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ACADEMIC EMPLOYMENT

London Business School	
Associate Professor with tenure	2014 – present
Assistant Professor	2007 – 2014

EDUCATION

Stanford University Graduate School of Business	
Ph.D., Organizational Behavior	2007
Duke University	
B.S.E., Civil Engineering	1998
Magna Cum Laude, Phi Beta Kappa, Tau Beta Pi	
National Cathedral School	1994
Bishop's Scholar	

RESEARCH INTERESTS

Power; relationships; decision-making; gender

RESEARCH ACTIVITIES

Publications

- Adams, G. S. & Inesi, M. E. (2016). Impediments to Forgiveness: Victim and Transgressor Attributions of Intent and Guilt. *Journal of Personality and Social Psychology*, 111, 866-881.
- Adams, G. S., Zou, X., Inesi, M. E., & Pillutla, M. M. (2015). Forgiveness is not always divine: When expressing forgiveness makes others want to avoid you. *Organizational Behavior and Human Decision Processes*, 126, 130-141.

- Inesi, M. E. & Cable, D. M. (2015). When accomplishments come back to haunt you: The negative effect of competence signals on women's performance evaluations, *Personnel Psychology*, 68, 615-657.
- Haselhuhn, M. P., Wong, E. M., Ormiston, M. E., Inesi, M. E., & Galinsky, A. D. (2014). Negotiating face-to-face: Men's facial structure predicts negotiation performance, *Leadership Quarterly*, 25, 835-845.
- Inesi, M. E., Lee, S., & Rios, K. (2014). Objects of desire: Subordinate ingratiation triggers self-objectification among powerful individuals, *Journal of Experimental Social Psychology*, 53, 19-30.
- Inesi, M. E. & Rios, K.* (2013). Fighting for independence: Significant goals for oneself incite reactance among the powerful. *Journal of Experimental Social Psychology*, 49, 1168-1176. *Authors contributed equally.
- Inesi, M. E., Gruenfeld, D. H., & Galinsky, A. D. (2012). How power corrupts relationships: Cynical attributions for others' generous acts. *Journal of Experimental Social Psychology*, 48, 795-803.
- Inesi, M. E., Botti, S.*, Dubois, D., Rucker, D. D., & Galinsky, A. D. (2011). Substitutes and thresholds: Their dynamic interplay in quenching the thirst for personal control. *Psychological Science*, 22, 1042-1048. *The first two authors contributed equally.
- Inesi, M. E. (2010). Power and loss aversion. *Organizational Behavior and Human Decision Processes*, 112, 58-69.
- Gruenfeld, D. H., Inesi, M. E., Magee, J. C., & Galinsky, A. D. (2008). Power and the objectification of social targets. *Journal of Personality and Social Psychology*, 95, 111-127.
- Inesi, M. E. & Neale, M. A. (2007). Power, affect and value creation in groups. To appear in M. A. Neale, E. A. Mannix (Series Eds.), & C. Anderson (Vol. Ed.), *Research on Managing Groups and Teams: Vol. 10. Affect and Groups*.
- Galinsky, A. D., Magee, J. C., Inesi, M. E., & Gruenfeld, D. H (2006). Power and perspectives not taken. *Psychological Science*, 17, 1068-1074.

Ongoing research projects

- Inesi, M. E. & Mo, R. (under review). Who wants to work with the Wolf of Wall Street? How power affects preference for money-motivated employees. *Organizational Behavior and Human Decision Processes*.

Raj, M., Adams, G. S., & Inesi, M. E. (manuscript being written). “Should I Just Get Over It?”: Victims Overestimate their Obligation to Forgive.

Inesi, M. E. & Adams, G. S. (in data collection phase). Model Citizens?: Donor Power Reduces the Positive Interpersonal Consequences of Charitable Behavior

Inesi, M. E., Sivanathan, N., Sherman, D., & Cable, D. M. (in data collection phase). Women and business school education: The conflict between social and professional selves, and the moderating role of intervention type.

INVITED TALKS

ESSEC Business School, Paris, France, May 2015

New Directions in Leadership Conference (Wharton/Fuqua/Erasmus), June 2014

Marshall School of Business, University of Southern California, September 2013

Anderson Business School, University of California, Los Angeles, September 2013

Department of Social Psychology, University of Kent, February 2013

Aston Business School, Aston University, December 2011

IE Business School, June 2010

Duke-Erasmus Leadership Conference, May 2010

INSEAD, January 2007

LeBow College of Business, Drexel University, December 2006

David Eccles School of Business, University of Utah, December 2006

London Business School, December 2006

CONFERENCE PRESENTATIONS

Raj, M., Adams, G. S., & Inesi, M. E. (2017, August). “Should I Just Get Over It?”: Victims Overestimate their Obligation to Forgive. Presented at the 76th annual meeting of the Academy of Management, Atlanta, GA.

Raj, M., Adams, G. S., & Inesi, M. E. (2017, May). “Should I Just Get Over It?”: Victims Overestimate their Obligation to Forgive. Presented at the 29th American Psychological Society Annual Convention, Boston, MA.

- Adams, G. S. & Inesi, M. E. (2017, January). Good intentions, substandard help: Misconceptions about giving undermine prosocial efforts. Gabe presented the paper: Model Citizens?: Donor Power Reduces the Positive Interpersonal Consequences of Charitable Behavior.
- Adams, G. S. & Inesi, M. E. (2016, August). Impediments to Forgiveness: Victim and Transgressor Attributions of Intent and Guilt. 76th annual meeting of the Academy of Management, Anaheim, CA.
- Inesi, M. E. & Adams, G. S. (2016, August). Model Citizens?: Donor Power Reduces the Positive Interpersonal Consequences of Charitable Behavior. 76th annual meeting of the Academy of Management, Anaheim, CA.
- Adams, G.S. & Inesi, M.E. (2016, July). Impediments to Forgiveness: Victim and Transgressor Attributions of Intent and Guilt. International Society for Justice Research, Canterbury, UK.
- Inesi, M. E., Lee, S., & Rios, K. (2015, February). Objects of desire: Subordinate ingratiation triggers self-objectification among powerful individuals. 15th Annual Society for Personality and Social Psychology Conference, Long Beach, CA.
- Inesi, M. E. & Rios, K. (2014, July). Fighting for independence: The negative effect of power on relationships with significant others. 17th European Association of Social Psychology General Meeting, Amsterdam, Netherlands.
- Inesi, M. E. & Rios, K. (2014, February). Fighting for independence: The negative effect of power on relationships with significant others. 14th Annual Society for Personality and Social Psychology Conference, Austin, TX.
- Inesi, M. E. & Cable, D. M. (2013, August). Haunted by accomplishments past: The negative effect of competence signals on women's performance evaluations. 73rd annual meeting of the Academy of Management, Orlando, FL.
- Inesi, M. E., Rothbard, N. P., Galinsky, A. D., & Medvec, V. H. (2013, August). Failure, task engagement and the self-affirmation motive. 73rd annual meeting of the Academy of Management, Orlando, FL.
- Inesi, M. E., Lee, S., & Rios, K. (2013, May). Prisoners of their own power: How subordinate actions trigger self-objectification among the powerful. European Association of Work and Organizational Psychology, Munster, Germany.
- Ku, G., Whitson, J., & Inesi, M.E. (2012, January). Power and regret. 13th Annual Society for Personality and Social Psychology Conference, San Diego, CA.

- Inesi, M. E., Gruenfeld, D. H., & Galinsky, A. D. (2010, August). How power corrupts relationships: Cynical attributions for others' generous acts. 70th annual meeting of the Academy of Management, Montreal, Canada.
- Inesi, M. E. & Morrison, K. R. (2010, January). Power and significant other representations. 11th annual Society for Personality and Social Psychology Conference, Las Vegas, NV.
- Inesi, M. E. & Lowery, B. S. (2008, October). The causal role of self. London Business School – INSEAD Organisational Behaviour Conference, Fontainebleau, France.
- Inesi, M. E., Gruenfeld, D. H., & Galinsky, A. D. (2008, August). Power and reciprocity. 68th annual meeting of the Academy of Management, Anaheim, CA.
- Inesi, M. E. (2007, August). Power and the valuation of outcomes. 67th annual meeting of the Academy of Management, Philadelphia, PA.
- Lowery, B. S. & Inesi, M. E. (2006, August). Betting on your chances: How affirmative action affects White men's behavioral confidence. 66th annual meeting of the Academy of Management, Atlanta, GA.
- Inesi, M. E. & Neale, M. A. (2006, August). Creating value in hierarchical negotiations. 66th annual meeting of the Academy of Management, Atlanta, GA.
- Inesi, M. E. & Neale, M. A. (2006, May). Power, affect and value creation in groups. 10th annual conference on Research on Managing Groups and Teams, Stanford, CA.
- Inesi, M. E. & Lowery, B. S. (2006, January). Betting on your chances: How affirmative action affects White men's behavior. 7th annual conference of the Society for Personality and Social Psychology, Palm Springs, CA.
- Gruenfeld, D. H., Inesi, M. E., Magee, J. C., & Galinsky, A. D. (2005, August). Power and person perception. Berkeley-Stanford Ph.D. Conference, Berkeley, CA.
- Gruenfeld, D. H., Inesi, M. E., Magee, J. C., & Galinsky, A. D. (2005, August). Power and objectification. 65th annual meeting of the Academy of Management, Honolulu, HI.

TEACHING EXPERIENCE

London Business School Degree Programmes

Negotiation and Bargaining (Elective, taught in London, Hong Kong and Dubai)

Global Leadership Assessment for Managers (MBA Leadership Course)

Personal Assessment and Development, Executive Leadership (Masters in Finance Leadership Course)

Executive Leadership (EMBA Leadership Course)

Leadership in Organizations (Masters in Management OB Core)

Emerging Leaders Program (Executive Education)

London Business School Executive Education

Topics: Influence, Decision-making Biases, Personal Change, Positive Psychology, Best Self Leadership, Personality, Leadership Derailment

Clients: Prudential, AREVA, HSBC, Deutschebank, World Economic Forum, YPO, Entrepreneur's Organization, Arla, Faurecia, Carlsberg

Open Programmes: Essentials of Leadership, Negotiations and Influencing Skills for Managers, Emerging Leaders Programme

Stanford GSB

Norms and Culture (Continuing Education for Alumni)

RESEARCH GRANTS

Leadership Institute Research Funding Grant, London Business School	2015
Research and Materials Development Grant, London Business School	2007-2017
Jaedicke Merit Award, Stanford GSB. Awarded for outstanding academic performance in the Ph.D. program	2002

SERVICE

Reviewer

Organizational Behavior and Human Decision Processes
Administrative Science Quarterly
Journal of Personality and Social Psychology
Journal of Experimental Social Psychology
Personality and Social Psychology Bulletin
Psychological Science
European Journal of Social Psychology
Psychology of Women Quarterly
Social and Personality Psychology Science

London Business School Service

Power, Status and Influence Conference, held at LBS	2017
Third Year Review Committee	2016 (Autumn)
Behavioral Lab Oversight Committee	2016-2017
MiF Orientation Day, Speaker	2015 (August)
Senior Women's Forum, Speaker	2015 (June)
Forum on Social Psychological Interventions: Implications for Women in Leadership Co-Lead	2015 (June)
OB PhD Initiative Conference, Group Co-Lead	2014 (May)
Speaker at London Shares	2014 (May)
Speaker at LBS MBA New Admit Event	2014 (Feb)
Faculty Recruitment Committee	2012-2013, 2013-2014, 2015-2016
Research Ethics Committee	2011-2012, 2012-2013, 2013-2014, 2014-2015, 2015-2016
Assessment Policy Committee	2010-2011, 2011-2012
Examination Board	2014-2015
Women in Business Club speaker	2010, 2011, 2016
LBS Advancement Speaker	2010
PhD Recruitment Committee	2009-2010
Curriculum Review Committee	2009
Speaker Series Co-Organizer	2008-2009, 2009-2010

PROFESSIONAL AFFILIATIONS

Academy of Management
Society for Personality and Social Psychology
Association for Psychological Science
European Association of Work and Organizational Psychology

PROFESSIONAL EXPERIENCE

Bain & Company (management consulting firm) Associate Consultant	1998-2000
Velodea Srl (website development agency) Project Manager	2000-2001

MEDIA MENTIONS

The New Yorker
The New York Times (full article on Adams & Inesi (in press), published 9 October 2016)
Wall Street Journal
Slate.com

U.S. News and World Report
Stanford Social Innovation Review
Rotman – The Magazine of the Rotman School of Management
Psychology Today