

## CURRICULUM VITAE

**PAUL A.M. VAN LANGE**  
**PROFESSOR**

**VU AMSTERDAM**  
**THE NETHERLANDS**



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### Contact Information

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### Personal

Date of Birth October 11, 1961  
Nationality Netherlands  
Status Married to Wilma Otten; one son Dion, one daughter Sera

1991 Ph. D. University of Groningen, Title thesis: *The rationality and morality of cooperation*  
1986 MSc Social Psychology, Minor Quantitative Psychology, University of Groningen

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### Positions

2017 – now Member of the international Anti-Corruption Academy  
2016 – now Member Royal Holland Society of Sciences and Humanities  
2014 – now Distinguished Research Fellow, University of Oxford  
2009 – now Head of Department (or Section) of Social and Organizational Psychology  
2000 – now Professor Vrije Universiteit, Amsterdam  
2007-2009 Head of Department of Social Psychology  
2000-2003 Scientific Director Kurt Lewin Institute  
1999-2009 Professor (honorary) University of Leiden  
1998-2000 Associate Professor VU University Amsterdam  
1990-1997 Assistant Professor VU University Amsterdam

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## Honors and Awards

- 2017 Awarded Visiting Professorship, University of Padova, Italy, supported by the Italian Science Foundation
- 2017 Award from the *International Group for Social Dilemmas delivered at the 17<sup>th</sup> International Conference on Social Dilemmas* (Taormina, Italy, June 2017)
- 2017 Invited address at the *International Anti-Corruption Academy* (Laxenburg, Austria, July 2017)
- 2016 Appointed member of *Royal Holland Society of Sciences and Humanities*
- 2014 Founding Editor *Current Opinion in Psychology* (a new Elsevier journal in a series of high-impact *Current Opinion* journals)
- 2014 Awarded Visiting Professorship, University of Nanjing, China, supported by the Chinese Academy of Science
- 2014 Kurt Lewin Medal, mid-career award by the *European Association of Social Psychology*, an association with approximately 1,400 members
- 2014 Appointed Distinguished Research Fellow, University of Oxford, United Kingdom, The Oxford Center for Neuro-ethics
- 2013 Research Prize from the John Templeton Foundation on Altruism and Eye Cues (base rate < 5%)
- 2012 Invited speaker to symposium to award the Ludwig Wittgenstein prize (to Prof. dr. Walter Mischel) at the University of Vienna, Austria
- 2012 Appointed Associate Editor *Psychological Science*, the flagship empirical journal of the Association of Psychological Science (APS)
- 2011 Member of two collective graduate program grants, one initiated by the VU University, the other by the Kurt Lewin Institute, each awarded by the Netherlands Organization for Science (total 1.6k Euros)
- 2011 Elected President of the *Society of Experimental Social Psychology (SESP)*, an association with more than 1,000 members, selected among five-year post-PhD candidates world-wide (I was elected President as first psychologist from Europe)

- 2011 Listed in Top 3 of Dutch Social Psychologists with largest impact (source: Volkskrant, November 26, 2011)
- 2009: Elected member of *New York Academy of Science*
- 2008 Invited Address. Trust, leadership and resource management. *European Union International Convention "Social sciences and humanities facing the climate change challenges"* (Paris, September 2008)
- 2007 Awarded replacement grant (48.000 euros) by Dutch Science Foundation to publish *Handbook of Theories in Social Psychology* (published as a two-volume set in 2012 with Professor Arie Kruglanski and Professor Tory Higgins)
- 2006 Elected APS fellow of the *Association for Psychological Science*
- 2005 Jean-Paul Codol Medal, an outstanding service award by the *European Association of Social Psychology* to the Kurt Lewin Institute (for which I served as Director from 2000-2003)
- 2005 Invited speaker to Open Meeting on Empathy and Fairness. The Royal Institution, Supported by the Novartis Foundation in Collaboration with the Physiological Society (London, UK)
- 2005 Scientific producer of *Mirror Mission*, a science program on human behavior at Dutch National Television (around 300.000 viewers per episode; 7 episodes in total)
- 2001 Appointed Associate Editor of *Journal of Personality and Social Psychology* (JPSP, first psychologist from Europe), the number 1 empirical journal in social psychology.
- 2000 Elected Director of the Kurt Lewin Institute, an interuniversity PhD program involving Departments in Social and/or Organizational psychology in Amsterdam (both universities), Groningen, Leiden, and Utrecht.
- 1999 Awarded Interuniversity Priority Grant (425.000 euros, PI Van Lange) from the Dutch Science Foundation to initiate research on Interdependence and Adaptation.

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## Keynotes (Selected)

Recent:

- 2018: Keynote: Distrust is the Root, not Fear or Hate. Refugees Rethinking: Action and Knowledge. Krakow, Poland (October 2018),

Keynote: Societal responsibility of artists and music industry: Trust and respect. Eurosonic Noorderslag (ESNS) (Groningen, Netherlands, January 2018)

2017: Keynote: Aggression and cooperation around the world. Congress Having Others in Mind. DMEP & RATIO. (Beér Sheva, Israel, January 2017)

Keynote: Trust and cooperation. Symposium Trusting and the Law. Lorentz Center Leiden, The Netherlands, (January 2017).

2015: Keynote title: Moral society is a matter of trust. Institutions for Moral Behavior. University of Utrecht (Utrecht, the Netherlands, November 2015)

2015 Keynote title: Trust in Psychology and Politics. Congresso Nazionale delle Sezioni di "Psicologia per le Organizzazioni" e die "Psicologia Sociale". (National congress of psychology). (Palermo, Italy, September 2015)

2014 Keynote title: Trust and Human Cooperation: Genetics and Culture. At the Biannual Conference organized by the *Chinese Association of Social Psychology* (Nanjing, November 2014)

2014 Keynote title: Trust as the key to solidarity. *Amsterdam Institute for Advanced Labor Studies* (Amsterdam, September 2014)

2014 Keynote title: Trust, social mindfulness, and games. International Meeting on *Experimental and Behavioral Science* (Oxford, April 2014)

2014 Keynote title: Vertrouwen. *Dutch Association of Social Psychology* (ASPO-Blitz, Amsterdam, April, 2014)

2013 Keynote title: Understanding trust and human cooperation. *15<sup>th</sup> International Conference on Social Dilemmas* (Zurich, July 2013)

## Past (selected)

- 2008 Keynote speaker: Trust, leadership and resource management. European Union International Convention "Social sciences and humanities facing the climate change challenges" (Paris, September 2008)
- 2004 Keynote title: The power of negativity in social dilemmas. *Third International Symposium of Psychology and Economics* (Tilburg, 2004)
- 1999 Keynote title: Generosity pays: How to cope with noise and misunderstanding. Annual conference of the *German Association for Psychological Science* (Kassel, 1999)
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## Editorships

Book Series Editor for  
Oxford University Press (2012 - now)

Chief Editor (founding) of  
*Current Opinion in Psychology* (2014 - now)

Associate Editor of  
*European Journal of Social Psychology* (1998-2001)  
*Journal of Personality and Social Psychology* (2001-2002, 2007-2008)  
*Psychological Science* (2008, 2012 - 2015)

Guest Editor for  
*Organizational Behavior and Human Decision Processes* (Special Issue on Social Dilemmas 2013)  
*Personality and Social Psychology Bulletin (PSPB)*, 2012)  
*Proceedings of the National Academy of Science (PNAS)*, 2014)

Editor of  
Annual Book on *Applied Social Psychology* (in Dutch) (1992-1994)

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## Editorial Boards

European Review of Social Psychology (2002-now)  
Journal of Personality and Social Psychology (1996-2001, 2003-2006, 2019-now)  
Social Issues and Policy Review (2006-now)  
Social and Personality Psychology Compass (2006-now)

British Journal of Social Psychology (2009-2012)

European Journal of Social Psychology (2001-2005)  
Journal of Personality and Social Psychology (1996-2001, 2003-2006, 2019-now)  
Organizational Behavior and Human Decision Processes (2012-2017)  
Personality and Social Psychology Bulletin (2009-2012)

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## Courses Taught

- 2010 - now *Interdependence: An expert workshop in the Research Masters Social Psychology*
- 2007-2010 *How to Publish: An optional course in the PhD program of the Kurt Lewin Institute*
- 2005 - now *Bridging Social Psychology: A compulsory course in the Research Masters Social Psychology*
- 2005-2009 *Interdependence: An Atlas of Interpersonal Situations: A compulsory course in the Research Masters Social Psychology*
- 2004-2005 *Egoism and Altruism (formerly known as "Social Interdependence": An optional course at the undergraduate and graduate level*
- 2002-2006 *Interpersonal Processes : A course at the bachelor's level, jointly given with Dr. Jan Willem van Prooijen or Drs. Monique Pollmann*
- 2000-2003 *Egoism, Altruism, and Justice: An optional course at the undergraduate level, jointly given with Dr. Riel Vermunt at The University of Leiden*
- 1999 *Interdependence and Conflict : A three-day workshop at the graduate level, given at the University of Louvain-la-Neuve, Belgium*
- 1999-2001 *Introduction to Social Psychology: A compulsory course at the undergraduate level*
- 1998 *Cooperation and Competition: A two-week international workshop at the graduate level, part of the Leuven/Louvain Summer School, organized by Prof. dr. E. Van Avermaet & Prof. dr J-Ph Leyens, and sponsored by the European Association of Experimental Social Psychology*
- 1998 *The Social Psychology of Environment and Economic: An optional course at the undergraduate level*
- 1997 *Egoism and Altruism (formerly known as "Social Interdependence"): An optional course at the undergraduate and graduate level*
- 1995-1996 *The Social Psychology of Environment and Economic: An optional course at the undergraduate level*
- 1992-1995 *Egoism and Altruism (formerly known as "Social Interdependence": An optional course at the undergraduate and graduate level*
- 1990-1994 *Advanced Research Skills: An optional course at the undergraduate and*

graduate level

1990-1998 *Research Skills*: A compulsory course at the undergraduate level

1990-2000 *Social Psychological Theories*: A compulsory course at the undergraduate level

1990 - now *Research Projects*: Supervision of research at the undergraduate level

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## Research Supervision

### *Current Ph.D. students*

Xiaoyue Tan  
Stijn Peperkoorn  
Catherine Molho  
Meta Aurelia  
Simon Hadlich  
Ruddy Faure  
Iris Sintemaartensdijk  
Mengchen Dong  
Cristhian Martínez  
Melissa (Liu) Yi  
Jin Shuxiang

### Ph.D. students supervised to completion

Dr. Jan Luca Pletzer (PhD 2018, **Cum Laude**, Assistant Professor, Erasmus University Rotterdam)  
Dr. Mariko Visserman (PhD 2018, **Cum Laude**, Post-Doc, University of Toronto, Canada)  
Dr. Hester Ruigendijk (PhD, 2018, now Lecturer Leiden University)  
Dr. Nils Köbis (PhD 2018, **Cum Laude**, now Post-Doc University of Amsterdam)  
Dr. Angelo Romano (PhD 2018, Post-Doc, Max Planck Institute, Bonn, Germany)  
Dr. Zoi Manesi (PhD 2017, now Post-Doc Singapore Management University, Singapore)  
Dr. Junhui Wu (PhD 2016, **Cum Laude**, now Post-doc Beijing Normal University, China)  
Dr. Niels van Doesum (PhD, 2016, now Assistant Professor, Leiden University)  
Dr. Marco van Bommel (PhD 2015, now Assistant Professor at University of Twente)  
Dr. Lot Verburgh (PhD 2015, now researcher at KNVB and Ajax)  
Dr. Linda Muusses (PhD 2014, now lecturer at University of Amsterdam)  
Dr. Robert Eckhoff (PhD 2013, now innovation Researcher at Salzburg Research Institute)  
Dr. Francesca Righetti (PhD 2011, **Cum Laude**, now Assistant Professor at VU Amsterdam)  
Dr. Joel Vuolevi (PhD 2011, now internet expert)  
Dr. Kaska Kubacka (PhD 2010, now Program Officer Research, UNESCO)  
Dr. Petra Hopman (PhD 2010, now Scientific Researcher, Trimbos Institute, Utrecht)  
Dr. Anthon Klapwijk (PhD 2009, **Cum Laude**, now Researcher at Ministry of Internal Affairs)  
Dr. Chris Reinders Folmer (PhD 2008, Post-Doc at Erasmus University Rotterdam)  
Dr. Arnaud Wisman (PhD 2007, now Assistant Professor University of Kent, UK)  
Dr. Tom Frijns (PhD 2005, now Assistant Professor at University of Utrecht)  
Dr. Mirjam Tazelaar (PhD 2004, passed away in 2005)

Dr. Joost Miedema (PhD 2004, now Assistant Professor University of Groningen, Netherlands)  
Dr. Johan Karremans (PhD 2002, now Associate Professor Radboud University, Netherlands)  
Dr. Ellen de Bruin (PhD 1999, now science reporter at NRC Handelsblad)  
Prof. dr. Jeff Joireman (PhD 1996, now Professor Washington State University, USA)  
Prof. dr. Mark van Vugt (PhD 1995, now Professor VU Amsterdam, Netherlands)

#### *Supervision of Post-Docs*

Dr. Joel Vuolevi (2011-2012, now internet expert)  
Dr. Wernher Brucks (2004-2005, now Director Travel Safety Institute, Zurich)  
Prof. dr. Marcello Gallucci (2000-2005, now Professor University of Milan)  
Prof. dr. Sonja Utz (2000-2001, now Professor Eberhard Karls Universität Tübingen)  
Dr. Jaap W. Ouwerkerk (1998-2001, now Associate Professor VU Amsterdam)

#### *Previous MA students (selected)*

Prof. dr. Daniël Wigboldus (1993, now Professor and President, Radboud University, Nijmegen)  
Dr. Fieke Harinck (1996, now Assistant Professor, Leiden University)  
Prof. dr. Michaéla Schippers (1997, now Professor, Erasmus University, Rotterdam)  
Prof. dr. Bianca Beersma (1998, now Professor, Organizational Science, VU Amsterdam)  
Dr. Tila Pronk (2006, now Assistant Professor, University of Tilburg)

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## Colloquia

#### *Departments of Psychology (selected)*

Havard University, USA; Hebrew University, Jerusalem, Israel; New York University, USA; Yale University, USA; Oxford University, United Kingdom; University of Amsterdam, The Netherlands; University of Berkeley, USA; University of California, Santa Barbara, USA; University of Delaware, USA; , University of Graz, Austria; University of Groningen; The Netherlands; University of North Carolina at Chapel Hill, USA; University of Southampton, UK; University of Tilburg, The Netherlands; University of Zurich, Switzerland.



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*Departments Beyond Psychology (selected)*

Catholic University of Leuven (Economics), Chinese University of Hong Kong (Behavioral Science), VU University, Amsterdam (Sociology), University of Amsterdam (Economics, CREED), University of Utrecht (Sociology), Max Planck Institute at Bonn (Economics of Public Goods), Max Planck Institute at Leipzig (Developmental Psychology and Anthropology); Institute for Cognitive Neuroscience (Londen), Institute for Affective Science (CISA, Geneva), University of Mannheim (Social and Behavioral Science), Hakkaido University at Sapporo (Social and Evolutionary Science), University of Zurich (Economics).

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**Research Grants**

**2018**

Research grant from the Columbian Science Foundation. Punitive and Restorative Justice in Post-conflict (2018, 200.000 euro, with Dr. Jan Willem van Prooijen and Cristhian Martinez).

Research grant Chinese Organization of Scientific Research entitled “The primacy of dyads: A neuroscientific approach” (120.000 euros, Liu (Melissa) Yi, Renmin University of China).

Research grant Chinese Organization of Scientific Research entitled “Human prosociality and social class” (120.000 euros, with Dr. Daniel Balliet and Jin Shuxiang, Beijing Normal University).

Research grant VU center War and Peace “Violence and climate: An ecological perspective” (15.000 euros)

**2017**

Research grant from the Swedish Riksbanken Jubileumsfond. Cultural variation in the social perception of norm-breakers and peer-punishers (2017, 320,000 euro, with Dr. Kimmo Eriksson as main applicant, and Michele Gelfand, Junhui Wu, and Toshio Yamagishi as co-applicant).

**2016**

Research grant from Police and Sciences (Politie en Wetenschappen). Virtual reality as a tool to detect burglars (2016, 60.000 euro, with Dr. Jan Willem van Prooijen as main applicant, and Dr. Jean-Louis van Gelder and Iris van Sintemaartensdijk as co-applicant).

## **2015**

Research grant from Netherlands Organization of Scientific Research (N.W.O) “Implicit partner evaluations: How they form and what they do to relationships” (2015, 390.000 euro, with Dr. Francesca Righetti as main applicant, and Prof. Wilhelm Hofmann and Van Lange as co-applicant)

Research grant from Oxford Martin School (UK), The “Human Factor”: Infectious disease and collective responsibility. (2015, £2 million, with Prof. Andrew Pollard, Prof. Molly Crockett, and Dr. Nadira Faber)

## **2013**

Research grant from John Templeton Foundation entitled “Altruism, eye cues, and social value orientation: Under what conditions does a sense of being watched increase charitable behaviors? (ID 43919; 150.000 euro, with Dr. Thomas Pollet).

Research grant Netherlands Organization of Scientific Research (NWO), Talent grant for Nils Köbis entitled “Self-control and the slippery slope of corruption (150.000 euros, main applicant, Dr. J.W. van Prooijen).

## **2012**

Research grant Chinese Organization of Scientific Research entitled “Human prosociality in times of economic crisis” (120.000 euros, with Dr. Daniel Balliet and Junhui Wu, Beijing Normal University).

## **2011**

Research grant Netherlands Organization of Scientific Research (NWO), graduate programme grant for Kurt Lewin Institute (160.000 euros, total grant 800.000 euros, main applicant Prof.dr. N. Ellemers, several co-applicants from University of Groningen, Utrecht University, Leiden University, and University of Amsterdam).

Research grant Netherlands Organization of Scientific Research (NWO), graduate programme grant for William James Graduate School (200.000 euros, total grant 800.000 euros, main applicant Prof.dr. E. de Geus, several co-applicants).

## **2010**

Research grant Netherlands Organization of Scientific Research (NWO), entitled “Political paranoia in times of economic uncertainty” (165.000 euros, main applicant, Dr. J.W. van Prooijen, co-applicant, Dr. N. Jostmann).

## **2009**

Research grant “Cooperation between groups: Opportunities and challenges.” Portuguese Science Foundation (2009, 200,000 euros, joint application with Luis Filipe Martins).

Research grant "Bystander effect: A matter of mixed emotions" Nederlands Institute for Crime and Law Enforcement, VU University (200.000 euros, joint application with Prof.dr. Henk Elffers).

### **2008**

Research grant "Social dilemmas and uncertainty" Alfred Kordelin's foundation, Finland (2008, 9.000 euros, joint application with Joel Vuolevi MSc).

Research grant "Social dilemmas and Distributive Justice in China" (12.000 euros, joint application with Dr. Chang-Jiang Lui).

Research grant "Uncertainty, information, and cooperation" Research Grant Finnish Cultural Foundation ( 18,000 euros, joint application with Joel Vuolevi MSc).

Research grant "Behavioral Decision Making in Social Dilemmas: A Two-Stage Model. National Science Foundation of China (Nr. 30800307; 15.000 euros, with Dr. Chang-Jiang Liu).

### **2007**

Research grant "Social Psychology: Bridging Theory and Application in Society" (2007, 48.000 euros). The Netherlands Organization of Scientific Research (NWO)

### **2004**

Research grant from the Swiss Science Foundation for a project entitled "Noise in Group Interactions" (125.000 euros; joint application with Dr. Wernher Brucks).

### **2003**

Research grant from the Netherlands Organization of Scientific Research (NWO). "Beyond Reciprocity: A New Look at the Evolution of Cooperation" (150.000 euros).

Research grant from VU University for Interdisciplinary research on work (VU-star Work and Cooperation; 250.000 euros) with Prof. dr. Gerard van den Berg (Economics) and Prof.dr. Jeanne de Bruijn (Sociology).

### **1999**

Research grant from VU University (Breedtestrategie)

"Cognition, Communication, and Change" (425.000 euros) Principal applicant is Prof. dr G.R. Semin; co-applications are Prof. dr P.G. Klandermans and Prof. dr P. Koopman.)

Research grant from the European Commission entitled "Functionality of Prosocial Orientations" (130.000 euros; joint application with Marcello Gallucci).

Research grant from the German Science Foundation for a project entitled "Priming prosocial behavior" (55.000 euros; joint application with Sonja Utz)

Research grant from the Netherlands Organization of Scientific Research (NWO) "A New Look at Social Comparison" (225.000 euros; co-applicants included Prof.dr. A.P. Buunk, Prof. Dr. K. Van Den Bos, Prof. dr. R. Spears, Prof.dr. N. Van Yperen).

Research grant from the Netherlands Organization of Scientific Research (NWO) "Need to Belong and Cooperation" (110.000 euros; co-applicant is dr. Sander Koole).

### **1997**

Research grant from Netherlands Organization of Scientific Research (NWO) "Justice at work and in social relationships: The healing effect of doing just." (40.000 euros; principal applicant is Dr. R. Vermunt; co-applicants are Dr. N.W. Van Yperen and Prof. dr E. Van Der Vliert).

Research grant from the Netherlands Organization of Scientific Research (NWO) "Adaptation and Interdependence" (425.000 euros; principal applicant is Prof. dr. Paul Van Lange; co-applicants are Dr. C.K.W. De Dreu, Dr. K. Van Den Bos, and Prof. dr H.A.M. Wilke).

### **1994**

Grant from the VU Amsterdam ("Universitaire Stimulerings Fonds") to support a graduate student on a project called "The formation and maintenance of personality impressions." (60.000 euros)

Grant from the Dutch Ministry of Traffic and Water Management for advice and research regarding the relationship between traffic mode choices and functioning in organizations (70.000 euros).

### **1993**

Grant from Van Nimwegen en partners, an organization concerned with consumer satisfaction research (2.000 euros).

Grant from the Dutch Ministry of Traffic and Water Management for writing a report and giving two presentations about "A social dilemma approach to traffic management" (23.000 euros).

Several grants to support four international visits, to University of California, Santa Barbara (1986, six months; 1988, three months), to the University of Delaware (1989; three months) and to the University of North Carolina (1992, three months).

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## **Professional Service**

### ***Organization Conferences***

Co-organizer of the Sydney Symposium on Social Psychology (Morality, with Prof. dr. Joseph Forgas, as main organizer), Sydney, Australia (March 16-19, 2015)

Co-organizer of the International Conference on Power, Politics, and Paranoia (with Dr. Jan Willem van Prooijen), Amsterdam (13-14 July, 2012).

Program Chair for the Society of Experimental Social Psychology Conference, Washington DC (October 2011).

Program Chair for 14<sup>th</sup> International Conference on Social Dilemmas, Amsterdam (July 2011).

Organizer of the 14<sup>th</sup> International Conference on Social Dilemmas, Amsterdam (6-10 July 2011).

Member Program Committee for 13<sup>th</sup> International Conference on Social Dilemmas, Kyoto (August 2009).

*Program Chair* for the 14<sup>th</sup> General Meeting organized by the European Association of Experimental Social Psychology (2004-2005).

*Kurt Lewin Institute conference* (with Dr. Nico van Yperen and Ms Ina Putter, April 2003). Egmond aan Zee, The Netherlands.

#### ***Symposia and Workshops (selected)***

*Refugees: How Are We to Reduce Distrust and Ingroup Favoritism?* Symposium at the International Conference of Psychological Science (March 7-9, 2019), Paris, France.

*From Local to Global Psychology.* Symposium at the General Meeting of the Society of Personality and Social Psychology (March 1-3, 2018, with Prof. Michele Gelfand). Atlanta, USA

*Climate, Culture, and Human Behavior.* Symposium at the International Conference of Psychological Science (March 23-25, 2017). Vienna, Austria.

*Governance: Without trust, no governance* (with Prof. René Bekkers and Dr. Bart de Jong), Amsterdam, The Netherlands (June 17, 2016).

*Psychological and evolutionary perspectives on trust and cooperation.* Symposium at the Meeting of the Society of Personality and Social Psychology (Berkeley, September 27-28, 2013). Berkeley California, USA.

*Self-control in the life course.* Symposium in honor of Walter Mischel (Ludwig Wittgenstein award), Vienna, Austria October 5, 2012.

*The plasticity of interpersonal trust.* Symposium at the Meeting of the Society of Personality and Social Psychology (with Jeffry Simpson, January, 2009). Tampa, Florida, USA.

*Trust and Respect.* Symposium at the Bi-annual Kurt Lewin Institute conference (April, 2008). Zeist, The Netherlands.

*Bridging Social Psychology*. Symposium at the Meeting of the Society of Personality and Social Psychology (January, 2006). Palm Springs, USA.

*Bridging Social Psychology*, Kurt Lewin Institute preconference, Egmond aan Zee, The Netherlands (April 2003).

*Forgiveness and misunderstanding in social interaction* (with Johan Karremans). Symposium at the 13<sup>th</sup> General Meeting of the European Association of Experimental Social Psychology, San Sebastian, Spain (July 2002)

*The self in social interaction*. Symposium at the 12th General Meeting of the European Association of Experimental Social Psychology, Oxford, England (July 1999).

*Social Justice* Workshop given by Prof. dr. Allan Lind, Leiden (May 1995) and sponsored by the Kurt Lewin Institute. Coordinator was Dr. Riel Vermunt.

*Interdependence* Workshop given by Prof. dr. Harold Kelley, Amsterdam (May 1994) and sponsored by the Kurt Lewin Institute.

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## Reviewing Activities

*For manuscripts, ad hoc reviewer for:*

*Interdisciplinary journals, such as:*

- Behavioral and Brain Sciences
- Nature
- Nature Communications
- Nature Climate Change
- Nature Human Behavior
- Proceedings of National Academy of Sciences (PNAS)
- Plos One
- Psychophysiology
- SCAN
- Science
- Scientific Reports
- Trends in Cognitive Sciences

*Psychology journals, such as:*

- American Psychologist
- Current Directions in Psychological Science
- Emotion
- Psychological Bulletin
- Psychological Inquiry
- Psychological Review
- Psychological Science

*Social and Personality Psychology and Decision Making, such as:*

European Journal of Social Psychology  
European Journal of Personality  
Journal of Experimental Social Psychology  
Journal of Personality  
Journal of Personality and Social Psychology  
Organizational Behavior and Human Decision Processes  
Personality and Social Psychology Bulletin  
Personality and Social Psychology Review

*For grant proposals, ad hoc reviewer for:*

European Research Council (Advanced ERC grants)  
Netherlands Organization for Scientific Research (Foundation for Societal Sciences)  
Royal Dutch Academy of Sciences (KNAW)  
Netherlands Organization for Scientific Research (Foundation for Economic, Social-Cultural, and Geographical Sciences)  
Australian Organization for Scientific Research  
Israeli Science Foundation (ISF)  
University of Leiden (RUL)  
Catholic University of Brabant (KUB)  
University of Utrecht (RU)  
US-Israel Binational Science Foundation

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## Consultancy & Advice

Workshop “Wisdom in Leadership”, Foundation Comenius leergangen (for professionals, including higher management in governance, 2019).

Workshop “Psychology of Corruption” (primarily for Professionals of NGO, 40 nationalities, 2017)

Master class “Trust and Human Cooperation” (McKinsey Consultancy, Amsterdam, 2016, 2019)

Workshop “Psychology of Trust and Cooperation” for City Mayors (bi-annual, De Essenburgh, 2014 - now)

Advisor for the Ministry of Traffic and Transportation (2005 – 2006, 2008 -2009)

Occasional consultancy for Eyeworks, a television program production company (2004-2005).

Occasional consultancy for the Katholieke Radio Omroep (KRO); consultancy regarding the psychology of everyday life dilemmas - a program broadcasted on national television ( 1996).

Occasional consultancy for the Ministry of Traffic and Water Management (1993-1995).

Occasional consultancy for Van Nimwegen and Partners (communication and organizational advice; 1993-1994).

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## Advisory Boards

Advisory board of the *European Science Foundation* (2005-2007)

Advisory board of the Netherlands Organization for the Advancement of Science (2005-2006)

Member of Policy Advice Committee for the *Netherlands Organization of Scientific Research* (NWO), Societal and Behavioral Sciences (1999-2001)

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## Media

*Scientific American*: Guest blog

Daniel Yudkin, Nils Köbis, & Paul Van Lange (2017). The Road to Bribery: Slippery or Steep?

Several interviews or research covered in, among others:

International:

*CNN News, New York Times, Daily Mail, Science Daily, New York Magazine (several times)*

*Scientific American, Mind, Psychology Today, Huffington Post, APS Monitor, Neurosciencenews, News Room America*

National:

*De Volkskrant, NRC Handelsblad, NRC Next, Trouw, Elsevier, Intermediair, Vrij Nederland, Het Parool, Psychologie Magazine, Groene Amsterdammer, and more.*

Several radio and television interviews

2011-now: On average 4-5 interviews per year for *Editie.nl* (around 800.000 viewers)

2014-now: On average 4-5 interviews per year for Radio 1 (science section)



2014-2017: On average 2-3 interviews per year for Vrij Nederland (De Oplossers)

Television: NOS Journaal, Een VanDaag, Studio Max, EDNED

Radio: Radio 1, Pavlov, Wetenschap 24, Radio Brazil, NTR Academie

Participation in several ad hoc discussion groups

Scientific analyst for a newly developed television program called “*NPO3 onderzoekt haat*” (“NPO3 examines hate”, 2018; four 40 minute episodes; around 150.000 viewers).

Scientific producer of a newly developed television program called *Mirror Mission* (2004-2005; seven episodes broadcast in April-May 2005; around 300.000 viewers).

Contributor to TV-Episode “Our Conscience” LEVI Productions (2012, 40 minutes)

Advisor for “*De Asoshow*” a television-program (several episodes, 1994, 30 minutes)

Presenter at several public events

Basta conference: How to promote safety in society (Utrecht, 2012, Amsterdam, 2013)

Sports conference: How to reduce violence along the sports fields (Amsterdam, 2013)

Spinoza Lyceum: Self-control, adolescents, and trust (Amsterdam, 2016)

McKinsey Consultancy: Trust (Amsterdam, 2016, 2019)

International Staff Organization VU: Benefits of Internationalization (Amsterdam, 2017)

NEMO Museum, Brain and Cognition (Amsterdam, 2017)

Art and Inspiration: Empathy and Moral Conflict (Amsterdam, De Meervaart, 2017)

Eurosonic Noorderslag: Trust and respect. (Groningen, Oosterpoort, 2018)

Refugees Rethinking: Action and Knowledge (Cracow, 2018)

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## Administration

*Major*

Head of Social and Organizational Psychology VU University Amsterdam (2009-now).

Program Chair, European Association of Experimental Social Psychology (2004-2005).

Scientific Director of Kurt Lewin Institute, an interuniversity graduate school of social psychology and its applications (2001-2004). The KLI was formally accredited by the Royal Dutch Academy of Sciences in June 2005, and received the Jean-Paul Codol Award from the European Association of Experimental Social Psychology, Würzburg, July 2005.

Member of Scientific Research Committee VU University Amsterdam (1999; Chair 2000-2007).

Head of Department of Social Psychology VU University Amsterdam (1999-2001; 2003-2004, 2007-2009).

Member of Policy Advice Committee for the *Netherlands Organization of Scientific Research* (NWO), Societal and Behavioral Sciences (1999-2001).

#### *Other*

Member of Panel Best MA-Thesis Award in Social and Behavioral Sciences (Royal Dutch Society of Sciences, 2017, 2018)

Member of Publication Committee (SESP, 2013-now)

Member of Van der Gaag Foundation (2012-2013), under auspices of by Royal Dutch Academy of Science

Management Team Social and Organization Psychology (Chair, 2009-now)

Tenure Track Committee (2008-now)

Member of Steering Committee Social Dilemmas (2005-now)

Coordinator of Master's Program Social psychology (2004-2006)

Member of Kurt Lewin Institute Board (2003-now)

Advisory committee for Hendrik Pierson Chair (2003-2005)

Social Psychology committee ("Dagelijks Bestuur vakgroep Sociale Psychologie" 1998-2001)

Member of Department Chair Meeting (1999-2001, 2003-2004, 2005-2006)

Education committee (VU, 1998-1999)

Member of Faculty of Psychology and Pedagogics Council (VU, 1995-1997)

Member of Dissertation Committees (1993-now, around 5 times per year)

Laboratory committee (VU, 1990-1992)

Library services committee (VU, 1991-1994; 1999-2001)

Association of Dutch Social Psychologists: Board member (1991-1995)

Colloquium committee (VU, 1991-1992)

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#### **Professional Membership**

American Psychological Association (APA)

American Psychology Society (APS, *Elected fellow*)

Association of Dutch Social Psychologists (ASPO)

European Association of Experimental Social Psychology (EAESP)

Human Behavior and Evolutionary Science (HBES)

New York Academy of Sciences (NYAS, *Elected Fellow*)

Society for Experimental Social Psychology (SESP)  
Society of Personality and Social Psychology (SPSP)  
Cultural Evolution Society (CES)

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## Scientific Impact

Google Scholar: Total citations: > 18,000, H-index = 68 (2019)  
Web of Science: Total citations: > 6,000, H-index = 39 (2019)

### Three most cited papers

- Van Lange, P. A. M., Otten, W., De Bruin, E. M. N., & Joireman, J. A. (1997). Development of prosocial, individualistic, and competitive orientations: Theory and preliminary evidence. *Journal of Personality and Social Psychology*, *73*, 733-746. (> 1,100 citations, Google)
- Van Lange, P. A. M. (1999). The pursuit of joint outcomes and equality in outcomes: An integrative model of social value orientation. *Journal of Personality and Social Psychology*, *77*, 337-349. (> 1,000 citations, Google)
- Rusbult, C. E., & Van Lange, P. A. M. (2003). Interdependence, interaction, and relationships. *Annual Review of Psychology*, *54*, 351-375. (> 900 citations, Google)
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## Publications

### Books

- Van Lange, P. A. M., Higgins, E. T., & Kruglanski, A. W. (under contract). *Social Psychology: Handbook of Basic Principles* (Third Edition). New York: Guilford.
- Van Lange, P. A. M., Rockenbach, B., & Yamagishi, T. (2017, Eds). *Social dilemmas: New perspectives on trust*. New York: Oxford University Press.
- Forgas, J. P., Jussim, L., & Van Lange, P. A. M. (2016, Eds). *Social psychology and morality*. New York: Psychology Press.
- Van Prooijen, J. W., & Van Lange, P. A. M. (2016, Eds). *Corruption, cheating, and concealment: The roots of dishonest behavior*. Cambridge University Press.
- Joireman, J. A., & Van Lange, P. A. M. (2015). *How to Publish High Quality Research: Discovering, Building, and Sharing*. American Psychological Association. Washington DC.

- Van Prooijen, J. W., & Van Lange, P. A. M. (2014, Eds). *Power, politics, and paranoia: Why people are suspicious of their leaders*. Cambridge University Press.
- Van Lange, P. A. M., Balliet, D. P., Parks, C. D., & Van Vugt, M. (2014). *Social dilemmas: The psychology of human cooperation*. Oxford University Press.
- Van Lange, P. A. M., Rockenbach, B., & Yamagishi, T. (2014, Eds). *Social dilemmas: New perspectives on reward and punishment*. New York: Oxford University Press.
- Van Lange, P. A. M., Kruglanski, A. W., & Higgins, E. T. (2012, Eds). *Handbook of Theories of Social Psychology* (Volume 1). Thousand Oaks, Ca, Sage.
- Van Lange, P. A. M., Kruglanski, A. W., & Higgins, E. T. (2012, Eds). *Handbook of Theories of Social Psychology* (Volume 2). Thousand Oaks, Ca, Sage.
- Van Lange, P. A. M. (2006, Ed.). *Bridging Social Psychology: Benefits of Transdisciplinary Approaches*. Mahwah: Erlbaum.
- Kelley, H. H., Holmes, J. W., Kerr, N. L., Reis, H. T., Rusbult, C. E., & Van Lange, P. A. M. (2003). *An Atlas of Interpersonal Situations*. New York: Cambridge.
- Van Lange, P. A.M. (2001). *Interactie als uitdaging* (Interaction as challenge, Inaugural address). VU University Press.
- Liebrand, W.B.G. & Van Lange, P. A. M. (1989; Eds.). *Als het mij maar niets kost! De psychologie van sociale dilemma's* (As long as it doesn't cost me anything! The psychology of social dilemmas.). Amsterdam/Lisse: Swets en Zeitlinger.

### **Articles and Book Chapters (in English)**

- Bastian, B., Brewer, M.B., Duffy, J., & Van Lange, P. A. M. (2019). From cash to crickets: The non-monetary value of a resource can promote human cooperation. *Journal of Environmental Psychology*, 61, 10-19.
- Lemmers-Jansen, I. L. J., Fett, A-K. J., Van Doesum, N. J. Van Lange, P. A. M., Veltman, D. J., Krabbendam, L. (2019). Social mindfulness and psychosis: Neural response to socially mindful behavior in first-episode psychosis and patients at clinical high-risk. *Frontiers in Human Neuroscience*. 13:47. doi: 10.3389/fnhum.2019.00047
- Klein, R. A., Vianello, M., Hasselman, F., Adams, B. G., Adams, R. B., Alper, S., Aveyard, M., Axt, J. R., Bahník, Š., Batra, R., Berkics, M., Bernstein, M. J., Berry, D., Bialobrzeska, O., Binan, E., Bocian, K., Brandt, M. J., Busching, R., Rédei, A. C., Cai, H., Cambier, F., Cantarero, K., Carmichael, C. L., Ceric, F., Cicero, D. C., Chandler, J., Chatard, A., Chen, E. E., Chang, J-H., Cheong, W., Coen, S., Coleman, J. A., Collisson, B., Conway, M. A., Corker, K. S., Curran, P. G., Cushman, F., Dagon, Z. K., Dalgard, I., Dalla Rosa, A., Davis, W. E., de Bruijn,

M., De Schutter, L., Devos, T., Doğulu, C., Dozo, N., Dukes, K. N., Dunham, Y., Durrheim, K., Ebersole, C. R., Edlund, J. E., English, A. S., Eller, A., Finck, C., Frankowska, N., Freyre, M-Á, Friedman, M., Galliani, E. M., Gandi, J. C., Ghoshal, T., Giessner, S. R., Gill, T., Gnambs, T., Gómez, Á., González, R., Graham, J., Grahe, J. E., Grahek, I., Green, E. G. T., Hai, K., Haigh, M., Haines, E. L., Hall, M. P., Heffernan, M. E., Hicks, J. A., Houdek, P., Huntsinger, J. R., Huynh, H. P., IJzerman, H., Inbar, Y., Innes-Ker, Å. H., Jiménez-Leal, W., John, M-S., Joy-Gaba, J. A., Kende, A., Kamiloglu, R. G., Kappes, H. B., Karabati, S., Karick, H., Keller, V. N., Kervyn, N., Knežević, G., Kovacs, C., Krueger, L. E., Kurapov, G., Kurtz, J., Lakens, D., Lazarević, L. B., Levitan, C. A., Lins, S., Lipsey, S., Losee, J., Maassen, E., Maitner, A. T., Malingumu, W., Mallett, R. K., Marotta, S. A., Međedović, J., Mena Pacheco, F., Milfont, T. L., Morris, W. L., Murphy, S., Myachykov, A., Neave, N., Neijenhuijs, K., Nelson, A. J., Neto, F., Nichols, A. L., Ocampo, A., O'Donnell, S. L., Ong, E., Osowiecka, M., Orosz, G., Packard, G., Pérez-Sánchez, R., Petrović, B., Pilati, R., Pinter, B., Podesta, L., Pogge, G., Pollmann, M. M. H., Rutchick, A. M., Saeri, A., Saavedra, P., Salomon, E., Schmidt, K., Schönbrodt, F. D., Sekerdej, M. B., Sirlopú, D., Skorinko, J. L. M., Smith, M. A., Smith-Castro, V., Smolders, K., Sobkow, A., Sowden, W., Srivastava, M., Sundfelt, O. K., Spachtholz, P., Steiner, T. G., Stouten, J., Street, C. N. H., Szeto, S., Szumowska, E., Tang, A., Tanzer, N., Tear, M., Thomae, M., Traczyk, J., Torres, D., Theriault, J., Tybur, J. M., Ujhelyi, A., van Aert, R. C. M., van Assen, M. A. L. M., van Lange, P. A. M., van der Hulst, M., van 't Veer, A. E., Vásquez Echeverría, A., Vaughn, L. A., Vázquez, A., Vega, L. D., Verniers, C., Verschoor, M., Voermans, I., Vranka, M. A., de Vries, M., Welch, C., Wichman, A. L., Williams, L. A., Wood, M., Woodzicka, J. A., Wronska, M. K., Young, L., Zelenski, J. M., Zhijia, Z., & Nosek, B. A. (in press). Many labs 2: Investigating variation in replicability across sample and setting. *Advances in Methods and Practices in Psychological Science*.

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Van de Vliert, E., Postmes, T., & Van Lange, P. A. M. (in press). Climatic ignition of motivation. *Advances in Motivation Science*.

Van Doesum, N. J., Karremans, J., Fikke, R., De Lange, M., & Van Lange, P. A. M. (in press). Social mindfulness in the real world: The physical presence of others induces other-regarding motivation. *Social Influence*.

Van Doesum, N. J. De Vries, R. E., Blokland, A. A. J., Hill, J. M., Kuhlman, D. M., Stivers, A. W., Tybur, J. M., & Van Lange, P. A. M. (in press). Social mindfulness: Prosocial the active way. *Journal of Positive Psychology*.

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- Rinderu, M. I., Bushman, B. J., & Van Lange, P. A. M. (2018). Climate, aggression, and violence (CLASH): A cultural-evolutionary approach. *Current Opinion in Psychology*, *19*, 113-118.
- Van Lange, P. A. M., Joireman, J. A., & Milinski, M. (2018). Climate change: What psychology can offer in terms of insights and solutions. *Current Directions in Psychological Science*, *27*, 269-274.
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- Visserman, M., Righetti, F., M. Impett, E. A., Keltner, D., & Van Lange, P. A. M. (2018). It's the motive that counts: Perceived sacrifice motives and gratitude in romantic relationships. *Emotion*, *18*, 625-637.

- Balliet, D., Tybur, J., & Van Lange, P. A.M. (2017). Functional Interdependence Theory: An evolutionary account of social situations. *Personality and Social Psychology Review*, *21*, 361-388.
- Ding, Y., Wu, Ji, T., Chen, X., & Van Lange, P.A.M. (2017). The rich are easily offended by unfairness: Wealth triggers spiteful rejection of unfair offers. *Journal of Experimental Social Psychology*, *71*, 138-144.
- Eriksson, K., Strimling, P. Andersson, P.A., Aveyar, M., Brauer, M., Gritskov' V., Kiyonari, T., Kuhlman, D. M., Maitner, A. T., Manesi, Z., Molho, C., Peperkoorn, L. S., Rizwan, M., Stivers, A. W., Tian, Q., Van Lange, P. A. M., Vartanova, I., Wu, J., & Yamagishi, T. (2017). Cultural universals and cultural differences in meta-norms about peer punishment. *Management and Organization Review*, *13*, 851-870.
- Wu, J., Balliet, D., Tybur, J. M., Arai, S., Van Lange, P. A. M., & Yamagishi, T. (2017). Life history strategy and human cooperation in economic games. *Evolution and Human Behavior*, *38*, 496-505.
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- Parks, C. D., Xu, X., Van Lange, P. A. M. (2017). Does information about others' behavior undermine cooperation in social dilemmas? *Group Processes and Intergroup Relations*, *20*, 260-274.
- Tan, X., Van Prooijen, J. W., Proulx, T., Wu, H., Van Beest, I., & Van Lange, P. A. M. (2017). Reacting to unexpected losses in an uncertain world: High approach individuals become even more risk-seeking. *Personality and Individual Differences*, *109*, 117-123.
- Visserman, M., Righetti, F., M. Kumashiro, & Van Lange, P. A. M. (2017). Me or us? Self-control promotes a healthy balance between personal and relationship concerns. *Social Psychological and Personality Science*, *8*, 55-65.
- Van Doesum, N., Tybur, J., & Van Lange, P. A. M. (2017). Class impressions: Higher social class elicits lower prosociality. *Journal of Experimental Social Psychology*, *68*, 11-20.
- Van Lange, P. A. M., Rockenbach, B., & Yamagishi, T. (2017). Trust: Introduction and trending topics. In P. A. M. Van Lange, B., Rockenbach, & T. Yamagishi (2017, Eds., pp. 1-7). *Social dilemmas: New perspectives on trust*. New York: Oxford University Press.
- Van Lange, P. A. M., Rinderu, M. I., & Bushman, B. J. (2017). Aggression and violence around the world: A model of CLimate, Aggression, and Self-control in Humans (CLASH). *Behavioral and Brain Sciences*, *40*, 1-12. (**target article**).

- Van Lange, P. A. M., Rinderu, M. I., & Bushman, B. J. (2017). The logic of climate and culture: Evolutionary and psychological aspects of CLASH. *Behavioral and Brain Sciences*, 40, 42-49 (**response article**).
- Faber, N. S., Savulescu, J., & Van Lange, P. A. M. (2016). Reputation as general determinant of group functioning. *Behavioral and Brain Sciences*, e148, 23-24.
- Forgas, J. P., Jussim, L., & Van Lange, P. A. M. (2016). In search for homo moralis: The social psychology of morality. In Forgas, J. P., Jussim, L., & Van Lange, P. A. M. (Eds). *Social psychology and morality* (pp. 1-18). New York: Psychology Press.
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