

**David A. Kalkstein**  
Research Data Specialist  
California Civil Rights Department  
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**POSITIONS**

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- California Department of Civil Rights, Research Data Specialist 2024 – Present  
Supervisor: Dr. Alec Watts
- Stanford University, Postdoctoral Scholar 2017 – 2024  
Advisor: Dr. Gregory Walton

**EDUCATION**

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- New York University, PhD in Social Psychology 2017  
Minor in Quantitative Psychology  
Dissertation: *Creating Expansive Learning Environments: Abstract Thought Promotes Social Learning Across Psychological Distance*
- New York University, MA in Psychology 2014  
Advisor: Dr. Yaacov Trope
- Cornell University, BA, Psychology and Sociology, *summa cum laude* 2011  
Honors Thesis: *Construal Level Theory, Action Identification Theory, and Self-Control: A New Approach to Ego-Depletion*  
Advisor: Dr. Melissa Ferguson

**PUBLICATIONS**

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*Journal Articles*

- Hackel, L. M., **Kalkstein, D. A.**, & Mende-Siedlecki, P. (2024). Simplifying Social Learning. *Trends in Cognitive Science*, 28, 428-440.
- Hackel, L. M., & **Kalkstein, D. A.** (2023). Social concepts simplify complex reinforcement learning. *Psychological Science*, 34, 968-983.
- Kalkstein, D. A.\***, Hook, C. J.\*, Hard, B. M., & Walton, G. M. (2023). Social norms govern what behaviors come to mind—and what do not. *Journal of Personality and Social Psychology*, 124, 1203-1229.  
\*Equal author contribution
- Kalkstein, D. A.**, & Trope, Y. (2022). Psychological closeness and concrete construal may underlie high-fidelity social emulation. *Behavioral and Brain Sciences*, 45, e259.  
[Commentary]

**Kalkstein, D. A.,** De Lima, F., Brady, S. T., Rozek, C. S., Johnson, E. H., & Walton, G. M. (2022). Defaults are not a panacea: Distinguishing between default effects on choices and on outcomes. *Behavioural Public Policy*, 1-16.

Sanchez, K. L., **Kalkstein, D. A.,** & Walton, G. M. (2021). A threatening opportunity: The prospect of conversations about race-related experiences between Black and White friends. *Journal of Personality and Social Psychology*, 122, 853-872.

**Kalkstein, D. A.,** Hackel, L. M., & Trope, Y. (2020). Person-centered cognition: The presence of people in a visual scene promotes relational reasoning. *Journal of Experimental Social Psychology*, 90, 104009.

**Kalkstein, D. A.,** Bosch, D. A., & Kleiman, T. (2020). The contrast diversity effect: Increasing diversity of counter-examples increases generalization from a single item. *Journal of Experimental Psychology: Learning, Memory, and Cognition*, 46, 296-315.

Bragg, M. A., Miller, A. N., **Kalkstein, D. A.,** Elbel, B., & Roberto, C. A. (2019). Evaluating the influence of racially targeted food and beverage advertisements on Black and White adolescents' perceptions and preferences. *Appetite*, 140, 41-49.

**Kalkstein, D. A.,** Hubbard, A. D., & Trope, Y. (2018). Beyond direct reference: Comparing the present to the past promotes abstract processing. *Journal of Experimental Psychology: General*, 147, 933-938.

**Kalkstein, D. A.,** Kleiman, T., Wakslak, C. J., Liberman, N., & Trope, Y. (2016). Social learning across psychological distance. *Journal of Personality and Social Psychology*, 110, 1-19.

Jost, J. T., Stern, C., & **Kalkstein, D. A.** (2012). What's so insidious about "peace, love, and understanding"? A system justification perspective. *Behavioral and Brain Sciences*, 35, 438-439. [Commentary]

### **Book Chapters**

**Kalkstein, D. A.,** & Fujita, K. (2020). Temptation. In K. Sweeny & M. Robbins (Eds.), *The Wiley Encyclopedia of Health Psychology: Volume II, The Social Bases of Health Behavior*. Wiley.

Hubbard, A. D., **Kalkstein, D. A.,** Liberman, N., & Trope, Y. (2020). Construal processes. In P.A.M. Van Lange, E. T. Higgins, A. W. Kruglanski (Eds.), *Social Psychology: Handbook of Basic Principles* (Third Edition). New York: Guilford.

**Kalkstein, D. A.,** Fujita, K., & Trope, Y. (2018). Broadening mental horizons to resist temptation: Construal level and self-control. In D. T. D. de Ridder, M. A. Adriaanse, & K. Fujita (Eds.), *Handbook of Self-Control in Health and Well-Being*. London: Routledge Press.

**Kalkstein, D. A.**, Hubbard, A. D., & Trope, Y. (2018). Expansive and contractive learning experiences: Mental construal and living well. In J. Forgas & R. Baumeister (Eds.), *The Social Psychology of the Living Well*. New York: Psychology Press.

### *Popular Press*

**Kalkstein, D. A.**, Hook, C. J., Hard, B. M., & Walton, G. M. How social norms can free us from temptation. *Character & Context* (April 12<sup>th</sup>, 2023).

Thomas, C., **Kalkstein, D. A.**, & Walton, G. M. How the Coronavirus crisis is opening the door to universal social policies in the United States. *Time* (June 17<sup>th</sup>, 2020).

## **MANUSCRIPTS IN DEVELOPMENT**

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### *Under Review*

Sanchez, K. L., **Kalkstein, D. A.**, Hirschi, Q., Corrington, A., Pinedo, A., Brannon, T., Stewart, D., Hard, B. M., Harrington, H., Templeton, E., & Walton, G. M. Conversations about race can strengthen Black-White friendships immediately and over time.

### *Ongoing Research*

**Kalkstein, D. A.**, & Walton, G. M. (in progress). The importance of “why” in critical feedback: Training teachers to implement wise-feedback to promote student motivation and achievement.

**Kalkstein, D. A.**, & Walton, G. M. (in progress). Potential groups everywhere: Expectation violations prompt group formation and togetherness.

**Kalkstein, D. A.**, & Stillman, P. E. (in progress). Scheduling indulgences as a self-control strategy for moderation.

Brady, S. T., Rozek, C., **Kalkstein, D. A.**, & Walton, G. M. (in preparation). Can institutions change the meaning of test scores to make them more beneficial for students? Results from a country-wide randomized control trial.

Ni, Q. †, Hackel, L. M., & **Kalkstein, D. A.** (in preparation). Psychological inferences drive relational reasoning in social observation.

†Student Collaborator

## **HONORS AND AWARDS**

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Developing Feedback Interventions for Teachers’ Professional Development, Project Lead, Leading Educators (PI: Gregory Walton)	2022 – 2023
Wise Feedback Pilot, Project Lead, Equal Opportunity Schools (PI: Gregory Walton)	2019
Friends of Katzell Summer Fellowship	2016
Dean’s Dissertation Fellowship	2016 – 2017

New Paths to Purpose Grant, Graduate Researcher, Templeton Foundation (PI: Yaacov Trope)	2013 – 2015
SPSP Graduate Student Travel Award	2013
Dean's Student Travel Grant, NYU	2013
National Science Foundation Graduate Research Fellowship, Honorable Mention	2012
Henry M. MacCracken Fellowship, New York University	2011 – 2016
Summa Cum Laude, Cornell University	2011
Einhorn Discovery Grant, Cornell University	2010
Cornell Undergraduate Research Grant, Cornell University	2010
Psychology Honors Program, Cornell University	2010 – 2011

## **SYMPOSIA CHAIRED**

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Origins and functions of social norms: Micro and macro perspectives. (2022, February). Symposium presented at the Society for Personality and Social Psychology Conference, San Francisco, CA.

How norms structure psychological experience: Antecedents, mechanisms, and group dynamics. (2021, October). Symposium presented at the Society for Experiment Social Psychology Conference, Santa Barbara, CA. (Co-chaired with Gregg Sparkman)

Social synchrony in cognition, affect, and neural responding. (2018, October). Symposium presented at the Society for Experiment Social Psychology Conference, Seattle, WA. (Co-chaired with Yaacov Trope)

Making cognition social: How thinking, reasoning, and learning change in social versus nonsocial situations. (2017, October). Symposium presented at the Society for Experimental Social Psychology Conference, Boston, MA. (Co-chaired with Leor Hackel)

Alone vs. together: Social effects on individual cognition. (2017, January). Symposium presented at the Society for Personality and Social Psychology Conference, San Antonio, TX. (Co-chaired with Veronica Dudarev)

## **PRESENTATIONS**

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Kalkstein, D. A. (2023). *The social basis of abstraction*. Department of Psychology, University of Montana, Missoula, MT.

Kalkstein, D. A. (2022). *The ease of normative influence: How social norms guide self-regulation*. Presented at the Society for Experimental and Social Psychology Annual Conference, Philadelphia, PA.

Kalkstein, D. A., Walton, G. M., & Meili, L. (2022). *Wise feedback: From research to practice*. Invited Talk. Presented at Leading Educators "Campfire" Series. Virtual Presentation.

Kalkstein, D. A. (2022). *Novel mechanisms of social norms: How norms structure thought across diverse contexts*. Invited Talk. Gantman Lab, Brooklyn College, CUNY, New York, NY.

Kalkstein, D. A. (2022). *Mechanisms of social norms and implications for self-regulation*. Presented at the Society for Personality and Social Psychology Annual Conference, San Francisco, CA.

Kalkstein, D. A. (2021). *The social basis of abstraction*. Invited Talk. Department of Psychology, University of Southern California.

Kalkstein, D. A. (2021). *Mechanisms of social norms: How norms structure thought and behavior across diverse contexts*. Presented at the Society for Experimental and Social Psychology Annual Conference, Santa Barbara, CA.

Kalkstein, D. A. (2021). *The social basis of abstraction*. Invited Talk. Department of Psychological Sciences, Purdue University.

Kalkstein, D. A. (2020). *Person-centered cognition: How others imbue the external world with meaning*. Presented at the Shared Reality and Authenticity Pre-Conference to the 21<sup>st</sup> Annual Meeting of the Society for Personality and Social Psychology, New Orleans, LA.

Kalkstein, D. A. (2020). *Behind the intervention: Tacit knowledge and lessons learned along the way*. Invited Talk. Psychological Interventions in Educational Settings, Stanford University, Stanford, CA.

Walton, G. M., Brady, S. T., Kalkstein, D. A., Rozek, C. (2018). *Promoting belonging and equity in Advanced Placement*. Invited Talk. Chan Zuckerberg Initiative, Redwood City, CA.

Kalkstein, D. A. & Trope, Y. (2018). *Person-centered cognition: Social synchrony in mental representation*. Presented at the Society for Experimental and Social Psychology Annual Conference, Seattle, WA.

Kalkstein, D. A. (2017). *Construal level theory and transcending the here-and-now*. Invited Talk. Mission College, Santa Clara, CA.

Kalkstein, D. A. (2017). *Creating expansive learning environments: Construal levels in learning from near and distant others*. Invited Talk. Stanford Social Lab, Stanford, CA.

Kalkstein, D. A., Kleiman, T., Wakslak, C. J., Liberman, N., & Trope, Y. (2017). *Beyond the self: Social learning and the transcendence of direct experience*. Presented at the Society for Experimental Social Psychology Annual Conference, Boston, MA.

Kalkstein, D. A. (2017). *Meaning makers: The presence of others promotes relational reasoning in visual scenes*. Invited talk. Stanford Psychology Department Colloquium Series, Stanford, CA.

Kalkstein, D. A. (2017). *Creating expansive learning environments: Abstract thought promotes social learning across greater distances*. Invited Talk. Social Cognitive and Affective Neuroscience Lab, Columbia University, New York, NY.

Kalkstein, D. A. (2017). *Social learning and the transcendence of direct experience*. Presented at the Society for Personality and Social Psychology Annual Conference, San Antonio, TX.

Kalkstein, D. A. (2016). *Beyond direct perception: comparing the present to the past promotes abstract processing*. Invited talk. Regulation Action and Motivated Perception Lab, Rutgers University, New Brunswick, NJ.

Kalkstein, D. A., Kleiman, T., & Trope, Y. (2016). *Social learning across psychological distance*. Presented at the Attitudes and Social Influence Pre-Conference to the 17<sup>th</sup> Annual Meeting of the Society for Personality and Social Psychology, San Diego, CA.

Kalkstein, D. A. (2015). *Generalizing from generalizations: The effect of contrasts in category representations*. Presented at the New York University Brown Bag Series, New York, NY.

Kalkstein, D. A., Kleiman, T., & Trope, Y. (2015). *Learning from near and far others*. Presented at the 2nd annual New Paths to Purpose Research Network Meeting, University of Chicago Booth School of Business, Chicago, IL.

Kalkstein, D. A., Kleiman, T., & Trope, Y. (2015). *Learning from others vs. learning from the self: How social learning influences representations of category structure*. Poster Presented at the Mental Simulation Pre-Conference to the 16<sup>th</sup> Annual Meeting of the Society for Personality and Social Psychology, Long Beach, CA.

Kalkstein, D. A. (2015). *Social learning across psychological distance*. Presented at the New York University Brown Bag Series, New York, NY.

Kalkstein, D. A., Kleiman, T., & Trope, Y. (2014). *Emulating self-control*. Presented at the 1<sup>st</sup> annual New Paths to Purpose Research Network Meeting, University of Chicago Booth School of Business, Chicago, IL.

Kalkstein, D. A. (2014). *Social learning and the impact of psychological distance*. Presented at the New York University Brown Bag Series, New York, NY.

Kalkstein, D. A., Kleiman, T., & Trope, Y. (2014). *Learning of categorization from near and far others*. Poster presented at the Society for Personality and Social Psychology Annual Conference, Austin, TX.

Kalkstein, D. A. (2013). *Modeling across psychological distance*. Presented at the New York University Brown Bag Series, New York, NY.

Kalkstein, D. A., & Trope, Y. (2013). *Modeling across psychological distance*. Poster presented at the Society for Personality and Social Psychology Annual Conference, New Orleans, LA.

Kalkstein, D. A., Stern, C., Jost, J. T., & Trope, Y. (2012). *Political ideology and construal levels: Their effects on essentialist thinking about sexual orientation*. Presented at the 35<sup>th</sup> Annual Meeting of the International Society of Political Psychology, Chicago, IL.

Kalkstein, D. A. (2012). *Social learning and emulation across psychological distance*. Presented at the New York University Brown Bag Series, New York, NY.

Kalkstein, D. A., & Ferguson, M. J. (2011). *Self-control, construal level theory, and action identification theory: A new approach to ego-depletion patterns*. Poster presented at Cornell University.

## **TEACHING EXPERIENCE**

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### **Instructor**

Statistics for the Behavioral Science, *Undergraduate* (Summer 2015)  
Mean Instructor Evaluation – 4.4/5

### **Teaching Assistant**

Social Psychology, *Undergraduate* (Spring 2014 for Dr. Tessa West)  
Social Psychology of Self-Control, *Undergraduate* (Fall 2012; Fall 2014 for Dr. Yaacov Trope)  
Statistics for the Behavioral Sciences, *Undergraduate* (Summer 2013 for Dr. Erin Hennes)  
Regression, *Doctoral* (Fall 2012 for Dr. Patrick Shrout)

### **Guest Lecturer**

“Using DirectRT and Medialab to Conduct Social Cognition Research”  
Research Methods, Dr. Madeline Heilman (Fall 2012)

“Modelling and Plotting Simple Effects in Multiple Regression”  
NYU Social Psychology Statistics Training Session: April 2014

## **MENTORING**

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### **Research Coordinators Supervised**

Fabiana De Lima (Summer 2019 – Summer 2020)

### **Master’s Thesis Students Supervised**

Nicollette Krenzien (Spring 2015 – Spring 2017)  
Lu Dai (Fall 2015 – Spring 2017)  
Abigail Bisi (Fall 2016 – Spring 2017)

### **Undergraduate Honors Thesis Students Supervised**

Serena Bonomo (Fall 2016 – Spring 2017)\*  
Tenay Greene (Fall 2016 – Spring 2017)\*  
Abigail Bisi (Fall 2015 – Spring 2016)\*

Vanessa Wu (Spring 2015 – Fall 2016)

Loren Oumarova (Fall 2012 – Spring 2013)\*

\*Winners of Dean's Undergraduate Research Fund award (\$1000-\$1500)

### **Undergraduate Independent Research Project Students Supervised**

Andrew Steinhart (Fall 2014 – Spring 2015)

## **RESEARCH CONSULTING**

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### **Statistical Consultant**

SocioEconomic Evaluation of Dietary Decisions Program, NYU Medical School (2017)

### **Behavioral Science Consultant**

Ipsos Behavioral Science Center (2022)

Leading Educators (2022)

## **SERVICE**

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### **Ad hoc reviewer:**

*Aggressive Behavior*

*Attention, Perception, & Psychophysics*

*Austrian Science Fund*

*British Food Journal*

*European Journal of Social Psychology*

*International Journal of Research in Marketing*

*Israel Science Foundation*

*Journal of Behavioral Decision Making*

*Journal of Experimental Psychology: General*

*Journal of Experimental and Social Psychology*

*Journal of Personality and Social Psychology*

*Nature Human Behaviour*

*Organizational Behavior and Human Decision Processes*

*Personality and Social Psychology Bulletin*

*Perspectives on Psychological Science*

*Social and Personality Psychology Compass*

*Social Psychology and Personality Science*

Workshop Mentor for Paths to PhD Program for underrepresented students, Stanford Psychology

Diversity Committee Event, Stanford University (2020-2022)

Poster Reviewer for NYU Diversity Summer Student Research Conference (2017)

Research Mentor for NSF REU: NYU Center for Behavioral Statistics and the Study of

Motivated Perception, Summer Internship Program, New York University (2017)

Panelist for Undergraduate Professional Development Workshop, New York University (2016)

Lab Coordinator, Trope Lab, New York University (2013-2015)



Student Cohort Representative for NYU Social Psychology (2013-2014)  
Graduate Admissions Committee, Social Psychology, New York University (2014)  
Organizer of Social Psychology Statistics Training, New York University (2014)

## **PROFESSIONAL AFFILIATIONS**

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Society for Personality and Social Psychology

## **REFERENCES**

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Yaacov Trope  
Professor of Psychology  
New York University  
6 Washington Place  
New York, NY 10003  
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Gregory Walton  
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Emily Balcetis  
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Kentaro Fujita  
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The Ohio State University  
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Melissa Ferguson  
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Yale University  
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