

Michael W. Kraus

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POSITIONS HELD AND EDUCATION

University of Illinois, Urbana-Champaign

Assistant professor of psychology, 2012-present

University of California, San Francisco

Psychology and medicine post-doctoral scholar, 2010-2012

University of California, Berkeley

Ph.D. in psychology, August 2010

M.A. in psychology, May 2006

B.A. in psychology and sociology, May 2003

RESEARCH INTERESTS

Social hierarchy (social class, power, dominance, respect)

Emotion (touch, empathy, contagion, pro-social emotions)

Close relationships (relational self, transference)

Psychophysiology (linkage, challenge v. threat)

Self (self-verification, authenticity, culture)

GRANTS, HONORS, AND AWARDS

Rising Star: Association for Psychological Science, 2013

Robert E. Harris Memorial Award for Health Psychology Research: UC San Francisco, 2011

Robert Wood Johnson Health and Society Scholars Program Grant: UC San Francisco, 2010

Dissertation Research Award: American Psychological Association, 2009

Outstanding Graduate Student Instructor: UC Berkeley, 2009

Outstanding Graduate Student Research Award: Society of Personality and Social Psychology, 2009

Student Travel Award: Society of Personality and Social Psychology, 2009

Kirschstein-NRSA Pre-Doctoral Fellowship: National Institute of Health, 2008

Graduate Student Dissertation Research Grant: UC Berkeley, 2008

Block Grant: UC Berkeley, 2008

Summer Training in Aging Research Topics-Mental Health Grant: National Institute of Health, 2003

Warner Brown Memorial Prize: UC Berkeley, 2003

High Distinction in General Scholarship: UC Berkeley, 2003

Highest Honors in Psychology: UC Berkeley, 2003

Phi Beta Kappa: UC Berkeley, 2003

Katherine Craig Swan Endowment in Psychology: UC Berkeley, 2002

PUBLICATIONS

*Indicates that authors contributed equally to this work, +Indicates student mentee

1. **Kraus, M. W.**, Adler, N., & +Chen, T. D. (in press). Is the association of subjective SES and self-rated health confounded by negative mood? An experimental approach, *Health Psychology*.

→Winner of the Robert E. Harris Memorial Award for Health Psychology Research

2. **Kraus, M. W.** & Chen, S. (in press). Relational self-verification through self-presentation: Implications for perceptions of one's honesty and authenticity, *Self & Identity*.
3. **Kraus, M. W.**, & ⁺Chen, T. D. (in press). A winning smile? Smile intensity, physical dominance, and fighter performance, *Emotion*.
4. **Kraus, M. W.**, Piff, P. K., Mendoza-Denton, R., Rheinschmidt, M. L., & Keltner, D. (2012). Social class, solipsism, and contextualism: How the rich are different from the poor, *Psychological Review*, 119, 546-572.
5. ***Kraus, M. W.** & ***Stephens, N. M.** (2012). A road map for an emerging psychology of social class, *Social and Personality Psychology Compass*, 6, 642-656.
6. Anderson, C., **Kraus, M. W.**, Galinsky, A. D., & Keltner, D. (2012). The local ladder effect: Sociometric status and subjective well-being, *Psychological Science*, 23, 764-771.
7. Piff, P. K., Stancato, D. M., Martinez, A. G., **Kraus, M. W.**, & Keltner, D. (2012). Class, chaos, and the construction of community, *Journal of Personality and Social Psychology*, 103, 949-962.
8. Stellar, J., ⁺Manzo, V., **Kraus, M. W.**, & Keltner, D. (2012). Class and compassion: Socioeconomic factors predict responses to suffering, *Emotion*, 12, 449-459.
9. **Kraus, M. W.**, Rheinschmidt, M. L., & Piff, P. K. (2012). The intersection of rank and resources: Signaling social class in face-to-face encounters. In S. T. Fiske & H. R. Markus (Eds.), *Facing Social Class* (pp. 152-172). New York: Russell Sage.
10. **Kraus, M. W.**, Horberg, E. J., Goetz, J. L., & Keltner, D. (2011). Social class rank, threat vigilance, and hostile reactivity, *Personality and Social Psychology Bulletin*, 37, 1376-1388.
11. ***Kraus, M. W.**, ***Piff, P. K.**, & Keltner, D. (2011). Social class as culture: The convergence of resources and rank in the social realm, *Current Directions in Psychological Science*, 20, 246-250.
12. Côté, S., **Kraus, M. W.**, Cheng, B., Oveis, C., van der Lowe, I., Lian, H., & Keltner, D. (2011). Social power facilitates the effect of prosocial orientation on empathic accuracy, *Journal of Personality and Social Psychology*, 101, 217-232.
13. **Kraus, M. W.**, Chen, S., & Keltner, D. (2011). The power to be me: Power elevates self-concept consistency and authenticity, *Journal of Experimental Social Psychology*, 47, 974-980.
14. Chen, S., Boucher, H., & **Kraus, M. W.** (2011). The relational self: Emerging theory and evidence. In S. J. Schwartz, K. Luyckx, & V. L. Vignoles (Eds.), *Handbook of Identity Theory and Research* (pp. 149-175). New York: Springer.
15. **Kraus, M. W.** (2011). How to elect a good leader, *New Scientist*, 211, 36-37.
16. **Kraus, M. W.**, Côté, S., & Keltner, D. (2010). Social class, contextualism, and empathic accuracy, *Psychological Science*, 21, 1716-1723.

17. **Kraus, M. W.**, [†]Huang, C., & Keltner, D. (2010). Tactile communication, cooperation, and performance: An ethological study of the NBA, *Emotion*, 10, 745-749.
18. *Piff, P. K., ***Kraus, M. W.**, Côté, S., Cheng, B., & Keltner, D. (2010). Having less, giving more: The influence of social class on prosocial behavior, *Journal of Personality and Social Psychology*, 99, 771-784.
19. **Kraus, M. W.**, Chen, S., [†]Lee, V. A., & [†]Straus, L. D. (2010). Transference occurs across group boundaries, *Journal of Experimental Social Psychology*, 46, 1067-1073.
20. **Kraus, M. W.** & Chen, S. (2010). Facial feature resemblance elicits the transference effect, *Psychological Science*, 21, 518-522.
21. Keltner, D., Gruenfeld, D., Galinsky, A. D., & **Kraus, M. W.** (2010). Paradoxes of power: Dynamics of the acquisition, experience, and social regulation of social power. In A. Guinote & T. K. Vescio (Eds.), *The Social Psychology of Power* (pp. 177-208). New York: Guilford Press.
22. **Kraus, M. W.**, Piff, P. K., & Keltner, D. (2009). Social class, sense of control, and social explanation, *Journal of Personality and Social Psychology*, 97, 992-1004.
23. **Kraus, M. W.** & Chen, S. (2009). Striving to be known by significant others: Automatic activation of self-verification goals in relationship contexts, *Journal of Personality and Social Psychology*, 97, 58-73.
→Winner of the SPSP Outstanding Graduate Student Research Award
24. **Kraus, M. W.** & Keltner, D. (2009). Signs of socioeconomic status: A thin-slicing approach, *Psychological Science*, 20, 99-106.
25. **Kraus, M. W.** (2009). The difficulties of scientific writing, *Observer*, 22, 38-39.
26. Keltner, D., Van Kleef, G. A., Chen, S., & **Kraus, M. W.** (2008). A reciprocal influence model of social power: Emerging principles and lines of inquiry. In M. A. Zanna (Ed.), *Advances in Experimental Social Psychology*, 40, 151-192.
27. **Kraus, M.**, Hamilton, J. M., Peavy, G. M., Salmon, D. P. (2003). Cognitive, motor, and behavioral contributions to functional decline in dementia with Lewy bodies and Alzheimer's disease. *Journal of the International Neuropsychological Society*. Abstract.

MANUSCRIPTS UNDER REVIEW

1. Horberg, E. J., **Kraus, M. W.**, & Keltner, D. *Portrait of the rugged individualist: The nonverbal pride display communicates support for meritocracy* (under revision, *Journal of Personality and Social Psychology*).
2. **Kraus, M. W.**, & Keltner, D. *Social class rank, essentialism, and punitive judgment* (under revision, *Journal of Personality and Social Psychology*).

MANUSCRIPTS IN PREPARATION

1. **Kraus, M. W.**, & Mendes, W. B. *Sartorial symbols of high status elicit dominant behavioral and physiological profiles*. (manuscript in preparation).
2. **Kraus, M. W.**, Tan, J., & Tannenbaum, M. B. *A rank-based perspective on social class: Implications for economic inequality, political judgment, and status signaling*.

3. **Kraus, M. W.,** Oveis, C., Impett, E., Kogan, A., Horberg, E. J., & Keltner, D. *Social class, relationship commitment, and subjective well-being* (manuscript in preparation).

MENTORED GRADUATE/UNDERGRADUATE STUDENTS

Dates	Name	Role	Current Position
2012-	Jacinth Tan	PhD Advisor	University of Illinois, PhD Student
2012-	Melanie Tannenbaum	PhD Advisor	University of Illinois, PhD Student
2011-2012	Teh-Way David Chen	Research Advisor	UC Berkeley Social Psychology, Lab Manager
2011	Jia Wei Zhang	Research Advisor	UC Berkeley Social Psychology, PhD Student
2009-2011	Vida Manzo	Research Advisor	Northwestern Social Psychology, PhD Student
2010	Gabriella Harari	Research Advisor	University of Texas Social Psychology, PhD Student
2008-2010	Lauren Greif	Research Advisor	San Jose State Sports Psychology, MA Student
2007-2009	Melissa Greenberg	Research Advisor	University of Pacific School of Education, PhD Student
2006-2008	Laura Straus	Thesis Advisor	UCSD-SDSU Clinical Psychology, PhD Student

RESEARCH BLOGS

Psych Your Mind: psych-your-mind.blogspot.com

Under the Influence: www.psychologytoday.com/blog/under-the-influence

INVITED COLLOQUIA

1. 2013 University of Illinois, Urbana-Champaign, Clinical Psychology Colloquium.
2. 2012 University of Illinois, Urbana-Champaign, Developmental Psychology Colloquium.
3. 2012 Northwestern University, Psychology Department, Social Psychology Colloquium.
4. 2012 University of Illinois, Urbana-Champaign, Social-Personality Colloquium.
5. 2012 University of Illinois, Urbana-Champaign, Visual Cognition and Human Performance Colloquium.
6. 2012 Plymouth State University, Sidore Lecture Series, NH.
7. 2012 San Francisco State University, Psychology Department.
8. 2012 UC Berkeley, Institute of Personality and Social Research.
9. 2011 Stanford University, Center for Compassion and Altruism Research and Education.
10. 2011 UC San Diego, Rady School of Management.
11. 2010 University of Illinois, Urbana-Champaign, Psychology Department.
12. 2010 University of Rochester, Social and Clinical Sciences Program.
13. 2010 New York University, Psychology Department.
14. 2010 Russell Sage Foundation, New York, NY.
15. 2009 University of Chicago, Booth School of Business.
16. 2009 Stanford University, Graduate School of Business.
17. 2008 UC Berkeley, Institute of Personality and Social Research.

CHAired SYMPOSIA

1. **Kraus, M. W.** (2013, May). Facing Social Class in Psychological Science. *Association of Psychological Science Annual Convention, Washington, DC.*
2. **Kraus, M. W.** (2011, May). Hierarchy, judgmental accuracy, and the person-in-context. *Association for Psychological Science, Baltimore, Maryland.*
3. **Kraus, M. W.** (2011, January). The social class divide: Exploring a new frontier of cultural psychology. *Society of Personality and Social Psychology Annual Conference, San Antonio, Texas.* Co-chair: Paul K. Piff

4. **Kraus, M. W.** (2010, January). "Gimme five!" Tactile communication and its prosocial consequences. *Society of Personality and Social Psychology Annual Conference, Las Vegas, Nevada*. Co-chair: Christopher Oveis
5. **Kraus, M. W.** (2009, May). Socioeconomic status and the social context: Psychological consequence of social inequality. *Association for Psychological Science Annual Convention, San Francisco, California*. Co-chair: Dacher Keltner

CONFERENCE TALKS

1. Tannenbaum, M. B., & **Kraus, M. W.** (2013, May). Why don't Working-Class Americans get angry about economic issues? *Association of Psychological Science Annual Convention, Washington, DC*.
2. Anderson, C., **Kraus, M. W.**, Galinsky, A. D., & Keltner, D. (2013, January). The local ladder effect: Sociometric status and subjective well-being. *Society of Personality and Social Psychology, New Orleans, Louisiana*
3. **Kraus, M. W.** (2012, August). Cultural and behavioral signals of social class. *Insights Conference, Yale School of Management, New Haven, Connecticut*
4. **Kraus, M. W.**, & Mendes, W. B. (2012, August). Signs of social class. *Academy of Management Annual Meeting, Boston, Massachusetts*
5. **Kraus, M. W.**, & Keltner, D. (2011, June). Hierarchy and hegemony: The psychology of class domination. *Association for Research in Personality, Riverside, California*
6. **Kraus, M. W.**, Côté, S., & Keltner, D. (2011, May). Hierarchy, prosocial orientation, and empathic accuracy. *Association for Psychological Science, Baltimore, Maryland*
7. **Kraus, M. W.** & Horberg, E. J. (2011, January). Extending cultural differences in social class to emotion perception, moral judgment, and social categorization. *Society of Personality and Social Psychology, San Antonio, Texas*
8. Piff, P. K., **Kraus, M. W.**, & Keltner, D. (2011, January). Social class, culture, and the convergence of resources and rank. *Society of Personality and Social Psychology, San Antonio, Texas*
9. **Kraus, M. W.**, Huang, C., & Keltner, D. (2010, January). Tactile communication, trust, and performance in group competition: An ethological study of the NBA. *Society of Personality and Social Psychology, Las Vegas, Nevada*
10. Piff, P. K., **Kraus, M. W.**, & Keltner, D. (2010, January). To have and have-not: Socioeconomic status, contextualism, and the giving gap. *Society of Personality and Social Psychology, Las Vegas, Nevada*
11. **Kraus, M. W.** & Keltner, D. (2009, May). Socioeconomic status, the sense of control, and contextual explanations. *Association for Psychological Science Annual Convention, San Francisco, California*
12. **Kraus, M. W.** & Chen, S. (2009, February). The automatic activation of self-verification goals in relationship contexts. *Society of Personality and Social Psychology, Tampa, Florida*
13. **Kraus, M. W.** (2007, May). Relational self-verification in transference. *Annual Berkeley-Stanford Psychology Conference, Berkeley, California*.

POSTER PRESENTATIONS

1. Zisman, R., Rheinschmidt, M. L., **Kraus, M. W.**, & Keltner, D. (2013, January). Signaling social class online: a look at class-based differences on Facebook. *Society of Personality and Social Psychology, New Orleans, Louisiana.*
2. Chen, T. D., & **Kraus, M. W.** (2012, January). Say cheese: Smile intensity in photos predicts fighter performance and match outcome. *Society of Personality and Social Psychology, San Diego, California*
3. Manzo, V., Stellar, J., **Kraus, M. W.**, & Keltner, D. (2012, January). The influence of social class on prosocial responses to suffering. *Society of Personality and Social Psychology, San Diego, California*
4. Durant, N., Piff, P. K., **Kraus, M. W.**, Martinez, A. G., & Keltner, D. (2012, January). Situated status: An interactionist perspective on status signaling. *Society of Personality and Social Psychology, San Diego, California*
5. Harari, G., Piff, P. K., **Kraus, M. W.**, & Mendoza-Denton, R. (2011, January). Lower class uncertainty and the formation of unpredictable worldviews. *Society of Personality and Social Psychology, San Antonio, Texas*
6. Manzo, V., Stellar, J., **Kraus, M. W.**, & Keltner, D. (2011, January). Compassion among low social class individuals. *Society of Personality and Social Psychology, San Antonio, Texas*
7. Mesropian, M., **Kraus, M. W.**, & Anderson, C. A. (2011, January). Social class, social status, and the pursuit of happiness. *Society of Personality and Social Psychology, San Antonio, Texas*
8. Rheinschmidt, M. L., Mendoza-Denton, R., & **Kraus, M. W.** (2011, January). The interplay between entity beliefs and class-based rejection sensitivity on academic performance. *Society of Personality and Social Psychology, San Antonio, Texas*
9. Kang, C., **Kraus, M. W.**, & Keltner, D. (2009, May). Social Class, essentialism, and social policy decisions. *Association for Psychological Science Annual Convention, San Francisco, California.*
10. **Kraus, M. W.** & Keltner, D. (2008, February). Social disengagement: A nonverbal display of socioeconomic status. *Society of Personality and Social Psychology, Albuquerque, New Mexico.*
11. **Kraus, M. W.** & Keltner, D. (2007, January). Social class, control, and explanations of rising economic inequality. *Society of Personality and Social Psychology, Memphis, Tennessee.*
12. **Kraus, M. W.** & Chen, S. (2006, January). Relational self-verification in the context of transference. *Society of Personality and Social Psychology, Palm Springs, California.*
13. **Kraus, M.**, Hamilton, J.M., Peavy, G.M., & Salmon, D.P. (2004, February). Cognitive, motor, and behavioral predictors of functional decline in AD and DLB. *International Neuropsychological Society, Baltimore, Maryland.*
14. **Kraus, M.**, Hamilton, J.M., Peavy, G.M., & Salmon, D.P. (2003, August). Cognitive, motor, and behavioral predictors of functional decline in AD and DLB. *START-MH Conference on Aging and Mental Health Research.*

15. **Kraus, M.** & Chen, S. (2003, May) Relational self-verification in transference. *Stanford Undergraduate Psychology Conference, Stanford, California.*

AD HOC REVIEWER

Psychological Review

Journal of Personality and Social Psychology

Journal of Experimental Psychology: General

Psychological Science

Emotion

PLOS ONE

Journal of Experimental Social Psychology

Personality and Social Psychology Bulletin

Health Psychology

Social Psychological and Personality Science

European Journal of Social Psychology

Basic and Applied Social Psychology

Political Psychology

British Journal of Sociology

The Sociology Quarterly

International Journal of Psychology

Psychology and Aging

PROFESSIONAL SERVICE

Poster Review Committee: SPSP Annual Convention 2010, 2013

Social Psychology Lab Renovation Committee: UC Berkeley, Fall 2009

Facilities Committee: UC Berkeley IPSR, 2007 – 2010

Admissions Committee: UC Berkeley, 2007

Gordon Allport Society President: UC Berkeley, 2006-2007

Research Fellow: UCSD Alzheimer's Disease Research Center, 2003 – 2004

QUANTITATIVE TRAINING

Structural Equation Modeling Workshop, Professor Amiram Vinokur: Topics included path analysis, confirmatory factor analysis, structural equation modeling. Spring 2006

Hierarchical and Longitudinal Modeling, Professor Sophia Rabe-Hesketh: Topics included hierarchical linear modeling. Fall 2005

Data Analysis, Professor Thomas Wickens: Topics included analysis of variance, regression, non-parametric analyses. 2004-2005

Measurement Issues in Psychological Research, Professor Oliver John: Topics included reliability, validity, exploratory and confirmatory factor analysis. Fall 2005

TEACHING EXPERIENCE

Courses Taught

Power, Status, and Influence, University of Illinois, Urbana-Champaign, Fall 2012-Spring 2013

Personality Psychology, California State University East Bay, Fall 2011-Spring 2012 (average 3.6/4)

Graduate Student Instructor

Summer Research Opportunities Program Student Coordinator, UC Berkeley, Summer 2010 (rating 4.8/5)

Cultural Psychology, Fall 2006 (rating 6.3/7)

Social Psychology, Spring 2004/2005, Fall 2007/2008 (average 6.3/7)

Statistical Methods, Summer 2005/2006 (average 6.3/7)

Personality Psychology, Spring 2007 (rating 5.6/7)

Introductory Psychology, Fall 2004 (rating 5.4/7)

PROFESSIONAL AFFILIATIONS

Academy of Management 2012-present

Association for Research in Personality 2011-present

Association for Psychological Science 2007-present

Power, Status, and Influence Network 2007-present

Society for Personality and Social Psychology 2004-present