100
 - 2013 UCL Graduate School Student Conference Award – £404
 - 2012 Impact award, UCL Graduate School – £32,500
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LECTURERS AND INVITED TALKS

- 2018 Invited Lecture on “The Role of Emotions in Deception Detection”
Affective Neuroscience and Psychophysiology Colloquium
University of Göttingen
- 2018 Lecture on “The Sharing Economy: How Trust and Reputation Shape our Behaviour”
Financial Computing & Analytics Seminars
University College London
- 2018 Invited Lecture on “The Sharing Economy: How Trust and Reputation Shape our Behaviour”
ICN Seminars - Institute of Cognitive Neuroscience
University College London
- 2017 Lecture on “The Science of Deception Detection”
Understanding Individuals and Groups module for the MSc in Social Cognition
University College London
- 2016 Lecture on “Detecting Deception – Physiological, Verbal, and Nonverbal Techniques”
Cognitive Psychology Course for the MSc in Research Methods
University College London
- 2015 Lecture on “Emotions in Deception Detection”
Cognitive Psychology Course for the MSc in Research Methods
University College London
- 2014 Lecture on “Methods of Detecting Deception – Physiological, Verbal, and Nonverbal”
Introduction to Social Psychology Course for the BSc in Psychology
New York University
- Guest speaker on “Applied Social Psychology”
Understanding Individuals and Groups module for the MSc in Social Cognition

PUBLIC ENGAGEMENT

- 2017 Workshop Organiser – “Good Practices for PhD Students”
Co-funded by PsyPAG’ Workshop Grant and UCL’s Public Engagement scheme.
University College London
- 2016 Invited Speaker – “The Science of Deception Detection”
The Psychology of Spying Event
Petrie Museum of Egyptian Archaeology | UCL Culture
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PROFESSIONAL MEMBERSHIPS

Educational or Professional Qualifications:

- 2015 Associate Fellow – Higher Education Academy (HEA)
2014 Teaching in Higher Education – Certified – Centre for Advancing Learning and Teaching (CALT)

Professional Associations and Society Memberships:

- 2017 SARMAC – The Society for Applied Research in Memory and Cognition
2015 Decepticon – International Conference on Deceptive Behavior
2015 ISRE – International Society for Research on Emotion
2014 IACM – The International Association for Conflict Management
2014 Inter-disciplinary.net Deception – 1st Global Deception Conference
2014 SPSP – The Society for Personality and Social Psychology
2013 PsyPAG – Psychology Postgraduate Affairs Group
2013 CogSci – Cognitive Science Society
2013 ESLP – Embodied and Situated Language Processes
2013 JAM – Joint Action Meeting
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PROFESSIONAL ACTIVITIES

Consultancy

Advisor for Data Collection, Analysis, and Interpretation, OECD (2017), *OECD Digital Economy Outlook 2017*, OECD Publishing, Paris.

Expert Behavioural Scientist at Brainpool AI, London, UK

Reviewer ([Ppublons.com/a/1378345/](https://publons.com/a/1378345/))

Reviewer, *Journal of Nonverbal Behavior*, January 2018

Submissions reviewer, Decepticon 2015: *International Conference on Deceptive Behavior*, University of Cambridge, Cambridge, UK 24-26 August 2015

Assistant reviewer, *Journal of Nonverbal Behavior*, April 2015

Assistant reviewer, *Journal of Nonverbal Behavior*, July 2014

PROFESSIONAL TRAINING

Doctoral:

Matlab for Cognitive Neuroscience
Scientific Programming in Python
R Studio Advanced Statistics
Skills for Conflict Resolution
RED250 Mobile Eye-tracker Workshop
Negotiation & Conflict Management Skills

Teaching:

Teaching in Higher Education
Context and Problem Based Learning
Students’ Mental Health Support
Using Audience Response Systems for Teaching

TEACHING AND MENTORING

Demonstrator

- 2018 *MSc Computer Science Students*

2017 *Data Analytics Course (30 students)*
University College London
- 2014 *BSc Psychology 2nd year Students*

2017 *Research and Quantitative Methods in Psychology Module (40 students)*
University College London
- 2013 *BSc Psychology 1st year Students*

2017 *Introduction to Psychological Experimentation Module (10 students)*
University College London

Supervisor/Mentor

- 2018 *MSc Social Cognition Dissertation (2 students)*
University College London
- 2018 *BSc Psychology 2nd year Mini-research projects (1 student)*
University College London
- 2017 *MSc Financial Risk Management Dissertation (5 students)*
MSc Computational Finance Dissertation (1 student)
University College London
- 2016 *BSc Psychology 3rd year Thesis projects (1 student)*
University College London
- 2015 *BSc Psychology 3rd year Thesis projects (3 students)*
Undergraduate Summer Research assistants (4 students)
University College London
- 2014 *BSc Psychology 3rd year Final project (3 students)*
MSc Social Cognition Thesis project (1 student)
University College London
- 2013 *BSc Psychology 2nd year Mini-research projects (2 students)*
University College London
- BSc Psychology 3rd year Affiliate Research project (1 student)*
University of Pennsylvania

Group Coordinator

- 2013 *Post-Graduate Peer Group (PPG) co-chair*

2014 University College London

Invigilator

- 2018 *Examination for MSc in Data Analytics*
University College London (Autumn)
- 2013 *2 x Statistics examination for MSc, MRes, and PhD students*
University College London (Autumn)
- Statistics examination for MSc, MRes, and PhD students*
University College London (Winter)

Academic Tutor

- 2014 *Private tutor in Statistics, SPSS, and Psychology*

Present The Profs Tuition Ltd

FURTHER QUALIFICATIONS

IELTS Examination (2008) Academic Module: Grade 8
BEC (Business English Certificate) Vantage: Grade A
Romanian Computer Programming Olympiad (2006)

SKILLS & TRAINING

Statistical & Data Analysis Programs

SPSS, MatLab, R studio, Stata, G-Power, BayesFactor, JASP, Interaction!, SMI BeGaze.

Computer skills

Qualtrics, Gorilla, Prolific, Amazon Mturk, e-Prime, Android SDK, Advanced knowledge of Windows environments, iOS environment, Linux environment, Microsoft Office package, Photoshop CC, InDesign, GIMP, Outlook, Thunderbird, basic programming (C++, Python, MatLab), Website design (CSS, Java, JavaScript, HTML), Content Management systems (Drupal, etc.), cPanel.

Languages

Romanian (mother tongue) | English (fluent) | French (intermediate level) |
Spanish (intermediate level) | Japanese (basic level) | German (basic level)

REFERENCES

Dr Daniel C. Richardson (PhD supervisor)
Department of Experimental Psychology
University College London
dcr@eyethink.org

Dr Eva Krumhuber
Department of Experimental Psychology
University College London
e.krumhuber@ucl.ac.uk

Dr Giacomo Livan (Employer - PI)
Department of Computer Science
University College London
g.livan@ucl.ac.uk