

Paul Stillman
Yale School of Management
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EDUCATION AND ACADEMIC EMPLOYMENT

Post-Doctoral Associate, Department of Marketing, Yale School of Management, 2018 – Present
Advisor: Ravi Dhar

Post-Doctoral Researcher, Department of Psychology, 2015 – 2018
Areas: Translational Data Analytics and Cognitive Neuroscience
Advisors: Zhong-Lin Lu and Skyler Cranmer

Ph.D. Psychology, Ohio State University, 2015
Major area: Social Psychology
Minor area: Quantitative Psychology
Advisors: Kentaro Fujita and William Cunningham

M.A. in Social Psychology, Ohio State University, 2011

B.A., *cum laude*, in Psychology, Cornell University, 2009
Advisor: Thomas Gilovich

PUBLICATIONS

- Melnikoff, D. E., Thomas C. Mann, **Paul E. Stillman**, Xi Shen, & Melissa J. Ferguson. (2021). Tracking prejudice: A mouse-tracking measure of evaluative conflict predicts discriminatory behavior. *Social Psychological and Personality Science*, 12, 266-272.
- Stillman, P. E.**, Ian Krajbich, and Melissa J. Ferguson. (2020). Using dynamic monitoring of choices to predict and understand risk preferences. *Proceedings of the National Academy of Sciences*, 117, 31738-31747.
- Stillman, P. E.**, Zhong-Lin Lu, & Kentaro Fujita. (2020). Construal level shifts integration and segregation of the brain network. *Journal of Experimental Psychology: General*, 149, 382-390.
- Stillman, P. E.**, Hyojin Lee, Xiaoyan Deng, H. Rao Unnava, & Kentaro Fujita. (2020). Examining consumers' sensory experiences with color: A consumer neuroscience approach. *Psychology & Marketing**, 37, 995-1007.
**Special issue on color research in marketing*
- Wilson, J. D., Melanie Baybay, Rishi Sankar, **Paul E. Stillman**, & Abbie M. Popa. (2020). Analysis of population functional connectivity data via multilayer network embeddings. *Network Science*, 9, 99-122.

- Stillman, P. E.** & Melissa J. Ferguson. (2019). Decisional conflict predicts impatience. *Journal of the Association for Consumer Research*, 4, 47-56.
- Stillman, P. E.**, James D. Wilson, Matthew J. Denny, Bruce Desmarais, Skyler J. Cranmer, & Zhong-Lin Lu. (2019). A consistent organizational structure across multiple functional subnetworks of the human brain. *NeuroImage*, 197, 24-36.
- Stillman, P. E.**, Kentaro Fujita., Oliver Sheldon, & Yaacov Trope. (2018). From “Me” to “We”: The role of construal level in promoting maximized joint outcomes. *Organizational Behavior and Human Decision Processes*, 147, 16-25.
- Stillman, P. E.**, Xi Shen, & Melissa J. Ferguson. (2018). How mouse-tracking can advance social cognitive theory. *Trends in Cognitive Sciences*, 22, 531-543.
- Lopez, R. B., **Paul E. Stillman**, Todd F. Heatherton, & Jonathan B. Freeman. (2018). Minding one's reach (to eat): The promise of computer mouse-tracking to study self-regulation of eating. *Frontiers in Nutrition*, 5, 43.
- Stillman, P. E.**, Danila Medvedev, & Melissa J. Ferguson. (2017). Resisting temptation: Tracking how self-control conflicts are successfully resolved in real-time. *Psychological Science*, 28, 1240-1258.
- Stillman, P. E.**, Hyojin Lee, Xiaoyan Deng, H. Rao Unnava, William A. Cunningham, & Kentaro Fujita. (2017). Neurological evidence for the role of construal level in future-directed thought. *Social Cognitive and Affective Neuroscience*, 12, 937-947.
- Stillman, P. E.**, James D. Wilson, Matthew J. Denny, Bruce Desmarais, Shankar Bhamidi, Skyler J. Cranmer, & Zhong-Lin Lu. (2017). Statistical modeling of the default mode brain network reveals a segregated highway structure. *Scientific Reports*, 7, 11694.
- Luttrell, A., **Paul E. Stillman**, Adam Hasinski, and William A. Cunningham. (2016). Neural dissociations in attitude strength: Distinct regions of cingulate cortex track ambivalence and certainty. *Journal of Experimental Psychology: General*, 145, 419-433.
- Stillman, P. E.**, Jay J. Van Bavel, & William A. Cunningham. (2015). Valence asymmetries in the human amygdala: Task relevance modulates amygdala responses to positive more than negative affective cues. *Journal of Cognitive Neuroscience*, 4, 842-851.
- Stillman, P. E.**, Thomas D. Gilovich, & Kentaro Fujita. (2014). Predicting group outcomes from brief exposures. *Social Cognition*, 32, 71-82.
- Cunningham, W. A., Kristen Dunfield, & **Paul E. Stillman**. (2014). Affective dynamics: Iterative reprocessing in the production of emotional responses. In L. F. Barrett and J. A. Russell (Eds.) *Psychological construction of emotion*. New York, NY: Guilford.
- Cunningham, W. A., Kristen Dunfield, & **Paul E. Stillman**. (2013) Emotional states from affective dynamics. *Emotion Review*, 5, 344-355.

HONORS, AWARDS, GRANTS & FELLOWSHIPS

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| 2019 | Art in Research Award, Third Place, Yale University |
| 2015 | Brewer Research Award, Ohio State University |

2014-2015	Thomas M. Ostrom Chair, Ohio State University
2012	Judgment and Decision-Making SPSP Preconference Travel Award
2011	SPSP Student Travel Award
2010-2015	National Science Foundation Graduate Research Fellowship
2008	Einhorn Discovery Grant, Cornell University
2008	Undergraduate Independent Research Grant, Cornell University
2008	National Science Foundation Research Experience for Undergraduates Fellowship, UCLA
2007	National Science Foundation Research Experience for Undergraduates Fellowship, Oklahoma State, 2007

PATENTS

Cranmer, S., Bhamidi, S., Desmarais, B., Denny, M., Lu, Z.-L., Stillman, P., & Wilson, J. Patent Pending 62/393,949, “Systems and methods for modeling neural architecture”, filed on September 13, 2016.

CONFERENCE PRESENTATIONS

TALKS

Stillman, P. E., & Woolley, K. (2021, October). *Undermining desire: The persuasive power of short-term (vs. long-term) consequences of indulging*. Talk to be presented at the annual meeting of the Association for Consumer Research (virtual conference).

*Stillman, P. E., & Woolley, K. (2021, May). *The persuasive power of immediate (vs. delayed) costs of indulging*. Talk presented at the annual meeting of the Society for the Science of Motivation (virtual conference).

* denotes symposium chair

Stillman, P. E., & Woolley, K. (2020, March). *Resisting temptation by highlighting short-term costs*. Talk presented at the annual meeting of the Society for Consumer Psychology, Huntington Beach, CA.

Stillman, P. E., Krajbich, I., & Ferguson, M. J. (2019, November). *Conflict under risk: Using dynamic monitoring of choices to predict and understand risk preferences*. Talk presented at the annual meeting of the Association for Consumer Research, Atlanta, GA.

Stillman, P. E. & Ferguson, M. J. (2019, February). *Reactive versus proactive control: Using mouse-tracking to understand how people resolve self-control conflicts*. Talk presented at the annual meeting of the Society of Personality and Social Psychology, Portland, OR.

Stillman, P. E., Krajbich, I., & Ferguson, M. J. (2018, November). *Harnessing motor conflict to predict and understand choices under risk*. Talk presented at the annual meeting of the Society for Judgment and Decision-Making, New Orleans, LA.

Stillman, P. E. & Ferguson, M. J. (2018, October). *Decisional conflict predicts myopia*. Talk presented at the annual meeting of the Association for Consumer Research, Dallas, TX.

- *Stillman, P. E. & Ferguson, M. J. (2018, March). *Using mouse-tracking to probe theories of self-control*. Talk presented at the annual meeting of the Society of Personality and Social Psychology, Atlanta, GA.
* denotes symposium chair
- Stillman, P. E., Wilson, J. D., Denny, M. J., Desmarais, B., Bhamidi, S., Cranmer, S. J., & Lu, Z. (2017, October). *Modeling the default mode network using the correlation generalized exponential random graph model*. Talk presented at the annual Data Institute conference, San Francisco, CA.
- Stillman, P. E., Luttrell, A., Cranmer, S. J., & Petty, R. (2017, June). *Investigating the dynamic interplay between political ideology and one's social network: A longitudinal study of college freshmen*. Talk presented at the Political Networks Conference, Columbus, OH.
- Stillman, P. E. & Ferguson, M. J. (2016, January). *(mouse) Tracking self-control: New evidence for how self-control decision processes unfold in real-time*. Talk presented at the Judgment and Decision Making preconference at the annual meeting of the Society of Personality and Social Psychology, San Diego, CA.
- Stillman, P. E. & Ferguson, M. J. (2016, January). *(mouse) Tracking self-control: New evidence for how self-control decision processes unfold in real-time*. Talk presented at the Social Cognition preconference at the annual meeting of the Society of Personality and Social Psychology, San Diego, CA.
- *Stillman, P. E., Fujita, & Sheldon, O. (2015, May). *Maximizing efficiency in goal-conflict decisions: The role of construal level*. Symposium presented at the annual meeting of the Society for Study of Motivation, New York, NY.
* denotes symposium chair
- Stillman, P. E., Fujita, & Sheldon, O. (2014, May). *High-level construal promotes efficient goal pursuit*. Talk presented at the annual meeting of the Midwestern Psychological Association, Chicago IL.
- Stillman, P. E., Fujita, K., Smith, P. K., & Sheldon, O. (2013, May). *Power promotes considerations of goal progress*. Talk presented at the annual meeting of the Midwestern Psychological Association, Chicago IL.
- Stillman, P. E., Fujita, K., & Sheldon, O. (2012, November). *On the psychology of economic efficiency: How delaying rewards promotes maximizing net gains across parties in mixed-motive settings*. Talk presented at the annual meeting of the Society for Judgment and Decision-Making, Minneapolis, MI.
- Stillman, P. E., Fujita, K., & Sheldon, O. (2012, May). *Goal progress and construal level*. Talk presented at the annual meeting of the Midwestern Psychological association, Chicago, IL.
- Stillman, P. E., Gilovich, T. D., & Fujita, K. (2011, May). *Thin slicing cohesion: On the accuracy and utility of brief-exposure judgments of group-level characteristics*. Talk presented at the annual meeting of the Midwestern Psychological association, Chicago, IL.

POSTERS

- Stillman, P. E., Lu, Z.-L., & Fujita, K. (2017, October). *Level of construal shifts functional organization of the brain network*. Poster presented at the 6th Consumer Neuroscience Satellite Symposium, Toronto, ON.
- Stillman, P. E., Wilson, J. D., Denny, M. J., Desmarais, B., Bhamidi, S., Cranmer, S. J., & Lu, Z. (2017, March). *Modeling the default mode network using the correlation generalized exponential random graph model*. Poster presented at the annual meeting of the Social and Affective Neuroscience Society, Los Angeles, CA.

- Stillman, P. E., Lee, H., Deng, X., Unnava, H. R., Cunningham, W. A., & Fujita, K. (2017, January). The neural correlates of temporal distance traversal and level of construal. Poster presented at the Social Cognition preconference at the annual meeting of the Society of Personality and Social Psychology, San Antonio, TX.
- Stillman, P. E., Lee, H., Deng, X., Unnava, H. R., Cunningham, W. A., & Fujita, K. (2016, April). The neural correlates of temporal distance traversal and level of construal. Poster presented at the annual meeting of the Social and Affective Neuroscience Society, New York City, NY.
- Stillman, P. E., Han, H. A., & Fujita, K. (2015, February). *Low-level construal facilitates behavioral execution of goals*. Poster presented at the annual meeting of the Society of Personality and Social Psychology, Long Beach, CA.
- Stillman, P. E., Fujita, K., & Sheldon, O. (2015, February). *Maximizing efficiency in goal-conflict situations: The role of construal*. Poster presented at the Social Cognition preconference at the annual meeting of the Society of Personality and Social Psychology, Long Beach, CA.
- Stillman, P. E., Fujita, K., & Sheldon, O. (2014, February). *Promoting efficient goal pursuit via high-level construal*. Poster presented at the annual meeting of the Society of Personality and Social Psychology, Austin, TX.
- Stillman, P. E. & Cunningham, W.A. (2013, April). *Abstraction in affective imagery: A preliminary analysis*. Poster presented at the annual meeting of Social and Affective Neuroscience, San Francisco, CA.
- Stillman, P. E., Fujita, K., & Sheldon, O. (2012, June). *On the psychology of economic efficiency: How delaying rewards promotes maximizing net gains across all parties in mixed-motive dilemmas*. Poster presented at the meeting for Behavioral Decision Research in Management, Boulder, CO.
- Stillman, P. E., Fujita, K., & Sheldon, O. (2012, January). *Biggest bang for the buck: Higher-level construals promote maximizing reward efficiency in mixed-motive dilemmas*. Poster presented at the Judgment and Decision-Making preconference at the annual meeting of the Society of Personality and Social Psychology, San Diego, CA.
*JDM preconference travel award winner
- Stillman, P. E., Fujita, K., & Sheldon, O. (2011, November). *High-level construals promote efficiency maximization*. Poster presented at the annual meeting of the Society of Judgment and Decision Making, Seattle, WA.
- Stillman, P. E. & Cunningham, W. A. (2011, March). *A meta-analysis of the orbitofrontal cortex*. Poster presented at the “Opportunities and Challenges in Social Neuroscience” conference, Utrecht, The Netherlands.
- Stillman, P. E., Fujita, K., & Sheldon, O. (2011, January). *Taking one for the team or ignoring the group: A construal level take on social dilemmas*. Poster presented at the annual meeting of the Society of Personality and Social Psychology, San Antonio, TX.
*SPSP student travel award.
- Stillman, P. E., Gilovich, T. D., & Fujita, K. (2010, November). *Thin slicing cohesion: On the accuracy and utility of brief-exposure judgments of group-level characteristics*. Poster presented at the annual meeting of the Society for Judgment and Decision Making, St. Louis, MO.
- Stillman, P. E. (2010, January). *Thin slicing the group*. Poster presented at the annual meeting of the Society of Personality and Social Psychology, Las Vegas, NV.

TEACHING & MENTORING

Teaching Assistant

Negotiations (MGT 887), Assisting: Dr. Ayelet Fishbach, Yale School of Management (1 semester)

Course Instructor of Record

Social Psychology with Writing Component (Psych 2367.01), Ohio State University (2 semesters)
 Social Psychology (Psych 3325), Ohio State University (1 semester)

Mentoring

2015 – 2016 Graduate advisor (with M. Ferguson) for the senior honors thesis project of Danila Medvedev
 2014 – 2015 Graduate advisor (with K. Fujita) for the senior honors thesis project of Megan Middleton
 2013 – 2014 Graduate advisor (with K. Fujita) for the senior honors thesis project of John Entingh

PROFESSIONAL SERVICE

2014-2015 Ostrom Athenaeum Chair – Managed the Ostrom Athenaeum lab space for the social psychology program, in addition to creating a new webpage for the social psychology program
 2012-2014 Recruitment Coordinator (Chair) – Managed and organized the weekend for prospective students
 2010-2015 Mobile Laptop Lab manager – managed a cluster of six laptops used by researchers to collect data in the field

ADDITIONAL TRAINING

2015 Summer Institute in Social and Personality Psychology (SISPP), conducted at Northeastern University, Boston, MA
 2013 Summer training course in fMRI, conducted at University of Michigan, Ann Arbor, MI
 2010 Teaching of Psychology summer seminar, Columbus, OH
 2009 Carnegie Mellon Center for Behavioral Decision Research summer internship, Pittsburgh, PA

Programming Expertise

R, Python, Shell, MATLAB, Java, C++

PROFESSIONAL MEMBERSHIPS

Association for Consumer Research (ACR)
 Society for Consumer Psychology (SCP)
 Society for Personality and Social Psychology (SPSP)
 Society for Judgment and Decision-Making (SJDm)
 Society for Study of Motivation (SSM)
 Society for Affective Neuroscience (SAN)

SELECTED PUBLIC OUTREACH

Essay: [“Devil versus angel: When do they shift into action in the face of temptation?”](#) Paul Stillman & Melissa Ferguson, *The Conversation*, August 21, 2017.

Radio Coverage: [Interview with Claudia Hammond of BBC World Service Radio](#). July 22, 2017.

REFERENCES

Kentaro Fujita, Ph.D. – Professor, Psychology, Ohio State University
 Email – fujita.5@osu.edu

Melissa Ferguson, Ph.D. – Professor, Psychology, Yale University
Email – melissa.ferguson@yale.edu

Ravi Dhar, Ph.D. – Professor, Marketing, Yale School of Management
Email – ravi.dhar@yale.edu