Katrina M. Fincher

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ACADEMIC & EMPLOYMENT HISTORY

2015   **Columbia Business School**
        Postdoctoral Research Scholar, Management Division
        Postdoctoral Advisor: Michal W. Morris

2015   **University of Pennsylvania,** Ph.D. in Psychology
        Dissertation: *Perceptual Dehumanization*
        Dissertation Advisor: Philip E. Tetlock
        Dissertation Committee: Paul Rozin, Jon Baron, Barb Mellers & Rob Kurzban

2008   **University of Pennsylvania,** B.A. in Psychology & Anthropology, 2008
        Thesis: *The Attentional Costs of Self- Focus.*
        Undergraduate advisors: Amishi P. Jha & Paul Rozin

RESEARCH INTEREST

I study morality, cognition, and perception. My research explores the psychological mechanisms which both enable kindness and allow cruelty within a single person. My primary research project explores humanizing or dehumanizing modes of visual perception and links these modes of visual perception to changes in feelings and behavior.

PUBLICATIONS

Fincher, K.M., Tetlock, P. E. & Morris, M.W**.** (In press) Interfacing with Faces: Perceptual Humanization and Dehumanization, *Current Directions in Psychological Science*

Fincher, K. M., & Morris, M.W. (2017). Another Look: Three Distinct Processes Define Social-Perceptual Effects. *Psychological Inquiry,.* 27 (4), 306-309

Fincher, K. M., & Tetlock, P. E. (2016). Perceptual dehumanization of faces is activated by norm violations and facilitates norm enforcement. *Journal of Experimental Psychology: General*, 145(2).

Fincher, K. M., & Tetlock, P. E. (2015). Brutality Under Cover of Ambiguity Activating, Perpetuating, and Deactivating Covert Retributivism. *Personality and Social Psychology Bulletin*, 41(5), 629-642.

Tetlock, P.E. & **Fincher, K.M.**, (2014) Social Functionalism. "Theory and Explanation in Social Psychology." Guilford Press, New York

Baron, J., Scott, S., **Fincher, K.,** & Metz, S. E. (2015). Why does the Cognitive Reflection Test (sometimes) predict utilitarian moral judgment (and other things)?. *Journal of Applied Research in Memory and Cognition*, 4(3), 265-284.

Mellers B, Ungar L, Baron J, Ramos J, Gurcay B, **Fincher K.M**., Scott S.E., Moore D, Atanasov P, Swift SA, Murray T, Stone E, & Tetlock, P (2014). Psychological strategies for winning a geopolitical forecasting tournament. *Psychological Science*, 25(5), 1106-1115.

Hormes, J. M., Rozin, P., Green, M. C., & **Fincher, K**. (2013). Reading a book can change your mind, but only some changes last for a year: food attitude changes in readers of The Omnivore's Dilemma. *Frontiers in Psychology*, 4.

Mellers, B., & **Fincher, K.M**.(2013) Surprise: A belief or an emotion? *Progress in Brain Research*, Vol. 202, Amsterdam: The Netherlands, 2013, pp. 3-19

Rozin, P., **Fincher, K.M.,** Guillot, L,.,Rozin, A., & Tsukayama, E. (2013). Glad to be sad, and other examples of benign masochism. *Judgment & Decision Making*, 8(4).

Fedotova, N., **Fincher, K.M.**, Goodwin, G., & Rozin P. (2012) How Much Do Thoughts Count?: Preference for Emotion versus Principle in Judgments of Antisocial and Prosocial Behavior. *Emotion Review.*

Rozin, P., Haidt, J., & **Fincher, K.M**. (2009). From oral to moral. *Science*, 323, 1179-1180

Allison K. C., Paré E, Cicco Barker J, Kavanaugh K**, Fincher, K.**, Sarwer DB. Predicting excess weight gain among overweight pregnant women: the PoEMS study. *Journal of Women's Health* 2007; 16:1102, P-20.

MANUSCRIPTS UNDER REVIEW OR REVISION

Fincher, K.M., Avoiding eye contact (perceptually) dehumanizes: Visual attention mediates the social modulation of face-typical processing, under revision *Journal of Experimental Psychology: General*

Morris, M.W., Savani, K. & **Fincher, K.M.,** Absorbing Foreign Norms from Experiential Feedback: The Critical Role of Implicit Metacognition, under revision *Journal Personality and Social Psychology*

Fincher, K.M., Tetlock, P.E. & Baron, J., Humanizing and (perceptually) Dehumanizing Moral Choices, under revision *Journal Personality and Social Psychology*

Fincher, K.M., & Tetlock, P.E., Blindfolding, Perceptual Dehumanization and Tolerance for State-Sanctioned Killing, Under revision *Proceedings of the National Academy of Science*

Fincher, K.M., & Tetlock, P.E. Perceptual Humanization: Redirection of Visual Attention to Faces Reduces Discrimination, under review

Fincher, K.M. Prominent Pupils Produce Partnerships: Sclera-Iris Contrast Increases Trust, under review

Fincher, K.M., Barasch, A. & Kurzban R. The Object of Fantasy: Point of View in Visual Fantasy, under revision

Fincher, K.M., & Rozin, P. The Case for Clothing: Clothing is a Major Component of First Impressions, and may be Processed in Parallel with Race to Determine First Impressions, under review

Savani, K., Morris, M. W., **Fincher, K.M.**, Lu, G., & Kaufman, S. B. (in preparation). Relationship between ⌑implicit learning processes and cultural learning, in preparation

SELECTED WORKS IN PROGRESS

Perceptual Humanization: Perceptual anthropomorphism of objects (with Paul Rozin)
* Results suggest that attributing minds to objects leads to the adaptation of person typical (visual) perceptual processes.

Effects of perceptual dehumanization in negotiations (with Michal Morris and Phil Tetlock)
* Results suggest perceptual dehumanization improves performance in zero-sum negotiations and harms performance in non-zero sum negotiations.

The Dynamics of Face Perception: How Changes in Face Processing Shape Social Dynamics (with Michael Morris)
* Examines how the process of perceptual dehumanization unfolds over time and influences feelings of interaction justice and receptivity to feedback.

Perceptual dehumanization and Self-objectification, working project (with Rob Kurzban and Alix Barasch)
* Results suggest that many feminine consumer products attenuate perceptual processing of female faces and that women prefer advertisements that perceptually dehumanize the model.

Sacred Preferences: Are values really values? (with Michael Morris and Barb Mellers)
* Results suggest that sacred values are partially shaped by perceived consensus even though people believe it is immoral for other's beliefs to influence support for sacred values.

The language of cultural learning (with Krishna Savani and Micahel Morris)

- Test for differences in the communication and learning of injunctive and descriptive norms.

SELECTED CONFERENCE PRECEDINGS & PRESENTATIONS

INVITED TALKS

University of San Diego, Department of Psychology (March, 2017)

University of Chicago, Booth School of Business, Center for Decision Research (January, 2017)

Princeton University, Department of Psychology (December, 2016)

Cornell University, Department of Psychology (December, 2016)

Stanford University, Graduate School of Business, Organization Behavior (December, 2016)

Yale University, School of Management, Organizational Behavior (November, 2016)

Northwestern University, Kellogg School of Management, Management and Organizations (November, 2016)

Columbia University, Graduate School of Business, Management (April, 2015)

CHAIRED SYMPOSIUM

Fincher, K.M. Is Anything Sacred Anymore? , APS 2017 Chaired Symposium

Fincher, K.M. & Gundamir, S Molding Diversity: How Multi-ethnic Environments Shape Us and are Shaped by Us, ICPS Chaired Symposium

Fincher, K.M., What Underlies the Banality of Evil?: Automatic Mechanisms Facilitate Harm, APS 2016 Chaired Symposium

REFEREED CONFERENCE PRESENTATIONS

Fincher, K.M., Seemingly Sacred Values and Perceived Consensus , APS 2017

Fincher, K.M., Mechanisms of Social Norm Learning, ICPS 2016

Fincher, K.M., Perceptual Dehumanization, APS 2016

Fincher, K.M., Perceptual Humanization: Redirection of Visual Attention to Faces Reduces Discrimination, SPSP GRIP Preconference 2016

Fincher, K.M., Avoiding eye contact (perceptually) dehumanizes: Visual attention mediates the social modulation of face-typical processing, SPSP 2016

Fincher, K.M., Perceptual Dehumanization of Faces Inhibits the Empathic Response, SPSP 2015

Fincher, K.M., Perceptual Dehumanization of Faces Is Activated by Norm Violations and Facilitates Norm Enforcement, Morality Preconference SPSP 2014

Fincher, K.M., Perceptual Dehumanization Facilities Utilitarian Actions, SJDM 2014

Fincher, K.M., Taking pleasure in pain: Why good people enjoy punishing, SPUDM 2013

Fincher, K. Sacralization and Group Entification: Shared Values Strengthen In-group Love, SPUDM 2013

Fincher, K.M., A Tale of Two Processes: Multi-method Evidence of the Separability of Punitiveness and Forgiveness Judgments, Accepted Talk, SJDM 2013

Fincher, K.M.,. When Good Traits Go Bad: Core versus Conditional Character Traits Poster at SPSP, January 2011

Fincher, K.M., Examining the Costs of Self- Focused Attention. Poster presented at CNS, Spring 2008

TEACHING EXPERIENCE

HEAD TEACHING ASSISTANT, UNIVERSITY OF PENNYSVANIA
>Spring 2013: Judgment and Decision Making with Dr. Barb Mellers
>Spring 2012: Political Psychology with Dr. Philip Tetlock

TEACHING ASSISTANT, UNIVERSITY OF PENNYSVANIA
>Fall 2014: Forecasting and Decision Making with Dr. Philip Tetlock
>Fall 2013: Behavioral Economics and Psychology with Dr. Jason Dana
>Fall 2012: Cognitive Neuroscience with Dr. Russel Epstein
>Spring 2011: Social Psychology with Dr. Geoffrey Goodwin
>Fall 2011: Introduction to Experimental Psychology with Dr. Paul Rozin

AWARDS & HONOR

2016	Mortimer D. Sackler Summer Institute in Neuroscience and Law
2010–2015	Russell Ackoff Student Research Fellowship, Risk Management and Decision Processes Center, The Wharton School (Total Awards: $17,500)
2009–2015	Mellon Fellowship, Department of Psychology University of Pennsylvania (Total Awards: $280,000)
2013–2015	Benjamin Franklin Summer Fellowship Department of Psychology, University of Pennsylvania (Total Awards: $6,300)
2013	Diversity Fund Travel Fellowship Society for Personality and Social Psychology (Total Award, $500)
2011	Fellowship, University of Pennsylvania Neuroscience Bootcamp University of Pennsylvania

REVIEWING EXPERIENCE

ADHOC REVIEWING EXPERIENCE
>Journal of Experimental Psychology: General
>Personality and Social Psychology Bulletin
>Journal of Experimental Social Psychology
>European Journal of Social Psychology
>British Journal of Social Psychology
>Cognition
>Evolution and Human Behavior
>Judgment and Decision-making
>Chemical Sense
>Political Psychology Journal

REVIEWING EXPERIENCE

PROFESSIONAL SOCIETIES

Association for Psychological Science
Society for Judgment and Decision Making
Society for Personality and Social Psychology
National Latina/o Psychological Association
Academy of Management

REFERENCES

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Leonore Annenberg University Professor in Democracy and Citizenship
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