

**Izzy Gainsburg**  
Politics and Social Change Lab, Stanford University  
Email: [ibg@stanford.edu](mailto:ibg@stanford.edu) | Web: <https://izzygainsburg.wordpress.com>

## **PROFESSIONAL APPOINTMENTS**

- 2023- **Stanford University** (Palo Alto, CA)  
Research Scholar and Associate Director, Politics and Social Change Lab  
Center on Philanthropy and Civil Society
- 2021-23 **Harvard University** (Cambridge, MA)  
Postdoctoral Fellow, Ash Center for Democratic Governance and Innovation  
John F. Kennedy School of Government
- 2021 **University of Michigan** (Ann Arbor, MI)  
Lecturer in Negotiations  
Stephen M. Ross School of Business
- 2020-21 **University of Michigan** (Ann Arbor, MI)  
Postdoctoral Fellow, Erb Institute for Global Sustainable Enterprise  
Stephen M. Ross School of Business

## **EDUCATION**

- 2020 **University of Michigan** (Ann Arbor, MI)  
Ph.D., Social Psychology  
Committee: Allison Earl, Ethan Kross, Denise Sekaquaptewa, Sonya Dal Cin
- 2016 **University of Michigan** (Ann Arbor, MI)  
M.S., Social Psychology  
Committee: Allison Earl, Ethan Kross
- 2011 **Tufts University** (Medford, MA)  
B.A., Psychology; Child Development  
Distinctions: Highest Thesis Honors, Summa Cum Laude

## **ADDITIONAL POSITIONS AND AFFILIATIONS**

- 2025 Affiliate, Humane and Sustainable Food Lab  
**Stanford University** (Palo Alto, CA)
- 2022 Affiliate, Center for Positive Organizations  
**University of Michigan** (Ann Arbor, MI), Ross School of Business

**RESEARCH INTERESTS**

- Animal welfare, moral judgment, and effective altruism
- Democracy and social change

**PEER-REVIEWED JOURNAL ARTICLES** (\* denotes shared first authorship)

Law, K. F., Syropoulos, S., Coleman, M., **Gainsburg, I.**, & O'Connor, B. B. (2024). Moral future-thinking: Does the moral circle stand the test of time?. *Personality and Social Psychology Bulletin*, 01461672241284324.

Ghezae, I., Jordan, J., **Gainsburg, I.**, Mosleh, M., Pennycook, G., Willer, R., & Rand, D. G. (2024). Partisans Neither Expect nor Receive Reputational Rewards for Sharing Falsehoods Over Truth Online. *PNAS Nexus*, 3(8), 287.

Chrouser, K. L., Partin, M. R., **Gainsburg, I.**, & White, K. M. (2024). Examining the surgical stress effects (SSE) framework in practice: A qualitative assessment of perceived sources and consequences of intraoperative stress in surgical teams. *The American Journal of Surgery*, 228, 133-140.

**Gainsburg, I.** & Lee Cunningham, J. (2023). Compassion fatigue as a self-fulfilling prophecy: Believing compassion is limited increases fatigue and decreases compassion. *Psychological Science*, 34(11), 1206-1219.

\*Derricks, V., \***Gainsburg, I.**, Yu., V., Griggs, J. (2023). Examining the Effects of Physician Burnout on Pain Management for Patients with Advanced Lung Cancer. *Supportive Care in Cancer*, 31(8), 469.(Asterisks indicate that first authorship is shared)

**Gainsburg, I.**, Roy, S., & Cunningham, J. L. (2023). An examination of how six reasons for valuing nature are endorsed and associated with pro-environmental behavior across 12 countries. *Scientific Reports*, 13(1), 8484.

**Gainsburg, I.**, Pauer, S., Abboub, N., Aloyo, E. T., Mourrat, J.-C., & Cristia, A. (2023). How Effective Altruism Can Help Psychologists Maximize Their Impact. *Perspectives on Psychological Science*, 18(1), 239–253

\***Gainsburg, I.**, \*Derricks, V., Shields, C., Fiscella, K., Epstein, R., Yu, V., & Griggs, J. (2022). Patient activation reduces effects of implicit bias on doctor–patient interactions. *Proceedings of the National Academy of Sciences*, 119(32), e2203915119.

- Gilley, K. N., Baroudi, L., Yu, M., **Gainsburg, I.**, Reddy, N., Bradley, C., ... & Choi, S. W. (2022). Risk factors for COVID-19 in college students identified by physical, mental, and social health reported during the fall 2020 semester: observational study using the Roadmap app and Fitbit wearable sensors. *JMIR mental health*, 9(2), e34645.
- \***Gainsburg, I.**, \*Sowden, W., Drake, B., Herold, W., & Kross, E. (2022). Distanced self-talk increases rational self-interest. *Scientific Reports*, 12(1), 1-8
- Gainsburg, I.**, & Earl, A. (2022). Safe here, but unsafe there? Institutional signals of identity safety also signal prejudice in the broader environment. *Journal of Experimental Social Psychology*, 98, 104232.
- Gainsburg, I.**, Lee Cunningham, J., Larrick, R., & Klotz, L. (2021). Harnessing behavioral science to understand and address human impact on the environment: Editors' note. *Behavioral Science & Policy*, 7(2).
- Cislo, C., Clingan, C., Gilley, K., Rozwadowski, M., **Gainsburg, I.**, Bradley, C., ... & Choi, S. W. (2021). Monitoring Beliefs and Physiological Measures Using Wearable Sensors and Smartphone Technology Among Students at Risk of COVID-19: Protocol for a mHealth Study. *JMIR Research Protocols*, 10(6), e29561.
- Gainsburg, I.**, & Kross, E. (2020). Distanced self-talk changes how people conceptualize the self. *Journal of Experimental Social Psychology*, 88, 103969.
- Gainsburg, I.** & Sekaquaptewa, D. (2019). Testing the influence of source gender and recipient gender on social norms-based egalitarian messaging in an academic context. *Social Psychology of Education*, 1-26.
- Kross, E., Verduyn, P., Boyer, M., Drake, B., **Gainsburg, I.**, Vickers, B., ... Jonides, J. (2019). Does counting emotion words on online social networks provide a window into people's subjective experience of emotion? A case study on Facebook. *Emotion*, 19(1), 97-107.
- Gainsburg, I.** & Earl, A. (2018). Trigger warnings as an interpersonal emotion-regulation tool: Avoidance, attention, and affect depend on beliefs. *Journal of Experimental Social Psychology*, 79, 252-263.
- Kross, E., Vickers, B. D., Orvell, A., **Gainsburg, I.**, Moran, T. P., Boyer, M., ... & Ayduk, O. (2017). Third-person self-talk reduces Ebola worry and risk perception by enhancing rational thinking. *Applied Psychology: Health and Well-Being*, 9(3), 387-409.
- Ambday, N., **Gainsburg, I.**, Krendl, A., (2012). The effects of stereotypes and observer-pressure on athletic performance. *Journal of Sport and Exercise Psychology*, 34(1), 3-15.

**MANUSCRIPTS IN PREPARATION**

**Gainsburg, I.**, Sondag, L., Ong, M., & Lee Cunningham, J. (some data collected). Issue seller and buyer misperception and their implications

**Gainsburg, I.**, Bae, K. & Lee Cunningham, J. When Compassion Feels Finite: Effects of Burnout on Healthcare Employee Outcomes

Gallegos, I. O., Shani, C., Shi, W., Bianchi, F., **Gainsburg, I.**, Jurafsky, D., & Willer, R. (2025). Labeling Messages as AI-Generated Does Not Reduce Their Persuasive Effects.

Schoenegger, P., Salvi, F., Liu, J., Nan, X., Debnath, R., Fasolo, B. .. **Gainsburg, I.**... & Karger, E. (2025). Large Language Models Are More Persuasive Than Incentivized Human Persuaders.

**SELECTED ONGOING PROJECTS**

**Gainsburg, I.** & Lee Cunningham, J. (some data collected). The psychology of cause prioritization

**Gainsburg, I.**, Lee Cunningham, J., & Kross, E.. (some data collected). Elapsed Time from Wrongdoing Reduces Perceivers' Negative Moral Judgment

**Gainsburg, I.** & Coleman, M. (some data collected). The Psychology of Giving to Meta-Charities

**GRANTS**

2021            *UMPDA Conference Award, University of Michigan, University of Michigan*

2021            *UMPDA Professional Development Award, University of Michigan*

2020            *Rackham Conference Travel Grant, University of Michigan (also received grant in 2016, 2018, and 2019)*

2019            *Rackham Graduate Student Research Grant, University of Michigan (\$3000)*

2018            *Institute for Social Research - Rackham Summer Training Award, University of Michigan. Received grant to cover the costs of a summer course taken through the Summer Program in Quantitative Methods at the Inter-University Consortium for Political and Social Research*

- 2017            *Undergraduate Research Opportunities Program Research Grant (\$1000)*
- 2016            *Rackham Graduate Student Research Grant, University of Michigan (\$1500)*

### **AWARDS & HONORS**

- 2023            Likert Paper Award, Interdisciplinary Committee on Organizational Studies, *University of Michigan*. Received \$2000 as an award for best dissertation paper and invitation to present at ICOS seminar
- 2020            *Pat Gurin Distinguished Lecture, University of Michigan*. Received \$200 from Department of Psychology as award for being invited to present at lecture series
- 2019            *Walter B. Pillsbury Award, University of Michigan*. Received \$1000 from Department of Psychology to support research expenses of advanced graduate students in psychology
- 2019            *Nominee for APA Dissertation Research Award, University of Michigan*

### **SERVICE TO THE PROFESSION**

#### *Guest Editor*

Behavioral Science & Policy

#### *Ad hoc Reviewer*

Psychological Science  
Personality and Social Psychology Bulletin  
Journal of Experimental Social Psychology  
Journal of Consulting and Clinical Psychology  
Emotion  
Journal of Sport and Exercise Psychology  
Behavioral Science & Policy  
Comprehensive Results in Social Psychology  
International Journal of Psychology  
Science and Engineering Ethics  
Personality and Individual Differences  
Social and Personality Psychology Compass  
Nature Climate Change  
Cognition and Emotion  
Journal of Experimental Psychology: Applied

**ORGANIZED CONFERENCE SYMPOSIA** (\* denotes presenter)

\***Gainsburg, I.**, Ong, M., Sunday, L., & Lee Cunningham, J., (2022, August). Barriers to Addressing Social Issues in Organizations and How to Overcome Them. Talk to be given as part of Symposium, “Disagreement between Issue Sellers and Buyers about Expectations of Seller Risk and Success” at the *Academy of Management*, Seattle, WA

**CONFERENCE TALKS** (\* denotes presenter; † denotes discussant)

**Gainsburg, I.** (2023) How the Importance, Tractability, and Neglectedness Framework can help researchers increase their social impact. *Metascience 2023 Conference*. Washington, DC.

\***Gainsburg, I.** (2023) The Times They Are a-Changin': How the Passage of Time Affects Moral Judgment. *Society for Personality and Social Psychology*, Atlanta, GA.

\***Gainsburg, I.** & Lee Cunningham, J. (2021, October) Limited compassion mindsets also limit moral expansiveness: An example of how beliefs about emotions can influence moral outcomes. *International Wisdom Summit*

\***Gainsburg, I.** & Lee Cunningham, J. (2021, October) Limited compassion mindsets also limit moral expansiveness: An example of how beliefs about emotions can influence moral outcomes. *International Wisdom Summit*

\***Gainsburg, I.** & Lee Cunningham, J. (2021, June) Compassion Limited or Unlimited? Beliefs about compassion influence compassion fatigue and moral expansiveness. *Life Improvement Science Conference*

\***Gainsburg, I.** & Earl, A. (2020, August) Trigger warnings are an interpersonal emotion-regulation tool and depend on beliefs. *American Psychological Association Annual Convention*

\***Gainsburg, I.** & Lee Cunningham, J. (2020, June) COVID-19 and Compassion Beliefs: Implications for Health Behavior. *BSI Symposium on SARS-COV-2 and COVID19*

**CONFERENCE PAPERS** (\* denotes presenter; † denotes discussant)

\*†**Gainsburg, I.**, & Lee Cunningham, J. (2022). Limited Compassion Mindsets Undermine Compassion and Increase Fatigue. In *Academy of Management Proceedings* (Vol. 2022, No. 1, p. 10981). Briarcliff Manor, NY 10510: Academy of Management. Paper talk to be given as part of Symposium, “Burnout and Strain” at the *Academy of Management*, Seattle, WA

**INVITED ACADEMIC TALKS**

**Gainsburg, I.** (2022, September). How Effective Altruism Can Help Behavioral and Organizational Scientists Increase Their Social Impact. *Interdisciplinary Committee on Organizational Studies*, University of Michigan, Ann Arbor, MI.

**Gainsburg, I.** (2022, September). Limited compassion mindsets: Theory, Findings, and Future Directions. *Adderley Positive Research Incubator, Center for Positive Organizations*, University of Michigan, Ann Arbor, MI.

**Gainsburg, I.** (2022, April). The Moral Foundations of Environmental Behavior in China and the United States. *Ash Center for Democratic Governance and Innovation, John F. Kennedy School of Government*, Harvard University, Cambridge, MA.

**Gainsburg, I.** (2020, December) Compassion Limited or Unlimited? Beliefs about compassion influence compassion fatigue and moral expansiveness. *Ross School of Business, Management and Organizations*, University of Michigan, Ann Arbor, MI.

**Gainsburg, I.** (2020, February) Safe Here, but Unsafe There: How Institutional Signals to Identity Safety Inform Expectations of Prejudice Elsewhere. *Department of Psychology*, University of Michigan, Ann Arbor, MI.

**Gainsburg, I.** (2020, February) Is Compassion Limited or Unlimited? *Department of Psychology*, University of Michigan, Ann Arbor, MI.

**Gainsburg, I.** (2019, November) Emotional Beliefs and Expectations. *Department of Psychology*, University of Toledo, Toledo, OH.

**Gainsburg, I.** (2019, February) Beliefs About Beauty: A Subset of Beliefs about whether Value is Objective or Subjective. *Department of Psychology*, University of Michigan, Ann Arbor, MI.

**Gainsburg, I.** (2019, February) Safe Here, but Unsafe There: How Institutional Signals to Identity Safety Inform Expectations of Prejudice Elsewhere. *Department of Psychology*, University of Michigan, Ann Arbor, MI.

**Gainsburg, I.** (2018, March) Localized Cues to Identity Safety Inform Expectations of Identity Threat Elsewhere. *Department of Psychology*, University of Michigan, Ann Arbor, MI.

**Gainsburg, I.** (2017, March) The Effects of “Safe Spaces” on Expectations and Perceptions of Prejudice. *Department of Psychology*, University of Michigan, Ann Arbor, MI.

**Gainsburg, I.** (2017, February) The Effects of “Safe Spaces” on Expectations and Perceptions of Prejudice. *Department of Psychology*, University of Michigan, Ann Arbor, MI.

**Gainsburg, I.** (2016, April) Trigger Warnings: A Social Psychological Investigation. *Research Center for Group Dynamics Winter 2016 Seminar Series*, Ann Arbor, MI.

**Gainsburg, I.** (2016, April) Using Trigger Warnings to explore how expectations of threat influence selective exposure, selective attention, and emotion-regulation. *Department of Psychology*, University of Michigan, Ann Arbor, MI.

**Gainsburg, I.** (2016, February) Who am I? How thinking about the self using one's own name affects self-concept. *Department of Psychology*, University of Michigan, Ann Arbor, MI.

**Gainsburg, I.** (2015, April) Debiasing with Distance: Using Self-Distancing to Improve Health Decisions. *Department of Psychology*, Ann Arbor, MI.

### **POSTER PRESENTATIONS**

**Gainsburg, I. & Lee Cunningham, J.** (2021, May) Is Compassion Limited or Unlimited? Beliefs about Compassion Influence Compassion Fatigue and Helping Behavior. *Association for Psychological Science Convention*

**Gainsburg, I. & Lee Cunningham, J.** (2020, July) COVID-19 and Compassion Beliefs: Implications for Health Behavior. *Social BRIDGES e-conference*

**Gainsburg, I. & Earl, A.** (2019, April) The Effects of Safe Spaces on Expectations and Perceptions of Prejudice. *Interdisciplinary Committee on Organizational Studies*, Ann Arbor, MI.

**Gainsburg, I. & Earl, A.** (2019, February). Trigger warnings as an interpersonal emotion-regulation tool: Avoidance, attention, and affect depend on beliefs. *Society for Personality and Social Psychology*, Portland, OR.

**Gainsburg, I. & Earl, A.** (2018, January). The Effects of Safe Spaces on Expectations and Perceptions of Prejudice. *Society for Personality and Social Psychology*, Atlanta, GA.

**Gainsburg, I. & Earl, A.** (2017, January). Effects of Trigger Warnings on Selective Exposure and Attention: Lay beliefs moderate the influence of threat cues on anticipated affect and avoidance. *Society for Personality and Social Psychology*, San Antonio, TX.

**Gainsburg, I. & Kross, E.** (2016, January). Who am I? How thinking about the self using one's own name affects self-concept. *Society for Personality and Social Psychology*, San Diego, CA.

**AUTHORED POPULAR PRESS**

**Gainsburg, I.** (2019, January 17). Can Trigger Warnings Help People Regulate Their Emotions?  
<https://sciencetrends.com/can-trigger-warnings-help-people-regulate-their-emotions/>

**ADVANCED METHODOLOGICAL TRAINING**

- 2018           **Summer Program in Quantitative Methods of Social Research**  
Inter-university Consortium for Political and Social Research, Ann Arbor, MI  
*Course Taken:* Multilevel Modeling
- 2018           **Big Data Summer Camp**  
Interdisciplinary Committee on Organizational Studies, Ann Arbor, MI
- 2015-16       **BioSocial Methods: Integrating biological and social science methods to improve understanding of human behavior.**  
Dr. Richard Gonzalez, University of Michigan Bio Social Methods Collaborative, Ann Arbor, MI.
- 2015           **Summer Program in Quantitative Methods of Social Research**  
Inter-university Consortium for Political and Social Research, Ann Arbor, MI  
*Course Taken:* Regression II: Linear Modeling

**TEACHING QUALIFICATIONS**

- 2021           **Inclusive Excellence - Ross Faculty Training Series.** Completed training series on inclusive teaching through Ross School of Business
- 2019           **U-M Graduate Teacher Certificate.** Completed requirements through the Center for Research on Learning and Teaching at University of Michigan (see <http://crlt.umich.edu/um/gtc/description>)
- 2019           **Preparing Future Faculty Seminar.** Accepted into and completed competitive two-month seminar through the Center for Research on Learning and Teaching at University of Michigan
- 2019           **Capstone Teaching Course.** Designed and submitted original course to Psychology Department at University of Michigan, which has been accepted for Winter 2020
- 2018           **Capstone Teaching Course.** Designed and submitted original course to Psychology Department at University of Michigan, which was accepted for Winter 2019

**TEACHING EXPERIENCE****MBA Courses Taught**

2021, Winter            **Negotiations** (WMBA 612) Lead Instructor. University of Michigan.  
Mean rating: 4.7/5.0

**Undergraduate Courses Taught**

2020, Winter            **Psychology of (Effective) Altruism** (PSYCH 401) Lead Instructor.  
University of Michigan. Mean rating: 4.6/5.0

2019, Winter            **Beliefs and Expectations in Social Psychology** (PSYCH 401) Lead  
Instructor. University of Michigan. Mean rating: 5.0/5.0

2017, Fall                **Decision Making** (PSYCH 449) Graduate Student Instructor with Dr.  
Frank Yates, University of Michigan. Mean rating: 4.8/5.0

2017, Winter            **Introduction to Social Psychology** (PSYCH 280) Graduate Student  
Instructor with Dr. Carla Grayson, University of Michigan. Mean rating:  
4.8/5.0

2016, Fall                **Culture and Evolution** (PSYCH 487) Lead Graduate Student Instructor  
with Dr. Joshua Ackerman, University of Michigan. (Grading position)

2016, Winter            **Evolutionary Social Psychology** (PSYCH 487) Lead Graduate Student  
Instructor with Dr. Joshua Ackerman, University of Michigan. (Grading  
position)

2015, Fall                **Introduction to Social Psychology** (PSYCH 280) Graduate Student  
Instructor with Allison Earl, University of Michigan. Mean rating: 4.8/5.0

2015, Winter            **Introduction to Social Psychology** (PSYCH 280) Graduate Student  
Instructor with Ethan Kross, University of Michigan. Mean rating: 4.6/5.0

**INVITED GUEST LECTURES**

**Gainsburg, I.** (2020, February). Psychology of Effective Altruism. *Guest Lecture in The Social Psychology of Empathic Processes (PSYCH 401)*, University of Michigan.

**Gainsburg, I.** (2018, July). Scarcity & Self-Control. *Guest Lecture in Introduction to Social Psychology (PSYCH 280)*, University of Michigan.

**Gainsburg, I.** (2017, March). Classic studies in intergroup bias. *Guest Lecture in Stereotypes and Implicit Bias (PSYCH 487)*, University of Michigan.

**Gainsburg, I.** (2016, November). Examining intergroup bias through the lens of culture and evolution. *Guest Lecture in Culture and Evolution (PSYCH 487)*, University of Michigan.

**Gainsburg, I.** (2015, October). Attitudes. *Guest Lecture in Introduction to Social Psychology (PSYCH 280)*, University of Michigan.

**Gainsburg, I.** (2015, June). Scarcity & Self-Control. *Guest Lecture in Introduction to Social Psychology (PSYCH 280)*, University of Michigan.

**Gainsburg, I.** (2015, April). Scarcity & Self-Control. *Guest Lecture in Introduction to Social Psychology (PSYCH 280)*, University of Michigan.

### **TEACHING INTERESTS**

- Negotiations and social influence
- Diversity, equity, and inclusion
- Emotion, emotion-regulation, and self-control
- Morality, ethics, and effective altruism
- Judgment and decision-making

### **MENTORING**

Mentored undergraduate research assistants every year from 2015 to 2021, including one Senior Honors Thesis and one Masters Thesis

### **SERVICE TO UNIVERSITY OF MICHIGAN**

2020-21	Served on the Ross Management and Organizations Seminar Committee
2019	Panelist on applying to graduate school, Undergraduate Research Opportunities Program
2019	Panelist on financial planning, Psychology Graduate Orientation
2017	Social Psychology Admissions Committee
2016-18	Psychology Graduate Student Association Co-Chair, University of Michigan
2016	Social Psychology Recruitment Weekend Organizer

2016 Assisted with Diversity Recruitment Weekend in University of Michigan  
Psychology Department

2015 Assisted with Diversity Recruitment Weekend in University of Michigan  
Psychology Department

### **PROFESSIONAL MEMBERSHIPS**

Academy of Management (AOM)  
Association for Psychological Science (APS)  
American Psychological Association (APA)  
Society for Personality and Social Psychology (SPSP)  
Cultural Evolution Society (CES)

### **REFERENCES**

Robb Willer  
Professor of Sociology  
Stanford University  
Email: willer@stanford.edu

Julia Lee Cunningham  
Associate Professor of Management and Organizations  
Ross School of Business, University of Michigan  
Email: profjlee@umich.edu

Ethan Kross  
Professor of Psychology and Management and Organizations  
Department of Psychology and Ross School of Business, University of Michigan  
Email: ekross@umich.edu

Allison Earl  
Associate Professor of Psychology  
Department of Psychology, University of Michigan  
Email: anearl@umich.edu

Denise Sekaquaptewa  
University Diversity and Social Transformation Professor, Department of Psychology  
University of Michigan  
Email: dsekaqua@umich.edu

Jennifer Griggs  
Professor, Department of Internal Medicine, Hematology & Oncology Division  
University of Michigan

Email: [jengrigg@umich.edu](mailto:jengrigg@umich.edu)

Elizabeth Levy Paluck  
Professor, Department of Psychology  
Princeton University  
Email: [epaluck@princeton.edu](mailto:epaluck@princeton.edu)

Eldar Shafir  
Class of 1987 Professor, Department of Psychology  
Princeton University  
Email: [shafir@princeton.edu](mailto:shafir@princeton.edu)

Samuel R. Sommers  
Professor, Department of Psychology  
Tufts University  
Email: [sam.sommers@tufts.edu](mailto:sam.sommers@tufts.edu)