

SMRITHI PRASAD

Division of Social Sciences, Yale-NUS College, Singapore

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ACADEMIC POSITIONS

- 2020 - Present **Assistant Professor of Psychology**
Yale-NUS College
- 2017- 2020 **Post-doctoral Research and Teaching Fellow**
Lloyd Greif Center for Entrepreneurial Studies & Founder's Central
University of Southern California, Marshall School of Business

EDUCATION

- 2017 **Ph.D. in Psychology** (*Research Area: Social Psychoendocrinology*)
University of Oregon
- 2012 **Master of Science in Management** (*Research Area: Organizational Behavior*)
National University of Singapore (NUS)
- 2009 **Bachelor of Social Sciences** (Hons.) (*Major in Psychology and Minor in Management*)
National University of Singapore (NUS)

RESEARCH INTERESTS

My research lies at the intersection of social psychology, behavioral endocrinology, and organizational behavior. Specifically, I examine how individuals make decisions in stressful and competitive contexts, and the underlying psychobiological micro-foundations of those behaviors. I use rigorous laboratory paradigms and naturalistic field methodologies to test my questions.

PUBLICATIONS

Sundin, Z. W., Chopik, W. J., Welker, K. M., Ascigil, E., Brandes, C. M., Chin, K. A., Ketay, S., Knight, E. L., Kordsmeyer, T. L., McLarney-Vesotski, A. R., **Prasad, S.**, Reese, Z. A., Roy, A. R. K., Sim, L., Stern, J., Carré, J. M., Edelstein, R. S., Mehta, P. H., Penke, L., Slatcher, R. B., & Tackett, J. L. (2021). Estimating the associations between Big Five personality traits, testosterone, and cortisol. *Adaptive Human Behavior and Physiology*.

Knight, E. L., Sarkar, A., **Prasad, S.**, & Mehta, P.H. (2020). Beyond the challenge hypothesis: The emergence of the dual-hormone hypothesis and recommendations for future research. *Hormones & Behavior*, 123, 104657

Prasad, S.*, Knight, E. L.*, & Mehta, P. H. (2019). Basal testosterone's relationship with dictator game decision-making depends on cortisol reactivity to acute stress: A dual-hormone perspective on dominant behavior during resource allocation. *Psychoneuroendocrinology*, 101, 150-159. * shared first authorship

Prasad, S., Lassetter, B., Welker, K.M., & Mehta, P.H. (2019). Unstable correspondence between salivary testosterone measured using enzyme immunoassays and tandem mass-spectrometry. *Psychoneuroendocrinology*, 109, 104373.

Prasad, S., Narayanan, J., Lim, K. G. Lim, Koh, G. C. H., Koh, D. S., & Mehta, P. H. (2017). Preliminary evidence that acute stress moderates basal testosterone's association with retaliatory behavior. *Hormones and Behavior*. 92, 128-140.

Casto, K. V., & **Prasad, S.** (2017). Recommendations for the study of women in hormones and competition research. *Hormones and Behavior*, 92, 190-194.

Welker, K.M., **Prasad, S.**, Srivastava, S., & Mehta, P.H. (2017). Basal cortisol's relation to testosterone changes may not be driven by social challenges. *Psychoneuroendocrinology*, 85, 1-5.

Welker, K. M., Lassetter, B., Brandes, C., **Prasad, S.**, Koop, D. R., & Mehta, P. H. (2016). A comparison of salivary testosterone measurement using immunoassays and tandem mass spectrometry. *Psychoneuroendocrinology*, 71, 180-188.

Mehta, P. H., & **Prasad, S.** (2015). The dual-hormone hypothesis: A brief review and future research agenda. *Current Opinion in Behavioral Sciences*, 3, 163-168.

Mehta, P. H., Mor, S., Yap, A., & **Prasad, S.** (2015). Dual-hormone changes are related to bargaining performance. *Psychological Science*, 26, 866-876.

Mehta, P. H., van Son, V., Welker, K. M., **Prasad, S.**, Sanfey, A. G., Smidts, A., & Roelofs, K. (2015). Exogenous testosterone in women enhances and inhibits competitive decision-making depending on victory-defeat experience and trait dominance. *Psychoneuroendocrinology*, 60, 224-236.

Narayanan, J., & **Prasad, S.** (2015). Neurobiological motivational systems and their implications for organizational behavior. *Biological Foundations of Organizational Behavior*. University of Chicago Press.

Prasad, S., & Narayanan, J. (2011) Physiology of negotiations. *Negotiation Excellence: Successful Deal Making*. World Scientific.

MANUSCRIPTS UNDER REVIEW AND IN PREPARATION

Prasad*, S., Knight*, E.L., Sarkar, A., Welker, K.W., Lassetter, B.L., & Mehta, P.H. (*Re&R at Psychoneuroendocrinology*) Testosterone fluctuations in response to a democratic election predicts partisan attitudes toward the elected leader. *shared first authorship

Prasad, S., Mehta, P. H., & Laurent, H. Large-scale intergroup competition influences temporal shifts in coupling of the HPA and HPG axes: Evidence from a US Presidential Election.

Prasad, S. Wakslak, C., Fehder, D., & R. Sudek. Impact of group polarization on funding decision in an angel investing context.

Prasad, S., van Overveld, M., Figner, B., Lins, J., O'Creevy, M.F., Smidts, A., & Mehta, P.H. The role mindfulness in economic decision-making.

CONFERENCE PRESENTATIONS

Talks

Prasad, S., Knight, E. L., Mehta, P. H., Wakslak, C., Wasserman, N. (May, 2018). The effects of basal testosterone on status-seeking behavior depend on the level of cortisol responses to acute stressors. Talk presented the 3rd Annual USC Postdoctoral Research Symposium

Prasad, S., & Mehta, P. H. (August, 2016). Neuroendocrine responses to perspective taking: Evidence from a negotiation context. Talk presented at the *Academy of Management*, Anaheim, CA.

Prasad, S., Mehta, P. H., & Lassetter, B. (February, 2014). The endocrinological and affective underpinnings of the 2012 presidential election. Data blitz presented at the Social Neuroendocrinology Preconference in the annual meeting of the *Society for Personality and Social Psychology*, Austin, TX.

Prasad, S., Narayanan, J. Mehta, P. H., Lim, V. K G., Koh, G. C. H., & Koh, D. S. (January, 2013). The

effect of social stress and testosterone on reactions to unfairness in bargaining interactions. Data blitz presented at the Social Neuroendocrinology Preconference in the annual meeting of the *Society for Personality and Social Psychology*, New Orleans, LA.

Posters

Prasad, S., Brandes, C. M., & Mehta, P. H. (January, 2017). Perspective taking influences neuroendocrine profiles during a negotiation. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*, San Antonio, TX.

Prasad, S., Welker, K. M., Lassetter, B., & Mehta, P. H. (January, 2016). Neuroendocrine and psychological responses to a societal inter-group dominance contest: Evidence from the 2012 Presidential Election. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*, Long Beach, CA.

Prasad, S., Welker, K. M., Lassetter, B., & Mehta, P. H. (January, 2016). Neuroendocrine and psychological responses to a societal inter-group dominance contest: Evidence from the 2012 Presidential Election. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*, Long Beach, CA.

Prasad, S., Zilioli, S., Mehta, P. H., Welker, K. M., Lassetter, B., & Watson, N. V. (February, 2015). Endocrine and affective responses to dominance contests in unstable hierarchies: Evidence from lab experiments and naturalistic contests. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*, Long Beach, CA.

Prasad, S., Mehta, P. H., & Lassetter, B. (February, 2014). Voter perceptions of political candidates before and after the 2012 presidential election. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*, Austin, TX.

Mehta, P. H., Prasad, S., & Lassetter, B. (April, 2013). Neuroendocrine and intergroup dynamics in the 2012 US presidential election. Poster presented at the annual meeting of the *Social and Affective Neuroscience Society*, San Francisco, CA.

Prasad, S., Narayanan, J. Mehta, P. H., Lim, V. K. G., Koh, G. C. H., & Koh, D. S. (January, 2013). The effect of social stress and testosterone on reactions to unfairness in bargaining interactions. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*, New Orleans, LA.

Prasad, S., Lim, S., Lim, V. K. G., & Ramchandani, B. (May, 2010). The differential effects of relative status on disrespect in the workplace in a short-term employment context. Poster presented at the annual meeting of the *Association of Psychological Science*, Boston, MA.

Prasad, S., Lim, V. K. G., & Chen, D. J. Q. (July, 2010). Self-regulation, individual characteristics and cyberloafing. Poster presented at the annual meeting of *PACIS*, Taipei, Taiwan.

TEACHING & MENTORING

Undergraduate thesis/capstone mentoring

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| 2021 | Ekin Balci: Role of Brief Psychological Interventions and Sex in Pain Sensitivity in an Acute Laboratory Stressor. |
| 2021 | Ann Mak Rui: Comparing the efficacy of mindfulness and music interventions on the stress response. |
| 2018 | Gabe Haw: The role of mindfulness and cardiovascular reactivity in economic risk-taking behavior- <i>Passed with Distinction.</i> |
| 2016 | Candace Joyner: Role of socioeconomic status (SES) in responses to unfair offers in the ultimatum game- <i>Passed with Honors.</i> |

Teaching

Spring 2021 **Course Instructor**, Statistics and Research Methods for Psychology (Yale-NUS College)

Spring 2019 **Teaching Assistant**, Founder's Dilemmas (University of Southern California)

Spring 2018 **Course Instructor**, Introduction to Business for Non-Business Majors (at University of Southern California)

2012-2016 **Lab Instructor**, Research Methods (at University of Oregon)

Winter 2016 **Teaching Assistant**, Hormones and Behavior (at University of Oregon)

Fall 2015 **Teaching Assistant**, Decision-making (at University of Oregon)

Summer 2013 **Course Instructor**, Statistical Methods (at University of Oregon)

HONORS AND AWARDS

2015 Travel Award, *Society for Personality and Social Psychology*

2009-2012 Research Scholarship, National University of Singapore (NUS)

PROFESSIONAL EXPERIENCE

Ad hoc Journal Reviewing

Adaptive Human Behavior and Physiology
European Review of Social Psychology
Biological Psychology
Hormones & Behavior
PeerJ
Personal Relationships
Psychology and Marketing
Psychoneuroendocrinology
Strategic Management Society (Conference)

Membership

2016- Present Academy of Management

2012- Present Society of Social and Personality Psychology

Service

2015-2017 Committee for an Inclusive Community (at University of Oregon).