

JOEY T. CHENG

curriculum vitae

Department of Psychology
York University
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EMPLOYMENT

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|----------------|---|
| 2019 - present | Assistant Professor , Department of Psychology
(Faculty Affiliate: Cognitive Science Program)
<i>York University</i> |
| 2015 - 2019 | Assistant Professor , Department of Psychology
<i>University of Illinois at Urbana-Champaign</i> |
| 2014 - 2015 | Assistant Professor , Psychology and Social Behavior
<i>University of California, Irvine</i> |
| 2013 - 2014 | Postdoctoral Fellow , Haas School of Business, Management of Organizations
<i>University of California, Berkeley</i> |
| 2012 | Visiting Scholar , Haas School of Business, Management of Organizations
<i>University of California, Berkeley</i> |

EDUCATION

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| 2009 - 2013 | Ph.D., Social-Personality Psychology, Minor in Quantitative Methods
<i>University of British Columbia</i> |
| 2011 | Attendee, Summer Institute in Social Psychology
<i>Princeton University</i> |
| 2007 - 2009 | M.A., Social-Personality Psychology
<i>University of British Columbia</i> |
| 2003 - 2007 | B.Sc., Psychology Specialist (Highest Distinction)
<i>University of Toronto</i> |

RESEARCH INTERESTS

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| Social Hierarchy (Prestige, Dominance) | Emotions (Pride, Respect, Humility, Hubris) |
| Status, Power, Influence, and Leadership | Overconfidence |
| Group Dynamics | Cooperation |
| Team Performance | Unethical Behavior (Corruption, Dishonesty) |
| Nonverbal Signaling (Voice Pitch, Posture) | Trust & Trustworthiness |

SELECTED HONOURS AND AWARDS

RESEARCH HONOURS & AWARDS

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|------|---|
| 2019 | York Research Leader |
| 2019 | SAGE Young Scholars Award, <i>The Foundation for Personality and Social Psychology</i> |
| 2018 | Achievement Award for Early Career Psychologists, <i>American Psychological Association</i> |

2018	Faculty Fellow, <i>Illinois Leadership Center</i>
2016	Rising Star Award, <i>Association for Psychological Science</i>
2011	Outstanding Research Award, <i>Society for Personality and Social Psychology</i>
2010	Certificate of Academic Excellence for Outstanding Master's thesis, <i>Canadian Psychological Association</i>
2010	Governor General's Gold Medal Award Faculty of Arts Master's Nominee, <i>University of British Columbia</i>
2010	Stanley Coren Prize for Best Master's Thesis in Psychology, <i>University of British Columbia</i>
2007	Forrin Graduation Prize in Psychology, <i>University of Toronto</i>
2007	University of Toronto Excellence Awards in the Social Sciences and Humanities, <i>University of Toronto</i>
2006	Dr. Vivian Paskal Memorial Prize in Psychology, <i>University of Toronto</i>
2004 - 2006	University of Toronto Scholars Award, <i>University of Toronto</i>
2007	Certificate of Academic Excellence for Outstanding Undergraduate Honours Thesis, <i>Canadian Psychological Association</i>

GRANTS & RESEARCH FUNDING

2021 - 2025	Insight Grant, <i>Social Sciences and Humanities Research Council of Canada</i> (Co-applicant; \$203,119)
2020 - 2022	Insight Development Grant, <i>Social Sciences and Humanities Research Council of Canada</i> (Principal Investigator; \$73,684)
2019	Junior Faculty Fund and Minor Research Grant, <i>York University</i> (\$5,000)
2018 - 2022	Insight Grant, <i>Social Sciences and Humanities Research Council of Canada</i> (Collaborator; \$148,300)
2018	Faculty Fellows Research Grant, <i>Illinois Leadership Center</i> (\$2,500)

SCIENTIFIC WORKSHOP FUNDING

2020	Scientific Workshop Funding, "Intersexual competition and status dynamics between females and males", <i>Lorentz Center, Leiden, Netherlands</i> (Co-organizer)
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TEACHING AWARDS

2019	List of Teachers Ranked as Excellent by Their Students, <i>University of Illinois</i>
2018	List of Teachers Ranked as Excellent by Their Students, <i>University of Illinois</i>
2016	List of Teachers Ranked as Excellent by Their Students, <i>University of Illinois</i>

SALARY AWARDS/FELLOWSHIPS

2013 - 2015	Postdoctoral Fellowship, <i>Social Sciences and Humanities Research Council of Canada</i> (\$76,000; declined 2 nd year)
2012 - 2013	University Graduate Fellowship, <i>University of British Columbia</i> (\$17,500)
2012	Michael Smith Foreign Study Supplement, <i>Social Sciences and Humanities Research Council of Canada</i> (\$6,000)
2012	Student Travel Award, <i>Society for Personality and Social Psychology</i>
2011	Student Travel Award, <i>Human Behavior and Evolution Society</i>
2010	Summer Program in Data Analysis Institute for Social Research Travel and Bursary Award, <i>York University</i>

2009 - 2012	Canada Graduate Doctoral Scholarship, <i>Social Sciences and Humanities Research Council of Canada</i> (\$105,000)
2008	University Graduate Fellowship, <i>University of British Columbia</i> (\$18,000)
2007	Elizabeth Young Lacey Graduate Entrance Scholarship, <i>University of British Columbia</i> (\$17,500; declined)
2007	Canada Graduate Master's Scholarship, <i>Social Sciences and Humanities Research Council of Canada</i> (\$17,500)
2007	Ontario Graduate Scholarship, <i>Government of Ontario, Canada</i> (\$15,000; declined)
2006	Undergraduate Student Research Award, <i>Natural Sciences and Engineering Research Council</i> (\$4,500)
2003 - 2007	Queen Elizabeth II Aiming for the Top Scholarship, <i>Government of Ontario, Canada</i> (\$14,000)

EDITED VOLUMES & SPECIAL ISSUES

3. Hemelrijk, C. K., Huchard, E., **Cheng, J. T.**, Kappeler, P. M., & Hentschel, T. (forthcoming). [‘Sex and gender effects on power, status, dominance, and leadership – An interdisciplinary look at human and other mammalian societies’ special research topic issue](#). *Frontiers in Psychology/Frontiers in Sociology/Frontiers in Ecology and Evolution*.
2. van Kleef, G. A., & **Cheng, J. T.** (2020). [‘Power, status and hierarchy’ special issue](#). *Current Opinion in Psychology*.
1. **Cheng, J. T.**, Tracy, J. L., & Anderson, C. (2014). [The psychology of social status](#). New York, NY: Springer.

PUBLICATIONS (PEER-REVIEWED)

* Graduate/undergraduate student or post-doctoral collaborator

43. McClanahan*, K. J., Maner, J. K., & **Cheng, J. T.** (in press). Two ways to stay at the top: Prestige and dominance are both viable strategies for gaining and maintaining social rank over time. *Personality and Social Psychology Bulletin*.
42. Chen*, F. X., Zhang*, X., Laustsen, L., **Cheng, J. T.** (in press). Harsh but expedient: Dominant leaders increase group cooperation via threat of punishment. *Psychological Science*.
41. Baranski, E., Gardiner, G., Lee, D. I., Members of the International Situations Project, & Funder, D. C. (in press). Who in the world is trying to change their personality traits? Volitional personality change among college students in 56 countries. *Journal of Personality and Social Psychology*.
40. **Cheng, J. T.**, Tracy, J. L., & Henrich, J. (2021). Dominance is necessary to explain human status hierarchies [Comment on Durkee, Lukaszewski, and Buss]. *Proceedings of the National Academy of Sciences of the United States of America*, 118. [\[Extended Commentary/Supplement\]](#) [\[Further Exposition of 3 Concerns\]](#)
39. Redhead*, D., Dhaliwal*, N., & **Cheng, J. T.** (2021). Taking charge and stepping in: Individuals who punish are rewarded with prestige and dominance. *Social and Personality Psychology Compass*, 15, e12581.
38. Aung, T., Goetz, S., Adams, J., McKenna*, C., Hess, C., Roytman, S., **Cheng, J. T.**, Zilioli, S., & Puts, D. A. (2021). Low fundamental and formant frequencies predict fighting ability among male mixed martial arts fighters. *Scientific Reports*.
37. **Cheng, J. T.**, Anderson, C., Tenney, E. R., Brion, S., Moore, D. A., & Logg, J. M. (2021). The social transmission of overconfidence. *Journal of Experimental Psychology: General*, 150,

157-186.

36. Baranski, E., Sweeny, K., Gardiner, G., Members of the International Situations Project, & Funder, D. C. (2021). International optimism: Correlates and consequences of dispositional optimism across 61 countries. *Journal of Personality*, 89, 288-304.
35. Gardiner, G., Lee, D. I., Baranski, E., Members of the International Situations Project, & Funder, D. C. (2020). Happiness around the world: A combined etic-emic approach across 63 countries. *PLOS One*, 15, e0242718.
34. Lee, D., Gardiner, G., Baranski, E., Members of the International Situations Project, & Funder, D. C. (2020). Situational experience around the world: A replication and extension in 62 countries. *Journal of Personality*, 88, 1091-1110.
33. Vogt*, R. L., **Cheng, J. T.**, & Briley, D. A. (2020). Childhood growth in math and reading differentially predicts adolescent non-ability-based confidence: An examination in the SECCYD. *Learning and Individual Differences*, 83-84, 101933.
32. van Kleef, G. A., & **Cheng, J. T.** (2020). Power, status, and hierarchy: Current trends and future challenges. *Current Opinion in Psychology*, 33, iv-xiii.
31. Tracy, J. L., Mercadante, E. J., Witkower, Z., & **Cheng, J. T.** (2020). The evolution of pride and social hierarchy. *Advances in Experimental Social Psychology*, 62, 51-114.
30. **Cheng, J. T.**, & Kornienko, O. (2020). The neurobiology of human social behavior: A review of how testosterone and cortisol underpin competition and affiliation dynamics (pp. 519-553). In D. A. Granger & M. K. Taylor (Eds.), *Salivary Bioscience: Foundations of Interdisciplinary Saliva Research and Applications*. Basel, Switzerland: Springer Nature.
29. **Cheng, J. T.**, & Tracy, J. L. (2020). Why social status is essential (but sometimes insufficient) for leadership. *Trends in Cognitive Sciences*, 24, 261–263.
28. **Cheng, J. T.** (2020). Dominance, prestige, and the role of leveling in human social hierarchy and equality. *Current Opinion in Psychology*, 33, 238–244.
27. Witkower, Z., Tracy, J. L., **Cheng, J. T.**, & Henrich, J. (2020). Two signals of social rank: Prestige and dominance are associated with distinct nonverbal displays. *Journal of Personality and Social Psychology*, 118(1), 89–120.
26. Redhead*, D., **Cheng, J. T.**, Driver, C., Foulsham, T., & O’Gorman, R. (2019). On the dynamics of social hierarchy: A longitudinal investigation of the rise and fall of prestige, dominance, and social rank in naturalistic task groups. *Evolution and Human Behavior*, 40(2), 222–234.
25. Redhead*, D., O’Gorman, R., & **Cheng, J. T.** (2019). Higher status in groups. In T. Shackelford & V. Weekes-Shackelford (Eds.), *Encyclopedia of evolutionary psychological science*. New York, NY: Springer.
24. Redhead*, D., **Cheng, J. T.**, & O’Gorman, R. (2019). Individuals that impose costs. In T. Shackelford & V. Weekes-Shackelford (Eds.), *Encyclopedia of evolutionary psychological science*. New York, NY: Springer.
23. Gardiner, G., Sauerberger, K., **Members of the International Situations Project**, & Funder, D. C. (2019). Towards meaningful comparisons of personality in large-scale cross-cultural studies. In A. Realo (Ed.), *In praise of an inquisitive mind: A Festschrift in honor of Jüri Allik on the occasion of his 70th birthday* (pp. 123-139). Tartu: University of Estonia Press.
22. Redhead*, D., O’Gorman, R., & **Cheng, J. T.** (2018). Status competition and peer relationships in childhood. In T. Shackelford & V. Weekes-Shackelford (Eds.), *Encyclopedia of evolutionary psychological science*. New York, NY: Springer.
21. **Cheng, J. T.**, Kornienko, O., & Granger, D. (2018). Prestige in a large-scale social group predicts longitudinal changes in testosterone. *Journal of Personality and Social Psychology*, 114, 924-944.

20. Weidman, A. C., **Cheng, J. T.**, & Tracy, J. L. (2018). The psychological structure of humility. *Journal of Personality and Social Psychology*, 114, 153-178.
19. Baranski, E., ... **Cheng, J. T.**, & Funder, D. C. (2017). Comparisons of daily behavior across 21 countries. *Social Psychological and Personality Science*, 8, 252-266.
18. **Cheng, J. T.**, Tracy, J. L., Ho, S., & Henrich, J. (2016). Listen, follow me: Dynamics vocal signals of dominance predict emergent social rank in humans. *Journal of Experimental Psychology: General*, 145, 536-547.
17. Guillaume, E., Todd, E., Bastian, B., Bronin, I., **Cheng, J. T.**, Denissen, J., . . . Funder, D. C. (2016). The world at 7: Examining everyday situations across 18 cultures. *Journal of Personality*, 84, 493-509.
16. Weidman, A. C., **Cheng, J. T.**, Chisholm, C., & Tracy, J. L. (2015). Is she the one? Personality judgments from online personal advertisements. *Personal Relationships*, 22, 591-603.
15. Shi, Y., Chung, J. M., **Cheng, J. T.**, Tracy, J. L., Robins, R. W., Chen, X., & Zheng, Y (2015). Cross-cultural evidence for the two-facet structure of pride. *Journal of Research in Personality*, 55, 61-74.
14. Tracy, J. L., Weidman, A. C., **Cheng, J. T.**, & Martens, J. P. (2014). Pride: The fundamental emotion of success, power, and status. In M. Tugade, M. Shiota, & L. Kirby (Eds.), *Handbook of positive emotions* (pp. 294-310). New York, NY: Guilford Press.
13. **Cheng, J. T.**, Tracy, J. L., & Henrich, J. (2014). Toward a unified science of hierarchy: Dominance and prestige are two fundamental pathways to human social rank (pp. 3-27). In J. T. Cheng, J. L. Tracy, & C. Anderson (Eds.), *The psychology of social status*. New York, NY: Springer.
12. **Cheng, J. T.**, Weidman, A. C., & Tracy, J. L. (2014). The assessment of social status: A review of measures and experimental manipulations (pp. 347-362). In J. T. Cheng, J. L. Tracy, & C. Anderson (Eds.), *The psychology of social status*. New York, NY: Springer.
11. **Cheng, J. T.**, Tracy, J. L., Foulsham, T., Kingstone, A., & Henrich, J. (2013). Two ways to the top: Evidence that dominance and prestige are distinct yet viable avenues to social rank and influence. *Journal of Personality and Social Psychology*, 104, 103-125.
10. **Cheng, J. T.**, & Tracy, J. L. (2013). The impact of wealth on prestige and dominance rank relationships. *Psychological Inquiry*, 24, 102-108.
9. **Cheng, J. T.**, Tracy, J. L. & Miller, G. E. (2013). Are narcissists hardy or vulnerable? The role of narcissism in the production of stress-related biomarkers in response to daily emotional distress. *Emotion*, 13, 1004-1011.
8. Feinberg, M., **Cheng, J. T.**, & Willer, R. (2012). Gossip as an effective and low cost form of sanctioning. *Behavioral and Brain Sciences*, 35, 25.
7. Tracy, J. L., **Cheng, J. T.**, Martens, J. P., & Robins, R. W. (2011). The emotional core of narcissism: Inflated by pride, deflated by shame. In W. K. Campbell, & J. Miller (Eds.), *Handbook of narcissism and narcissistic personality disorder* (pp. 330-343). New York, NY: Wiley.
6. **Cheng, J. T.**, Tracy, J. L., & Henrich, J. (2010). Pride, personality, and the evolutionary foundations of human social status. *Evolution and Human Behavior*, 31, 334-347.
5. Foulsham, T., **Cheng, J. T.**, Tracy, J. L., Henrich, J., & Kingstone, A. (2010). Gaze allocation in a dynamic social situation: Effects of social status and speaking. *Cognition*, 117, 319-331.
4. Shariff, A. F., Tracy, J. L., **Cheng, J. T.**, & Henrich, J. (2010). Further thoughts on the evolution of pride's two facets: A response to Clark. *Emotion Review*, 2, 399-400.
3. Shariff, A. F., Tracy, J. L., & **Cheng, J. T.** (2010). Naturalism and the tale of two facets.

Emotion Review, 2, 182-183.

2. Tracy, J. L., Shariff, A. F., & **Cheng, J. T.** (2010). A naturalist's view of pride. *Emotion Review*, 2, 163-177.
1. Tracy, J. L., **Cheng, J. T.**, Robins, R. W., & Trzesniewski, K. H. (2009). Authentic and hubristic pride: The affective core of self-esteem and narcissism. *Self and Identity*, 8, 196-213.

POPULAR PRESS ARTICLES

1. **Cheng, J. T.**, Tenney, E. R., Moore, D. A., & Logg, J. M. (Nov 17, 2020). *Overconfidence is Contagious*. Harvard Business Review. <https://hbr.org/2020/11/overconfidence-is-contagious>

OTHER PUBLICATIONS

2. **Cheng, J. T.** (December, 20189). *Force and Persuasion: How do we Humans Climb the Social Hierarchy?* University of Illinois at Urbana-Champaign, Department of Psychology, Psychology Times Newsletter ([link](#))
1. **Cheng, J. T.** (2014, November). *Job Market Memoir*. Society for Personality and Social Psychology, SPSP Spotlight ([link](#))

INVITED LECTURES (OUTSIDE OF HOME DEPARTMENT)

23. Institute for Advanced Study in Toulouse | Toulouse, France | Speaker Series | June, 2022
22. York University | Toronto, Canada | Cognitive Science Speaker Series | October, 2021
21. Society for Personality and Social Psychology Pre-Conference "Bringing intragroup processes back to social psychology" | Virtual Conference | February, 2021
20. University of Utah | Salt Lake City, USA | Management Department, Eccles School of Business | September, 2020
19. Lorentz Center Workshop "Intersexual competition and status dynamics between females and males" | Leiden, the Netherlands | January, 2020
18. Arizona State University | Tempe, USA | Seminar Series "Evolution of Social Complexity", School of Human Evolution and Social Change | October, 2019
17. Santa Fe Institute | Santa Fe, USA | Working Group "The Role of Information in Complex Conflict" | February, 2019
16. University of Illinois at Urbana-Champaign | Champaign, USA | Department of Military Science | December, 2018
15. The Hong Kong Polytechnic University | Hong Kong | Department of Management and Marketing | March, 2018
14. University of Richmond | Richmond, USA | Colloquium "Evolutionary Models of Leadership across Human Societies", Jepson School of Leadership Studies | December, 2017
13. University of Exeter | Exeter, UK | Human Biological and Cultural Evolution Group, Department of Biosciences | November, 2017
12. London Business School | London, UK | The Power, Status, and Influence Conference | April, 2017
11. University of Illinois at Urbana-Champaign | Champaign, USA | Developmental Psychology | March, 2017
10. Northwestern University | Evanston, USA | Department of Psychology | March, 2017

9. Purdue University | West Lafayette, USA | Department of Psychology | February, 2017
8. University of Illinois at Urbana-Champaign | Champaign, USA | Organizational Behavior, College of Business | February, 2017
7. Society for Personality and Social Psychology Pre-conference “Emotion” | San Antonio, USA | January, 2017
6. University of California at Los Angeles | Los Angeles, USA | Department of Psychology | November, 2015
5. University of California at Los Angeles | Los Angeles, USA | Center for Behavior, Evolution, and Culture, Department of Anthropology | November, 2015
4. University of Iowa | Iowa City, USA | Department of Psychology | October, 2015
3. University of Irvine | Irvine, USA | Merage School of Business | April, 2015
2. Group Processes Conference | Stanford, USA | Symposium “New approaches in status research” | August, 2014
1. Society for Personality and Social Psychology Pre-Conference “Self and Identity” | San Antonio, USA | January, 2011

SELECTED MEDIA MENTIONS

BBC	Why arrogance is dangerously contagious (link)
Harvard Business Review	The social transmission of overconfidence (link)
Darwinian Business	The rise and fall of the dominant leader (link)
Boston Globe	For CEOs, being liked and making good decisions can be a tricky balance (link)
BBC	Why we shouldn't be too modest—The evolutionary function of pride (link)
BBC	Are women's voices getting deeper? The rise of women in power and status may explain changes in vocal characteristics (link)
University of Illinois News	Recognized as rising star in psychology (link)
Vice	Narcissists are sick, stressed, and insecure (link)
BBC	Why we should pity attention-seeking narcissists (link)
Greater Good Science Center	Top 10 insights from the science of a meaningful life in 2016: Humility has a dark side (link)
BYU Radio	Top of Mind with Julie Rose [recording link]
Scientific American	Lower your voice pitch to persuade [podcast link]
The Daily Illini	Research shows lowering voice pitch increases perceived dominance (link & link)
SPSP Blog	Is it better to be feared or loved: Comparing dominance vs. prestige-based leadership styles (link)
CNN	Bullying bosses dominate their way to power (link)
SPSP Blog	Overconfidence could land you a date but lose your next bet (link)
BBC World Service Radio	News Hour with James Coomarasamy [recording link]
The British Psychological Society	Prestige, dominance, and future leaders (link)
Popular Science	We can spot powerful leaders in 2 minutes (link)
London Evening Standard	Bullies ‘power way to top’ (link)
Daily Mail	Bullying bosses are bound for the top spot (link)
ABC	Bullying bosses dominate their way to power (link)
Psychology Today	Two routes to social status (link)

CONFERENCE PRESENTATIONS

CHAired SYMPOSIA

5. **Cheng, J. T.**, & Tenney, E. R. (2015, February). Symposium Co-Chair, *Overconfidence: New Insights into Its Roots and Consequences*. Annual meeting of the Society for Personality and Social Psychology. Long Beach, CA.
4. **Cheng, J. T.**, & Tracy, J. L. (2013, June). Symposium Co-Chair, *Causes and consequences of individual differences in social status: New insights from research on nonverbal behavior, neuroendocrinology, health, and self-regulatory goals*. Biennial meeting of the Association for Research in Personality. Charlotte, NC.
3. **Cheng, J. T.**, & Tracy, J. L. (2013, May). Symposium Co-Chair, *Observing the unobservable: Psychophysical cues to fertility, leadership capacity, trustworthiness, and health*. Annual convention of the Association for Psychological Science. Washington, DC.
2. **Cheng, J. T.**, & Tracy, J. L. (2012, January). Symposium Co-Chair, *The pursuit of social status*. Annual meeting of the Society for Personality and Social Psychology. San Diego, CA.
1. **Cheng, J. T.**, & Tracy, J. L. (2011, June). Symposium Co-Chair, *The pursuit of social status*. Biennial meeting of the Association for Research in Personality. Riverside, CA.

TALKS

* Graduate/undergraduate student or post-doctoral collaborator

27. Ok, E, Restubog, S. L., **Cheng, J. T.**, & Aquino, K. (2021, July). *Workplace vigilantes and leadership endorsement via dominance and prestige perceptions*. Talk presented in the session, “Managing voices for the greater good: Insights on the risks and consequences of speaking up”, at the annual meeting of the Academy of Management. Virtual conference.
26. McClanahan, K. J., Maner, J. K., & **Cheng, J. T.** (2021, February). *Two ways to stay at the top? Dominance and prestige lead to social rank over time*. Talk presented at the Social for Personality and Social Psychology Pre-Conference “Bringing Intragroup Processes Back to Social Psychology”. Virtual Conference.
25. Witkower, Z., Tracy, J. L., **Cheng, J. T.**, & Henrich, J. (2020, August). *Two signals of social rank: Prestige and dominance are associated with distinct nonverbal displays*. Talk presented in the session, “Dominance and prestige: When are they used, how are they communicated, and when are they preferred?” at the annual meeting of the Academy of Management. Vancouver, BC, Canada.
24. McClanahan, K. J., Maner, J. K., **Cheng, J. T.**, Carswell, K., & Craig, J. (2019, May). Dominance and prestige maintain social rank. Talk presented at the Trans-Atlantic Doctoral Consortium. London, UK.
23. **Cheng, J. T.**, Tracy, J. L., & Henrich, J. (2018, July). *Dominance and prestige: Debates, misunderstandings, and new evidence*. Talk presented at the annual convention of the Human Behavior and Evolution Society. Amsterdam, Netherlands.
22. Redhead*, D., **Cheng, J. T.**, O’Gorman, R., Driver, C., & Foulsham, T. (2018, July). *On the dynamics of social hierarchy: A longitudinal investigation of the rise and fall of prestige, dominance, and social rank*. Talk presented at the annual convention of the Human Behavior and Evolution Society. Amsterdam, Netherlands.
21. **Cheng, J. T.**, Tracy, J. L., & Henrich, J. (2018, March). *Dominance and prestige: Debates, misunderstandings, and new evidence*. Talk presented in the session, “An integrative perspective on social rank”, at the annual convention of the Society for Personality and Social Psychology. Atlanta, GA.

20. Witkower, Z., Tracy, J. L., **Cheng, J. T.**, & Henrich, J. (2018, March). *Two signals of social rank: Prestige and dominance are associated with distinct nonverbal displays*. Talk presented at the Social for Personality and Social Psychology Pre-Conference on Nonverbal Behavior. Atlanta, GA.
19. **Cheng, J. T.** (2017, December). *Can we define leaders as dominant or prestigious?* Talk presented at the Colloquium on Evolutionary Models of Leadership across Human Societies. Richmond, VA.
18. McClanahan, K. J., Maner, J. K., & **Cheng, J. T.** (2017, August). *Two ways to stay at the top? Dominance as a short-term strategy*. Talk presented in the session, “Interfacing hierarchies: Investigating the confluence of multiple hierarchies”, at the annual meeting of the Academy of Management. Atlanta, GA. **[Winner of the Organizational Behavior Division Best Symposium Award]**
17. **Cheng, J. T.**, Anderson, C., Tenney, E. R., Brion, S., Moore, D. A., Logg, J. M. (2017, June). *The social contagion of overconfidence*. Talk presented at the 6th International Society for Human Ethology Summer Institute. Boise, ID.
16. **Cheng, J. T.**, Kornienko, O., & Granger, D. (2017, June). *Prestige in a large-scale social group predicts longitudinal changes in testosterone*. Talk presented in the annual convention of the Human Behavior and Evolution Society, Connecting Minds in Social Neuroendocrinology and Evolution Pre-conference. Boise, ID.
15. **Cheng, J. T.**, Anderson, C., Tenney, E. R., Brion, S., Moore, D. A., Logg, J. M. (2017, June). *The social contagion of overconfidence*. Talk presented in the session, “Post-doctoral research award competition”, at the annual convention of the Human Behavior and Evolution Society. Boise, ID. **[1 of 3 finalist talks for the Post-Doctoral Research Award]**
14. Redhead*, D., O’Gorman, R., & **Cheng, J. T.** (2016, August). *The dyadic effects of prestige and dominance within social networks: A longitudinal study of social status in academic groups*. Talk presented in the session, “Competition”, at the annual meeting of the International Society for Human Ethology. Stirling, U.K.
13. **Cheng, J. T.**, Tracy, J. L., Ho, S., & Henrich, J. (2016, July). *Listen, follow me: Dynamic vocal signals of dominance predict emergent social rank in humans*. Talk presented in the session, “Mediators of sociality”, at the annual meeting of the Human Behavior and Evolution Society. Vancouver, BC, Canada.
12. **Cheng, J. T.**, Tracy, J. L., & Henrich, J. (2016, January). *To lead by fear or respect: Costs and benefits for individuals and groups*. Talk presented in the symposium, “Dominance and prestige: The two sides of social hierarchy” (J. Maner & C. Case, Chairs), at the annual convention of the Society for Personality and Social Psychology. San Diego, CA.
11. **Cheng, J. T.**, Anderson, C., Tenney, E. R., Brion, S., Moore, D. A., Logg, J. M. (2015, February). *The social contagion of overconfidence*. Talk presented in the symposium, “Overconfidence: New insights into its roots and consequences” (J. T. Cheng & E. R. Tenney, Chairs), at the annual convention of the Society for Personality and Social Psychology. Long Beach, CA.
10. **Cheng, J. T.**, Tracy, J. L., Ho, S., & Henrich, J. (2013, June). *Listen, follow me: Changes in vocal pitch predict leader emergence*. Talk presented in the symposium, “Causes and consequences of individual differences in social status: New insights from research on nonverbal behavior, neuroendocrinology, health, and self-regulatory goals” (J. T. Cheng & J. L. Tracy, Chairs), at the biennial meeting of the Association for Research in Personality. Charlotte, NC.
9. **Cheng, J. T.**, Tracy, J. L., Ho, S., & Henrich, J. (2013, May). *Listen, follow me: Changes in vocal pitch predict leader emergence*. Talk presented in the symposium, “Observing the unobservable: Psychophysical cues to fertility, leadership capacity, trustworthiness, and health” (J. T. Cheng & J. L. Tracy, Chairs), at the annual convention of the Association for Psychological

Science. Washington, DC.

8. **Cheng, J. T.**, Tracy, J. L., Ho, S., & Henrich, J. (2013, January). *Listen, follow me: Changes in vocal pitch predict leader emergence*. Talk presented at the Society for Personality and Social Psychology Pre-Conference on Nonverbal Behavior. New Orleans, Louisiana.
7. Chudek, M., **Cheng, J. T.**, Henrich, J. (2012, June). Prestige, cooperation, and the evolution of leadership: Why “Bigmen” are generous. Talk presented at the 24th annual meeting of the Human Behavior and Evolution Society. Albuquerque, New Mexico.
6. **Cheng, J. T.**, Tracy, J. L., Foulsham, T., Kingstone, A., & Henrich, J. (2012, April). *Two ways to the top: Evidence that Dominance and Prestige are distinct yet viable avenues to social status and influence*. Talk presented at the annual Berkeley-Stanford Social-Personality Graduate Student Conference. Stanford, CA.
5. **Cheng, J. T.**, Tracy, J. L., & Miller, G. E. (2012, January). *Physiological evidence of a fragile ego: Narcissists show elevated levels of stress-related biomarkers in response to daily negative emotions*. Talk presented at the Society for Personality and Social Psychology Pre-Conference on Social Neuroendocrinology. San Diego, CA.
4. **Cheng, J. T.**, Tracy, J. L., Foulsham, T., Kingstone, A., & Henrich, J. (2012, January). *Dominance and Prestige: Distinct routes to social influence*. Talk presented in the symposium, “The pursuit of social status” (J. T. Cheng & J. L. Tracy, Chairs), at the annual meeting of the Society for Personality and Social Psychology. San Diego, CA.
3. **Cheng, J. T.**, Tracy, J. L., Foulsham, T., Kingstone, A., & Henrich, J. (2011, June). *Dominance and Prestige: Evidence that Dominance and Prestige are Distinct yet Viable Avenues to Social Status*. Talk presented at the annual meeting of the Human Behavior and Evolution Society. Montpellier, France.
2. **Cheng, J. T.**, Tracy, J. L., & Henrich, J. (2011, June). *Dominance and Prestige: Distinct routes to social influence*. Talk presented in the symposium, “The pursuit of social status” (J. T. Cheng & J. L. Tracy, Chairs), at the biennial meeting of the Association for Research in Personality. Riverside, CA.
1. Tracy, J. L., & **Cheng, J. T.** (2011, June). *Authentic and Hubristic Pride: A Tale of Two Pride-Prone Personalities*. Talk presented in the symposium, “Personality, emotion processes, and social outcomes” (A. D. Catterson & O. P. John, Chairs), at the biennial meeting of the Association for Research in Personality. Riverside, CA.

POSTER PRESENTATIONS

* Graduate/undergraduate student or post-doctoral collaborator

26. Vogt*, R. L., & **Cheng, J. T.** (2021, February). The perks of being bold: Overconfidence predicts persistence. Poster to be presented at the annual meeting of the Society for Personality and Social Psychology. Virtual Conference.
25. Watanabe*, S., & **Cheng, J. T.** (2019, May). Individuals in real-world social groups display a ‘cooperative phenotype’: Longitudinal evidence of the stability of trust in naturalistic work teams. Poster presented at the annual meeting of the Human Behavior and Evolution Society. Boston, MA.
24. Zhang*, Y., & **Cheng, J. T.** (2018, April). *Who engages in more corruption? Effects of social status, gender, and anti-corruption attitudes*. Poster presented at the University of Illinois Psychology Senior Honors and Capstone Poster Fair. Champaign, IL.
23. Witkower, Z., Tracy, J. L., & **Cheng, J. T.** (2017, January). *Distinct nonverbal displays of dominance and prestige*. Poster presented at the annual meeting of the Society for Personality and Social Psychology. San Antonio, TX.
22. Redhead*, D., **Cheng, J. T.**, O’Gorman, R., & Foulsham, T. (2017, January). *The effects of*

- prestige and dominance on friendship network dynamics*. Poster presented at the annual meeting of the Society for Personality and Social Psychology. San Antonio, TX.
21. Weidman, A. C., **Cheng, J. T.**, & Tracy, J. L. (2017, January). *The psychological structure of humility*. Poster presented at the annual meeting of the Society for Personality and Social Psychology. San Antonio, TX.
 20. Witkower, Z., Tracy, J. L., & **Cheng, J. T.** (2016, January). *Nonverbal expressions of prestige and dominance*. Poster presented at the Society for Personality and Social Psychology Pre-Conference on Nonverbal Behavior. San Diego, CA.
 19. McKenna*, C., & **Cheng, J. T.** (2015, April). *Vocal pitch predicts fighting potential in professional fighters*. Poster presented at the Western Psychological Association. Las Vegas, NV.
 18. Weidman, A. C., **Cheng, J. T.**, & Tracy, J. L. (2015, June). *The psychological structure of humility*. Poster presented at the biennial meeting of the Association for Research in Personality. St. Louis, MO.
 17. Weidman, A. C., **Cheng, J. T.**, & Tracy, J. L. (2015, April). *The psychological structure of humility*. Poster presented at the annual meeting of the Society for Affective Science. Oakland, CA.
 16. Weidman, A. C., **Cheng, J. T.**, & Tracy, J. L. (2015, February). *The psychological structure of humility*. Poster presented at the Society for Personality and Social Psychology Emotion Pre-Conference. Long Beach, CA.
 15. **Cheng, J. T.**, Tracy, J. L., Ho, S., & Henrich, J. (2014, February). *Follow me: Changes in vocal pitch predict leader emergence*. Poster presented at the annual meeting of the Society for Personality and Social Psychology. Austin, Texas.
 14. **Cheng, J. T.**, Tracy, J. L., & Henrich, J. (2011, January). *Dominance and prestige: Distinct routes to social influence*. Poster presented at the Society for Personality and Social Psychology Pre-Conference on Evolutionary Psychology. San Antonio, Texas.
 13. **Cheng, J. T.**, Tracy, J. L., & Henrich, J. (2011, January). *Dominance and prestige: Distinct routes to social influence*. Poster presented at the annual meeting of the Society for Personality and Social Psychology. San Antonio, Texas.
 12. Foulsham, T., **Cheng, J. T.**, Tracy, J. L., Henrich, J., & Kingstone, A. (2010, August). *Look who's talking (and follow the leader)! Eye movements in a social interaction reveal effects of speaking and social status*. Poster presented at the annual meeting of the Cognitive Science Society. Portland, Oregon.
 11. **Cheng, J. T.**, Tracy, J. L., & Henrich, J. (2010, January). *Are dominance and prestige distinct strategies for attaining social status?* Poster presented at the annual meeting of the Society for Personality and Social Psychology. Las Vegas, Nevada.
 10. **Cheng, J. T.**, Tracy, J. L., & Henrich, J. (2010, January). *Are dominance and prestige distinct strategies for attaining social status?* Poster presented at the Society for Personality and Social Psychology Pre-Conference on Evolutionary Psychology. Las Vegas, Nevada.
 9. Martens, J. P., Tracy, J. L., **Cheng, J. T.**, Parr, L. A., & Price, S. (2010, January). *Do the chimpanzee bluff display and human pride expression share evolutionary origins?* Poster presented at the annual meeting of the Society for Personality and Social Psychology. Las Vegas, Nevada.
 8. Martens, J. P., Tracy, J. L., **Cheng, J. T.**, Parr, L. A., & Price, S. (2010, January). *Do the chimpanzee bluff display and human pride expression share evolutionary origins?* Poster presented at the Society for Personality and Social Psychology Pre-Conference on Evolutionary Psychology. Las Vegas, Nevada.
 7. **Cheng, J. T.**, Tracy, J. L., & Henrich, J. (2009, July). *Leading by fear or admiration? Personality predictors of two fundamental leadership styles*. Poster presented at the biennial meeting of the Association for Research in Personality. Evanston, Illinois.

6. **Cheng, J. T.**, Tracy, J. L., & Henrich, J. (2009, February). *Pride as an evolutionary adaptation to status attainment*. Poster presented at the annual meeting of the Society for Personality and Social Psychology. Tampa, Florida.
5. **Cheng, J. T.**, Tracy, J. L., & Henrich, J. (2009, February). *Pride as an evolutionary adaptation to status attainment*. Poster presented at the Society for Personality and Social Psychology Pre-Conference on Evolutionary Psychology. Tampa, Florida.
4. **Cheng, J. T.**, Tracy, J. L., & Henrich, J. (2008, May). *Why are you so proud? Pride as an evolutionary adaptation to status attainment*. Poster presented at the annual meeting of the Society for Interpersonal Theory and Research. Tempe, Arizona.
3. **Cheng, J. T.**, Tracy, J. L., Robins, R. W., & Trzesniewski, K. H. (2008, February). *Uncovering the affective core of self-esteem and narcissism: Authentic and hubristic pride*. Poster presented at the Society for Personality and Social Psychology Pre-Conference on Self and Identity. Albuquerque, NM.
2. **Cheng, J. T.**, Tracy, J. L., Robins, R. W., & Trzesniewski, K. H. (2008, February). *Authentic and hubristic pride, and self-esteem and narcissism*. Poster presented at the Society for Personality and Social Psychology Pre-Conference on Emotion. Albuquerque, NM.
1. **Cheng, J. T.**, & Fournier, M. A. (2007, June). *Gossip in Everyday Social Interaction*. Poster presented at the annual meeting of the Society for Interpersonal Theory and Research. Madison, Wisconsin.

EDITORIAL SERVICE

GUEST EDITOR

- | | |
|-------------|--|
| 2020 - | Special Issue on 'Sex and gender effects on power, status, dominance, and leadership – An interdisciplinary look at human and other mammalian societies', <i>Frontiers in Psychology</i> , <i>Frontiers in Sociology</i> , <i>Frontiers in Ecology and Evolution</i> |
| 2019 - 2020 | Special Issue on 'Power, Status, and Hierarchy', <i>Current Opinion in Psychology</i> |

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| 2021 - present | Journal of Personality and Social Psychology: Personality Processes and Individual Differences |
| 2021 - present | Current Opinion in Psychology |
| 2021 - present | Psychological Review |
| 2017 - present | Emotion |
| 2016 - 2020 | Journal of Personality and Social Psychology: Interpersonal Relations and Group Processes |

AD HOC JOURNAL REVIEWER

Psychology Journals

American Psychologist
Cognition & Emotion
Emotion
Evolutionary Human Sciences
Evolutionary Psychological Science
Evolutionary Psychology
Journal of Experimental Social Psychology
Journal of Personality
Journal of Personality and Social Psychology
Journal of Research in Personality
Personality and Social Psychology Bulletin
Personality and Social Psychology Review
Perspectives on Psychological Science
Psychological Science

Management/Organizational Behavior/Marketing Journals

Journal of Consumer Research
Organization Science
Organizational Behavior and Human Decision Processes

Interdisciplinary Journals

Evolution and Human Behavior
Human Nature
Palgrave Communications
Trends in Cognitive Sciences

FIELD SERVICE HIGHLIGHTS

PROFESSIONAL SOCIETY SERVICE

2021	Convention Committee Programming Co-Chair, <i>Society for Personality and Social Psychology</i>
2017	Outstanding Research Award Review Panel, <i>Society for Personality and Social Psychology</i>
2016	Programing Reviewer Panel, <i>Society for Personality and Social Psychology</i>
2016	“Most Influential Paper” Award Committee, <i>Academy of Management Conflict Management Division</i>

AD HOC GRANT REVIEWER

2019	<i>Social Sciences and Humanities Research Council</i>
2015, 2018	<i>National Science Foundation</i>

PROFESSIONAL AFFILIATIONS

Society for Personality and Social Psychology
American Psychological Association

Association for Psychological Science
Human Behavior and Evolution Society
Society for Interpersonal Theory and Research
Association for Research in Personality
International Society for Human Ethology
Academy of Management
Cultural Evolution Society