

Michael W. White

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EDUCATION

Columbia Business School, Columbia University (Expected 2025)

Ph.D., Management (Organizational Behavior)

Elmhurst University (2018), Summa cum laude

B.S. with Honors in Psychology and Philosophy

RESEARCH INTERESTS

Awe; Emotions; Ethics; Prosocial Behavior; Diversity, Equity, and Inclusion

PUBLICATIONS

*denotes equal first authorship

1. Martinez, M.J., **White, M.W.**, Bailey, E.R., Smeallie, E., Hoffman, L., Chapas, A., Lee, N. Iyengar, S., & Rieder, E.A. (*in press*). Minimally Invasive Cosmetic Procedures Increase Feelings of Authenticity. Forthcoming at *Dermatologic Surgery*.
2. Matz, S.C., Beck, E.E., Atherton, O.E., **White, M.W.**, Kim, M., Rauthmann, J.F., Mroczek, D., & Bogg, T. Personality science in the digital age: The promises and challenges of psychological targeting for personalized behavior change interventions at scale. (*in press*). *Perspectives on Psychological Science*.
3. Bailey, E.R., **White, M.W.**, Iyengar, S.S., & Akinola, M. (2024). Americans Misperceive the Frequency and Format of Political Debate. *Scientific Reports*, *14*(1), 5565.
4. **White, M.W.**, Levine, E.E., & Kristal, A. (2024). Are rules meant to be broken? When and why consistent rule-following undermines versus enhances trust. *Journal of Experimental Social Psychology*, *111*, 104552.
5. Jensen, S.L.*, Levine, E.E.*, **White, M.W.***, & Huppert, E. (2024). Lying is sometimes ethical, but honesty is the best policy: The desire to avoid harmful lies leads to moral preferences for unconditional honesty. *Journal of Experimental Psychology: General*, *153*(1), 122-144.
6. Martinez, M.J., Dixit, D., **White, M.W.**, & Rieder, E.A (2023). Motivations for seeking cosmetic enhancing procedures of the face: A systematic review. *Dermatologic Surgery*, *10*, 1097.
7. Horton, C.B., **White, M.W.**, & Iyengar, S. (2023). Bias against AI art can enhance perceptions of human creativity. *Scientific Reports*, *13*(1), 19001.
8. Davidai, S., **White, M.W.**, & Gregorich, G. (2022). The fear of conflict leads people to systematically avoid potentially valuable zero-sum situations. *Scientific Reports*, *12*(1), 17944.

9. **White, M.W.**, Khan, N., Deren, J., Sim, J.J., & Majka, E.A. (2022). Give a dog a bone: Spending on pets promotes happiness. *The Journal of Positive Psychology*, 17(4), 589-595.
10. Majka, E.A., **White, M.W.**, Bowling, L., Garcia, R., Skinner, T., Bennett, K.F., Bernstein, M.J., & Sim, J.J. (2020). The affiliative consequences of same-race and cross-race mimicry. *The Journal of Social Psychology*, 160(5), 603-612.
11. Siddiqui, S., **White, M.W.**, Schroeder, A.L., DeLuca, N., Leszczynski, A., & Raimondi, S.L. (2018). Aberrant DNMT3B7 expression correlates to tissue type, stage, and survival across cancers. *PLOS ONE* 13(8), e0201522.

MANUSCRIPTS IN REVISION & UNDER REVIEW

*denotes equal authorship

1. **White, M.W.***, & Carter, J.T*. [LGBTQ+ allyship displays]. First round revise and resubmit, *Organizational Behavior and Human Decision Processes*.
2. **White, M.W.**, King, S.M., & Levine, E.E. [Necessary evils and reputation]. Reject and resubmit, *Management Science*.
3. **White, M.W.**, Abraham, M., & Matz, C. [Organizations, inclusivity of job seekers]. *Under review*.

WORKING PAPERS

*denotes equal authorship, +denotes mentee/masters student collaborator

4. **White, M.W.**, +Zambrotta, N., & Akinola, M. Awe and authentic self-expression.
5. **White, M.W.**, Ponce de Leon, R. & Akinola, M. Awe and inclusivity in organizations.
6. Zhang, T., **White, M.W.**, Hayirli, T., & Akinola, M. Mixed messages: People of color receive more conflicting aggregated feedback.
7. **White, M.W.**, Kim, Y., & Akinola, M. Awe in everyday life.

SELECTED RESEARCH IN PROGRESS

8. **White, M.W.**, Raymundo, I., & Galinsky, A. Emotions and status. *Data collection*.
9. Portocarrero, F., Burbano, V. & **White, M.W.** Communication frames and beneficiary engagement: Field experimental evidence. *Data collection*.
10. Portocarrero, F., Burbano, V. & **White, M.W.** Pro-environmental training for necessity-based entrepreneurs: Field experimental evidence. *Data collection*.

AWARDS, FELLOWSHIPS, & HONORS

Graduate Student Fellowship, Staff Experience Research Initiative, Columbia University	2023 - present
Graduate Student Conference Award, International Society for the Science of Existential Psychology	2023
Outstanding Teaching Assistant Award, Dean's Office, Columbia University	2023
John M. Chapman Fellowship and Research Award, Columbia University	2022
Office of the Provost's Diversity Recruitment Fellowship, Columbia University	2020
Bluejay (Student) of the Year, Elmhurst University	2018
Psychology Department Senior of the Year, Elmhurst University	2018
Elmhurst University Dean's List	2014 – 2018
Elmhurst University Presidential & Enrichment Scholar Program	2014 – 2018
Elmhurst University Honors Program Summer Fellows	2017
National Science Foundation REU NYU Conference Travel Award	2017
Faculty-Staff Merit Scholar, Elmhurst University	2017
Psi Chi, The International Honor Society in Psychology, Initiate	2016

COMPETITIVE GRANTS & FUNDING

White, M.W. & Brown, N.D. (2024). *Exploring the effects of emotions on leaders' zero-sum beliefs*. W. Edwards Deming Center (\$10,000).

White, M.W. & Akinola, M. (2024). *Awe in everyday life*. The Bernstein Center for Leadership and Ethics (\$5,000).

White, M.W. & Carter, J.T. (2024). *Attributions of LGBTQ+ allyship*. The Bernstein Center for Leadership and Ethics (\$2,500).

Carter, J.T. & **White, M.W.** (2023). *Allyship judgments of LGBTQ+ directed advertisements*. Industrial Labor Relations WIDE Fast Grant for Research in Organizational DEI (\$4,383.33).

Carter, A.B., & **White, M.W.** (2023). *Collaborative art and play as practice: Learning inclusive leadership skills with AI-generated art*. Columbia University Provost's Science of Learning Research Grant (\$5,000).

White, M.W., Abraham, M., & Matz, S. (2022). *Organizations recruit more inclusive employees via costly diversity-focused claims*. The Bernstein Center for Leadership and Ethics (\$5,000).

White, M.W., Akinola, M., Iyengar, S., & Kaczmarek, S. (2021). *Bridging moral divides starts in the body: Exploring the underlying psychophysiology of moral conversations*. Tamer Center for Social Enterprise (\$160,000).

White, M.W., & Levine, E.E. (2018). *Exploring predictions on the interpersonal consequences of punishment*. Psi Chi Undergraduate Research Grants (\$1,440).

Majka, E.A., Sim, J.J., **White, M.W.**, Khan, N., & Deren, J. (2018). *Spending on pets to boost well-being?* Center for Scholarship and Teaching, Elmhurst University (\$750).

White, M.W. & Majka, E.A. (2018). *The road to happiness: Self-enhancement via prosocial spending*. Swords Grant, Elmhurst University (\$1,000).

White, M.W., & Majka, E.A. (2017). *Exploring social motivation as an antecedent to prosocial spending*. Psi Chi Undergraduate Research Grants (\$1,300).

Majka, E.A., & **White, M.W.** (2017). *The attitude similarity attraction effect is moderated by attitude strength*. Center for Scholarship and Teaching Showcase Grant Program, Elmhurst University (\$500).

CONFERENCE PRESENTATIONS

Awe in everyday life: People underestimate how much savoring unlocks awe in the mundane

- *Society for Personality & Social Psychology Annual Conference, San Diego, CA (2024)*

Motivated queer allyship: How perceived motives shape (in)authentic allyship perceptions

- *Society for Personality & Social Psychology Annual Conference, San Diego, CA (2024)*

Mixed messages: People of color receive more conflicting aggregated feedback

- *Academy of Management Annual Conference, Boston, MA (2023)*
- *International Association of Conflict Management Annual Conference, Thessaloniki, Greece (2023)*
- *Society for Personality & Social Psychology Annual Conference, Atlanta, GA (2023)*

“Awe”-thenticity: Awe promotes authentic self-expression

- *Society for Personality & Social Psychology Annual Conference, Atlanta, GA (2023)*

Americans overestimate the frequency and format of political debate

- *Society for Personality & Social Psychology Annual Conference, Atlanta, GA (2023)*

Decision-makers overestimate the reputational costs of necessary evil

- *Society for Personality & Social Psychology Annual Conference, San Diego, CA (2024)*
- *Academy of Management Annual Conference, Boston, MA (2023)*
- *International Association of Conflict Management Annual Conference, Thessaloniki, Greece (2023)*
- *Society of Judgment and Decision-Making Annual Conference, San Diego, CA (2022)*

Felt authenticity and elective cosmetic enhancements

- *Society for Personality & Social Psychology Annual Conference, San Francisco, CA (2022)*
- *East Coast Doctoral Conference Annual Conference, New York City, NY (2022)*

Lying is sometimes ethical, but honesty is the best policy: The desire to avoid harmful lies leads to moral preferences for unconditional honesty

- *Academy of Management Annual Conference, Virtual (2022)*
- *International Association of Conflict Management Annual Conference, Virtual (2022)*
- *Society of Judgment and Decision-Making Annual Conference, Virtual (2020)*

Zero-sum aversion: The fear of conflict leads people to systematically avoid potentially valuable zero-sum situations

- *International Association of Conflict Management* Annual Conference, Thessaloniki, Greece (2023)
- *Society of Judgment and Decision-Making* Annual Conference, Virtual (2021)

Give a dog a bone: Spending on pets promotes happiness

- *Society for Personality & Social Psychology* Annual Conference, Portland, OR (2019)
- *Midwestern Psychological Association* Annual Conference, Chicago, IL (2019)

Are rules meant to be broken? When and why consistent rule-following undermines versus enhances trust

- *Academy of Management* Annual Conference, Chicago, IL (2018)
- *International Association of Conflict Management* Annual Conference, Philadelphia, PA (2018)

INVITED TALKS

Elmhurst University, Department of Psychology (2023)

Elmhurst University, Department of Psychology (2021)

FACILITATED WORKSHOPS

Harnessing Your Personal Influence as a Student Leader (2023)

TEACHING EXPERIENCE

LEAD: People, Teams, and Organizations

- Head Teaching Assistant, Columbia Business School (Fall 2020, Spring 2021, Fall 2021, Spring 2022, Fall 2022, Spring 2023; Fall 2023; Spring 2024; Fall 2024)
 - Received Outstanding Teaching Assistant Award, Dean's Office, Columbia University (2022)

Power and Influence

- Teaching Assistant, Columbia Business School (Spring 2023)
 - Finalist for Outstanding Teaching Assistant Award, Dean's Office, Columbia University (2023)

Innovation Salon

- Teaching Assistant, Columbia Business School (Fall 2020, Spring 2021, Fall 2021, Spring 2022)

Managerial Negotiations

- Teaching Assistant, Columbia Business School (Fall 2020, Spring 2021, Summer 2021, Fall 2021, Spring 2022, Fall 2022)

Strategy Formulation

- Teaching Assistant, Columbia Business School (Fall 2022)

Family Business Management

- Teaching Assistant, Columbia Business School (Summer 2022)

Think Bigger

- Teaching Assistant, Columbia Business School (Spring 2021, Spring 2022)

The Social Psychology of Behavior in Organizations

- Teaching Assistant, The University of Chicago (Spring 2019)

UNIVERSITY SERVICE

Columbia University

Sanford C. Bernstein & Co. Center for Leadership and Ethics Fellow	2022 – present
Office of Diversity, Equity, and Inclusion Fellow	2022 – present
Cofounder & Program Coordinator, Columbia Undergraduate Business Scholars	2020 - present
East Coast Doctoral Conference Coordinator	2023
Ph.D. Student Representative	2022 – 2023
Interim Leadership Lab Director	2022

PROFESSIONAL AFFILIATIONS

International Association of Conflict Management	2022 – present
Society for Judgment and Decision Making	2022 – present
Academy of Management	2020 – present
Society of Personality and Social Psychology	2020 – present

ADDITIONAL RESEARCH EXPERIENCE

Chicago Booth School of Business, University of Chicago, Chicago, IL <i>Lab Manager, HOPE Lab, PI: Dr. Emma E. Levine</i>	2018 – 2020
Department of Psychology, Elmhurst University, Elmhurst, IL <i>Research Assistant, Social Psychology Lab, PI: Dr. Elizabeth A. Majka</i> <i>Honors Summer Fellow, PI: Dr. Elizabeth A. Majka</i>	2015 – 2018
Department of Psychology, New York University, New York, NY <i>NSF Summer Fellow, SPAM Lab, PI: Dr. Emily Balcetis</i>	2017
Department of Biology, Elmhurst University, Elmhurst, IL <i>Cell Biology Research Assistant, PI: Dr. Stacey Raimondi</i>	2016 – 2017
Department of Philosophy, Elmhurst University, Elmhurst, IL <i>Philosophy Lab Research Assistant, PI: Dr. Katrina Sifferd</i>	2016 – 2017