

2 April 2021

## Curriculum Vitae Samuel G. B. Johnson

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### Employment

2020– Assistant Professor of Psychology, University of Warwick  
2020– Visiting Fellow in Marketing, University of Bath  
2017– Honorary Research Associate, University College London  
2017–20 Lecturer (Assistant Professor) in Marketing, University of Bath

### Education

2017 Post-Doc in Behavioral Economics, University College London  
2017 Ph.D. in Psychology, Yale University  
2011 B.S. in Cognitive Science and Philosophy, Northwestern University

### Publications

550 citations on [Google Scholar](https://scholar.google.com/); h-index: 15, i10-index: 20

(\*Student I mentored) (\*\*Joint first-authorship)

### Invited Revisions

Batteux, E., Bilovich, A., **Johnson, S.G.B.**, & Tuckett, D. (working paper). *Impressed by numbers: The extent to which novice investors favor precise numerical information in a context of uncertainty.* [papers.ssrn.com/abstract\\_id=3595409](https://papers.ssrn.com/abstract_id=3595409).  
**Johnson, S.G.B.**, Bilovich, A., & Tuckett, D. (working paper). *Conviction narrative theory: A theory of choice under radical uncertainty.* [psyarxiv.com/urc96/](https://psyarxiv.com/urc96/).  
**Johnson, S.G.B.**, & Park, S.Y.\* (working paper). *Moral signaling through donations of money and time.* [psyarxiv.com/tg9xs/](https://psyarxiv.com/tg9xs/).  
Tran, H. A., Strizhakova, Y., Usrey, B., & **Johnson, S.G.B.** (working paper). "It's all about their own good": Consumer cynicism in failed recovery.

### Working Papers and Under Review

Batteux, E., Bilovich, A., **Johnson, S.G.B.**, & Tuckett, D. (working paper). *The negative consequences of failing to communicate uncertainties during a pandemic: The case of COVID-19 vaccines.* [medrxiv.org/content/10.1101/2021.02.28.21252616v1](https://medrxiv.org/content/10.1101/2021.02.28.21252616v1)  
Bilovich, A., **Johnson, S.G.B.**, & Tuckett, D. (working paper). *Constructing confidence: The role of affect and cognition in decisions under radical uncertainty.* [psyarxiv.com/tacpn/](https://psyarxiv.com/tacpn/).  
Dawson, C., & **Johnson, S.G.B.** (working paper). *Dread aversion and economic preferences.*  
**Johnson, S.G.B.** (working paper). *Dimensions of altruism: Do evaluations of charitable behavior track prosocial benefit or personal sacrifice?* [papers.ssrn.com/abstract=3277444](https://papers.ssrn.com/abstract=3277444).  
**Johnson, S.G.B.**, & Nagatsu, M. (working paper). *Structural and psychological explanation in folk and scientific economics.*

- Johnson, S.G.B.**, Royka, A.\*, McNally, P., & Keil, F.C. (working paper). *The false promise of sexiness: Are counterintuitive findings more scientifically important?* [psyarxiv.com/45rth/](https://psyarxiv.com/45rth/).
- Johnson, S.G.B.**, Zhang, J.\*, & Keil, F.C. (working paper). *Consumers' beliefs about the effects of trade.* [papers.ssrn.com/abstract=3376248](https://papers.ssrn.com/abstract=3376248).
- Khon, Z.\*, **Johnson, S.G.B.**, & Hang, H. (working paper). *Lay theories of manipulation: Do consumers believe they are susceptible to marketers' trickery?* [psyarxiv.com/8x63c/](https://psyarxiv.com/8x63c/).

### Journal Articles

- Johnson, S.G.B.**, Zhang, J.\*, & Keil, F.C. (2021). Win-win denial: The psychological underpinnings of zero-sum thinking. *Journal of Experimental Psychology: General*. In press.
- Johnson, S.G.B.**, & Tuckett, D. (2021). Narrative expectations in financial forecasting. *Journal of Behavioral Decision Making*. Advanced online publication.
- Johnson, S.G.B.**, & Ahn, J.\* (2021). Principles of moral accounting: How our intuitive moral sense balances rights and wrongs. *Cognition*, 206, 104467.
- Johnson, S.G.B.**, Rodrigues, M.\*, & Tuckett, D. (2020). Moral tribalism and its discontents: How intuitive theories of ethics shape consumers' deference to experts. *Journal of Behavioral Decision Making*, 34, 47–65.
- Johnson, S.G.B.**, Merchant, T.\*, & Keil, F.C. (2020). Belief digitization: Do we treat uncertainty as probabilities or as bits? *Journal of Experimental Psychology: General*, 149, 1417–1434.
- Landy, J.F., Jia, M., Ding I.L., Viganola, D., Tierney, W.,...**Johnson, S.G.B.**,...Uhlmann, E.L. (2020). Crowdsourcing hypothesis tests: Making transparent how design choices shape research results. *Psychological Bulletin*, 146, 451–479.
- Johnson, S.G.B.** (2019). Toward a cognitive science of markets: Economic agents as sense-makers. *Economics*, 13, 49.
- Johnson, S.G.B.**, Valenti, J.J.\*, & Keil, F.C. (2019). Simplicity and complexity preferences in causal explanation: An opponent heuristic account. *Cognitive Psychology*, 113, 101222.
- Johnson, S.G.B.**, & Steinerberger, S. (2019). Intuitions about mathematical beauty: A case study in the aesthetic experience of ideas. *Cognition*, 189, 242–259.
- De Freitas, J.\*\*, & **Johnson, S.G.B.\*\*** (2018). Optimality bias in moral judgment. *Journal of Experimental Social Psychology*, 79, 149–163.
- Johnston, A.M., Sheskin, M., **Johnson, S.G.B.**, & Keil, F.C. (2018). Preferences for explanation generality develop early in biology, but not physics. *Child Development*, 89, 1110–1119.
- Johnston, A.M.\*\*, **Johnson, S.G.B.\*\***, Koven, M.L.\*, & Keil, F.C. (2017). Little Bayesians or little Einsteins? Probability and explanatory virtue in children's inferences. *Developmental Science*, 20, e12483.
- Kim, N.S., **Johnson, S.G.B.**, Ahn, W., & Knobe, J. (2017). The effect of abstract versus concrete framing on judgments of biological and psychological bases of behavior. *Cognitive Research: Principles and Implications*.
- Johnson, S.G.B.**, Rajeev-Kumar, G.\*, & Keil, F.C. (2016). Sense-making under ignorance. *Cognitive Psychology*, 89, 39–70.
- Kim, N.S., Ahn, W., **Johnson, S.G.B.**, & Knobe, J. (2016). The influence of framing on clinicians' judgments of the biological basis of behaviors. *Journal of Experimental Psychology: Applied*, 22, 39–47.
- Johnson, S.G.B.**, & Ahn, W. (2015). Causal networks or causal islands? The representation of mechanisms and the transitivity of causal judgment. *Cognitive Science*, 39, 1468–1503.

- Johnson, S.G.B., & Rips, L.J.** (2015). Do the right thing: The assumption of optimality in lay decision theory and causal judgment. *Cognitive Psychology*, *77*, 42–76.
- Johnson, S.G.B., & Keil, F.C.** (2014). Causal inference and the hierarchical structure of experience. *Journal of Experimental Psychology: General*, *143*, 2223–2241.

### **Commentaries and Book Chapters**

- Johnson, S.G.B., & Steinerberger, S.** (2018). The universal aesthetics of mathematics. *Mathematical Intelligencer*, *41*, 67–70.
- Johnson, S.G.B.** (2018). Financial alchemists and financial shamans: Commentary on Singh. *Behavioral & Brain Sciences*, *41*, e78.
- Johnson, S.G.B.** (2018). Why do people believe in a zero-sum economy? Commentary on Boyer and Petersen. *Behavioral & Brain Sciences*, *41*, e172.
- Johnson, S.G.B., & Ahn, W.** (2017). Causal mechanisms. In M.R. Waldmann (Ed.). *Oxford Handbook of Causal Reasoning* (pp. 127–146). New York, NY: Oxford University Press.

### **Peer-Reviewed Conference Proceedings**

- Johnson, S.G.B.** (2019). Moral reputation and the psychology of giving: Praise judgments track personal sacrifice rather than social good. In A.K. Goel, C.M. Seifert, & C. Freksa (Eds.), *Proceedings of the 41<sup>st</sup> Annual Conference of the Cognitive Science Society* (pp. 499–505). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B.,** Murphy, G.L., Rodrigues, M.\*, & Keil, F.C. (2019). Predictions from uncertain moral character. In A.K. Goel, C.M. Seifert, & C. Freksa (Eds.), *Proceedings of the 41<sup>st</sup> Annual Conference of the Cognitive Science Society* (pp. 506–512). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B.,** Royka, A.\*, McNally, P., & Keil, F.C. (2019). When is science considered interesting and important? In A.K. Goel, C.M. Seifert, & C. Freksa (Eds.), *Proceedings of the 41<sup>st</sup> Annual Conference of the Cognitive Science Society* (pp. 1970–1976). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B., & Steinerberger, S.** (2018). The aesthetics of mathematical explanations. In T.T. Rogers, M. Rau, X. Zhu, & C.W. Kalish (Eds.), *Proceedings of the 40<sup>th</sup> Annual Conference of the Cognitive Science Society* (pp. 572–577). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B., & Tuckett, D.** (2018). Asymmetric use of information about past and future: Toward a narrative theory of forecasting. In T.T. Rogers, M. Rau, X. Zhu, & C.W. Kalish (Eds.), *Proceedings of the 40<sup>th</sup> Annual Conference of the Cognitive Science Society* (pp. 1883–1888). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B.,** Zhang, J.\*, & Keil, F.C. (2018). Psychological underpinnings of zero-sum thinking. In T.T. Rogers, M. Rau, X. Zhu, & C.W. Kalish (Eds.), *Proceedings of the 40<sup>th</sup> Annual Conference of the Cognitive Science Society* (pp. 566–571). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B., & Hill, F.\*** (2017). Belief digitization in economic prediction. In G. Gunzelmann, A. Howes, T. Tenbrink, & E.J. Davelaar (Eds.), *Proceedings of the 39<sup>th</sup> Annual Conference of the Cognitive Science Society* (pp. 2314–2319). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B.,** Johnston, A.M., Koven, M.L.\*, & Keil, F.C. (2017). Principles used to evaluate mathematical explanations. In G. Gunzelmann, A. Howes, T. Tenbrink, & E.J. Davelaar (Eds.), *Proceedings of the 39<sup>th</sup> Annual Conference of the Cognitive Science Society* (pp. 612–617). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B., & Keil, F.C.** (2017). Statistical and mechanistic information in evaluating causal claims. In G. Gunzelmann, A. Howes, T. Tenbrink, & E.J. Davelaar (Eds.), *Proceedings of the 39<sup>th</sup>*

- Annual Conference of the Cognitive Science Society* (pp. 618–623). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B.**, Valenti, J.J.\*, & Keil, F.C. (2017). Opponent uses of simplicity and complexity in causal explanation. In G. Gunzelmann, A. Howes, T. Tenbrink, & E.J. Davelaar (Eds.), *Proceedings of the 39th Annual Conference of the Cognitive Science Society* (pp. 606–611). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B.** (2016). Explaining December 4, 2015: Cognitive science ripped from the headlines. In A. Papafragou, D. Grodner, D. Mirman, & J.C. Trueswell (Eds.), *Proceedings of the 38th Annual Conference of the Cognitive Science Society* (pp. 63–68). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B.**, Kim, H.S.\*, & Keil, F.C. (2016). Explanatory biases in social categorization. In A. Papafragou, D. Grodner, D. Mirman, & J.C. Trueswell (Eds.), *Proceedings of the 38th Annual Conference of the Cognitive Science Society* (pp. 776–781). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B.**, Kim, K.\*, & Keil, F.C. (2016). The determinants of knowability. In A. Papafragou, D. Grodner, D. Mirman, & J.C. Trueswell (Eds.), *Proceedings of the 38th Annual Conference of the Cognitive Science Society* (pp. 1577–1582). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B.**, Zhang, M.\*, & Keil, F.C. (2016). Decision-making and biases in causal-explanatory reasoning. In A. Papafragou, D. Grodner, D. Mirman, & J.C. Trueswell (Eds.), *Proceedings of the 38th Annual Conference of the Cognitive Science Society* (pp. 1967–1972). Austin, TX: Cognitive Science Society.
- De Freitas, J.\*\*\*, & **Johnson, S.G.B.**\*\* (2015). Behaviorist thinking in judgments of wrongness, punishment, and blame. In D.C. Noelle, R. Dale, A.S. Warlaumont, J. Yoshimi, T. Matlock, C.D. Jennings, & P.P. Maglio (Eds.), *Proceedings of the 37th Annual Conference of the Cognitive Science Society* (pp. 524–529). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B.**, Merchant, T.\*, & Keil, F.C. (2015a). Argument scope in inductive reasoning: Evidence for an abductive account of induction. In D.C. Noelle, R. Dale, A.S. Warlaumont, J. Yoshimi, T. Matlock, C.D. Jennings, & P.P. Maglio (Eds.), *Proceedings of the 37th Annual Conference of the Cognitive Science Society* (pp. 1015–1020). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B.**, Merchant, T.\*, & Keil, F.C. (2015b). Predictions from uncertain beliefs. In D.C. Noelle, R. Dale, A.S. Warlaumont, J. Yoshimi, T. Matlock, C.D. Jennings, & P.P. Maglio (Eds.), *Proceedings of the 37th Annual Conference of the Cognitive Science Society* (pp. 1003–1008). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B.**, Rajeev-Kumar, G.\*, & Keil, F.C. (2015). Belief utility as an explanatory virtue. In D.C. Noelle, R. Dale, A.S. Warlaumont, J. Yoshimi, T. Matlock, C.D. Jennings, & P.P. Maglio (Eds.), *Proceedings of the 37th Annual Conference of the Cognitive Science Society* (pp. 1009–1014). Austin, TX: Cognitive Science Society.
- Johnston, A.M.\*\*\*, **Johnson, S.G.B.**\*\*, Koven, M.L.\*, & Keil, F.C. (2015). Probabilistic versus heuristic accounts of explanation in children: Evidence from a latent scope bias. In D.C. Noelle, R. Dale, A.S. Warlaumont, J. Yoshimi, T. Matlock, C.D. Jennings, & P.P. Maglio (Eds.), *Proceedings of the 37th Annual Conference of the Cognitive Science Society* (pp. 1021–1026). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B.**, Jin, A.\*, & Keil, F.C. (2014). Simplicity and goodness-of-fit in explanation: The case of intuitive curve-fitting. In P. Bello, M. Guarini, M. McShane, & B. Scassellati (Eds.), *Proceedings of the 36th Annual Conference of the Cognitive Science Society* (pp. 701–706). Austin, TX: Cognitive Science Society.

- Johnson, S.G.B.**, Johnston, A.M., Toig, A.E.\*, & Keil, F.C. (2014). Explanatory scope informs causal strength inferences. In P. Bello, M. Guarini, M. McShane, & B. Scassellati (Eds.), *Proceedings of the 36<sup>th</sup> Annual Conference of the Cognitive Science Society* (pp. 2453–2458). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B.**, Rajeev-Kumar, G.\*, & Keil, F.C. (2014). Inferred evidence in latent scope explanations. In P. Bello, M. Guarini, M. McShane, & B. Scassellati (Eds.), *Proceedings of the 36<sup>th</sup> Annual Conference of the Cognitive Science Society* (pp. 707–712). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B.**, & Rips, L.J. (2014). Predicting behavior from the world: Naïve behaviorism in lay decision theory. In P. Bello, M. Guarini, M. McShane, & B. Scassellati (Eds.), *Proceedings of the 36<sup>th</sup> Annual Conference of the Cognitive Science Society* (pp. 695–700). Austin, TX: Cognitive Science Society.
- Johnson, S.G.B.**, & Rips, L.J. (2013). Good decisions, good causes: Optimality as a constraint on attribution of causal responsibility. In M. Knauff, M. Pauen, N. Sebanz, & I. Wachsmuth (Eds.), *Proceedings of the 35<sup>th</sup> Annual Conference of the Cognitive Science Society* (pp. 2662–2667). Austin, TX: Cognitive Science Society.

### Conference Presentations

#### Talks

- Khon, Z., **Johnson, S.G.B.**, & Hang, H. (2020). Lay theories of manipulation: Do consumers believe they are susceptible to marketers' trickery? European Marketing Academy Conference (EMAC). Virtual Conference.
- Batteux, E., Bilovich, A., **Johnson, S.G.B.**, & Tuckett, D. (2020). Impressed by numbers: How do investors respond to precise numerical information in a context of uncertainty? Society for Judgment and Decision Making Annual Meeting. Virtual Conference.
- Johnson, S.G.B.** (2019). Dimensions of altruism: Do evaluations of charitable behavior track prosocial benefit or personal sacrifice? Association for Consumer Research Conference. Atlanta, GA.
- Johnson, S.G.B.**, Zhang, J., & Keil, F.C. (2019). Consumers' beliefs about the effects of trade: The role of intuitive mercantilism. Association for Consumer Research Conference. Atlanta, GA.
- Johnson, S.G.B.** (2019). Moral reputation and the psychology of giving: Praise judgments track personal sacrifice rather than social good. 40<sup>th</sup> Annual Conference of the Cognitive Science Society. Montreal, Canada.
- Johnson, S.G.B.**, Murphy, G.L., Rodrigues, M., & Keil, F.C. (2019). Predictions from uncertain moral character. 40<sup>th</sup> Annual Conference of the Cognitive Science Society. Montreal, Canada.
- Johnson, S.G.B.**, Zhang, J., & Keil, F.C. (2019). Consumers' beliefs about the effects of trade: The role of intuitive mercantilism. Society for Consumer Psychology Winter Conference. Savannah, GA.
- Johnson, S.G.B.**, Rodrigues, M., & Tuckett, D. (2018). Shared values, trust, and consumers' deference to experts. Association for Consumer Research Conference. Dallas, TX.
- Johnson, S.G.B.**, & Steinerberger, S. (2018). The aesthetics of mathematical explanations. 40<sup>th</sup> Annual Conference of the Cognitive Science Society. Madison, WI.
- Johnson, S.G.B.**, Zhang, J., & Keil, F.C. (2018). Psychological underpinnings of zero-sum thinking. 40<sup>th</sup> Annual Conference of the Cognitive Science Society. Madison, WI.

- Johnson, S.G.B.**, Matiashvili, T., & Tuckett, D. (2018). Pattern-based expectations: How investors and consumers predict future prices. Society for Consumer Psychology Winter Conference. Dallas, TX.
- Johnson, S.G.B.**, Rodrigues, M., & Tuckett, D. (2018). Advice-taking and shared values. Society for Consumer Psychology Winter Conference. Dallas, TX.
- Johnson, S.G.B.** (2017). Cognition as sense-making. 39<sup>th</sup> Annual Conference of the Cognitive Science Society. London, UK.
- Johnson, S.G.B.**, Johnston, A.M., Koven, M.L., & Keil, F.C. (2017). Principles used to evaluate mathematical explanations. 39<sup>th</sup> Annual Conference of the Cognitive Science Society. London, UK.
- Johnson, S.G.B.**, & Keil, F.C. (2017). Statistical and mechanistic information in evaluating causal claims. 39<sup>th</sup> Annual Conference of the Cognitive Science Society. London, UK.
- Johnson, S.G.B.**, Valenti, J.J., & Keil, F.C. (2017). Simplicity and complexity preferences in explanation: An opponent heuristic account. 39<sup>th</sup> Annual Conference of the Cognitive Science Society. London, UK.
- de Freitas, J., & **Johnson, S.G.B.** (2017). The efficiency principle in moral judgment. 43<sup>rd</sup> Annual Meeting of the Society for Philosophy and Psychology. Baltimore, MD.
- Johnson, S.G.B.**, Kim, K., & Keil, F.C. (2016). The determinants of knowability. 38<sup>th</sup> Annual Conference of the Cognitive Science Society. Philadelphia, PA.
- Johnson, S.G.B.**, Zhang, M., & Keil, F.C. (2016). Decision-making and biases in causal-explanatory reasoning. 38<sup>th</sup> Annual Conference of the Cognitive Science Society. Philadelphia, PA.
- Johnston, A.M., **Johnson, S.G.B.**, Koven, M.L., & Keil, F.C. (2016). Beyond truth-tracking: The development of explanatory preferences. 2016 Budapest CEU Conference on Cognitive Development. Budapest, Hungary.
- Kim, N.S., Ahn, W., **Johnson, S.G.B.**, & Knobe, J. (2016). Framing influences clinicians' judgments of the biological and psychological bases of behaviors. 2016 Meeting of the Eastern Psychological Association. New York, NY.
- Johnson, S.G.B.**, Merchant, T., & Keil, F.C. (2015). Predictions from uncertain beliefs. 37<sup>th</sup> Annual Conference of the Cognitive Science Society. Pasadena, CA.
- Johnson, S.G.B.**, Rajeev-Kumar, G., & Keil, F.C. (2015). Belief utility as an explanatory virtue. 37<sup>th</sup> Annual Conference of the Cognitive Science Society. Pasadena, CA.
- Johnson, S.G.B.**, Jin, A., & Keil, F.C. (2014). Simplicity and goodness-of-fit in explanation: The case of intuitive curve-fitting. 36<sup>th</sup> Annual Conference of the Cognitive Science Society. Québec City, Canada.
- Johnson, S.G.B.**, Rajeev-Kumar, G.\*, & Keil, F.C. (2014). Inferred evidence in latent scope explanations. 36<sup>th</sup> Annual Conference of the Cognitive Science Society. Québec City, Canada.
- Johnson, S.G.B.**, & Rips, L.J. (2014). Predicting behavior from the world: Naïve behaviorism in lay decision theory. 36<sup>th</sup> Annual Conference of the Cognitive Science Society. Québec City, Canada.

### Posters

- Khon, Z., **Johnson, S.G.B.**, & Hang, H. (2020). Lay theories of marketing manipulation. Society for Judgment and Decision Making Annual Meeting. Virtual Conference.

- Johnson, S.G.B.**, Royka, A., McNally, P., & Keil, F.C. (2019). When is science considered interesting and important? 40<sup>th</sup> Annual Conference of the Cognitive Science Society. Montreal, Canada.
- Johnson, S.G.B.**, & Tuckett, D. (2018). Asymmetric use of information about past and future: Toward a narrative theory of forecasting. 40<sup>th</sup> Annual Conference of the Cognitive Science Society. Madison, WI.
- Johnson, S.G.B.** (2017). Zero-sum thinking. 2017 Convention of the Society for Personality and Social Psychology. San Antonio, TX.
- Johnson, S.G.B.**, & Hill, F. (2017). Belief digitization in economic prediction. 39<sup>th</sup> Annual Conference of the Cognitive Science Society. London, UK.
- Johnston, A.M., Ahl, R.E., **Johnson, S.G.B.**, Dunham, Y., & Keil, F.C. (2017). Abacus training influences the intuitive structure of mathematics. 2017 Biennial Meeting of the Society for Research in Child Development. Austin, TX.
- Johnson, S.G.B.** (2016). Explaining December 4, 2015: Cognitive science ripped from the headlines. 38<sup>th</sup> Annual Conference of the Cognitive Science Society. Philadelphia, PA.
- Johnson, S.G.B.**, Kim, H.S., & Keil, F.C. (2016). Explanatory biases in social categorization. 38<sup>th</sup> Annual Conference of the Cognitive Science Society. Philadelphia, PA.
- Johnston, A.M., Sheskin, M., **Johnson, S.G.B.**, & Keil, F.C. (2015). Development of explanation generality preferences across elementary and middle school. 2015 Biennial Meeting of the Cognitive Development Society. Columbus, OH.
- de Freitas, J., & **Johnson, S.G.B.** (2015). Behaviorist thinking in judgments of wrongness, punishment, and blame. 37<sup>th</sup> Annual Conference of the Cognitive Science Society. Pasadena, CA.
- Johnson, S.G.B.**, Merchant, T., & Keil, F.C. (2015). Argument scope in inductive reasoning: Evidence for an abductive account of induction. 37<sup>th</sup> Annual Conference of the Cognitive Science Society. Pasadena, CA.
- Johnston, A.M., **Johnson, S.G.B.**, Koven, M.L., & Keil, F.C. (2015). Probabilistic versus heuristic accounts of explanation in children: Evidence from a latent scope bias. 37<sup>th</sup> Annual Conference of the Cognitive Science Society. Pasadena, CA.
- Johnson, S.G.B.**, Johnston, A.M., Koven, M.L., & Keil, F.C. (2015). The explanatory function of mathematical knowledge. 1<sup>st</sup> Annual International Convention of Psychological Science. Amsterdam, Netherlands.
- Johnson, S.G.B.**, Johnston, A.M., Toig, A.E., & Keil, F.C. (2014). Explanatory scope informs causal strength inferences. 36<sup>th</sup> Annual Conference of the Cognitive Science Society. Québec City, Canada.
- Johnson, S.G.B.**, & Rips, L.J. (2013). Good decisions, good causes: Optimality as a constraint on attribution of causal responsibility. 35<sup>th</sup> Annual Conference of the Cognitive Science Society. Berlin, Germany.

#### Invited Talks

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| 2021 | Navy Center for Applied Research in Artificial Intelligence  |
| 2020 | Marketing Group, London Business School<br>Cognitive Research Seminar, Princeton University              |
| 2019 | Cognitive Economics Society, London<br>Experimental Philosophy of Science Workshop, University of Aarhus |
| 2018 | Rebuilding Macroeconomics Workshop, London   |

- 2016 Behavioural Science Group, Warwick Business School  
Marketing Group, MIT Sloan School of Management  
Marketing Seminar, University of Bath School of Management
- 2015 Behavioral Science Workshop, University of Chicago

### **Selected Media Coverage**

BBC, NPR, *Popular Mechanics*, *Scientific American*, TEDx talk

### **Grants**

- 2019–21 “Impressed by numbers: offsetting uncertainty in financial decision-making by over-relying on seemingly exact numerical information” (named subcontractor; Think Forward Initiative, €98,703; PI: Avri Bilovich)

### **Classroom Teaching**

#### **Assistant Professor, University of Warwick**

- 2020– Further Methods in Psychology (undergraduate)  
Issues in Psychological Science (postgraduate)  
Guest lectures  
Psychology in the Real World (“The Moral Mind”)  
Bayesian Approaches (“Bayesian Models of Cognition: For and Against”)

#### **Lecturer (Assistant Professor), University of Bath School of Management**

- 2017–20 Consumer Behaviour (postgraduate) (x3)  
Marketing (undergraduate) (x2)  
Consumer Psychology (undergraduate) (x5)

#### **Instructor, Yale University**

- 2016 Developmental Psychology  
2015 Research Methods in Psychology

#### **Teaching Fellow, Yale University**

- 2013–14 Statistics in Psychological Science (x2)  
2013 Developmental Psychology  
2012 Introduction to Psychology

### **Research Mentored**

- PhD Students Zarema Khon (*with H. Hang*), Aaron Shine (*with Y. Simonyan*)
- MSc Students (Bath) Yi-Ju Chen, Andrew Hardwick, Pongsathon Issarawattanakul, Lauren Stephenson, Jordan Whitwell-Mak, So Young Woo, Jingchen Zhang
- Undergrads (Bath) Ed Connolly, Julia Danielyan, Francesca Fornari, Deni Georgieva, Rehmat Kaur, Teresa Koch, Seo Young Park, Matt Pocock, Sofus Pyk, Vishnupriya Venkatesan, Siqi Wu
- Undergrads (Yale) Jaye Ahn, Nicole Burke, Faith Hill, Andy Jin, Haylie Kim, Kristen Kim, Marissa Koven, Tamri Matiashvili, Thomas Merchant, Clayton Olash, Greeshma Rajeev-Kumar, Max Rodrigues, Amanda Royka, Amy Toig, J.J. Valenti, Jiewen Zhang, Marianna Zhang

### **Awards and Fellowships**

(\*Indicates that this is probably from too long ago and should have omitted if I were more attentive to social conventions)

2019	Dean's Award for Outstanding Contribution to Research, University of Bath
2017	Robert Glushko Dissertation Prize in Cognitive Science
2011–17	Jack Kent Cooke Fellowship
2016	American Psychological Association Dissertation Research Award
2016	Society for Personality & Social Psychology Graduate Travel Award
2011–13	Sterling Prize Fellowship, Yale University
2011	Distinguished Senior Honors Thesis Award (Philosophy)*
2010	Undergraduate Summer Research Grant, Northwestern University*
2010	Brentano Prize, Dept. of Philosophy, Northwestern University*
2010	Dentler Prize for Best Poem, English Dept., Northwestern University*
2009	Crossland Scholarship, School of Communication, Northwestern University*
2008	Cumnock Scholarship, School of Communication, Northwestern University*
2008	Award for Excellence in Mathematics by a Freshman, Northwestern University*
2007	National Merit Scholarship*

### **Professional Affiliations**

Association for Consumer Research, Cognitive Science Society, Society for Consumer Psychology, Society for Judgment & Decision-Making, Society for Personality and Social Psychology

### **Institutional Service**

#### **University of Warwick**

2021–	Humanities & Social Sciences Research Ethics Committee
2020–	Postgraduate Career Support Taskforce

#### **University of Bath**

2019–20	Marketing Division Research Panel
2018–20	Organizer of Bath Behavioural Science Lab Meeting
2018–20	Coordinator of Undergraduate Research Apprenticeship Scheme

### **Professional Service**

**Editorial review board:** *Journal of Occupational and Organizational Psychology*

**Ad hoc journal reviewing:** *British Journal of Social Psychology, Cognition, Cognitive Psychology, Cognitive Research: Principles and Implications, Cognitive Science, Health Care Management Science, Journal of Applied Research in Memory and Cognition, Journal of Applied Statistics, Journal of Cognitive Psychology, Journal of Experimental Psychology: General, Journal of Experimental Psychology: Learning, Memory, & Cognition, PLoS ONE, Review of Philosophy and Psychology, Quality & Quantity, Quarterly Journal of Experimental Psychology, Science Advances, Thinking & Reasoning*

**Ad hoc conference reviewing:** Association for Consumer Research, Cognitive Science Society, Society for Consumer Psychology

**Ad hoc grant reviewing:** European Science Foundation, Social Sciences and Humanities Research Council of Canada

**Conference program committee:** Cognitive Science Society

**Scientific advisory board:** Cognitive Economics Society

**External examiner:** University of Sussex (MSc in Marketing & Consumer Psychology)

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