

MICHAEL E. W. VARNUM, PhD
2018

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Lab Website: <https://psychology.clas.asu.edu/research/labs/culture-and-ecology-lab-varnum>

EMPLOYMENT

- 2013 – **Assistant Professor**
Department of Psychology, Arizona State University
- 2011 – 2013 **Post-Doctoral Fellow**
Department of Psychology, Peking University

EDUCATION

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|------|------------------------------|-----------------------------------|
| 2011 | PhD in Psychology | University of Michigan, Ann Arbor |
| 2007 | MS in Social Psychology | University of Michigan, Ann Arbor |
| 2004 | BA in Psychology with Honors | University of Michigan, Ann Arbor |

HONORS AND AWARDS

- 2016 Association for Psychological Science Rising Star Award
- 2016 Society of Experimental Social Psychology Fellow

GRANTS

Funded

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| 2017 | “How do People Think They Would React vs. How do They Actually React to the Announcement of Extraterrestrial Life?” (\$1,516) (PI, 100% Rec.)
Arizona State University Interplanetary Initiative Seed Grant |
| 2017 | “How Will (Has) Mankind Reacted to the Announcement of Extraterrestrial Life? A Quantitative Linguistic Analysis” (\$1,703) (PI, 100% Rec.)
Arizona State University Interplanetary Initiative Seed Grant |
| 2014 – 2015 | “China’s Daos Today” (\$25,000) (CO-I)
Carnegie Humanities Investment Fund & Arizona State University |
| 2011 – 2013 | “Social Class, Power, and Empathy” (\$5,000) (PI, 100% Rec.)
China Postdoctoral Science Foundation |
| 2004 – 2005 | “Human Cognition: Comparing East Europe and the US” (\$30,000) (PI, 100% Rec.)
Institute of International Education Fulbright Student Grant |

Pending

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| 2018 | “Using Fundamental Motives to Understand Well-Being around the Globe.” (\$537,263) (PI, 60% Rec.) NSF |
| 2018 | “Fundamental Motives and Mental Health.” (\$408,909) (PI, 60% Rec.) NIH |
| In Revision | |
| 2018 | “The Emergence of Children’s Attitudes and Prosocial Tendencies toward Outgroup Members.” (\$,2099,042) (CO-I, 10% Rec.) NIH |

- 2018 “A Neuroscience Approach to Acculturation.” (\$454,588) (PI, 70% Rec.)
NSF
- 2018 “An Investigation of Supramodal, Modality-, Valence-, and Sociality-specific Factors of Neural Empathic Responses.” (\$391,260) (PI, 70% Rec.) NIH

PUBLICATION STATISTICS AND IMPACT

Publications: 49 Total citations: 2013 h-index: 17 i-10 index: 23

Researchgate: RG Score: 31.61; Reads: 8870 Altmetric: Total Altmetric Score: 1460
 Academia.edu: Total Views: 1276 Newsflo: Media Mentions: 87
 Mendeley: Readers: 2397
 Science Direct: Downloads: 5267
 Loop: Total Views: 29375; Downloads: 1971

PEER REVIEWED PUBLICATIONS

1. Sng, O.,[#] Neuberger, S. L., **Varnum, M. E. W.**, & Kenrick, D. T. (in press). The behavioral ecology of cultural variation. *Psychological Review*. **[5-yr IF: 9.51; 20% contribution]**
2. Hampton, R. S.,[#] & **Varnum, M. E. W.** (in press). Do cultures vary in self-enhancement? ERP, behavioral, and self-report evidence. *Social Neuroscience*. **[IF: 2.25; 50% contribution]**
3. Herrmann, S. D.,[#] & **Varnum, M. E. W.** (in press). Utilizing social class bicultural identity integration to improve outcomes for first-generation college students. *Translational Issues in Psychological Science*. **[No IF; New journal published by APA; 30% contribution]**
4. Herrmann, S. D.,[#] & **Varnum, M. E. W.** (2018). The consequences of social class biculturalism for well-being, academic performance, and workplace adjustment. *Journal of Cross-Cultural Psychology*, 49, 635-663. **[5-yr IF: 2.82; 40% contribution]**
5. Kwon, J. Y.,[#] Bercovici, H.,[#] Cunningham, K.,[#] & **Varnum, M. E. W.** (2018). How will we react to the discovery of extraterrestrial life? *Frontiers in Psychology*, 8, 2308. doi.org/10.3389/fpsyg.2017.02308 **[5-yr IF: 2.82; 98% percentile most viewed Frontiers articles of all time; covered in The Washington Post, The Guardian, The Atlantic, National Geographic, Scientific American, Science, Science podcast, Fox News, USA Today, NBC Mach, Der Spiegel; 45% contribution]**
 * The first and last authors contributed equally to this manuscript
6. **Varnum, M. E. W.**, & Grossmann, I. (2017). Cultural change: The how, and the why. *Perspectives on Psychological Science*, 12, 956-972. **[5-yr IF: 13.17; 70% contribution]**
7. **Varnum, M. E. W.**, & Kitayama, S. (2017). The neuroscience of social class. *Current Opinion in Psychology*, 18, 147-151. **[New journal, SciMago IF: 1.87; Scopus CiteScore: 1.79; other Current Opinion Journal TR IF's range from 3.66-8.68; 80% contribution]**
8. Santos, H. C.,[#] **Varnum, M. E. W.**, & Grossmann, I. (2017). Global increases in individualism. *Psychological Science*, 28, 1228-1239. **[5-yr IF: 6.30, Top Ranked Empirical Journal in Psychology, Multidisciplinary; covered on NPR's 13.7 Cosmos & Culture blog, CNN, Sciences Humaines; 30% contribution]**

9. Sng, O.,[#] Neuberg, S. L., **Varnum, M. E. W.**, & Kenrick, D. T. (2017). The crowded life is a slow life: Population density and life history strategy. *Journal of Personality and Social Psychology* 111, 736-754. **[5-yr IF: 7.30; covered in US News & World Report; Harvard Business Review, MSN.com; 20% contribution]**
10. Sevincer, A. T., **Varnum, M. E. W.**, & Kitayama, S. (2017). The culture of cities: Measuring perceived cosmopolitanism. *Journal of Cross-Cultural Psychology*, 48, 1052-1072. **[5-yr IF: 2.38; 30% contribution]**
11. **Varnum, M. E. W.**, & Hampton, R. S.[#] (2017). Cultures differ in the ability to enhance affective neural responses. *Social Neuroscience*, 12, 594-603. **[IF: 2.25; 60% contribution]**
12. **Varnum, M. E. W.**, & Grossmann, I. (2016). Pathogen prevalence is associated with cultural changes in gender equality. *Nature Human Behaviour*, 1, 003. doi: 10.1038/s41562-016-0003 **[No IF; New journal; highly selective and prestigious Nature Research journal; covered in The Washington Post, The Boston Globe, The New Scientist, Newsweek, New York Magazine; 70% contribution]**
13. **Varnum, M. E. W.** (2016). The emerging (social) neuroscience of SES. *Social and Personality Psychology Compass*, 10, 423-430. doi: 10.1111/spc3.12258 **[Scimago IF: 2.28; Scopus CiteScore: 3.01; 100% contribution]**
14. **Varnum, M. E. W.**, Blais, C., & Brewer, G. A. (2016). Social class affects Mu-suppression during action observation. *Social Neuroscience*, 11, 449-454. **[IF: 2.25; covered in New York Magazine, El Pais; 70% contribution]**
15. Cohen, A. B., & **Varnum, M. E. W.** (2016). Beyond east vs. west: Social class, region, and religion as forms of culture. *Current Opinion in Psychology*, 8, 5-9. **[New journal, SciMago IF: 1.87; Scopus CiteScore: 1.79; other Current Opinion Journal TR IF's range from 3.66-8.68; 50% contribution]**
* The two authors contributed equally to this manuscript
16. Sevincer, A. T., Kitayama, S., & **Varnum, M. E. W.** (2015). Cosmopolitan cities: The frontier in the 21st century? *Frontiers in Psychology*, 6, 1459. doi: 10.3389/fpsyg.2015.01459 **[5-yr IF: 2.82; 20% contribution]**
17. **Varnum, M. E. W.**, Blais, C., Hampton, R. S.,[#] & Brewer, G. A. (2015). Social class affects neural empathic responses. *Culture and Brain*, 3, 122-130. **[No IF; New journal; covered in New York Magazine, El Pais; 70% contribution]**
18. **Varnum, M. E. W.** (2015). Higher in status, (even) better-than-average. *Frontiers in Psychology*, 6, 496. doi: 10.3389/fpsyg.2015.00496. **[5-yr IF: 2.82; covered in New York Magazine; 100% contribution]**
19. Grossmann, I., & **Varnum, M. E. W.** (2015). Social structure, infectious diseases, disasters, secularism, and cultural change in America. *Psychological Science*, 26, 311-324. **[5-yr IF: 6.30, Top Ranked Empirical Journal in Psychology, Multidisciplinary; covered in BBC Future; Harper's Magazine; Live Science; 50% contribution]**
* The two authors contributed equally to this manuscript
20. Smith, G. E.,[#] James, L. E., **Varnum, M. E. W.**, & Oyserman, D. (2014). Give up or get going? Productive uncertainty in uncertain times. *Self and Identity*, 13, 681-700. **[5-yr IF: 2.03; 25% contribution]**
21. **Varnum, M. E. W.**, Shi, Z.,[#] Chen, A., Qiu, J., & Han, S. (2014). When "your" reward is the same as "my" reward: Self-construal priming shifts neural responses to own vs. friends' rewards. *NeuroImage*, 87, 164-169. **[5-yr IF: 6.94; 40% contribution]**
* The first two authors contributed equally to this manuscript
22. **Varnum, M. E. W.** (2014). Sources of regional variation in social capital in the United States: Frontiers and pathogens. *Evolutionary Behavioral Sciences*, 8, 77-85. **[Scimago IF: .57; APA journal; 100% contribution]**

23. Jiang, C.,[#] **Varnum, M. E. W.**, Hou, Y.,[#] & Han, S. (2014). Distinct effects of self-construal priming on empathic neural responses in Chinese and Westerners. *Social Neuroscience*, 9, 130-139. **[IF: 2.25; 35% contribution]**
 24. Grossmann, I., Na, J., **Varnum, M. E. W.**, Kitayama, S., & Nisbett, R. E. (2013). A route to well-being: Intelligence vs. wise reasoning. *Journal of Experimental Psychology: General*, 142, 944-953. **[5-yr IF: 5.88; covered in *The Atlantic*; 20% contribution]**
 25. **Varnum, M. E. W.** (2013). What are lay theories of social class? *PLOS ONE*, 8, e70589. doi: 109371/journal.pone.0070589. **[5-yr IF: 3.39; 100% contribution]**
 26. **Varnum, M. E. W.** (2013). Frontiers, germs, and non-conformist voting. *Journal of Cross-Cultural Psychology*, 44, 832-837. **[5-yr IF: 2.38; 100% contribution]**
 27. Han, S., Northoff, G., Vogeley, K., Wexler, B. E., Kitayama, S., & **Varnum, M. E. W.** (2013). A cultural neuroscience approach to the biosocial nature of the human brain. *Annual Review of Psychology*, 64, 335-359. **[5-yr IF: 29.35; 10% contribution]**
 28. Grossmann, I., Karasawa, M., Izumi, S., Na., J., **Varnum, M. E. W.**, Kitayama, S., & Nisbett, R. E. (2012). Aging and wisdom: Culture matters. *Psychological Science*, 23, 1059-1066. **[5-yr IF: 6.30, Top Ranked Empirical Journal in Psychology, Multidisciplinary; Winner of the 2013 Otto Klineberg Intercultural and International Relations Prize; covered in *The Economist*, *The Daily Mail*; 30% contribution]**
 29. **Varnum, M. E. W.** (2012). Conformity effect sizes are smaller on the frontier. *Journal of Cognition and Culture*, 12, 345-350. **[Scimago IF: .94; 100% contribution]**
 30. **Varnum, M. E. W.**, Na, J., Murata, A., & Kitayama, S. (2012). Social class differences in N400 indicate differences in spontaneous trait inference. *Journal of Experimental Psychology: General*, 141, 518-526. **[5-yr IF: 6.30; covered in *The Boston Globe*; 40% contribution]**
- * The first two authors contributed equally to this manuscript
31. **Varnum, M. E. W.**, & Kitayama, S. (2011). What's in a name? Popular names are less common on frontiers. *Psychological Science*, 22, 176-183. **[5-yr IF: 6.30, Top Ranked Empirical Journal in Psychology, Multidisciplinary; covered in *The Guardian*, *The Boston Globe*, *The Week*, *The New York Times Freakonomics* blog, *Live Science*, *NBC*, *BBC Future*; 90% contribution]**
 32. Grossmann, I., & **Varnum, M. E. W.** (2011). Social class, culture, and cognition. *Social Psychological and Personality Science*, 2, 81-89. **[5-yr IF: 2.72; 40% contribution]**
 33. Grossmann, I., Na, J., **Varnum, M. E. W.**, Park, D. C., Kitayama, S., & Nisbett, R. E. (2010). Reasoning about social conflicts improves into old age. *Proceedings of the National Academy of Sciences of the USA*, 107, 7246-7250. **[5-yr IF: 10.41; covered in *The New York Times*, *The Washington Post*, *The Wall Street Journal*, *US News & World Report*; 20% contribution]**
 34. Na, J., Grossmann, I., **Varnum, M. E. W.**, Kitayama, S., Gonzalez, R., & Nisbett, R. E. (2010). Cultural differences are not always reducible to individual differences. *Proceedings of the National Academy of Sciences of the USA*, 107, 6192-6197. **[5-yr IF: 10.41; 20% contribution]**
 35. **Varnum, M. E. W.**, Grossmann, I., Kitayama, S., & Nisbett, R. E. (2010). The origin of cultural differences in cognition: The social orientation hypothesis. *Current Directions in Psychological Science*, 19, 9-13. **[5-yr IF: 7.27; 70% contribution]**
 36. **Varnum, M. E. W.**, Grossmann, I., Katunar, D., Nisbett, R. E., & Kitayama, S. (2008). Holism in a European cultural context: Differences in cognitive style between Central and East Europeans and Westerners. *Journal of Cognition and Culture*, 8, 321-333. **[Scimago IF: .94; 70% contribution]**
 37. **Varnum, M. E. W.** (2008). Rapid adaptation to social change in Central Europe: Changes in locus of control, attribution, subjective well-being, self-direction, and trust. *Slovak Sociological Review*, 3, 215-235. **[5-yr IF: .24; 100% contribution]**

= Student or post-doc co-author during manuscript preparation during MEWV's time as faculty
 Note: All Impact Factors are 2016 5-year Thomson Reuters Impact Factors unless otherwise noted.

INVITED COMMENTARIES

38. Grossmann, I., & Varnum, M. E. W. (2017). Divergent life histories and other ecological adaptations: Examples of social class differences in attention, cognition, and attunement to others. *Behavioral and Brain Sciences*, *40*, e327. **[5-yr IF: 20.95; 40% contribution]**
39. Varnum, M. E. W., & Grossmann, I. (2017). Socio-ecological changes are linked to changes in the prevalence of contempt over time. *Behavioral and Brain Sciences*, *40*, e250. **[5-yr IF: 20.95; 60% contribution]**
40. Krems, J. A.,[#] & Varnum, M. E. W. (2017). More than just climate: Income inequality and sex ratio are better predictors of cultural variations in aggression. *Behavioral and Brain Sciences*, *40*, e89. **[5-yr IF: 20.95; 50% contribution]**
41. Varnum, M. E. W., & Kwon, J. Y.[#] (2016). The ecology of withdrawal. Commentary: The NEET and Hikikomori spectrum: Assessing the risks and consequences of becoming culturally marginalized. *Frontiers in Psychology*, *7*, 764. doi: 10.3389/fpsyg.2016.00764. **[5-yr IF: 2.82; 90% contribution]**

CHAPTERS/ENTRIES

42. Kitayama, S., Varnum, M. E. W., Salvador, C.[#] (in press). Cultural neuroscience. In D. Cohen & S. Kitayama (Eds.), *Handbook of Cultural Psychology*, 2nd Edition. New York, NY: The Guilford Press. Forthcoming. **[20% contribution]**
43. Santos, H. C.,[#] Varnum, M. E. W., & Grossmann, I. (in press). Culture, cognition, and cultural change in social class. In W. H. Berkhaus, & G. Ignatow (Eds.), *The Oxford Handbook of Cognitive Sociology*. Oxford, UK: Oxford University Press. Forthcoming. **[20% contribution]**
44. Hampton, R. S.,[#] & Varnum, M. E. W. (in press). Individualism-collectivism. In V. Zeigler-Hill & T. Shackelford (Eds.), *Encyclopedia of Personality and Individual Differences*. Cham, Switzerland: Springer. Forthcoming **[70% contribution]**
45. Varnum, M. E. W., & Hampton, R. S.[#] (2017). Culture and self-other overlap in neural circuits. In N. Gonzales, E. Telzer, & J. M. Causadias (Eds.), *The Handbook of Culture and Biology* (pp. 443-446). New York, NY: Wiley. **[80% contribution]**
46. Kwon, J. Y.,[#] Hampton, R. S.,[#] & Varnum, M. E. W. (2017). The cultural neuroscience of socioeconomic status. In A. Ibanez, L. Sedeno, & A. Garcia (Eds.), *Neuroscience and Social Science: The Missing Link* (pp. 383-396). Cham, Switzerland: Springer. **[40% contribution]**
47. Kitayama, S., Varnum, M. E. W., & Sevincer, A. T. (2014). The frontier: Voluntary settlement and cultural change. In A. Cohen (Ed.), *Culture Reexamined: Broadening Our Understanding of Social and Evolutionary Influences* (pp. 93-127). Washington, DC: APA. **[30% contribution]**
48. Varnum, M. E. W. (2008). The transition from communism and shifts toward independent values and theory of agency in post-communist Central European societies. In K. A. Fanti (Ed.), *Psychological Science: Research, Theory, and Future Directions* (pp. 335-347). Athens, Greece: ATINER. **[100% contribution]**

49. **Varnum, M. E. W.**, & Bushman, B. (2007). Reference group effect. In R.F. Baumeister, & K.D. Vohs (Eds.), *Encyclopedia of Social Psychology*. Thousand Oaks, CA: Sage.
[80% contribution]

REVISE AND RESUBMIT

- Hampton, R. S.,[#] & **Varnum, M. E. W.** (2018). The cultural neuroscience of emotion regulation. (under review *Culture and Brain*)

MANUSCRIPTS SUBMITTED FOR PUBLICATION

- Varnum, M. E. W.**, Krems, J. A.,[#] Morris, C., & Grossmann, I. (2018). Greater information saturation is linked to increasing preference for simpler cultural products. (under review, *Scientific Reports*)

MANUSCRIPTS IN PREPARATION

- Varnum, M. E. W.**, Kwon, J. Y.,[#] Northover, S. B.,[#] & Okun, M. A. (2018). SES and prosocial behavior: A meta-analysis.
- Varnum, M. E. W.**, Pick, C.,[#] Kenrick, D. T., Hampton, R. S.,[#] Sng, O., Hamamura, T., Binet-Martinez, V., Brandstaetter, E., Fetvadjeiev, V., Fischer, R., Galdi, S., Gomez-Jacinto, L., Grossmann, I., Han, S., Hitokoto, H., Johnson, J., Murata, A., Na, J., Pujol, D., Rizwah, M., Sevincer, A. T., Stanciu, A., Uskul, A., Uz, I. (2018). Variations in fundamental motives around the globe.
- Hampton, R. S.,[#] Kwon, J. Y.,[#] & **Varnum, M. E. W.** (2018). Cultural variations and similarities in emotion regulation: A three culture ERP study.
- Sevincer, A. T., **Varnum, M. E. W.**, & Kitayama, S. (2018). Risky business: Cosmopolitan cities and risk-taking.
- Varnum, M. E. W.**, & Hampton, R. S.[#] (2018). Cultural changes in neural structure and function. In J. Y. Chiao, S.-C. Lee, R. Turner, S. Y. Lee-Tauler, & B. Pringle (Eds.), *The Oxford Handbook of Cultural Neuroscience and Global Mental Health*. Oxford, UK: Oxford University Press. Forthcoming.

CHAired CONFERENCE SYMPOSIA

- Varnum, M. E. W.**, & Herrmann, S. D.[#] (February, 2015). *Adapting to the culture of college: A cultural psychological perspective on first generation college students*. 16th annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.
- Grossmann, I., & **Varnum, M. E. W.** (January, 2011). *Culture "within:" The impact of religion, social class, and political ideology on cognition*. 12th annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.

CONFERENCE TALKS

- Varnum, M. E. W.** (March, 2018). *Making psycho-history a reality: The emerging science of cultural change*. Presented at the Advances in Cultural Psychology Preconference at the 19th annual meeting of the Society for Personality and Social Psychology, Atlanta, GA.

- Varnum, M. E. W.** (February, 2018). *How will we react when everyone finds out? Psychological reactions to announcement of the discovery of extraterrestrial life.* Presented at the annual meeting of the American Association for the Advancement of Science, Austin, TX.
- Varnum, M. E. W., & Grossmann, I.** (October, 2017). *Using ecology to understand cultural change.* Presented at the annual meeting of the Society of Experimental Social Psychology, Boston, MA.
- Herrmann, S. D.[#] & **Varnum, M. E. W.** (June, 2017). *Crossing classes: Identity integration and performance for first-generation college students.* Presented at the Society for the Psychological Study of Social Issues Conference, Albuquerque, NM.
- Varnum, M. E. W.** (May, 2017). *Lower SES is linked to greater neural attunement to others.* Presented at the 29th annual convention of the Association for Psychological Science. Boston MA.
- Hampton, R. S.[#] & **Varnum, M. E. W.** (May, 2017). *Neural evidence that cultures differ in self-enhancement.* Presented at the 29th annual convention of the Association for Psychological Science. Boston MA.
- Varnum, M. E. W., Blais, C., Brewer, G. A., & Hampton, R. S.[#]** (January, 2017). *Social class affects neural attunement to others.* Presented at the 18th annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Grossmann, I., Santos, H. C.[#] & **Varnum, M. E. W.** (January, 2017). *Social class and the rise of individualism.* Presented at the 18th annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Grossmann, I., Santos, H. C.[#] Huynh, A.C.[#] & **Varnum, M. E. W.** (August, 2016). *Rise of individualism: Determinants and moderators of cultural change.* Presented at the 23rd International Congress of the International Association for Cross-Cultural Psychology, Nagoya, Japan.
- Na, J., Grossmann, I., **Varnum, M. E. W.,** Kitayama, S., & Nisbett, R. E. (August, 2016). *What does it mean when cultural differences do not correspond to individual differences?* Presented at the 2016 international congress of the International Association for Cross-Cultural Psychology. Nagoya, Japan.
- Varnum, M. E. W.** (May, 2016). *Are socioecological changes linked to cultural shifts in sexism?* Presented at the 28th annual convention of the Association for Psychological Science. Chicago, IL.
- Grossmann, I., & **Varnum, M. E. W.** (January, 2016). *Unpackaging the rise of individualism: Social structure, infectious diseases, disasters, secularism, and cultural change in America.* Presented at the 17th annual meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Sng, O.[#] Neuberg, S. L., **Varnum, M. E. W.,** & Kenrick, D. T. (January, 2016). *The crowded life is a slow life: Population density and life history strategy.* Data blitz presented at the Advances in Cultural Psychology Preconference at the 17th annual meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Sng, O.[#] Neuberg, S. L., **Varnum, M. E. W.,** & Kenrick, D. T. (January, 2016). *The behavioral ecology of cultural psychological variation.* Presented at the Evolutionary Psychology preconference held at the 17th annual meeting of the Society for Personality and Social Psychology. San Diego, CA.
- Sng, O.[#] Neuberg, S. L., **Varnum, M. E. W.,** & Kenrick, D. T. (May, 2015). *The crowded life is a slow life: Evidence across nations, states, and individuals.* Presented at the 27th annual meeting of the Human Behavior and Evolution Society, Columbia, MO.
- Herrmann, S. D.[#] & **Varnum, M. E. W.** (April, 2015). *First-generation college students as biculturals: Integrated social class identities are linked to academic success, well-being, and workplace satisfaction.* Presented at the annual meeting of the American Educational Research Association, Chicago, IL.

- Herrmann, S. D.,[#] & **Varnum, M. E. W.** (February, 2015). *First-generation college students as biculturals: Integrated social class identities are linked to academic success, well-being, and workplace satisfaction*. Presented at the 16th annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.
- Sng, O.,[#] **Varnum, M. E. W.**, Kenrick, D. T., & Neuberg, S. L. (February, 2015). *The slow crowded life: Population density and variation in life histories at the country, state, and individual level*. Presented at the 16th annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.
- Grossmann, I., & **Varnum, M. E. W.** (July, 2014). *Social class and the rise of individualism in America from the mid 19th to the early 21st century*. Presented at the 22nd International Congress of the International Association for Cross-Cultural Psychology, Reims, France.
- Varnum, M. E. W.** (February, 2014). *A cultural neuroscience approach to social class*. Presented at the 15th annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Varnum, M. E. W.** (September, 2013). *Social class affects spontaneous trait inference*. Presented at the annual meeting of the Society of Experimental Social Psychology. Berkeley, CA.
- Varnum, M. E. W.**, & Grossmann, I. (June, 2013). *Changes in the class structure are linked to rising individualism*. Presented at the International Association for Cross-Cultural Psychology regional conference. Los Angeles, CA.
- Grossmann, I., & **Varnum, M. E. W.** (May, 2013). *The rise of middle-class individualism in America*. Presented at the 25th annual convention of the Association for Psychological Science, Washington, DC.
- Oyserman, D., James, L., Smith, G. E., & **Varnum, M. E. W.** (January, 2013). *Give up or get going? Motivational effects of accessible uncertainty about self and world*. Presented at the 17th annual conference of the Society for Social Work and Research. San Diego, CA.
- Grossmann, I., & **Varnum, M. E. W.** (January, 2011). *Social class, culture, & cognition*. Presented at the 12th annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Varnum, M. E. W.** (November, 2008). *Does democracy make people happy? New data from Slovakia*. Presented at the 40th national convention of the American Association for the Advancement of Slavic Studies. Philadelphia, PA.
- Varnum, M. E. W.** (July, 2008). *The political is personal: Changes in locus of control in Poland, 1985-2008*. Presented at the 5th anniversary Warsaw East European Conference. Warsaw, Poland.
- Grossmann, I., Na, J., **Varnum, M. E. W.**, Kitayama, S., & Nisbett, R. E. (July, 2008). *Dialectical reasoning and wisdom across the lifespan*. Presented at the 29th International Congress of Psychology. Berlin, Germany.
- Grossmann, I., Na, J., **Varnum, M. E. W.**, Kitayama, S., & Nisbett, R. E. (May, 2008). *The relationship between wisdom and age revisited: Dialectical thinking and social relationships in late adulthood*. Presented at the 20th annual convention of the Association for Psychological Science Chicago, IL.
* Paper awarded APSSC RISE-UP Research Award
- Na, J., Grossmann, I., **Varnum, M. E. W.**, Kitayama, S., & Nisbett, R. E. (March, 2008). *Can cultural differences be reduced to individual differences? Holistic-analytic mode of thinking as cultural syndromes*. Presented at the 2nd annual Midwest Cultural Psychology Conference. Ann Arbor, MI.
- Bowman, N., **Varnum, M. E. W.**, & Nisbett, R. E. (February, 2008). *Subjective well-being and adjustment to a changing society in the Slovak Republic*. Presented at the 9th annual meeting of the Society for Personality and Social Psychology. Albuquerque, NM.

Varnum, M. E. W. (July, 2007). *The transition from communism and shifts toward independent values and theory of agency in post-communist Central European societies*. Presented at the Athens Institute for Education and Research 1st annual International Conference on Psychology. Athens, Greece.

Varnum, M. E. W. (May, 2005). *Cognitive styles across cultures*. Presented at the 7th annual Alps-Adria International Psychology Conference. Zadar, Croatia.

CONFERENCE POSTER PRESENTATIONS

Hampton, R. S.,[#] Kwon, J. Y.,[#] & **Varnum, M. E. W.** (February, 2018). *Ability to regulate neural affective responses differs across cultures but trade-offs do not*. Presented at the 19th annual meeting of the Society for Personality and Social Psychology, Atlanta, GA.

Kwon, J. Y.,[#] & **Varnum, M. E. W.** (February, 2018). *How does life history strategy relate to perceptions of relational mobility?* Presented at the Advances in Cultural Psychology Preconference held at the 19th annual meeting of the Society for Personality and Social Psychology, Atlanta, GA.

Cunningham, K.,[#] & **Varnum, M. E. W.** (June, 2017). *Do different environmental threats differentially affect men's and women's sexist attitudes?* Presented at the 29th annual meeting of Human Behavior and Evolution Society. Boise, ID.

Santos, H. C.,[#] **Varnum, M. E. W.**, & Grossmann, I. (May, 2017). *Global increases in individualism*. Presented at the 29th annual convention of the Association for Psychological Science. Boston MA.

Kwon, J. Y.,[#] Hampton, R. S.,[#] & **Varnum M. E. W.** (January, 2017). *Social class differences in the ability to suppress affective neural responses*. Presented at the Advances in Cultural Psychology Preconference held at the 17th annual meeting of the Society for Personality and Social Psychology. San Antonio, TX.

Hampton, R. S.,[#] & **Varnum M. E. W.** (January, 2017). *Do cultures vary in self-enhancement?: ERP, behavioral, and self-report evidence*. Presented at the 18th annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.

Hampton, R. S.,[#] & **Varnum, M. E. W.** (January, 2016). *Cultures differ in the ability to enhance neural affective responses*. Poster presented at the Advances in Cultural Psychology Preconference held at the 17th annual meeting of the Society for Personality and Social Psychology. San Diego, CA.

Varnum, M. E. W., Blais, C., & Brewer, G. A. (January, 2016). *How status shapes sociality: SES affects neural responses to others' emotions and actions*. Poster presented at the 17th annual meeting of the Society for Personality and Social Psychology. San Diego, CA.

Shi, Z.,[#] **Varnum, M. E. W.**, & Han, S. (August, 2013). *When "our" reward is the same as "my" reward: Self-construal priming shifts neural responses to own vs. friends' rewards*. Poster presented at the 1st Brain Research Symposium by PKU-IDG/McGovern Institute, Beijing, China.

Shi, Z., **Varnum, M. E. W.**, Liu, X., & Han, S. (April, 2013). *Self-construal priming modulates neural response to own vs. friends' rewards*. Poster presented at the 6th Annual Meeting of the Social and Affective Neuroscience Society, San Francisco, CA, USA.

Varnum, M. E. W., Shi, Z., & Han, S. (January, 2013). *"I" feel good when I win, "we" feel good when you win: Self-construal priming modulates the neural response to reward for self vs. others*. Poster presented at the Cultural Psychology Preconference held at the 14th annual meeting of the Society for Personality and Social Psychology. New Orleans, LA.

- Varnum, M. E. W.** (January, 2013). *Clean states: Low pathogen prevalence and the frontier*. Poster presented at the 14th annual meeting of the Society for Personality and Social Psychology. New Orleans, LA.
- Varnum, M. E. W., Shi, Z., & Han, S.** (April, 2012). *Empathic concern, power, and P2 response to others' expressions of pain*. Poster presented at the 5th annual meeting of the Society for Social and Affective Neuroscience. New York, NY.
- Varnum, M. E. W., Na, J., & Kitayama, S.** (April, 2011). *An ERP investigation of social class differences in causal inference*. Poster presented at the 2nd annual conference of the Center for Culture, Mind, and the Brain. Ann Arbor, MI.
- Varnum, M. E. W., & Kitayama, S.** (January, 2011). *Behavioral practices and the ethos of the frontier: Popular names are less common on frontiers*. Poster presented at the Cultural Psychology Preconference of the 12th annual meeting of the Society for Personality and Social Psychology. San Antonio, TX.
- Kimel, S., **Varnum, M. E. W.**, & Nisbett, R.E. (January, 2011). *American exceptionalism and views of morality: How does priming exceptionalism affect morality in the U.S.?* Poster presented at the 12th annual meeting of the Society for Personality and Social Psychology. San Antonio, TX.
- Varnum, M. E. W.**, & James, L. E. (May, 2010). *Certainty increases civic engagement*. Poster presented at the 22nd annual convention of the Association for Psychological Science. Boston, MA.
- Varnum, M. E. W.**, Grossmann, I., Na, J., Kitayama, S., & Nisbett, R. E. (May, 2009). *Aging and interdependence*. Poster presented at the 21st annual convention of the Association for Psychological Science. San Francisco, CA.
- Grossmann, I., Na, J., **Varnum, M. E. W.**, Kitayama, S., & Nisbett, R. E. (May, 2009). *Social class, aging, and IQ: Within-cultural analysis of cognitive styles in the US*. Poster presented at the 21st annual convention of the Association for Psychological Science. San Francisco, CA.
- Varnum, M. E. W.**, Sirota, M., & Motyka, K. (February, 2009). *Political systems, locus of control, and attribution*. Poster presented at the 10th annual meeting of the Society for Personality and Social Psychology. Tampa, FL.
- Varnum, M. E. W.**, Bowman, N., & Nisbett, R. E. (February, 2008). *The psychological impact of transition: Shifts toward independent theory of agency in post-communist Central Europe*. Poster presented at the 9th annual meeting of the Society for Personality and Social Psychology. Albuquerque, NM.
- Varnum, M. E. W.**, Grossmann, I., Nisbett, R. E., Kitayama, S., & Katunar, D. (January, 2007). *Holism in a European cultural context: Differences in cognitive style between Central and East Europeans and Westerners*. Poster presented at the Cultural Psychology Preconference held at the 8th annual meeting of the Society for Personality and Social Psychology. Memphis, TN.

INVITED TALKS

- Varnum, M. E. W.** (February, 2018). *The emerging science of cultural change: From explaining the past to predicting the future*. Keynote address at the Social Psychologists of Arizona annual meeting. Arizona State University, Tempe, AZ.
- Varnum, M. E. W.** (May, 2017). *Why do cultures change? Changes in ecology drive cultural changes*. Invited Talk at the Festschrift Symposium "Cognition, Rationality, and Culture: Celebrating Richard E. Nisbett's Career." Department of Psychology, University of Michigan, Ann Arbor, MI.

- Varnum, M. E. W.** (2016). *Bridging cultural and developmental approaches*. Panel speaker: 20th Anniversary Meeting of Garcia Coll and Colleagues' (1996). School of Social and Family Dynamics, Arizona State University.
- Varnum, M. E. W.** (2013). *Culture on the brain*. Department of Cognitive, Perceptual, and Brain Sciences, University College London.
- Varnum, M. E. W.** (2013). *A fine-grained approach to culture*. Department of Psychology, Arizona State University.
- Varnum, M. E. W.** (2013). *A fine-grained approach to culture*. Department of Psychology, New Mexico State University.

TEACHING EXPERIENCE

Arizona State University, Tempe - Instructor

- *Psychology 350, Introduction to Social Psychology*, Fall 2015 (x2), Spring 2017 (x2), Fall 2017 (x2)
- *Psychology 498, Cultural Psychology*, Spring 2015
- *Psychology 591, Culture and Neuroscience*, Fall 2014, Fall 2016, Spring 2018
- *Psychology 394, Introduction to Cultural Psychology*, Spring 2014 (x2)

University of Michigan, Ann Arbor - Graduate Student Instructor (GSI):

- *Psychology 280, Introduction to Social Psychology*, Winter 2008, Winter 2010
- *Psychology 111, Introduction to Psychology*, Winter 2007, Fall 2008, Fall 2010

University of Michigan, Ann Arbor - Grader

- *Psychology 111*, Winter 2009

University of Zagreb - Teaching Assistant:

- *Cross-Cultural Psychology*, Fall, 2004

University of Michigan, Ann Arbor - Teaching Assistant:

- *RC Humanities 275, Western Mind in Revolution*, Fall 2002

Awards:

Arizona State University: Nominated for Centennial Professorship Award, 2015

University of Michigan: Nominated for Outstanding GSI Award, 2010

Student Evaluations:

Mean response to Q14 "What overall grade would you give this instructor?"

("1" = Most Positive, "5" = "Most Negative")

PSY 350 (1)	Fall 2017	1.3
PSY 350 (2)	Fall 2017	1.2
PSY 350 (1)	Spring 2017	1.1
PSY 350 (2)	Spring 2017	1.2
PSY 591	Fall 2016	1.3
PSY 350 (1)	Fall 2015	1.3
PSY 350 (2)	Fall 2015	1.2
PSY 498	Spring 2015	1.4
PSY 591	Fall 2014	1.2
PSY 394 (1)	Spring 2014	1.7
PSY 394 (2)	Spring 2014	1.3

Peer Evaluations:

Overall mean across 8 items ("1" = highest score, "5" = lowest score); Overall rating ("1" = highest score, "10" = lowest score); Overall evaluation

PSY 350	Spring 2017	1.0	1	High Merit
PSY 591	Fall 2016	1.0	1	High Merit
Overall mean across 12 items ("1" = lowest score, "5" = highest score)				
PSY 350	Fall 2015	5.0		

RateMyProfessors.com (as of 4/18/2018):

Overall Quality ("1" = lowest score, "5" = highest score): 4.6

MENTORSHIP

Dissertation Committees:	Current Position:
2017 Sarah Herrmann (C)	Assistant Professor, Psychology, Weber State University
2017 Ashley Votruba	Assistant Professor, Psychology, University of Nebraska-Lincoln
2016 Oliver Sng	Postdoctoral Fellow, Psychology, University of Michigan

Honors Thesis Committees:

2014 David Sobota (C)

(C) = Committee Chair

PhD Students (Primary Advisor):

2016 – Jung Yul Kwon
 2014 – Ryan Hampton
 2015 – 2017 Sarah Herrmann

Student Awards:

2018 Ryan Hampton	SPSP Graduate Student Travel Award
2018 Ryan Hampton	ASU Linder Award in Social Psychology
2018 Ryan Hampton	ASU CLAS Graduate Excellence Award
2017 Ryan Hampton	ASU CLAS Doctoral Fellowship for First Generation Students
2017 Sarah Herrmann	SPSSI Graduate Student Travel Award
2016 Sarah Herrmann	SPSSI Graduate Student Travel Award
2016 Sarah Herrmann	ASU Cialdini Dissertation Project Prize in Social Psychology
2016 Sarah Herrmann	ASU GPSA Outstanding Research Award
2015 Sarah Herrmann	ASU GPSA Continuing Excellence in Teaching Award
2015 Sarah Herrmann	ASU GPSA Teaching Excellence Award

PROFESSIONAL SERVICE

Consulting Editor: *Journal of Personality and Social Psychology* (Interpersonal Relations and Group Processes) 2016 –

Review Editor: *Frontiers in Psychology* (Cultural Psychology) 2015 – 2016, *Frontiers in Psychology* (Personality and Social Psychology) 2015 – 2016

International Editorial Board Member: *Studia Psychologica* 2016 –

Ad-hoc Reviewer: *Science*, *Proceedings of the National Academy of Sciences of the USA*, *Psychological Science*, *Nature Human Behaviour*, *American Psychologist*, *Perspectives on Psychological Science*, *Journal of Personality and Social Psychology*, *Journal of Experimental Psychology: General*, *NeuroImage*, *Psychophysiology*, *Human Brain Mapping*, *Brain*

Stimulation, Child Development, Developmental Psychology, Evolutionary Behavioral Sciences, Experimental Brain Research, Social Cognitive and Affective Neuroscience, Social Psychological and Personality Science, Culture and Brain, Frontiers in Psychology, Group Processes and Intergroup Relations, International Journal of Psychology, Journal of Cross-Cultural Psychology, Journal of Environmental Psychology, Journal of Experimental Social Psychology, Journal of Gerontology: Psychological Sciences, Journal of International Development, Journal of Supply Chain Management, Quarterly Journal of Experimental Psychology, Revue Economique, Sage OPEN,

ISF (Israel Science Foundation)
2016 Grant Reviewer

NSERC (National Science and Engineering Research Council of Canada)
2015 – 2016 Biological Systems and Functions Grant Reviewer

SPSP
2016 Diversity Travel Award Reception Mentor
2015 Advances in Cultural Psychology Preconference Roundtable Leader

Arizona State University
2017 Social Psychology: Award Committee Member Cialdini Prize
2016 – 2017 Division of Natural Sciences: Online Education Working Group Member
2015 Social Psychology: Graduate Admissions Committee Co-Chair
2014 – 2015 Psychology: Faculty Search Committee Member
2014 – 2016 Social Psychology: Award Committee Member Linder Graduate Fellowship
2013 – 2015 Social Psychology: Award Committee Member Cialdini Prize

University of Michigan
2010 Undergraduate Research Opportunity Program: Symposium Judge
2009 Social Psychology: Graduate Admissions Committee Member
2007 – 2010 Undergraduate Research Opportunity Program: Mentor

COMMUNITY AND PUBLIC OUTREACH

Lab Tours & Demos
2018 ASU Open Door
2017 High School Lab Tour
2017 Early Start Lab Tour
2016 Psychology Lab Tour

Blog Posts & Popular Press Articles
2017 SPSP Character & Context Blog: “Can we foresee the future? Explaining and predicting cultural change.” (Igor Grossmann & Michael Varnum)
2017 SPSP Character & Context Blog: “Does living in crowded place drive people crazy?” (Oliver Sng, Steven Neuberg, Michael Varnum, & Douglas Kenrick)
2017 *Scientific American Mind*, 28, 74-76: “Does living in crowded place drive people crazy?” (Oliver Sng, Steven Neuberg, Michael Varnum, & Douglas Kenrick)

Miscellaneous
2011- Approximately 40 news media interviews

2018 Pro-bono consultant “Another Life” (Forthcoming Netflix TV series)

2018 Pro-bono consultant “The Secret Life of the 99 Percent” (Forthcoming web series documentary)

PROFESSIONAL AFFILIATIONS

Associate	Behavioral and Brain Sciences
Member	Association for Psychological Science
Member	International Cultural Neuroscience Consortium
Member	Society for Personality and Social Psychology
Member	Society for the Study of Cultural Evolution

ASU AFFILIAITONS

Department of Psychology
Barrett Honors College
Interplanetary Initiative