

**Jillian J. Jordan**  
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 (651) 895-3771

## EMPLOYMENT

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- 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

## EDUCATION

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- 2013-2018 **Yale University**  
 Ph.D. in Psychology
- 2009-2013 **Harvard University**  
 A.B., *summa cum laude* in Psychology

## PUBLISHED MANUSCRIPTS

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- 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

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- Jordan, J.J.** & Kteily, N.S. Reputation fuels moralistic punishment that people judge to be questionably merited. *Available at Psyarxiv*.
- Jordan, J.J.\*** & Sommers, R.\* False Signaling and Personal Moral Failings: Two distinct pathways to hypocrisy with unequal moral weight. *Available at Psyarxiv*.

## POPULAR PRESS ARTICLES

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- Kassirer, S., **Jordan, J.J.**, & Kouchaki, M. 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.** & 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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- 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 (\$2000)
- 2018 Yale University 3-Minute Thesis Competition "Audience Choice" Award (\$350)
- 2014 SPSP Student Travel Award (\$500)
- 2013 Thomas Temple Hoopes Prize (\$4,000)
- 2013 Gordon W. Allport Prize (\$200)
- 2013 National Collegiate Research Conference at Harvard "Plenary Presenter" (\$125)
- 2012 Phi Beta Kappa "Junior 24"

## GRANTS AND FELLOWSHIPS

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- 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

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- Hidden Brain Podcast (NPR):* Crying Wolf (podcast interview discussion)
- Stanford Psychology Podcast:* Victimhood and Morality (podcast interview discussion)
- 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

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- 2023 *Organizational Behavior group*, Stanford Graduate School of Business (scheduled for Nov 2023)
- 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

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- 2023 *Academy of Management, Boston, MA (Scheduled for August 2023)*  
 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

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Ad hoc reviewer: *Proceedings of the National Academy of Sciences, Nature Human Behavior, Nature Communications, Science Advances, 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, Evolution and Human Behavior, PLoS One, Scientific Reports*

**TEACHING EXPERIENCE**

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- 2021-2023    **Negotiation 2240: Negotiation**  
Instructor  
MBA Course, Harvard Business School
- 2023        **Strategic Negotiation**  
Instructor (one member of teaching team)  
Executive Education Program, Harvard Business School
- 2021-2023    **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
- 2015        **Psych 171: Sex, Evolution, and Human Nature**  
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