

Theresa E. Robertson

College of Business
Stony Brook University
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Research Focus

I study group dynamics. Some of my work examines how people make selective choices about who to cooperate with and who not to. I also study the reverse of this: how people respond to being ostracized or excluded. Throughout my work, I focus on the underlying emotional processes. I use a variety of methods, including experimental economics games, decision making tasks, social cognition measures, priming methods, and hormonal assays.

Current Position

2019 – Present
Associate Professor
College of Business
Center for Behavioral Political Economy
Stony Brook University

Education

Ph.D. Psychology, *University of California, Santa Barbara*, 2011
Areas: Social psychology, specializing in social exclusion and evolutionary psychology
Doctoral emphases earned based on advanced training and coursework:
 Emphasis in Quantitative Methods for the Social Sciences
 Emphasis in Cognitive Sciences

B.S. Psychology, *Arizona State University*, 2004
B.A. Religious Studies, *Arizona State University*, 2004
Summa cum laude
Graduate of Barrett Honors College

Research Areas

Group Dynamics
Ostracism
Emotion

Evolutionary Psychology
Decision Making
Social Cognition

External Grants

The Hidden Correlates of Social Exclusion

National Science Foundation Grant # 0951597

Lead author, with co-authors Andrew Delton, Leda Cosmides (PI), & John Tooby (PI)

Total award: \$400,000

Fellowships and Awards

- Human Behavior and Evolution Society Post-Doctoral Research Award (2016)
- National Science Foundation Graduate Fellowship (2005)
- Chancellor's Fellowship from University of California, Santa Barbara (2004)
- Finalist for Outstanding Undergraduate Research Paper in Psychology, ASU (2004)
- ASU Dean's Council Award for Psychology (2003)
- Dean's Honors List, Arizona State University (2000-2004)
- National Merit Finalist Tuition Waiver (2000-2004)
- National Merit Finalist Resident University Award (2000-2004)
- National Merit Finalist University Award (2000-2004)

Research Impact Metrics

	<u>All</u>	<u>Since 2014</u>
Citations	2727	1919
h-index	18	14
i10-index	19	16
SCOPUS h-index	14	

Publications & Submitted Manuscripts

Delton, A. W., **Robertson, T. E.**, Sznycer, D., Lim, J., Cosmides, L., & Tooby, J. *A psychological calculus for welfare tradeoffs*. Manuscript submitted for publication.

Sunami, N., **Robertson, T. E.**, Twenge, J. M., Baumeister, R. F., Tice, D. M., Jaremka, L. M. (accepted proposal for a registered report; will be published when data collection is complete). Directly replicating the causal link between social rejection and aggression toward a third party: A multi-site independent lab collaboration. *Journal of Personality and Social Psychology*.

Delton, A. D., Kane, J. V., Petersen, M. B., **Robertson, T. E.**, & Cosmides, L. (accepted). Partisans use emotions as social pressure: Feeling anger and gratitude at exiters and recruits in political groups. *Party Politics*.

- Dinh, T., Gangestad, S. W., Thompson, M. E., Tomiyama, A. J., Fessler, D. M. T., **Robertson, T. E.**, & Haselton, M. G. (2021). Endocrinological effects of social exclusion and inclusion: Experimental evidence for adaptive regulation of female fecundity. *Hormones and Behavior*, *130*, article 104934.
- Szycer, D., Delton, A. W., **Robertson, T. E.**, Cosmides, L., & Tooby, J. (2019). The ecological rationality of helping others: Potential helpers integrate cues of recipients' need and willingness to sacrifice. *Evolution and Human Behavior*, *40*, 34-45.
- Delton, A. W., Petersen, M. B., **Robertson, T. E.** (2018). Partisan goals and political mobilization: The role of coalitional mindsets and emotions in motivating others to vote. *Journal of Politics*, *80*, 890-902.
- Robertson, T. E.**, Szycer, D., Delton, A. W., Tooby, J., & Cosmides, L. (2018). The true trigger of shame: Social devaluation is sufficient, wrongdoing is unnecessary. *Evolution and Human Behavior*, *39*, 566-573.
- Delton, A. W., Petersen, M. B., DeScioli, P., & **Robertson, T. E.** (2017). Need, compassion, and support for social welfare. *Political Psychology*, *39*, 907-924.
- Delton, A. W. & **Robertson, T. E.** (2016). How the mind makes welfare tradeoffs: Evolution, computation, and emotion. *Current Opinion in Psychology*, *7*, 12-16.
- Kirkpatrick, M. G., Delton, A. W., **Robertson, T. E.**, de Wit, H. (2015). Prosocial effects of MDMA: A measure of generosity. *Journal of Psychopharmacology*, *29*, 661-668.
- Robertson, T. E.**, Delton, A. W., Klein, S. B., Cosmides, L., & Tooby, J. (2014). Keeping the benefits of group cooperation: Domain-specific responses to distinct causes of social exclusion. *Evolution and Human Behavior*, *35*, 472-480.
- Delton, A. W., Nemirow, J., **Robertson, T. E.**, Cimino, A., & Cosmides, L. (2013). Merely opting out of a public good is moralized: An error management approach to cooperation. *Journal of Personality and Social Psychology*, *105*, 621-638.
- Griskevicius, V., Ackerman, J. M., Cantu, S., Delton, A. W., **Robertson, T. E.**, Simpson, J. A., Emery Thompson, M., & Tybur, J. M. (2013). When the economy falters, do people spend or save? Responses to resource scarcity depend on childhood environments. *Psychological Science*, *24*, 197-205.
- Delton, A. W., Cosmides, L., Guemo, M., **Robertson, T. E.**, & Tooby, J. (2012). The psychosemantics of free riding: Dissecting the architecture of a moral concept. *Journal of Personality and Social Psychology*, *102*(6), 1252-1270.
- Delton, A. W. & **Robertson, T. E.** (2012). The social cognition of social foraging: Partner selection by underlying valuation. *Evolution and Human Behavior*, *33*, 715-725.

- Griskevicius, V., Tybur, J. M., Ackerman, J. M., Delton, A. W., **Robertson, T. E.**, & White, A. E. (2012). The financial consequences of too many men: Sex ratio effects on saving, borrowing, and spending. *Journal of Personality and Social Psychology, 102*, 69-80.
- Sznycer, D., Takemura, K., Delton, A. W., Sato, K., **Robertson, T. E.**, Tooby, J. (2012). Cross-cultural differences and similarities in proneness to shame: An adaptationist and ecological approach. *Evolutionary Psychology, 10*, 352-370.
- Klein, S. B., **Robertson, T. E.**, Delton, A. W., & Lax, M. L. (2012). Familiarity and personal experience as mediators of recall when planning for future contingencies. *Journal of Experimental Psychology: Learning, Memory, and Cognition, 38*, 240-245.
- Griskevicius, V., Tybur, J. M., Delton, A. W., & **Robertson, T. E.** (2011). The influence of mortality and socioeconomic status on risk and delayed rewards: A life history theory approach. *Journal of Personality and Social Psychology, 100*, 1015-1026.
- Griskevicius, V., Delton, A. W., **Robertson, T. E.**, & Tybur, J. M. (2011). Environmental contingency in life history strategies: The influence of mortality and socioeconomic status on reproductive timing. *Journal of Personality and Social Psychology, 100*, 241-254.
- Klein, S. B., **Robertson, T. E.**, & Delton, A. W. (2011). The future-orientation of memory: Planning as a key component mediating the high levels of recall found with survival processing. *Memory, 19*, 121-139.
- Klein, S. B., **Robertson, T. E.**, & Delton, A. W. (2010). Facing the future: Memory as an evolved system for planning future acts. *Memory and Cognition, 38*, 13-22.
- Klein, S. B., Gabriel, R. H., Gangi, C. E., **Robertson, T. E.** (2008). Reflections on the self: A case study of a prosopagnosic patient. *Social Cognition, 26*, 766-777.
- Klein, S. B., **Robertson, T. E.**, Gangi, C. E., Loftus, J. (2008). The functional independence of trait self-knowledge: Commentary on Sakaki (2007). *Memory, 16*, 556-565. [peer-reviewed article]
- Petersen, M. B., Delton, A. W., **Robertson, T. E.**, Tooby, J. and Cosmides, L. (2008, April) *Politics in the Evolved Mind: Political Parties and Coalitional Reasoning*. Paper presented at the Midwest Political Science Association 66th Annual National Conference, Chicago, IL. PDF available at http://www.allacademic.com/meta/p268315_index.html.
- Kenrick, D. T., Delton, A. W., **Robertson, T. E.**, Becker, D. V., & Neuberg, S. L. (2007). How the mind warps: A social evolutionary perspective on cognitive processing disjunctions. In J. P. Forgas, M. G. Haselton, & W. Von Hippel (Eds.), *The evolution of the social mind: Evolutionary psychology and social cognition* (pp. 49-68). New York: Psychology Press.

Delton, A. W., **Robertson, T. E.**, & Kenrick, D. T. (2006). The mating game isn't over: A reply to Buller's critique of the evolutionary psychology of mating. *Evolutionary Psychology*, 4, 262-273.

Maner, J. K., Kenrick, D. T., Becker, D. V., **Robertson, T. E.**, Hofer, B., Neuberg, S. L., et al. (2005). Functional projection: How fundamental social motives can bias interpersonal perception. *Journal of Personality and Social Psychology*, 88, 63-78.

Manuscripts in Preparation

Robertson, T. E., Delton, A. W., Cosmides, L., & Tooby, J. *Cortisol and the evolved design of anger and guilt*. Manuscript in preparation.

Krasnow, M., **Robertson, T. E.**, Lim, J., Cosmides, L., & Tooby, J. *When benefits are not enough: Welfare tradeoff ratios as the fundamental currency of social decision making*. Manuscript in preparation.

Robertson, T. E., Krasnow, M., Delton, A. W., Lim, J., Sznycer, D., Cosmides, L., & Tooby, J. *Partner choice based on partner-specific valuation, not absolute benefits received*. Manuscript in preparation.

Robertson, T. E., Delton, A. W., Klein, S. B., Cosmides, L., & Tooby, J. *Social exclusion increases sensitivity to predation threat*. Manuscript in preparation.

Robertson, T. E. & Delton, A. W. *Specialization for distinguishing incompetence from functionally distinct causes of non-contribution*. Manuscript in preparation.

Lim, J., Sznycer, D., Delton, A. W., **Robertson, T. E.**, Cosmides, L., & Tooby, J. *Emotions recalibrate welfare tradeoffs: Studies using interactive games*. Manuscript in preparation.

Sznycer, D., Lim, J., Delton, A. W., **Robertson, T. E.**, Cosmides, L., & Tooby, J. *People accurately estimate welfare tradeoff variables in the minds of others*. Manuscript in preparation.

Invited Talks

Selectivity in cooperation: Choosing who to work with and consequences of exclusion, 2016
Yale University

Selectivity in cooperation: Criteria for choosing and consequences of exclusion, 2013
Stony Brook University

The role of emotions in orchestrating responses to social exclusion, 2007
Human Nature and Society Conference, UCLA

Conference Presentations

- Robertson, T. E. and Delton, A. W. (2018, July). *People who lack social connection are more disgusted by pathogen cues*. Paper presented at the 30th Annual Human Behavior and Evolution Society Conference, Amsterdam, Netherlands.
- Robertson, T. E., Krasnow, M., & Lim, J. (2018, March). *People prefer those who value them (even if it's costly)*. Poster presented at Evolutionary Psychology Pre-Conference of the 19th Annual Conference of the Society for Personality and Social Psychology, Atlanta, GA.
- Robertson, T. E., Krasnow, M., & Lim, J. (2017, May). *People prefer those who value them over those who benefit them*. Paper presented at the 29th Annual Human Behavior and Evolution Society Conference, Boise, ID.
- Robertson, T. E., Sznycer, D., & Delton, A. W. (2016, June). *Social devaluation elicits shame independent of actual behavior*. Paper presented at the 28th Annual Human Behavior and Evolution Society Conference, Vancouver, BC, Canada.
- Robertson, T. E., Delton, A. W., Cosmides, L., & Tooby, J. (2015, June). *Cortisol and the evolved design of anger and guilt*. Paper presented at the 27th Annual Human Behavior and Evolution Society Conference, Columbia, MO.
- Robertson, T. E. & Delton, A. W. (2013, July). *Specialization for distinguishing incompetence from functionally distinct causes of non-contribution*. Paper presented at the 25th Annual Human Behavior and Evolution Society Conference, Miami, FL.
- Robertson, T. E. & Delton, A. W. (2013, January). *Incompetent, disabled, and unlucky: Specialization for distinguishing and tracking functionally distinct causes of non-contributions*. Poster presented at Evolutionary Psychology Pre-Conference of the 14th Annual Conference of the Society for Personality and Social Psychology, New Orleans, LA.
- Robertson, T. E., Delton, A. W., Cosmides, L. & Tooby, J. (2012, June). *The context of rejection: Distinct motivations for social exclusion lead to distinct response patterns*. Paper presented at the 24th Annual Human Behavior and Evolution Society Conference, Albuquerque, NM.
- Robertson, T. E., Delton, A. W., Sznycer, D., Lim, J., Tooby, J., & Cosmides, L. (2012, January). *Estimating social valuation after social exclusion*. Poster presented at Evolutionary Psychology Pre-Conference of the 13th Annual Conference of the Society for Personality and Social Psychology, San Diego, CA.
- Robertson, T. E., Delton, A. W., Sznycer, D., Lim, J., Tooby, J., & Cosmides, L. (2011, June-July). *Social exclusion as a cue to social value*. Paper presented at the 23rd Annual Human Behavior and Evolution Society Conference, Montpellier, France.

- Robertson, T. E. (2011, January). *Social exclusion recalibrates vigilance for predators*. Poster presented at Evolutionary Psychology Pre-Conference of the 12th Annual Conference of the Society for Personality and Social Psychology, San Antonio, TX.
- Robertson, T. E., Delton, A. W., Tooby, J., & Cosmides, L. (2010, June). *A psychological and anthropometric study of social support and risk reduction in humans*. Paper presented at the 22nd Annual Human Behavior and Evolution Society Conference, Eugene, Oregon.
- Robertson, T. E., Delton, A. W., & Klein, S. B. (2010, January). *Why are responses to social exclusion so variable? The role of emotions and their computational elements*. Poster presented at the 11th Annual Meeting of the Society for Personality and Social Psychology, Las Vegas, Nevada.
- Robertson, T. E., Klein, S. B., & Delton, A. W. (2009, May). *Remembering the past to plan for the future*. Paper presented at the 21st Annual Human Behavior and Evolution Society Conference, Fullerton, California.
- Robertson, T. E., Delton, A. W., & Klein, S. B. (2009, February). *Emotions link distinct types of social exclusion with distinct responses*. Poster presented at the 10th Annual Meeting of the Society for Personality and Social Psychology, Tampa, Florida.
- Robertson, T. E. & Delton, A. W. (2008, June). *Making the best of a bad situation: Recalibrational adaptations for social exclusion*. Paper presented at the 20th Annual Human Behavior and Evolution Society Conference, Kyoto, Japan.
- Robertson, T. E., Delton, A. W., & Klein, S. B. (2008, February). *Emotions coordinate responses to different exclusions: Evidence for distinct exclusion-response mechanisms*. Poster presented at Evolutionary Psychology Pre-Conference of the 9th Annual Conference of the Society for Personality and Social Psychology, Albuquerque, NM.
- Robertson, T. E., Delton, A. W., & Klein, S. B. (2007, May-June). *Feeling alone: Do emotions orchestrate responses to different social exclusions?* Paper presented at the 19th Annual Human Behavior and Evolution Society Conference, Williamsburg, VA.
- Robertson, T. E., Delton, A. W., & Klein, S. B. (2007, January). *One size fits all? Different types of social exclusion generate qualitatively distinct responses*. Poster presented at the 8th Annual Conference of the Society for Personality and Social Psychology, Memphis, TN.
- Robertson, T. E., Delton, A. W., & Klein, S. B. (2006, June). *Not All Social Exclusion Is Created Equal: Different Types of Exclusion Lead to Qualitatively Distinct Responses*. Paper presented at the 18th Annual Human Behavior and Evolution Society Conference, Philadelphia, PA.
- Robertson, T. E., Delton, A. W., & Klein, S. B. (2006, January). *Not all social exclusion is created equal: Qualitatively distinct responses to different types of social exclusion*. Poster presented at the 4th Annual Evolutionary Psychology Pre-conference to the 7th

Annual Conference of the Society for Personality and Social Psychology, Palm Springs, CA.

Robertson, T. E., Maner, J. K., Kenrick, D. T. (June 2005). *Activation of self-protection motivation selectively increases perceptions of anger in outgroup targets*. Paper presented at the 17th Annual Human Behavior and Evolution Society Conference, Austin, TX.

Robertson, T. E., Maner, J. K., Kenrick, D. T. (May 2005). *Activation of self-protection motivation selectively affects emotion perception in outgroup targets*. Poster presented at the 17th Annual Convention of the American Psychological Society, Los Angeles, CA.

Robertson, T. E., Kenrick, D. T., Maner, J. K. (January 2005). *Self-protection and functional projection: How motivation and prejudice influence emotional perception*. Poster presented at the 3rd Annual Evolutionary Psychology Pre-Conference of the 6th Annual Conference of the Society for Personality and Social Psychology, New Orleans, LA.

Robertson, T. E., Kenrick, D. T., Maner, J. K. (July 2004). *Self-protection and functional projection: How motivation and threat association influence emotional perception*. Poster presented at the Mind, Culture, and Evolution Conference, Vancouver, British Columbia, Canada.

Professional Employment

- 2019-present Associate Professor, Stony Brook University
College of Business
Center for Behavioral Political Economy
- 2014-2019 Assistant Professor, Stony Brook University
College of Business
Center for Behavioral Political Economy
- 2011-2014 Postdoctoral Researcher, UC Santa Barbara
Center for Evolutionary Psychology
Department of Psychological and Brain Sciences
NSF Grant: The Hidden Correlates of Social Exclusion
Lead author; co-authors and PIs Leda Cosmides & John Tooby
- 2010-2011 Graduate Student Researcher, UC Santa Barbara
Center for Evolutionary Psychology
Department of Psychological and Brain Sciences
NSF Grant: The Hidden Correlates of Social Exclusion
Lead author; co-authors and PIs Leda Cosmides & John Tooby
- 2003-2004 Student Researcher, Arizona State University
NSF Grant: Social Motives and Cognition
PIs: Douglas T. Kenrick, Steven L. Neuberg, & Mark Schaller

Courses Taught

Organizational Behavior (2015-present)
Introduction to Business Statistics (2014-2015)
Human Relationships and Their Origins (2007)

Teaching Assistantships

Social Norms (2010)
Introduction to Perception (2007)
Advanced Research Methods (2007)
Introductory Statistics (2006)
Introductory Psychology (2005)

Academic Service

Journal Reviewing

Personality and Social Psychology Bulletin
Evolution & Human Behavior
Journal of Experimental Social Psychology
Evolutionary Psychology
Evolutionary Psychological Science
Journal of Evolutionary Psychology
PLOS ONE
Psychopharmacology
Biology Letters
Adaptive Human Behavior and Physiology

University Committees

Ad hoc member, Academic Judiciary committee (have not yet served)

Member, Web Profile Task Force, 2016

Member, Undergraduate and Graduate Learning Outcomes for Interpersonal and Communications Skills Task Force (for AACSB accreditation)

UCSB Graduate Students Association, 2006-2007
Vice President of Communications and Records

UCSB Graduate Students Association, 2004-2006
Psychology Department Representative

National Service

2014-2015 Conference Organizer and Program Chair, with Stephanie Cantu, Society for Personality and Social Psychology Thirteenth Annual Preconference on Evolutionary Psychology, 2015, Long Beach, CA.

2015-2016 Conference Organizer and Program Chair, with David Lewis, Society for Personality and Social Psychology Fourteenth Annual Preconference on Evolutionary Psychology, 2016, San Diego, CA.

2017-2018 Graduate Student Mentor, Human Behavior and Evolution Society

2018 New Investigator Award Committee Member, Human Behavior and Evolution Society

2019-2021 Incoming Consulting Editor, Evolution and Human Behavior

Honors Society Memberships

Arizona State University Honors College
2000-2004 Graduate

Psi Chi National Honors Society in Psychology, Lifetime Member
2003-2004 President, Arizona State University Chapter
2002-2003 Vice President, Arizona State University Chapter

National Science Foundation-Gender Equity Options in the Sciences at ASU
2001-2004 Fellow

Professional Memberships

Academy of Management
American Psychological Association
Association for Psychological Science
Society for Personality and Social Psychology
Human Behavior and Evolution Society