Bio

Michele Gelfand is the John H. Scully Professor of Cross-Cultural Management and Professor of Organizational Behavior at the Stanford Graduate School of Business and Professor of Psychology by Courtesy. She was formerly a Distinguished University Professor of Psychology at the University of Maryland, College Park. Gelfand uses field, experimental, computational and neuroscience methods to understand the evolution of culture and its multilevel consequences. Her work has been published in outlets such as Science, the Proceedings of the National Academy of Sciences, Psychological Science, Nature Human behavior, the Journal of Personality and Social Psychology, Journal of Applied Psychology, Academy of Management Journal, among others. Gelfand is the founding co-editor of the Advances in Culture and Psychology series (Oxford University Press). Her book Rule Makers, Rule Breakers: How Tight and Loose Cultures Wire the World was published by Scribner in 2018. She is the Past President of the International Association for Conflict Management and co-founder of the Society for the Study of Cultural Evolution. She received the 2016 Diener award from SPSP, the 2017 Outstanding International Psychologist Award from the American Psychological Association, the 2019 Outstanding Cultural Psychology Award from the Society for Personality and Social Psychology, the 2020 Rubin Theory-to-Practice award from the International Association of Conflict Management, the 2021 Contributions to Society award from the Organizational Behavior Division of the Academy of Management, and the Annaliese Research Award from the Humboldt Foundation. Gelfand was elected to the American Academy of Arts and Sciences in 2019 and the National Academy of Sciences in 2021.

ACADEMIC APPOINTMENTS

• Professor, Organizational Behavior
• Professor (By courtesy), Psychology

Teaching

COURSES

2022-23
• Negotiations: OB 581 (Win)
• Research Fellows Practicum: GSBGEN 697 (Aut)

2021-22
• Negotiations: OB 581 (Aut, Win)
• Research Fellows Practicum: GSBGEN 697 (Aut, Win, Spr, Sum)

STANFORD ADVISEES

Postdoctoral Faculty Sponsor
Ying Lin

Doctoral (Program)

Alexander Landry, Jun Lin

Publications

PUBLICATIONS

- **Persuading republicans and democrats to comply with mask wearing: An intervention tournament.** *Journal of experimental social psychology*  
  2022; 101: 104299

- **Politicizing mask-wearing: predicting the success of behavioral interventions among republicans and democrats in the U.S.** *Scientific reports*  
  Dimant, E., Clemente, E. G., Pieper, D., Dreber, A., Gelfand, M., Behavioral Science Units Consortium, Hallsworth, M., Holzwarth, A., Tantia, P.  
  2022; 12 (1): 7575

- **Author Correction: National identity predicts public health support during a global pandemic.** *Nature communications*  
  2022; 13 (1): 1949

- **The Importance of Being Unearnest: Opportunists and the Making of Culture** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*  
  Hernandez, I., Cohen, D., Gruschow, K., Nowak, A., Gelfand, M. J., Borkowski, W.  
  2022

- **The influence of cultural tightness-looseness on cross-border acquisition performance** *JOURNAL OF ECONOMIC BEHAVIOR & ORGANIZATION*  
  Li, C., Gelfand, M. J.  
  2022; 195: 1-15

- **The spatial representation of leadership depends on ecological threat: A replication and extension of Menon et al. (2010).** *Journal of personality and social psychology*  
  Stamkou, E., Homan, A. C., van Kleef, G. A., Gelfand, M. J.  
  2022

- **National identity predicts public health support during a global pandemic.** *Nature communications*  
  1800; 13 (1): 517

- **Concern with COVID-19 pandemic threat and attitudes towards immigrants: The mediating effect of the desire for tightness.** *Current research in ecological and social psychology*  
  1800; 3: 100028

- **Predictors of adherence to public health behaviors for fighting COVID-19 derived from longitudinal data.** *Scientific reports*  
  2022; 12 (1): 3824

- **The Moral Foundations of Desired Cultural Tightness.** *Frontiers in psychology*  
  Di Santo, D., Gelfand, M. J., Baldner, C., Pierro, A.  
  2022; 13: 739579

- **When danger strikes: A linguistic tool for tracking America's collective response to threats.** *Proceedings of the National Academy of Sciences of the United States of America*  
  Choi, V. K., Shrestha, S., Pan, X., Gelfand, M. J.  
  1800; 119 (4)
• Cultural Evolutionary Mismatches in Response to Collective Threat. *Current Directions in Psychological Science*  
Gelfand, M. J.  
2021

• Integrating Evolutionary Game Theory and Cross-Cultural Psychology to Understand Cultural Dynamics. *American Psychologist*  
Pan, X., Gelfand, M., Nau, D.  
2021; 76 (6): 1054-1066

• COVID-19 and the workplace: Implications, issues, and insights for future research and action. *The American Psychologist*  
2020

• Using social and behavioural science to support COVID-19 pandemic response. *Nature Human Behaviour*  
2020

• Ambivalent stereotypes link to peace, conflict, and inequality across 38 nations. *Proceedings of the National Academy of Sciences of the United States of America*  
2017; 114 (4): 669-674

• The Emergence of Sex Differences in Personality Traits in Early Adolescence: A Cross-Sectional, Cross-Cultural Study. *Journal of Personality and Social Psychology*  
2015; 108 (1): 171-185