

## AMANDA ROTELLA

Lecturer in Social/Health Psychology  
Department of Psychology, Kingston University London  
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### ACADEMIC APPOINTMENTS

Feb 2021 – *Present* Lecturer (Social/Health Psychology)  
Department of Psychology, Kingston University London

Nov 2019 – Jan 2021 Postdoctoral Researcher (Social Psychology)  
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** (morality; cooperation and competition; signaling; social comparisons; inequality; wisdom) and **cultural change**. My research is interdisciplinary drawing on diverse fields (social/personality; organizational; behavioral economics; behavioral ecology; health psychology; cognitive science) and employs a variety of methodological approaches (behavioral experiments; experimental economics; meta-analysis; longitudinal modeling of time-series data; multi-level models; survey methods).

### NOTABLE AWARDS

Canadian Psychological Association Doctoral Thesis Award, University of Guelph, 2020  
Teaching and Career Development Fellowship, University of Guelph, \$7,000, 2018  
Doctoral Fellowship, Social Sciences and Humanities Research Council, \$80,000, 2015-2019  
Canada Graduate Scholarship, Social Sciences and Humanities Research Council, \$17,500, 2014

### JOURNAL ARTICLES

9. **Rotella, A.**, Varnum, M.E.W., Sng, O., & Grossmann, I. (accepted). Increasing population densities predict decreasing fertility rates over time: A 174-nation investigation. *American Psychologist*. Preprint available: <https://psyarxiv.com/zpc7t> [IF 6.5]
8. \*Arnocky, S., \*Desrochers, J., \***Rotella, A.**, Albert, G., Hodges-Simeon, C., Locke, A., & Belanger, J. (in press). High mate-value males adopt a less restricted sociosexual orientation: A meta-analysis. *Archives of Sexual Behavior*. [IF 3.5]  
\*Co-first authorship; 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 Morality Forecasting Collaboration**, & Uhlmann, E. L. (2021). A creative destruction approach to replication: Implicit work and sex morality across cultures. *Journal of Experimental Social Psychology*, 93, 104060. (**Member of Forecasting Collaboration**). [IF 3.2]
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]
5. **Rotella, A.**, Sparks, A., & Barclay, P. (2020). Feelings of obligation are valuations of signaling-mediated social payoffs. *Behavioral and Brain Sciences*. [commentary] [IF 17.2]
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]
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]
2. \*Karabegovic, M., \***Rotella, A.**, & Barclay, P. (2018). Broadening the role of “self-interest” in Folk-Economic Beliefs. *Behavioral and Brain Sciences*. [commentary] [IF 17.2]  
\*Co-first authorship; 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. [IF 1.3]

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## BOOK CHAPTERS

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2. Kara-Yakoubian M., **Rotella, A.**, Dorfman A., Grossmann I. (2021). Wisdom. In: Glăveanu V.P. (eds). The Palgrave Encyclopedia of the Possible. Palgrave Macmillan, Cham.  
[https://doi.org/10.1007/978-3-319-98390-5\\_169-1](https://doi.org/10.1007/978-3-319-98390-5_169-1)
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.

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## JOURNAL ARTICLES (SUBMITTED OR UNDER REVIEW) <sup>1</sup>

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3. Hutcherson C. A., Sharpinski, K., Varnum, M. E.W., **Rotella, A.**, Wormley, A., Tay, L., & Grossmann, I. (submitted). Behavioral scientists and laypeople misestimate societal effects of COVID-19. Preprint available: <https://psyarxiv.com/g8f9s/>

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<sup>1</sup> Underlined names are undergraduate student co-authors

2. **Rotella, A., Jung, J., Chinn, C., & Barclay, P.** (revise and resubmit). Observation and moral ambiguity matter: A meta-analysis on moral licensing.
1. **Rotella, A., Sparks, A., Mishra, S., & Barclay, P.** (submitted). No effect of ‘watching eyes’: An attempted replication and extension investigating individual differences.

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## WORKING PAPERS

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3. **Rotella, A., & Mishra, S.** (working paper). Personal relative deprivation negatively predicts engagement in group decision-making. Preprint available: <https://psyarxiv.com/6d35w/>
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.

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## HONORS, AWARDS, AND FELLOWSHIPS

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### National and Provincial Awards

- Doctoral Fellowship, Social Sciences & Humanities Research Council, \$80,000, 2015-19
- Graduate Scholarship, Social Sciences & 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
- Emerging Scholar and Diversity Award, Association for Research in Personality, \$300, 2020
- Diversity Travel Award, Society for Personality and Social Psychology, \$500, 2018
- Graduate Travel Award, Society for Personality and Social Psychology, \$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 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

## PRESENTATIONS

### INVITED PRESENTATIONS

#### Industry Talks

**Rotella, A.** (2020). *Forecasting social effects of the COVID-19 pandemic*. Invited presentation to Metaculus forecasting community, November 20 2020, Metaculus (online) (<https://www.metaculus.com/>).

#### Academic Talks (invited)

**Rotella, A.** (2021, March). *Observation and ambiguity matter: Reputation-based effects in moral licensing*. Invited presentation to the Adaptive Cognition and Economics Group, Department of Cognitive Science, Central European University. March 19 2021, online.

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

### FIRST-AUTHORED CONFERENCE PRESENTATIONS

27. **Rotella, A.,** Varnum, M. E. W., Sng, O., & Grossmann, I. (2021, February). Increasing population densities predict decreasing fertility rates over time: A 174-nation investigation. Oral presentation at the 2021 Society for Personality and Social Psychology conference. February 13, 2021, online.
26. **Rotella, A.,** & Grossmann, I. (2020, December). Judging others' wise reasoning: Wise writers are perceived more favorably and are more often chosen as partners. Poster presentation at the 2020 Society for Judgement and Decision-Making conference. December 12, 2020, online.
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 conference. 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](https://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](https://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/uqtkw](https://osf.io/uqtkw)*
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](https://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](https://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](https://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 30<sup>th</sup> 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](https://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](https://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](https://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 28<sup>th</sup> 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.

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## TEACHING EXPERIENCE

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### Course Instructor

- Psychology of Health and Well-Being (2021), Kingston University London
- The Person in Psychology (2021), Kingston University London
- Making Sense of Data in Psychological Research (2019), University of Guelph
- Conflict: Cooperation or Competition? (2018), University of Guelph

### Guest Lecturer

- Evolutionary Psychology (2017), University of Guelph.
- Uses of Knowledge (2017), University of Guelph.
- Evolutionary Psychology (2014), 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
- Evolutionary Psychology

Brock University (2009 – 2015)

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

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## WORKSHOP INSTRUCTOR

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### 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

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## MENTORSHIP<sup>2</sup>

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### University of Guelph

Graduate Students

- Laura Frielingsdorf (2018-19)

Undergraduate Students

- Carolina McLachlan (2019-20)<sup>3</sup>
- 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

- Oliver Twardus (2020)
- Hansika Kumar (2020)

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<sup>2</sup> \* Indicates that these students are co-authors on publications

<sup>3</sup> 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

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## PROFESSIONAL ACTIVITIES

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### **Reviewer for Academic Journals** (in order of impact factor)

American Psychologist (5.1), Proceedings B (4.8), Scientific Reports (4.1), Cognition (3.5), 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), Theory and Decision (0.74), Psychological Reports (0.7), Ethics and Behavior, Japanese Psychological Research

### **Society Memberships**

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

### **Research Group Memberships**

- Art, Cognition/Creativity and Emotion Research Group (ACErg), Kingston University
- Clinical and Applied Behavioural research group (CABRG), Kingston University
- Decision, Attitude, Risk and Thinking Research Group (DART), Kingston University
- Social Psychology Research Group, Kingston University

### **Conference Organization**

- Darwin Day Conference, Department of Psychology, University of Guelph (2016)

### **Journal Club Organization**

- Social Psychology Reading Group, University of Guelph (2019)
- Evolution and Human Behaviour, University of Guelph (2015-2016)

### **Knowledge Translation and Outreach**

- Glasgow Explore-A-Thon, Glasgow, UK, 2016
- Economic and Social Research Council (ESRC) Festival of Social Science, 2016