

# David A. Reinhard

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## ***Professional Appointments***

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- 2021-Present **University of Illinois Urbana Champaign**, Gies College of Business  
Postdoctoral Research Associate, Organizational Behavior & Business Law
- 2017-2021 **University of Massachusetts Amherst**  
Postdoctoral Research Associate, Psychology of Peace & Violence Program  
NSF BCS #1628458 (PI: Bernhard Leidner)

## ***Education & Training***

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- 2013-2017 **University of Virginia**  
PhD in Social Psychology
- 2011-2013 **University of Virginia**  
MA in Social Psychology
- 2010-2011 **University of Michigan**, Institute for Social Research  
Research Associate, Research Center for Group Dynamics  
NSF BCS #0820609 (PI: Stephanie Brown)
- 2006-2010 **University of Michigan**, Honors College  
BA in Psychology, High Honors

## ***Research Interests***

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- Intergroup rivalry, enmity, & competition
- Diversity & Inclusion (groups & teams)
- Intergenerational Lineage (legacy, tradition, & social identity)

## ***Publications***

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Converse, B., Reinhard, D. A., & Austin, M. (2022). Psychology of rivalry: A social-cognitive approach to competitive relationships. Garcia, S. M., & Avishalom, T. (Eds.), *Oxford Handbook on the Psychology of Competition*. Oxford: Oxford University Press.

McLamore, Q., Leidner, B., Park, J., Hirschberger, G., Li, M., Reinhard, D. A., & Beals, K. (2021). Strong hearts, open minds: Cardiovascular challenge predicts non-defensive responses to ingroup-perpetrated violence. *Biological Psychology*, 161, Article 108054.

Clore, G. L., & Reinhard, D. A. (2018). Emotional intensity: It's the thought that counts. In Fox, A. S., Lapate, R. C., Shackman, A. J., Davidson, R. J. (Eds.), *The Nature of Emotion: A volume of short essays addressing fundamental questions in emotion*. Oxford: Oxford University Press.

Converse, B. A. & Reinhard, D. A. (2016). On rivalry and goal pursuit: Shared competitive history, legacy concerns, and strategy selection. *Journal of Personality and Social Psychology, 110*, 191-213.

Open Science Collaboration. (2015). Estimating the reproducibility of psychological science. *Science, 349*, aac4716.

Wilson, T. D., Reinhard, D. A., Westgate, E. C., Gilbert, D., Ellerbeck, N., Hahn, C., Brown, C., & Shaked, A. (2014). Just think: The challenges of the disengaged mind. *Science, 345*, 75-77.

Wilson, T. D., Gilbert, D. A., Reinhard, D., Westgate, E. C., & Brown, C. (2014). Would you fund this movie? A reply to Fox et al. (2014). *Frontiers in Psychology, 5*, 1428.

Reinhard, D. A., Konrath, S., Lopez, W., & Cameron, H. (2012). Expensive egos: Narcissistic males have higher cortisol. *PLoS ONE, 7*, e30858.

Chandler, J., Reinhard, D. A., & Schwarz, N. (2012). To judge a book by its weight you need to know its content: Knowledge moderates the use of embodied cues. *Journal of Experimental Social Psychology, 48*, 948-952.

### ***Manuscripts under review***

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Brown, S., Johnson, K., Fredrickson, B., Schultheiss, O., Brown, M., Smith, D., Carter, C., Seng, J., Munro-Kramer, M., Lopez, W., Cameron, H., Reinhard, D. A., Bonadonna, J. P. [a paper on prosocial behavior, oxytocin, and progesterone]. Under review at *Personality and Social Psychology Bulletin*.

### ***Manuscripts in preparation***

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Reinhard, D. A., Berendt, J., McLamore, Q., Uhrich, S., Leidner, B. & Gianiodis, P. T. A paradox for value creation or destruction: Interorganizational rivalries spillover to external stakeholder aggression and crime. Preparing for *Administrative Science Quarterly*.

Reinhard, D. A. Propositions for a lineage schema in collective identity. Preparing for *Academy of Management Review*.

Reinhard, D. A., Leidner, B., & Hirschberger, G. The rival within, the enemy at the gates: Intergroup rivals (not enemies) are part of the ingroup's collective identity. Preparing for *Academy of Management Discoveries*.

### ***Selected work in progress***

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Reinhard, D. A., Loyd, D. L., Kern, & M. C. When does more actually feel better?: Increased

diversity and the need for inclusion. Preparing for *Organizational Behavior and Human Decision Processes*.

Reinhard, D. A., Kumove, H., & Leidner, B. Intergroup rival or enemy? Cardiovascular challenge and threat during Democrat and Republican encounters. *Data collection in progress*.

## ***Professional Affiliations***

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Academy of Management (AOM)

- OB, NEU, & DEI

International Association for Conflict Management (IACM)

## ***Teaching***

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**Gies College of Business, Lecturer**

2022 *Business Ethics (undergraduate)*

2022 *Leading Individuals and Teams (undergraduate)*

**University of Massachusetts Amherst, Lecturer**

2020 *The Psychology of Competition, Rivalry, & Intractable Conflict (undergraduate)*

2019 *Advanced Social Psychology (PhD)*

**University of Virginia, Graduate Teaching Assistant**

2014-2016 *Introduction to Social Psychology (undergraduate)*

2014 *Research Methods and Data Analysis I (undergraduate)*

2012-2013 *Research Methods and Data Analysis II (undergraduate)*

2011 *Introduction to Cognition (undergraduate)*

**University of Michigan, Undergraduate Teaching Assistant**

2009-2010 *The Psychology of Interpersonal Relationships (undergraduate)*

## ***Presentations***

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**Chaired Symposium**

Reinhard, D. (2022, August). *Unveiling variations in 'the Other': How relationship drive intergroup and interpersonal dynamics*. Academy of Management. Seattle, WA.

Reinhard, D. (2021, May). *Social dynamics of goal pursuit*. Acting Chair at the Society for the Science of Motivation, Virtual.

**Conference Talks**

Reinhard, D. (2023, July). *A psychological approach to intergenerational dimensions of group identities*. International Association for Conflict Management. Thessaloniki, Greece.

Reinhard, D., Berendt, J., McLamore, Q., Uhrich, S., & Leidner, B. (2022, July). *Social norms in rivalries increase societal harmdoing*. Academy of Management. Seattle, WA.

Reinhard, D., Berendt, J., McLamore, Q., Uhrich, S., & Leidner, B. (2022, July). *Social norms in rivalries increase societal harmdoing*. Interdisciplinary Network for Group Research. Hamburg, Germany.

Reinhard, D., Berendt, J., McLamore, Q., Uhrich, S., & Leidner, B. (2022, July). *Social norms in rivalries increase societal harmdoing*. International Association for Conflict Management. Ottawa, Canada.

Reinhard, D. & Leidner, B. *Rival warfare: An investigation of rivalry's potential for intergroup conflict escalation*. (2022, July). International Association for Conflict Management. Ottawa, Canada.

Loyd, D. L., Kern, M. C., Reinhard, D. A. (2022, March). *When does more actually feel better?: Increased diversity and the need for inclusion*. Dismantling Bias Conference. Purdue University, Krannert School of Management, West Lafayette, IN.

### **Invited Talks**

Reinhard, D. (2021, May). *A psychological approach to intergroup rivalry*. Boğaziçi University, Istanbul, Türkiye, Virtual.

Reinhard, D. (2017, May). *Connecting to the Past: Motivational consequences of shared history*. Columbia Business School, New York, NY.

Reinhard, D., & Brown, S. (2011, September). *Trends in social science and medicine: Value and feasibility of combining neuroendocrine, cardiovascular, facial EMG, and neuroimaging methods for studying compassion*. Stony Brook University Medical School, Stony Brook, NY.

### **Grants and Fellowships**

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Gies College of Business, University of Illinois Urbana Champaign (\$18,616). "Physiological reactivity for distinct minorities in work groups." 2023-2025

The Society for the Psychological Study of Social Issues, Grants-in-Aid (\$1,998). "De-escalating conflict in international rivalries." 2018-2020

The Society for Personality and Social Psychology, Small Research Grant (\$1,500). "De-escalating conflict in international rivalries." 2018-2020

American Psychological Association Division 48, Small Grants for Peace Psychology (\$500). "Destructive or constructive international conflict: Enemies or rivals? An empirical Investigation and Intervention in Israel and Iran." 2018-2019

Office of Equity & Inclusion, University of Massachusetts Amherst, Campus Climate Improvement Grants (\$2,500). "Bridging the great divide: Democrat-Republican rivalry and its consequences for diversity, disparity, and inclusion on campus." 2018-2019

The Topol Fellowship, University of Massachusetts Amherst (\$8,000). "From destructive to constructive international conflict by turning enemies into rivals: An empirical investigation and intervention in Israel and Iran." 2018

Data Science Institute, University of Virginia, Presidential Fellowship in Data Science (\$28,000). "The role of emotions in political discourse." 2016-2017

### **Service**

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Ad hoc reviewer      *Journal of Personality and Social Psychology*  
*Journal of Sports Management*

### **References**

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Peter Gianiodis, Ph.D.      Merle E. Gilliland Professor in Entrepreneurial Finance  
Palumbo-Donahue School of Business, Duquesne University  
Email: gianiodisp@duq.edu

Denise Lewin Loyd, Ph.D.      Associate Dean for Equity and Associate Professor of Business  
Gies College of Business, University of Illinois Urbana Champaign  
Email: loyddl@illinois.edu

Timothy D. Wilson, Ph.D.      Sherrell J. Aston Professor of Psychology  
University of Virginia  
Email: tdw@virginia.edu