

SMRITHI PRASAD

Division of Social Sciences, Yale-NUS College, Singapore

Email: smrithi.prasad@yale-nus.edu.sg

ACADEMIC POSITIONS

- 2020 - Present **Assistant Professor of Psychology**
Yale-NUS College, Division of Social Sciences
- 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

- Prasad*, S.**, Knight*, E.L., Sarkar, A., Welker, K.W., Lassetter, B.L., & Mehta, P.H. (2021) Testosterone fluctuations in response to a democratic election predicts partisan attitudes toward the elected leader. *Psychoneuroendocrinology*, 133, 105396. *shared first authorship
- 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*, 1-21.
- 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

Knight, E. L., Morales, P. J., Christian, C. B., Prasad, S., Harbaugh, W. T., Mehta, P. H., & Mayr, U. (R&R at *Journal of Personality and Social Psychology*). The causal effect of testosterone on men's competitive behavior is moderated by basal cortisol and cues to an opponent's status: Evidence for a context-dependent dual hormone hypothesis

Sarkar, A.*, Prasad, S.*, van Overveld, M., Figner, B., Lins, J., O'Creevy, M.F., & Smidts, A. & Mehta, P.H. The neuroendocrine underpinnings of mindfulness meditation in traders.
*shared first authorship

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.

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.

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

- 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- *Passed with Distinction.*
- 2016 **Candace Joyner:** Role of socioeconomic status (SES) in responses to unfair offers in the ultimatum game- *Passed with Honors.*

Teaching

- Fall 2021 **Course Instructor,** Quantitative Reasoning (Yale-NUS College)
- Spring 2021 **Course Instructor,** Statistics and Research Methods in 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)

GRANTS AND AWARDS

- 2021 Teaching Engagement Grant at Yale-NUS College: *Redesigning data science education in Psychology*
- 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).