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Michel J. J. Handgraaf

November 2014

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Education

2014 Professional in PhD supervision
1997-2003 Doctorate: 'Self-Interest and Other-oriented motives in Social Decision Making: An ultimatum bargaining perspective.' Supervisors: Prof.dr. H. A. M. Wilke, Prof. dr. Eric van Dijk and Dr. Riël Vermunt (Leiden University, The Netherlands). Successfully defended February 11th 2004.
1997-2000 Kurt Lewin Graduate Institute
1991-1997 Psychology (undergrad.) University of Amsterdam, Amsterdam, The Netherlands. Graduated in Social Psychology, January 1997

Professional experience

2011-now **Associate Professor**
Wageningen University, Economics of Consumers and Households (ECH).
2011-now **Science and Education coordinator**
Off4Firms, Climate KIC.
2008-now **Principal Investigator**
CRED, Center for Research on Environmental Decisions, Columbia University, New York
2006-2011 **Assistant Professor**
University of Amsterdam, dept. Work & Organizational Psychology.
2007-2008 **Affiliate Researcher**
CRED, Center for Research on Environmental Decisions, Columbia University, New York.
Aug-Dec 2006 **Visiting Scholar**
Columbia University (New York), with Prof. Elke Weber at the Center for Research on Environmental Decisions (CRED) and the Dept. of Psychology.
2005-2006 **Postdoctoral Fellow**
University of Amsterdam, Faculty of Social & Behavioral Sciences, dept. Work & Organizational Psychology.
2004 **Assistant Professor**
Tilburg University, Faculty of Social Sciences, dept. Economic & Social Psych.
2001-2004 **Postdoctoral Fellow**
Tilburg University, Faculty of Social Sciences, dept. Economic & Social Psych.
1997-2001 **Research Fellow** (Ph.D-project)
Leiden University, Faculty of Social Sciences, dept. of Social and Organizational Psych. Project: 'Self-Interest and Other-oriented motives in Social Decision Making: An ultimatum bargaining perspective.' Advisors: Prof. Henk Wilke, Prof. Riel Vermunt & Prof. Eric van Dijk.

Teaching

2014-now	Supervisor of a Ph.D student (A. Griffioen) 'Saving energy when others pay the bill.'
2012-now	Behavioral and Experimental Economics (Master/PhD course)
2012-now	Consumer Decision Making (3 rd year/Master)
2011-now	Supervisor of a Ph.D student (J. van Beek) 'Differential effects of time orientation for hedonic versus utilitarian food and physical activity.'
2000-now	Supervisor for Bachelor and (research) Masters theses and Internships.
2009	Basic Qualification for Teaching; Basis Kwalificatie Onderwijs (BKO).
2008-2011	First year course 'Introduction to Work and Organizational Psychology' (500+ students); Development and Teaching.
2007-2011	Supervisor of a Ph.D student (S. Shalvi) 'The avoidance of Moral Decisions'.
2005-2011	Supervisor of a Ph.D student (Ilona McNeill) 'Constructive delay and decision avoidance in a temporal context'.
2005-2011	Master course 'Judgment and Decision Making in Organizations'; Development and Teaching.
2007	Master course 'Organization Research'
2007	Bachelor course 'Organizational Change'
2002-2005	3rd year course 'Psychological Economics'; Development and Teaching.
1999-2005	Supervisor for 2 nd /3 rd year Research Projects.
2003	'Macromedia Authorware 6 for PC: Programming experiments for the Social Sciences'; Development and Teaching.
2000	Professor for a 3rd year course 'Applied Group Dynamics' (workgroups).
2000	Professor for a 3rd year course 'Cognitive Social Psychology' (Lectures and workgroups).
1998	Teacher 'Using Authorware 3.0 for programming experiments'.

Professional activities and committees

International

- Board Member (Secretary/Treasurer) European Association for Decision Making, EADM (2011-now).
- Member of the organizing committee: International Conference – IAREP/SABE Wageningen University, July 2016.
- Member of the organizing committee: International Conference - Cooperation or Conflict? Economics of natural resources and food. Wageningen University, May 2013.
- Center for Research on Environmental Decisions - CRED (2009). *The Psychology of Climate Change Communication: A Guide for Scientists, Journalists, Educators, Political Aides, and the Interested Public*. New York.; co-author
- DMIDI.net (Decision Making Individual Differences Inventory; co-developer).
- Member of Dissertation Committee Kirstin Appelt (Columbia University, NY, USA, 2009).
- Editor of the special issue: Tilburg Symposium on Psychology and Economics: Games and Decisions (2005) *Journal of Economic Psychology*, 2, 387-468.
- Organizer of the international 'Tilburg Symposium on Psychology and Economics: Games and Decisions.' (2003 & 2004).
- Organizer of the 2002 ASPO Summer symposium on Economic Psychology, Theme: Social Decision Making, Economic and Psychological Perspectives.
- Reviewer for:

○ Academy of Management Science	○ Journal of Behavioral Decision Making
○ Basic and Applied Social Psychology	○ Journal of Economic Psychology
○ British Journal of Management	○ Journal of Personality and Social Psychology
○ British Journal of Social Psychology	○ Judgment and Decision Making
○ Bulletin for the American Meteorological Society	○ Management Science
○ European Journal of Social Psychology	

- Organizational Behavior and Human Decision Processes
- Small Group Research
- Social Justice Research
- NSF; NWO; ASPO; WAOP

Other activities and committees

- Chair of the committee for data management policy – Section Economics
- Member of the WASS committee Scientific Integrity and data management
- Organizer of the weekly lunchcolloquia at ECH, Wageningen University
- Labcoordinator Work & Organizational Psychology (2009-2011)
- Organizer of the weekly seminars of the department of Work and Organizational Psychology at the University of Amsterdam (2005 & 2006)
- Organizer of the weekly seminars of the department of Economic and Social Psychology at Tilburg University (2003 & 2004)
- Labcoordinator Economic & Social Psychology, Tilburg University (2001-2004)
- Member of the committee for research in Social and Organizational Psychology, Leiden University (1999-2001)
- Labcoordinator Social and Organizational Psychology, Leiden University (1998-2001)
- Member/chair of the committee for the ASPO dissertation award (1998-1999)

Publications

Articles accepted in international journals

- Jannette van Beek, Gerrit Antonides, & Michel J. J. Handgraaf (2013). Eat now, exercise later: The relation between consideration of immediate and future consequences and healthy behavior. *Personality and Individual Differences*, 54, 785-791. Q2, IF = 1.9.
- Handgraaf, M.J.J., Van Lidth de Jeude, M., & Appelt, K. C. (2013). Public praise versus private pay: Effects of feedback and rewards on energy conservation in the workplace. *Ecological Economics*, 86, 86-92. Q1, IF = 2.71.
- Shalvi, S., Reijseger, G., Handgraaf, M. J. J., Appelt, K. C., Ten Velden, F. S., Giacomantonio, M., & De Dreu, C. K. W. (2013). Pay to Walk Away: Prevention Buyers Prefer to Avoid Negotiation. *Journal of Economic Psychology*, 38, 40-49. Q2, IF = 1.07.
- De Dreu, C. K. W., Shalvi, S., Greer, L. L., Van Kleef, G. A., & Handgraaf, M. J. J. (2012). Oxytocin Motivates Non-Cooperation in Intergroup Conflict to Protect Vulnerable In-Group Members. *PLoS ONE* 7(11), e46751. Q1, IF = 4.1.
- Handgraaf, M. J. J., Schuette, P., Yoskowitz, N. A., Milch, K. F., Appelt, K. C., & Weber, E. U. (2012). Web conferencing as a viable alternative method to face-to-face interaction in group decision making research. *Judgment and Decision Making*, 7 (5), 659-668. Q1, IF = 2.62.
- De Dreu, C. K. W., Greer, L. L., Handgraaf, M. J. J., Shalvi, S., Van Kleef, G. A. (2012). Oxytocin Modulates Selection of Allies in Intergroup Conflict. *Proceedings of the Royal Society B.*, 279, 1150-1154. Q1, IF = 5.1.
- Murphy, R. O., Ackermann, K. A., & Handgraaf, M. J. J. (2011). Measuring Social Value Orientation. *Judgment and Decision Making* 8, 771-781. Q1, IF = 2.62.
- Kirstin C. Appelt, Kerry F. Milch, Michel J. J. Handgraaf, and Elke U. Weber (2011). Decision Making Individual Differences Inventory and Review: Guidelines and Tools for the Use of Individual Differences in Judgment and Decision-Making Research. *Judgment and Decision Making*, 6(3), 252-262. Q1, IF = 2.62
- Shalvi, S., Handgraaf, M.J.J. & De Dreu, C.K.W. (2011). People Avoid Situations That Enable Them to Deceive Others. *Journal of Experimental Social Psychology*, 47, 1096-1106. Q1, IF = 2.24.
- Shalvi, S., Shenkman, G., Handgraaf, M.J.J., & De Dreu, C. K.W. (2011). The Danger of Unrealistic Optimism: Linking Caregivers' Perceived Ability to Help Victims of Terror With Their Own Secondary Traumatic Stress. *Journal of Applied Social Psychology*, 41, 2656-2672. Q4, IF = 0.67.

- De Dreu, C. K. W., Greer, L. L., Van Kleef, G. A., Shalvi, S., & Handgraaf, M. J. J. (2011). Reply to Chen et al.: Perhaps goodwill is unlimited but oxytocin-induced goodwill is not. *Proceedings of the National Academy of Science*, *108*, E46. Q1, IF = 9.4.
- De Dreu, C. K. W., Greer, L. L., Van Kleef, G. A., Shalvi, S., & Handgraaf, M. J. J. (2011). Oxytocin promotes human ethnocentrism. *Proceedings of the National Academy of Sciences*, *108*, 1262-1268. Q1, IF = 9.4.
- Bohns, V. K., Handgraaf, M. J. J., Sun, J., Aaldering, H., Mao, C., & Logg, J. (2011). Are Social Prediction Errors Universal? Predicting Compliance with a Direct Request across Cultures. *Journal of Experimental Social Psychology*, *47*, 676-680. Q1, IF = 2.24.
- Shalvi, S., Dana, J., Handgraaf, M.J.J & De Dreu, C.K.W. (2011). Justified Ethicality: Observing Desired Counterfactuals Modifies Ethical Perceptions and Behavior. *Behavior and Human Decision Processes*, *115*, 181-190. Q1, IF = 2.55.
- Shalvi, S., Baas, M., Handgraaf, M.J.J. & De Dreu, C.K.W. (2011). When should we submit our papers? Reply to Hartley. *Learned Publishing*, *24*, 33-34. Q3, IF = 0.72.
- Shalvi, S., Handgraaf, M.J.J. & De Dreu, C.K.W. (2011). Ethical Maneuvering: Why People Avoid both Major and Minor Lies. *British Journal of Management*, *22*, S16–S27. Q2, IF = 1.52.
- De Dreu, C. K. W., Greer, L. L., Handgraaf, M. J. J., Shalvi, S., Van Kleef, G. A., Baas, M., Ten Velden, F. S., Van Dijk, E., & Feith, S. W. W. (2010). The neuropeptide oxytocin regulates parochial altruism in intergroup conflict among humans. *Science*, *Vol. 328*, no. 5984, 1408 - 1411. Q1, IF = 29.75.
- Shalvi, S., Baas, M., Handgraaf, M.J.J. & De Dreu, C.K.W. (2010). Write when Hot Submit when Not: seasonal bias in peer review or acceptance? *Learned Publishing*, *23*, 117-123. Q3, IF = 0.72.
- Milch, K.F., Weber, E.U., Appelt, K.C., Handgraaf, M.J.J. & Krantz, D.H. (2009). From individual preference construction to group decisions: framing effects and group processes. *Organizational Behavior and Human Decision Processes*, *208*, 242-255. Q1, IF = 2.55.
- Handgraaf, M. J. J., Van Dijk, E., Vermunt, R. C., Wilke, H. A. M. & De Dreu, C. K. W. (2008). Less power or powerless? Egocentric empathy gaps and the irony of having little versus no power in social decision making. *Journal of Personality and Social Psychology*, *vol. 95*, 1136-1149. Q1, IF = 4.73.
- Handgraaf, M. J. J., & van Raaij, W. F. (2005). Fear and loathing no more: the emergence of collaboration between economists and psychologists. The Tilburg Symposium on Psychology and Economics: Games and Decisions. *Journal of Economic Psychology*, *26*, 387-391. Q1, IF = 1.47.
- Handgraaf, M. J. J., Van Dijk, E., Wilke, H. A. M., & Vermunt, R. C. (2004). Evaluability of Outcomes in Ultimatum Bargaining. *Organizational Behavior and Human Decision Processes*, *95*, 97-106. Q1, IF = 2.55.
- Van Dijk, E., De Cremer, D., & Handgraaf, M. J. J. (2004). Social value orientations and the strategic use of fairness in ultimatum bargaining. *Journal of Experimental Social Psychology*, *40*, 697-707. Q1, IF = 2.24.
- Handgraaf, M. J. J., Dijk, E. van, Vermunt, R. & Wilke, H. A. M. (2003). The Salience of a Recipient's Alternatives: Inter- and Intrapersonal Comparison in Ultimatum Games. *Organizational Behavior and Human Decision Processes*, *90*, 165-177. Q1, IF = 2.55.
- Handgraaf, M. J. J., Van Dijk, E., & De Cremer, D. (2003). Social utility in ultimatum bargaining. *Social Justice Research*, *16*, 263-283.

Reports/working papers

- Van Lidth de Jeude, M., Noach, C., & Handgraaf, M. (2014). Energiebesparing: De relatie tussen verbruiksgedrag en investeren. Ecofys, in opdracht van: Rijksdienst voor Ondernemend Nederland.
- Handgraaf, Michel, Johannes Manser, Marije Cornielje and Ellin Lede (2013): How firms can use psychology to create successful energy conservation interventions. A literature

review. Climate KIC – Off4Firms Deliverable D1.2.

<http://www.off4firms.ethz.ch/index.php/overview/publications/>

Manser, Johannes, Michel Handgraaf, Renate Schubert, Elisabeth Gsottbauer, Marije Cornielje and Ellin Lede (2013). Accelerating CO₂-Emission Reductions via Corporate Programmes: Analysis of Employees' Assessments of an existing Programme. Climate KIC – Off4Firms Deliverable D1.4.

<http://www.off4firms.ethz.ch/index.php/overview/publications/>

Gerigk, Joschka, Katja S. Halbritter, Michel J.J. Handgraaf, Johannes Manser, Markus Ohndorf and Renate Schubert (2012): The Current Climate and Energy Policy in the EU and in Switzerland. Climate KIC – Off4Firms Deliverable D1.3.

<http://www.off4firms.ethz.ch/index.php/overview/publications/>

Articles under review & in preparation

Handgraaf, M., Van Lidth de Jeude, M., & Noach, C. The relationship between curtailment and investment behavior for energy conservation: A national survey. *In preparation (see working papers)*.

Handgraaf, M., Manser, J., Hardisty, D., & Schubert, R. How firms can use psychology to create successful energy conservation interventions. A literature review. *In preparation (see working papers)*.

Jannette van Beek, Gerrit Antonides, & Michel J. J. Handgraaf. Effects of time orientation and construal level on eating and exercising behaviour. *Under review*.

Turley, T., Handgraaf, M.J.J., Voors, M., & Shalvi, S. Lying with bonuses and earnings in Sierra Leone. *In preparation*.

Manser, J., & Handgraaf, M. Determinants of successful company CO₂ reduction programmes: a survey on existing programs. *In preparation (see working papers)*.

Handgraaf, M., & Cornielje, M. Companies' willingness to invest in employee CO₂ reduction: a qualitative analysis. *In preparation*.

Handgraaf, M. J. J. The effects of social value orientation and empathy on ultimatum offers under different power conditions. *In preparation*.

Van Voorst, R., & Handgraaf, M.J.J. Coping with floods in a riverbank-settlement in Jakarta, Indonesia: An interdisciplinary approach to human actor's responses to uncertain normality. *In preparation*.

Dissertation

Handgraaf, M. J. J. (2002). Self-Interest and Other-oriented motives in Social Decision Making: An ultimatum bargaining perspective. *Successfully defended: February 11 2004*.

Dutch articles, reports and chapters.

Van Lidth de Jeude, M., Noach, C., & Handgraaf, M. (2014). Energiebesparing: De relatie tussen verbruiksgedrag en investeren. Ecofys, in opdracht van: Rijksdienst voor Ondernemend Nederland.

Antonides, G. en M. Handgraaf (2013) Gedragseconomie in natuur- en milieubeleid. *ESB*, 98(4672S), 10–20.

Shalvi, S., Dana, J., Handgraaf, M.J.J, De Dreu, C.K.W. & Roskes, M. (2011).

Gerechtaardigde leugens: Waar Trekken we de Lijn? In Press at *ASPO jaarboek*.

Handgraaf, M. (2001). Eerlijkheid en eigenbelang bij de verdeling van schaarse middelen. In: N. Ellemers, E. van Dijk & A. Wit (Eds.), *Lof der sociale psychologie* (pp. 165-177). Houten: Bohn Stafleu Van Loghum.

Jonker, J., Handgraaf, M. J. J., van Dijk, E., Wilke, H. A. M., & Vermunt, R. (2001). De invloed van machtsverschillen op de verdeling van schaarse middelen in ultimatum spellen. In: Stapel, D, Martijn, C. G., Dijk, E. van, & Dijksterhuis, A. (Eds.), *Fundamentele Sociale Psychologie: Deel 15*. (pp. 81-90). Delft: Eburon.

Handgraaf, M. J. J., van Dijk, E., Wilke, H. A. M., & Vermunt, R. (1999) De saillantie van alternatieven in Ultimatum Spellen. In: D. van Knippenberg, C. K. W. De Dreu, C. Martijn

& C. Rutte (Eds.), *Fundamentele Sociale Psychologie Deel 13*, (pp. 196–207). Tilburg: Tilburg University Press.

Selected presentations

- Science Cafe Wageningen: Science for a Circular Economy (May 23, 2013). Presentations and Discussion between Prof. dr. Louise Vet and Dr. Michel Handgraaf. Cafe Loburg, Wageningen. <http://sciencecafewageningen.nl/>
- Handgraaf, M. J. J. (2012, 2013, 2014). The Psychology of Decision-making under Uncertainty. Invited lecture in the Climate-KIC summerschool – the Journey. Wageningen, Netherlands.
- Handgraaf, M.J.J. (2013, 2014). Why We Fail at Solving Climate Change: Behavioral Aspects. Invited lecture in Beta-Gamma Course Cognition, University of Amsterdam.
- Handgraaf, M. J. J., Broad, K. & Auster, P. (2011). *Follow-up Session on Environmental Decision-making under Uncertainty: Climate, Fisheries and Protected Areas*. Invited workshop at 2011 PEW Fellows Program Annual Meeting, Key Largo, USA (November).
- Handgraaf, M. J. J., Broad, K., Attari, S., & Hill, A. (2011). Energy and Climate Change: Climate Change As a Cultural Issue. Panel at the Society for Environmental Journalists Annual Conference, Miami, USA (November).
- Handgraaf, M. J. J., Van Lidth de Jeude, M. & Appelt, K. C. (2011). Private Payment versus Public Praise: Effects of reward type on energy conservation. Invited talk at ETH Zurich, Switzerland (May).
Invited talk at 3TU Spring School, Rotterdam, Netherlands (April).
Invited talk at Leiden University, Netherlands (March).
Invited talk at Wageningen University, Netherlands (Februari).
Conference talk at SPUDM 23, Kingston, UK (August).
Conference talk at 9th biennial conference on Environmental Psychology, Eindhoven, Netherlands (September).
- Handgraaf, M. J. J. (2011). Wat Beweegt Amsterdammers? Invited talk at Kennis voor de Stad, Amsterdam, Netherlands (April).
- Handgraaf, M. J. J. (2010). Environmental Decision-making under Uncertainty: Climate, Fisheries and Protected Areas. Invited talk at 2010 PEW Fellows Program Annual Meeting, Sant Feliu, Spain.
- Handgraaf, M. J. J., Van Lidth de Jeude, M. & Appelt, K. C. (2010). Private Payment versus Public Praise: Effects of reward type on energy conservation. IAREP, Koln, Germany.
- Handgraaf et al. (2008). Environmental Decision-Making by Groups and Individuals: a progress report. Invited talk at Columbia University, NY.
- Handgraaf (2008). The Effects of Power, Moral Sentiments and Role-focus on Negotiation. Invited talk at the Seminar on Negotiation Research and Training in the Netherlands at Clingendael, the Hague.
- Handgraaf, De Dreu, Van Dijk, Vermunt, & Wilke (2007) Less Power or Powerless: Egocentric Empathy Gaps and the Irony of Having Little versus No Power in Social Decision Making. Invited talk at the KLI Power symposium, sept 2007, Amsterdam.
- Handgraaf & Murphy (2007). *Measuring Social Value Orientation*. Talk at the 12th International Conference on Social Dilemmas, Seattle, USA.
- Handgraaf, Van Dijk, Vermunt, Wilke, & De Dreu (2006). Less Power or Powerless: Paradoxical Preferences & Offers for Low- vs. No-Power Agents in Ultimatum Games. Invited talk at Columbia University, New York, USA.
Invited talk at University of Illinois, Champaign, USA.
Invited talk at the Fuqua School of Business (Duke University), Raleigh/Durham, USA.
- Handgraaf, M. J. J., & Mulder, L. B. (2005). *Unraveling Sanctioning Systems: The effects of fuzzy vs. specific rules and punishments on social dilemm behavior*. Talk at the tilburg symposium on psychology and economics, Tilburg, The Netherlands.

- Handgraaf, M. J. J., & Mulder, L. B. (2005). *On Specific Laws and Fuzzy Fines: The effects of rule and punishment specificity on cooperation in social dilemmas*. Talk at the EAESP conference in Würzburg, Germany.
- Handgraaf, M. J. J. (2004). *Self-Interest and Other-oriented motives in Social Decision Making: An ultimatum bargaining perspective*. Invited talk in the seminar series 'Multidisciplinary approaches to human decision making' at the Center for Decision Sciences, Columbia University, New York, USA.
- Handgraaf, M. J. J., van Dijk, E., Wilke, H. A. M., & Vermunt, R. (2002). *The Salience of a Recipient's Alternatives and the Evaluability of Outcomes: Inter- and Intrapersonal Comparison in Ultimatum Games*. Talk at the 'Behavioral Decision Making Research in Management' conference, Chicago, USA.
- Handgraaf, M. J. J., van Dijk, E., Wilke, H. A. M., & Vermunt, R. (1998). *The salience of alternatives within Ultimatum Games*. Talk at the 'Conference on Decision-Making in Theory and Practice of the Economic & Social Research Council'. Oxford, England.

Communications to lay audiences and outside own academic field: Publications

- Center for Research on Environmental Decisions - CRED (2009). *The Psychology of Climate Change Communication: A Guide for Scientists, Journalists, Educators, Political Aides, and the Interested Public*. New York.; co-author <http://cred.columbia.edu/guide>

Collaboration with field partners

- Topsector Energie programma STEM (Samenwerken Topsectoren Energie en Maatschappij) - Saving energy when others pay the bill: field experiments about behavioral aspects of energy conservation in student housing and hotels / Energie besparen als anderen de rekening betalen: een veldexperiment naar gedragsaspecten van energiebesparing in studentenwoningen en hotels. Project lead. Partners: The Student Hotel and Bectro Installatietechniek.
- De relatie tussen verbruik- en investeringsgedrag ('the relationship between energy consumption and investment behavior'). Project subsidized by AgentschapNL. Project lead: Ecofys.
- EIT/Climate KIC - KnowCarbon: Collaboration with The Carbon Disclosure Project (Berlin) and Southpole Carbon (Zurich).
- EIT/Climate KIC - Off4Firms: Collaboration with ETH Zurich, Southpole Carbon (Zurich) and SwissRe (Zurich).
- Amsterdam Smart City (<http://www.amsterdamsmartcity.nl>): Ongoing collaboration on several projects focusing on smart energy meters and behavioral interventions for a sustainable city.
- Kennis voor de stad ('knowledge for the city'; <http://www.kennisvoordestad.nl>). Collaboration with Free University of Amsterdam and City of Amsterdam to improve environmental policy.
- People Powered Energy Company: Collaboration with ENVIU on an initiative for publicly owned green energy generation (<http://www.enviu.org/?ac=project+detail-105-1&psum=1235>)

Presentations for other disciplines/for lay audience

- Science Cafe Wageningen: Science for a Circular Economy (May 23, 2013). Presentations and Discussion between Prof. dr. Louise Vet and Dr. Michel Handgraaf. Cafe Loburg, Wageningen. <http://sciencecafewageningen.nl/>
- Handgraaf, M. J. J. (2012 & 2013). The Psychology of Decision-making under Uncertainty. Invited lecture in the Climate-KIC summerschool – the Journey. Wageningen, Netherlands.
- Handgraaf, M.J.J. (2013). Why We Fail at Solving Climate Change: Behavioral Aspects. Invited lecture in Beta-Gamma Course Cognition, University of Amsterdam.
- Handgraaf, M. J. J., Broad, K., Attari, S., & Hill, A. (2011). Energy and Climate Change: Climate Change As a Cultural Issue. Panel at the Society for Environmental Journalists Annual

- Conference, Miami, USA. <http://www.sej.org/initiatives/sej-annual-conferences/AC2011-coverage>
- Handgraaf, M. J. J., Broad, K. & Auster, P. (2011). *Follow-up Session on Environmental Decision-making under Uncertainty: Climate, Fisheries and Protected Areas*. Invited talk at 2011 PEW Fellows Program Annual Meeting, Key Largo, USA.
- Handgraaf, M. J. J. (2010). *Environmental Decision-making under Uncertainty*. Invited talk at the City of Amsterdam, office of the Secretary of 'Stadsdeel Centrum'.
- Handgraaf, M. J. J., Van Lidth de Jeude, M. & Appelt, K. C. (2011). *Private Payment versus Public Praise: Effects of reward type on energy conservation*. Invited talk at 3TU, Rotterdam, Netherlands.
- Handgraaf, M. J. J. (2011). *Wat Beweegt Amsterdammers?* Invited talk at Kennis voor de Stad, Amsterdam, Netherlands.
- Handgraaf, M. J. J. (2010). *Environmental Decision-making under Uncertainty: Climate, Fisheries and Protected Areas*. Invited talk at 2010 PEW Fellows Program Annual Meeting, Sant Feliu, Spain.
- Handgraaf (2008). *The Effects of Power, Moral Sentiments and Role-focus on Negotiation*. Invited talk at the Seminar on Negotiation Research and Training in the Netherlands at Clingendael, the Hague.
- Handgraaf (2007). *Geld! Onderhandelen en Verdelen*. Interactive workshop at the NWO Sign of the Times festival, The Hague, Netherlands.
http://www.nwo.nl/nwohome.nsf/pages/NWOP_6DTE25

Media Coverage (selected)

- "Agentschap.nl – Jury De Knop Om": <http://www.agentschapnl.nl/programmas-regelingen/de-jury>
- "Can psychology overcome a climate of resistance?" **Nature News blog**, featuring appearance on climate change Panel at the Society for Environmental Journalists Annual Conference, Miami, USA. http://blogs.nature.com/news/2011/10/psychological_engineering_and.html
- "Depth of the Kindness Hormone Appears to Know Some Bounds" **New York Times**; Article featuring PNAS 2011 article on oxytocin. 10-1-2011.
<http://www.nytimes.com/2011/01/11/science/11hormone.html>
- "The Prickly Side of Oxytocin " SciencInsider News of the week editorial; 11-6-2010.
<http://www.sciencemag.org/content/328/5984/1343.1.full>
- "Why isn't the brain green?" Interviewed as part of full article in the **New York Times** Green Issue about CRED; 16-4-2009. <http://www.nytimes.com/2009/04/19/magazine/19Science-t.html>
- "Weet wat je koopt – Klimaatspecial". Short appearance as expert, Ned. 2, 7-12-2009.
- "Machteloosheid kan best lonen" **De Volkskrant**, Interview about dissertation, 14-02-2004.

Affiliations

Center for Research on Environmental Decisions (CRED), Columbia University, New York (PI)
 Society for Judgment and Decision Making (SJDM)
 European Association for Decision Making (EADM, Board member)
 Wageningen School of Social Sciences (WASS), fellow.
 Wageningen Young Academy (WYA).

Grants and Awards

Under consideration

- Topsector Maatschappelijk verantwoord innoveren (MVI): Responsibility, Ethics and Future Legitimacy of Energy Companies (REFLECS). Co-applicant. Second round. € 408.000; 2 PhDs, 1 for ECH.
- Horizon 2020: Climate change MITigation and ADAPtation: transition towards a lowcarbon and climate resilient society (MITADAPT). Co-applicant. Second round. € 1.200.000; 1 PhD.

NWO Research Talent: CO2 affects you too: How elevated CO2 levels directly and negatively affect decision-making. Main applicant. 1st round. 1 fully funded PhD.

Climate-KIC Innovation Pathfinder Project: Smart-up – Smart Solutions for Climate Citizen Engagement. Co-applicant. 1st round. € 170.000. WUR: € 24.000

Granted

Climate-KIC PhD. Saving energy when others pay the bill: field experiments about behavioral aspects of energy conservation in student housing and hotels. Main applicant. Fully funded 4-year PhD (2014-2018).

Topsector Energie programma STEM (Samenwerken Topsectoren Energie en Maatschappij) - Saving energy when others pay the bill: field experiments about behavioral aspects of energy conservation in student housing and hotels / Energie besparen als anderen de rekening betalen: een veldexperiment naar gedragsaspecten van energiebesparing in studentenwoningen en hotels. Project lead. Total project funding: € 398.000,-. Subsidy AgentschapNL/Ministry of Economic Affairs: € 199.000,-. Matching by partners: The Student Hotel and Bectro Installatietechniek: € 199.000,-. (May 2014- May 2016)

EIT/Climate KIC - KnowCarbon: total EIT/Climate KIC project funding: € 200.000. WUR/ECH: € 20.000. (January 2014- January 2015)

EIT/Climate KIC - Off4Firms: total EIT/Climate KIC project funding: € 788.000. WUR/ECH: € 182.000. (April 2012-April 2014)

Center for Research on Environmental Decisions II (CREDII): Member of steering committee and Principal Investigator on a \$6.000.000,- / 5 year NSF grant (Sept. 2010-2015), with potential continuation for another \$6.000.000,- / 5 years.

Environmental Decision Making by Individuals and Groups, with Professor Elke Weber and Professor Tory Higgins (both at Columbia University). Sept. 2007-2010. NSF grant. Amount awarded: ca. \$500.000.

PHD students

Anouk Griffioen, Wageningen University, started 2014.

Mahesh Srinivasan, Wageningen University, started 2011.

Jannette van Beek, Wageningen University, started 2011.

Shaul Shalvi, University of Amsterdam, 1 July 2011 (Cum Laude); Co-promotor

Ilona McNeill, University of Amsterdam, 23 March 2011; Co-promotor

Kirstin Appelt, Columbia University, May 2009; Committee member