

David A. Kalkstein

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ACADEMIC POSITIONS

Stanford University, Postdoctoral Scholar 2017 – Present
Advisor: Dr. Gregory Walton

EDUCATION

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

Journal Articles

Kalkstein, D. A.*, Hook, C. J.*, Hard, B. M., & Walton, G. M. (in press). Social norms govern what behaviors come to mind—and what do not. *Journal of Personality and Social Psychology*.

**Equal author contribution*

Kalkstein, D. A., & Trope, Y. (in press). Psychological closeness and concrete construal may underlie high-fidelity social emulation. *Behavioral and Brain Sciences*. [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

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 17th, 2020).

MANUSCRIPTS IN DEVELOPMENT

Under Review

Hackel, L. M., & **Kalkstein, D. A.** (under review). Reinforcement learning through familiar social concepts.

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.

Kalkstein, D. A., & Kleiman, T. (in progress). Diversity and tokenism in group-based stereotyping: The role of category-based induction in social judgment.

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 progress). Psychological inferences drive relational reasoning in social observation.

†Student Collaborator

Sanchez, K. L., **Kalkstein, D. A.**, & Walton, G. M. (in progress). Aligning framings to improve outcomes of race-related conversations in interracial friendships.

HONORS AND AWARDS

Developing Feedback Interventions for Teachers’ Professional Development, Leading Educators (PI: Gregory Walton)	2022
Wise Feedback Pilot with EOS, Equal Opportunity Schools (PI: Gregory Walton)	2019
Friends of Katzell Summer Fellowship	2016
Dean’s Dissertation Fellowship	2016 – 2017
New Paths to Purpose Grant, 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

T.A. Ryan Award for “Best Honors Project in a Given Year”, Cornell University	2011
Phi Beta Kappa	2011
Einhorn Discovery Grant, Cornell University	2010
Cornell Undergraduate Research Grant, Cornell University	2010
Psychology Honors Program, Cornell University	2010 – 2011

SYMPOSIA CHAIRED

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 Experimental 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 Experimental 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

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 21st 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 17th 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 16th 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 1st 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 35th 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

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

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

Statistical Consultant

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

Behavioral Science Consultant

Ipsos Behavioral Science Center (2022)

Leading Educators (2022)

SERVICE

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 (2020-2021)

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

Society for Personality and Social Psychology

REFERENCES

Yaacov Trope
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New York University
6 Washington Place
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Emily Balcetis
Associate Professor of Psychology
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The Ohio State University
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