
SELIN KESEBIR

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**Associate Professor of Organisational Behaviour
London Business School**

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WORK and EDUCATION HISTORY

Since 2019

London Business School, Associate Professor

2012-2019

London Business School, Assistant Professor

2010-2012

University of Virginia, Darden School of Business, Post-doctoral Research Associate

2005 – 2010

University of Virginia, *Ph.D* in Social Psychology.

2002-2005

Northwestern University, *M.A.* in Cognitive Psychology

1998-2002

Koç University, Istanbul, Turkey, *B.A.*, International Relations, *B.A.* Economics

PUBLICATIONS

Kesebir, S., Lee, S.Y., Elliot, A. J., & Pillutla, M. M. (in press). Lay beliefs about competition: Scale development and gender differences. *Motivation and Emotion*.

Kesebir, S., Lee, S. Y., Qiu, J., & Pillutla, M. M. (in press). Same-sex peer norms: Implications for gender differences in negotiation. In M. Olekalns & J. A. Kennedy (Eds.) *Research handbook on gender and negotiation*. Edward Elgar Publishing.

Crane, B., Thomas-Hunt, M. C., & Kesebir, S. (in press). To disclose or not to disclose: the ironic effects of the disclosure of personal information about ethnically distinct newcomers to a team. *Journal of Business Ethics*.

- Kesebir, S. (2017). Word order denotes relevance differences: the case of conjoined phrases with lexical gender. *Journal of Personality and Social Psychology*, 113, 262-279.
- Kesebir, S. & Kesebir, P. (2017). Growing disconnect from nature is evident in cultural products. *Perspectives on Psychological Science*, 12, 258-269.
- Lee, S. Y., Kesebir, S., & Pillutla, M. M. (2016). Gender differences in response to competition with same-gender coworkers: A relational perspective. *Journal of Personality and Social Psychology*, 110, 869-886.
- Tuncel, E., Mislin, A., Kesebir, S., & Pinkley, R. L. (2016). Agreement attraction and impasse aversion: Reasons for selecting a poor deal over no deal at all. *Psychological Science*, 27, 312-321.
- Oishi, S., & Kesebir, S. (2015). Income inequality explains why economic growth does not always translate to an increase in happiness. *Psychological Science*, 26, 1630-1638.
- Oishi, S., Kesebir, S., Eggleston, C., & Miao, F. F. (2014). A hedonic story has a transmission advantage over a eudaimonic story. *Journal of Experimental Psychology: General*, 143, 2153-2166.
- Lai, C. K., Marini, M., Lehr, S. A., Cerruti, C., Shin, J. L., Joy-Gaba, J. A., Ho, A. K., Teachman, B. A., Wojcik, S. P., Koleva, S. P., Frazier, R. S., Heiphetz, L., Chen, E., Turner, R. N., Haidt, J., Kesebir, S., Hawkins, C. B., Schaefer, H. S., Rubichi, S., Sartori, G., Dial, C. M., Sriram, N., Banaji, M. R., & Nosek, B. A. (2014). Reducing implicit racial preferences: I. A comparative investigation of 17 interventions. *Journal of Experimental Psychology: General*, 143, 1765-1785.
- Marini, M., Sriram, N., Schnabel, K., Maliszewski, N., Devos, T., Ekehammar, B., Wiers, R., Cai, H., Somogyi, M., Shiomura, K., Schnall, S., Neto, F., Bar-Anan, Y., Vianello, M., Ayala, A., Dorantes, G., Park, J., Kesebir, S., Pereira, A., Tulbure, B., Ortner, T., Stepanikova, I., Greenwald, A. G., & Nosek, B. A. (2013). Overweight people have low levels of implicit weight bias, but overweight nations have high levels of implicit weight bias. *PLOS ONE*, 8(12), e83543.
- Lun, J., Roth, D., Oishi, S., & Kesebir, S. (2013). Residential mobility, social support concerns, and friendship strategy. *Social Psychological and Personality Science*, 4, 332-339.
- Oishi, S., Kesebir, S., Miao, F. F., Talhelm, T., Endo, Y., Uchida, Y., Shibana, Y., & Norasakkunkit, V. (2013). Residential mobility increases motivation to expand social network: But why? *Journal of Experimental Social Psychology*, 49, 217-223.
- Oishi, S., Graham, J., Kesebir, S., & Galinha, I. C. (2013). Concepts of happiness across time and cultures. *Personality and Social Psychology Bulletin*, 39, 559-577.
- Oishi, S. & Kesebir, S. (2012). Optimal social network strategy is a function of socio-economic conditions. *Psychological Science*, 23, 1542-1548.

- Kesebir, P. & Kesebir, S. (2012). The cultural salience of moral character and virtue declined in 20th century America. *Journal of Positive Psychology*, 7, 471-480.
- Kesebir, S. (2012). The superorganism account of human sociality: How and when human groups are like beehives. *Personality and Social Psychology Review*, 16, 233-261.
- Oishi, S., Kesebir, S., & Diener, E. (2011). Income inequality and happiness. *Psychological Science*, 22, 1095-1100.
- Steger, M. F., Oishi, S., & Kesebir, S. (2011). Is a life without meaning satisfying? The moderating role of the search for meaning in satisfaction with life judgments. *Journal of Positive Psychology*, 6, 173-180.
- Kesebir, S. & Oishi, S. (2010). A spontaneous self-reference effect in memory: Why some birthdays are harder to remember. *Psychological Science*, 21, 1525-1531.
- Nosek, B. A., Graham, J., Lindner, N. M., Kesebir, S., Hawkins, C. B., Hahn, C., Motyl, M., Joy-Gaba, J., Frazier, R. & Tenney, E. R. (2010). Cumulative and career-stage citation impact of social psychology programs and their members. *Personality and Social Psychology Bulletin*, 36, 1283-1300.
- Kesebir, S., Oishi, S., Spellman, B. (2010). The socio-ecological approach can turn variance among populations from a liability to an asset [Commentary]. *Brain and Behavioral Sciences*, 33, 96-97.
- Kesebir, S., Graham, J. & Oishi, S. (2010). A theory of human needs should be human-centered, not animal-centered: A commentary on Kenrick et al. *Perspectives in Psychological Science*, 5, 315–319.
- Kesebir, S., Uttal, D. & Gardner, W. (2010). Socialization: Insights from social cognition. *Social and Personality Psychology Compass*, 4, 93–106.
- Haidt, J. & Kesebir, S. (2010). Morality. In S. T. Fiske, D. T. Gilbert & G. Lindzey (Eds.), *Handbook of Social Psychology* (5th Edition) (pp.797-832). Hoboken, NJ: Wiley.
- Oishi, S., Kesebir, S. & Snyder, B. H. (2009). Sociology: A lost connection in social psychology. *Personality and Social Psychology Review*, 13, 334-353.
- Nosek, B. A., Smyth, F. L., Sriram, N., Lindner, N. M., Devos, T., Ayala, A., Bar-Anan, Y., Bergh, R., Cai, H., Gonsalkorale, K., Kesebir, S., Maliszewski, N., Neto, F., Olli, E., Park, J., Schnabel, K., Shiomura, K., Tulbure, B., Wiers, R. W., Somogyi, M., Akrami, N., Ekehammar, B., Vianello, M., Banaji, M. R., & Greenwald, A. G. (2009). National differences in gender-science stereotypes predict national sex differences in science and math achievement. *Proceedings of the National Academy of Sciences*, 106, 10593-10597.
- Haidt, J., Seder, J. P., & Kesebir, S. (2008). Hive psychology, happiness, and public policy. *The Journal of Legal Studies*, 37, S133-S156. [Reprinted in E. A. Posner & C. R. Sunstein (Eds.), *Law and Happiness*, Chicago University Press, 2010]

Lun, J., Kesebir, S., & Oishi, S. (2008). On feeling understood and feeling well: The Role of interdependence. *Journal of Research in Personality*, 42(6), 1623-1628.

Haidt, J., Kesebir, S. (2007). In the forest of value: Why moral intuitions are different from other kinds. In H. Plessner, C. Betsch, & T. Betsch (Eds.), *A new look on intuition in judgment and decision making*. Mahwah, NJ: Lawrence Erlbaum.

PRESENTATIONS

Kesebir, S. (2019, April). *Gender and competitiveness*. Talk presented at ESTM, Berlin, Germany.

Kesebir, S. (2019, March). *Gender bias in language*. Talk presented at University College London, Psychology Society, London, UK.

Kesebir, S. (2019, February). *Tracking our connection to nature in cultural products*. Paper presented at the *Making the Case for Nature* workshop at Max Planck Institute for Ornithology, co-organized by National Geographic, .

Kesebir, S. (2019, February). *Gender and competitiveness*. Paper presented at University of Maryland Robert H. Smith School of Business.

Kesebir, S. (2019, February). *Word order communicates relevance information about social categories*. Paper presented at Johns Hopkins Carey Business School.

Kesebir, S. (2019, February). *Same-sex peer norms: implications for gender differences in economic and organizational life*. Paper presented at Program on Negotiation at Harvard Law School.

Kesebir, S. & Benoît, J.-P. (2019, January). *Ordering social categories in language*. Paper presented at Behavioral Insights from Text Conference held at Wharton School at the University of Pennsylvania, Philadelphia, PA.

Kesebir, P. & Kesebir, S. (2018, June). *A growing disconnection from nature is evident in books, song lyrics, and film storylines*. Poster session presented at the International Congress of Applied Psychology, Montreal, Canada.

Kesebir, S. (2018, February). *Word order communicates relevance information about social categories*. Paper presented at University College London, London, UK.

Kesebir, S. (2018, January). *Linguistic ordering of social groups is a cue to relative relevance*. Paper presented at Behavioral Insights from Text Conference held at Wharton School at the University of Pennsylvania, Philadelphia, PA.

Kesebir, S. (2017, November). *Tracking our connection to nature in cultural products*. Paper presented at Cardiff University, Cardiff, UK.

Kesebir, S. (2017, August). *The order of gendered words in a phrase*. Paper presented at Center for Healthy Minds, University of Wisconsin-Madison, WI.

- Kakkar, K., Kesebir, S., & Sivanathan, N. (2017, August). *The impact of competitor's status momentum on performance as a function of gender*. Paper presented at the annual meeting of Academy of Management, Atlanta, GA.
- Baik, S. & Kesebir, S. (2017, August). *Gender differences in the valuation of effort*. Paper presented at the annual meeting of Academy of Management, Atlanta, GA.
- Kesebir, S. (2017, April). *Gender and competition*. Paper presented at Bilkent University, Ankara, Turkey.
- Kesebir, S. (2016, December). *Gender differences in response to competition with same-gender peers*. Paper presented at Sabanci University, Istanbul, Turkey.
- Baik, S., & Kesebir, S. (2016, November). *Gender differences in preference for rewarding and being rewarded for effort*. Poster session presented at the annual meeting of the Society for Judgment and Decision Making, Boston, MA.
- Kesebir, S. (2016, July). *Happiness and income inequality*. Paper session presented at the China India Insights Conference at London Business School, UK.
- Kesebir, S. (2016, July). *The Easterlin paradox and income inequality*. Paper session presented at the 16th Biennial Meeting of the International Society for Justice Research, Canterbury, UK.
- Kesebir, P., & Kesebir, S. (2016, January). *References to nature have been declining in English fiction books, song lyrics, and film storylines since the 1950s*. Poster session presented at the annual meeting of Society for Personality and Social Psychology, San Diego, CA.
- Kesebir, S. (2015, October). *The order of gendered words in a phrase: When and why it constitutes gender-biased language*. Paper presented at Cambridge University Department of Psychology, Cambridge, UK.
- Tuncel, E., Mislin, A. A., Kesebir, S., & Pinkley, R. L. (2015, July). *Agreement Attraction and Impasse Aversion*. Paper session presented at the annual meeting of the International Association for Conflict Management, Clearwater Beach, FL.
- Kesebir, S. & Oishi, S. (2014, July). *Well-being and income inequality*. Paper session presented at the 17th General Meeting of the European Association of Social Psychology, Amsterdam, Netherlands.
- Frazier, R. S. , Kesebir, S., & Nosek, B. A. (2014, February). *Women's caregiving experiences are associated with implicit gender stereotyping about career and family*. Poster session presented at the annual meeting of Society for Personality and Social Psychology, Austin, TX.
- Lee, S. Y., Kesebir, S., & Pillutla, M. M. (2014, February). *Gender differences in responses to competition with same-sex coworkers*. Poster session presented at the annual meeting of Society for Personality and Social Psychology, Austin, TX.

- Kesebir, S. (2013, November). *A linguistic marker of women's public relevance: Word order in conjoined phrases*. Paper presented at Sussex University Centre for Leadership, Ethics and Diversity, Brighton, UK.
- Tuncel, E., Mislin, A. A., Kesebir, S., & Pinkley, R. L. (2013, August). *"Settling" for agreement: Understanding the agreement bias in negotiation*. Paper session presented at the annual meeting of Academy of Management, Orlando, FL.
- Kesebir, S. (2013, June). *A linguistic footprint of women's public prominence: Word order in conjoined phrases*. Paper presented at the INSEAD-LBS Consortium on Organizational Behavior, London, UK.
- Kesebir, S. (2013, February). *The design of happy collectives: Insights from bee hives*. Talk presented at Tilburg University, Netherlands.
- Kesebir, P., & Kesebir, S. (2013, January). *The cultural salience of moral character and virtue declined in 20th century America*. Poster session presented at the annual meeting of Society for Personality and Social Psychology, New Orleans, LA.
- Frazier, R. S., Kesebir, S., & Nosek, B. A. (2013, January). *Women hold stronger implicit gender stereotypes about career and family than men do*. Poster session presented at the annual meeting of Society for Personality and Social Psychology, New Orleans, LA.
- Crane, B., Gjata, J., Kesebir, S., & Thomas-Hunt, M. C. (2011, August). *Going global: managing nation culture status differences within heterogeneous teams*. Paper session presented at the annual meeting of Academy of Management, San Antonio, TX.
- Kesebir, S. & Oishi, S. (2011, January). *Optimal friendship networks are a function of network stability and crisis frequency*. Talk presented at the annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Kesebir, S. (2010, July). *What bee hives can teach us about human psychology and human organizations*. Talk presented at Koç University.
- Kesebir, S. (2010, March). *How to build cooperative alliances: Lessons from bee hives*. Invited talk presented at Kellogg School of Business, Northwestern University.
- Kesebir, S. & Haidt, J. (2010, January). *Emotional synchrony as a group bonding mechanism*. Poster session presented at the annual meeting of Society for Personality and Social Psychology, Las Vegas, NV.
- Kesebir, S., Wang, L. & Haidt, J. (2009, February). *How to become less judgmental: The effect of thinking about the judged person's circumstances*. Poster session presented at the annual meeting of Society for Personality and Social Psychology, Tampa, FL.
- Kesebir, S., Hincker, A. M., & Oishi, S. (2008, June). *Cooperators are worse off being mobile*. Poster session presented at the Summer Institute on Social Cognition, Montréal, Canada.

- Kesebir, S., Hincker, A. M., & Oishi, S. (2008, May). *Cooperators are worse off being mobile*. Poster session presented at the annual meeting of Association for Psychological Science, Chicago, IL.
- Kesebir, S. & Haidt, J. (2008, January). *Reverberation of positive affect in groups: Do positive emotions bind people together?* Poster session presented at the Group Processes and Intergroup Relations Pre-Conference preceding the annual meeting of Society for Personality and Social Psychology, Albuquerque, NM.
- Kesebir, S. & Oishi, S. (2008, January). *Remembering birthdays: A case of egocentric bias in temporal memory*. Poster session presented at the annual meeting of Society for Personality and Social Psychology, Albuquerque, NM.
- Kesebir, S. (2007, October). *Group selection and human psychology*. Presented to the Fall 2007 LIFE Academy, University of Michigan, Ann-Arbor.
- Lun, J., Kesebir, S. & Oishi, S. (2007, May). *Feelings of being understood enhance physical and psychological well-being*. Poster session presented at the annual meeting of Association for Psychological Science, Washington, DC.
- Kesebir, S., Gardner, W., & Uttal, D. H. (2007, May). *Implications of regulatory focus for parental cognitions*. Poster session presented at the meeting of LIFE Academy, Max Planck Institute, Berlin.
- Kesebir, S. & Oishi, S. (2007, January). *How do emotions factor into well-being judgments: The role of avoidance and approach orientations*. Poster session presented at the annual meeting of Society for Personality and Social Psychology, Memphis, TN.
- Kesebir, S., Harmon, K. J., Uttal, D. H. (2005, April). *Play, symbolic development and number knowledge*. Poster session presented at the annual meeting of Midwestern Psychological Association, Chicago, IL.
- Kesebir, S., Hennerty, M., & Uttal, D. H. (2004, April). *Effects of playing with concrete objects on symbolic understanding of numbers*. Poster session presented at the 18th biennial Conference on Human Development, Washington, DC.

TEACHING

Executive Leadership (Executive MBA Core, Global Executive MBA Core)
 Negotiation & Bargaining (Elective)
 Leading Teams for Emerging Leaders (Open-enrollment Executive Education)
 Research Design (PhD-level)
 Foundations of Business Research (PhD-level)
 Organizational Behavior – Micro Foundations (PhD-level)

EDITORIAL ACTIVITIES

Editorial Board Member (started January 2017):

Journal of Personality and Social Psychology

Ad-hoc Reviewer (in alphabetical order):

Basic and Applied Social Psychology, British Journal of Social Psychology, Emotion Review, European Journal of Social Psychology, Merrill Palmer Quarterly, Journal of Experimental Social Psychology, Journal of Personality, Journal of Personality and Social Psychology, L'Année Psychologique, Motivation and Emotion, Organizational Behavior and Human Decision Processes, Personality and Social Psychology Bulletin, Perspectives in Psychological Science, Psychological Bulletin

Editor in-Chief (August 2010 – August 2013):

In-Mind Magazine (*In-Mind Magazine* is a peer-reviewed online magazine that aims to bring social psychology to a lay audience)

Associate Editor (October 2008 – August 2010):

In-Mind Magazine

PROFESSIONAL MEMBERSHIPS

Academy of Management

Association for Psychological Science

International Association for Conflict Management

Society for Personality and Social Psychology