

Research Lab Course Psychology 2661r / For-Credit Research Assistantships



Can 3 minutes of power posing build confidence and improve performance on a variety of different tasks? Interested in how body language and posture can influence how we perform in various tasks? Help us find out in Psychology 2661r, where you will get hands-on research experience and trainings in numerous common and uncommon psychology research tools.

Simple tweaks of body language can change how people behave in profound ways. We are exploring the link between nonverbal behavior and performance, how warmth, competence, and power are communicated and interpreted from nonverbal behavior, and how emotional expressions influence behavior and judgments. We also explore how perceptions of employees are influenced by demographic characteristics such as gender and race. We use experimental methods, including eye-tracking equipment, physiological measures, hormonal assays, and voice analysis, to study nonverbal behavior in the lab, online, and in the field.



About the Course and Assistantships: In biweekly meetings, students will have the opportunity to provide and receive feedback on the work of the lab as well as discuss relevant papers. In addition, monthly trainings will be held covering research tools, such as eye-trackers, physiological measures, Qualtrics, and Mechanical Turk. In this class, students will be asked to spend 10-15 hours per week attending lab meetings, trainings, and assisting research.



For Harvard Students: Students enrolled in Psychology 2661r will be required to complete a final paper or presentation at the end of the semester. Harvard course website: <http://sites.harvard.edu/icb/icb.do?keyword=k98290>

For Non-Harvard Students: Please contact us and inquire with your university whether to find whether you are eligible to earn course credit for working with our lab through an internship course or an independent study course. If your course is the

equivalent of 3 credits and is not pass/fail, you will be required to complete a final paper or presentation at the end of the semester.

Please contact Chun Su for more information (csu@hbs.edu). If interested, please send a CV/Resume and cover letter.