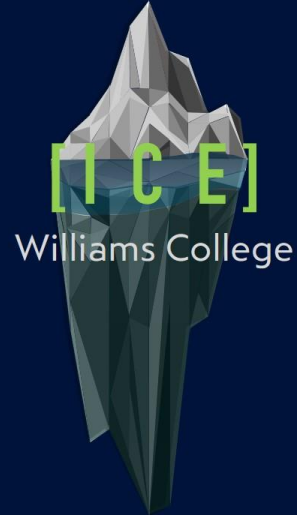# JEREMY CONE, PH.D.

Assistant Professor
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Williams College | Department of Psychology

[ICE]
Williams College

EDUCATION

2007-2012 **Cornell University**
Ph.D. | Social Psychology
Graduate Advisor: Tom Gilovich
Academic Committee: Melissa Ferguson,
David Dunning, Shimon Edelman

2006-2007 **University of Waterloo**
B.A. | Honors Psychology
Thesis Advisor: Grainne Fitzsimons
Undergraduate Advisors: John Holmes,
Michael Ross

2001-2005 **University of Waterloo**
B.Math | Honors Computer Science
Psychology Minor
With Distinction

EMPLOYMENT HISTORY

2013-2015 **Post-Doctoral Associate**
Yale University
Department of Psychology
Human Cooperation Lab
Post-Doctoral Advisor: David Rand

2012-2013 **Visiting Assistant Professor**
Williams College
Department of Psychology

AWARDS & HONORS

2019-2020 **Hellman Fellowship**
Williams College
$12,500

2012 **Graduate Student Teaching Award**
Cornell University

2012 **Dallenbach Fellowship for Outstanding Scholarship**
Cornell University

2012 **Graduate Student Research Grant**
Cornell University
Institute for the Social Sciences
Project title: "The Robustness of Intuition: "How 'Flighty' Are Intuitive Impulses?"

2011 **Graduate Student Research Grant**
Cornell University
Institute for the Social Sciences
Project title: "Changing Your Implicit Mind: On the formation and revision of implicit attitudes"

PUBLICATIONS

Authors in **blue** are undergraduate student co-authors.
* indicates joint first authorship.

UNDER REVIEW

Cone, J.*, & Kupor, D.* (under review). Getting past the past: Prior knowledge results in differential implicit updating in response to the same impression-inconsistent information.

Fourakis, E., Heggeseth, B., & **Cone, J.** (under revision). Explaining Why: The role of causal attribution on implicit impression formation and revision.

Van Dessel, P., **Cone, J.**, & Gast, A. (under review after invited revision). Powerful Effects of Diagnostic Information on Automatic and Self-reported Evaluation and the Moderating Role of Memory Retrieval.

2021 & IN PRESS

Kumar, M., Tsoi, L., Lee, M., **Cone, J.,** & McAuliffe, K.(in press). Nationality dominates gender in decision-making in the Dictator and Prisoner's Dilemma Games. *PLOS ONE.*

Heycke, T.*, Aust, F.*, Banaji, M., **Cone, J.**, Van Dessel, P., Ferguson, M. J., Hu, X., Jiang, C., Kurdi, B., Rydell, R., Spitzer, L., Stahl, C., Vitellio, C., & De Houwer, J. (conditionally accepted). Of Two Minds: A registered replication.

Ferguson, M. J., & **Cone, J.** (submitted). The role of intentionality in social* priming. *Psychological Inquiry [commentary].*

Cone, J., **Flaharty, K.**, & Ferguson, M. J. (in press). The long-term effects of new evidence on implicit impressions of others. *Psychological Science.*

Cone, J., Brown-Iannuzzi, J., Lei, R., & Dotsch, R. (in press). Type I error is inflated in the two-phase reverse correlation procedure. *Social Psychological & Personality Science.*

Cone, J.*, & Calanchini, J.* (in press). A process dissociation model of implicit rapid revision in response to diagnostic revelations. *Personality and Social Psychology Bulletin.*

Ferguson, M. J., Shen, X, **Cone, J.**, & Mann, T.C. (in press). How do we reduce implicit bias toward outgroups? In Krosnick, J.A., Stark, T. H & Scott, A.L. (Eds.). (forthcoming). *The Cambridge Handbook of Implicit Bias and Racism.* Cambridge, England: Cambridge University Press.

2020

Mayukha, A., **Andrade, I.**, & **Cone, J.** (2020). Opposing contributions of psychologically distinct components of empathy to empathic accuracy. *Journal of Experimental Psychology: General, 149*(11), 2169–2186.

Dai, J., **Cone, J.**, & Moher, J. (2020) Perceptual salience influences food choices independent of health and taste preference. *Cognitive Research: Principles and Implications, 5*(2), 1-13. https://doi.org/10.1186/s41235-019-0203-2.

Fourakis, E., & **Cone, J.** (2020). Matters Order: The Role of Information Order on Implicit Impression Formation. *Social Psychological and Personality Science*, *11*(1), 56-63.

Van Dessel, P., **Cone, J.**, Gast, A., & De Houwer, J. (2020). The impact of valenced verbal information on implicit and explicit evaluation: the role of information diagnosticity, primacy, and memory cueing. *Cognition and Emotion, 34*(1), 74-85.

2019   **Cone, J.**, **Flaharty, K.**, & Ferguson, M. J. (2019). Believability of evidence matters for correcting social impressions. *Proceedings of the National Academy of Sciences of the United States of America, 116*(20), 9802-9807.

Ferguson, M. J., Mann, T. C., **Cone, J.**, & Shen, X. (2019). When and How Implicit First Impressions Can Be Updated. *Current Directions in Psychological Science*, *28*(4), 331-336.

Mann, T., **Cone, J.**, Heggeseth, B., & Ferguson, M. (2019). Updating implicit impressions: New evidence on intentionality and the Affect Misattribution Procedure. *Journal of Personality and Social Psychology, 116*(3), 349-374.

2018   Ruisch, B., **Cone, J.**, Shen, X., & Ferguson, M. J. (2018). Dual and single-process perspectives on the role of threat detection in evaluation. *Psychological Inquiry [commentary]*, 29, 22-27.

Vaughn, K. E., **Cone, J.**, & Kornell, N. (2018). A User's Guide to Collecting Data Online. In *Handbook of Research Methods in Human Memory* (pp. 354-373). Routledge.

2017   **Cone, J.**, Mann, T. C., & Ferguson, M. J. (2017). Changing our implicit minds: How, when, and why implicit evaluations can be rapidly revised. *Advances in Experimental Social Psychology, 56*, 131-199.

2016   Savitsky, K., **Cone, J.**, Rubel, J., & Eibach, R. P. (2016). Haters are all the same: Perceptions of group homogeneity following positive vs. negative feedback. *Journal of Experimental Social Psychology, 64*, 50-56.

2015   **Cone, J.**, & Ferguson, M. J. (2015). He Did *What?*: The role of diagnosticity in revising implicit evaluations. *Journal of Personality and Social Psychology*, *108*(10), p. 37-57.

Mann, T. C.*, **Cone, J.***, & Ferguson, M. J. (2015). Social-psychological evidence for the effective updating of implicit attitudes. *Behavioral and Brain Sciences [commentary]*, 38.

EARLIER   **Cone, J.**, & Rand. D. G. (2014). Time pressure increases cooperation in competitively framed social dilemmas: a successful replication. *PLOS ONE*, 9(12): e115756.

Mikels, J. A., Cheung, E., **Cone, J.**, & Gilovich, T. (2013). The Dark Side of Intuition: Age-related Shifts Toward Intuitive Decision Making Can Lead to Non-optimal Decisions. *Emotion*, 13(2), 189-195.

Gilovich, T., & **Cone, J.** (2011). Probability and Uncertainty. In M. Zeelenberg and D. Stapel. (Eds.) *Behavioral Economics and Economic Psychology.* Psychology Press.

Ferguson, M. J., & **Cone, J.** (2011). The mind in motivation: A social cognitive perspective on the role of consciousness in goal pursuit. In D. Carlston (Ed.), *Handbook of Social Cognition.* Oxford University Press.

Gilovich, T., **Cone, J.**, & Rosenzweig, E. (2011). Where the Mind Goes: The influence of endogenous priming on thought and behavior. In J. I. Krueger (Ed.), *Social Judgment and Decision Making*. Psychology Press.

Cone, J., & Gilovich, T. (2010). Understanding Money's Limits: People's beliefs about the income-happiness correlation. *Journal of Positive Psychology, 5*(4), 294-301.

Inbar, Y., **Cone, J.** & Gilovich, T. (2010). People's beliefs about intuitive insight and intuitive choice. *Journal of Personality and Social Psychology, 99*(2), 232-247.

INVITED TALKS

2020   **Cone, J.** (2020, February). *When Fast Becomes Slow: Rapid revision in response to diagnostic revelations results in durable, stable evaluations*. Invited talk presented as part of the Attitudes and Social Influence pre-conference at the 20th annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.

2019   **Cone, J.** (2019, December). *Life Around the Digital Watercooler: Forming impressions of others in the era of fake news, social media, & gossip*. Invited talk presented as part of the SciTech Café speaker series hosted by Mount Holyoke College, Northampton, MA.

Cone, J. (2019, March). *Extreme partisanship reduces implicit intergroup bias*. Ghent University, Ghent, Belgium.

Cone, J. (2019, March). *Changing Your Implicit Mind: Exploring strategies for rapidly revising implicit first impressions*. Ghent University, Ghent, Belgium.

2018   **Cone, J.** (2018, November). *Explaining Why: The role of causal attribution in implicit impression formation*. Cornell University, Ithaca, NY.

Cone, J. (2018, October). *Changing your Implicit Mind: Exploring strategies for revising implicit first impressions*. Connecticut College, New London, CT.

2015   **Cone, J.** (2015, May). *Biases in Everyday Reasoning: Human inference and the shortcomings of System 2*. Wood Creek Capital Management, LLC. New Haven, CT.

Cone, J. (2015, April). *I see a different you: Impression-inconsistent information results in instant changes to visual representations of a person's face*. Yale Day of Cognitive Science. New Haven, CT.

Cone, J., Gunaydin, G., & DeLong, J. (2015, February). *I see a different you: Impression-inconsistent information results in instant changes to visual representations of a person's face*. Talk presented at the Social Cognition Pre-Conference for the 16th annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.

EARLIER   **Cone, J.** (2014, April). *Instant and Implicit: When and why do implicit evaluations get rapidly revised?* Psychology Department, Bilkent University, Ankara, Turkey.

Cone, J. (2013, February). *Making Up and Changing Your Implicit Mind.* Program for Evolutionary Dynamics, Harvard University, Cambridge, MA.

CONFERENCE PRESENTATIONS

Authors in **blue** are undergraduate student co-authors.
* indicates joint first authorship. Author order was determined by coin flip.

2020   **Cone, J.**, **Mayukha, A.**, & **Andrade, I.** (2020, February). *Disentangling Empathy: Opposing Contributions of Different Facets of Empathy to Interpersonal Accuracy.* Talk presented as part of the single presenter format at the 20th annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
> **Selected as one of 72 talks to be presented as part of the single presenter format out of 2289 submissions.**

2019   **Cone, J.**, Shen, X., Mann, T., **Flaharty, K.**, & Ferguson, M. J. (2019, March). *More than meets the eye: Updating visual-based impressions with behavioral information.* Talk presented at the 3rd Biennial International Convention of Psychological Science, Paris, France

Cone, J., **Fourakis, E.**, & Heggeseth, B. (2019, March). *Explaining Why: The role of causal attribution in implicit impression formation.* Talk presented at the 3rd Biennial International Convention of Psychological Science, Paris, France.

2018   **Cone, J.** (2018, October). *More than meets the eye: Updating visual-based impressions with behavioral information.* Talked presented at the annual meeting for the Society of Experimental Social Psychology, Seattle, WA.

Cone, J. (2018, August). *Implicit Intuition: Implicit assessments of the accuracy of intuition and reason are uniquely predictive of judgment and choice [showcase symposium].* Talk presented at the 78th annual Academy of Management conference, Chicago, IL.

Cone, J. (2018, July). *Change we must believe in: The role of believability in updating implicit first impressions.* Talk presented at the Meta-Cognitive Processes in Attitudes conference, Columbus, OH.

Cone, J. (2018, June). *Occupational Health Psychology in the Military Context: Investigating Facilitators and Barriers to Accessing Health Care, and Correlates of Health Outcomes and Behaviours [discussion facilitator].* Symposium presented at the annual meeting for the International Congress for Applied Psychology, Montreal, QC.

Cone, J. (2018, March). *New Evidence on Forming and Changing First Impressions of Others.* Chaired symposium presented at the 18th annual meeting of the Society for Personality and Social Psychology, Atlanta, GA.

2017   **Cone, J.** (2017, July). *Change we* must *believe in: The role of believability in updating implicit first impressions.* Talk presented at the European Association for Social Psychology Convention, Granada, Spain

Cone, J. (2017, April). *Implicit assessments of the accuracy of intuition and reason are uniquely predictive of judgment and choice.* Talk presented at Boston Judgment and Decision-Making Day, 2017. Questrom School of Business, Boston University, Boston, MA

2016   **Cone, J.,** Mann, T., & Ferguson, M. (2016, July). *Changing our implicit mind: New social-cognitive evidence for whether and how we can update our implicit first impressions.* Talk presented at the Psychology of Attitudes: Experience-based versus information-based attitude processes. Social Cognition Center, Cologne, Germany.

Cone, J., Ferguson, M., Dunham, Y., & Kinzler, K. (2016, May). *New Evidence for Forming First Impressions Across the Lifespan.* Talk presented at the 28th annual meeting for the Association for Psychological Science, Chicago, IL.

Cone, J. (2016, April). *Singled Out: Biased selection for scrutiny alters third party responses to what that scrutiny reveals.* Boston Judgment and Decision-Making Day 2016. Boston, MA.

2015   Mann, T., **Cone, J.,** & Ferguson, M. (2015, May). *Debunking the Myth of "Stickiness": When and How Implicit Evaluations Can Be Immediately Revised.* Talk presented at the 27th annual meeting for the Association for Psychological Science, New York, NY.

EARLIER   FeldmanHall, O., **Cone, J.**, Stanley, D., & Zerubavel, N. (2014, May). *Social Decision-Making: contextual influences and biological underpinnings.* Symposium presented at the 26th annual meeting for the Association for Psychological Science, San Francisco, CA.

Cone, J., Ferguson, M., Brinol, P., Peters, K., & De Houwer, J. (2013, January). *Changing Your Implicit Mind: When and Why Do Implicit Attitudes Form and Change?* Chaired symposium presented at the 14th annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.

POSTER PRESENTATIONS

Authors in **blue** are undergraduate student co-authors.

2020 **Medeiros, A.**, **Cone, J.**, & Fein, S. (2020, February). *Fake News Receptivity: The Role of Partisan Identity in Motivating Implicit and Explicit Beliefs*. Poster presented at the 20th annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.

2019 **Gauthier, G.**, & **Cone, J.** (2019, March). *Behavioral Attribution: Thin-Slicing Trait and State Anxiety*. Poster presented at the 3rd Biennial International Convention of Psychological Science, Paris, France.

Flaharty, K., & **Cone, J.** (2019, March). *Face it, Actions Matter: The role of visual cues and behavioral information on visual representations*. Poster presented at the 3rd Biennial International Convention of Psychological Science, Paris, France.

Murray, G., **Currimjee, S.**, & **Cone, J.** (2019, Mar). *Are you in or are you out? : The role of empathy in visualizing ingroup and outgroup members*. Poster presented at the 3rd Biennial International Conference for Psychological Science, Paris, France.

2017 **Rivera-Aparicio, J., Lin, B.,** **Cone, J.**, & Moher, M. (2017, May). *Prioritization of features in object and ensemble perception*. Poster presented at the 17th Annual Vision Sciences Society, St Pete's Beach, FL.

2016 **Lin, B., Rivera-Aparicio, J.,** **Cone, J.**, & Moher, M. (2016, November). *Prioritization of features in object and ensemble perception*. Poster presented at the 24th Annual Workshop on Object Perception, Attention, and Memory, Boston, MA.

Mann, T., **Cone, J.**, & Ferguson, M. J. (2016, January) *Rethinking What We See: Revising implicit first impressions based on visual cues through reinterpretation*. Poster presented at the 17th annual meeting for the Society for Personality and Social Psychology, San Diego, CA.

Shen, X., Mann, T., **Cone, J.**, & Ferguson, M. J. (2016, January) *Are we stuck on the face?: Effects of new propositional information on the revision of implicit first impressions*. Poster presented at the 17th annual meeting for the Society for Personality and Social Psychology, San Diego, CA.

2015 **Cone, J.**, & Ferguson, M. (2015, February). *He Did* What?: *The role of diagnosticity in updating implicit evaluations*. Poster presented at the 16th annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.

Jordan, M., **Cone, J.**, & Cushman, F. (2015, February). Intuitions about Intuition and Reason: How Implicit Attitudes Predict Choice. Poster presented at the 16th annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.

EARLIER **Cone, J.**, & Ferguson, M. (2012, January). *Instant and implicit: How goal relevance influences implicit attitude formation and revision*. Poster presented at the 13th annual meeting of the Society for Personality and Social Psychology, San Diego, CA.

Cone, J., Gilovich, T., & Pizarro, D. (2011, January). *Easy to Judge: Assessing the role of meta-cognitive fluency in moral judgment.* Poster presented at the 12th annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.

Cone, J., & Gilovich, T. (2010, January). *Understanding Money's Limits: People's beliefs about the income-happiness correlation*. Poster presented at the 11th annual meeting of the Society for Personality and Social Psychology, Las Vegas, NV.

MEDIA COVERAGE

2019 **"In the war against misinformation, fact-checking works. Big Tech needs to do more of it."**
CNN Business Perspectives
May 28-Jun 11, 2019
Cone, J. & Ferguson, M. (additional author credit: **Flaharty, K.**)
In this piece, co-authored with Melissa Ferguson and **Katie Flaharty**, we discuss how our work on the role of believability in implicit impression revision (Cone, Flaharty, & Ferguson, 2019) indicates that fact-checking can be an effective strategy for mitigating the effects of misinformation.

"We Gossip About 52 Minutes A Day. That May Not Be As Toxic As It Sounds"
NPR Morning Edition
May 13, 2019
I spoke about the nature of gossip and its connection to some of our work on believability and its role in implicit impression revision.

2017 **"The big mistake most people make when they receive negative feedback."**
Quartz
Mar 24, 2017
Savitsky, K., **Cone, J.**, **Rubel, J.**, & Eibach, R. (2017)
In this piece, co-authored with Ken Savitsky, **Jeffrey Rubel**, and Richard Eibach, we discuss our work on the motivated perception of group homogeneity (Savitsky, Cone, Rubel, & Eibach, 2016)

2016 **"How Kids Learn Prejudice."**
New York Times
Kinzler, K.
Oct 21, 2016
This piece references our work on implicit rapid revision.

"Is It Too Late for Trump and Clinton to Become More Likable?"
Scientific American Mind
Ferguson, M.
Apr 13, 2016
A summary of our work on revising implicit impressions and its relevance for developing impressions of politicians.

COURSES TAUGHT

WILLIAMS

Introductory Psychology (F16, S17) [team taught]

An introduction to the major subfields of psychology: behavioral neuroscience, cognitive, developmental, social, and psychological disorders and treatment. The course aims to acquaint students with the major methods, theoretical points of view, and findings of each subfield. Important concepts are exemplified by a study of selected topics and issues within each of these areas.

Experimentation and Statistics (S18, F19)

An introduction to the basic principles of research in psychology. We focus on how to design and execute experiments, analyze and interpret results, and write research reports. Students conduct a series of research studies in different areas of psychology that illustrate basic designs and methods of analysis.

Introduction to Social Psychology (F15, S20)

A survey of theory and research in social psychology. Topics include the self, social perception, conformity, attitudes and attitude change, prejudice, aggression, altruism, attraction and love, intergroup conflict, and cultural psychology. Applications in the areas of advertising, law, business, and health will also be discussed.

Social Judgment (S16, S17, F17, S20)

This course focuses on how people make judgments and decisions in their social lives and why they are sometimes biased and irrational in their choices. We will place a strong emphasis on exploring how ideas from the judgment and decision-making literature can aid in our understanding of social psychological phenomena, including planning for the future, understanding other people, and resolving interpersonal conflicts. We will also place an emphasis on people's judgments and decisions as they pertain to their happiness and well-being, exploring how concepts in the judgment and decision-making literature can help us to understand why certain types of outcomes are more satisfying than others and why people sometimes choose in ways that fail to maximize their well-being. As we explore these questions, we will survey a variety of methods and perspectives, ranging from classic social psychological experiments to techniques imported from behavioral economics and cognitive psychology.

Perspectives on Psychological Issues (F15, F16) [team taught]

This course–the psychology department's senior seminar–considers several important contemporary topics from diverse psychological perspectives. These topics will be introduced via popular books or films, and we will analyze them more deeply with original research articles from across multiple perspectives and subdisciplines of psychology. The course will primarily be discussion based, and the students will lead these discussions.

CORNELL

Introduction to Social Psychology: Writing in the Majors (S11)

Designed and taught a weekly 1-hour session for 12 students that served as a complement to the lecture material presented in *Introduction to Social Psychology* taught by Tom Gilovich.

The Individual in the Social World (Summer 08, 09, 10, 11, 12)

Designed and taught a daily 75-minute section to complement daily lecture material taught by Tom Gilovich.

MENTORSHIP

Alex Medeiros (2019-2020)
Co-advisor: Steve Fein
"Change we *want* to believe in: The motivated incorporation and rejection of evidence into implicit social impressions"

Krystal Hahn (2019-2020)
"The Implicit Stench of Guilt: The Influence of Visual Cues and Evidence on Implicit Associations of Guilt"

Stephanie Brown (2019-2020)
"Defining and Predicting Moral Inconsistency"

Katie Flaharty (2017-2018)
"Face It, Actions Matter: The Role of Visual Cues and Behavioral Information on Visual Representations"
Winner of the G. Stanley Hall Prize in Psychology

CJ Levin (2017-2018)
Co-advisor: Steve Fein
"Empathy at the intersection of group identities"

Benjamin Lin (2016-2017)
Co-advisor: Mariko Moher
"Asymmetric Switch Costs between Color and Shape and the Influence of Contextual Information"

Ananya Mayukha (2016-2017)
"Examining Empathy: Revealing differential effects of empathy and compassion on emotion recognition accuracy"

Gabrielle Gauthier (2016-2017)
"Behavioral Attribution: Thin slicing trait and state anxiety"

Kendall Bazinet (Spring 2017)
Co-advisor: Ken Savitsky
"Effects of mental imagery in negotiation"

Erika Diaz (Spring 2017)
"Implicit social cognition in legal settings"

Alex Huang (Fall 2016)
"Social cognitive interventions for improving subjective well-being"

Eva Fourakis (Spring 2016)
"Construal processes in implicit impression formation and revision"

SERVICE

SCIENTIFIC COMMUNITY

Ad-hoc Reviewer

Journal of Experimental Social Psychology, Psychological Science, Journal of Experimental Psychology: General, Journal of Personality and Social Psychology, Social Psychological & Personality Science, Group Processes & Intergroup Relations, Journal of Theoretical Social Psychology, Time-Sharing Experiments for the Social Sciences

Grant Reviewer

National Science Foundation, OPUS [Polish National Science Center], VIDI [Dutch research grant programme].

Conference Program Reviewer

Society for Personality and Social Psychology, symposium reviewer (2016)
Society for Personality and Social Psychology, poster reviewer (2013)

Website Administration for Professional Organizations

Society for Personality and Social Psychology, website administrator (2009-2011)
Foundation for Personality and Social Psychology, website administrator (2009-2012)

WILLIAMS COLLEGE

Faculty Steering Committee (2020-)
Honor and Discipline Committee (2019-2020)
Olmsted Committee (2018)
Winter Study Committee (2016-2017)
Science Executive Committee (2016-2017)
DRFC Representative (2015-2016)
Institutional Review Broad (2012-2013)