

ROBB WILLER

Department of Sociology
450 Serra Mall, Bldg. 120
Stanford, CA 94305
Willer@Stanford.edu

EDUCATION

- Ph.D. Cornell University
 Sociology, 2006
 Dissertation: “A Status Theory of Collective Action”
- M.A. Cornell University
 Sociology, 2004
- B.A. University of Iowa
 Sociology, 1999 (with High Distinction)
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ACADEMIC POSITIONS

Associate Professor, Departments of Sociology, Psychology (*by courtesy*), and Graduate School of Business (*by courtesy*), Stanford University, 2013-present

Fellow, Center for Advanced Study in the Behavioral Sciences, Stanford University, 2012-13.

Associate Professor, Department of Sociology, University of California, Berkeley, 2012-2013.

Visiting Professor, Department of Economic and Social Psychology, University of Cologne, Germany, 2011.

Director, Laboratory for Social Research, University of California, Berkeley, 2006-2013.

Assistant Professor, Departments of Sociology, Psychology (*by courtesy*), and Cognitive Science (*affiliated faculty*), University of California, Berkeley, 2006-2012.

PUBLICATIONS

Matthew Feinberg and Robb Willer. 2014. “Gossip and Ostracism Solve the Cooperation Problem.” *Psychological Science*. In press.

Cameron Anderson and Robb Willer. 2014. "Do Status Hierarchies Benefit Groups? A Bounded Functionalist Account." In *The Psychology of Social Status* (Eds. J. T. Cheng, J. L. Tracy, & C. Anderson). New York: Springer. In press.

Jojanneke Van der Toorn, Matthew Feinberg, John T. Jost, Aaron C. Kay, Tom Tyler, Robb Willer, and Caroline Wilmuth. 2014. "A Sense of Powerlessness Fosters System Justification: Implications for the Legitimation of Authority, Hierarchy, and Government." *Political Psychology*. In press.

Jennifer Stellar and Robb Willer. 2014. "The Corruption of Value: Negative Moral Associations Diminish the Value of Money." *Social Psychological and Personality Science*. 5:60-66.

Robb Willer, Christabel Rogalin, Bridget Conlon, and Michael T. Wojnowicz. 2013. "Overdoing Gender: A Test of the Masculine Overcompensation Thesis." *American Journal of Sociology*. 118:980-1022.

Matthew Feinberg and Robb Willer. 2013. "The Moral Roots of Environmental Attitudes." *Psychological Science*. 24:56-62.

Stéphane Côté, Paul Piff, and Robb Willer. 2013. "For Whom Do the Ends Justify the Means? Social Class and Utilitarian Moral Judgment." *Journal of Personality and Social Psychology*. 104:490-503.

Brent Simpson, Ashley Harrell, and Robb Willer. 2013. "Hidden Paths from Morality to Social Order: Moral Judgments Promote Prosocial Behavior." *Social Forces*. 91:1529-1548.

Matthew Feinberg, Olga Antonenko, Robb Willer, E.J. Horberg, and Oliver P. John. 2013. "Gut Check: Reappraisal of Disgust Helps Explain Liberal-Conservative Differences on Issues of Purity." *Emotion*. In press.

Laura R. Saslow, Robb Willer, Matthew Feinberg, Paul K. Piff, Katharine Clark, Dacher Keltner, and Sarina Saturn. 2013. "My Brother's Keeper? Compassion Predicts Generosity More Among Less Religious Individuals." *Social Psychological and Personality Science*. 4:31-38.

Olga Antonenko Young, Robb Willer, and Dacher Keltner. 2013. "'Thou Shalt Not Kill': Fundamentalism, Conservatism, and Rule-Based Moral Processing." *Psychology of Religion and Spirituality*.

Robb Willer, Francis J. Flynn, and Sonya Zak. 2012. "Structure, Identity and Solidarity: A Comparative Field Study of Generalized and Direct Exchange." *Administrative Science Quarterly*. 57:119-155.

Brent Simpson, Robb Willer, and Cecilia Ridgeway. 2012. "Status Hierarchies and the Organization of Collective Action." *Sociological Theory*. 30: 149-166.

Matthew Feinberg, Robb Willer, Jennifer Stellar, and Dacher Keltner. 2012. "The Virtues of Gossip: Reputational Information Sharing as Prosocial Behavior." *Journal of Personality and Social Psychology*. 102:1015-1030.

Cameron Anderson, Robb Willer, Gavin J. Kilduff, and Courtney Brown. 2012. "The Origins of Deference: When Do People Prefer Lower Status?" *Journal of Personality and Social Psychology*. 102:1077-1088.

Matthew Feinberg, Robb Willer, Olga Antonenko, and Oliver John. 2012. "Liberating Reason from the Passions: Overriding Intuitionist Moral Judgments through Emotional Reappraisal." *Psychological Science*. 23:788-795

Matthew Feinberg, Robb Willer, and Dacher Keltner. 2012. "Flustered and Faithful: Embarrassment as a Signal of Prosocial Behavior." *Journal of Personality and Social Psychology*. 102:81-97.

Robb Willer, Reef Youngren, Lisa Troyer, and Michael Lovaglia. 2012. "How Do the Powerful Attain Status? The Roots of Legitimate Power Inequalities." *Managerial and Decision Economics*. 33:355-367.

Robb Willer, Amanda J. Sharkey, and Seth Frey. 2012. "Reciprocity on the Hardwood: Passing Patterns Among Professional Basketball Players." *PLoS ONE*. 7(12): e49807.

Christin Munsch and Robb Willer. 2012. "The Role of Gender Identity Threat in Perceptions of Date Rape and Sexual Coercion." *Violence Against Women*. 18: 1125-1146.

Matthew Feinberg, Joey Cheng, and Robb Willer. 2012. "Gossip as an Effective and Low Cost Form of Sanctioning." *Behavioral and Brain Sciences*. 35:25.

Andrew Penner and Robb Willer. 2011. "Stigma and Glucose Levels: Testing Ego Depletion and Arousal Explanations of Stereotype Threat Effects." *Current Research in Social Psychology*. 16:1-15.

Matthew Feinberg and Robb Willer. 2011. "Apocalypse Soon? Dire Messages Reduce Belief in Global Warming by Contradicting Just World Beliefs." *Psychological Science*. 22:34-38.

Michael Macy, Damon Centola, Andreas Flache, Arnout van de Rijt, and Robb Willer. 2011. "Social Mechanisms and Generative Explanations: Computational Models with Double Agents." Pp. 250-65 in *Analytic Sociology and Social Mechanisms*. Ed. Pierre Demeulenaere. Cambridge University.

Robb Willer, Matthew Feinberg, Kyle Irwin, Michael Schultz, and Brent Simpson. 2010. "The Trouble with Invisible Men: How Reputational Concerns Motivate Generosity." Pp. 315-330 in *The Handbook of the Sociology of Morality*. Eds. Steve Hitlin and Stephen Vaisey. New York: Springer.

Robb Willer, Ko Kuwabara, and Michael W. Macy. 2009. "The False Enforcement of Unpopular Norms." *American Journal of Sociology*. 115:451-90.

Robb Willer. 2009. "Groups Reward Individual Sacrifice: The Status Solution to the Collective Action Problem." *American Sociological Review*. 74:23-43.

Robb Willer. 2009. "A Status Theory of Collective Action." Pp. 133-163 in *Advances in Group Processes, Vol. 26*. Eds. Shane R. Thye and Edward J. Lawler. London: Emerald.

Robb Willer. 2009. "No Atheists in Foxholes: Motivated Reasoning and Religious Ideology." Pp. 241-266 in *Social and Psychological Bases of Ideology and System Justification*. Eds. John T. Jost, Aaron C. Kay, and Hulda Thorisdottir. Oxford, UK: Oxford University Press.

Robb Willer and Nick Adams. 2008. "The Threat of Terrorism and Support for the 2008 Presidential Candidates: Results of a National Field Experiment." *Current Research in Social Psychology*. 14:1-22.

Brent Simpson and Robb Willer. 2008. "Altruism and Indirect Reciprocity: The Interaction of Person and Situation in Prosocial Behavior." *Social Psychology Quarterly*. 71: 37-52.

Will Kalkhoff and Robb Willer. 2008. "Deterring Deviance: Rationality and Self-Control." Pp. 39-62 in *Experiments in Criminology and Law*. Eds. Christine Horne and Michael J. Lovaglia. New York: Rowan and Littlefield.

Pat Barclay and Robb Willer. 2007. "Partner Choice Creates Competitive Altruism in Humans." *Proceedings of the Royal Society B: Biological Sciences*. 274: 749-753.

Ko Kuwabara, Robb Willer, Michael W. Macy, Rie Mashima, Shigeru Terai, and Toshio Yamagishi. 2007. "Culture, Identity, and Structure in Social Exchange: A Web-Based Trust Experiment in the U.S. and Japan." *Social Psychology Quarterly*. 70:461-479.

Robb Willer. 2007. "The Role of Metanetworks in Network Evolution." *Journal of Mathematical Sociology*. 31:101-119.

Stephen Benard and Robb Willer. 2007. "A Wealth and Status-Based Model of Residential Segregation." *Journal of Mathematical Sociology*. 31:149-174.

Damon Centola, Robb Willer, and Michael W. Macy. 2005. "The Emperor's Dilemma: A Computational Model of Self-Enforcing Norms." *American Journal of Sociology*. 110(4):1009-40.

Robb Willer, Lisa Troyer, and Michael J. Lovaglia. 2005. "Influence Over Observers of Structural Power: An Experimental Investigation." *The Sociological Quarterly*. 46:263-77.

Robb Willer. 2004. "The Effects of Government-Issued Terror Warnings on Presidential Approval Ratings." *Current Research in Social Psychology*. 10(1): 1-12.

Michael J. Lovaglia, Robb Willer, and Lisa Troyer. 2003. "Power, Status, and Collective Action: Developing Fundamental Theories to Address a Substantive Problem." Pp. 105-132 in *Advances in Group Processes, Volume 20*. Eds. Shane R. Thye and John Skvoretz. New York: Elsevier.

Michael W. Macy and Robb Willer. 2002. "From Factors to Actors: Computational Sociology and Agent-Based Modeling." *Annual Review of Sociology*. 28:143-66.

Michael J. Lovaglia and Robb Willer. 2002. "Theory, Simulation and Research: The New Synthesis." Pp. 247-262 in *The Growth of Social Knowledge: Theory, Simulation and Empirical Research in Group Processes*. Eds. Jacek Szmatka, Michael Lovaglia, and Kinga Wysienska. Westport, CT: Praeger.

David Willer, Casey Borch, and Robb Willer. 2002. "Games, Norms and Status: A Theoretical Model of Solidarity and Cohesion." Pp. 67-108 in *Advances in Group Processes, Volume 19*. Eds. Shane R. Thye and Edward J. Lawler. New York: Elsevier.

David Willer, Barry Markovsky, Henry Walker, Robb Willer, Brent Simpson, Michael Lovaglia, and Shane Thye. 2002. "Network Exchange Theory." Pp. 109-144 in *New Directions in Sociological Theory: The Growth of Contemporary Theories*. Eds. Joe Berger and Morris E. Zelditch. Rowan and Littlefield.

Robb Willer and David Willer. 2000. "Exploring Dynamic Networks: Hypotheses and Conjectures." *Social Networks*. 22:251-272.

WORKS IN PROGRESS

Gavin J. Kilduff, Cameron Anderson, and Robb Willer. "Consensus and Contribution: Shared Status Hierarchies Promote Group Success." *Revise and resubmit from Organization Science*.

Robb Willer, Christopher Wimer, and Lindsay Owens. "Explaining the Gender Gap in Charitable Giving: Lower Empathy Leads Men to Give Less to Poverty Relief." *Revise and resubmit from Social Science Research*.

Brent Simpson and Robb Willer. "Sociological Foundations of Cooperation and Prosocial Behavior: Rules, Reputations, and Relations." *In preparation for Annual Review of Sociology*.

Andrei Boutyline and Robb Willer. "The Social Structure of Political Echo Chambers: Ideology and Political Homophily in Online Communication Networks."

Robb Willer, Francis J. Flynn, Matthew Feinberg, Ole Mensching, Vera Rita de Mello Ferreira, Ana Maria Bianchi, Shoham Choshen-Hillel, Ori Weisel, Kaiping Peng, and Detlef Fetchenhauer. "Do People Pay it Forward? Gratitude Fosters Generalized Reciprocity."

Robb Willer, Matthew Feinberg, Francis J. Flynn, and Brent Simpson. "The Duality of Generosity: Altruism and Status-Seeking Motivate Prosocial Behavior."

Robb Willer, Matthew Feinberg, and Rachel Wetts. "The Decline of Whiteness and the Rise of the Tea Party."

Matthew Feinberg and Robb Willer. "Persuading Partisans: Targeted Moral Reframing Facilitates Political Influence."

Rachel Wetts and Robb Willer. "Welfare Attitudes and White Status Anxiety: Group Position Explains Declining Entitlement Support Among Whites."

Andrew Penner and Robb Willer. "Refusing to Fail: Male Persistence and the Gender Gap in STEM Representation."

GRANTS AND FELLOWSHIPS

California Environmental Protection Agency Air Resources Board, 2011-13.
"Cool California Carbon Challenge: A Pilot Intra- and Inter-Community Carbon Footprint Reduction Challenge." (with Daniel M. Kammen) \$300,004

National Science Foundation Dissertation Improvement Grant, 2010-2012.
"Cultural Resources and the Transition to First-time Motherhood." (with Sarah Garrett) \$10,000

Time-Sharing Experiments in the Social Sciences. "Testing the Effects of Message Framing on Support for Poverty Relief." (co-Principal Investigator with Chris Wimer). 2010.

Invited to the Institute for Advanced Study, Princeton, NJ. 2008.

Center on the Economics and Demography of Aging. University of California, Berkeley. 2008-9. "Genetic Bases of Altruistic Behavior in Humans." \$20,000.

National Science Foundation. 2007-2009. "Status and the Organization of Collective Action." (with Brent Simpson) \$99,000

Lester Center for Entrepreneurship and Innovation, Ewing Marion Kauffman Foundation. 2007-2009. "The Role of Entrepreneurship in "Freecycle:" An On-Line, Altruistic Community." \$25,000.

Committee on Research Grants, University of California, Berkeley. 2006-7, 2007-8, 2008-9, 2009-10, 20010-11. \$2,400, \$3,000, \$7,500, \$5,000.

Time-Sharing Experiments in the Social Sciences. "Experimental Study of the Effects of Government Terror Warnings on Political Attitudes" (Principal Investigator). 2008.

University of California Regents' Junior Faculty Fellowship. 2007. \$5,000.

National Science Foundation Dissertation Improvement Grant, 2004-2006. "Testing a Status Theory of Collective Action." SES 0405352 (with Michael W. Macy) \$7,500

National Science Foundation, 2003-2005, "Popular Enforcement of Unpopular Norms." (with Michael W. Macy) \$130,000

Jacob K. Javits Graduate Fellowship, U.S. Department of Education, 2001-2005

Russell Sage Research Grant, Cornell University, 2001-2006, \$13,500

Research Grant, Center for the Study of Inequality, Cornell University, 2000, \$2,000

Russell Sage Fellowship, Cornell University, 2000-2001, 2005-6

AWARDS (RESEARCH)

American Sociological Association, Altruism, Morality, and Social Solidarity Section Outstanding Article Award, Honorable Mention, for "Structure, Identity

and Solidarity: A Comparative Field Study of Generalized and Direct Exchange,” 2013

American Sociological Association, Altruism, Morality, and Social Solidarity Section Outstanding Article Award, Honorable Mention, for “Groups Reward Individual Sacrifice: The Status Solution to the Collective Action Problem,” 2012

American Sociological Association, Rationality and Society Section Paper Award for “The False Enforcement of Unpopular Norms,” (with Ko Kuwabara and Michael W. Macy) 2011

Robert and Clarissa Rees Memorial Distinguished Alumni Lecturer, Department of Sociology, University of Iowa, 2011

Distinguished Graduate Alumnus Speaker, Department of Sociology, Cornell University, Annual Graduate Student Miniconference, 2008.

American Sociological Association, Mathematical Sociology Section Paper Award for “The Emperor’s Dilemma: A Computational Model of Self-Enforcing Norms,” (with Damon Centola and Michael W. Macy) 2006

American Sociological Association, Mathematical Sociology Section Graduate Student Paper Award for “A Wealth and Status-Based Model of Residential Segregation,” (with Stephen Benard) 2006

American Sociological Association, Peace, War, and Social Conflict Section Elise M. Boulding Best Graduate Student Paper Award, 3rd place, for “The Effects of Government-Issued Terror Warnings on Presidential Approval Ratings,” 2005

American Sociological Association, Mathematical Sociology Section Graduate Student Paper Award for “Metanetworks: A Factor in Structural Change,” (with Arnout van de Rijt) 2004

Robin Williams Jr. Best Graduate Student Paper Award for “The Intelligibility of Unintelligible Texts: Authorial Status and Text Evaluation,” Cornell University, Department of Sociology 2004

Graduate Fellow, American Academy of Political and Social Science, Elected November 2004

Distinguished Undergraduate Scholar Award, University of Iowa, Spring 2000

Manford Kuhn Graduate Student Paper Award for “The Propensity-Utility Theory of Deviance,” Iowa Sociological Association Meetings, 2000

Outstanding Senior Sociology Student, University of Iowa, 1999

AWARDS (TEACHING)

Golden Apple Award for Outstanding Teaching, University of California, Berkeley, 2009 (Only teaching award given by UC-Berkeley student body)

Nominated, Distinguished Graduate Student Mentoring Award, University of California, Berkeley, 2009

Honorary Member, Golden Key International Honor Society, Inducted for Excellence in Teaching, 2009

MEDIA COVERAGE OF RESEARCH

Electronic Media

Terror Threat Research (2008): MSNBC, KNBC (Los Angeles), NBC11 (San Francisco)

Terror Warnings Research (2004): The Today Show, The Abrams Report, NOW with Bill Moyers, All Things Considered, “Wait, Wait...Don’t Tell Me”

Masculine Overcompensation Research: CNN, MSNBC, Headline News

Altruism Research: NBC Nightly News, NPR, ABC News Channel 7 (San Francisco), NBC Bay Area, KCBS (San Francisco), KQED (San Francisco)

Global Warming Skepticism Research: Fox News, KGO (San Francisco), KPFA (Berkeley)

Gossip Research: KQED (San Francisco)

Print and Online Media - U.S./CANADA

Terror Threat Research (2008): San Francisco Chronicle, Huffington Post

Terror Warnings Research (2004): Washington Post, USA Today, L.A. Times, Philadelphia Inquirer, New York Post, Miami Herald, Chicago Sun-Times, Detroit Free-Press, Seattle Post Intelligencer, Charlotte Observer, Seattle Times, Dallas Morning News, Associated Press, Slate, Psychology Today, Arizona Republic, others...

Masculine Overcompensation Research: Science, Chicago Tribune, Harper’s Magazine, Philadelphia Inquirer, The Advocate, Reuters, Men’s Health, Newark Star-Ledger, others...

Altruism Research: San Francisco Chronicle, Men’s Health, Greater Good Magazine

Status Research: Scientific American

Global Warming Skepticism Research: Nature, Reuters, New York Times Blog, New York Times Freakonomics Blog, Washington Post Blog, Time Magazine Blog, Scientific American Blog, Big Think, San Jose Mercury News, Orange County Register, East Bay Express

Embarrassment Research: National Geographic, Harper’s Magazine, Huffington Post, Shape Magazine, Forbes, Marie Claire

Gossip Research: New York Times, L.A. Times, San Francisco Chronicle, U.S. News and World Report

Print and Online Media - INTERNATIONAL

Terror Warnings Research (2004): The Guardian (UK), Collective Bellacio (France), Times of India (India), The Australian (Australia), Lucianne (Taiwan), Sydney Morning Herald (Australia), Melbourne Herald Sun (Australia), others...

Masculine Overcompensation Research: The Mirror (UK), Melbourne Herald Sun (Australia), The Telegraph (India), The Cape Argus (South Africa), Stabroek News, (Guyana), others...

Altruism Research: The Taipei Times (Taiwan), The Brunei Times, Bahrain Gulf Daily News, The Times of India, UPI

Global Warming Skepticism Research: Nature

Embarrassment Research: Globe and Mail, Montreal Gazette, Toronto Star, French Tribune, Hindustan Times, Times of India

Gossip Research: The Guardian, Daily Mail (UK), Telegraph (UK)

ELECTRONIC MEDIA INTERVIEWS

Altruism Research: 20/20, Nightline, ABC News Channel 7 (San Francisco), Australian Broadcasting Corporation (Sydney)

Terror Warnings Research (2004): KFNN Radio (Phoenix), KCSF Radio (Fullerton, CA), Radio Islam (Chicago)

Masculine Overcompensation Research: KOMO (Seattle), Radio 3AW (Melbourne, Australia), BBC Radio (Devon, UK), WORT (Madison, Wisconsin), KUAR (Little Rock, AR)

Embarrassment Research: BBC Radio, KCBS (San Francisco), NHPR (New Hampshire)

PROFESSIONAL ACTIVITIES AND SERVICE

Occasional Reviewer:

American Sociological Review, American Journal of Sociology, Journal of Personality and Social Psychology, Administrative Science Quarterly, American Political Science Review, Social Forces, Psychological Review, National Science Foundation, Social Psychology Quarterly, Sociological Theory, Organization Science, Management Science, Social Problems, European Journal of Social Psychology, European Review of Philosophy, The Sociological Quarterly, Social Science Research, Nature Climate Change, Sociological Focus, Social Justice Research, Rationality and Society, PLoS ONE, Current Research in Social Psychology, Encyclopedia of Human Behavior, Journal of Social, Evolutionary, and Cultural Psychology

Consulting Editor, *Sociological Science*, 2013-

Editorial Board, *Sociological Theory*, 2012-

Consulting Editor, *American Journal of Sociology*, 2011-2013

Associate Principal Investigator, Time-Sharing Experiments for the Social Sciences, 2013-

Council Member (Elected), ASA Altruism, Morality, and Social Solidarity Section, 2012-2014

Nominations Committee, ASA Altruism, Morality, and Social Solidarity Section, 2013-2014

Council Member (Elected), ASA Social Psychology Section, 2010-12

Council Member (Elected), ASA Mathematical Sociology Section, 2009-11

Chair, Paper Award Committee, ASA Mathematical Sociology Section, 2010-2011

Chair, Book Award Committee, ASA Mathematical Sociology Section, 2009-2010

Member, Graduate Student Paper Award Committee, ASA Theory Section, 2009-2010

Co-Chair, Graduate Student Paper Award Committee, Berkeley Sociology Department, 2009-10

Co-Organizer, Group Processes Miniconference, 2009

Presider, Group Processes Regular Session, American Sociological Association Meetings Annual Meetings, 2009.

Member, Program Committee, Social Psychology Section, 2008-9

Council Member (Elected), ASA Mathematical Sociology Section, 2005-7.

Member, ASA Mathematical Sociology Section Award Committee, 2006-7

American Sociological Association Student Forum Advisory Board (Elected), 2005-6

Presider, Group Processes Regular Session, American Sociological Association Meetings. Philadelphia, PA. August 2005.

Chair and Discussant, Graduate Student Research Session, Group Processes Conference, Chicago, IL, August 2002.

Chair, Powerful Experiments Session, International Sunbelt Social Networks Conference: April 2000

INVITED TALKS

“The Decline of Whiteness and the Rise of the Tea Party.” Justice and Morality Preconference, Society for Personality and Social Psychology Annual Meetings. Austin, TX. February 2014.

“The Decline of Whiteness and the Rise of the Tea Party.” Social Psychology Lab. Stanford University. November 2013.

“Persuading Partisans: Targeting an Audience's Moral Values Facilitates Political Influence.” Organizations and Management Seminar Series. Yale University. April 2013

“Persuading Partisans: Targeting an Audience's Moral Values Facilitates Political Influence.” Management and Organizations Speaker Series, Johnson Graduate School of Management and the Industrial and Labor Relations School, Cornell University. March 2013

“Persuading Partisans: Reframing Political Issues in Terms of Endorsed Moral Values Facilitates Influence.” Claremont Symposium on Bridging Ideological Divides. Claremont College. March 2013.

“Dual Motivations Sustaining Social Order: Status and Altruism Solve the Collective Action Problem.” Nuffield College, Oxford University. February 2013.

“Dual Motivations Sustaining Social Order: Status and Altruism Solve the Collective Action Problem.” Organizations and Management Seminar Series, Goizueta Business School, Emory University. December 2012.

“Dual Motivations Sustaining Social Order: Status and Altruism Solve the Collective Action Problem.” Haas School of Business, University of California, Berkeley. September 2012.

“Who Gives to Get Ahead? Altruism Versus Status-Seeking in Prosocial Behavior.” Group Processes Miniconference, American Sociological Association Annual Meetings, Denver, Colorado. August 2012.

“Dual Motivations Sustaining Social Order: Status and Altruism Solve the Collective Action Problem.” Symposium on Game Theory and Human Behavior. University of Southern California. April 2012.

“Dual Motivations Sustaining Social Order: Status and Altruism Solve the Collective Action Problem.” Sociology Graduate Student Society Annual Speaker, University of Georgia, Department of Sociology, April 2012.

“Overdoing Gender: A Test of the Masculine Overcompensation Thesis.” Keynote Address, Fourth Annual UC-Berkeley Sociological Research Symposium. April 2012.

“Is Generosity Sincere or Strategic? Altruism versus Status-Seeking in Prosocial Behavior.” Society for Personality and Social Psychology Annual Meetings. San Diego. January 2012.

“Dual Motivations Sustaining Social Order: Status and Altruism Solve the Collective Action Problem.” Rotman School of Management, University of Toronto. December 2011.

“Groups Reward Individual Sacrifice: The Status Solution to the Collective Action Problem.” Game Theory and Human Behavior Speaker Series. University of Southern California. September 2011.

“Speaking to Two Disciplines: The Disciplinary Contributions of Sociological Social Psychology.” American Sociological Association Annual Meetings, Las Vegas, NV. August 2011.

“Groups Reward Individual Sacrifice: The Status Solution to the Collective Action Problem.” Institute of Economic and Social Psychology, University of Cologne. Cologne, Germany. June 2011.

“The Cognitive Response to Threat: Just World Beliefs and Americans’ Views of Global Warming.” Annual Lecture, American Culture and Politics Research Cluster, University of California, Davis. May 2011.

“Overdoing Gender: A Test of the Masculine Overcompensation Thesis.” University of Iowa, Department of Sociology. May 2011.

“Overdoing Gender: A Test of the Masculine Overcompensation Thesis.” Micro-Organizational Behavior Colloquium, Stanford Graduate School of Business. April 2011.

“Groups Reward Individual Sacrifice: The Status Solution to the Collective Action Problem.” Stern School of Business, New York University. January 2011.

“Overdoing Gender: A Test of the Masculine Overcompensation Thesis.” Harvard-MIT Economic Sociology Seminar. Harvard University, September 2010.

“Is Generosity Contagious? The Dynamics of Generalized Reciprocity.” 1st China International Conference on Positive Psychology, Tsinghua University. Beijing, China. August 2010.

“Results of a Study Exploring Genetic Correlates of Human Sociality.” Demography Department, University of California, Berkeley. May 2010.

“Is Generosity Sincere or Strategic? Altruism and the Desire for Status in Prosocial Behavior.” Power, Status, and Influence Conference. New York University. March 2010.

“Overdoing Gender: A Test of the Masculine Overcompensation Thesis.” Social Theory and Evidence Workshop. University of Chicago. November 2009.

“Keynote Address.” Teaching Conference for Graduate Student Instructors. University of California, Berkeley. August 2009.

“Social Psychological Factors Driving Prosocial Behavior.” National Science Foundation Morality Workshop. Washington, D.C. July 2009.

“Testing the Masculine Overcompensation Thesis.” Faculty Speaker, Annual Trustees Meeting, University of California, Berkeley. May 2009.

“Groups Reward Individual Sacrifice: The Status Solution to the Collective Action Problem.” Kellogg School of Management, Northwestern University. January 2009.

“Groups Reward Individual Sacrifice: The Status Solution to the Collective Action Problem.” Department of Sociology, Princeton University. November 2008.

“Masculinity, Testosterone, and Social Structure: Extending Research on Masculine Overcompensation.” Cornell University. Ithaca, NY. November 2008.

“Overdoing Gender: A Test of the Masculine Overcompensation Thesis.” Haas School of Business, University of California, Berkeley. November 2008.

“Overdoing Gender: A Test of the Masculine Overcompensation Thesis.” Social Psychology Workshop, Sociology Department. Stanford University. June 2008.

“Fear, Insecurity, and Political Opinion.” The Breakthrough Institute. Oakland, CA. June 2008.

“Groups Reward Individual Sacrifice: The Status Solution to the Collective Action Problem.” Institute for Personality and Social Research, University of California, Berkeley. October 2007.

“Groups Reward Individual Sacrifice: The Status Solution to the Collective Action Problem.” Department of Sociology, University of Arizona. October 2007.

“Groups Reward Individual Sacrifice: The Status Solution to the Collective Action Problem.” Goldman School of Public Policy. University of California, Berkeley. September 2007.

“Malcolm Gladwell’s *Blink* and Sociology’s Conception of the Individual.” American Sociological Association Meetings. New York, NY. August 2007.

“Do Men Overcompensate?” Sociology Department’s “Cal Day” Talk. University of California, Berkeley. April 2007.

“Fear, Insecurity, and Political Opinion.” International Computer Science Institute. University of California, Berkeley. April 2007.

“A Status Theory of Collective Action.” Organizational Behavior Group, Stanford Graduate School of Business. April 2007.

(with George Lakoff) “Why Cognitive Science Matters for Politics.” Institute of Cognitive and Brain Sciences. University of California, Berkeley. November 2006.

“Overdoing Gender: A Test of the Masculine Overcompensation Thesis.” Caregiver Bias Workshop. University of California, Hastings, College of the Law. San Francisco, CA. November 2006.

“Overdoing Gender: A Test of the Masculine Overcompensation Thesis.” American Environics. Oakland, CA. September 2006.

“Is Altruism Contagious? The Dynamics of Generalized Exchange.” Group Processes Mini-conference. Montreal, Quebec. August 2006

“Overdoing Gender: A Test of the Masculine Overcompensation Thesis.” Department of Human Development, Cornell University. March 2006.

“How Status Resolves the ‘Collective Action Problem.’” University of California, Berkeley. Sociology Department. October 2005.

“Overdoing Gender: A Test of the Masculine Overcompensation Thesis.”
Sociology Brown Bag Talk. Cornell University. September 2005.

“Flexibility in the Sociologist’s Theoretical Toolkit.” Junior Theorist’s
Symposium, Theory Section, American Sociological Association, August 2005.

OTHER PRESENTATIONS

Robb Willer. “Overcoming the Free-Rider Problem: Prosocial Behavior Earns
Diverse Material and Social Rewards.” Annual Meeting of the Society for
Personality and Social Psychology. Las Vegas, NV. January 2010.

Robb Willer, Matthew J. Feinberg, Brent Simpson, and Francis J. Flynn. “Who
Pursues Social Status? The Relationship Between Material Generosity and Status
Seeking.” American Sociological Association Meetings. San Francisco, CA.
August 2009.

Robb Willer. “Is Altruism Contagious?” Inter-Ivy Sociology Symposium. Cornell
University, Ithaca, NY. April 2006

Robb Willer. “Overdoing Gender: A Test of the Masculine Overcompensation
Thesis.” American Sociological Association Meetings. Philadelphia, PA. August
2005

Arnout van de Rijt & Robb Willer. “Metanetworks: A Factor in Structural
Change.” 3rd U.S.-Japan Joint Conference on Mathematical Sociology. Hokkaido
University, Sapporo Japan. June 2005

Robb Willer. “Testing the Masculine Overcompensation Thesis.” Inter-Ivy
Sociology Symposium. Yale University, New Haven, CT. April 2005

Robb Willer. “Testing a Status Theory of Collective Action.” Sociology
Graduate Student Mini-Conference. Cornell University, Ithaca, NY. October 2004

Robb Willer. “The Intelligibility of Unintelligible Texts: Authorial Status in Text
Evaluation.” American Sociological Association Meetings. San Francisco, CA.
August 2004

Robb Willer and Edward J. Walsh. “The Effects of Government-Issued Terror
Threats on Presidential Approval Ratings.” Annual Group Processes
Miniconference. San Francisco, CA. August, 2004

Robb Willer. “On the Lack of Atheists in Foxholes: Fear of Death and Afterlife
Belief.” Annual Group Processes Miniconference. Atlanta, GA. August, 2003

Will Kalkhoff and Robb Willer. "Deterring Deviance: Rationality and Self-Control." American Sociological Association Meetings. Chicago, IL. August 2002

Robb Willer, Reef Youngreen, Lisa Troyer, and Michael Lovaglia. "Power, Status, and Philanthropy." XV World Congress of Sociology. Brisbane, Australia. July 2002

Robb Willer, Lisa Troyer, and Michael Lovaglia. "Power, Status, and Philanthropy." American Sociological Association Meetings. Anaheim, CA. August 2001

Robb Willer. "The Status Value of Power Use" American Sociological Association Meetings. Washington, D.C., August 2000

Robb Willer. "Status, Wealth, and Power: New Directions for the Integration of Network Exchange Theory and Status Characteristics Theory." International Sunbelt Social Network Conference. Vancouver, BC, April 2000

Robb Willer. "The Propensity-Utility Theory of Deviance" Iowa Sociological Association Meetings. Iowa City, IA, March 2000

Robb Willer and David Willer. "When Exchange Networks Change: A Comparative Analysis." American Sociological Association Meetings. Chicago, IL, August 1999

David Willer and Robb Willer. "Exchange Network Dynamics and Structural Agency." American Sociological Association Meetings. Washington, DC, August 1995

RESEARCH AND SERVICE POSITIONS

Faculty Advisor, Alpha Kappa Delta (Sociology Honor's Society), University of California, Berkeley. 2009-present.

Sociology Departmental Colloquium Series Organizer, 2008-9

Director, Laboratory for Social Research, University of California, Berkeley. 2006 - present.

Member, Graduate Admissions Committee, 2007-8

Assistant Director, Sociology and Small Groups Laboratory, Cornell University, 2001- 6

Junior Search Committee, Department of Sociology, Cornell University, Fall 2004

Assistant Director, Organizational Behavior Laboratory, Cornell University School of Industrial and Labor Relations, 2001-2004

Sociology Department Representative, Council of Representatives, Graduate and Professional Student Assembly, Cornell University, 2001-2004

Committee Member (Elected), Graduate and Professional Student Assembly, Cornell University, 2002-2004

Chairman (Elected), Graduate and Professional Student Assembly Finance Committee, Cornell University, 2002-2003

Committee Member (Elected), University Assembly, Cornell University, 2003

Assistant Director, Sociology and Small Groups Laboratory, Cornell University, 2001-2006

Research Assistant, School of Industrial and Labor Relations, Cornell University, 2001- 2003

Research Assistant, Center for the Study of Group Processes, University of Iowa, 1998-2000

MEMBERSHIPS

American Sociological Association, Society of Experimental Social Psychology, Society for Personality and Social Psychology, Association for Psychological Science, Alpha Kappa Delta, Golden Key International Honor Society