

AMANDA ROTELLA

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ACADEMIC APPOINTMENTS

Nov 2019 – *Present* Postdoctoral Researcher (Social Psychology; Wisdom and Culture Lab)
Department of Psychology, University of Waterloo

EDUCATION

Ph.D. in Psychology, University of Guelph (2020)
M.Sc. in Psychology, University of Guelph (2016)
B.Sc. in Biological Sciences combined with Psychology, Brock University (2011)

RESEARCH EXPERTISE

I conduct research on **judgment and decision-making** (cooperation and competition; wisdom; moral licensing; signaling; social comparison and inequality) and **cultural change**, with a focus on individual differences (cooperative preferences; wise reasoning; personal relative deprivation).

My research is purposely interdisciplinary, often exploratory, drawing on diverse fields (social/personality, organizational; behavioral economics; behavioral ecology; cognitive science) and **employs** a variety of methodological approaches (behavioral experiments; experimental economics; meta-analysis; longitudinal analyses of time-series data; and survey methods).

RESEARCH SUMMARY

Google Scholar citations = 58, *h-index* = 3, *i10-index* = 3 (as of September 14, 2020)

Published (or accepted) journal articles: 8
Journal articles submitted or under review: 3
Book chapters: 1

NOTABLE AWARDS

Canadian Psychological Association Doctoral Thesis Award, 2020
SSHRC Doctoral Fellowship, Social Sciences and Humanities Research Council, \$80,000, 2015
Canada Graduate Scholarship, Social Sciences and Humanities Research Council, \$17,500, 2014

SEELECT JOURNAL ARTICLES^{1,2}

Rotella, A. & Barclay, P. (2020). Failure to replicate moral licensing and moral cleansing in an online experiment. *Personality and Individual Differences*. 161. [IF 2.0] [ABCD A] [ABS 3]

Larney, A., **Rotella, A.**, & Barclay, P. (2019). Stake size effects in ultimatum game and dictator game offers: A meta-analysis. *Organizational Behavior and Human Decision Processes*, 151, 61-72. [IF 2.8] [ABCD A*] [ABS 4]

ALL JOURNAL ARTICLES

8. *Arnocky, S., *Desrochers, J., ***Rotella, A.**, Albert, G., Hodges-Simeon, C., Locke, A., & Belanger, J. (accepted). High mate-value males adopt a less restricted sociosexual orientation: A meta-analysis. *Archives of Sexual Behavior*. [IF 3.22]
 *These authors contributed equally
7. Tierney, W., Hardy, J. H., III., Ebersole, C., Viganola, D., Clemente, E., Gordon, M., Hoogeveen, S., Haaf, J., Dreber, A.A., Johannesson, M., Pfeiffer, T., Chapman, H., Gantman, A., Vanaman, M., DeMarree, K., Igou, E., Wylie, J., Storbeck J., Andreychik, M.R., McPhetres, J., Vaughn, L.A., **Culture and Work Forecasting Collaboration**, & Uhlmann, E. L. (in press). A creative destruction approach to replication: Implicit work and sex morality across cultures. *Journal of Experimental Social Psychology*. [Member of forecasting collaboration].
6. **Rotella, A.** & Barclay, P. (2020). Failure to replicate moral licensing and moral cleansing in an online experiment. *Personality and Individual Differences*. 161. [IF 2.0] [ABCD A] [ABS 3]
5. **Rotella, A.**, Sparks, A., & Barclay, P. (2020). Feelings of obligation are valuations of signaling-mediated social payoffs. *Behavioral and Brain Sciences*. [commentary] [IF 17.19]
4. Larney, A., **Rotella, A.**, & Barclay, P. (2019). Stake size effects in ultimatum game and dictator game offers: A meta-analysis. *Organizational Behavior and Human Decision Processes*, 151, 61-72. [IF 2.8] [ABCD A*] [ABS 4]
3. **Rotella, A.**, Fogg, C., Mishra, S., & Barclay, P. (2019). Measuring delay discounting in a crowdsourced sample: An exploratory study. *Scandinavian Journal of Psychology*, 60, 520-527. [IF1.4]

¹ **ABDC** = 2019 Australian Business Dean's Council ranking [range: A*/A–B–C]; **ABS** = 2018 UK Association for Business Schools ranking [range: 4*/4–3–2–1]; **IF** = 2019 one-year journal impact factor.

² Undergraduate student collaborators are underlined.

2. *Karabegovic, M., ***Rotella, A.**, & Barclay, P. (2018). Broadening the role of “self-interest” in Folk-Economic Beliefs. *Behavioral and Brain Sciences*. [commentary] [IF 17.19]
**These authors contributed equally*
1. Rehan, S. M., **Rotella, A.**, Onuferko, T. M., & Richards, M. H. (2013). Colony disturbance and solitary nest initiation by workers in the obligatory eusocial sweat bee, *Halictus ligatus*. *Insectes Sociaux*, 60(3), 389–392. doi:10.1007/s00040-013-0304-8. [IF1.3]

BOOK CHAPTERS

1. Kafashan, S., Sparks, A., **Rotella, A.**, & Barclay, P. (2016). Why heroism exists: Evolutionary perspectives on extreme helping. In S. T. Allison, G. R. Goethals, & R. M. Kramer (Eds.) *The Handbook of Heroism and Heroic Leadership*. Routledge.

JOURNAL ARTICLES (SUBMITTED OR UNDER REVIEW)

3. **Rotella, A.**, Jung, J., Chinn, C., & Barclay, P. (revise and resubmit). Observation and moral ambiguity matter: A meta-analysis on moral licensing.
2. **Rotella, A.**, Sparks, A., Mishra, S., & Barclay, P. (revise and resubmit). No effect of ‘watching eyes’: An attempted replication and extension investigating individual differences.
1. **Rotella, A.**, Varnum, M.E.W., Sng, O., & Grossmann, I. (under review). Increasing population densities predict decreasing fertility rates over time: A 174-nation investigation. Preprint available: <https://psyarxiv.com/zpc7t>

WORKING PAPERS

4. **Rotella, A.**, & Mishra, S. (working paper). Personal relative deprivation negatively predicts engagement in group decision-making. Preprint available: <https://psyarxiv.com/6d35w/>
3. Hutcherson C. A., Varnum, M., **Rotella, A.**, Sharpinski, K., Wormley, A., Tay, L., & Grossmann, I. (working paper). Anything to add?: Lay people make the same predictions about COVID-19’s effects as social and behavioural science experts.
2. Sparks, A., **Rotella, A.**, Mishra, S., & Barclay, P. (working paper). Betting your reputation: Public (but not private) prisoner’s dilemma is associated with behavioral risk taking.
1. **Rotella, A.**, & Barclay, P. (working paper). Mating competition and cooperation: Restricted mating strategies are associated with prosociality.

HONORS, AWARDS, AND FELLOWSHIPS

National and Provincial Awards

- Doctoral Fellowship, Social Sciences and Humanities Research Council, \$80,000, 2015
- Graduate Scholarship, Social Sciences and Humanities Research Council, \$17,500, 2014
- Ontario Graduate Scholarship, \$15,000, 2014 (declined)

Society Awards

- Canadian Psychological Association Doctoral Thesis Award, University of Guelph, 2020
- SPSP (Society for Personality and Social Psychology) Diversity Travel Award, \$500, 2018
- SPSP Graduate Travel Award, \$500, 2018 (declined)

Institutional Awards

- Department of Psychology Memorial Scholarship, University of Guelph, \$500, 2019
- Teaching and Career Development Fellowship, First Year Seminar Program at the University of Guelph, \$7,000, 2018
- Department of Psychology Memorial Scholarship, University of Guelph, \$400, 2017
- SSHRC General Graduate Studies Fund Travel Award, University of Guelph, \$3,700, 2016
- Founder's Graduate Scholarship, University of Guelph, \$1,000, 2015
- Board of Graduate Research Scholarship, University of Guelph, \$2,000, 2014
- CSAHS Dean's Scholarship (2013), University of Guelph, \$2,500, 2013

CONFERENCE PRESENTATIONS

INVITED PRESENTATIONS

Rotella, A. (2017). *Individual Differences in Cooperation*. Invited presentation to the Fessler Lab in the Department of Anthropology, May 15th 2017, University of California, Los Angeles.

FIRST-AUTHORED CONFERENCE PRESENTATIONS

25. **Rotella, A.,** & Barclay, P. (2020, February). Mating competition and cooperation: Restricted mating strategies are associated with prosocial personality and preferences. Early Career Data Blitz presentation at the 2020 Society for Personality and Social Psychology. February 28 2020, New Orleans, LA.
24. **Rotella, A.,** Larney, A., & Barclay, P. (2020, February). People are less generous at higher stakes, but no less fair – a meta-analysis of Dictator and Ultimatum Games. Poster presentation at the 2020 Society for Personality and Social Psychology. February 28 2020, New Orleans, LA.

23. **Rotella, A.,** & Mishra, S. (2019, June). Feelings of relative deprivation and involvement in high-pressure decision making. Poster presentation at the 2019 North Eastern Evolutionary Psychology Conference. *Poster available at:* osf.io/ta48u
22. **Rotella, A,** Jung, J., Chinn, C., & Barclay, P. (2019, June). Observation and Ambiguity Matter: A Meta-Analysis on Moral Licensing. Oral presentation at the 2019 Human Behavior and Evolution Society Conference, Boston, MA. *Slides available at:* osf.io/3mkfq
21. **Rotella, A,** Jung, J., Chinn, C., & Barclay, P. (2019, May). Observation and Ambiguity Matter: A Meta-Analysis on Moral Licensing. Poster presentation at the 2019 Southern Ontario Behavioural Decision Research Conference. May 3 2019, Waterloo, ON, Canada. *Poster available at:* osf.io/uqtqw
20. **Rotella, A,** Jung, J., Chinn, C., & Barclay, P. (2019, February). Observation and Ambiguity Matter: A Meta-Analysis on Moral Licensing. Poster presentation at the 2019 Society for Personality and Social Psychology. February 9 2019, Portland, OR. *Poster available at:* osf.io/ta48u
19. **Rotella, A,** & Mishra, S. (2019, February). Feelings of Relative Deprivation and Involvement in High-Pressure Decisions. Poster presentation at the 2019 Society for Personality and Social Psychology Evolutionary Psychology Pre-Conference. February 7 2019, Portland, OR. *Poster available at:* osf.io/mxtjf
18. **Rotella, A.,** & Mishra, S. (2018). Feelings of relative deprivation and involvement in high-pressure decision making. Darwin Day. October 12 2018, Lakehead University, Orillia. *Poster available at:* osf.io/ta48u
17. **Rotella, A** & Barclay, P. (2018, July). Mating competition and cooperation: Restricted mating strategies are associated with prosociality. Oral Presentation at the 30th Human Behavior and Evolution conference, University of Amsterdam
16. **Rotella, A,** & Mishra, S. (2018, May). Feelings of relative deprivation and involvement in high-pressure Decisions. Poster presentation at the 2018 Southern Ontario Behavioural Decision Research Conference. May 18 2018, Toronto, Ontario. *Poster available at:* osf.io/ta48u
15. **Rotella, A** & Barclay, P. (2018, May). Mating competition and cooperation: Restricted mating strategies are associated with prosociality. Oral Presentation at the 2018 Ontario Ecology, Ethology, and Evolution Conference (OE3C), May 12th 2018, London, Ontario
14. **Rotella, A** & Barclay, P. (2018, March). Mating competition and cooperation: Restricted mating strategies are associated with prosociality. Poster presentation at the Evolutionary

Psychology Preconference of the 2018 Society for Personality and Social Psychology Conference, March 1st 2018, Atlanta, Georgia

13. **Rotella, A.**, Sparks, A., Mishra, S., & Barclay, P. (2018, March). Individual Differences in the “Watching Eyes” Effect and Real Cues of Observation. Poster presentation at the 2018 Society for Personality and Social Psychology Conference, March 2 2018, Atlanta, Georgia. *Poster available at: osf.io/7j3cb*
12. **Rotella, A.**, Breuer, R., & Milhausen, R.M. (2018, March). Female sexual function across relationship status: A mate acquisition trade-off hypothesis. Oral presentation at Honouring International Women’s Day: Research & Revolt! Conference, March 8th 2018, University of Guelph, Guelph, Ontario.
11. **Rotella, A.**, & Barclay, P. (2017, October). Exploring why there are individual differences in cooperative preferences. Oral presentation at the Darwin Day Conference, Brock University, St. Catharines, Ontario.
10. **Rotella, A.**, Breuer, R., & Milhausen, R.M. (2017). *Female Sexual Function Across Relationship Status: A Mate Acquisition Trade-Off Hypothesis*. Poster presentation at SEXposium, Royal Ontario Museum, Toronto, Ontario. *Poster available at: osf.io/pcgsz*
9. **Rotella, A.**, Breuer, R., & Milhausen, R.M. (2017). *Female Sexual Function Across Relationship Status: A Mate Acquisition Trade-Off Hypothesis*. Oral presentation at the 6th International Society for Human Ethology Summer Institute, Boise, Idaho.
8. **Rotella, A.**, Sparks, A., Mishra, S., & Barclay, P. (2017). *Individual Differences in the “Watching Eyes” Effect and Real Cues of Observation*. Poster presentation at the 29th Human Behaviour and Evolution Society Conference, Boise, Idaho.
7. **Rotella, A.**, Sparks, A., Mishra, S., & Barclay, P. (2017). *Individual Differences in the “Watching Eyes” Effect and Real Cues of Observation*. Poster presentation at the 11th Annual Guelph Neuroscience Day, May 8th 2017, University of Guelph, Ontario.
6. **Rotella, A.**, Breuer, R., & Milhausen, R.M. (2016, July). *Female Sexual Function Across Relationship Status: A Mate Acquisition Trade-Off Hypothesis*. Poster presentation at the 28th Human Behaviour and Evolution Society Conference, Vancouver, British Columbia.
5. **Rotella, A.**, & Barclay, P. (2015, October). *Thinking about observation can increase reciprocity, but only in some contexts*. Oral presentation at Darwin Day Conference, McMaster University, Hamilton, Ontario.

4. **Rotella, A.**, & Barclay, P. (2015, May). *Observational primes and social strategies*. Oral presentation at the Ontario Ecology, Ethology and Evolution Colloquium, York University, Toronto, Ontario.
3. **Rotella, A.**, & Barclay, P. (2014, December). *An evolutionary approach to sexual function and relationship commitment*. Oral presentation at the Darwin Day Conference, Brock University, St. Catharines, Ontario.
2. **Rotella, A.**, & Barclay, P. (2014, May). *Skepticism of the predictive value of cooperative signals: A research proposal*. Oral presentation at the Ontario Ecology, Ethology and Evolution Colloquium, University of Guelph, Guelph, Ontario.
1. **Rotella, A.**, & Barclay, P. (2014, February). *How reputation influences cooperation and trust*. Oral presentation at the Psychology Research Roundtable, University of Guelph, Guelph, Ontario.

OTHER CONFERENCE CONTRIBUTIONS

4. Barclay, P., Larney, A., & **Rotella, A.** (2019). Stake size effects in ultimatum game and dictator game offers: A meta-analysis. Oral presentation at the 2019 Southern Ontario Behavioural Decision Research Conference. May 3 2019, Waterloo, ON, Canada.
3. Fogg, C., **Rotella, A.**, Mishra, S., & Barclay, P. (2018). The effect of compensation method on delay discounting in a crowdsourced sample. Darwin Day. October 12 2018, Lakehead University, Orillia.
2. Sparks, A., Mishra, S., **Rotella, A.**, & Barclay, P. (2015, Oct 23). *Betting your reputation: Public (but not private) Prisoner's dilemma defection as a form of behavioral risk-taking*. Oral presentation at the Darwin Day Conference, Oct 23rd 2015, McMaster University, Hamilton, Ontario.
1. **Co-organizer of Darwin Day Conference** (Oct 23 2016)
One-day conference for evolutionary psychology, Department of Psychology, University of Guelph

TEACHING INTERESTS

I strive to achieve excellence in teaching. I motivate students to connect with the course material by **facilitating an effective, diverse, inclusive, equitable, and enjoyable learning experience for every student.**

As interdisciplinary researcher broadly interested in social behaviour, I am interested in teaching many different courses; these include (but are not limited to) **social psychology, organizational behavior, and research methods.**

TEACHING SUMMARY

Courses taught: 2

Courses as a teaching assistant: 16

Mean teaching effectiveness ratings: 4.06/5³

TEACHING EXPERIENCE

Course Instructor

- Making Sense of Data in Psychological Research (2019), University of Guelph
- Conflict: Cooperation or Competition? (2018), University of Guelph

Guest Lecturer

- Rotella, A. (2017). *Personality and Individual Differences*. Invited guest lecture in Evolutionary Psychology in the Department of Psychology, University of Guelph.
- Rotella, A. (2017). *Nudging*. Invited guest lecture in Uses of Knowledge in the Department of Arts and Science, University of Guelph.
- Rotella, A. (2014). *Non-Kin Cooperation: Trust and Skepticism*. Invited guest lecture in Evolutionary Psychology in the Department of Psychology, University of Guelph.

Teaching Assistant

University of Guelph (2013 – 2018)

- Uses of Knowledge
- Introduction to Psychology
- Research Statistics
- Principles of Learning
- Behavioural Neuroscience I
- Cognitive Psychology
- Historical and Critical Perspectives on Psychology
- Evolutionary Psychology

Brock University (2009 – 2015)

- Introduction to Psychology
- Lifespan Development
- Statistics and Research Design
- Abnormal Psychology

³ Mean teaching effectiveness score based on student ratings from both classes I instructed, on a scale from 1 (strongly disagree) to 5 (strongly agree); original teaching evaluations are available on request.

MENTORSHIP⁴

University of Guelph

Graduate Students

- Laura Frielingsdorf (2018-19)

Undergraduate Students

- Carolina McLachlan (2019-20)⁵
- Cody Fogg (2018-19)*
- Kirsten Davidson (2018-19)
- Diana Segal (2018)
- Christopher Chinn (2018)*
- Jisoo Jung (2017-18)*
- Clarissa Shepherd (2017)
- Jennifer Halden (2015 –16)

University of Waterloo

Undergraduate Students

- Hansika Kumar (2020)

WORKSHOP INSTRUTOR

Introduction to Meta-Analysis

- Stats n’ Chat workshop for graduate students (Feb 2019), University of Guelph
- Social Psychology Journal Club (Nov 2019), University of Guelph

PROFESSIONAL ACTIVITIES

Society Memberships

- Society for Judgment and Decision Making
- Society for Personality and Social Psychology
- Psychonomic Society
- Human Behavior and Evolution Society

Reviewer for Academic Journals (in order of impact factor)

American Psychologist (5.1), Proceedings B (4.8), Scientific Reports (4.1), Journal of Experimental Psychology: General (3.5), Behavioral Ecology (3.3), Evolution and Human Behavior (3.1), Biology Letters (2.8), PLOS One (2.8), Review of General Psychology (2.7), Human Nature (2.7), Royal Society Open Science (2.5), Memory & Cognition (2.5), Evolutionary Psychological Science (2.0), Journal of Behavioral Decision Making (1.7), Evolutionary Behavioral Sciences (1.5), Current Psychology (1.3), Journal of Behavioral and Experimental Economics (1.1), i-Perception (1.1), Psychological Reports (0.7), Ethics and Behavior, Japanese Psychological Research

⁴ * indicates that these students are co-authors on publications

⁵ I co-advised Carolina McLachlan for her undergraduate thesis, for which she won the Undergraduate Thesis Award in the Department of Psychology at the University of Guelph