

Paul Deutchman

University of Pennsylvania

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EDUCATION

- 2018 – 2023 **Boston College**
Ph.D. in Social Psychology
Dissertation title: *The role of mentalizing in coordinating cooperative behavior and social norm cognition*
Dissertation committee: Katherine McAuliffe, Liane Young, Angie Johnston, & Jillian Jordan
- 2018 – 2020 **Boston College**
M.A. in Psychology
Advisor: Katherine McAuliffe
- 2013 – 2017 **Skidmore College**
B.A. in Psychology, minor in Anthropology – Cum Laude with Psychology Honors
Advisor: Jessica Sullivan

EMPLOYMENT

- 2023 – present **University of Pennsylvania**
Associate Professor of Practice (2024 – present), Philosophy, Politics, & Economics Program
Postdoctoral Fellow (2023 – 2024), Philosophy, Politics, & Economics Program
Research Affiliate (2023 – present), Center for Social Norms and Behavioral Dynamics
- 2022 **Allstate Insurance**
Quantitative Behavioral Science Intern, Data, Discovery & Decision Science Team
- 2017 – 2018 **Northwestern University**
Post-Baccalaureate Behavioral Research Fellow, Kellogg School of Management

GRANTS, HONORS, & AWARDS

2024	Benjamin Franklin Scholars Course Design Grant, University of Pennsylvania (\$4000)
2023	SPSP Psychgeist Scholarship
2018 – 2023	Presidential Fellowship, Boston College (\$5,000/year, 5 years)
2022	Boston College Dissertation Fellowship Award
2022	SPSP 2022 Travel Award (\$500)
2021	Research Incentive Grant, Boston College (\$15,000)
2020	Research Expense Grant, Boston College (\$2,000)
2020	SPSP Graduate Student Poster Award Finalist
2017	Krawiec Scholar, Skidmore College (\$500)
2016	Janet M. Rosencrans Scholarship, Skidmore College
2016	Travel-to-Present Grant, Skidmore College (\$800)
2016	Skidmore Summer Funded Internship Award, Skidmore College (\$4000)
2016	Krawiec Psychology Prize, Skidmore College (\$300)
2015	Travel-to-Present Grant, Skidmore College (\$600)

PUBLISHED MANUSCRIPTS

* Joint first authorship, ‡ Student mentee

Deutchman, P. & Yujin, F. ‡ (2026). Differentiating social and moral norms in perceived internalization. *Behavioral Sciences*, 16(5), 774.

Deutchman, P., Marshall, J., Lee, Y., Sansom, E.‡, Warneken, F., & McAuliffe, K. (2026). Descriptive norms influence children's injunctive and moral norm beliefs. *Journal of Experimental Child Psychology*, 265, 106468.

Deutchman, P., Kraft-Todd, G., Young, L., & McAuliffe, K. (2025). People update their injunctive and moral norm beliefs and behavioral intentions after receiving descriptive norm information. *Journal of Personality and Social Psychology: Attitudes & Social Cognition*, 128(1), 1–18.

Gollwitzer, A., Marshall, J., Lee, Y., **Deutchman, P.**, Warneken, F., & McAuliffe, K. (2024). Political partisanship links to children's COVID-19 responding. *European Journal of Social Psychology*, 54(4), 843-858

Deutchman, P., Aellen, M., Bogese, M., Bshary, R., Drayton, L., Gil, D.‡, Martin, J., Prêtôt, L., Raihani, N., Santos, L., McAuliffe, K. (2023). Punishment is sensitive to outside options in humans but not cleaner fish (*Labroides dimidiatus*): implications for the social cognition of punishment. *Animal Behaviour*, 205, 15-33.

Marshall, J., Lee, Y., **Deutchman, P.**, Wang, Z., Horsey, D., Warneken, F., McAuliffe, K. (2023). When not helping is nice: Children's changing evaluations of helping during COVID-19. *Developmental Psychology*, 59(5), 953–962.

- Deutchman, P.** & McAuliffe, K. (2023). Children use common knowledge to solve coordination problems. *Developmental Psychology*, 59(5), 987–993.
- McAuliffe, K. & **Deutchman, P.** (2022). Bridging the gap: human-animal comparisons. In T. Freeberg, A. Ridley & P. d'Ettoree, (Eds), *The Routledge International Handbook of Comparative Psychology* (pp. 355-369).
- Lee, Y. E., Marshall, J., **Deutchman, P.**, McAuliffe, K., & Warneken, F. (2022). Children's judgments of interventions against norm violations: COVID-19 as a naturalistic case study. *Journal of Experimental Child Psychology*, 221, 105452.
- Deutchman, P.**, Amir, D., Jordan, M., McAuliffe, K. (2022). Common knowledge promotes cooperation in the threshold public goods game by reducing uncertainty. *Evolution and Human Behavior*, 42(2), 155-167.
- Deutchman, P.**, Bracic, M., Raihani, N., & McAuliffe, K. (2021). Punishment is strongly motivated by revenge and weakly motivated by inequity aversion. *Evolution and Human Behavior*, 42(1), 12-20.
- Deutchman, P.**, & Sullivan, J. (2018). The Dark Triad and framing effects predict selfish behavior in a one-shot Prisoner's Dilemma. *PloS One*, 13 (9), e0203891
- Alvarez, J., Abdul-Chani, M., **Deutchman, P.**, DiBiasie, K., Iannucci, J., Lipstein, R., Zhang, J., & Sullivan, J. (2017). Estimation as analogy-making: Evidence that preschoolers' analogical reasoning ability predicts their numerical estimation. *Cognitive Development*, 41, 73-84.
- Reed, L., **Deutchman, P.**, & Schmidt, K. (2015). Effects of tearing on the perception of facial expressions of emotion. *Evolutionary Psychology*, 13(4), 1-5.

MANUSCRIPTS IN PREP & UNDER REVIEW

- Deutchman, P.*** & Lahiri, S.* (Under review). The psychology of cringe.
- Deutchman, P.*** & Lahiri, S.* (In prep). A theory of cringe: An evaluative affective state and trait. *Invited chapter for an edited philosophical volume on awkwardness*.
- Deutchman, P.**, Robertson, C.‡, & McAuliffe, K. (In prep). Children and adults are sensitive to the source of normative information.
- Deutchman, P. ***, Bracht, L. *‡, Jordan, J., Marshall, J., & McAuliffe, K. (In prep). The role of reputation and costly signaling in the development of third-party punishment.
- Amir, D.*, **Deutchman, P.***, Jones, J., & McAuliffe, K. (In prep). A cross-culturally appropriate assessment of risk preferences: The Ecologically Valid Risk Assessment (EVRA) scale.

INVITED TALKS

Deutchman, P. (2026). *The Role of Cringe in Social Norm Cognition*. Invited talk at University of Pennsylvania, Social Psychology Seminar Series.

Deutchman, P. (2026). *The Role of Cringe in Social Norm Cognition*. Invited talk at New York University, Social Psychology Seminar Series.

Deutchman, P. (2025). *The Psychology of Social Norms: Causes and Consequences of Social Norm Cognition*. Invited talk at Brown University, FeldmanHall Lab.

Deutchman, P. (2022). *The Evolution and Development of Mentalizing in Human Cooperation*. Invited talk at University College London, Social Evolution and BehaviourLab.

CONFERENCE PRESENTATION: TALKS

Deutchman, P.* & Lahiri, S.* (2027). *Why We Cringe: Understanding the Function of Cringe in Social Cognition*. Talk accepted at the annual meeting of the Society for Personality and Social Psychology

Deutchman, P.* & Lahiri, S.* (2026). *The Psychology of Cringe*. Talk presented at the annual meeting of the Society for Philosophy & Psychology.

Deutchman, P.* & Lahiri, S.* (2026). *The Psychology of Cringe*. Flash talk presented at the annual conference of the Society for Affective Science.

Deutchman, P., Kraft-Todd, G., Young, L., & McAuliffe, K. (2025). *People Update Their Injunctive Norm and Moral Beliefs After Receiving Descriptive Norm Information*. Talk presented at the annual meeting of the Southern Society of Philosophy & Psychology.

Deutchman, P., Marshall, J., Lee, Y., Sansom, E., Warneken, F., & McAuliffe, K. (2023). *Children's Injunctive Norm Beliefs are Influenced by Descriptive Norm Information*. Flash talk presented at the Society for Research in Child Development Biennial Meeting.

Deutchman, P., & McAuliffe, K. (2022). *Children Use Common Knowledge to Solve Coordination Problems*. Talk nominated for new investigator award at the annual conference of the Human Behavior & Evolution Society.

Deutchman, P., & McAuliffe, K. (2022). *Children Use Common Knowledge to Solve Coordination Problems*. Data blitz presented at the Origins of the Social Mind Preconference at the annual meeting of the Society for Personality and Social Psychology

Deutchman, P., Amir, D., Jordan, M., & McAuliffe, K. (2021). *Common Knowledge Increases Cooperation in the Threshold Public Goods Game by Reducing Uncertainty*. Presented talk at the annual meeting of the Human Behavior & Evolution Society.

Deutchman, P., Aellen, M., Bogese, M., Bshary, R., Drayton, L., Gil, D., Martin, J., Prêtôt, L., Raihani, N., Santos, L., McAuliffe, K. (2021). *Punishment is Sensitive to Outside Options in Humans but Not Cleaner Fish (*Labroides dimidiatus*): Implications for the Social Cognition of Punishment*. Presented data blitz at the Origins of the Social Mind Preconference at the annual meeting of the Society for Personality and Social Psychology.

Deutchman, P., Amir, D., Jordan, M., & McAuliffe, K. (2021). *Common Knowledge Increases Cooperation in the Threshold Public Goods Game by Reducing Uncertainty*. Presented talk at the annual meeting of the Society for Personality and Social Psychology.

Deutchman, P., Bracic, M., Raihani, N., & McAuliffe, K. (2019) *Inequity Aversion and Revenge Motivate Punishment*. Presented talk at the annual meeting of the Human Behavior and Evolution Society, Boston.

Deutchman, P., Jordan, M., Amir, D., & McAuliffe, K. (2018). *Threshold Uncertainty Increases Cooperation in the Public Goods Game*. Presented data blitz at the Evolutionary Psychology pre-conference of the annual meeting of the Society for Personality and Social Psychology, Portland.

Deutchman, P., Jordan, M., Amir, D., & McAuliffe, K. (2018). *The Role of Higher Order Beliefs on Cooperation in the Threshold Public Goods Game*. Presented data blitz at symposium on reasoning in moral psychology.

CONFERENCE PRESENTATION: POSTERS

Deutchman, P., Kraft-Todd, G., Young, L., & McAuliffe, K. (2025). *People Update Their Injunctive Norm and Moral Beliefs After Receiving Descriptive Norm Information*. Poster accepted at the annual meeting of the Society for Personality and Social Psychology, Denver.

Deutchman, P., & McAuliffe, K. (2023). *Children Use Common Knowledge to Solve Coordination Problems*. Poster accepted at the annual meeting of the Society for Personality and Social Psychology, Atlanta.

Deutchman, P., (2023). *Children's Injunctive Norm Beliefs are Influenced by Descriptive Norm Information*. Poster accepted Origins of the Social Mind Preconference at the annual meeting of the Society for Personality and Social Psychology, Atlanta.

- Deutchman, P.,** Kraft-Todd, G., Young, L., & McAuliffe, K. (2022). *Updating Normative Beliefs Across Different Moral Domains*. Presented poster at the annual meeting of the Society for Personality and Social Psychology, San Francisco.
- Deutchman, P.,** Amir, D., Jordan, M., & McAuliffe, K. (2021). *Common Knowledge Increases Cooperation in the Threshold Public Goods Game by Reducing Uncertainty*. Presented poster at the annual meeting the Society of Philosophy and Psychology.
- Deutchman, P.,** Amir, D., Jordan, M., & McAuliffe, K. (2021). *Common Knowledge Increases Cooperation in the Threshold Public Goods Game by Reducing Uncertainty*. Presented poster at MK40: Common Knowledge, Common Ground, and Context in Communication workshop hosted by University College London.
- Deutchman, P.,** Jordan, M., Amir, D., & McAuliffe, K. (2020). *Common Knowledge Promotes Cooperation in the Threshold Public Goods Game*. Presented poster at the annual meeting of the Society for Personality and Social Psychology, New Orleans.
- Deutchman, P.,** Bracic, M., Raihani, N., & McAuliffe, K. (2020). *Inequity Aversion and Revenge Motivate Punishment*. Presented poster at the Justice & Morality preconference, Society for Personality and Social Psychology, New Orleans.
- Deutchman, P., & Sullivan, J.** *The Dark Triad and framing effects predict selfish behavior in a one-shot Prisoner's Dilemma*. (2018). Presented poster at the annual meeting of the Society for Personality and Social Psychology, Atlanta.
- Deutchman, P., & Raihani, N.** *The Dark Triad and Anti-Social Aggression in a Joy-o Destruction Game*. (2017). Presented poster at the annual meeting of the Society for Personality and Social Psychology, San Antonio.
- Deutchman, P.,** Reed, L., & Schmidt, K. *The Tear Effect: An Affective Signal Influencing Perceptions of Emotional Expressions*. (2015). Presented poster at the annual meeting of the Human Behavior and Evolution Society, University of Missouri.

TEACHING & MENTORSHIP

- Primary Instructor:** Advanced Seminar in Research Methods, University of Pennsylvania
 Behavioral Economics & Psychology, University of Pennsylvania
 Origins of Cooperation and Conflict, University of Pennsylvania
 Moral Psychology, University of Pennsylvania
 Experimental Design for Empirical Research, University of Pennsylvania
- Teaching Assistant:** Social Psychology, Boston College
 Psychology as a Natural Science, Boston College

Canine Cognition, Boston College
Science of Emotion, Boston College
Personality Theories, Boston College
Understanding the Social World, Boston College

Guest Lecturer: Canine Cognition, Instructor: Angie Johnston
Understanding the Social World, Instructor: Katherine McAuliffe

Mentorship: Senior Thesis Advisory: Annamarie Costantini (BC), Emma Sansom (U of Bath), Caroline Robertson (BC), Alexa Riley (BC), Hannah Lee (Penn), Daniella Jansen (Penn)
Independent Study Advisory: Natalia Castillo (Penn)
Research Mentorship: Christian Hamilton (NYU), Maria Noyes (BC), Ben Morss (Colgate), Hailey Kobza (BC), Daniel Gil (BC), Jessica DelRey-Mejia (BC), Emma Sansom (U of Bath), Caroline Robertson (BC), Grace Cuddihly (BC), Mairead Gatliffe (BC), Natalie Smith (BC), Jingyi Xu (Harvard), Rumsha Ali (Brooklyn College), Sonia Mehta (Penn), Fiona Yang (Penn), Hope Nasatir (Penn), Cynthia Mu (Penn), Eirini Antonopoulou (Penn)

SERVICE

2025 – present	Pre-Major Advisor, University of Pennsylvania
2021 – 2023	Mentor, Application Mentorship Program, Boston College
2021 – 2023	Instructor, Academic Support Workshop, Boston College
2020 – 2022	Student Organizer, Roundtable Seminar Series, Human Behavior and Evolution Society
2019 – 2022	Mentor, Undergraduate Psychology Mentorship Program
2019 – 2023	Social/Developmental Area Representative, Boston College
2018 – 2023	Organizer, Boston College Graduate Student Research Day
2016	Treasurer, Skidmore College Psychology Honor Society
2015 – 2016	Peer Tutor, Skidmore College

PROFESSIONAL ACTIVITIES

Guest editor: *Behavioral Sciences, Special Issue: Social Cognition and Cooperative Behavior*

Ad-hoc Reviewer: *Journal of Personality & Social Psychology, Nature Human Behavior, Journal of Experimental Psychology: General, Evolution & Human Behavior, Developmental Psychology, Telematics and Informatics, Frontiers in Psychology, PLOS One, Royal Society Open Science, Scientific Reports, British Journal of Social Psychology, Proceedings of the Royal Society B: Biological Sciences, Developmental Science, Cognition*

RESEARCH INTERESTS

Collective Action; Morality; Social Norms; Punishment; Mentalizing; Social Emotions

REFERENCES

Katherine McAuliffe, PhD (Graduate advisor)
Department of Psychology & Neuroscience, Boston College
mcaulikg@bc.edu

Liane Young, PhD
Department of Psychology & Neuroscience, Boston College
liane.young@bc.edu

Cristina Bicchieri, PhD
Department of Philosophy, University of Pennsylvania
cbicchieri@gmail.com

Kate Dorsch, PhD (Teaching reference)
Philosophy, Politics, & Economics Program, University of Pennsylvania
kdorsch@sas.upenn.edu