

BRIAN J. LUCAS

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POSITIONS

2015- Booth School of Business, University of Chicago
Adjunct Assistant Professor of Behavioral Science
Postdoctoral Research Professional, Center for Decision Research
2013 Kellogg School of Management, Northwestern University
Lecturer of Management & Organizations

EDUCATION

2015 Ph.D. Northwestern University, Management & Organizations
2010 M.A. Columbia University, Social-Organizational Psychology
2008 B.A. Bucknell University, Psychology

GRANTS, HONORS, AND AWARDS

- Best Empirical/Theoretical Paper Award, CM Division, AOM, 2016
- Best Paper Proceedings, AOM, 2016
- Polsky Center for Entrepreneurship & Innovation Grant (PI: \$6,800). *Understanding Beliefs About Creativity Over Time*. University of Chicago, 2015
- Attended Organizational Behavior Doctoral Consortium (OBDC), AOM, 2014
- Best Student Poster Award, SPSP, 2014
- Dispute Resolution Research Center Grant (Co-PI with Rachel Ruttan: \$2,000). *The Social and Motivational Consequences of Money*. Northwestern University, 2012
- Senior Thesis Honors Distinction, Department of Psychology, Bucknell University, 2008

RESEARCH INTERESTS

Morality and Ethics, Creativity, Social Cognition, Judgment & Decision-Making

JOURNAL ARTICLES

(Data and materials of first authored publications available at: osf.io/ksdgh)

Lucas, B. J., Galinsky, A. D., & Murnighan, J. K. (in press). An intentions-based account: Why perspective-taking can both decrease and increase moral condemnation. *Personality and Social Psychology Bulletin*.

Effron, D. A., Lucas, B. J., & O'Connor, K. (2015). Hypocrisy by association: When organizational membership increases condemnation for wrongdoing. *Organizational Behavior and Human Decision Processes*, 130, 147-159.

- Lucas, B. J. & Nordgren, L. F. (2015). People underestimate the value of persistence for creative performance. *Journal of Personality and Social Psychology*, 109, 232-243.
- Lucas, B. J. & Galinsky, A. D. (2015). Is Utilitarianism risky? How the same antecedents and mechanism produce both utilitarian and risky choices. *Perspectives on Psychological Science*, 10, 541-548.
- Lucas, B. J. & Livingston, R. W. (2014). Feeling socially connected increases utilitarian choices in moral dilemmas. *Journal of Experimental Social Psychology*, 53, 1-4.
- Yap, A. J., Wazlawek, A. S., Lucas, B. J., Cuddy, A. J. C., & Carney, D. R. (2013). The incidental ergonomics of life and work can lead to stealing, cheating, and traffic violations. *Psychological Science*, 24, 2281-2289.

IN REVISION / UNDER REVIEW / WORKING PAPERS

(Manuscripts available by request)

- Carton, A. M. & Lucas, B. J. Repairing the blurry vision bias: An antidote to the paradox of vision communication (Revise & Resubmit)
- Ruttan, R. L. & Lucas, B. J. The reciprocal relationship between monetary-pursuits and self-dehumanization (Under Review)
- Lucas, B. J. & Kteily, N. S. Moral judgment as hierarchy dependent: Egalitarianism differentially predicts moral concern for low-status versus high-status targets (working paper)
- Lucas, B. J. & Waytz, A. Curvilinear morality: Moralized and amoralized attitudes predict empathy and perceived bias (working paper)
- Lucas, B. J. & Nordgren L. F. Motivated mental imagery: Threatening mental images are minimized in the mind's eye (working paper)
- Carney, D. R., Yap, A. J., Lucas, B. J., & Mehta, P. H., McGee, J. A., & Wilmoth, C. Power buffers stress. (working paper)

WORK IN PROGRESS

- Lucas, B. J. & Nordgren, L. F. Capturing the creative benefits of persistence: Continuous work versus task switching in idea generation tasks (drafting manuscript)
- Lucas, B. J. & Nordgren, L. F. Novelty neglect: Beliefs about the trajectory of creativity over time (drafting manuscript)

- Lucas, B. J., Effron, D. A., & O'Connor, K. Intergenerational hypocrisy: When an organization's past erodes legitimacy (drafting manuscript)
- Lucas, B. J. & Epley, N. The power of brainpairing: Dyads are more creative than groups and have more fun than individuals (collecting data)
- Lucas, B. J. & Shah, A. The creative labor illusion: People underestimate the value of labor in the innovation process (collecting data)
- Lucas, B. J. & Kardas, M. Creative abilities are perceived as less learnable than non-creative abilities (collecting data)
- Lucas, B. J. & Kteily, N. S. Validating a new measure of explicit mechanistic dehumanization (collecting data)
- O'Connor, K., Effron, D. A., & Lucas, B. J. Charity as hypocrisy: When good deeds seem less praiseworthy (collecting data)
- Chui, C. & Lucas, B. J. Implicit relational models predict prosocial and citizenship behaviors at work (collecting data)

POPULAR ARTICLES

- Lucas, B. & Nordgren, L. (Dec 1, 2015). Giving up is the enemy of creativity. *Harvard Business Review*.

CHAPTERS & OTHER PUBLICATIONS

- Lucas, B. J. & Kteily, N. S. (2016). High SDO individuals display moral concern for harm to high status (but not low status) targets. *Academy of Management Proceedings*.
*Best Empirical/Theoretical Paper Award Winner, CM Division
- Thompson, L. & Lucas, B. J. (2014). Judgmental biases in conflict resolution and how to overcome them. In P. T. Coleman, M. Deutsch, & E. C. Marcus (eds.). *Handbook of Conflict Resolution*, (pp. 255-282). San Francisco, CA: Jossey-Bass.
- Thompson, L., Lucas, B. J., & Hall, E.V. (2014). Negotiation bandwidth. In N. M. Ashkanasy, O. B. Ayoko, & K. Jehn (eds.). *Handbook of Research in Conflict Management*, (pp. 461-479). UK: Edward Edgar Publishing.
- Thompson, L. Lucas, B., & Hall, E.V. (2012). Upstream and downstream negotiation research. In R. Croson & G. Bolton (eds.). *Oxford Handbook of Economic Conflict Resolution*, (pp. 372-388). New York: Oxford University press.

Thompson, L., Richardson, E.V., & Lucas, B. (2012). Integrating Negotiation Research with Team Dynamics. In Goldman and D. Shapiro (eds.). *The Psychology of Negotiations in the 21st Century workplace*. SIOP Frontiers Series.

Lucas, B. J., Schubert, E., & Halpern, A. R. (2010). Perception of emotion in sounded and imagined music. *Music Perception*, 27, 399-412.

Gais, S., Lucas, B. & Born, J. (2006). Sleep after learning aids memory recall. *Learning & Memory*, 13, 259-262.

ORGANIZED SYMPOSIA & CONFERENCES

2016 Lucas, B. J. (Organizer & Chair; OB, MOC Divisions). *Creativity Motivated: New Investigations of Creativity's Motivational Antecedents and Consequences*, Academy of Management annual conference, Anaheim, CA.

2015 Lucas, B. J. & Schroeder, J. (Organizer & Chair; OB, CM, MOC Divisions). *Dangerously Close: The Reciprocal Link Between Social Closeness and Bad Behavior*, Academy of Management annual conference, Vancouver, BC.

2013 Lucas, B. J. & Schroeder, J. (Conference Organizer). Kellogg-Booth Student Symposium, first annual, Chicago, IL.

INVITED PRESENTATIONS

2015 University of Chicago, Booth School of Business, CDR Brownbag, Chicago, IL

2014 University of California–Berkeley, Haas School of Business, Berkeley, CA

2013 Northwestern University, Morality & Ethics Brownbag, Evanston, IL

2012 University of Illinois at Chicago, Social Psychology Brownbag, Chicago, IL

CONFERENCE PRESENTATIONS

2016 Lucas, B. J. & Nordgren, L. F. *Novelty neglect: The misunderstood relationship between time and creativity*. Talk given at the Academy of Management, Anaheim, CA.

2016 Lucas, B. J. & Kteily, N. *Moral judgment as hierarchy dependent: Egalitarianism differentially predicts moral concern for low-status versus high-status targets*. Talk given at the Academy of Management, Anaheim, CA.

2016 Lucas, B. J., O'Connor, K., & Effron, D.A. *Intergenerational hypocrisy: When an organization's past erodes legitimacy*. Talk given at the International Society for Justice Research, Canterbury, UK.

2016 Lucas, B. J. & Kteily, N. *Social dominance orientation and target social status predict moralization*. Talk given at the Midwestern Psychological Association, Chicago, IL.

- 2016 Lucas, B. J. & Nordgren, L. F. *Persistence is an undervalued route to creative performance*. Poster presented at the Society for Personality and Social Psychology, San Diego, CA.
- 2015 Lucas, B. J. & Carton, A. M. *Addressing biases in vision communication*. Talk given at the Academy of Management, Vancouver, BC.
- 2015 Lucas, B. J. & Nordgren, L. F. *People underestimate the value of persistence for creative performance*. Talk given at the Academy of Management, Vancouver, BC.
- 2015 Lucas, B. J. & Livingston, R.W. *Social connection increases utilitarian choice in moral dilemmas*. Talk given at the Academy of Management, Vancouver, BC.
- 2015 Lucas, B. J., Galinsky, A. G., & Murnighan, J. K. *When and why perspective-taking increases moral condemnation*. Talk given at the Midwestern Psychological Association, Chicago, IL.
- 2015 Lucas, B. J., Galinsky, A. G., & Murnighan, J. K. *An Intention-Based Account of Perspective-Taking: When and Why Perspective-Taking Increases Moral Condemnation*. Talk given at the Society for Personality and Social Psychology, Long Beach, CA.
- 2015 Lucas, B. J. & Nordgren, L. F. *People underestimate the value of persistence for creative performance*. Poster presented at the Society for Personality and Social Psychology, Long Beach, CA.
- 2014 Lucas, B. J. & Nordgren, L. F. *People underestimate the value of persistence for creative performance*. Talk given at the Society for Judgment and Decision Making, Long Beach, CA.
- 2014 Lucas, B. J. & Waytz, A. *Moralization and amoralization predict empathy and perceptions of bias in contentious social domains*. Talk given at the Academy of Management, Philadelphia, PA.
- 2014 Lucas, B. J. & Waytz, A. *Curvilinear morality: Moralization and amoralization predict interpersonal empathy and perceived bias*. Talk given at the International Society for Justice Research, New York, NY.
- 2014 Lucas, B. J. & Galinsky, A. D. *Utilitarian choices are processed as risky choices*. Talk given at the Midwestern Psychological Association, Chicago, IL.
- 2014 Lucas, B. J. & Waytz, A. *Curvilinear morality: Moralization and amoralization predict interpersonal empathy and perceived bias*. Poster presented at the Society for Personality and Social Psychology, Austin, TX.

- 2013 Lucas, B. J. *Motivated mental imagery: The role of visual-spatial distance in the mental simulation of threatening outcomes*. Talk given at the Society for Judgment and Decision Making, Toronto, Canada.
- 2013 Lucas, B. J. & Thompson, L.L. *Embarrassment, pride, and group creativity*. Talk given at the Academy of Management, Orlando, FL.
- 2013 Lucas, B. J. *When friends promote ends: Social connection increases utilitarian choice in moral dilemmas*. Talk given at the Trans-Atlantic Doctoral Conference, London, UK.
- 2013 Lucas, B. J. & Livingston, R.W. *When friends promote ends: Social connection increases utilitarian choice in moral dilemmas*. Talk given at the Midwestern Psychological Association, Chicago, IL.
- 2013 Lucas, B. J. & Livingston, R.W. *When friends promote ends: Social connection increases utilitarian choice in moral dilemmas*. Talk given at the Morality & Justice Preconference at the Society for Personality and Social Psychology, New Orleans, LA.
- 2013 Lucas, B. J. & Waytz, A. *Mind the gaps: The curvilinear relationship between attitude moralization and interpersonal empathy*. Poster presented at the Society for Personality and Social Psychology, New Orleans, LA.
- 2012 Lucas, B. J. & Livingston, R.W. *When friends promote 'ends': Social connection increases utilitarian choice in moral dilemmas*. Poster presented at the Society for Judgment and Decision Making, Minneapolis, MN.
- 2012 Lucas, B. J. & Nordgren, L. F. *Threat looks better from a distance: The role of spatial distance in the simulation of threatening outcomes*. Poster presented at the Behavioral Decision Research in Management, Boulder, CO.
- 2012 Lucas, B. J., Galinsky, A. G., & Murnighan, J. K. *The mind and heart of a scoundrel: The differential impact of cognitive and emotional perspective taking on the perception of unethical behavior*. Poster presented at the Mind Perception Preconference at the Society for Personality and Social Psychology, San Diego, CA.

TEACHING EXPERIENCE

Sole Instructor (MBA)

Booth School of Business, University of Chicago, 2016-17

Leading and Managing Teams

Kellogg School of Management, Northwestern University, 2013

Leading and Managing Teams

Course Assistant (MBA)

Kellogg School of Management, Northwestern University

Values-Based Leadership, Adam Waytz, 2013, 2015

Negotiations, Nicole M. Stephens, 2013
Leading High-Impact Teams, Leigh Thompson, Erika Hall, 2012-13
Bargaining, Keith Murnighan, Hajo Adam, 2012
Leadership in Organizations, Loran Nordgren, 2011-13
Graduate School of Business, Columbia University
Managerial Negotiations, Pranjal H. Mehta, 2010
Leadership Development, Malia F. Mason, 2009

MEDIA MENTIONS (SELECTED)

The Atlantic • Big Think • Business Insider • Businessweek • Education Advisory Board • Harvard Business Review • Inc. • Kellogg Insights • Lifehacker • National Affairs • New York Magazine • Pacific Standard • Psychology Today • Scientific American • SmartBrief • SmartCompany • Time Magazine (blog) • Washington Post

ACADEMIC SERVICE

Ad-Hoc Reviewer

- *Frontiers in Psychology: Personality and Social Psychology*
- *Management Science*
- *Negotiation and Conflict Management Research*
- *Personality and Social Psychology Bulletin*
- *PLoS ONE*
- *Review of General Psychology*

Other Service

- AOM annual meeting reviewer, OB and CM divisions
- Volunteer session chair, MPA conference, 2016
- Volunteer paper session chair, AOM conference, 2014, 2016
- Kellogg MORS PhD Recruitment Committee, student member, 2013
- Research Assistant Coordinator for Keith Murnighan, 2012-15
- SPSP Mind Perception preconference, volunteer, 2012
- Kellogg MORS Social Committee, student member, 2011-13

CONSULTING

PURPLE Peer Mentor Program, Northwestern University
Prentice Women's Hospital, Feinberg School of Medicine

MEMBERSHIPS

Academy of Management
Midwestern Psychological Association
Society for Judgment and Decision Making
Society for Personality and Social Psychology

REFERENCES

ADAM GALINSKY

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Columbia Business School
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