

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 & Center for Social Norms and Behavioral Dynamics
Postdoctoral Fellow (2023 – 2024), Philosophy, Politics, & Economics Program & 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

- 2023 SPSP Psychgeist Scholarship
- 2018 – 2023 Presidential Fellowship, Boston College (\$5,000/year, 5 years)
- 2022 Boston College Dissertation Fellowship

2022	SPSP 2022 Travel Award (\$500)
2021	Boston College Research Incentive Grant (\$15,000)
2020	Boston College Research Expense Grant (\$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

- 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 for Personality & Social Psychology: Attitudes & 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 P d’Ettoree, T. Freeberg & A. Ridley (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., Marshall, J., Lee, Y., Sansom, E., Warneken, F., & McAuliffe, K. (In prep). Children selectively update their injunctive norm beliefs and moral evaluations after receiving descriptive norm information.

Deutchman, P., Robertson, C., & McAuliffe, K. (In prep). Children and adults are sensitive to the source of normative information

Deutchman, P., & McAuliffe, K. (In prep). The effect of social framing in the threshold public goods game.

Deutchman, P., & McAuliffe, K. (In prep). Evaluations of second- and third-party punishment across different transgressions and social relationships.

CONFERENCE PRESENTATION: TALKS

Deutchman, P., Kraft-Todd, G., Young, L., & McAuliffe, K. (2025). *People Update Their Injunctive Norm and Moral Beliefs After Receiving Descriptive Norm Information*. Presented talk 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 paper accepted 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*. 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 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-of 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)

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:	<i>Behavioral Sciences, Special Issue: Social Cognition and Cooperative Behavior</i>
Ad-hoc Reviewer:	<i>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</i>

PROGRAMMING SKILLS

R, Mplus, SPSS, Qualtrics, TurkPrime, Mechanical Turk, Prolific

RESEARCH INTERESTS

Collective action; Social Norms; Punishment; Mentalizing; Morality

REFERENCES

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

Liane Young, PhD
Department of Psychology & Neuroscience, Boston College
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Kate Dorsch, PhD
Philosophy, Politics, & Economics Program, University of Pennsylvania
kdorsch@sas.upenn.edu

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