

## Mostafa Salari Rad

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### Education

<b>New School for Social Research</b>	2016
- PhD in Cognitive, Social & Developmental Psychology	
<b>Sharif University of Technology</b>	2010
- MBA	
<b>Amirkabir University of Technology (Tehran Polytechnic)</b>	2007
- BSc in Computer Engineering	

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### Employment

<b>Princeton University, NJ</b>	2017-ongoing
- Lecturer at Woodrow Wilson School & Department of Psychology	
- Postdoctoral Research Associate at Kahneman-Treisman Center for Behavioral Science & Public Policy	
<b>New School for Social Research (NSSR), NYC</b>	2015-2017
- Postdoctoral Fellow at Department of Psychology	
<b>Cut the Cake (<a href="https://cut.social">https://cut.social</a>)</b>	2014-ongoing
- Co-founder	
<b>Social &amp; Political Psychology Lab (NSSR), NYC</b>	2010-2015
- Research Assistant	
<b>RighTel Telecom &amp; Orange Sofrecom</b>	2009-2010
- Market Research & Communication Lead	

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### Awards & Honors

APS Fund for Teaching and Public Understanding of Psychological Science	2017
New Challenge Social Innovation Initiative, Winner (Cut the Cake)	2015
Sugihara Scholarship	2014
William W. Bradley Scholarship	2011
Dean's Merit-based Scholarship – New School for Social Research	2010-2014
Best Idea Award at 2nd Invention and Innovation Symposium – Tehran, Iran	2009
Patent: Anytime Operating System, 1388/7/4-61172, Iran	2009

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## Research

Rad, M. S., Shackelford, C., Lee, K. A., Jassin, K., & Ginges, J. (2019). Folk Theories of Gender and Anti-Transgender Attitudes: Gender Differences and Policy Preferences. *PLoS one*, 14(12), e0226967. <https://doi.org/10.1371/journal.pone.0226967>

Rad, M. S., Martingano, A. J., & Ginges, J. (2018). Toward a Psychology of Homo sapiens: How to Make Psychological Science Less WEIRD and More Representative. *Proceedings of National Academy of Science*. <https://doi.org/10.1073/pnas.1721165115>

Rad, M. S. & Ginges, J. (2018), Folk Theories of Nationality and Anti-Immigrant Attitudes. *Nature Human Behavior*. <https://doi.org/10.1038/s41562-018-0334-3>

Rad, M. S. & Ginges, J. (2017), Loss of control is not necessary to induce behavioral consequences of deprivation: The case of religious fasting during Ramadan. *Behavioral and Brain Sciences*. <https://doi.org/10.1017/S0140525X1700108X>

Li, M., Leidner, B., Petrović, N., Orazani, S. N., Rad, M. S. (2017), The Role of Retributive Justice and the Use of International Criminal Justice in Post-Conflict Reconciliation. *European Journal of Social Psychology*. <https://doi.org/10.1002/ejsp.2326>

## Under revision

Rad, M. S. & Ginges, J. (*under review at Cognitive Psychology*), Folk Theories of Religious Identity: Evidence from Palestine, Israel and the United States.

## Under review

Rad, M. S., Ansarinia, M., Shafir, E. (*under review at Psychological Science*), Fasting as Scarcity: Cognitive Performance in Muslim Fasters during Ramadan.

Rad, M. S., Ansarinia, M., Ginges, J. (*under review at Proceedings of National Academy of Science*), Fasting in Ramadan and Risk-taking.

Rad, M. S., Ansarinia, M., Ginges, J. (*under review at Psychological Science*), Fasting in Ramadan and Cooperation in Social Dilemmas.

## Manuscripts in preparation

Rad, M.S., Gallagher, N., *Essentialism of Social Categories: A Review of Methods and Samples*.

Rad, M. S., & Ansarinia, M., *Introducing Cut: An Online Platform for Deploying Psychological Instruments and Synchronous Multiparty Interactive Games on Mobile Devices*.

Rad, M. S., *Reconstructed Emotional Experience of Thwarted Collective Action: The Case of 2009 Election Protests in Iran.*

Ginges, J., Malhotra, D., Ayal, S., Kussai, H. Y., Rad, M. S., *Distrust versus Exploitation: Causes of Non-cooperative Behavior in Interactions between Palestinian and Jewish Israelis.*

Rad, M. S., Ansarinia, M., Ginges, J., *Online Anonymity in Ultimatum Games or Does the Internet Make you More Selfish?*

### **Research in progress (Tentative Titles)**

Rad, M. S. & Ansarinia, M., *Immigrants = Outgroup nationals? A study of fairness, reciprocity and honesty using economic games.*

Rad, M. S., *Perceptions of Ideal Immigrant: Low in Confidence but High in Tolerance.*

Lerner, A., Rad, M. S., Ginges, J., *Privilege of Nationality*

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## Presentations

### **Talks**

Immigration, Nationality, and the Question of Who Belongs. **Symposium Chair.** At the upcoming 32nd Annual Convention of the Association for Psychological Science (APS), May, 2020, in Chicago, IL. Other symposium speakers: Anne Lerner, Nichole Argo, Kate Jassin.

Strangers in a New Land: Perceptions and Treatment of Immigrants. **Speaker** at the meeting of the Society for the Psychological Study of Social Issues Conference in San Diego, CA (June 21-23, 2019). Other symposium speakers: Negine Toosi, Joel Martinez.

Nationality, Immigrants, and Refugees: A Social, Cognitive and Developmental Analysis **Symposium Chair** at the Annual meeting of the Society of Experimental Social Psychology, SESP 2018, Seattle. Other symposium speakers: Katherine Kinzler, Emile Bruneau, Joel Martinez (on behalf of Mina Cikara).

Religion, Essences and Identity Transformation. Panel: *The Intergroup Psychology of Religion: God in a Diverse Society*. **Speaker** at the Society for Experimental Social Psychology (SESP), 2016, Santa Monica. Other symposium speakers: Azim Shariff, Ara Norenzayan, Adam Cohen.

Nationalist Essentialism Predicts Attitudes Against Immigrants in a Cross-National Data Set. Panel: *Biased Valuation of Out Group Members: New Understandings, Approaches and Interventions*. **Speaker** at the Annual Convention of the Association for Psychological Science (APS), 2016, Chicago.

The effect of psychological distance on inter-group perception and interpretation of events: case of Iranians' protest of President Ahmadinejad's re-election. **Speaker** at the Annual Meeting of the International Society of Political Psychology (ISPP). 2012, Chicago.

### **Posters**

Rad, M. S., Shafir, E. (2018, November). How fasting affects cognition and decision making: A study of Muslims fasting during Ramadan. Poster presented at the annual meeting of the Society for Judgment and Decision Making, New Orleans.

Rad, M. S., Ginges, J. (2016, November). Introducing Cut: an online platform for conducting synchronous interactive experiments. Poster presented at the annual meeting of the Society for Judgment and Decision Making, Boston.

Rad, M. S., Ginges, J. (2015, November). Sticky nationalities: the essences of national identities are easy to gain but difficult to lose. Poster presented at the annual meeting of the Society for Judgment and Decision Making, Chicago.

Rad, M. S., Ginges, J. (2014, November). Effects of self-imposed scarcity on decision making. Poster presented at the annual meeting of the Society for Judgment and Decision Making, Long Beach.

Rad, M. S., Ginges, J. (2014, February). Sacred Time: temporal discounting of sacred values. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Austin. Also, APS convention, 2014, Denver.

Rad, M. S., Ginges, J. (2014, February). Essentialism of national and religious categories. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Austin. Also, APS convention, 2014, Denver.

Rad, M. S., Ginges, J. (2013, November). Essentialism of national and religious categories. Poster presented at the annual meeting of the Society for Judgment and Decision Making, Toronto.

Rad, M. S., Ginges, J. (2011, February). Positive emotional reconstruction of past committed action: evidence from 2009 post-election protests in Iran. Poster presented at the annual meeting of the Society for Personality and Social Psychology, San Antonio.

### **Posters with students:**

Black, J, Ginges, J., M. S. Rad (2017, February). Attributing Essentialist Beliefs about Nationality to Immigrants in America. Poster presented at the annual meeting of the Society for Personality and Social Psychology, San Antonio.

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## Teaching Experience

Princeton University

**Psychology 101** 2020

The New School for Public Engagement

**Introduction to Statistics** 2020

**Fundamentals of Social Psychology** 2019

Preceptor at Princeton University:

**Prejudice: Its Causes, Consequences, and Cures** (Dr. Stacey Sinclair) Fall 2018

**Psychology of Judgement and Decisions Making** (Dr. Eldar Shafir) Fall 2017

Courses designed and taught at The New School:

**Political Psychology** Fall 2014, Spring 2016, Spring 2017

**Judgement & Decision-Making** Fall 2015

Courses co-taught with Dr. Ginges:

**Introduction to Social Psychology** Spring 2015

**Fieldwork in Social & Political Psychology** Spring 2015

Teaching Assistantship (Graduate level courses):

**Social Psychology** – Dr. Emanuele Castano Fall 2015

**Body & Cognition** – Dr. Daniel Casasanto Fall 2012

Other Teaching Assistantship Positions:

**Principles of Marketing** (MBA course) Fall 2008, Spring 2009

**Human Resource Management** (MBA course) Fall 2008

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## Reviewer

*Journal of Experimental Psychology: General*

*Nature Human Behavior*

*Journal of Research in Personality*

*Evolution and Human Behavior*

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## Professional Affiliations

*Society for Personality and Social Psychology*

*Society for Judgment and Decision Making*

*American Psychological Association*

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## Skills

**Statistics:** Proficient in data analysis using R (7+ years). Skilled in data visualization, multilevel linear modeling, time series analysis, cross-validation, multidimensional scaling.

**Programming:** Experience in computer languages Python, and using Pandas and NumPy packages. Experience with JSON data manipulation. Familiar with Shell scripting, SQL.

**Web Services:** Experience with using Amazon Web Services (AWS) and Mechanical Turk.

**Languages:** English (fluent; TOEFL iBT:119), Persian (native), Japanese (basic).

**Other:** Photography: New School Alumni Photography Contest (2017) – Winner.

Green Belt in Hapkido (A Korean Martial Arts form). Avid soccer player.

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## References

**Professor Jeremy Ginges**

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New School, NY

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**Professor Eldar Shafir**

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Princeton University, NJ

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