Anton Gollwitzer

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Education

2023 – Present	**Associate Professor, BI Norwegian Business School** Department of Leadership and Organizational Behaviour.
2022 – 2023	**Assistant Professor, BI Norwegian Business School** Department of Leadership and Organizational Behaviour.
2022 – Present	**Associate Researcher, Max Planck Institute for Human Development** Center for Adaptive Rationality.
2021 – 2022	**Postdoctoral Research, Max Planck Institute for Human Development** Center for Adaptive Rationality.
2017 – 2021	**PhD in Psychology, Yale University** Summa Cum Laude Advisor: John A. Bargh.
2015 – 2017	**Master in Psychology, Yale University** Summa Cum Laude Advisor: John A. Bargh.
2011 – 2015	**Bachelor in Computer Science, New York University** Summa Cum Laude—Ranked 1st in Class of 2015 Minor: Web Design
2011 – 2015	**Bachelor in Psychology, New York University** Summa Cum Laude—Presidential Honors Scholar

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Grants and Awards

| 2023 | **SPSP Publication Award** |
| | *Received for the article Deviancy Aversion and Social Norms published in Personality and Social Psychology Bulletin.* |

| 2021 | **William Kessen Teaching Award** |
| | *Yale University teaching award given to a graduate student who best exemplifies a spirit, vitality, and commitment to teaching.* |

| 2020 | **Templeton Foundation** |
| | *Co-Leader: ~$650,000. Developing Individualized Interventions to Heighten Intellectual Humility* |

| 2018 | **Data Collection Grant (Gerry Ohrstrom)** |
| | *$40,000. Granted for the Study of Misplaced Certainty.* |

| 2016 | **Student Poster Award Finalist** |
| | *Society for Personality and Social Psychology* |

| 2015, 2016 | **National Science Foundation Graduate Research Fellowship Program** |
| | *Honorable Mention* |

| 2015 | **Computer Science Prize for Academic Excellence** |
| | *Computer Science Department, New York University* |

| 2013 | **Dean's Undergraduate Research Fund** |
| | *Grant Recipient: $2,000* |

Publications

Ryu, Y., Olcaysoy Okten, I., **Gollwitzer**, A., & Oettingen, G. (2023). Intellectual humility predicts COVID-19 preventive practices through greater adoption of data-driven information and feelings of responsibility. *Social and Personality Psychology Compass.*

The Forecasting Collaborative (2023). Insights into the accuracy of social scientists' forecasts of societal change. *Nature Human Behaviour.*

Gollwitzer, A., Martel, C., Heinecke, A., & Bargh, J.A. (2022). Deviancy aversion and social norms. *Personality and Social Psychology Bulletin.*

Oettingen, G., **Gollwitzer**, A., Jung, J., & Okten, I. O. (2022). Misplaced certainty in the context of conspiracy theories. *Current Opinion in Psychology.*

Gollwitzer, A., Olcaysoy Okten, I., Osorio Pizarro, A., & Oettingen, G. (2022). Discordant knowing: A social cognitive structure underlying fanaticism. *Journal of Experimental Psychology: General.*

Marshall, J., **Gollwitzer**, A., Mermin-Bunnell, N., & Mandalaywala, P. (2022). The role of status in the early emergence of pro-White bias in rural Uganda. *Developmental Science.*
 *Shared first-authorship.

Marshall, J., **Gollwitzer**, A., Mermin-Bunnell, N., Shinomiya, M., Retelsdorf, J., & Bloom, P. (2022). How development and culture shape intuitions about prosocial obligations. *Journal of Experimental Psychology: General*.

Okten, I. O., Gollwitzer, A., & Oettingen, G. (2022). When knowledge is blinding: The dangers of being certain about the future. *Personality and Individual Differences*.

Marshall, J., Gollwitzer, A., & Bloom, P. (2022). Why do children and adults think other people punish? Developmental Psychology, 58, 1783-1792.

Gollwitzer, A., McLoughlin, K., Martel, C., Marshall, J., Höhs, J.M., & Bargh, J.A. (2021). Linking self-reported social distancing to real-world behavior during the COVID-19 pandemic. *Social Psychological and Personality Science*.

Gollwitzer, A., Martel, C., Brady, W.J., Pärnamets, P., Freedman, I.G., Knowles, E.D., & Van Bavel, J.J. (2020). Partisan differences in physical distancing are linked to health outcomes during the COVID-19 pandemic. *Nature Human Behaviour.*
*Over 140k downloads.
*Altmetric score: 99th percentile.
*Paper presented at the Behavioral Science Insights for COVID-19 White House Briefing (March, 19th, 2021).

Gollwitzer, A., Marshall, J., & Bargh, J.A. (2020). Pattern deviancy aversion predicts prejudice via a dislike of statistical minorities. *Journal of Experimental Psychology: General*, *149*, 828-854.

Gollwitzer, A., Martel, C., Bargh, J.A., & Chang, S.W.C. (2020). Aversion towards simple broken patterns predicts moral judgment. *Personality and Individual Differences.* Advanced online publication. https://doi.org/10.1016/j.paid.2019.109810.

Olcaysoy Okten, I., **Gollwitzer**, A., & Oettingen, G. (2020). Gender differences in preventing the spread of coronavirus. *Behavioral Science & Policy*.

Gollwitzer, A., & Clark, S. M. (2019). Anxious attachment as an antecedent of people's aversion towards pattern deviancy. *European Journal of Social Psychology*, *49*, 1206–1222.

Gollwitzer, A., Martel, C., McPartland, J., & Bargh, J.A. (2019). Autism spectrum traits predict higher social psychological skill. *Proceedings of the National Academy of Sciences*, *116*, 19245-19247.

Gollwitzer, A., Martel, C., McPartland, J., & Bargh, J.A. (2019). Commentary: Reply to Taylor et al.: Acknowledging the multidimensionality of autism when predicting social psychological skill. *Proceedings of the National Academy of Sciences*, *116*, 25380–25381.

Gollwitzer, A., & Oettingen, G. (2019). Paradoxical knowing: A shortcut to knowledge and its antisocial correlates. *Social Psychology*, *50*, 145–161.

Marshall, J., **Gollwitzer**, A., Wynn, K., & Bloom, P. (2019). The development of corporal third-party punishment. *Cognition*, *190*, 221-229.

Underberg, J., **Gollwitzer, A.,** Gollwitzer, P. M., & Oettingen, G. (2019). The best words: Linguistic indicators of grandiose narcissism in politics. *The Journal of Language and Social Psychology, 39,* 271-281.

Gollwitzer, A., & Bargh, J. A. (2018). Social psychological skill and its correlates. *Social Psychology*, *49*, 88-102.
  *Among most read article in *Social Psychology* since online metrics have been collected for the journal.
  *Altmetric score: 99th percentile.

Gollwitzer, A., Wilczynska, M., & Jaya, E. S. (2018). Targeting the link between loneliness and paranoia via an interventionist-causal model framework. *Psychiatry Research*, *263*, 101–107.

Marshall, J., **Gollwitzer**, A., & Santos, L. R. (2018). Does altercentric interference rely on mentalizing? Results from two level-1 perspective-taking tasks. *PloS One*, *13*, e0194101.

Gollwitzer, A., Marshall, J., Wang, Y., & Bargh, J. A. (2017). Relating pattern deviancy aversion to stigma and prejudice. *Nature Human Behaviour*, *1*, 920–927.
  *Cover of *Nature Human Behavior*, December, 2017.
  *Altmetric score: 99th percentile.

Gollwitzer, A., Schwörer, B., Stern, C., Gollwitzer, P. M., & Bargh, J. A. (2017). Up and down regulation of a highly automatic process: Implementation intentions can both increase and decrease social projection. *Journal of Experimental Social Psychology*, *70*, 19–26.

Jaya, E. S., Hillmann, T. E., Reininger, K. M., **Gollwitzer**, A., & Lincoln, T. M. (2016). Loneliness and psychotic symptoms: The mediating role of depression. *Cognitive Therapy and Research*, *41*, 106–116.

Weinreich, A., & **Gollwitzer**, A. (2016). Automaticity and affective responses in valence transfer: Insights from the crossmodal auditory-visual paradigm. *Psychology of Music*, *44*, 1304–1317.

Duckworth, A. L., Kirby, T. A., **Gollwitzer**, A., & Oettingen, G. (2013). From fantasy to action: Mental Contrasting with Implementation Intentions (MCII) improves academic performance in children. *Social Psychological and Personality Science, 4*, 745–753.

Gollwitzer, A., Oettingen, G., Kirby, T., Duckworth, A. L., & Mayer, D. (2011). Mental contrasting facilitates academic performance in school children. Motivation and Emotion, 35, 403–412.

Publications: Non-Peer Reviewed

Gollwitzer, A. (2018). Social media use relates to perceiving the United States as more politically polarized. *Social Science Research Network*. Available at: https://papers.ssrn.com/sol3/papers.cfm?abstract_id=3137325

Gollwitzer, A. (2018). The role of age in plea bargain decision making. *Social Science Research Network*. Available at: https://papers.ssrn.com/sol3/papers.cfm?abstract_id=3149960

Selected Media

2018	**The Times of London** *Front Page, March 23rd, 2018* *News Article on: Social psychological skill and its correlates*
2018	**Reddit** *Upvoted Over 60k Times* *News Article on: Social psychological skill and its correlates*
2018	**BBC Newsroom** *Interview on: Social psychological skill and its correlates*
2018	**CNN*** *Opinion Piece on: Relating pattern deviancy aversion to stigma and prejudice* *Co-Author: John A. Bargh* (*CNN chose the title of this opinion piece).
2017	**Cosmos, Die Welt, BILD, Business Insider and Other Media** *News Articles on: Relating Pattern Deviancy Aversion to Stigma and Prejudice*
2017	**BBC World Service: Global News Podcast** *Interview on: Relating Pattern Deviancy Aversion to Stigma and Prejudice*

Teaching

2023	**BI Norwegian Business School** *Understanding Organizations and Leadership Through Advances in Computational Social Science*
2023	**BI Norwegian Business School** *Motivation Science—Creating Work Motivation and Motivating Work Environments*
2022	**BI Norwegian Business School** *Motivation Science—Creating Work Motivation and Motivating Work Environments*
2016 – 2018	**Yale University** *Teaching Fellow for Statistics (2x), Social Psychology, Evolution of Cooperation, and Introduction to Cognitive Science*
2016 – 2018	**Yale University** *Taught Student Directed Research Courses (Independent Research Courses)*
2013 – 2015	**New York University Computer Science** *Official Tutor for Numerous Undergraduate Computer Science Courses*
2010 – 2011	**Immaculate Conception School**, New York *Science Teaching Assistant*
Summers 2009 – 2011	**Heinrich-Wolgast-School,** Hamburg, Germany *English Teacher*

Presentations, Posters, & Workshops

Understanding and Combating the Development of Fanaticism (2023). Invited Presentation at the Military-Civilian Research Forum hosted by the U.S. Department of Defense.

Integrating AI Into Data Analysis with R (2023). Workshop at the Third Quantitative Research Seminar at BI Norwegian Business School.

Deviancy Aversion and its Social Consequences (2023). Presentation at the European Association of Social Psychology Conference.

A Dynamic Medium-Throughput Approach to Human Behavior (2023). Poster presented at the Annual Conference of the Society for Personality and Social Psychology.

A Dynamic Medium-Throughput Approach to Human Behavior (2022). Invited Presentation at The Cooperation Lab, Boston College.

A Dynamic Medium-Throughput Approach to Human Behavior (2022). Presentation at the Department of Leadership and Organizational Behavior, BI Norwegian Business School.

Deviancy aversion and its social consequences (2021). Invited Presentation at the Department of Psychology at The University of Texas at Austin.

Deviancy aversion and its social consequences (2021). Invited Presentation at the Department of Leadership and Organizational Behavior, BI Norwegian Business School.

New perspectives on introversion (2021). Invited Presentation, Kavod Senior Life.

Intellectual Humility Predicts Reductions in Conspiratorial Thinking by Encouraging Information Search (2021)*. Invited Presentation, Intellectual Humility Virtual Symposium.

Deviancy aversion and its social consequences (2021). Invited Presentation at the Department of Psychological and Behavioral Science, London School of Economics.

Deviancy aversion and its social consequences (2020). Invited Presentation at the Max Planck Institute for Human Development.

Using geo-location tracking data in research on COVID-19 (2020). Invited Presentation in the New Datasets for COVID-19 and Other Social Science Research Initiative, Yale University.

Deviancy aversion and its social consequences (2019). Invited Presentation at the Department of Business Administration, University of Zurich.

Deviancy aversion and its social consequences (2019). Invited Presentation at the Department of Psychology, Harvard University.

Participant at the Summer Institute for Social Computational Science (2019)

The role of pattern deviancy aversion in prejudice and stigmatization (2019). Presentation at the FeldmanHall Lab at Brown University.

Pattern deviancy aversion predicts prejudice and stigmatization (2018). Presentation at the Social Psychology Laboratory at the University of Porto.

The role of pattern deviancy aversion in prejudice and stigmatization (2018). Poster presented at the the Annual Conference of the Society for Personality and Social Psychology.

Can lay people predict social nature? Social psychological perception and its correlates (2017). Poster presented at the Annual Conference of the Association for Psychological Science.

Predicting human nature: The enlightened triad relates to accurate generalized person perception (2016). Poster presented at the Summer Institute on Bounded Rationality. Max Planck Institute for Human Development.

A multifaceted race horse: Implementation intentions as a successful self-regulatory strategy for decreasing as well as increasing projection (2016). Poster presented at the 9th Annual Conference of the Society for the Study of Motivation.

My fear lies in the ambiguous and the joyful: Paranoia more strongly relates to feeling threatened in response to neutral and joyful faces than threatening faces (2016). Poster presented at the Annual Conference of the Association for Psychological Science.

Implementation intentions as a successful automatic strategy for reducing the false consensus effect (2016). Poster presented at the Annual Conference of the Society for Personality and Social Psychology.

The curse of self-presentation: Improving the performance of non-competitive individuals on competitive tasks (2015). Poster presented at the Annual Conference of the Society for Personality and Social Psychology.

Removing self-presentation from competitive tasks eliminates the performance difference between high versus low trait competitive individuals (2014). Presentation at the New York University Undergraduate Research Conference.

Assimilation effects on the likeability of simultaneously presented faces (2014). Poster presented at the Annual Conference of the Society for Personality and Social Psychology.

Administration

2016 – 2017	**Current Works in Social Psychology at Yale University** *Organized Weekly Colloquium for Visiting Scholars*
2013 – 2015	**Psi Chi: National Honors Society in Psychology at New York University** *Communications Director, Web Developer, and Editor*

Skills

Languages & Programs	Java, Python, R, Scala, Processing, MySQL, CSS, HTML, SPSS.
Measures & Analyses	Electrocardiography, Facial Electromiography, Mouse-Tracking, Reverse Correlation

Software Development

2021	**Zip Code Transformer**
	• Geo-location tool that converts U.S. zip codes to U.S. County FIPS and provides county-level demographic information.
	• https://github.com/AntonGollwitzer/ZipCodeTransformer

2019	**Running Reverse Correlation Experiments Online**
	• Software that allows researchers to run reverse correlation experiments online.
	• https://github.com/AntonGollwitzer/ReverseCorrelationRunningOnline

2014	**Dattly**
	• Open-source software with various psychological tools
	• http://www.dattly.org (launched February, 2015).