

# CURRICULUM VITAE

## TAGE S. RAI

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Massachusetts Institute of Technology  
Sloan School of Management  
77 Massachusetts Avenue, Cambridge, MA 02139  
Primary email: tage@mit.edu  
Secondary email: tage.ra@gmail.com  
Phone: 404.313.3139

### EMPLOYMENT

2018 - present	Associate Editor for Social and Behavioral Sciences Science Magazine
2015 - present	Research Associate and Lecturer Sloan School of Management, MIT
2012 - 2015	Postdoctoral Research Fellow Kellogg School of Management, Northwestern University

### EDUCATION

2012	Ph.D., Psychology, University of California, Los Angeles
2008	M.A., Psychology, University of California, Los Angeles
2006	B.A., Psychology, Emory University, graduated <i>Summa Cum Laude</i>

### SELECTED HONORS AND AWARDS

2016 - 2017	Rising Star Early Career Award, Association for Psychological Science
2011 - 2012	Dissertation Year Fellowship, UCLA
2010 - 2011	Graduate Research Fellowship, UCLA Center for Society and Genetics
2010	Interdisciplinary Relationship Science Award, UCLA Psychology
2009 - 2010	Graduate Research Mentorship Fellowship, UCLA Psychology
2007 - 2009	Integrative Graduate Education and Training Fellowship, National Science Foundation
2007	Graduate Research Fellowship Program Honorable Mention, National Science Foundation
2005 - 2006	Research Fellowship, Alfred P. Sloan Foundation

### BOOKS

Fiske, A. P. & **Rai, T. S.** (2014). *Virtuous violence: Hurting and killing to create, sustain, end, and honor social relationships*. Cambridge University Press.

- Featured in *Nature*: Five best science books of the week (Vol. 515, pp. 341)
- Featured in *Edge*: Most important ideas of the year (January 7, 2016)

### PAPERS

**Rai, T. S.** & Diermeier, D. (in press). Strategic Consequences of being unsympathetic: For-profit companies benefit more than individuals from focusing on responsibility. *Psychology and Marketing*.

- Rai, T. S.,** Valdesolo, P., Graham, J. (2018). Reply to Fincher et al: Conceptual specificity in dehumanization research is a feature, not a bug. *Proceedings of the National Academy of Sciences*, 115, E331-332.
- Rai, T. S.** (2018). Relationship Regulation Theory. J. Graham & K. Gray (Eds.), *The atlas of moral psychology*. (pp. 231-240). Guilford Press.
- Rai, T. S.,** Valdesolo, P., & Graham, J. (2017). Dehumanization increases instrumental violence, but not moral violence. *Proceedings of the National Academy of Sciences*, 114, 8511-8516.
- Rai, T. S.** (2017). Exile of the accidental witch: Character and intention in an uncertain social world. J. Bonnefon & B. Trémolière (Eds.), *Moral Inferences*. (pp.191-205). New York: Routledge Press.
- Rai, T. S. & Fiske, A. P.** (2016). The morality of violence. T. Sommers (Ed.), *A very bad wizard: Morality behind the curtain (Second edition)*. (pp. 253-271). New York: Routledge Press.
- Rai, T. S., & Diermeier, D.** (2015). Corporations are cyborgs: Organizations elicit anger but not sympathy when they can think but cannot feel. *Organizational Behavior and Human Decision Processes*, 126, 18-26.
- Rai, T. S., & Holyoak, K. J.** (2014). Rational hypocrisy: A bayesian analysis based on informal argumentation and slippery slopes. *Cognitive Science*, 38, 1456-1467.
- Rai, T. S., & Holyoak, K. J.** (2013). Exposure to moral relativism compromises moral behavior. *Journal of Experimental Social Psychology*, 49, 995-1001.
- Rai, T. S.** (2013). Thinking in cultures and societies. In K. J. Holyoak & R. G. Morrison (Eds.), *The Oxford Handbook of Thinking and Reasoning*. (pp. 569-584). New York: Oxford University Press.
- Rai, T. S. & Fiske, A. P.** (2012). Beyond harm, intention, and dyads: Relationship regulation, virtuous violence, and metarelational morality. *Psychological Inquiry*, 23, 189-193.
- Rai, T. S., & Fiske, A. P.** (2011). Moral psychology is relationship regulation: Moral motives for unity, hierarchy, equality, and proportionality. *Psychological Review*, 118, 57-75.
- Cited by 442
- Nettle, D., Panchanathan, K., **Rai, T. S., & Fiske, A. P.** (2011). The evolution of giving, sharing, and lotteries. *Current Anthropology*, 52, 747-756.
- Rai, T. S., & Holyoak, K. J.** (2011). The rational hypocrite: Informal argumentation and moral hypocrisy. In L. Carlson, C. Hölscher & T. F. Shipley (Eds.), *Proceedings of the 33rd Annual Conference of the Cognitive Science Society* (pp. 2475-2479). Austin, TX: Cognitive Science Society.
- Rai, T. S., & Holyoak, K. J.** (2010). Moral principles or consumer preferences? Alternative framings of the trolley problem. *Cognitive Science*, 34, 311-321.
- Rai, T. S., & Fiske, A. P.** (2010). Psychological studies are ODD (observation and description deprived). *Brain and Behavioral Sciences*, 33, 106-107.

## POPULAR PRESS ARTICLES

- Rai, T. S.** (October, 2017). The myth that mental illness causes mass shootings. *Behavioral Scientist*.
- Featured in *Forbes*: Four biggest mental health myths of 2017 debunked (December 27, 2017)
- Rai, T. S.** (August, 2017). Our enemies are human. That's why we want to kill them. *Behavioral Scientist*.
- Revised and reprinted with permission in *Aeon* and *The Week* (December, 2017).
- Rai, T. S.** (December, 2015). Most violence in the world is motivated by personal morality. *Quartz*.
- Rai, T. S.** (June, 2015). How could they? *Aeon*.
- Featured in *TIME* and the *Aspen Institute*: Best ideas of the day (July 1, 2015)
- Fiske, A. P. & **Rai, T. S.** (November, 2015). Violence for goodness' sake. *New Scientist*, 224, 30-31.

## MANUSCRIPTS UNDER REVIEW

- Rai, T. S.** Self-control increases aggression and violence that is undesirable but morally required. (Under review).
- Rai, T. S.** Moralistic punishment is sensitive to social costs, but not material costs (in preparation).
- Rai, T. S.** Crowding out moral motives to punish with material rewards. (in preparation).

## SELECTED PRESS COVERAGE

- Five Books*. [Book Review]. The best books on cruelty and evil. Warburton, N. (March, 2018).
- Chicago Policy Review*. [News Article]. How our perceptions of victims' humanity increases some violence, but not all. Armenta, M. (January, 2018).
- Forbes*. [News Article]. The four biggest mental health myths of 2017 debunked. Essig, T. (December, 2017).
- The New Yorker*. [Book Review]. The root of all cruelty? Bloom, P. (November, 2017).
- National Affairs*. [News Article]. What a shame. Lewis, K. (August, 2017).
- Information Coalition* [News Article]. Prepare to be hacked: An MIT Study on Hacking Response Preparedness. (October, 2016).
- Huffington Post*. [News Article]. Orlando: Rethinking morality. Montana, C. (June 2016).
- ITInflections*. [News Article]. Lead, don't whine, following a data breach. (June 2016).
- National Public Radio* (Wisconsin), Central Time. [Radio broadcast interview]. How moral belief systems can be a cause of violence. Ferrett, R. (Host). (January 2016)
- Edge*. [Book Review]. People kill because it's the right thing to do. O'Donnell, J. (January 2016)
- TechTarget*. [Interview]. Managing public perception after a data breach. Pratt, M. (January 2016)
- Time* [News Article]. The five best ideas of the day (in collaboration with *The Aspen Institute*) (June 2015)
- The Psychologist*. [Book Review]. Virtuous Violence. Beaton, L. (June 2015)
- Foreign Policy in Focus*. [News Article]. Islamic State turns moral relativity on its head once and for all. Wellen, R. (June, 2015).
- NewStatesman*. [News Article]. The pursuit of power: Why ISIS loves spreadsheets and mafia bosses build chapels. Leslie, I. (April 2015).
- The Guardian*. [Book Review]. Can violence be moral? Nussbaum, D. & Power, S. (February 2015)
- APS Minds for Business*. [News Article]. Are corporations people too? Sleek, S. (February 2015)
- The Marshall Project*. [News Article]. Can violence be virtuous? Goldstein, D. (February 2015)

*National Public Radio* (New York City), The Brian Lehrer Show. [Radio broadcast interview]. When good people kill. Lehrer, B. (Host). (January 2015)  
*National Public Radio* (Southern California), AirTalk. [Radio broadcast interview]. Killing for good? Mantle, L. (Host). (January 2015)  
*Times Higher Education*. [Book Review]. Knight, C (January 2015)  
*BigThink*. [News Article]. Violent criminals believe their actions are morally necessary. Shoemaker, N. (December 2014)  
*Daily Mail*. [News Article]. Do violent criminals believe they are doing the right thing? Many murderers are 'morally motivated', claims study. Zolfagharifard, E. (December 2014).  
*Nature*, 515, 341. [Book Review]. Books in brief: Five top science picks of the week. Kiser, B. (November 2014)  
*British Broadcasting Company*. [Radio broadcast interview]. Humphrys, J. (Host). (September 2014).  
*Huffington Post*. [Radio broadcast interview]. Is our obsessive consumption of murder dangerous? Zepps, J. (Host). (August 2014).

## INVITED TALKS AND LECTURES

2018	Dehumanization and mass atrocities workshop, Beyond Conflict NGO
2018	Science Magazine, American Association for the Advancement of Science
2018	University of Washington, Department of Psychology
2017	University of Michigan, Department of Psychology
2017	Oxford University, Center for the Resolution of Intractable Conflict
2017	University of Toronto, Munk School of Global Affairs
2016	Princeton University, Department of Psychology
2016	Information Governance Annual Conference, Rhode Island
2016	Massachusetts Institute of Technology, Sloan School of Management
2016	Tufts University, Department of Cognitive Science
2016	University of Massachusetts, Amherst, Department of Psychology
2015	Yale University, Department of Psychology
2015	Harvard University, Department of Psychology
2015	Duke University, Fuqua School of Business
2015	Boston University, Questrom School of Business
2015	Brown University, Cognitive, Linguistic, and Psychological Sciences
2015	University of Chicago, Department of Comparative Human Development
2014	Stanford University, Graduate School of Business
2014	Tulane University, Morality in the Marketplace Conference
2014	University of Toronto, Rotman School of Management
2014	Chinese University, Hong Kong, Philomathia Lectures on Human Values
2014	Korea University, Cross-Cultural Perspectives on Moral Psychology Conference
2014	University of Iowa, Department of Psychology
2013	University of Illinois, Urbana-Champaign, Department of Philosophy
2012	University of Illinois, Chicago, Department of Psychology
2012	University of Colorado, Boulder, Leeds School of Business
2012	Max Planck Institute, Berlin, Center for Adaptive Behavior and Cognition

## CONFERENCE PRESENTATIONS

**Rai, T. S.,** Valdesolo, P., & Graham, J. (2018, March). *Dehumanization increases instrumental violence, but not moral violence*. Paper presented as symposium chair at the 19<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Atlanta, GA.  
**Rai, T. S.** (2017, January). *Virtuous Violence*. Paper presented at the 18<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.

- Rai, T. S. & Diermeier, D.** (2016, August). *The strategic consequences of being unsympathetic: Consumers prefer companies that focus on responsibility*. Paper presented at the 76<sup>th</sup> annual Academy of Management Conference, Anaheim, CA.
- Rai, T. S.** (2016, May). *A poor reason to kill: Moral violence decreases in response to material benefits and is insensitive to material consequences*. Paper presented at the 28<sup>th</sup> annual convention of the Association for Psychological Science, Chicago, IL.
- Rai, T. S., Valdesolo, P., & Graham, J.** (2016, May). *When the suffering mind is the moral goal: Moral violence is not caused by dehumanization*. Paper presented at the 28<sup>th</sup> annual convention of the Association for Psychological Science, Chicago, IL.
- Rai, T. S. & Diermeier, D.** (2015, May). *Companies cannot be victims but they can be heroes (and villains)*. Paper presented at the 15<sup>th</sup> annual Strategy and the Business Environment Conference, Cambridge, MA.
- Rai, T. S. & Diermeier, D.** (2015, February). *Corporations are cyborgs: Organizations elicit anger but not sympathy when they can think but cannot feel*. Paper presented at the 16<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.
- Rai, T. S., & Holyoak, K. J.** (2012, January). *Exposure to cultural and moral relativism increases cheating and reduces punishment*. Paper presented as symposium co-chair at the 13<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Rai, T. S., & Holyoak, K. J.** (2011, July). *The rational hypocrite: Informal argumentation and moral hypocrisy*. Paper presented at the 33<sup>rd</sup> Annual Conference of the Cognitive Science Society, Boston, MA.
- Rai, T. S., & Holyoak, K. J.** (2010, January). *Moral principles or consumer preferences? Alternative framings of the trolley problem*. Poster presented at the 11<sup>th</sup> annual conference for the Society for Personality and Social Psychology Annual Conference, Las Vegas, NV.
- Fiske, A. P., & Rai, T. S.** (2008, March). *Morality as mechanisms for sustaining social relationships*. Paper presented at the AHRC Culture and the Mind Workshop on Moral Psychology and Norms, Sheffield, UK.
- Rai, T. S. & Holyoak, K. J.** (2007, November). *A small price to pay: Small losses increase attractiveness and reduce scope neglect in charitable giving*. Paper presented at the Society for Judgment and Decision Making Annual Conference, Long Beach, CA.

## TEACHING

2015-2018	Instructor, <i>Consumer Behavior</i> , Sloan School of Management, MIT
2014	Guest Lecturer, <i>Moral Psychology</i> , Psychology, University of Iowa
2013	Guest Lecturer, <i>Organizational Behavior</i> , Kellogg, Northwestern University
2012	Guest Lecturer, <i>Moral Psychology</i> , Psychology, UNC, Chapel Hill
2012	Co-Instructor, <i>Cultural Anthropology of Violence</i> , Anthropology, UCLA
2012	Guest Lecturer, <i>Thinking and Reasoning</i> , Psychology, UCLA
2011	Teaching Assistant, <i>Biology and Society</i> , Society and Genetics, UCLA
2010	Teaching Assistant, <i>Cognitive Psychology</i> , Psychology, UCLA
2010	Teaching Assistant, <i>Research Methods in Psychology</i> , Psychology, UCLA
2009	Teaching Assistant, <i>Evolution of Human Sexual Behavior</i> , Anthropology, UCLA
2009	Co-instructor, <i>Cognitive Science of the Supernatural</i> , Anthropology, UCLA
2009	Guest Lecturer, <i>Psychological Anthropology</i> , Anthropology, UCLA

## PROFESSIONAL SERVICE

Ad-hoc reviewer: *Annual Proceedings of the Cognitive Science Society*; *Behavioral and Brain Sciences*; *Cognition*; *Cognitive Psychology*; *Cognitive Science*; *Current Anthropology*; *Current Directions in Psychological Science*; *Developmental Science*; *Ethics and Behavior*; *Evolution and Human Behavior*; *Group Processes and Intergroup Relations*; *Journal of Cross-Cultural Psychology*;

*Journal of Experimental Psychology: General; Journal of Experimental Psychology: Learning, Memory, and Cognition; Journal of Experimental Social Psychology; Journal of Personality and Social Psychology: Attitudes and Social Cognition; Journal of Personality and Social Psychology: Interpersonal Relations and Group Processes; National Institute of Health; Nature: Human Behavior; National Science Foundation; Organizational Behavior and Human Decision Processes; Online Readings in Psychology and Culture; Oxford University Press; Personality and Social Psychology Bulletin; PLOS One; Proceedings of the National Academy of Sciences; Psychological Review; Psychological Science; Public Opinion Quarterly; Social Influence; Social and Personality Psychology Compass; Social Psychology; Thinking and Reasoning*

Professional Affiliations: ARTIS Institute for field research on political violence and extremism (Fellow); Association for Psychological Science; Society for Personality and Social Psychology; Cognitive Science Society; Society for Judgment and Decision Making; Academy of Management

Undergraduate students mentored: Patrick Gutierrez, William Kettler, Elizabeth Haffa, Matthew Niedelman, Brian Vickers, Jonathan Malabanan, Karen Leung