

## PRANJAL MEHTA

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### Academic Positions

- Sept 2011 - present     Assistant Professor, University of Oregon, Department of Psychology, Eugene, OR.
- 2010 - 2011             Postdoctoral Fellow, Erasmus University, Rotterdam School of Management, Rotterdam; Donders Institute, Centre for Cognitive Neuroimaging, Nijmegen, The Netherlands.
- 2008-2010             Postdoctoral Fellow, Columbia University, Graduate School of Business, New York, NY.
- 2007-2008             Postdoctoral Fellow, The University of Texas at Austin, Social Neuroscience Lab. Advisor: Jennifer Beer

### Education

- 2007                     Ph.D. Psychology, The University of Texas at Austin  
Concentration: Social and Personality Psychology  
Dissertation: *The endocrinology of personality, leadership, and economic decision-making*
- 1999                     B.A. Psychology, Williams College
- 1997                     Study abroad, Columbia University, Paris, France

### Research Interests

Power and social status, decision-making, stress, self-regulation and impulse control, social neuroendocrinology.

### Publications

#### Peer-reviewed articles

- Josephs, R.A., **Mehta, P.H.**, & Carre, J.M. (in press). Gender and social environment modulate the effects of testosterone on social behavior: comment on Eisenegger et al. *Trends in Cognitive Sciences*.
- Carré, J.M., & **Mehta, P.H.** (in press). Importance of considering testosterone-cortisol interactions in predicting human aggression and dominance. *Aggressive Behavior*.
- Slatcher, R.B., **Mehta, P.H.**, & Josephs, R.A. (2011). Testosterone and self-reported dominance interact to influence human mating behavior. *Social Psychological and Personality Science*, 2, 531-539,

- Brooks, M.L, Swann, W.B., & **Mehta, P.H.** (2011). Reasserting the self: Blocking self-verifying behavior triggers compensatory self-verification. *Self and Identity, 10*, 77–84.
- Mehta, P.H.** & Josephs, R.A. (2010). Testosterone and cortisol jointly regulate dominance: Evidence for a dual-hormone hypothesis. *Hormones and Behavior, 58*, 898–906.
- Mehta, P.H.**, & Beer, J.S. (2010). Neural mechanisms of the testosterone-aggression relation: The role of orbitofrontal cortex. *Journal of Cognitive Neuroscience, 22*, 2357-2368.
- Mehta, P.H.**, Wuerrhman, E.V., & Josephs, R.A. (2009). When are low testosterone levels advantageous? The moderating role of individual versus intergroup competition. *Hormones and Behavior, 56*, 158-162.
- Mehta, P.H.**, Jones, A.C., & Josephs, R.A. (2008). The social endocrinology of dominance: Basal testosterone predicts cortisol changes and behavior following victory and defeat. *Journal of Personality and Social Psychology, 94*, 1078–1093.
- Mehta, P.H.** & Gosling, S.D. (2008). Bridging human and animal research: A comparative approach to studies of personality and health. *Brain, Behavior, and Immunity, 22*, 651-661.
- Mehta, P.H.** & Josephs, R.A. (2006). Testosterone change after losing predicts the decision to compete again. *Hormones and Behavior, 50*, 684-692.
- \*see also Edwards, D.A. (2006). Competition and testosterone. *Hormones and Behavior, 50*, 681-683. [Commentary on Mehta & Josephs, 2006].
- Josephs, R.A., Sellers, J.G., Newman, M.L., & **Mehta, P.H.** (2006). The mismatch effect: When testosterone and status are at odds. *Journal of Personality and Social Psychology, 90*, 999-1013.
- Chapters**
- Liening, S.H., **Mehta, P.H.**, & Josephs, R.A. (in press). Competition. In V. S. Ramachandran (Ed.), *Encyclopedia of Human Behavior*, 2nd edition. Academic Press: San Diego, CA.
- Mehta, P.H.**, & Josephs, R.A. (2011). Social Endocrinology: Hormones and Social Motivation. In D. Dunning (Ed.), *Social Motivation*. New York: Psychology Press.
- Gosling, S.D. & **Mehta, P.H.** (in press). Personalities in comparative perspective: What do human psychologists glean from animal personality studies? In C. Carere & D. Maestripieri (Eds.), *Animal personalities: Behavior, physiology, and evolution*. Chicago, IL: University Chicago Press.
- Mehta, P. H.** & Josephs, R. A. (2007). Testosterone. In R. Baumeister & K. D. Vohs (Eds.), *Encyclopedia of Social Psychology*. Thousand Oaks, CA: Sage.
- Mehta, P. H.** & Gosling, S. D. (2006). How can animal studies contribute to research on the biological bases of personality? In T. Canli (Ed.), *The Biological Bases of Personality and Individual Differences*. New York: Guilford.

### Manuscripts under review or in preparation

Carney, D. R., Yap, A. J., Lucas, B. J., & **Mehta, P. H.** (under review). How power corrupts: Power buffers the emotional, cognitive, and physiological stress of lying.

Mor, S.\*, **Mehta, P.H.**, Fridman, I., & Morris, M.W. (under review). When gender and professional roles clash: Identity integration promotes women's negotiation performance through dominance and warmth integration.

**Mehta, P.H.**, Yap, A., Mor, S. (in preparation). The biology of bargaining: Dynamic hormone changes during negotiation predict economic profit.

\*Indicates student co-author.

### Conferences Organized

Social Neuroendocrinology Pre-Conference (January, 2012) to be held prior to the annual meetings of the Society for Personality and Social Psychology, San Diego, CA.

### Symposia Chaired

Mehta, P.H., & Berkman, E.T. (co-chair, October, 2011). Implications of social neuroscience for the real world. Symposium given at the annual meetings of the *Society for Experimental Social Psychology*, Washington, DC.

Bartz, J., A., & Mehta, P. H. (co-chair, January, 2011). New perspectives on the neuroendocrine regulation of social perception and behavior. Symposium given at the annual meetings of the *Society for Personality and Social Psychology*, San Antonio, TX.

Mehta, P. H. (October, 2009). Social Endocrinology: Hormones and Social Psychology. Symposium given at the annual meetings of the *Society for Experimental Social Psychology*, Portland, ME.

Mehta, P. H. (February, 2008). Social Endocrinology: How Hormones Can Contribute to Research in Social and Personality Psychology. Symposium given at the annual meetings of the *Society for Personality and Social Psychology*, Albuquerque, NM.

### Conference Presentations

#### Talks

Mehta, P.H. A dual-hormone model of decision-making. Talk presented at the annual meetings of the *Society for Experimental Social Psychology*, Washington, DC.

Mehta, P.H., Yap, A., Mor, S. (January, 2011). Turning testosterone on its head: Stress axis activity alters the relation between testosterone and behavior. Talk presented at the conference for the *Society for Personality and Social Psychology*, San Antonio, TX.

Mehta, P.H. (January, 2011). Neuroendocrine mechanisms of threat reactivity: A dual-systems approach. Talk presented to the pre-conference for *Self and Identity*, San Antonio, TX.

- Mehta, P.H., Carney, D. Yap, A., Mor, S. (October, 2010). The biology of bargaining: Dynamic hormone changes during negotiation predict economic profit. Talk presented at the conference for the *Social and Affective Neuroscience Society*, Chicago, IL.
- Mehta, P. H., & Beer, J. S. (July, 2010). Neural mechanisms of the testosterone-aggression relation: The role of orbitofrontal cortex. Talk presented at the conference for the *International Society for Research on Aggression*, Storrs, CT.
- Mehta, P. H. (January, 2010). Social endocrinology: Bridging behavioral endocrinology and social-personality psychology. Talk presented at the annual meetings of the *Society for Personality and Social Psychology*, Las Vegas, NV.
- Mehta, P. H., & Josephs, R. A. (November, 2009). Neuroendocrine regulation of dominance and leadership: A dual-hormone approach. Talk and paper presented at the symposium on *Leadership and Individual Differences*, Lausanne, Switzerland.
- Mehta, P. H. (October, 2009). The testosterone-behavior relation depends on cortisol: Convergent evidence in the domains of competition and leadership. Talk presented at the annual meetings of the *Society for Experimental Social Psychology*, Portland, ME.
- Mehta, P. H., & Beer, J. S. (October, 2009). Neural mechanisms of the testosterone-aggression relation: The role of orbitofrontal cortex. Talk presented at the *Social and Affective Neuroscience Conference*, New York, NY.
- Mehta, P. H., & Josephs, R. A. (February, 2008). The endocrinology of social decision-making. Talk presented at the annual meetings of the *Society for Personality and Social Psychology*, Albuquerque, NM.

### **Poster Presentations**

- Mehta, P. H., & Beer, J. S. (June, 2008). The influence of testosterone and the frontal lobes on social decision-making. Poster presented to the *Social and Affective Neuroscience Conference*, Boston, MA.
- Mehta, P. H., & Beer, J. S. (May, 2007). The neural correlates of economic decision-making in the Ultimatum Game. Poster presented to the *Neural Systems of Social Behavior Conference*, Austin, TX.
- Mehta, P. H., Josephs, R. A., & van Vugt, M. (January, 2007). Testosterone and cortisol predict behavior in economic social interactions. Poster presented to the *Society for Personality and Social Psychology*, Memphis, TN.
- Mehta, P. H. & Josephs, R. A. (January, 2006). Who wants high status? The relationship between basal testosterone and status preferences. Poster presented to the *Society for Personality and Social Psychology*, Palm Springs, CA.
- Mehta, P. H. & Josephs, R. A. (January, 2006). Want to compete again? Testosterone, competition, and decision making. Poster presented to the *Society for Judgment and Decision Making*, Palm Springs, CA.
- Metting, S. W., Mehta, P. H. & Josephs, R. A. (January, 2006). Cortisol reactivity in anticipation of public speaking as a predictor of subsequent performance and behavior. Poster presented to the *Society for Personality and Social Psychology*, Palm Springs, CA.

- Marusich, L., Mehta, P. H. & Swann, W. B. (January, 2006). Do you “get” me? The role of verbal inhibition similarity in self-verification. Poster presented to the *Society for Personality and Social Psychology*, Palm Springs, CA.
- Mehta, P. H. & Josephs, R. A. (June, 2005). Changes in testosterone predict the desire to compete again among male losers. Poster presented to the *Society of Behavioral Neuroendocrinology*, Austin, TX.
- Mehta, P. H. & Josephs, R. A. (June, 2005). Baseline testosterone and social status predict cortisol changes and behavior among female competitors. Poster presented to the *Society of Behavioral Neuroendocrinology*, Austin, TX.
- Mehta, P. H. & Swann, W. B. (February, 2005). The hyperblirt effect: Changes in talkativeness among verbal inhibitors and disinhibitors. Poster presented to the *Society for Personality and Social Psychology*, New Orleans, LA.
- Swann, W. B., & Mehta, P. H. (February, 2005). The blirt and the boomerang: Reactions to set-point violations among verbal inhibitors and disinhibitors. Talk presented to the *Society for Personality and Social Psychology*, New Orleans, LA.
- Swann, W. B., & Mehta, P. H. (October, 2004). The blirt and the boomerang: Reactions to set-point violations among verbal inhibitors and disinhibitors. Talk presented to the *Society of Experimental Social Psychology*, Fort Worth, TX.
- Josephs, R. A. & Mehta, P. H. (February, 2005). Is winning really that great? Testosterone, status, and stress reactivity. Poster presented to the *Society for Personality and Social Psychology*, New Orleans, LA.
- Mehta, P. H. & Josephs, R. A. (February, 2004). Want to play again? Testosterone, status, and choice. Poster presented to the *Society for Personality and Social Psychology*, Austin, TX.

### Invited Talks

December 2010	Tilburg University, Dept of Psychology
November 2010	University of Amsterdam, Dept of Psychology
Spring 2010	Princeton University, Dept of Psychology
Spring 2010	Yale University, Dept of Psychology
Spring 2010	University of Wisconsin-Madison, Dept of Psychology
Spring 2010	Rutgers University-Newark, Dept of Psychology
Spring 2010	Wake Forest University, Dept of Psychology
Spring 2010	University of Oregon, Dept of Psychology
Fall 2009	Erasmus University, School of Management
Summer 2008	Washington University, Dept of Psychology
Spring 2008	University of Minnesota, Dept of Psychology
Spring 2008	Amherst College, Dept of Psychology
Spring 2008	Columbia University, Graduate School of Business
Spring 2008	Columbia University, Dept of Psychology

### **Honors and Awards**

2010	Short-listed for Veni grant in the Netherlands (fundable proposal).
2008	University of Texas Alma Carlson Teaching Award
2007	Fellow, Summer Institute in Cognitive Neuroscience, UC-Santa Barbara
2006-2007	David C. McClelland Dissertation Fellowship (\$15,000)
2006	Travel Award, Society for Judgment and Decision Making
2006	Travel Award, Society for Personality and Social Psychology
1999	<i>Magna Cum Laude</i> , Williams College
1999	Phi Beta Kappa Society, Williams College

### **Professional Training**

Fall 2008	Workshop in Teaching Negotiation, Kellogg Business School
Summer 2007	Summer Institute in Social Psychology, UT-Austin
Summer 2006	fMRI training course, University of Michigan – Ann Arbor
Summer 2005	Training on implicit motives, University of Michigan – Ann Arbor

### **Journal and Grant Reviewer**

#### *Grant Reviewer*

National Science Foundation

#### *Editorial Board*

Social Psychological and Personality Science

#### *Ad Hoc Reviewer*

American Journal of Human Biology  
Biological Psychology  
British Journal of Management  
Evolutionary Psychology  
Hormones and Behavior  
Human Brain Mapping  
International Journal of Sports Physiology and Performance  
Journal of Cognitive Neuroscience  
Journal of Personality  
Journal of Personality and Social Psychology  
Journal of Research in Personality  
Motivation and Emotion  
Neuropsychobiology  
Neuropsychopharmacology  
Personality and Individual Differences  
Personality and Social Psychology Bulletin  
Physiology and Behavior  
Proceedings of the Royal Society B: Biological Sciences  
Psychological Science  
Psychoneuroendocrinology  
Stress

## Teaching and Advising

### Instructor

Instructor, Managerial Negotiations, Columbia University, Spring 2009, Spring 2010  
Instructor, Social Psychology, UT Austin, Spring 2006  
Instructor, Personality Psychology, UT Austin Distance Learning Center, 2006-2007  
Instructor, Social Psychology, UT Austin Distance Learning Center, 2006-2007  
Lab Instructor, Research methods and statistics, UT Austin, Fall 2003, Spring 2004, Fall 2005

### Teaching Assistant

Seminar on the Self, UT Austin, Spring 2007  
Psychology of Reading, UT Austin, Fall 2006  
Social Psychology, UT Austin, Fall 2004  
Introductory Psychology, UT Austin, Fall 2002, Spring 2003, Summer 2003, Summer 2004

### Advisor

Graduate student advisor, Columbia University, Spring 2009- present  
Undergraduate research advisor, Psychology Honors Research, UT Austin, Spring 2005  
Undergraduate thesis co-advisor, UT Austin, Spring 2005  
Undergraduate research advisor, Business Honors Statistics, UT Austin, Spring 2004

## Media

"Explorer: Testosterone Factor". *National Geographic Channel*. First aired February 13, 2008.

"The humility hormone?" *Monitor on Psychology*: <http://www.apa.org/monitor/julaug06/humility.aspx>