

Jillian J. Jordan
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EDUCATION

- 2013-2018 **Yale University**
Ph.D. in Psychology
- 2009-2013 **Harvard University**
A.B., *summa cum laude* in Psychology
Phi Beta Kappa "Junior 24"

ACADEMIC POSITIONS

- 2020-Present **Assistant Professor**
Negotiation, Organizations & Markets Unit
Harvard Business School
- 2018-2020 **Postdoctoral Fellow, Dispute Resolution Research Center**
Management & Organizations Department
Kellogg School of Management, Northwestern University

PUBLISHED MANUSCRIPTS

- Jordan, J.J.** & Kteily, N.S. Punitive but discerning: Reputation can fuel ambiguously-deserved punishment, but does not erode sensitivity to nuance. In Press at *Journal of Personality and Social Psychology*.
- Jordan, J.J.** & Sommers, R. (2024). Sexual assault victims face a penalty for adjacent consent. *Proceedings of the National Academy of Sciences*, 121(34).
- Ghezae, I.*, **Jordan, J.J.***, Gainsburg, I.B., Mosleh, M., Pennycook, G., Willer, R., & Rand, D.G. (2024). Partisans neither expect nor receive reputational rewards for sharing falsehoods over truth online. *PNAS Nexus*, 3(8).
- Jordan, J.J.** (2023). A pull versus push framework for reputation. *Trends in Cognitive Sciences*, 27(9), 66-82.
- Jordan, J.J.**, & Kteily, N.S. (2023). How reputation does (and does not) drive people to punish without looking. *Proceedings of the National Academy of Sciences*, 120(28).
- Kassirer, S., **Jordan, J.J.**, & Kouchaki, M. (2023). Giving-by-proxy triggers subsequent charitable behavior. *Journal of Experimental Social Psychology*, 105, 104438.
- Jordan, J.***, & Sommers, R*. (2022). When does moral engagement risk triggering a hypocrisy penalty?. *Current Opinion in Psychology*, 101404.
- Jordan, J.J.** & Kouchaki, M. (2021). Virtuous Victims. *Science Advances*, 7(42).
- Jordan, J.J.**, Yoeli, E., & Rand, D.G. (2021). Don't get it or don't spread it: Comparing self-interested versus prosocial motivations for COVID-19 prevention behaviors. *Scientific Reports*, 11(1), 1-17.
- Capraro, V.*, **Jordan, J.J.***, & Tappin, B.M.* (2021). Does observability amplify sensitivity to moral frames? Evaluating a reputation-based account of moral preferences. *Journal of Experimental Social Psychology*.

- Jordan, J.J.** & Rand, D. G. (2019). Signaling when nobody is watching: A reputation heuristics account of outrage and punishment in one-shot anonymous interactions. *Journal of Personality and Social Psychology*.
- Martin, J. W.*, **Jordan, J.J.***, Rand, D.G., & Cushman, F. (2019). When do we punish people who don't? *Cognition*, 93.
- Jordan, J.J.** (2017). Which accusations stick? *Nature Human Behaviour*, 2, 19-20. [Commentary]
- Perc, M., **Jordan, J.J.**, Rand, D.G., Wang, Z., Boccaletti, S., & Szolnoki, A. (2017). Statistical physics of human cooperation. *Physics Reports*, 687, 1-51.
- Jordan, J.J.** & Rand, D. G. (2017). Third-party punishment as a costly signal of high continuation probabilities in repeated games. *Journal of Theoretical Biology*, 421, 189-202.
- Jordan, J.J.**, Sommers, R., Bloom, P., & Rand, D.G. (2017). Why do we hate hypocrites? Evidence for a theory of false signaling. *Psychological Science*, 28(3), 356-368.
- Jordan, M.R.*, **Jordan, J.J.*** & Rand, D.G. (2017). Intergroup competition experiments provide no evidence that group selection shaped the evolution of human cooperation. *Evolution and Human Behavior*, 38, 102-108.
- Jordan, J.J.**, Hoffman, M., Nowak, M.A., & Rand, D.G. (2016). Uncalculating cooperation is used to signal trustworthiness. *Proceedings of the National Academy of Sciences*, 113(31), 8658-8663.
- Jordan, J.J.**, Hoffman, M., Bloom, P., & Rand, D.G. (2016). Third-party punishment as a costly signal of trustworthiness. *Nature*, 530, 473-476.
- Jordan, J.J.**, McAuliffe, K., & Rand, D. G. (2015). The effects of endowment size and strategy method on third-party punishment. *Experimental Economics*, 19(4), 741-763.
- McAuliffe, K., **Jordan, J.J.**, & Warneken, F. (2015). Costly third-party punishment in young children. *Cognition*, 134, 1-10.
- Jordan, J.J.**, Peysakhovich, A., & Rand, D. G. (2015). Why we cooperate. *The Moral Brain: Multidisciplinary Perspectives*. (Cambridge: MIT Press).
- Capraro, V., **Jordan, J.J.** & Rand, D. G. (2014). Heuristics guide the implementation of social preferences in one-shot prisoner's dilemma experiments. *Scientific Reports*, 4.
- Jordan, J.J.**, McAuliffe, K., & Warneken, F. (2014). Development of in-group favoritism in children's third-party punishment of selfishness. *Proceedings of the National Academy of Sciences*, 111(35), 12710-12715.
- Jordan, J.J.**, Rand D.G., Arbesman, S., Fowler, J.H., & Christakis, N.A. (2013). Contagion of cooperation in static and fluid social networks. *PLoS ONE*. 8(6): e66199. doi:10.1371/journal.pone.0066199

WORKING PAPERS

- Dhaliwal, N., **Jordan, J.J.**, & Barclay, P. Modest victims: Victims who decline to broadcast their victimization are seen as morally virtuous. Revise and resubmit after initial review at *Organizational Behavior and Human Decision Processes*, and [available on PsyArXiv](#).

POPULAR PRESS ARTICLES

- Jordan, J.J.** & Sommers, R. (2024). 'Slut-Shaming' Isn't the Only Reason People Blame Rape Victims. *The New York Times*.
- Kassirer, S., **Jordan, J.J.**, & Kouchaki, M. (2023). Why Shuttering AmazonSmile Was a Mistake. *Harvard Business Review (online article)*.
- Jordan, J.J.** & Rand, D.G. (2019). Are you 'virtue signaling'?. *The New York Times*.
- Jordan, J.J.**, Sommers, R., & Rand, D.G. (2017). The real problem with hypocrisy. *The New York Times*.
- Jordan, J.J.** & Rand, D.G. (2016). The science behind Hillary Clinton's problems with trust. *The Conversation*.
- Jordan, J.J.**, Bloom, P., Hoffman, M., & Rand, D.G. (2016). What's the point of moral outrage? *The New York Times*.
- Jordan, J.J.** (2016). Evolution of moral outrage: I'll punish your behavior to make me look good. *The Conversation*.
- Jordan, J.J.**, Rand D.G. (2013). Altruism starts paying it forward. *Wired UK "The World in 2014" Special Edition*.

HONORS AND AWARDS

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| 2024 | Rising Star Award, Association for Psychological Science |
| 2023 | Gilbert Harman Memorial Prize for Early Career Researchers in Moral Psychology (inaugural prize winner), Moral Psychology Research Group (\$500) |
| 2019 | Postdoctoral Paper Award Finalist, Human Behavior and Evolution Society |
| 2018 | James B. Grossman Dissertation Prize (Psychology Ph.D. dissertation prize at Yale University) (\$2000) |
| 2018 | Yale University 3-Minute Thesis Competition "Audience Choice" Award (\$350) |
| 2013 | Thomas Temple Hoopes Prize (college-wide undergraduate thesis prize at Harvard College) (\$4,000) |
| 2013 | Gordon W. Allport Prize (Psychology undergraduate thesis prize at Harvard College) (\$200) |
| 2013 | National Collegiate Research Conference at Harvard "Plenary Presenter" (\$125) |

GRANTS AND FELLOWSHIPS

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| 2014 | SPSP Student Travel Award (\$500) |
| 2013 | National Science Foundation Graduate Research Fellowship (\$30,000/year, 3 years) |
| 2013 | Harvard Student Life Fund Conference Travel Grant (\$500) |
| 2012 | Herchel Smith Undergraduate Science Research Program (\$4,500 research stipend; \$500 travel grant) |
| 2011 | Institute for Quantitative Social Sciences Undergraduate Research Scholar Grant (\$4,000) |
| 2011 | David Rockefeller International Experiences Grant (\$7,500) |
| 2011 | Harvard College Research Program Grant (\$1,400) |

SELECTED MEDIA COVERAGE

- HBS Working Knowledge*: The Reputation Risks of Sharing Fake News
- The New Yorker*: Are your morals too good to be true?
- Kellogg Insight*: What's Behind the Rush to Join an Internet Pile-on?
- Hidden Brain Podcast (NPR)*: Crying Wolf (podcast interview discussion)
- Stanford Psychology Podcast*: Victimhood and Morality (podcast interview discussion)
- New York Times*: Why Boris Johnson May Finally Have Gone Too Far
- Washington Post*: The great experiment
- New York Times*: Shhh! We're Heading Off on Vacation
- Greater Good Magazine*: Five Ways to Encourage Safe Behavior During the Pandemic
- Washington Post*: How Elizabeth Warren should deal with charges of hypocrisy
- Minnesota Public Radio*: The science and psychology of outrage (radio interview discussion)
- Radio Times*: "How dare you!" – on political outrage (radio interview discussion)
- Very Bad Wizards*: The Gimp Exception (podcast discussion of hypocrisy research)
- The Guardian*: Why do people hate hypocrites?
- Innovation Hub* (interview on Boston Public Radio): Why we condemn

Bloomberg: Look how outraged I am!

Vox: Internet outrage, explained

The Atlantic: The evolution of shaming

Yale News: Punishers of malefactors earn trust points from others

Wall Street Journal: Even children get more outraged at ‘them’ than ‘us’

New York Magazine: From a young age, kids punish ‘them’ more harshly than ‘us’

Harvard Gazette: Fighting unfairness

INVITED TALKS

- 2024 *Marketing Seminar Series*, MIT Sloan School of Management (scheduled for October 2024)
- 2024 *DRRC Postdoc Alumni Event*, Kellogg School of Management, Northwestern University
- 2024 *Ethical Issues of our Time Conference*, Park City, UT
- 2024 *Marketing Seminar Series*, Yale School of Management
- 2024 *Cooperation Colloquia Series*
- 2024 *Radcliffe Seminar: Deconstructing Punishment to Reconstruct Justice*, Harvard University
- 2023 *Organizational Behavior group*, Stanford Graduate School of Business
- 2023 *Motivation and Incentives Conference*, Harvard Business School
- 2023 *Gilbert Harman Memorial Prize Award Talk*, Moral Psychology Research Group
- 2023 *Evolution of Social Complexity Colloquium*, Arizona State University
- 2022 *Moral Narratives Workshop*, Princeton University
- 2022 *Social Psychology Brown Bag*, University of California, San Diego
- 2021 *Program on Negotiation Research Lab*, Boston, MA
- 2021 *Guest Seminar Series in Psychology*, Durham University
- 2021 *Roundtable Seminar Series*, Human Behavior and Evolution Society
- 2021 *Causality in Cognition Lab*, Stanford University
- 2021 *Cooperation Lab*, Boston College
- 2021 *USC Marshall Distinguished Speaker Series*, University of Southern California
- 2021 *Social Cognition Pre-Conference*, Society for Personality and Social Psychology
- 2021 *Justice and Morality Pre-Conference*, Society for Personality and Social Psychology
- 2020 *Conference on Digital Experimentation*, MIT (Plenary Speaker)
- 2020 *Social Area Psychology Talk Series*, Princeton University
- 2020 *Moral Psychology Research Lab*, Harvard University
- 2020 *Language Sciences Initiative Talk Series*, University of British Columbia
- 2019 *Chicagoland Morality Researchers Citywide Lab Meeting*, Chicago, IL
- 2019 *Cognition Workshop*, Department of Psychology, The University of Chicago
- 2019 *DRRC Intergroup Conflict & Cooperation Conference*, Kellogg School of Management
- 2017 *Mini-Conference: From Micro-Level Cognitive Phenomena to Large-Scale Social Dynamics*, Princeton University
- 2017 *Behavioral and Social Neuroscience Seminar*, Caltech
- 2017 *Social & Affective Neuroscience Lab*, Brown University
- 2017 *Guest Lecture for MAS S63: Cooperation Machines*, MIT
- 2017 *Yale Humanist Community and Yale Effective Altruists*, Yale University
- 2016 *Interdisciplinary Center for Behavioral Political Economy*, Stony Brook University
- 2016 *Gruter Institute for Law & Behavioral Research*, Squaw Valley, CA
- 2016 *Social Perception and Evaluation Lab*, New York University
- 2016 *Integrative Behavior Research Group*, Princeton University
- 2016 *Moral Cognition Lab*, Harvard University
- 2015 *Science Friends-of-O’Reilly Camp*, Google, Mountain View, CA
- 2014 *Boston Area Moral Cognition Group*, Boston, MA
- 2014 *Collective Intentionality IX Conference, Symposium on the Evolution of Cooperation*, Bloomington, IN
- 2014 *Moral Psychology Research Lab*, Brown University

CONFERENCE TALKS

- 2024 *International Association for Conflict Management*, Singapore
- 2024 *The Society for Personality and Social Psychology*, San Diego, CA

- 2023 *The Society for Experimental Social Psychology*, Madison, WI
 2023 *Academy of Management*, Boston, MA
 2023 *International Association for Conflict Management*, Thessaloniki, Greece
 2022 *Society for Personality and Social Psychology*, San Francisco, CA
 2021 *Conference on Digital Experimentation*, MIT, Cambridge, MA
 2020 *The Society for Personality and Social Psychology*, New Orleans, LA
 2019 *The Society for Experimental Social Psychology*, Toronto, Ontario
 2019 *Human Behavior and Evolution Society*, Boston, MA
 2019 *The Society for Personality and Social Psychology*, Portland, OR
 2018 *The Society for Experimental Social Psychology*, Seattle, WA
 2017 *Association for Psychological Science*, Boston, MA
 2015 *NorthEast Evolutionary Psychology Society*, Boston, MA
 2015 *The Society for Personality and Social Psychology*, Long Beach, CA (Symposium Organizer & Presenter)
 2013 *The National Collegiate Research Conference at Harvard*, Harvard University, Cambridge, MA
 2012 *Workshop on Information and Decisions in Social Networks*, MIT, Cambridge, MA

PROFESSIONAL ACTIVITIES

Editorial board member: *Journal of Personality and Social Psychology: Interpersonal Relations and Group Processes*

Ad hoc reviewer: *Proceedings of the National Academy of Sciences, Nature Human Behavior, Nature Communications, Science Advances, National Science Foundation, Organizational Behavior and Human Decision Processes, Organization Science, Journal of Personality and Social Psychology, Psychological Science, Journal of Experimental Psychology: General, Brain and Behavioral Sciences, Cognition, Journal of Experimental Social Psychology, Social Psychological and Personality Science, Proceedings of the Royal Society B, Personality and Social Psychology Bulletin, Evolution and Human Behavior, PLoS One, Open Mind, Scientific Reports*

TEACHING EXPERIENCE

- 2021-2024 **Negotiation 2240: Negotiation**
 Instructor
 MBA Course, Harvard Business School
- 2023-2024 **Strategic Negotiation**
 Instructor (one member of teaching team)
 Executive Education Program, Harvard Business School
- 2021-2024 **Changing the Game: Negotiation and Competitive Decision-Making**
 Instructor (one member of teaching team)
 Executive Education Program, Harvard Business School
- 2019 **MORS 472: Negotiations Fundamentals**
 Instructor
 MBA Course, Kellogg School of Management, Northwestern University
- 2015 **Psych 110: Introduction to Psychology**
 Teaching Fellow
 Undergraduate course, Department of Psychology, Yale University
- 2014 **Psych 232: Research Methods in Social Decision-Making**
 Teaching Fellow
 Undergraduate course, Department of Psychology, Yale University