

MICHAEL KARDAS

Curriculum Vitae

Postdoctoral Fellow in Management and Marketing Email: michael.kardas@kellogg.northwestern.edu
Northwestern University, Kellogg School of Management Phone: 1-516-263-1954
2211 Campus Drive, Evanston, IL 60208 Website: <http://michaelkardas.com/>

EDUCATION

Ph.D. in Behavioral Science, University of Chicago, June 2020

Advisors: Nicholas Epley, Eugene Caruso, Ed O'Brien, Alex Shaw

Dissertation Committee: Nicholas Epley (Chair), Ed O'Brien, Emma Levine, Boaz Keysar

B.A. in Psychology and Applied Mathematics, Brown University, May 2014

Magna cum laude; Phi Beta Kappa

PUBLICATIONS & MANUSCRIPTS

Published & In Press

Kardas, M., Schroeder, J., & O'Brien, E. (in press). Keep talking: (Mis)understanding the hedonic trajectory of conversation. *Journal of Personality and Social Psychology*.

Kardas, M., Kumar, A., & Epley, N. (2021). Overly shallow?: Miscalibrated expectations create a barrier to deeper conversation. *Journal of Personality and Social Psychology*.

[\[Link\]](#)

Epley, N., & Kardas, M. (2021). Understanding the minds of others: Activation, application, and accuracy of mind perception. *Social Psychology: Handbook of Basic Principles*. Third Edition. New York: Guilford. [\[Link\]](#)

Kardas, M., Shaw, A., & Caruso, E. M. (2018). How to give away your cake and eat it too: Relinquishing control prompts reciprocal generosity. *Journal of Personality and Social Psychology*, 115, 1054-1074. [\[Link\]](#)

Kardas, M., & O'Brien, E. (2018). Easier seen than done: Merely watching others perform can foster an illusion of skill acquisition. *Psychological Science*, 29, 521-536. [\[Link\]](#)

Schroeder, J., Kardas, M., & Epley, N. (2017). The humanizing voice: Speech reveals a more thoughtful mind in the midst of disagreement. *Psychological Science*, 28, 1745-1762.

[\[Link\]](#)

O'Brien, E., & Kardas, M. (2016). The implicit meaning of (my) change. *Journal of Personality and Social Psychology*, 111, 882-894. [\[Link\]](#)

Under Review

Kardas, M., Kumar, A., & Epley, N. (2021). *Let it go: How exaggerating the reputational costs of revealing secrets discourages transparency in relationships*. Manuscript under review.

Epley, N., Kardas, M., Zhao, X., Atir, S., & Schroeder, J. (2021) *Undersociality: How social cognition could inhibit social connection*. Manuscript under review.

In Progress

- Kardas, M., & Epley, N. (2021). *It's surprisingly nice to meet you: An expectancy-value theory of people's social engagement decisions*. Manuscript in preparation.
- Kardas, M., & Epley, N. (2021). *People are insensitive to social forces that lead to common ground in dialogue*. Data collection ongoing.
- Wald, K., Kardas, M., & Epley, N. (2021). *Can birds of different feathers flock surprisingly well together? Expected versus actual consequences of discussing divisive viewpoints*. Data collection ongoing.

TALKS & PRESENTATIONS

Talks

- Kardas, M., Schroeder, J., & O'Brien, E. (2021). Keep talking: (Mis)understanding the hedonic trajectory of conversation. Talk presented at the *Society of Experimental Social Psychology Conference*, Santa Barbara, CA.
- Kardas, M., Schroeder, J., & O'Brien, E. (2021). Keep talking: (Mis)understanding the hedonic trajectory of conversation. Talk presented at the *ISMS Marketing Science Conference*, Virtual Convention.
- Kardas, M., Epley, N. (2021). People overlook social forces that lead to common ground in dialogue. Talk presented at the *Association for Psychological Science Annual Convention*, Virtual Convention.
- Kardas, M., Epley, N. (2021). People overlook social forces that lead to common ground in dialogue. Talk presented at the *Midwestern Psychological Association Conference*, Virtual Convention.
- Kardas, M., Schroeder, J., & O'Brien, E. (2020). Keep talking: (Mis)understanding the hedonic trajectory of conversation. Talk presented at the *Society for Judgment and Decision Making Conference*, Virtual Convention.
- Kardas, M., Kumar, A., & Epley, N. (2020). Psychological barriers to opening up: Underestimating others' care and forgiveness. Talk presented at the UCSD Rady School of Management, San Diego, CA.
- Kardas, M., Kumar, A., & Epley, N. (2019). Digging deeper: Why meaningful conversations are surprisingly pleasant. Talk presented at the *Kellogg-Booth Student Symposium*, Chicago, IL.
- Kardas, M., Kumar, A., & Epley, N. (2019). Digging deeper: Why meaningful conversations are surprisingly pleasant. Talk presented at the *Midwestern Psychological Association Conference*, Chicago, IL.
- Kardas, M., Kumar, A., & Epley, N. (2019). Digging deeper: Meaningful conversations are surprisingly pleasant. Talk presented at the *Society for Personality and Social Psychology Conference*, Portland, OR.

Kardas, M., Kumar, A., & Epley, N. (2018). Digging deeper: Meaningful conversations are surprisingly pleasant. Talk presented at the *Society for Judgment and Decision Making Conference*, New Orleans, LA.

Kardas, M., Kumar, A., & Epley, N. (2018). Exaggerating the reputational costs of revealing secrets. Talk presented at the *Academy of Management Annual Meeting*, Chicago, IL.

Kardas, M., & O'Brien, E. (2018). Easier seen than done: An illusion of skill acquisition. Talk presented at the *Behavioral Decision Research in Management Conference*, Boston, MA.

Kardas, M., Kumar, A., & Epley, N. (2018). Exaggerating the reputational costs of revealing secrets. Talk presented at the *Booth School of Business, Behavioral Science Internal Brownbag Series*, Chicago, IL.

Kardas, M., Kumar, A., & Epley, N. (2018). Exaggerating the reputational costs of revealing secrets. Talk presented at the *Kellogg-Booth Student Symposium*, Chicago, IL.

Kardas, M., Kumar, A., & Epley, N. (2018). Exaggerating the reputational costs of revealing secrets. Talk presented at the *Midwestern Psychological Association Conference*, Chicago, IL.

Kardas, M., & O'Brien, E. (2018). Easier seen than done: Merely watching others perform can foster an illusion of skill acquisition. Talk presented at the *Booth School of Business, Behavioral Science Workshop Series*, Chicago, IL.

Kardas, M., Kumar, A., & Epley, N. (2017). Exaggerating the reputational costs of revealing secrets. Talk presented at the *Booth School of Business, Behavioral Science Internal Brownbag Series*, Chicago, IL.

Kardas, M., & O'Brien, E. (2017). Empathy Gaps in Learning: Repeatedly Watching Others Perform Leads to an Illusion of Skill Acquisition. Talk presented at the *Association for Psychological Science Annual Convention*, Boston, MA.

Kardas, M., & O'Brien, E. (2017). Repeatedly watching others leads to an illusion of skill acquisition. Talk presented at the *Kellogg-Booth Student Symposium*, Chicago, IL.

Kardas, M., & O'Brien, E. (2017). Repeatedly watching others leads to an illusion of skill acquisition. Talk presented at the *Midwestern Psychological Association Conference*, Chicago, IL.

Kardas, M., & O'Brien, E. (2016). Easier seen than done: Repeatedly watching others perform leads to an illusion of skill acquisition. Talk presented at the *Society for Judgment and Decision Making Conference*, Boston, MA.

Posters

Kardas, M., & Epley, N. (2021). People are insensitive to social forces that promote common ground in dialogue. Poster presented at the *Society for Personality and Social Psychology Conference*, Virtual Convention.

Kardas, M., Schroeder, J., & O'Brien, E. (2020). Keep talking: (Mis)understanding the hedonic trajectory of conversation. Poster presented at the *Judgment and Decision Making Pre-Conference* at the *Society for Personality and Social Psychology Conference*, New Orleans, LA.

Kardas, M., Kumar, A., & Epley, N. (2018). Digging deeper: Meaningful conversations are surprisingly pleasant. Poster presented at the *Society for Judgment and Decision Making Conference*, New Orleans, LA.

Kardas, M., Kumar, A., & Epley, N. (2018). Exaggerating the reputational costs of revealing secrets. Poster presented at the *Society for Personality and Social Psychology Conference*, Atlanta, GA.

Kardas, M., Kumar, A., & Epley, N. (2017). Exaggerating the reputational costs of revealing secrets. Poster presented at the *Society for Judgment and Decision Making Conference*, Vancouver, Canada.

Kardas, M., & O'Brien, E. (2017). Easier seen than done: People overestimate learning after repeatedly watching others perform. Poster presented at the *Association for Psychological Science Annual Convention*, Boston, MA.

Kardas, M., & O'Brien, E. (2017). Easier seen than done: Merely watching others perform leads to an illusion of skill acquisition. Poster presented at the *Society for Personality and Social Psychology Conference*, San Antonio, TX.

Kardas, M., Schroeder, J., & Epley, N. (2017). The humanizing voice: Outgroup members seem more mindful when you hear them. Poster presented at the *Psychology of Technology Pre-Conference* at the *Society for Personality and Social Psychology Conference*, San Antonio, TX.

Kardas, M., Schroeder, J., & Epley, N. (2016). The humanizing voice: Outgroup members seem more mindful when you hear them. Poster presented at the *Society for Judgment and Decision Making Conference*, Boston, MA.

Kardas, M., & O'Brien, E. (2016). The implicit meaning of change. Poster presented at the *Society for Personality and Social Psychology Conference*, San Diego, CA.

Kardas, M., & O'Brien, E. (2016). The implicit meaning of change. Poster presented at the *Midwestern Psychological Association Conference*, Chicago, IL.

Kardas, M., & O'Brien, E. (2016). The implicit meaning of change. Poster presented at the *Association for Psychological Science Annual Convention*, Chicago, IL.

Panel Discussions

Panelist, Psi Chi Symposium: Success as a Graduate Student Researcher, with Colleen Cowgill, Matthew Jamnik, Thomas Nyman, Natalee Price, and W. Tang Watanasriyakul. (2018). Panel discussion presented at the *Midwestern Psychological Association Conference*, Chicago, IL.

Organized Symposia

Symposium chair, *New Directions in Empathy Gaps Research: Insights for Improving Learning, Social Interactions, and Wellbeing*. (2017). Symposium organized at *Association for Psychological Science Annual Convention*, Boston, MA.

Symposium organizer, *Kellogg-Booth Student Symposium* (2016). Chicago, IL.

PROFESSIONAL SERVICE

Ad Hoc Reviewing

Journal of Personality and Social Psychology, Journal of Experimental Social Psychology, Self and Identity, Journal of Behavioral Decision Making, Management Science, Collabra: Psychology, Social and Personality Psychology Compass

OTHER PUBLICATIONS

Epley, N., Kardas, M., & Kumar, A. (2021). Small talk is boring. Our research shows how you can do better. *The Washington Post*. [\[Link\]](#)

Kardas, M. (2019). How to give away your cake and eat it too. *Character & Context*. [\[Link\]](#)

Kardas, M., & O'Brien, E. (2018). Research: Watching an expert do something makes you think you can do it too. *Harvard Business Review*. [\[Link\]](#)

HONORS, FELLOWSHIPS, & GRANTS

Top Paper Award: *Can birds of different feathers flock surprisingly well together? Expected versus actual consequences of discussing divisive viewpoints* (with Kristina Wald and Nicholas Epley), International Association for Conflict Management 2020

J. Michael Harrison Doctoral Prize, Booth School of Business 2019

Graduate Student Paper Award: *Exaggerating the reputational costs of revealing secrets* (with Amit Kumar and Nicholas Epley), Midwestern Psychological Association Conference 2018

Student Poster Award Runner-Up: *Exaggerating the reputational costs of revealing secrets* (with Amit Kumar and Nicholas Epley), Society for Personality and Social Psychology Conference 2018

Graduate Student Travel Award, Society for Personality and Social Psychology Conference 2017

Travel Award, Psychology of Technology Pre-Conference at Society for Personality and Social Psychology Conference 2017

TEACHING & MENTORING EXPERIENCE

Teaching Assistantships

Teaching Assistant, BUSF 38119: *Designing a Good Life* Fall 2017, Winter 2019
Professor Nicholas Epley

University of Chicago, Booth School of Business

Teaching Assistant, BUSF 38001: *Managing in Organizations* Summer 2018, Summer 2019
Professor Ed O'Brien
University of Chicago, Booth School of Business

Thesis Supervision

Bjorn Olafsson, "The effect of affect: How mood influences social engagement," 2019
Honors Thesis in Psychology with Nicholas Epley, University of Chicago

ADDITIONAL CONTRIBUTIONS

bwrappers: A package of wrappers and other R functions for efficiently cleaning, analyzing, and visualizing data in the behavioral sciences. Authored package and released on GitHub. [\[Link\]](#)

Practical systems and resources for conducting research: A guide for incoming PhD students in psychology and related fields. Developed guide for incoming PhD students. [\[Link\]](#)

REFERENCES

Nicholas Epley

Professor of Behavioral Science
Booth School of Business
University of Chicago
Chicago, IL 60637
Phone: (773) 834-1266
Email: Nicholas.Epley@chicagobooth.edu

Eugene Caruso

Associate Professor of Management and Organizations
Anderson School of Management
University of California at Los Angeles
Los Angeles, CA 90095
Phone: (310) 825-8358
Email: eugene.caruso@anderson.ucla.edu

Ed O'Brien

Associate Professor of Behavioral Science
Booth School of Business
University of Chicago
Chicago, IL 60637
Phone: (773) 834-5445
Email: eob@chicagobooth.edu

Alex Shaw

Assistant Professor of Psychology
Department of Psychology
University of Chicago
Chicago, IL 60637
Phone: (773) 702-0710
Email: ashaw1@uchicago.edu