

GARY D. SHERMAN

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ACADEMIC POSITIONS

- 2014 – present Stony Brook University, College of Business
Assistant Professor of Management
- 2013 – 2014 Harvard University
Postdoctoral Fellow, Harvard Initiative for Learning and Teaching
- 2011 – 2013 Harvard University
Postdoctoral Fellow, Center for Public Leadership, Harvard
Kennedy School

EDUCATION

- 2011 University of Virginia
Ph.D., Social Psychology
- 2004 University of Virginia
B.A., Psychology, with Highest Distinction

PUBLICATIONS

- Sherman, G. D.** (2020). The moral psychology of continuation decisions: A recipe for moral disengagement. *Organizational Behavior and Human Decision Processes*, 158, 36-48. <https://doi.org/10.1016/j.obhdp.2020.02.006>
- Sherman, G. D.**, & Mehta, P. H. (2020). Stress, cortisol, and social hierarchy. *Current Opinion in Psychology*, 33, 227–232. <https://doi.org/10.1016/j.copsyc.2019.09.013>
- Sherman, G. D.**, Turkay, S., Moulton, S. T., Friedman, M. C., Darani, N., Daly, B., & Kayden, S. (2019). The generalized sense of power is a psychological resource: Evidence from a disaster response field training exercise. *European Journal of Social Psychology*. <https://doi.org/10.1002/ejsp.2644>

- Finkelstein, S. R., Boland, W. A., Vallen, B., Connell, P. M., **Sherman, G. D.**, & Feemster, K. (2019). Psychological reactance impacts ratings of pediatrician vaccine-related communication quality, perceived vaccine safety, and vaccination priority among U.S. parents. *Human Vaccines & Immunotherapeutics*.
<https://doi.org/10.1080/21645515.2019.1694815>
- London, M., Bear, J., Cushenbery, L. & **Sherman, G. D.** (2018). Leader support for gender equity: Understanding prosocial goal orientation, leadership motivation, and power sharing. *Human Resource Management Review*, 29, 418–427.
<https://doi.org/10.1016/j.hrmr.2018.08.002>
- Bear, J., Cushenbery, L., London, M., & **Sherman, G. D.** (2017). Performance feedback, power retention, and the gender gap in leadership. *Leadership Quarterly*, 28, 721–740.
[all authors contributed equally; author order is alphabetical]
<https://doi.org/10.1016/j.leaqua.2017.02.003>
- Sherman, G. D.**, Rice, L. K., Jin, E. S., Jones, A. S. & Josephs, R. A. (2017). Sex differences in cortisol's regulation of affiliative behavior. *Hormones and Behavior*, 92, 20–28.
<https://doi.org/10.1016/j.yhbeh.2016.12.005>
- Sherman, G. D.**, Lerner, J. S., Josephs, R. A., Renshon, J., & Gross, J. J. (2016). The interaction of testosterone and cortisol is associated with attained status in male executives. *Journal of Personality and Social Psychology*, 110, 921–929.
<https://doi.org/10.1037/pspp0000063>
- Sherman, G. D.**, Lerner, J. S., Renshon, J., Ma-Kellams, C., & Joel, S. (2015). Perceiving other's feelings: The importance of personality and social structure. *Social Psychological and Personality Science*, 6, 559–569. <https://doi.org/10.1177/1948550614567358>
- Sherman, G. D.**, Lee, J. J., Cuddy, A. J. C., Renshon, J., Oveis, C., Gross, J. J., & Lerner, J. S. (2012). Leadership is associated with lower levels of stress. *Proceedings of the National Academy of Sciences*, 109, 17903–17907. <https://doi.org/10.1073/pnas.1207042109>
- Sherman, G. D.**, Haidt, J., & Clore, G. L. (2012). The faintest speck of dirt: Disgust enhances the detection of impurity. *Psychological Science*, 23, 1506–1514.
<https://doi.org/10.1177/0956797612445318>
- Sherman, G. D.**, Haidt, J., Iyer, R., & Coan, J. A. (2012). Individual differences in the physical embodiment of care: Prosocially oriented women respond to cuteness by becoming more physically careful. *Emotion*, 13, 151–158. <https://doi.org/10.1037/a0029259>

Oishi, S., Krochik, M., Roth, D., & **Sherman, G. D.** (2012). Residential mobility, personality, and subjective and physical well-being: An analysis of cortisol secretion. *Social Psychological and Personality Science*, *3*, 153–161.

<https://doi.org/10.1177/1948550611412395>

Sherman, G. D., & Haidt, J. (2011). Cuteness and disgust: The humanizing and dehumanizing effects of emotion. *Emotion Review*, *3*, 245–251.

<https://doi.org/10.1177/1754073911402396>

Sherman, G. D., & Clore, G. L. (2009). The color of sin: White and black are perceptual symbols of moral purity and pollution. *Psychological Science*, *20*, 1019–1025.

<https://doi.org/10.1111/j.1467-9280.2009.02403.x>

Sherman, G. D., Haidt, J., & Coan, J. A. (2009). Viewing cute images increases behavioral carefulness. *Emotion*, *9*, 282–286. <https://doi.org/10.1037/a0014904>

Oishi, S., Rothman, A. J., Snyder, M., Su, J., Zehm, K., Hertel, A., Gonzales, M. H., & **Sherman, G. D.** (2007). The socio-ecological model of pro-community action: the benefits of residential stability. *Journal of Personality and Social Psychology*, *93*, 831–844. <https://doi.org/10.1037/0022-3514.93.5.831>

Oishi, S., Lun, J., & **Sherman, G. D.** (2007). Residential mobility, self-concept, and positive affect in social interactions. *Journal of Personality and Social Psychology*, *93*, 131–141.

<https://doi.org/10.1037/0022-3514.93.1.131>

CONFERENCE PROCEEDINGS

Sherman, G. D., Turkay, S., Moulton, S. T., Friedman, M. C., Darani, N., Daly, B., & Kayden, S. (2018). When the powerless lose interest in leading: Individual differences in sense of power predict changes in the desire to lead. In Guclu Atinc (Ed.), **Proceedings of the Seventy-eighth Annual Meeting of the Academy of Management**. Online ISSN: 2151-6561. (Best Paper Proceedings).

CHAPTERS

Sherman, G. D., & Clore, G. L. (2014). Do evaluative metaphors shape emotional thought? A call for new evidence. In M. Landau, M. D. Robinson, & B. P. Meier (Eds.), *The Power of Metaphor: Examining Its Influence on Social Life*. Washington, DC: American Psychological Association.

MANUSCRIPTS UNDER REVIEW OR IN PREP

London, M., & **Sherman, G. D.** (*under review*). Toward an integrative model of transition to leadership and identity shift.

Sherman, G. D., Finkelstein, S. R., Vallen, B., Connell, P. M., Boland, W. A., & Feemster, K. (*in prep*). When taking action means taking responsibility: Omission bias predicts reluctance to vaccinate due to greater anticipated culpability for negative side effects.

ARTICLES WRITTEN FOR POPULAR PRESS

Lerner, J. L., & Sherman, G. D. (October 28, 2012). It's Easy Being King. *The New York Times*.

Sherman, G. D., & Clore, G. L. (March 10, 2009). Clean and Virtuous: When Physical Purity Becomes Moral Purity. *Scientific American* (ScientificAmerican.com).

HONORS AND AWARDS

2020	Most Valuable Professor (Stony Brook Athletics)
2018	Best Paper Proceedings, Academy of Management Annual Meeting
2010	Graduate School of Arts and Sciences Dissertation Year Fellowship (2010-2011)
2010	Student Choice Graduate Speaker Award
2008	Society for Personality and Social Psychology (SPSP) Student Travel Award
2007	Summer Institute of Social Psychology
2006	First Place Poster Award, Robert J. Huskey Graduate Research Exhibition
2005	National Science Foundation Graduate Research Fellowship (2005-2008)
2004	Phi Beta Kappa, National Honor Society
2003	Distinguished Majors Program in Psychology, University of Virginia (2003-2004)

INVITED TALKS

2019	Stony Brook University, Department of Psychology
2015	CUNY Graduate Center, Department of Psychology
2013	University of Michigan, Department of Psychology, Organizational Studies
2013	Harvard University, Department of Psychology
2012	University of Southern California, Marshall School of Business

- University of Pittsburgh, Department of Psychology
- 2011 Northwestern University, Kellogg School of Management
University of Toronto, Rotman School of Management
- 2010 University of Virginia, Department of Psychology (Student Choice Graduate Speaker Award)

CHAired SYMPOSIA

What's so bad about Bin Laden's sweater? New research on the moral psychology of purity and contamination. (2009). Symposium presented at the 10th annual meeting of the Society for Personality and Social Psychology, Tampa, FL. (*Co-Chair*: Jonathan Haidt; *Speakers*: Paul Rozin, David Pizarro, Simone Schnall, and Gary Sherman).

CONFERENCE TALKS

- “The Sunk Cost Excuse: Sunk Costs Mitigate Moral Condemnation for Harmful Side Effects” (2019). Talk given at the Seventy-ninth Annual Meeting of the Academy of Management, Boston, MA.
- “When the Powerless Lose Interest in Leading: Individual Differences in Sense of Power Predict Changes in the Desire to Lead” (2018) Talk given at the Seventy-eighth Annual Meeting of the Academy of Management, Chicago, IL.
- “Power, Cortisol, and Leading Under Stress” (2018) Talk given at the 7th Annual Social Neuroendocrinology Preconference, Atlanta, GA.
- “Who Will Lead? Testosterone, Cortisol, and Elite Leaders” (2013). Talk given at the annual meeting for the Society of Experimental Social Psychology, Berkeley, CA.
- “Leadership is Associated with Lower Levels of Stress” (2013). Talk given at the third bi-annual Conference for the Association for Research in Personality, Charlotte, NC.
- “The Faintest Speck of Dirt: Disgust Enhances Impurity Detection” (2013). Talk given at the annual convention of the Association for Psychological Science, Washington, DC.
- “Higher Rank, Lower Cortisol: Power Buffers Stress” (2013). Talk given at the 2nd Annual Social Neuroendocrinology Preconference, New Orleans, LA.
- “Regional Variation in Immorality-Darkness Associations and Support for Traditional Forms of Punishment” (2012). Talk given at the 13th annual meeting of the Society for Personality and Social Psychology, San Diego, CA.

“The Tiniest Speck of Dirt: Disgust Enhances Impurity Detection” (2012). Talk given at the 2nd annual Embodiment Preconference, San Diego, CA.

“The Color of Sin: The Black-White Spectrum as a Metaphor for Moral Purity.” (2009). Talk given at the 10th annual meeting of the Society for Personality and Social Psychology, Tampa, FL.

TEACHING

Stony Brook University, College of Business

Graduate Program (Core MBA)

Ethics and Law; Ethics in Management (2014–present)

Undergraduate Program

Business Ethics (2015–present)

Harvard University, Harvard Kennedy School

Graduate Program

Management and Leadership Skills: A Behavioral Science Perspective (2013)

Guest lecturer (team decision-making: pitfalls and solutions)

Guest lecturer (leadership decision-making)

Emotional Influences on Decision Making: Bias and Benefit (2012)

Co-taught class session (decision-making)

Guest lecturer (moral psychology)

Executive Education

Senior Executive Fellows Program (2011–2012)

Co-taught class sessions on leader decision-making

Leadership Decision-Making Program (2011–2012)

Co-taught class sessions on leader decision-making

University of Virginia, Department of Psychology

Undergraduate Program

Introduction to Social Psychology (2009)

Laboratory Instructor and Head Teaching Assistant (2007)

Laboratory Instructor (2009)

MENTORING

Dissertation Committees

Katie Lee Salis, Stony Brook University, Psychology (2016)

Julia Feldman, Stony Brook University, Psychology (2018)

Honors Theses Supervised

Katherine Jacobs Bao (now Assistant Professor, Psychology, Manhattanville College)

Selected Research Assistants Supervised

Anjum Ahmed

Ye Yuan

Xintong Ye

Anjum Ahmed

Melissa O'Brien

Milvin Shroff

Max Sanginario

Rebecca Leung

Huiyi Mai

Kanza Haider

Internships Sponsored

Robert Verderosa (2019)

Nick Senkow (2019)

Jacqueline Ferro (2016)

Hanna Zhuang (2015–2016)

Advising/Training Activities

Undergraduate Research Practicum, Harvard Decision Science Laboratory

Designed and administered psychophysiological training for undergraduate research assistants (*Fall 2011, Spring 2012, Fall 2012, Spring 2013*)

SELECTED POPULAR PRESS COVERAGE OF RESEARCH

2018 [The Atlantic](#). Puppy Cuteness is Perfectly Timed to Manipulate Humans (by Sarah Elizabeth Adler, 10/7/18)

[Forbes](#). The Science behind Why You Want to Destroy Something Beautiful (by Jessica Baron, 12/5/18)

- [Popular Science](#). Why do We Think Tiny Things are Cute (by Dana G. Smith, 8/28/18)
- 2015 [Business Insider](#). A New Study Finds Stressed-out Men are Less Likely to be High-status Leaders (by Shana Lebowitz, 9/4/15).
- [Forbes](#). Do Your Testosterone and Cortisol Levels Dictate Your Leadership Ability? (by Susan Adams, 8/26/15)
- 2013 [Bloomberg Business](#). The Myth of Monkey Business (by Caroline Winter, 10/4/13)
- 2012 [The Wall Street Journal](#). Psychology: The Power of Disgust (by Daniel Akst).
- [BBC World Update](#) (radio interview with host Dan Damon on Sept 24, 2012).
- [Time](#). Why being a leader is less stressful than following (by Maia Szalavitz)
- [The Washington Post](#). Is it Actually Less Stressful to be in Charge? (by Jena McGregor)
- [ABC News](#). Harvard, Stanford Researchers Find Leaders Less Stressed Due to Sense of Control (by Suzanna Kim)
- [The Los Angeles Times](#). Stressful at the Top? Not Really, Study Finds (by Melissa Healy)
- [U.S. News and World Report](#). Born to Lead? No Sweat (by Randy Dotinga)
- [The Atlantic](#). Why the Puppy Cam Is About to Make the Whole Internet Better at Photoshop (by Alexis Madrigal)
- 2009 [Scientific American Mind](#). The Color of Sin: Why Good Guys Wear White (by Wray Herbert)
- [Miller McCune](#). When Black and White Aren't Black and White (by Lee Drutman)
- [The Economist](#). Morality and Colour: Dark for Dark Business (by Matt Kaplan)
- [The Boston Globe](#). Uncommon Knowledge -- The Secret to Better Performance: Kittens (by Kevin Lewis)

[The Washington Post](#). Counter-Intuition: It Helps to be Cute (by Shankar Vedantam)

2007 [Nature](#). The Depths of Disgust (by Dan Jones).

PROFESSIONAL ACTIVITIES

Associate Editor, *Emotion* (2020 – present)

Associate Editor, *Frontiers in Personality and Social Psychology* (2017 – 2019)

Ad Hoc Reviewer,

Science, Proceedings of the National Academy of Sciences, Nature Human Behavior, Journal of Personality and Social Psychology, Psychological Science, Perspectives on Psychological Science, Personality and Social Psychological Bulletin, Organizational Behavior and Human Decision Processes, Social Psychological and Personality Science, Journal of Experimental Psychology: General, Journal of Experimental Social Psychology, Emotion, Journal of Personality, Personality and Individual Differences, European Journal of Personality, Psychoneuroendocrinology, Cognition, Cognition and Emotion, Cognitive Science, Frontiers in Psychology, British Journal of Social Psychology, Brain Research, Journal of Social and Personal Relationships

Reviewer, Academy of Management Annual Meeting (2017)

Departmental Service

Course coordinator, *Business Ethics* (2019–present)

Core MBA curriculum committee, member (2019–present)

Scholarship committee, member (2015–2019)

Undergraduate business transfer orientation, faculty panel member (Spring 2019)

MBA orientation, faculty panel member (Fall 2018)

Program organizer, Organizations, Management, and Groups seminar series (2016–2017)

Guest speaker (gave workshop on public speaking) at MBA Association meeting (2017)

University Service

University Senate, Student Life Committee (2019)

Psychological Student Alliance Panel, guest speaker (2016)

Psi Chi Panel, guest speaker (2015)

Affiliations

Society for Personality and Social Psychology

Academy of Management