

GORDON KRAFT-TODD

gordon.krafttodd@yale.edu – 69 Clark St. Apt. 3, New Haven, CT 06511 (978) 621-6120

EDUCATION

Yale University (2014-)

PhD (anticipated), Developmental Psychology
Advisor: David Rand

Harvard College (2003-2007)

AB, Special concentrations: Leadership
Thesis committee: Philip Stone (Psychology), Tal Ben-Shahar (Psychology), David Ager (Sociology), Neil Gross (Sociology)
Thesis title: “Toward a Comprehensive Definition of Leadership”

EMPLOYMENT HISTORY

- Lab Manager, Human Cooperation Laboratory, Yale University, 8/13-8/14
 - Lab Manager, Human Cooperation Laboratory, Harvard University, 10/12-7/13
 - Clinical Research Coordinator, Empathy and Relational Science Program, Massachusetts General Hospital, 5/11-7/13
 - Research Assistant, Edmund J. Safra Center for Ethics, Harvard Law School, 9/11-9/12
 - Lab Manager, Canine Cognition Laboratory, Harvard University, 9/10-9/11
 - Research Assistant, Moral Cognition Laboratory, Harvard University, 5/10-9/11
 - Research Assistant, Cognitive Evolution Laboratory, Harvard University, 5/10-9/11
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PUBLICATIONS

- Rand, D. G., & **Kraft-Todd, G. T.** (2014). Reflection does not undermine self-interested prosociality. *Frontiers in Behavioral Neuroscience* **8** 300.
- Rand, D. G., Peysakhovich, A., **Kraft-Todd, G. T.**, Newman, G. E., Wurzbacher, O., Nowak, M. A., & Greene, J. D. (2014). Social heuristics shape intuitive cooperation. *Nature Comm.* **5** 3677.
- Kelley, J. M., **Kraft-Todd, G.**, Schapira, L., Kossowsky, J., & Riess, H. (2014). The influence of the patient-clinician relationship on healthcare outcomes: A systematic review and meta-analysis of randomized controlled trials. *PloS One* **9**(4) e94207.
- Riess, H., & **Kraft-Todd, G.** (2014). EMPATHY: A tool to enhance nonverbal communication between clinicians and their patients. *Academic Medicine* **89**(8) 1108 - 1112.
- Rand, D., **Kraft-Todd, G.**, Gruber, J. (*revise & resubmit*) Positive Emotion and (Dis)Inhibition Interact to Predict Cooperative Behavior. *PLoS One* Available at:
http://papers.ssrn.com/sol3/papers.cfm?abstract_id=2429787
- Kraft-Todd, G.**, Baer, L., Heberlein, A., Kelley, J., Riess, H. (*submitted*) Nonverbal Signals of Physician Empathy Increase Ratings of Both Warmth and Competence – A Novel Online Approach.
- Kraft-Todd, G.**, Rand, D. (*in prep.*) Encouraging cooperation in real world public goods. *Current Opinion in Behavioral Sciences*, invited.

Kraft-Todd, G., Rand, D., Norton, M. (*in prep.*) “Scrooge Aversion”: Pricing charitable donations increases giving. *Journal of Marketing Research*, invited.

Hauser, O., **Kraft-Todd, G.**, Norton, M., Nowak, M. (*in prep.*) Hidden inequality: Rewarding the wealthy and blaming the poor.

Cahill, D., **Kraft-Todd, G.**, Will, G-J. (*in prep.*) Conformity in Moral Judgment.

GRANT SUPPORT AND AWARDS

Riess, H., Baer, L., Reiner, D., Heberlein, A., **Kraft-Todd, G.** “On-line studies of empathy in patient clinician communication.” The Arnold P. Gold Foundation, July 14, 2014, \$25,000.

Kraft-Todd G. The Society for Personality and Social Psychology Graduate Student Travel Award. September 30, 2013, \$500.

Peysakhovich, A.*, **Kraft-Todd, G.*** “Improving learning experiences by building cooperative environments in classrooms.” Harvard Initiative for Learning and Teaching, September 4, 2013, \$15,000. *contributed equally

Chakroff, A. *, Hauser, O. *, **Kraft-Todd, G.***, Lee, J. *, Skwara, A. *, Ward, A. * “Cultivating Cooperation and Control: A Field Study on the Effects of Meditation on Moral Judgment, Prosocial Behavior, and Mental Control.” Harvard Mind Brain and Behavior Graduate Student Award, June 5, 2013, \$10,000. *contributed equally

CONFERENCE TALKS

Kraft-Todd, G. Spontaneous giving and calculated greed. Association for Psychological Science, Washington, DC, May 25, 2013.

Kraft-Todd, G. It Doesn't Hurt to Ask for More: Structuring Donation Appeals to Optimize Charitable Giving. Academics Stand Against Poverty, New Haven, CT, April 13, 2012.

CONFERENCE POSTERS

Kraft-Todd, G., Rand D. “How can you inspire moral goodness without sounding preachy? Emphasize similarities.” Society for Personality and Social Psychology, Long Beach, CA, February 28, 2015.

Rand D., Peysakhovich A., **Kraft-Todd G.**, Newman G., Wurzbacher O., Nowak M., Greene J. Intuitive cooperation and the Social Heuristics Hypothesis: Evidence from 15 time constraint studies. Society for Personality and Social Psychology, Austin, TX, January 25, 2014.

Kraft-Todd, G., Rand D., Norton, M. “Scrooge Aversion” and the Value of Asking for More: Structuring Donation Appeals to Optimize Charitable Donations. Society for Personality and Social Psychology, New Orleans, LA, January 19, 2013.

Kelley J., Riess H., **Kraft-Todd G.**, Schapira L., Dunn E., Leuschner M., Perez L. A Systematic Review of Patient-Doctor Relationship Factors and Health Outcomes. Harvard Psychiatry Research Day, Harvard Medical School, Boston, MA, March 28, 2012.