

# **LUIZA ALMEIDA SANTOS**

[lsantos1@stanford.edu](mailto:lsantos1@stanford.edu)

450 Jane Stanford Way, Stanford University

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## **RESEARCH INTERESTS**

I use computational and experimental methods to study the psychological mechanisms underlying political polarization, support for democratic norms, and persuasion across party-lines. My research centers on how group membership can influence people's moral convictions and enable empathic failures toward dissimilar others.

## **EDUCATION**

- 2018 – present     Stanford University, PhD Candidate in Psychology
- 2018 – 2021       Stanford University, M.A. Psychology
- 2014 – 2017       Swarthmore College, High Honors BA in Psychology

## **ACADEMIC POSITIONS**

- 2018 – present     PhD student at the Stanford Social Neuroscience Lab and a member of the Polarization and Social Change Lab
- 2017 – 2018       Behavioral Research Fellow at the Department for Research Support, Kellogg School of Management.
- 2016 – 2017       Lab Manager at the Social and Political Psychology Lab for John Blanchar, Swarthmore College
- 2016 – 2017       Research Associate at the Moral Psychology Lab for Geoffrey Goodwin, University of Pennsylvania
- 2015 – 2017       Research Assistant at the Social Psychology Lab for Andrew Ward, Swarthmore College
- 2015 – 2016       Research Assistant at the Perception Lab for Frank Durgin, Swarthmore College

## **HONORS AND AWARDS**

- 2021 - 2023       Recipient of the Ric Weiland Graduate Fellowship (by departmental nomination), Stanford University
- 2021                Recipient of the Acton Family Grant (\$60,000)
- 2020 - 2021       Recipient of the PhD Fellowship from the Center on Philanthropy and Civil Society (PACS), Stanford University
- 2020                Awarded the Zimbardo Teaching Prize for excellence in teaching, Stanford University
- 2018                Recipient of the Alejandro and Lida Zaffaroni Graduate Fellowship, Stanford University
- 2017                Inducted member of the Phi Beta Kappa Honors Society, Swarthmore College
- 2016                Awarded the Joel Dean Research Grant, Swarthmore College

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## PUBLICATIONS

- 2022 **Santos, L.**, Voelkel, J. Willer, R., & Zaki, J. (2022) Belief in the Utility of Cross-Partisan Empathy Reduces Partisan Animosity and Facilitates Persuasion. *Psychological Science*

## MANUSCRIPTS IN PREPARATION

- 2023 **Santos, L.**, Voelkel, J. Willer, R., & Zaki, J. Positive Beliefs About Cross-Partisan Empathy Can Strengthen Americans' Support for Democracy (submitted for publication)
- 2023 **Santos, L.**, Willer, R., & Zaki, J. The Unexpected Benefits of Cross-Partisan Dialogue on Highly Polarized Issues
- 2023 **Santos, L.**, Calcott, R., Ashokkumar, A., Willer, R. & Zaki, J. Group Status Threat Leads to the Moralization of Group Differences
- 2023 **Santos, L.**, Kulkarni, V., Ferguson, I., Willer, R., Jurafsky, D. & Zaki, J. Elite Moral Polarization Predicts Voting Polarization in the American Congress.
- 2023 Schnabel, L., **Santos, L.**, Willer, R. Elite Philanthropy Increases Support for Plutocracy
- 2023 Broska, D., **Santos, L.**, Willer, R. Belief in the Fading American Dream Strengthens Americans' Support for Welfare Policies
- 2023 Voelkel, J., Stagnaro, M., Chu, J., (...) **Santos, L.**, (...) & Willer, R. Megastudy Identifying Effective Interventions to Strengthen Americans' Democratic Attitudes (submitted for publication)
- 2023 Roy, E., (...) **Santos, L.**, (...) & Axt, J. A Contest Study to Reduce Discrimination in Social Judgment (submitted for publication)

## MEDIA PUBLICATIONS

- 2023 Featured in SAGE Research Methods Video Quantitative & Mixed Methods Series.
- 2023 Featured in PBS News Hour's America at a Crossroads.
- 2021 Zaki, J., Willer, R., Voelkel, J., & **Santos, L.**, *Washington Post*, Op-Ed "Our divided times are an opportunity for empathy. Really." Link: <https://www.washingtonpost.com/opinions/2020/12/29/our-divided-times-are-an-opportunity-empathy-really/>
- 2021 Published interview at *Reasons to be Cheerful*. Interviewed by Eric Krebs. Link: <https://wearenotdivided.reasonstobecheerful.world/empathy-psychology-political-polarization-election/>
- 2018 Published interview at *Revista Exame*. Interviewed by David Cohen. Link: <https://exame.abril.com.br/revista-exame/a-tragedia-da-polarizacao/>

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## TEACHING EXPERIENCE

- 2023           Invited lecturer for “Talking Across Differences” class in PSYCH 15N: Becoming Kinder, Stanford University
- 2021           Teaching Assistant for Psychology 290: Natural Language Processing & Text-Based Machine Learning in the Social Sciences, Stanford University
- 2021           Invited lecturer for “Moral Development” class in Psychology 60: Introduction to Developmental Psychology, Stanford University
- 2021           Teaching Assistant for Psychology 60: Introduction to Developmental Psychology, Stanford University
- 2020           Teaching Assistant for Psychology 70: Self and Society: Introduction to Social Psychology, Stanford University
- 2019 – 2020   Teaching Fellow for Psychology 1: Introduction to Psychology, Stanford University

## CHAired CONFERENCE SYMPOSIUM

- 2023           **Santos, L**, Schroeder, J., Templeton, E., Yeomans, M. “The Science of Conversation: Novel Perspectives on How to Foster Connections through Meaningful Dialogue.” Symposium presented at the annual APS convention.
- 2022           **Santos, L**, Cikara, M., Pink, S., Mernyk, J., Puryear, C. “Novel Psychological Tools for Reducing Political Animosity and Building Consensus.” Symposium presented at the annual conference for the Society for Personality and Social Psychology

## SELECTED SEMINAR AND CONFERENCE PRESENTATIONS

- 2023           **Santos, L**, “Empathy Beliefs Can Disrupt Cycles of Democratic Erosion By Increasing Curiosity about Opposing Views”, Invited Speaker for APS’ Annual Convention
- 2023           **Santos, L**, “Durably Reducing Partisan Animosity Via Cross-Partisan Conversations”, Talk at APS’ Annual Convention
- 2020-2023     **Santos, L**, “Belief in Empathy as a Political Resource Reduces Partisan Animosity and Facilitates Persuasion.” Invited talks at New York University, Harvard, Princeton, and Yale.
- 2019           **Santos, L**, “Motivated Political Empathy: The Antecedents and Consequences of Outgroup Empathy Avoidance”, The Society for Affective Science
- 2019           **Santos, L**, “Political Outrage as Ingroup Signaling: Audience Effects on the Expression of Out-Party Hostility”, Society for Personality and Social

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- Psychology
- 2018 **Santos, L**, “Digital Partisanship: how online social networks can influence the expression of moral outrage”, Symposium on Technology and Ethics, Stanford University
- 2017 **Santos, L**, “American Authoritarianism in the 21st Century: Understanding the Psychological Appeal of Donald J. Trump”, Society for Personality and Social Psychology

### OUTREACH AND DEPARTMENTAL SERVICE

- 2020 - 2022 Volunteer at Paths to PhD, an outreach program for prospective students from underrepresented backgrounds
- 2020 Co-organizer of the Stanford Social Neuroscience Professional Development Series, a summer program meant to share information about academia for trainees from URM / FLI communities
- 2020 Co-organizer of the Department of Psychology PhD Interview Weekend, Stanford
- 2019 - 2020 Instructor of R Bootcamp for research assistants

### OTHER EXPERIENCE

- 2014-2015 Started and managed a feminist forum on Facebook called “Não Aguento Quando”, which focused on gender equality issues in Latin America. The page reached 150 thousand followers in one year and received spontaneous media coverage on more than 50 websites and magazines.