

Anton Gollwitzer

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Education & Professional Experience

2026 – Present	Center for Democracy and Information Integrity Co-Leader
2024 – Present	Full Professor, BI Norwegian Business School Department of Leadership and Organizational Behaviour.
2022 – Present	Associate Researcher, Max Planck Institute for Human Development Center for Adaptive Rationality.
2023 – 2024	Associate Professor, BI Norwegian Business School Department of Leadership and Organizational Behaviour.
2022 – 2023	Assistant Professor, BI Norwegian Business School Department of Leadership and Organizational Behaviour.
2021 – 2022	Postdoctoral Researcher, Max Planck Institute for Human Development Center for Adaptive Rationality.
2017 – 2021	PhD in Psychology, Yale University Summa Cum Laude Advisor: John A. Bargh.
2015 – 2017	Master's in Psychology, Yale University Summa Cum Laude Advisor: John A. Bargh.
2011 – 2015	Bachelor's in Computer Science, New York University Summa Cum Laude—Ranked 1 st in Class of 2015 Minor: Web Design
2011 – 2015	Bachelor's in Psychology, New York University Summa Cum Laude—Presidential Honors Scholar

Grants and Awards

2026	APS Rising Star
2024	Pedagogical Innovation Award <i>Awarded by BI Norwegian Business School for innovative educational methods.</i>
2024	Young Research Talent Award <i>Awarded by BI Norwegian Business School for outstanding research and impressive publication record.</i>
2023	SPSP Publication Award <i>Received for the Article “Deviancy Aversion and Social Norms” published in Personality and Social Psychology Bulletin</i>
2021	William Kessen Teaching Award (Yale University) <i>Awarded to the Teacher who Best Exemplifies a Spirit, Vitality, and Commitment to Teaching</i>
2020	Templeton Foundation <i>Co-Leader: ~\$650,000. Developing Individualized Interventions to Heighten Intellectual Humility</i>
2018	Data Collection Grant (Gerry Ohrstrom) <i>\$40,000. Establishing and Examining Misplaced Certainty</i>
2016	Student Poster Award Finalist <i>Society for Personality and Social Psychology</i>
2015, 2016	National Science Foundation Graduate Research Fellowship Program <i>Honorable Mention</i>
2015	Computer Science Prize for Academic Excellence <i>Computer Science Department, New York University</i>
2013	Dean’s Undergraduate Research Fund <i>Grant Recipient: \$2,000</i>

Publications

- Gollwitzer, A.**, Tump, A. N., Martel, C., Deffner, D., Sultan, M., Kurvers, R., & Hertwig, R. (*in press*). Towards a mechanistic understanding of false news sharing: Which interventions work best, for whom, and why. *Journal of Experimental Psychology: General*.
- Kunst, J. R., Obaidi, M., **Gollwitzer, A.**, Brandtzaeg, P. B., Hinrichs, Y., Saini, N., & Schroeder, D. T. (2026). Intelligent Systems, Vulnerable Minds: A Framework for Radicalization to Violence in the Age of AI. *Personality and Social Psychology Review*.
- Marshall, J., Drake, G., **Gollwitzer, A.**, & McAuliffe, K. (2026). How intergroup context shapes children’s decision to compensate and punish unfairness. *Journal of Experimental Psychology: General*, 155, 1024.

- Sultan, M., Tump, A. N., Ehmann, N., Lorenz-Spreen, P., Hertwig, R., **Gollwitzer**, & Kurvers, R. H. J. M. (2024). Susceptibility to online misinformation: A systematic meta-analysis of demographic and psychological factors. *Proceedings of the National Academy of Sciences*.
- Marshall, J., Mermin-Bunnell, K., **Gollwitzer**, A., Retelsdorf, J., & Bloom, P. (2024). Cross-cultural conceptions of third-party intervention across childhood. *Journal of Experimental Psychology: General*, 153, 2216-2229.
- Gollwitzer**, A., Bao, E., & Oettingen, G. (2024). Intellectual humility as a tool to combat false beliefs: An individual-based approach to belief revision. *British Journal of Social Psychology*.
- Gollwitzer**, A., Marshall, J., Lee, Y. E., Deutchman, P., Warneken, F., & McAuliffe, K. (2024). Parent and community political orientation predicts children's health behaviours. *European Journal of Social Psychology*.
- Ryu, Y., Olcaysoy Okten, I., **Gollwitzer**, A., & Oettingen, G. (2023). Intellectual humility predicts COVID-19 preventive practices through greater adoption of data-driven information and feelings of responsibility. *Social and Personality Psychology Compass*.
- The Forecasting Collaborative (2023). Insights into the accuracy of social scientists' forecasts of societal change. *Nature Human Behaviour*.
- Gollwitzer**, A., Martel, C., Heinecke, A., & Bargh, J.A. (2022). Deviancy aversion and social norms. *Personality and Social Psychology Bulletin*.
- Oettingen, G., **Gollwitzer**, A., Jung, J., & Okten, I. O. (2022). Misplaced certainty in the context of conspiracy theories. *Current Opinion in Psychology*.
- Gollwitzer**, A., Olcaysoy Okten, I., Osorio Pizarro, A., & Oettingen, G. (2022). Discordant knowing: A social cognitive structure underlying fanaticism. *Journal of Experimental Psychology: General*.
*Paper presented at the Military-Civilian Research Forum hosted by the U.S. Department of Defense (2023).
- Marshall, J., **Gollwitzer**, A., Mermin-Bunnell, N., & Mandalaywala, P. (2022). The role of status in the early emergence of pro-White bias in rural Uganda. *Developmental Science*.
*Shared first-authorship.
- Marshall, J., **Gollwitzer**, A., Mermin-Bunnell, N., Shinomiya, M., Retelsdorf, J., & Bloom, P. (2022). How development and culture shape intuitions about prosocial obligations. *Journal of Experimental Psychology: General*.
- Okten, I. O., **Gollwitzer**, A., & Oettingen, G. (2022). When knowledge is blinding: The dangers of being certain about the future. *Personality and Individual Differences*.
- Marshall, J., **Gollwitzer**, A., & Bloom, P. (2022). Why do children and adults think other people punish? *Developmental Psychology*, 58, 1783-1792.
- Gollwitzer**, A., McLoughlin, K., Martel, C., Marshall, J., Höhs, J.M., & Bargh, J.A. (2021). Linking self-reported social distancing to real-world behavior during the COVID-19 pandemic. *Social Psychological and Personality Science*.

- Gollwitzer, A., Martel, C., Brady, W.J., Pärnamets, P., Freedman, I.G., Knowles, E.D., & Van Bavel, J.J. (2020).** Partisan differences in physical distancing are linked to health outcomes during the COVID-19 pandemic. *Nature Human Behaviour*.
 *Over 180k downloads.
 *Altmetric score: 99th percentile.
 *Paper presented at the Behavioral Science Insights for COVID-19 White House Briefing (March, 19th, 2021).
- Gollwitzer, A., Marshall, J., & Bargh, J.A. (2020).** Pattern deviancy aversion predicts prejudice via a dislike of statistical minorities. *Journal of Experimental Psychology: General*, *149*, 828-854.
- Gollwitzer, A., Martel, C., Bargh, J.A., & Chang, S.W.C. (2020).** Aversion towards simple broken patterns predicts moral judgment. *Personality and Individual Differences*. Advanced online publication. <https://doi.org/10.1016/j.paid.2019.109810>.
- Olcaýsoy Okten, I., **Gollwitzer, A.**, & Oettingen, G. (2020). Gender differences in preventing the spread of coronavirus. *Behavioral Science & Policy*.
- Gollwitzer, A., & Clark, S. M. (2019).** Anxious attachment as an antecedent of people's aversion towards pattern deviancy. *European Journal of Social Psychology*, *49*, 1206–1222.
- Gollwitzer, A., Martel, C., McPartland, J., & Bargh, J.A. (2019).** Autism spectrum traits predict higher social psychological skill. *Proceedings of the National Academy of Sciences*, *116*, 19245-19247.
- Gollwitzer, A., Martel, C., McPartland, J., & Bargh, J.A. (2019).** Commentary: Reply to Taylor et al.: Acknowledging the multidimensionality of autism when predicting social psychological skill. *Proceedings of the National Academy of Sciences*, *116*, 25380–25381.
- Gollwitzer, A., & Oettingen, G. (2019).** Paradoxical knowing: A shortcut to knowledge and its antisocial correlates. *Social Psychology*, *50*, 145–161.
- Marshall, J., **Gollwitzer, A.**, Wynn, K., & Bloom, P. (2019). The development of corporal third-party punishment. *Cognition*, *190*, 221-229.
- Underberg, J., **Gollwitzer, A.**, Gollwitzer, P. M., & Oettingen, G. (2019). The best words: Linguistic indicators of grandiose narcissism in politics. *The Journal of Language and Social Psychology*, *39*, 271-281.
- Gollwitzer, A., & Bargh, J. A. (2018).** Social psychological skill and its correlates. *Social Psychology*, *49*, 88-102.
 *Among most read article in *Social Psychology* since online metrics have been collected for the journal.
 *Altmetric score: 99th percentile.
- Gollwitzer, A., Wilczynska, M., & Jaya, E. S. (2018).** Targeting the link between loneliness and paranoia via an interventionist-causal model framework. *Psychiatry Research*, *263*, 101–107.
- Marshall, J., **Gollwitzer, A.**, & Santos, L. R. (2018). Does altercentric interference rely on mentalizing? Results from two level-1 perspective-taking tasks. *PloS One*, *13*, e0194101.

Gollwitzer, A., Marshall, J., Wang, Y., & Bargh, J. A. (2017). Relating pattern deviancy aversion to stigma and prejudice. *Nature Human Behaviour*, 1, 920–927.

*Cover of *Nature Human Behavior*, December, 2017.

*Altmetric score: 99th percentile.

Gollwitzer, A., Schwörer, B., Stern, C., Gollwitzer, P. M., & Bargh, J. A. (2017). Up and down regulation of a highly automatic process: Implementation intentions can both increase and decrease social projection. *Journal of Experimental Social Psychology*, 70, 19–26.

Jaya, E. S., Hillmann, T. E., Reininger, K. M., **Gollwitzer, A.**, & Lincoln, T. M. (2016). Loneliness and psychotic symptoms: The mediating role of depression. *Cognitive Therapy and Research*, 41, 106–116.

Weinreich, A., & **Gollwitzer, A. (2016).** Automaticity and affective responses in valence transfer: Insights from the crossmodal auditory-visual paradigm. *Psychology of Music*, 44, 1304–1317.

Duckworth, A. L., Kirby, T. A., **Gollwitzer, A.**, & Oettingen, G. (2013). From fantasy to action: Mental Contrasting with Implementation Intentions (MCII) improves academic performance in children. *Social Psychological and Personality Science*, 4, 745–753.

Gollwitzer, A., Oettingen, G., Kirby, T., Duckworth, A. L., & Mayer, D. (2011). Mental contrasting facilitates academic performance in school children. *Motivation and Emotion*, 35, 403–412.

Selected Media

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| 2025 | BI Business Review
<i>What Can We Do About Misinformation?</i> |
| 2024 | Character & Context
<i>Political Divisions in the U.S. Shape Children's Behaviors</i> |
| 2020 | Character & Context
<i>Why Do Certain Things Feel Morally Wrong?</i> |
| 2020 | Character & Context
<i>Insecure Relationships Change Our View of the World</i> |
| 2018 | The Times of London
<i>Front Page, March 23rd, 2018</i>
<i>News Article on: Social psychological skill and its correlates</i> |
| 2018 | Reddit
<i>Upvoted Over 60k Times</i>
<i>News Article on: Social psychological skill and its correlates</i> |
| 2018 | BBC Newsroom
<i>Interview on: Social psychological skill and its correlates</i> |
| 2018 | CNN*
<i>Opinion Piece on: Relating pattern deviancy aversion to stigma and prejudice</i>
<i>Co-Author: John A. Bargh (*CNN chose the title of this opinion piece).</i> |

- 2017 **Cosmos, Die Welt, BILD, Business Insider and Other Media**
News Articles on: Relating Pattern Deviancy Aversion to Stigma and Prejudice
- 2017 **BBC World Service: Global News Podcast**
Interview on: Relating Pattern Deviancy Aversion to Stigma and Prejudice
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Teaching

- 2022-Present **BI Norwegian Business School**
Supervision of PhD Students and Masters Students
- 2024-Present **BI Norwegian Business School**
The Science of Happiness, Well-Being, and Success
- 2023-Present **BI Norwegian Business School**
Understanding Organizations and Leadership Through Advances in Computational Social Science
- 2023-Present **BI Norwegian Business School**
Motivation Science—Creating Work Motivation and Motivating Work Environments
- 2016 – 2018 **Yale University**
Teaching Fellow for Statistics (2x), Social Psychology, Evolution of Cooperation, and Introduction to Cognitive Science
- 2016 – 2018 **Yale University**
Taught Student Directed Research Courses (Independent Research Courses)
- 2013 – 2015 **New York University Computer Science**
Official Tutor for Numerous Undergraduate Computer Science Courses
- 2010 – 2011 **Immaculate Conception School, New York**
Science Teaching Assistant
- Summers 2009 – 2011 **Heinrich-Wolgast-School, Hamburg, Germany**
English Teacher
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Presentations, Posters, & Workshops

- Alternative Realities and the Future of Democracy* (2026). Invited Talk at BI Societal Impact Board.
- Partisanship, Misinformation, and the Future of Democracy* (2025). Invited Talk at Partner Forum: Norway in an Uncertain World.
- Partisanship, Misinformation, and the Future of Democracy* (2025). Symposium Talk at the Annual Conference of the American Psychological Association.
- The Individual and Societal Risks of Treating Fiction as Fact* (2025). Co-Chaired Symposium at the Annual Conference of the American Psychological Association.
- Partisanship, Misinformation, and the Future of Democracy* (2025). Blitz Talk at the Annual

Conference of the Society for Personality and Social Psychology.

Partisanship, Misinformation, and the Future of Democracy (2024). Invited Talk at BI Norwegian Business School: Young Research Talent Award.

Understanding and Combating the Development of Fanaticism (2023). Invited Presentation at the Military-Civilian Research Forum hosted by the U.S. Department of Defense.

Integrating AI Into Data Analysis with R (2023). Workshop at the Third Quantitative Research Seminar at BI Norwegian Business School.

Deviancy Aversion and its Social Consequences (2023). Presentation at the European Association of Social Psychology Conference.

A Dynamic Medium-Throughput Approach to Human Behavior (2023). Poster presented at the Annual Conference of the Society for Personality and Social Psychology.

A Dynamic Medium-Throughput Approach to Human Behavior (2022). Invited Presentation at The Cooperation Lab, Boston College.

A Dynamic Medium-Throughput Approach to Human Behavior (2022). Presentation at the Department of Leadership and Organizational Behavior, BI Norwegian Business School.

Deviancy aversion and its social consequences (2021). Invited Presentation at the Department of Psychology at The University of Texas at Austin.

Deviancy aversion and its social consequences (2021). Invited Presentation at the Department of Leadership and Organizational Behavior, BI Norwegian Business School.

New perspectives on introversion (2021). Invited Presentation, Kavod Senior Life.

Intellectual Humility Predicts Reductions in Conspiratorial Thinking by Encouraging Information Search (2021). Invited Presentation, Intellectual Humility Virtual Symposium.

Deviancy aversion and its social consequences (2021). Invited Presentation at the Department of Psychological and Behavioral Science, London School of Economics.

Deviancy aversion and its social consequences (2020). Invited Presentation at the Max Planck Institute for Human Development.

Using geo-location tracking data in research on COVID-19 (2020). Invited Presentation in the New Datasets for COVID-19 and Other Social Science Research Initiative, Yale University.

Deviancy aversion and its social consequences (2019). Invited Presentation at the Department of Business Administration, University of Zurich.

Deviancy aversion and its social consequences (2019). Invited Presentation at the Department of Psychology, Harvard University.

Participant at the Summer Institute for Social Computational Science (2019)

The role of pattern deviancy aversion in prejudice and stigmatization (2019). Presentation at the FeldmanHall Lab at Brown University.

Pattern deviancy aversion predicts prejudice and stigmatization (2018). Presentation at the Social Psychology Laboratory at the University of Porto.

The role of pattern deviancy aversion in prejudice and stigmatization (2018). Poster presented at the Annual Conference of the Society for Personality and Social Psychology.

Can lay people predict social nature? Social psychological perception and its correlates (2017). Poster presented at the Annual Conference of the Association for Psychological Science.

Predicting human nature: The enlightened triad relates to accurate generalized person perception (2016). Poster presented at the Summer Institute on Bounded Rationality. Max Planck Institute for Human Development.

A multifaceted race horse: Implementation intentions as a successful self-regulatory strategy for decreasing as well as increasing projection (2016). Poster presented at the 9th Annual Conference of the Society for the Study of Motivation.

My fear lies in the ambiguous and the joyful: Paranoia more strongly relates to feeling threatened in response to neutral and joyful faces than threatening faces (2016). Poster presented at the Annual Conference of the Association for Psychological Science.

Implementation intentions as a successful automatic strategy for reducing the false consensus effect (2016). Poster presented at the Annual Conference of the Society for Personality and Social Psychology.

The curse of self-presentation: Improving the performance of non-competitive individuals on competitive tasks (2015). Poster presented at the Annual Conference of the Society for Personality and Social Psychology.

Removing self-presentation from competitive tasks eliminates the performance difference between high versus low trait competitive individuals (2014). Presentation at the New York University Undergraduate Research Conference.

Assimilation effects on the likeability of simultaneously presented faces (2014). Poster presented at the Annual Conference of the Society for Personality and Social Psychology.

Administration & Service

2024-Present	www.intellectualhumility.org <i>Web administration & content management of a website covering research on intellectual humility</i>
2022-Present	Mind Lab at BI Norwegian Business School <i>Co-Leader of the Mind Lab</i>
2013-Present	Editor & Reviewer <i>Guest Editor at the JPSP & Reviewer for 50+ articles in top scientific journals, including Nature Human Behavior, JPSP, JEP:G, Cognition, PNAS, among others.</i>
2016 – 2017	Current Works in Social Psychology at Yale University <i>Organized Weekly Colloquium for Visiting Scholars</i>
2013 – 2015	Psi Chi: National Honors Society in Psychology at New York University <i>Communications Director, Web Developer, and Editor</i>

Languages & Skills

Fluent Languages	English, German
Languages & Programs	Java, Python, R, Scala, Processing, MySQL, CSS, HTML, SPSS.
Measures & Analyses	Electrocardiography, Facial Electromiography, Mouse-Tracking, Reverse Correlation

Software Development

2021	Zip Code Transformer • Geo-location tool that converts U.S. zip codes to U.S. County FIPS and provides county-level demographic information. • https://github.com/AntonGollwitzer/ZipCodeTransformer
2019	Running Reverse Correlation Experiments Online • Software that allows researchers to run reverse correlation experiments online. • https://github.com/AntonGollwitzer/ReverseCorrelationRunningOnline
2014	Dattly • Open-source software with various psychological tools • http://www.dattly.org
