

JOE C. MAGEE

Robert F. Wagner Graduate School of Public Service
New York University
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ACADEMIC POSITIONS

Associate Professor 2010 – present
NEW YORK UNIVERSITY
Robert F. Wagner Graduate School of Public Service
Management and Organizations Department, Leonard N. Stern School of Business
Affiliate of Department of Psychology (2013 – present)

Assistant Professor 2004 – 2010
NEW YORK UNIVERSITY
Robert F. Wagner Graduate School of Public Service
Affiliate of Management and Organizations Department, Leonard N. Stern School of Business

EDUCATION

Stanford University Stanford, CA	Ph.D., Organizational Behavior	June, 2004
University of Michigan Ann Arbor, MI	B.A., Psychology <i>with Honors and Highest Distinction</i>	May, 1996

RESEARCH ACTIVITIES

Refereed Publications

- West, T. V., Magee, J. C., Gordon, S. H., & Gullett, L. (in press). A little similarity goes a long way: The effects of peripheral but self-revealing similarities on improving and sustaining interracial relationships. *Journal of Personality and Social Psychology*.
- Galinsky, A. D., Magee, J. C., Rus, D., Rothman, N. B., & Todd, A. R. (in press). Acceleration with steering: The synergistic benefits of combining power with perspective-taking. *Social Psychological and Personality Science*.
- Magee, J. C., & Frasier, C. W. (2014). Status and power: The principal inputs to influence for public managers. *Public Administration Review*, 74, 307-317.
- Mason, M. F., Magee, J. C., & Fiske, S. T. (2014). Neural substrates of social status inference: Roles of medial prefrontal cortex and superior temporal sulcus. *Journal of Cognitive Neuroscience*, 26, 1131-1140.
- Magee, J. C., & Smith, P. K. (2013). The social distance theory of power. *Personality and Social Psychology Review*, 17, 158-186.

- Whitson, J. A., Liljenquist, K. A., Galinsky, A. D., Magee, J. C., Gruenfeld, D. H., & Cadena, B. (2013). The blind leading: Power reduces awareness of constraints. *Journal of Experimental Social Psychology, 49*, 579-582.
- West, T. V., Heilman, M. E., Gullett, L., Moss-Racusin, C. A., & Magee, J. C. (2012). Building blocks of bias: Gender composition predicts male and female group members' evaluations of each other and the group. *Journal of Experimental Social Psychology, 48*, 1209-1212.
- Mason, M. F., Magee, J. C., Kuwabara, K., & Nind, L. (2010). Specialization in relational reasoning: The efficiency, accuracy, and neural substrates of social versus non-social inferences. *Social Psychological and Personality Science, 1*, 318-326.
- Magee, J. C., Milliken, F. J., & Lurie, A. R. (2010). Power and the construal of a crisis: The immediate aftermath of September 11, 2001. *Personality and Social Psychology Bulletin, 36*, 354-370.
- Ames, D. R., Bianchi, E., & Magee, J. C. (2010). Professed impressions: What people say about others affects onlookers' perceptions of speakers' power and warmth. *Journal of Experimental Social Psychology, 46*, 152-158.
- Magee, J. C. (2009). Seeing power in action: The roles of deliberation, implementation, and action in inferences of power. *Journal of Experimental Social Psychology, 45*, 1-14.
- Galinsky, A. D., Magee, J. C., Gruenfeld, D. H., Whitson, J., & Liljenquist, K. (2008). Power reduces the press of the situation: Implications for creativity, conformity, and dissonance. *Journal of Personality and Social Psychology, 95*, 1450-1466.
- Magee, J. C., & Langner, C. A. (2008). How personalized and socialized power motivation facilitate antisocial and prosocial decision-making. *Journal of Research in Personality, 42*, 1547-1559.
- Gruenfeld, D. H., Inesi, M. E., Magee, J. C., & Galinsky, A. D. (2008). Power and the objectification of social targets. *Journal of Personality and Social Psychology, 95*, 111-127.
- Magee, J. C., Galinsky, A. D., & Gruenfeld, D. H. (2007). Power, propensity to negotiate, and moving first in competitive interactions. *Personality and Social Psychology Bulletin, 33*, 200-212.
- Galinsky, A. D., Magee, J. C., Inesi, M. E., & Gruenfeld, D. H. (2006). Power and perspectives not taken. *Psychological Science, 17*, 1068-1074.
- Magee, J. C., & Tiedens, L. Z. (2006). Emotional ties that bind: The roles of valence and consistency of group emotion in inferences of cohesiveness and common fate. *Personality and Social Psychology Bulletin, 32*, 1703-1715.
- Galinsky, A. D., Gruenfeld, D. H., & Magee, J. C. (2003). From power to action. *Journal of Personality and Social Psychology, 85*, 453-466.

Invited Articles and Book Chapters

Galinsky, A. D., Rucker, D. D., & Magee, J. C. (in press). Power: Past findings, present considerations, and future directions. In J. Simpson (Assoc. Ed.), M. Mikulincer, & P. Shaver (Eds.), *APA Handbook of Personality and Social Psychology, Vol. 3: Interpersonal Relationships*. Washington, DC: American Psychological Association.

Magee, J. C., Kilduff, G. J., & Heath, C. (2011). On the folly of principals' power: Managerial psychology as a cause of bad incentives. *Research in Organizational Behavior, 31*, 25-41.

Magee, J. C., & Galinsky, A. D. (2008). Social hierarchy: The self-reinforcing nature of power and status. *Academy of Management Annals, 2*, 351-398.

Zhong, C., Magee, J. C., Maddux, W. W., & Galinsky, A. D. (2006). Power, culture, and action: Considerations in the expression and enactment of power in East Asian and Western societies. In Y-R. Chen (Ed.), *Research on Managing Groups and Teams: National culture and groups (Vol. 9, pp. 53-74)*. Greenwich, CT: JAI Press.

Galinsky, A. D., & Magee, J. C. (2006). Power plays. *Negotiation, 9(7)*, 1-3.

Magee, J. C., Gruenfeld, D. H., Keltner, D., & Galinsky, A. D. (2005). Leadership and the psychology of power. In D. M. Messick & R. Kramer (Eds.), *The Psychology of Leadership: New Perspectives and Research (pp. 275-294)*. Erlbaum: Mahwah, NJ.

Conference Presentations

Magee, J. C., & Laurin, K. (2014). *Power and close relationships: The (in)significance and asymmetric influence of others in goal pursuit and emotion*. Symposium organized for Society for Personality and Social Psychology, Austin, TX.

- Including: Magee, J. C., & Smith, P. K. (2014). *The social distance theory of power: Implications for close relationships*.

Magee, J. C., & Smith, P. K. (2011). *What drives the psychological effects of power: A comparison of the approach/inhibition and social distance theories*. Paper presented at International Association of Conflict Management, Istanbul, Turkey.

Galinsky, A. D., Rus, D., & Magee, J. C. (2011). *Accelerating with steering: How power and perspective-taking combine to create exceptional outcomes*. In A. D. Galinsky & N. Epley (Chairs), *Perspective Mistaking: When Stepping into the Minds of Others isn't Enough*. Symposium presented at Society for Personality and Social Psychology, San Antonio, TX.

West, T. V., & Magee, J. C. (2011). *The smoothing effects of perceived similarity on cross-race communication and coordination*. In A. Pearson & T. West (Chairs), *Connecting Social Minds: Perceptual, Physiological, and Behavioral Coordination Within and Between Groups*. Symposium presented at Society for Personality and Social Psychology, San Antonio, TX.

Magee, J. C., & Galinsky, A. D. (2010). *Cultural ladders: Causes and consequences of social hierarchy depend on national and regional culture*. Symposium organized for Society for Personality and Social Psychology, Las Vegas, NV.

- Including: Galinsky, A. D., Zhong, C., Magee, J. C., & Maddux, W. W. (2010). *The cultural contingency of power: Conceptual associations and behavioral consequences*.

- Magee, J. C., & Milliken, F. J. (2009). *Power differences in the construal of crises: Sense-making during the immediate aftermaths of September 11, 2001 and Hurricane Katrina*. Paper presented at Public Management Research Conference, Columbus, OH.
- Magee, J. C., & Milliken, F. J. (2009). *Roles, power, and sense-making after 9/11: Differences in the content of attention and construal*. Paper presented at Academy of Management, Chicago, IL.
*Winner, Best Paper Award, Managerial and Organizational Cognition Division
- Rus, D., Galinsky, A. D., & Magee, J. C. (2009). *Accelerating with steering: How power and perspective-taking combine to create exceptional outcomes*. In L. M. Leslie (Chair), *Status and Power in Organizations: New Perspectives on Conventional Wisdom*. Symposium presented at Academy of Management, Chicago, IL.
- Bianchi, E. C., Ames, D. R., & Magee, J. C. (2009). *Professed impressions: What people say about others affects onlookers' perceptions of speakers' power and warmth*. Paper presented at Academy of Management, Chicago, IL.
- Magee, J. C., & Milliken, F. J. (2009). *Power differences in the construal of crisis: Hurricane Katrina and the 9/11 attacks*. Paper presented at International Society for Political Psychology 32nd Annual Scientific Meeting, Dublin, IRELAND.
- Magee, J. C. (2009). *How power both makes and breaks leaders: The importance of goals*. Paper presented at New Directions in Leadership Research Conference, Fuqua School of Business, Duke University, Durham, NC.
- Magee, J. C., & Milliken, F. J. (2009). *Power differences in the construal of crisis: Hurricane Katrina and the 9/11 attacks*. In G. Kilduff & C. Anderson (Chairs), *Jockeying for Position: New Approaches to Studying Power and Status*. Symposium presented at Society for Personality and Social Psychology, Tampa, FL.
- Galinsky, A. D., & Magee, J. C. (2009). *The four forces of hierarchical self-reinforcement: Individual, interpersonal, institutional, and ideological processes*. In G. Kilduff & C. Anderson (Chairs), *Jockeying for Position: New Approaches to Studying Power and Status*. Symposium presented at Society for Personality and Social Psychology, Tampa, FL.
- Galinsky, A. D., & Magee, J. C. (2008). *The four forces of hierarchical self-reinforcement: Individual, interpersonal, institutional, and ideological processes*. Paper presented at Society for Experimental Social Psychology Pre-Conference, Davis, CA.
- Magee, J. C., & Galinsky, A. D. (2008). *The self-reinforcing nature of social hierarchy: Origins and consequences of power and status*. Paper presented at International Association of Conflict Management, Chicago, IL.
- Magee, J. C., Milliken, F. J., Lam, N., & Menezes, D. (2008). *The lens and language of power: Sense-making and communication in the aftermath of Hurricane Katrina*. Paper presented at Eastern Academy of Management, Washington, DC.
*Winner, Outstanding Empirical Paper Award

- Magee, J. C., & Langner, C. A. (2008). *How personalized and socialized power motivation facilitate antisocial and prosocial decision-making*. Paper presented at Eastern Academy of Management, Washington, DC.
*Honorable Mention, Outstanding Empirical Paper Award
- Milliken, F. J., Magee, J. C., Lam, N., & Menezes, D. (2008). *How power clouds our sense-making and learning from Hurricane Katrina*. In C. Fang (Chair), *Organizational Learning from Extreme Events*. Panel presented at Organization Science Winter Conference, Squaw Creek, CA.
- Magee, J. C., Milliken, F. J., Lam, N., & Menezes, D. (2007). *The lens and language of power: Sense-making and communication in the aftermath of Hurricane Katrina*. Paper presented at Wharton Organizational Behavior Conference, Philadelphia, PA.
- Milliken, F. J., Magee, J. C., Lam, N., & Menezes, D. (2007). *The effects of power on sense-making and communication: The case of Hurricane Katrina*. Paper presented at Academy of Management, Philadelphia, PA.
- Magee, J. C. (2007). Certain emotions have power: Expectations and inferences of power based on emotions associated with certainty. In N. Fast (Chair), *Power, Certainty, and Ambivalence*. Symposium presented at Academy of Management, Philadelphia, PA.
- Magee, J. C., Milliken, F. J., Lam, N., & Menezes, D. (2007). *Power differences in the construal of Hurricane Katrina: Implications for communication in times of crisis*. Paper presented at Psychology and Social Justice, New York, NY.
- Zhong, C., Magee, J. C., Maddux, W. W., & Galinsky, A. D. (2006). *Power, culture, and action: Considerations in the expression and enactment of power in East Asian and Western societies*. Paper presented at Academy of Management, Atlanta, GA.
- Magee, J. C. (2005). *The power motive and action-orientation: U.S. presidents and a laboratory study of helping behavior*. Paper presented at Academy of Management, Honolulu, HI.
- Magee, J. C., Galinsky, A. D., & Gruenfeld, D. H. (2005). *Are prime movers more powerful? Evidence from experiments on competitive choice and interaction*. Paper presented at Academy of Management, Honolulu, HI.
- Zhong, C., Magee, J. C., Maddux, W. W., & Galinsky, A. D. (2005). *Power, culture, and (in)action: Considerations in the expression and enactment of power in East Asian and Western society*. Paper presented at Annual Conference on Research on Managing Groups and Teams, Palisades, NY.
- Magee, J. C. (2005). *The power motive and action-orientation: An archival study of U.S. presidents and a laboratory study of helping behavior*. Paper presented at Society for Personality and Social Psychology, New Orleans, LA.
- Gruenfeld, D. H., Galinsky, A. D., Inesi, E., & Magee, J. C. (2005). *How do I think upon another? The effects of power on perspective-taking and objectification*. Paper presented at Society for Personality and Social Psychology, New Orleans, LA.

Galinsky, A. D., Liljenquist, K., & Magee, J. C. (2005). *Acceptable action: The effects of power, regulatory focus, and ideology on regrets of action and inaction*. Paper presented at Society for Personality and Social Psychology, New Orleans, LA.

Galinsky, A. D., Magee, J. C., Gruenfeld, D. H, Whitson, J., Liljenquist, K., & Cadena, B. (2004). *Under the influence? Power and immunity to environmental and social influence*. Paper presented at Academy of Management, New Orleans, LA.

Magee, J. C. (2003). *From action to power: The (strategic) use of action-orientation in inferences of power*. Presented at UC-Berkeley-Stanford University Ph.D. Conference, Berkeley, CA.

Galinsky, A. D., Magee, J. C., Gruenfeld, D. H, Whitson, J., Liljenquist, K., & Cadena, B. (2003). *Power and the inattention to obstacles and social constraint: Implications for disobedience, conformity, and dissonance*. Paper presented at International Association of Conflict Management, Melbourne, AUSTRALIA.

Magee, J. C., Gruenfeld, D. H, & Galinsky, A. D. (2003). *Power and objectification: How power-holders think of others in past and present*. Poster presented at Society for Personality and Social Psychology, Los Angeles, CA.

Magee, J. C., & Tiedens, L. Z. (2002). *The emotional ties that bind: Affective characteristics of groups and perceptions of cohesiveness and common fate*. Paper presented at Academy of Management, Denver, CO.

Magee, J. C., Galinsky, A. D., & Gruenfeld, D. H. (2001). *Power and action: Lessons from first offers, fans and fairy tales*. Paper presented at International Association of Conflict Management, Cergy, FRANCE.

Magee, J. C., Galinsky, A. D., & Gruenfeld, D. H. (2000). *Power and action: Lessons from fairy tales and fans*. Presented at Stanford University-UC-Berkeley Ph.D. Conference, Stanford, CA.

McDaniel, S. E., Olson, G. M., & Magee, J. C. (1996). *Identifying and analyzing multiple threads in computer-mediated and face-to-face conversations*. Paper presented at ACM Conference on Computer Supported Cooperative Work, Boston, MA.

Invited Presentations

Brooklyn College (Psychology), UC-Berkeley (Haas), Carnegie Mellon University (Tepper), Columbia University (Business School), Harvard University (HBS, Kennedy), London Business School, UCLA (Anderson), MIT (Sloan), New York University (Psychology), Northwestern University (Kellogg), University of North Carolina (Kenan-Flagler), Rutgers University (Business School), Stanford University (GSB), University of Texas at Austin (McCombs), Yale University (SOM)

Dissertation

From Action to Power: The Use of Action-Oriented Inferences of Power. Department of Organizational Behavior, Graduate School of Business, Stanford University, Stanford, CA.

Undergraduate Honors Thesis

Magee, J. C. *Perceptions of status and expertise in simulated video conference and computer-mediated groups*. Department of Psychology, University of Michigan, Ann Arbor, MI.

Research Assistant

Deborah Gruenfeld, Graduate School of Business, Stanford University, 2000 - 2004

Dale Miller, Graduate School of Business, Stanford University, 2002 - 2004

Frank Yates, Decision Research Laboratory, University of Michigan, 1994 - 1996

Tom Finholt, Collaboratory for Research on Electronic Work, University of Michigan, 1994 - 1996

GRANTS & FELLOWSHIPS

- Stephen Charney Vladeck Junior Faculty Fellowship, New York University, 2008
- Goddard Junior Faculty Fellowship, New York University, 2007
- Interdisciplinary Behavioral Research Grant, Stanford University, 2002, 2003

HONORS AND AWARDS

- Association of Psychological Science (APS) Rising Star, 2011
- Best Paper Award, Academy of Management, Managerial and Organizational Cognition Division, 2009
- Outstanding Empirical Paper Award, Eastern Academy of Management, 2008
- State Farm Companies Foundation Doctoral Dissertation Award, 2003
- Best Reviewer, Managerial and Organizational Cognition Division, 2003 Academy of Management, Seattle, WA
- Robert K. Jaedicke Award for Outstanding Scholarship, Stanford University, 2002
- Psi Chi/Allyn Bacon Undergraduate Honors Thesis Research Award, 1996
- Phi Beta Kappa; Phi Kappa Phi; James B. Angell Scholar; Class Honors 1992 – 1996; Sophomore Honors Award, University of Michigan

PROFESSIONAL ACTIVITIES

Teaching Activities

Power and Professional Influence (*Stern School*), 2013 – present

Power and Politics (*Stern School*), 2010 – 2012

Power and Influence in Organizations and Politics, 2008, 2010

Doctoral Colloquium, 2008 – 2010

Capstone Advanced Teamwork Seminar, 2005 – 2011

Managing Public Service Organizations, 2004 – present

Service

NYU

Representative, Joint Committee of NYU Stakeholders, 2013 – present

Faculty Director, MBA-MPA Dual Degree Program, 2013 – present

Director, Public and Nonprofit Program, Wagner, 2013 – present

Co-chair, Budget Committee, Wagner, 2013 – present

Dean's Search Committee, Wagner, 2012 – 13

Co-chair (elected), Dean's Review Committee, Wagner, 2011

Director, Management Specialization, Wagner, 2010 – 2012

Ad-hoc Global Education Committee, Wagner, 2010

Ad-hoc Admissions Committee, Wagner, 2010
Faculty Advisory Committee to the Dean (elected), Wagner, 2008, 2010 – 2011, 2013
Student Orientation Teamwork and Case Study Lead Instructor, Wagner, 2006 – 2011
Faculty Advisor, BRIDGE student group, Wagner, 2005 – present
Curriculum Committee, Wagner, 2005 – 2007, 2009 – 2010
Leading Scholar Search Committee, Wagner, 2009 – 2011
Dissertation committees: Nancy Lam (Stern PhD, 2009)
Doctoral Board, Wagner, 2007 – 2009
Management Faculty Search Committee, Wagner, 2007, 2011 (chair), 2013
Ad-hoc Research Committee, Wagner, 2006 – 2008

Field

Co-Organizer (with Steve Blader), 2nd Biannual Power, Status, and Influence Conference at NYU, 2010
Best Doctoral Dissertation Award Selection Committee, International Association of Conflict Management, 2009
Reviewer for multiple divisions (MOC, OB, CM) for Academy of Management annual meetings

Stanford

Graduate Student Committee Co-Chair, Stanford Social Innovation Review, 2002 – 2004
Committee Member, Faculty-Ph.D. Distinguished Service Award, Graduate School of Business, Stanford University, 2002 – 2004

Editorial Work

Editorial Board/Consulting Editor

Academy of Management Discoveries, 2013 – present
Administrative Science Quarterly, 2011 – 2013
International Public Management Journal, 2008 – present
Journal of Experimental Social Psychology, 2012 – present
Journal of Personality and Social Psychology, 2012 – present

Ad-hoc Reviewer

Academy of Management Journal, Administrative Science Quarterly, American Sociological Review, Basic and Applied Social Psychology, British Journal of Social Psychology, Current Directions in Psychological Science, European Journal of Social Psychology, Gender & Identity, Group Processes and Intergroup Relations, International Journal of Conflict Management, Journal of Behavioral Decision Making, Journal of Experimental Psychology: Applied, Journal of Experimental Social Psychology, Journal of Personality and Social Psychology, Management Science, Organizational Behavior and Human Decision Processes, Organization Science, Personality and Social Psychology Bulletin, Psychological Science, Social Cognition, Social Psychology

Professional Affiliations

Academy of Management
International Association of Conflict Management
Society for Personality and Social Psychology

NON-ACADEMIC WORK EXPERIENCE

Consulting with various NYC government agencies, 2006 - present
Board Member, Stickball Printmedia Arts, 2005 - 2010
Senior technology consultant, Braun Consulting, 1996 - 1999