

# HUGO MERCIER – VITA

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## Current position

*CNRS Research Scientist*. Institut des Sciences Cognitives, Lyon, France. 2012-present.

*Visiting scholar*. Philosophy, Politics and Economics Program, University of Pennsylvania. 2012-present.

## Previous employment

*Université de Neuchâtel, Ambizione fellow*. Centre de Sciences Cognitives. 2013-2016.

*Postdoctoral Fellow*. University of Neuchâtel. 2012.

*Postdoctoral Fellow*. Philosophy, Politics and Economics Program, University of Pennsylvania. 2009-2011

## Education

*HDR (Habilitation à Diriger des Recherches)*. Université Lyon II. (Diploma required to supervise PhD students in France). 2015.

*PhD in Cognitive Sciences*. Specialization: Psychology (Highest Honors) EHESS - Institut Jean Nicod (CNRS-ENS-EHESS). 2005-2009.

*Master of Cognitive Sciences*. Graduated with distinction (Very Good). ENS-EHESS-Paris VIII. 2004-2005.

## Grants

2017 PI on a Tremplin-ERC grant from the French Agence Nationale de la Recherche. 110.000€

2014-2015 Co-PI on Singapore Ministry of Education grant: *A Cross-cultural examination of conditions that make collaborative learning effective* (Manu Kapur, PI). S\$19,997

2013-2016 Ambizione grant from the Swiss National Fund: *Reasoning in its social, cultural and argumentative context*. 587,000 CHF

2010-2012 Co-investigator on Fondation de France grant: *La « politique » de l'enfant : La cognition adaptée aux hiérarchies sociales* (Jean-Baptiste Van der Henst, PI).

2005-2008 PhD grant from the DGA (military).

2005-2008 Co-investigator on Chorus grant: *La contradiction : une perspective interculturelle* (Jean-Baptiste Van der Henst, PI).

2004-2005 Merit scholarship awarded by the French Ministry of Education.

## Publications

### Books

Mercier, H. (in prep) *Vigilance* (Under contract with Princeton University Press, and Recorded Books for the audio book)

Mercier, H. & Sperber, D. (2017) *The Enigma of Reason*. Harvard University Press (US) & Allen Lane (UK). Planned translations in Korean (KPI) and Chinese (CITIC).

### **Edited book and special issues**

Mercier, H. (Ed.) (2014) *Psychology and Culture*. Thematic issue of *Topoi*.

Mercier, H. (Ed.) (2013) *Recording and Explaining Cultural Differences in Argumentation*. Special issue of the *Journal of Cognition and Culture*, 13(5).

Van der Henst, J.-B. & Mercier, H. (Eds.) (2009) *Darwin en tête ! L'évolution et les sciences cognitives*. Grenoble: PUG.

### **Published papers**

Castelain, T., Bernard, S. & Mercier, H. (in press) Evidence that 2-year-old children are sensitive to argument strength. *Infancy*.

Mercier, H. (in press) How gullible are we? A review of the evidence from psychology and social science. *Review of General Psychology*.

Claidière, N., Trouche, E. & Mercier, H. (in press) Argumentation and the diffusion of counter-intuitive beliefs. *Journal of Experimental Psychology: General*.

Mercier, H. (in press) The intuitive and social dimensions of justifications. *Behavioral and Brain Sciences*. (Commentary)

Mercier, H., Sudo, M., Castelain, T., Bernard, S. & Matsui, T. (in press) Japanese preschoolers' evaluation of circular and non-circular arguments. *European Journal of Developmental Psychology*.

Mercier, H., Dezechache, G. & Scott-Phillips, T. (in press) Strategically communicating minds. *Current Directions in Psychological Science*.

Mercier, H., Rolison, J., Stragà, M., Ferrante, D., Walsh, C. & Girotto, V. (in press) Questioning the preparatory function of counterfactual thinking. *Memory & Cognition*.

Mercier, H., Boudry, M., Paglieri, F. & Trouche, E. (in press) Natural born arguers: Teaching how to make the best of our reasoning abilities. *Educational Psychologist*.

Charafeddine, R., Mercier, H., Clément, F., Kaufman, L., Reboul, A., Van der Henst, J.-B. (in press) Children's allocation of resources in social dominance situations. *Developmental Psychology*.

Mercier, H., Politzer, G. & Sperber, D. (2017) What causes failure to apply the Pigeonhole Principle in simple reasoning problems? *Thinking & Reasoning*. 23(2), 184–189.

Vullioud, C., Clément, F., Scott-Phillips, T. & Mercier, H. (2017) Confidence as an expression of commitment: Why misplaced expressions of confidence backfire. *Evolution and Human Behavior*. 38, 9-17.

Trouche, E., Johansson, P., Hall, L. & Mercier, H. (2016) The selective laziness of reasoning. *Cognitive Science*. 40(8), 2122–2136.

Castelain, T., Bernard, S., Van der Henst, J.-B. & Mercier, H. (2016) The influence of power and reason on young Maya children's endorsement of testimony. *Developmental Science*.

- Mercier, H. (2016) Making science education more natural – Some ideas from the argumentative theory of reasoning. *German Journal of Educational Psychology. Special issue 'Learning through communication.'* 30, 151-153.
- Terrier, N., Bernard, S., Mercier, H., & Clément, F. (2016) Visual access trumps gender in 3- and 4-year-old children's endorsement of testimony. *Journal of Experimental Child Psychology.* 146, 223-230.
- Bernard, S., Castelain, T., Mercier, H., Van der Henst, J. B., Kaufmann, L. & Clément, F. (2016) The boss is always right: Preschooler endorse the testimony of a dominant over that of a subordinate. *Journal of Experimental Child Psychology.* 152, 307–317
- Mercier, H. (2016) The argumentative theory: Predictions and empirical evidence. *Trends in Cognitive Sciences.* 20(9), 689-700.
- Castelain, T., Giroto, V., Jamet, F. & Mercier, H. (2016) Evidence for benefits of argumentation in a Mayan indigenous population. *Evolution and Human Behavior.* 37(5), 337-342.
- Mercier, H., Deguchi, M., Van der Henst, J-B. & Yama, H. (2016) The benefits of argumentation are cross-culturally robust: the case of Japan. *Thinking & Reasoning.* 22(1), 1-15.
- Bernard, S., Clément, F. & Mercier, H. (2016) Pure wishful thinking and its moderation in preschoolers. *Journal of Experimental Child Psychology.* 141, 267-274.
- Miton, H. & Mercier, H. (2015) Cognitive obstacles to pro-vaccination beliefs. *Trends in Cognitive Sciences.* 19(11), 633-636.
- Mercier, H., Trouche, E., Yama, H., Heintz, C. & Giroto, V. (2015) Experts and laymen grossly underestimate the benefits of argumentation for reasoning. *Thinking & Reasoning.* 21(3), 341-355.
- Charafeddine, R., Mercier, H., Clément, F., Kaufmann, L., Reboul, A., & Van der Henst, J. B. (2015) How preschoolers use cues of dominance to make sense of their social environment. *Journal of Cognition and Development.* 16(4).
- Miton, H., Claidière, N. & Mercier, H. (2015) Universal cognitive mechanisms explain the cultural success of bloodletting. *Evolution and Human Behavior.*
- Mercier, H. Zhang, J., Qu, Y., Lu, P. & Van der Henst, J.-B. (2015) Do Easterners and Westerners treat contradiction differently? *Journal of Cognition and Culture.*
- Trouche, E., Sander, E. & Mercier, H. (2014) Arguments, more than confidence, explain the good performance of reasoning groups. *Journal of Experimental Psychology: General.* 143(5), 1958-1971.
- Mercier, H. & Heintz, C. (2014) Scientists' argumentative reasoning. (Thematic issue of *Topoi* on 'Psychology and Culture,' Mercier, H. Ed.) 33(2), 513-524.
- Mercier, H. (2014) Introduction: Psychology and Culture. (Thematic issue of *Topoi* on 'Psychology and Culture,' Mercier, H. Ed.) 33(2), 437-441.
- Mercier, H., Bernard, S. & Clément, F. (2014) Early sensitivity to arguments: How preschoolers weight circular arguments. *Journal of Experimental Child Psychology,* 125, 102-109.
- Strickland, B. & Mercier, H. (2014) Bias neglect: A blind spot in the evaluation of scientific results. *Quarterly Journal of Experimental Psychology,* 67(3), 570-580.

- Bicchieri, C. & Mercier, H. (2014) Norms and beliefs: how change occurs. *The Jerusalem Philosophical Quarterly*, 63 (January 2014), 60–82.
- Mercier, H. (2013) The function of reasoning: Argumentative and pragmatic alternatives (reply to Darmstadter). *Thinking & Reasoning*, 19(3-4), 488-494.
- Mercier, H. (2013) Recording and explaining cultural differences in argumentation. *Journal of Cognition and Culture*, 13(5), 409-417 (Introduction to the special issue).
- Dezecache, G., Mercier, H. & Scott-Phillips, T. (2013) An evolutionary approach to emotional communication. *Journal of Pragmatics*, 59(B), 221-233.
- Adachi, K., Yama, H., Van der Henst, J-B., Mercier, H., Karasawa, M., Kawasaki, Y. (2013) Culture, Ambiguity Aversion and Choice in Probability Judgments. *International Journal of Creativity & Problem Solving*, 23(2), 63-78.
- Mercier, H. & Heintz, C. (2013) The place of evolved cognition in scientific thinking (commentary on McCauley). *Religion, Brain and Behavior*, 3(2), 119-182.
- Bicchieri, C. & Mercier, H. (2013) Self-serving biases and public justifications in trust games. *Synthese*, 190(5), 909-922.
- Landemore, H. & Mercier, H. (2012) 'Talking it out': Deliberation with others versus deliberation within. *Análise Social*, XLVII(4), 910-934.
- Mercier, H. (2012) Some clarifications about the argumentative theory of reasoning. A reply to Santibáñez Yañez (2012). *Informal Logic*, 32(2), 256-265.
- Mercier, H. (2012) Looking for arguments. *Argumentation*, 26 (3), 305-324.
- Mercier, H. & Strickland, B. (2012) Evaluating arguments from the reaction of the audience. *Thinking & Reasoning*, 18 (3), 365-378.
- Mercier, H. (2012) The social functions of explicit coherence evaluation. *Mind & Society*, 11 (1), 81-92.
- Mercier, H. & Sperber, D. (2012) "Two heads are better" stands to reason. *Science*, 336, 979. (letter)
- Mercier, H., Yama, H., Kawasaki, Y., Adachi, K. & Van der Henst, J-B. (2012) Is the use of averaging in advice taking modulated by culture? *Journal of Cognition and Culture*, 12 (1-2), 1-16.
- Mercier, H. & Landemore, H. (2012) Reasoning is for arguing: Understanding the successes and failures of deliberation. *Political Psychology*, 33(2), 243-258.
- Bernard, S., Mercier, H. & Clément, F. (2012) The power of well connected arguments: Are children sensitive to the connective *because*? *Journal of Experimental Child Psychology*, 111 (1), 128–135.
- Mercier, H. (2011) What good is moral reasoning? *Mind & Society*, 10(2), 131-148.
- Mercier, H. (2011) When experts argue: explaining the best and the worst of reasoning. *Argumentation*, 25(3), 313-327.
- Mercier, H. (2011) Reasoning serves argumentation in children. *Cognitive Development*, (26)3, 177-191.
- Mercier, H. (2011) On the universality of argumentative reasoning. *Journal of Cognition and Culture*, 11 (1-2), 85-113.

- Mercier, H., Sperber, D. (2011) Argumentation: its adaptiveness and efficacy. *Behavioral and Brain Sciences*, 34(2), 94-111. (Reply to commentaries)
- Mercier, H., Sperber, D. (2011) Why do humans reason? Arguments for an argumentative theory. *Behavioral and Brain Sciences*, 34(2), 57-74. (Target article)
- Mercier, H. (2011) Self-deception: adaptation or by-product? *Behavioral and Brain Sciences*, 34(1), 35. (Commentary)
- Yama, H., Manktelow, K.I., Mercier, H., Van der Henst, J-B., Do, K.S., Kawasaki, Y. & Adachi, K. (2010) A cross-cultural study of hindsight bias and conditional probabilistic reasoning. *Thinking & Reasoning*, 16(4), 346-371.
- Sperber, D., Clément, F., Heintz, C., Mascaro, O., Mercier, H., Origgi, G. & Wilson, D. (2010) Epistemic vigilance. *Mind & Language*, 25(4), 359-393. (French translation in *Rhetorique et cognition*, Herman and Osvald Eds.)
- Mercier, H. (2010) The social origins of folk epistemology. *Review of Philosophy and Psychology*, 1(4), 499–514.
- Mercier, H. (2010) How to cut a concept? Review of *Doing without Concepts* by Edouard Machery. *Biology and Philosophy*, 25, 269-277.
- Politzer, G. & Mercier, H. (2008) Solving categorical syllogisms with singular premises. *Thinking & Reasoning*, 14(4), 434-454.
- Van der Henst, J-B., Chevallier, C., Schaeken, W., Mercier, H. & Noveck, I. (2008). Dealing with indeterminacy in spatial descriptions. *Psychological Research*, 72(5), 553-566.
- Van der Henst, J-B., Mercier, H., Yama, H., Kawasaki, Y. & Adachi, K. (2006) Dealing with contradiction in a communicative context: a cross-cultural study. *Intercultural Pragmatics*, 3(4), 487-502.

## Chapters

- Mercier, H., Castelain, T., Hamid, N. & Marín Picado, B. (in press) The power of moral arguments. In Bonnefon, J.-F. & Trémolière, B. (Eds.) *Moral Inferences*. Psychology Press.
- Mercier, H. (in press) Reasoning and argumentation. In Thompson, V.A. & Ball, L.V. (Eds.) *International Handbook of Thinking & Reasoning*. Psychology Press.
- Mercier, H. (in press) Reasoning and argumentation. In Callan, H. (Ed.) *International Encyclopedia of Anthropology*. Wiley-Blackwell.
- Mercier, H. (2016) Confirmation bias – Myside bias. In *Cognitive Illusions*, 2<sup>nd</sup> ed. (Pohl, R.) Psychology Press.
- De Vignemont, F. & Mercier, H. (2016) Under influence. In Kornblith, H. & McLaughlin, B. (Eds) *Alvin Goldman and His Critics*. Blackwell.
- Mercier, H., Bonnier, P. & Trouche, E. (2016) Why don't people produce better arguments? In Macchi, L., Bagassi, M. & Viale, R. (Eds.) *Cognitive Unconscious and Human Rationality*. MIT Press.
- Mercier, H. (2013) Using evolutionary thinking to cut across disciplines: the example of the argumentative theory of reasoning. In Zentall, T. & Crowley, P. (Eds.) *Comparative Decision Making*. Oxford University Press.

- Mercier, H. (2013) Our pigheaded core: How we became smarter to be influenced by other people. In Sterelny, K., Joyce, R., Calcott, B. & Fraser, B. (Eds.) *Cooperation and its Evolution*. MIT Press.
- Sperber, D. & Mercier, H. (2012) Reasoning as a social competence. In Landemore, H. and Elster, J. (Eds.) *Collective Wisdom*. Cambridge University Press.
- Mercier, H. (2010) Modularité et Psychologie évolutionniste. In Thomas, F., Lefèvre, T. & Raymond, M. (Ed.) *Biologie évolutive*. Bruxelles : De Boeck.
- Mercier, H. & Van der Henst, J-B. (2009) La Psychologie évolutionniste. In Van der Henst, J-B. and Mercier, H. (Eds.) *Darwin en tête ! L'évolution et les sciences cognitives*. Grenoble: PUG.
- Mercier, H. & Sperber, D. (2009) Intuitive and reflective inferences. In Evans, J. St. B. T. and Frankish, K. (Eds.) *In Two Minds: Dual Processes and Beyond*. Oxford University Press.
- Noveck, I., Mercier, H. & Van der Henst, J-B. (2007) Some interpretational difficulties regarding the Social Contract account of the content effect. In Roberts, M.J. (Ed.) *Integrating the mind*. Hove: Psychology Press.
- Van der Henst, J-B. & Mercier, H. (2007) Psychologie évolutionniste et raisonnement. In Rossi, S. and Van der Henst, J-B. (Eds.) *Psychologies du raisonnement*. Bruxelles: DeBoeck.
- Noveck, I., Van der Henst, J-B., Rossi, S. & Mercier, H. (2007) Psychologie cognitive et raisonnement. In Rossi, S. and Van der Henst, J-B. (Eds.) *Psychologies du raisonnement*. Bruxelles: DeBoeck.
- Mercier, H. & Van der Henst, J-B. (2007) Psychologie évolutionniste. In Baudouin, J-Y. (Ed.) *Psychologie cognitive – tome 1 : L'adulte*. Breal.

### **Conference proceedings**

- Mercier, H. The evolution of hypothetical reasoning: Intelligibility or reliability? (2008) In Smith, A.D.M., Smith, K. & Ferrer i Cancho, R. *The Evolution of Language: Proceedings of the 7th International Conference*, World Scientific, pp. 472-474
- Mercier, H. (2006) Some ideas to study the evolution of mathematics. in Gontier, N., Van Bendegem, J.P., and Aerts, D. *Evolutionary Epistemology, Language and Culture – A nonadaptationist systems theoretical approach*. Dordrecht: Springer.
- Yama, H., Manktelow, K. I., Mercier, H., Van der Henst, J-B., Kawasaki, Y. & Adachi, K. (2006) A cross-cultural study on conditional reasoning and hindsight bias. In Sun, R. *Proceedings of the XXVIII Annual Conference of the Cognitive Science Society*. Mahwah: Lawrence Erlbaum Associates, pp. 2399-2403.
- Mercier, H., Van der Henst, J-B., Yama, H., Kawasaki, Y. & Adachi, K. (2006) Strategies for evaluating opinions: A cross-cultural study. In Sun, R. *Proceedings of the XXVIII Annual Conference of the Cognitive Science Society*. Mahwah: Lawrence Erlbaum Associates, pp. 1817-1822.
- Van der Henst, J-B. & Mercier, H. (2005) Belief revision in a communicative context. *Ninth International Symposium on Social Communication*.
- Mercier, H & Van der Henst, J-B. (2005) The source of beliefs in conflicting and non conflicting situations, in Bara, B.G., Barsalou, L, & Bucciarelli, M. *Proceedings of the XXVII*

*Annual Conference of the Cognitive Science Society*. Mahwah: Lawrence Erlbaum Associates, pp. 1495-1500.

### Posters

Mercier, H., & Miton, H. Utilizing simple cues to informational dependency. Cogsci, London, Jul 28 2017.

Dezecache, G. & Mercier, H. Emotional vigilance: How to cope with the dangers of emotional signals. Journées du DEC, Paris, Oct 22 2010.

Mercier, H. L'Evolution du raisonnement comme capacité argumentative. *Colloque ENS – Collège de France*, Paris, Oct 28 2008.

Viciana, H. & Mercier, H. Assessing folk engineering: physical, social or cultural core knowledge? *Summer institute on social cognition*, Montreal, Jul 1 2008.

Mercier, H., Van der Henst, J-B., Yama, H., Kawasaki, Y. & Adachi, K. The argumentative theory of reasoning and cross-cultural psychology. *HBES 2008*, Kyoto, Jun 5 2008.

Mercier, H. & Viciana, H. The vexing question of pointing understanding in animals. *The neurobiology of umwelt IPSEN workshop*, Paris, Feb 18 2008.

Chevallier, C & Mercier, H. Debunking the common rationale for using standard FBTs as a general test for mindreading abilities. *Colloque des jeunes chercheurs en sciences cognitives*, Paris, Jun 01 2007.

Chevallier, C & Mercier, H. Strengths and deficits in autism: Insights from relevance and modularity. *Journées de la FRESCO*, Paris, Dec 16 2006.

Mercier, H., Van der Henst, J-B., Yama, H., Kawasaki, Y. & Adachi, K. Strategies for Evaluating Opinions: A Cross-Cultural Study. *CogSci*. Vancouver, Jul 29 2006.

Yama, H., Manktelow, K. I., Mercier, H., Van der Henst, J-B., Kawasaki, Y. & Adachi, K. A cross-cultural study on conditional reasoning and hindsight bias. *CogSci*. Vancouver, Jul 29 2006.

Mercier, H., Van der Henst, J-B., Yama, H., Kawasaki, Y. & Adachi, K. Evidence for the cross-cultural validity of the self-other effect. *Language, Culture and Mind (LCM 2)*, Paris, Jul 20 2006.

Mercier, H. & Baumard, N. The emergence of metarepresentations. *Language, Culture and Mind (LCM 2)*, Paris, Jul 20 2006.

Chevallier, C. & Mercier, H. Understanding children word learning to understand the evolution of language. *Evolution of Language Abilities (ELA)*, Lyon, Dec 8 2005.

### Popular press coverage

*Why do humans reason? Arguments for an argumentative theory* has been covered in print by [The New York Times](#) (also [here](#), and on their [blog](#), with a reply [there](#)), [Newsweek](#), [The Guardian](#), [New Scientist](#) (cover story), [The Boston Globe](#) (and on their blog [brainiac](#)), [Corriere della sera](#), [The Wilson Quarterly](#), [The Globe and Mail](#), [Maui News](#), [The Atlantic](#), [The Skeptic](#), [De Standaard](#), in the official blogs of [Le Monde](#), [Scientific American](#), [Wired](#) (and [here](#)), [Psychology Today](#), [Discover Magazine](#), [The Atlantic](#), [The Nation](#), [The Washington Post](#), [The Chronicle of Higher Education](#) (and [here](#)), [The New Republic](#), [Chosun](#), [Helsingin Sanomat](#), [Folha de S.Paulo](#) on the [Edge](#), [bloggingheads](#), [Point of Inquiry](#) (podcast),

[philosophy bytes](#) (podcast), [bigthink](#) (and [here](#)), [reveries](#), and [You Are Not So Smart](#) (podcast) websites and on the radio by [Counterpoint](#), [WNPR](#) and [Big Picture Science](#).

*Early sensitivity to arguments: How preschoolers weight circular arguments* has been covered by the [Research Digest](#), The Austrian [ORF](#), and by the [BBC World Service](#).

*Cognitive obstacles to pro-vaccination beliefs* has been covered by [Science et Avenir](#).

*The selective laziness of reasoning* has been covered by [Neuroskeptic](#), [Ars Technica](#), [braindecoder](#), [Le Monde](#), [NYmag](#), [Business Insider](#) and [NPR](#).

*Pure wishful thinking and its moderation in preschoolers* has been covered by [braindecoder](#).

*Children's allocation of resources in social dominance situations* has been covered by [The Atlantic](#) and a number of French press and radio outlets.

*The Enigma of Reason* has been covered in print by [The New Yorker](#), [The Financial Times](#), [New Humanist](#), [Folha de Sao Paulo](#), [Science](#), [USA Today](#), [Prospect](#), online by [Quartz](#), [The Times](#), on the radio by [The Current](#), [Radio Canada](#), [BBC World Service](#), and [RTS](#).

## Communications

### Most significant talks

Argumentation and reasoning *Plenary speaker, Argumentation & Language*, University of Lausanne, Sep 9 2015

The argumentative theory of reasoning and scientific progress *Keynote address. Cognitive Science of Science workshop, Kazimierz Dolny*, Aug 18 2014

The surprising efficacy of argumentation *Keynote address. Reasons and Deliberation in Real-World Contexts, Graduate Student Conference of the Institute for the Philosophy of Language*, Lisbon, Jun 18 2013

Reasoning is for arguing *Keynote address. Symposium on the argumentative theory of reasoning, CRRAR, Windsor*, Oct 5 2012.

Looking for arguments: the argumentative function of reasoning *Keynote lecture. Argumentation Symposium, International Conference on Thinking, Birkbeck/UCL* Jul 5 2012.

Reasoning: designed to check inconsistencies in social contexts. *Keynote lecture. Inconsistency Robustness Conference, Stanford*, Aug 13 2011.

Reasons, reasoning and rationality: a cognitive and social perspective *Chandaria Lectures (with D. Sperber) Institute of Philosophy, London*, Jun 2, 10, 14 2011.

### Other invited talks

Dependency blindness and the persistence of misbeliefs, *Linguists seminar, ENS*, Apr 14 2017.

Argumentation and the spread of counter-intuitive beliefs. *EHBEA. Paris*, Apr 06 2017.

Dependency blindness and the persistence of misbeliefs, *University of Neuchâtel*, Mar 09 2017.

We are good at argumentation but bad at thinking about it, *London Reasoning Workshop*, Jul 29 2016.



Our misguided folk epistemologies. Epistemology and psychology workshop. *Fordham University*, Jun 04 2016.

Studies on cultural transmission, *Osaka City University*, Mar 23 2016.

Can children and adults tell when a consensus is a valid informational cue, *University of Neuchâtel*, Feb 22 2016.

Limitations of a shallow psychology for the study of institutions *GWU*, Feb 19 2016.

Novel evidence for the argumentative theory of reasoning *CEU*. Budapest, Nov 11 2015.

Novel evidence for the argumentative theory of reasoning *Trinity College*. Dublin, Oct 21 2015.

Why do humans reason? *NESTA Collective Intelligence and the challenges of Social Cognition workshop*, London, Oct 14 2015.

Raisonnement, argumentation, et science *ESNT workshop*, Saclay, Jan 16 2015

Making science education more natural – some ideas from the argumentative theory of reasoning *Workshop Arguing about scientific information*, Munster, Aug 11 2014

Gullibility, reasoning, and the Internet *Workshop Arguing on the Web 2.0*, Amsterdam, Jun 30 2014

Why do humans reason, *Ghent University*, Jun 17 2014

Le Raisonnement sert l'argumentation, *Université Toulouse 2*, Jun 06 2014

To make sense of human reasoning, we must study it in interactive contexts *Lyon, Dynamique du Language*, May 26 2014

Why do humans reason? *Japan-France Joint Workshop on Reasoning 2014*, *Osaka City University*, Mar 17 2014

Raisonnement et normes épistémiques dans la pratique scientifique *Université de Nanterre*, Jan 26 2013.

The interactive nature of explaining and reasoning *Max Planck Institute for Psycholinguistics*, Nijmegen, Nov 8 2012.

Why do humans reason? *Radboud University*, Nijmegen, Nov 7 2012.

What criteria for argument evaluation? *Roundtable on the argumentative theory of reasoning*, *CRRAR*, Windsor, Oct 6 2012.

Reasoning and science, *Philosophy Department Seminar*, Toronto, Oct 4 2012.

Why do humans reason *INSEAD*, Fontainebleau, Sep 28 2012.

Pourquoi les humains raisonnent-ils ? *MSH Lorraine*, Nancy, Sep 21 2012.

Do people everywhere reason to argue? *Institute of Cognition and Culture*, Belfast, Dec 13 2011.

Reasoning is for arguing: explaining reasoning strengths and weaknesses. *Social - cognitive lunch*, Harvard University, Cambridge, Nov 15 2011.

How to reason well *PPE Lectures*, University of Pennsylvania, Oct 27 2011.

The evolution of reasoning as an argumentative mechanism *EvoS seminar*. Binghamton University, Binghamton, Oct 10 2011.

The evolution of reasoning as an argumentative mechanism *Department of Anthropology and Center for Human Evolutionary Studies, Rutgers, Sep 7 2011*

What bounds rationality in reasoning? (with D. Sperber) *Updating Bounded Rationality* Herbert Simon Society Workshop, Italian Cultural Institute, New York, May 23 2011

Irredeemably biased: why you always think you have the best arguments, and what to do about it? *University of Virginia, Charlottesville, Sep 7 2010*

The social function of reasoning: convergent evidence from children and adults *Yale University, New Haven, Mar 3 2010*

La Fonction sociale du raisonnement *Institut des Sciences Cognitives. Montréal, Nov 13 2009.*

The argumentative mind *PPE Lectures, University of Pennsylvania, Jan 29 2009.*

An evolutionary perspective on argumentation. (with D. Sperber) *Collective Wisdom.* Colloquium organized by Jon Elster, Collège de France, Paris, May 23 2008.

Inférence intuitive et inférence réflexive. (with D. Sperber) *Jean Nicod Colloquium.* Paris, Oct 19 2007.

La Psychologie du raisonnement à la lumière de l'évolution. *Summer school Unity and evolution of man: interdisciplinary perspectives.* Nantes, Jul 20 2006.

### **Conference presentations**

Evolutionarily valid cues to informational dependency. *EHBEA. Paris, Apr 06 2017.*

The power of moral reasons. *International Conference on Thinking. Brown University, Aug 06 2016.*

A paradox of argumentation: Why we are good at it but bad at thinking about it. *Collective Intelligence Conference. NYU, Jun 01 2016.*

Mercier, H., Novel evidence for the argumentative theory of reasoning. *Eastern APA 2016.* Washington, Jan 8 2016.

Mercier, H., Castelain, T. & Bernard, S. How children take arguments into account: the role of culture and conflicting cues. *SRCD 2015.* Philadelphia, Mar 21 2015.

Mercier, H. To make sense of human reasoning we must study it in interactive contexts. *ICPS.* Amsterdam, Mar 13 2015.

Mercier, H., Dezechache, G. & Scott-Phillips, T. Communication and emotion: an evolutionary approach. *Communication and Cognition 2011.* Neuchâtel, Jan 28 2011.

Mercier, H. & Landemore, H. Defending the empirical track record of deliberation. *Midwest Political Science Association National Conference, Chicago, Apr 25 2010.*

Mercier, H. A solution to the enigma of pointing in non human primates. *Language, communication and cognition, Brighton, Aug 4 2008.*

Mercier, H. & Sperber, D. The evolution of reasoning as an argumentative device. *EHBE 2008, Montpellier, Apr 2 2008.*

Mercier, H. Are we that gullible? How to reconcile outlandish beliefs with the adapted mind. *UCL Workshop on cultural evolution, London, Nov 9 2007.*

Mercier, H. & Sperber, D Intuitive and reflective inference mechanisms. *In Two Minds: dual processes theories of reasoning and rationality*, The Open University, Cambridge UK, Jul 7 2006.

Mercier, H & Van der Henst, J-B. The source of beliefs in conflicting and non conflicting situations. *CogSci*. Stresa, Jul 21 2005.

Mercier, H. & Van der Henst, J-B. What credit do we give to information coming from others? *Human Behavior and Evolution Society (HBES) Conference*. Berlin, Jul 21 2004.

Mercier, H. Some ideas to study the evolution of mathematics. *Evolutionary Epistemology, Language and Culture (EELC)*. Bruxelles, May 26 2004.

## **Teaching and student supervision**

### **Classes**

Fondements des sciences de l'information et de la communication – lectures dirigées, *Sciences de l'information et de la communication*, University of Neuchâtel, 2012, 2013 (First year Bachelor class)

The psychology of societal problems *Capstone seminar, Philosophy, politics and economics program*, University of Pennsylvania, 2010. (Senior undergraduate seminar)

Social judgments *Capstone seminar, Philosophy, politics and economics program*, University of Pennsylvania, 2009, 2011. (Senior undergraduate seminar)

Reasoning and decision making as social activities. *Capstone seminar, Philosophy, politics and economics program*, University of Pennsylvania, 2009, 2010, 2011. (Senior undergraduate seminar)

### **Guest lectures**

*Société de la connaissance et innovation*, Science Po Paris, 2014

*Methodology of social science*. Université de Neuchâtel, 2013.

*Psychologie cognitive et historicité*. Université de Neuchâtel, 2013.

*Séminaire Compas*. ENS Ulm, 2013.

*Séminaire persuasion*. Université de Neuchâtel, 2013.

*Introduction to the philosophy of the social sciences*. University of Pennsylvania, 2011.

*UNICEF learning program Changing Social Conventions and Social Norms*. University of Pennsylvania, 2010, 2011, 2012.

*Philosophy of biology graduate seminar*. University of Pennsylvania, 2010.

*Graduate seminar on deliberative democracy*. Yale University, 2010.

*Physiology and neurosciences Master*, Université Lyon II, 2007, 2008.

*Cognitive science Master*. ENS, 2007-09, 2012-15.

*Cognitive psychology class*. Kobe College, 2005.

*Seminar on the links between art and evolution*. Université Marne la Vallée, 2005.

### **Student supervision**

Helena Miton. Two honor's theses, Cogmaster. 2012, 2013.

Pierre Bonier. Honor's thesis, Cogmaster. 2013.

Emmanuel Trouche. Master's thesis, Cogmaster. 2013 (co-supervised with Emmanuel Sander).

Nafees Hamid. Master's thesis, Cogmaster. 2013 (co-supervised with Tiziana Zalla)

Thomas Castelain. PhD Thesis, Cognitive Science. Defended 2016. (PhD co-advisor: Jean-Baptiste Van der Henst)

Emmanuel Trouche. PhD Thesis, Cognitive Science. Defended 2016.

Martin Dockendorff. Master's thesis, Cogmaster. 2017.

Judith Lenglet. Master's thesis, Cogmaster. 2017 (co-supervised with Gloria Origgi).

## **Professional activities**

### **Conference organization**

Organization of the webconference [Decision Making for a Social World](#) (Feb – Aug 2011).

### **Scientific popularization and outreach**

*Organisation de la Grande Expérience pour la Nuit des chercheurs* Sep 29 2017

*Hay Festival* The Enigma of Reason: A New Theory of Human Understanding Jun 2 2017

*RSA event* The Enigma of Reason: A New Theory of Human Understanding Jun 1 2017

*TEDx Ghent*, part of the event *Reasonable Doubt* Nov 03 2015

Articles for general audiences: [Le Monde](#), [Le Temps](#), [Quartz](#), [INews](#), [Big Issues North](#).

*Associated researcher* L'Alambic.

*Argumentation and the benefits of teacher-learner and learner-learner interactions*. La cognition du maître Dec 17 2015

*The power of argumentation*. Round table COP21 organized by Scalp! Dec 09 2015

*Pour raisonner bien, raisonnons ensemble*. Main à la pâte Jun 02 2014.

*Intelligent et bête à la fois : Expliquer les succès et les échecs du raisonnement*. Main à la pâte Jun 13 2013.

*La Psychologie de l'intelligence collective* (with N. Claidière). Paris, Feb 29 2008.

*La Psychologie évolutionniste* organized by Rencontres CNRS Sciences et Citoyens. Annecy, Feb 7 2006.

Former blogger at Alphapsy, the [International Cognition and Culture Institute](#), and [Psychology Today](#).

### **Debate facilitation**

Co-facilitator for the AmericaSpeaks public deliberation *Our Budget, Our Economy*. New Haven, Jun 2010.

Facilitator in the two weeks UNICEF learning program *Changing Social Conventions and Social Norms*. University of Pennsylvania, Jul 2010.

### **Editorial and grant review roles**

Member of the editorial board of *Topoi*.

Ad hoc reviewer for a variety of journals: generalist (*Proceedings B*, *Science*), general psychology (*Behavioral and Brain Sciences*, *Journal of Experimental Psychology: General*,

*Philosophical Psychology, Psychological Bulletin, Psychological Science, Revue Canadienne de Psychologie Expérimentale*), social psychology (*British Journal of Social Psychology, Journal of Personality and Social Psychology*), developmental psychology (*Child Development, Cognitive Development, Developmental Psychology, Developmental Science, Journal of Experimental Child Psychology*), cognitive psychology (*Cognition, Cognitive Science, Psychonomic Bulletin & Review, Trends in Cognitive Sciences*), evolutionary psychology (*Evolution & Human Behavior, Evolutionary Behavioral Sciences, Evolutionary Psychology*), decision making (*Journal of Behavioral Decision Making*), cross-cultural psychology (*Journal of Cognition and Culture*), reasoning (*Thinking & Reasoning*), computer science (*Transactions on Internet Technology*), linguistics (*Journal of Pragmatics*), political science (*American Journal of Political Science, Journal of Politics*), philosophy (*Biology and Philosophy, Journal of the American Philosophical Association, Mind & Language, Mind & Society, Review of Philosophy and Psychology, Synthese, Social Problems*), and medical (*BMJ Open, Journal of Health Psychology*), as well as university presses (OUP, Psychology Press).

Member of the evaluation committee for the ASTRID grants (France).

Ad hoc reviewer for Agence Nationale de la Recherche, Research Foundation Flanders, Royal Netherlands Academy of Arts and Sciences, Swiss National Science Fund.

Member of the scientific committee, *International Conference Communication and Cognition 2011* and of the program committee for *Inconsistency Robustness 2014*.

### **Administrative duties**

Student representative for the Jean Nicod Institute year 2007 – 2008.

Member of the association Estigma (Cognitive Sciences Students Association in Lyon), organization of popular science lectures (2002 – 2004).

### **Personal**

French. Married. Two children.