

Dear Friends,

It was a great joy to introduce [Tango](#) to my fellow Harvard alums at the HAA Board Cross Cohort Workshop last week. Thank you so much for diving in with great enthusiasm and for your illuminating and encouraging feedback.

I'm sending these slides with information about the results of our game, followed by the slides I presented at the talk. Here is the [research paper](#) (under review) describing the results of our randomized controlled trials using Tango.

We would love to partner with Harvard alumni to bring Tango out into the world. If you would like to host a Tango for your organization or are otherwise interested in supporting our efforts, please drop us a message at letstango.org, or email me (jgreene@wjh.harvard.edu) or Tereese Smith (tereese.smith@globaldevincubator.org).

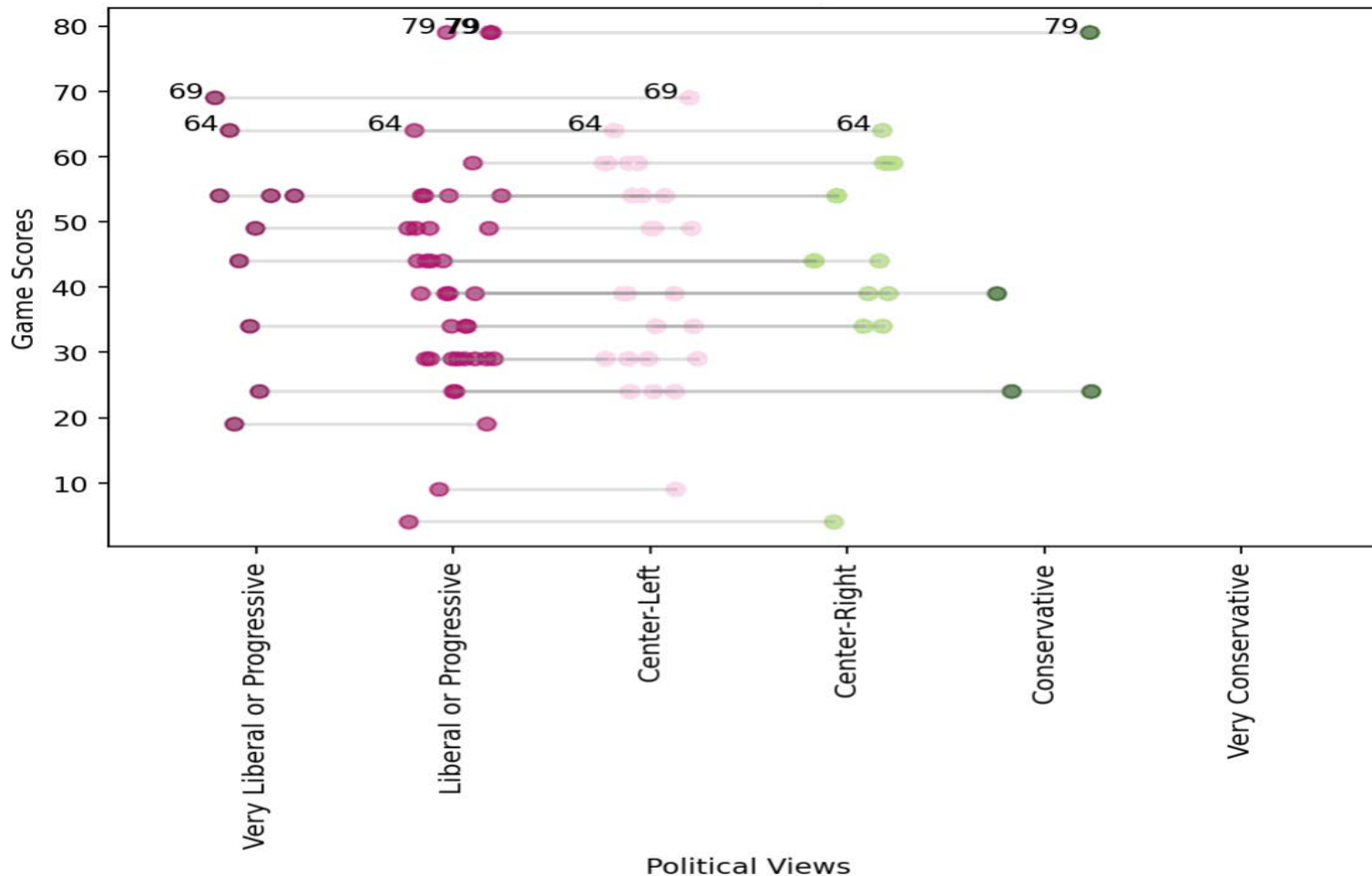
With appreciation and best wishes,

Joshua Greene

Professor, Dept. of Psychology, Center for Brain Science

<https://www.joshua-greene.net>

HAA Game Results

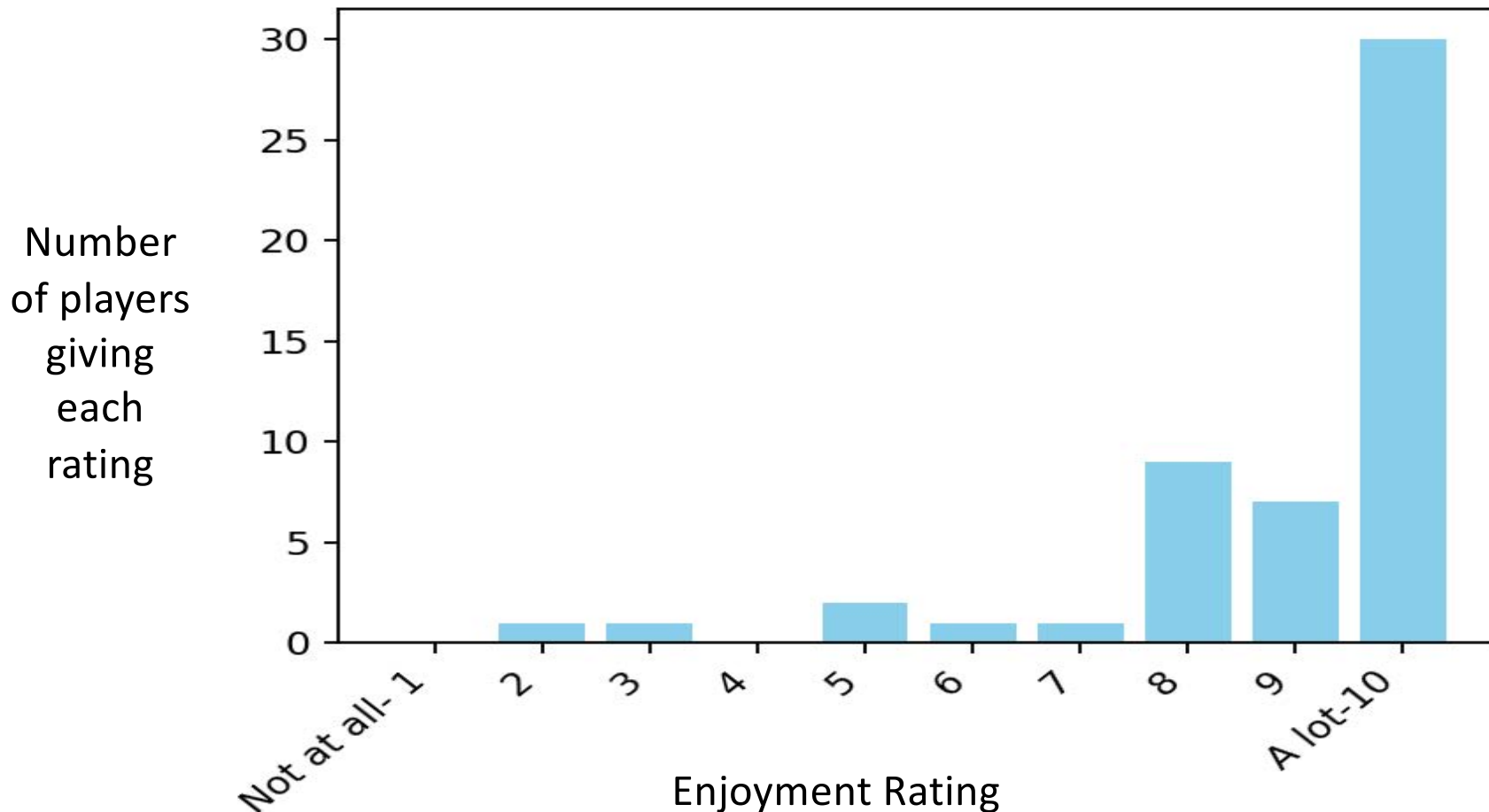


Top Performing Teams

1. The Deadpools
2. Elegant Barbell
3. Notmegger
4. Snap Eagle
5. Strong Smarties

Each team is a bar in the graph above, and the width of the bar represents the ideological distance between the two teammates. The team score is on the y-axis. The horizontal locations and colors of the dots reflect each player's political self-description. As you can see, many of the top-performing teams had ideologically distinct partners. (There were 78 players, 52 of whom completed the endline survey.)

Game Enjoyment



This group *really* enjoyed the game! The **median and modal** enjoyment rating was **10/10** and the mean was **8.9/10**.

45(58%) players chose to share their contact details with their partners resulting in 28(35%) mutual connections after the game

BUILDING
Humanity
A
BIGGER

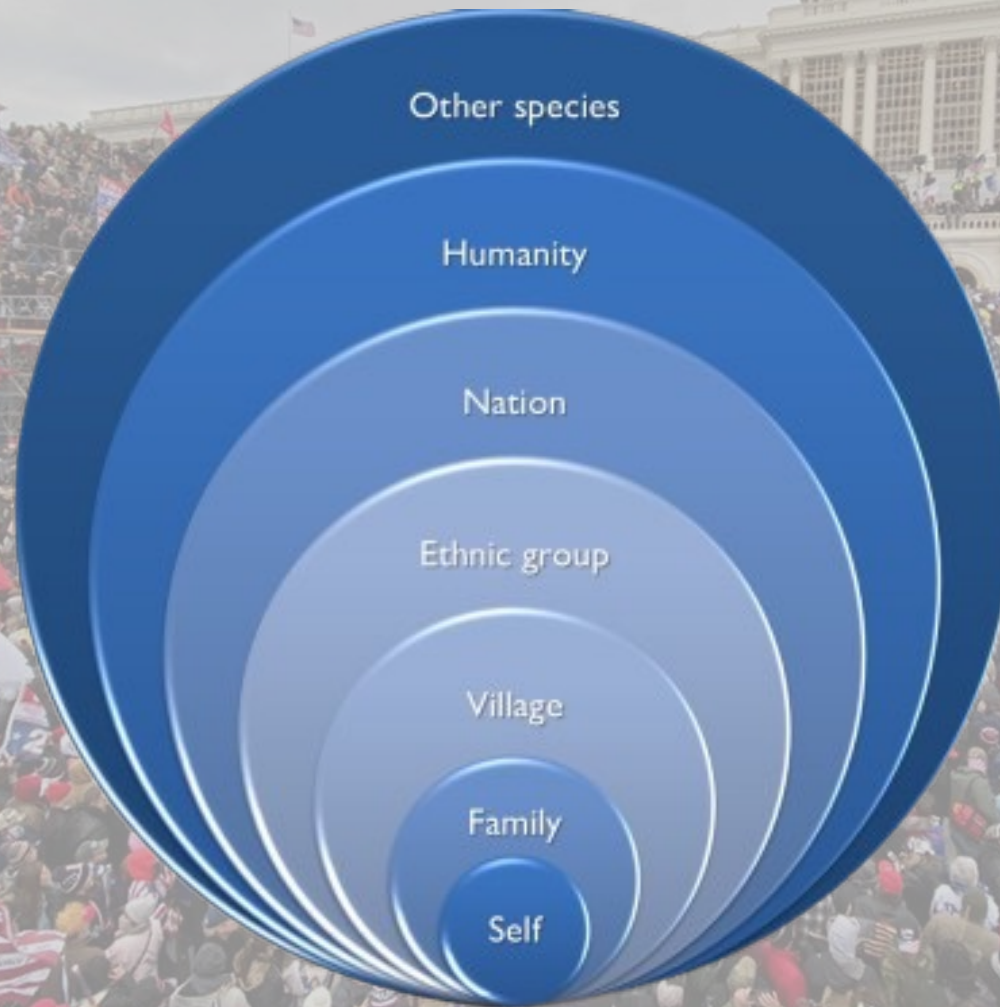
US

AT HARVARD, IN THE UNITED STATES, AND GLOBALLY

Joshua Greene
Department of Psychology
Center for Brain Science

Harvard Alumni Association
Exec. Board Meeting
October 25, 2024

Who Counts as US?



Singer, The Expanding Circle, 1981



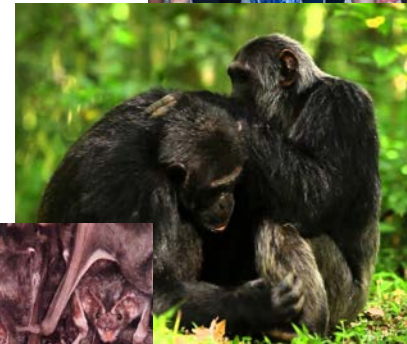
HARVARD COLLEGE

INTELLECTUAL
VITALITY



The Story of Life

Cooperation and Conflict at Increasing Levels of Complexity



Evolving Morality: From Primordial Soup to Superintelligent Machines

Joshua D. Greene

Gen Ed 1046 | Spring 2025 | [Course Listing](#)



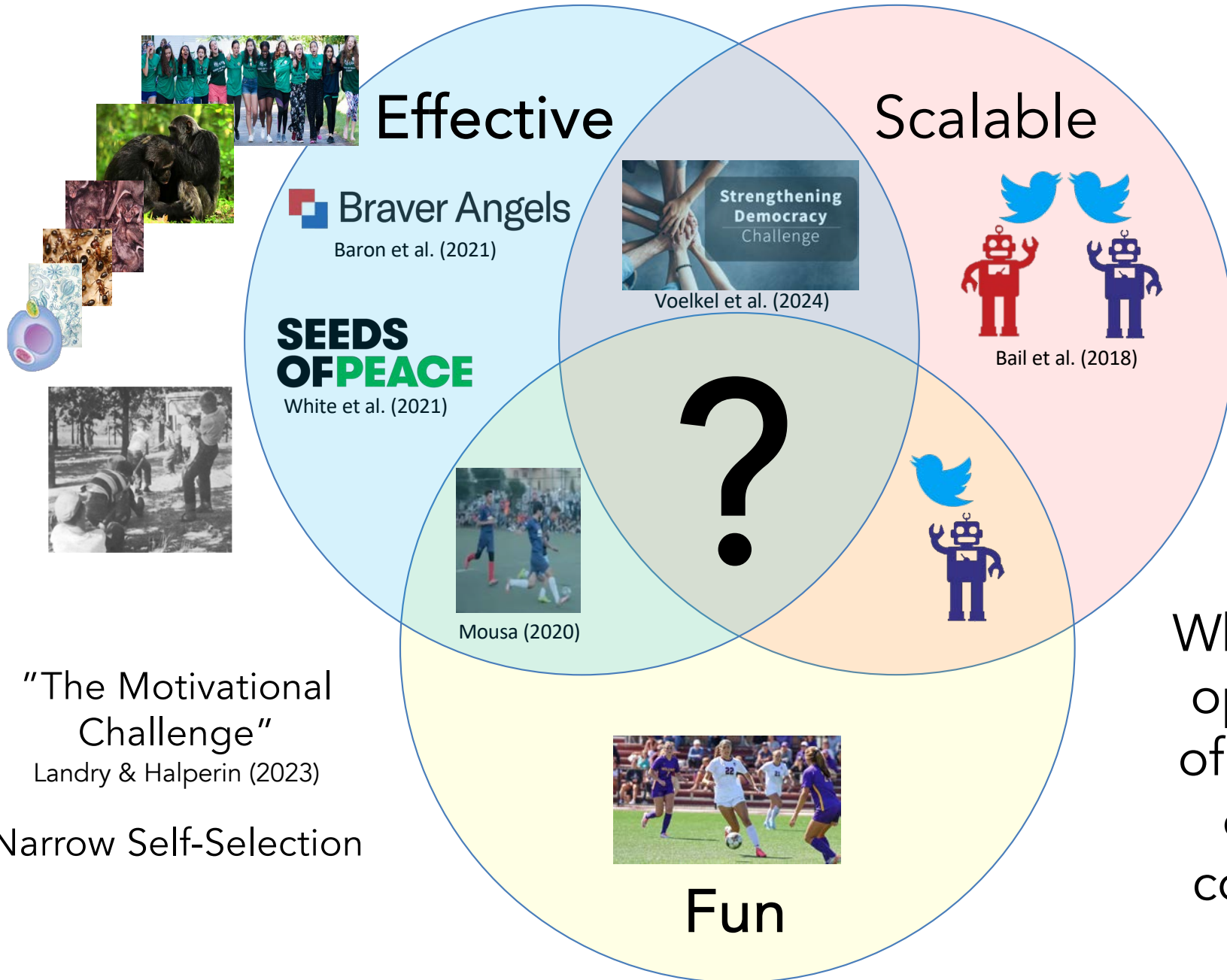
Cooperative Contact



But can it work
for deep
cultural and
political
divisions?

In a way that's
scalable?

What do we Need?



tango

[Let's Tango](#)

[Team](#)

[Approach](#)

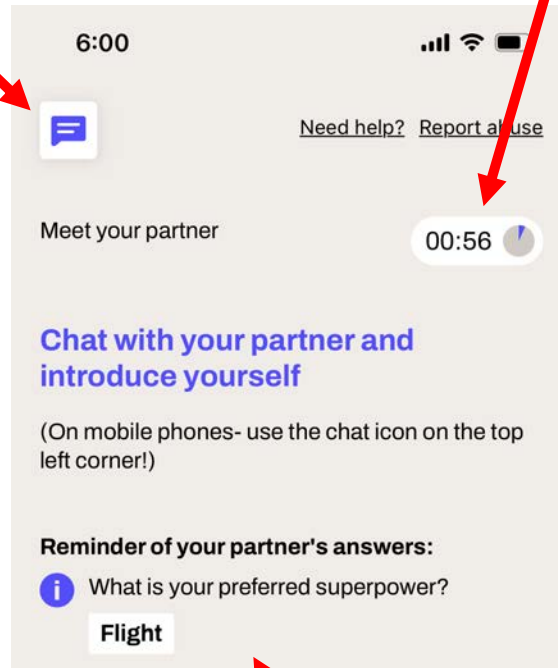
[Get in Touch](#)

It takes you to

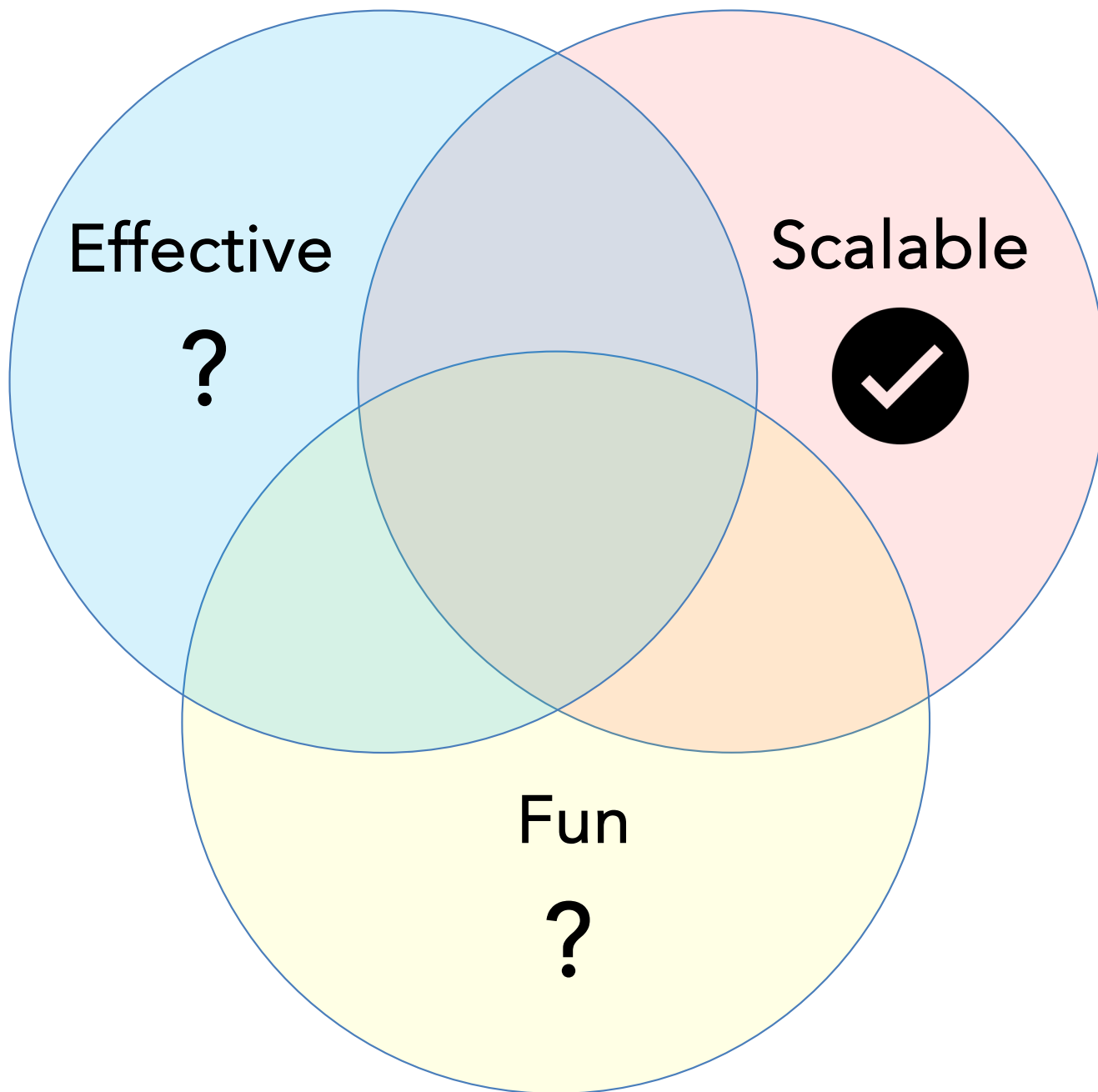
tango

To chat
with your
partner

Watch the
timer!

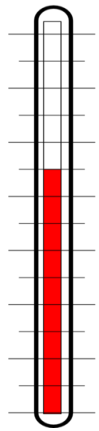


You'll be quizzed
on your partner's
"get to know you"
responses

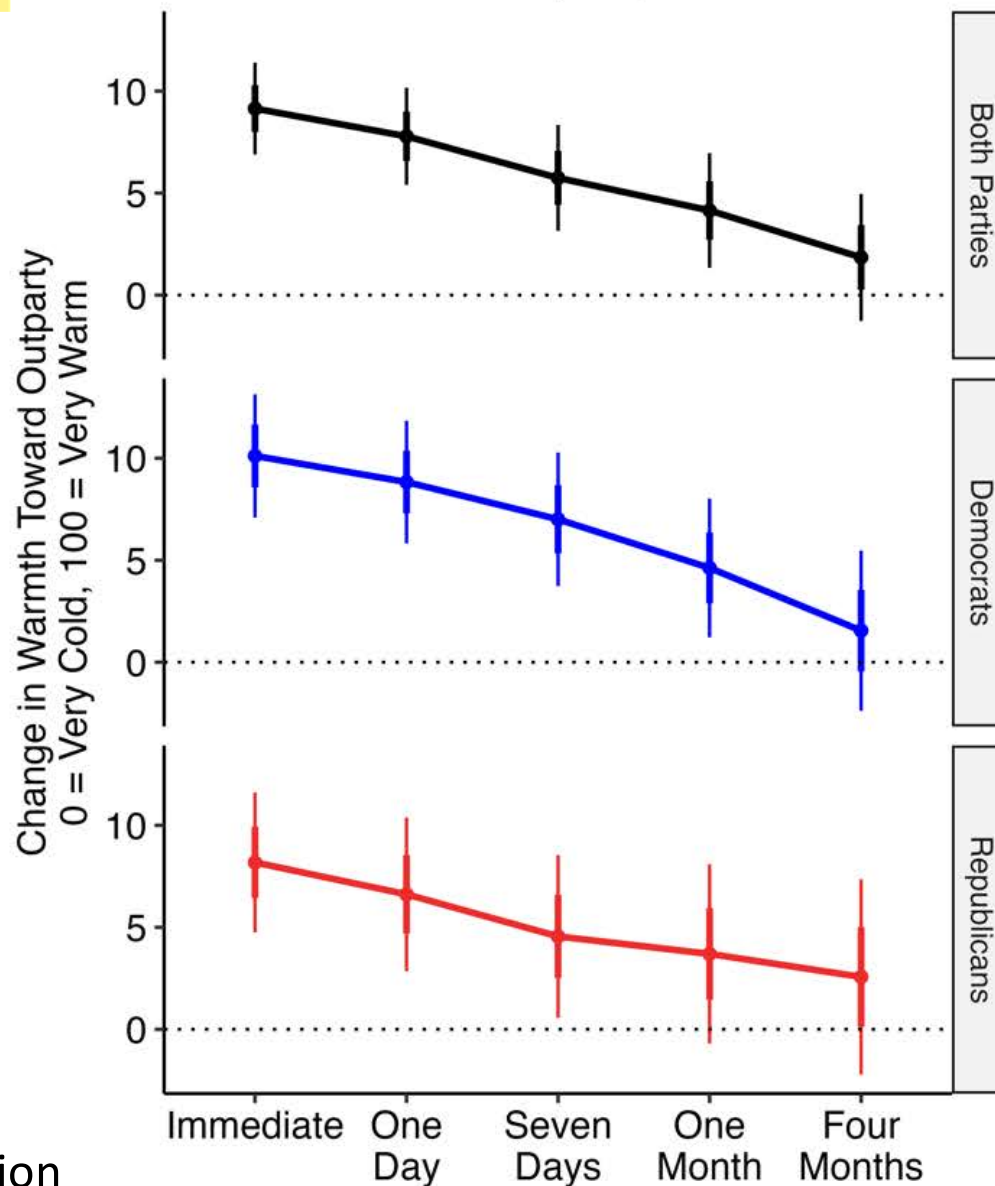


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Playing with an outparty partner durably reduces negative feelings



Feeling thermometer (0-100)



9 degrees = ~19 years of increased animosity

5 RCTs

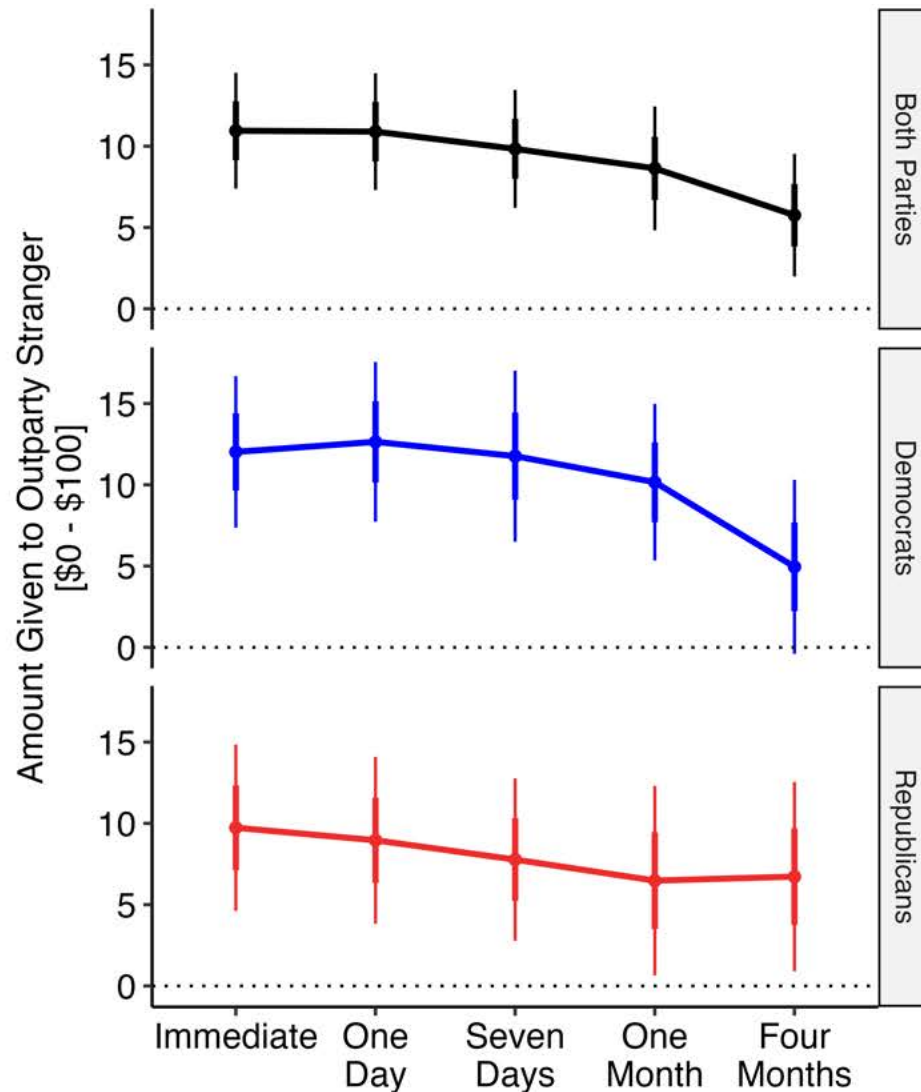
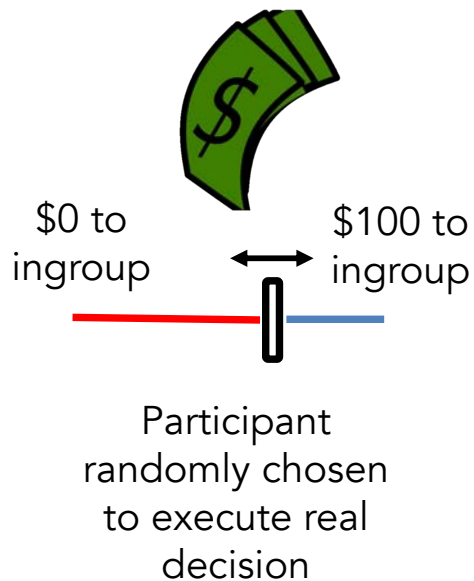
N=3,218

N=626

Pre-registered

tango

Playing with an outparty partner durably increases generosity to the outparty



5 RCTs

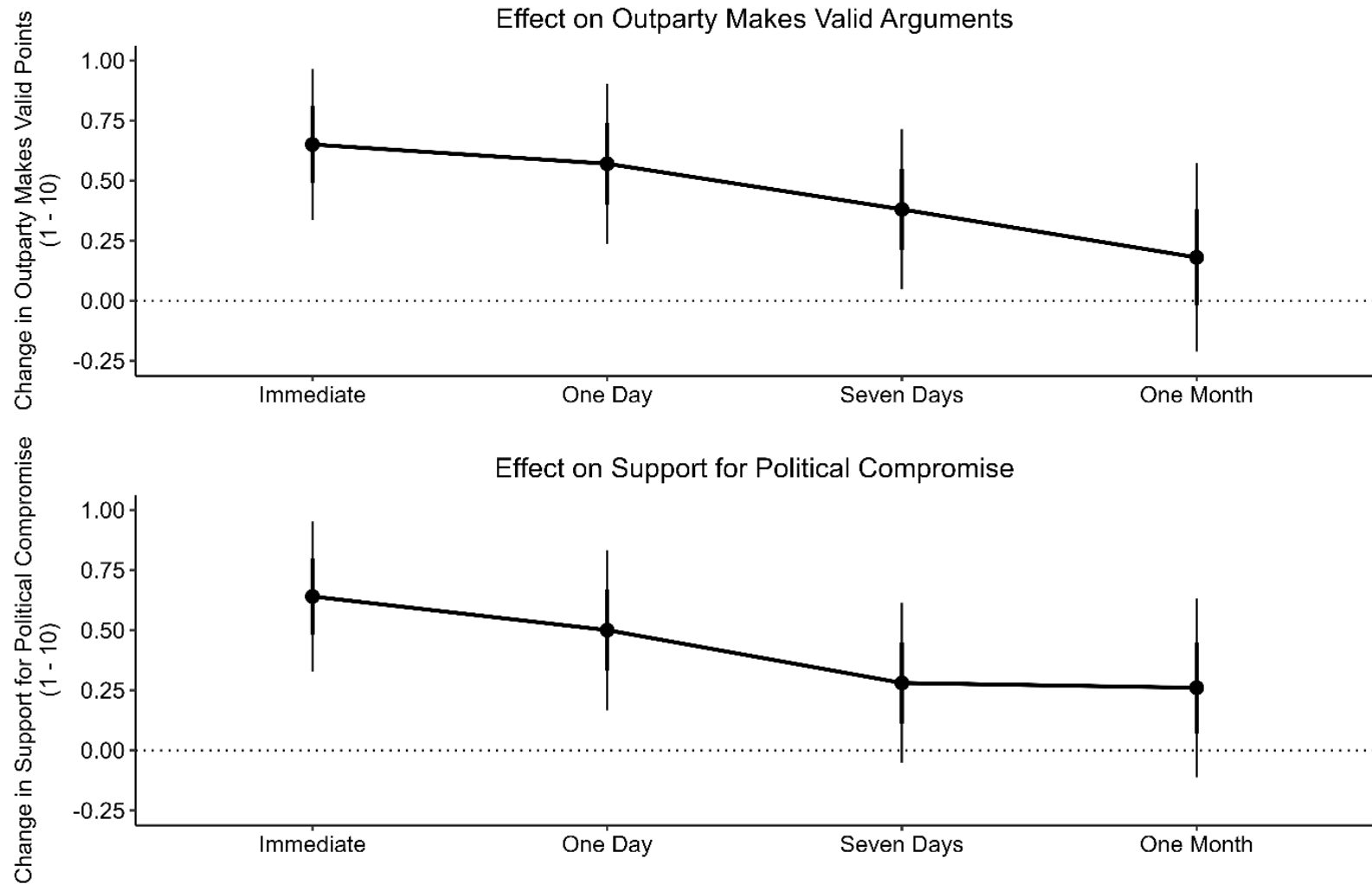
N=3,218

N=626

Pre-registered



Playing with an outparty partner durably improves democratic attitudes



N=1,106
Pre-registered

tango

What makes it work?



enjoying the game
feeling successful
perceiving mutual respect
seeing partner as typical of out-party

tango

Median Enjoyment Rating of 10/10

"I loved this experiment.
...gives me further hope that we can work with others no matter what divides us"

"it was eye opening"

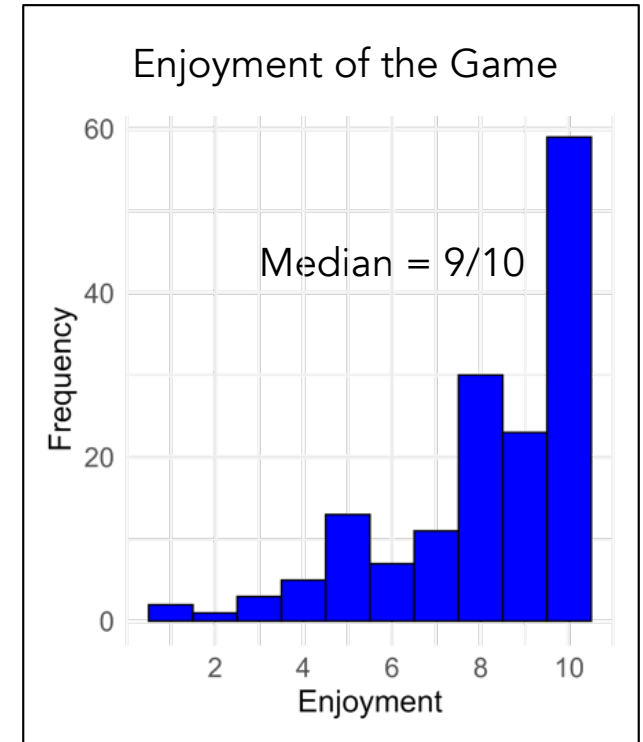
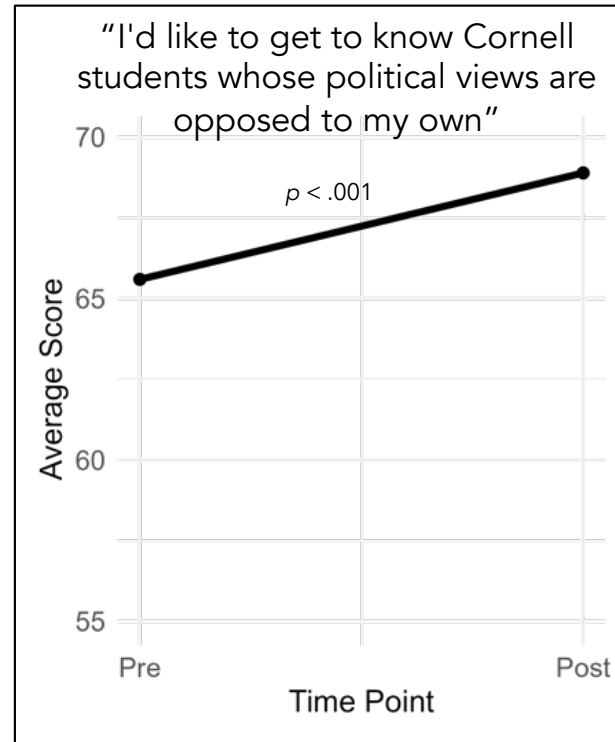
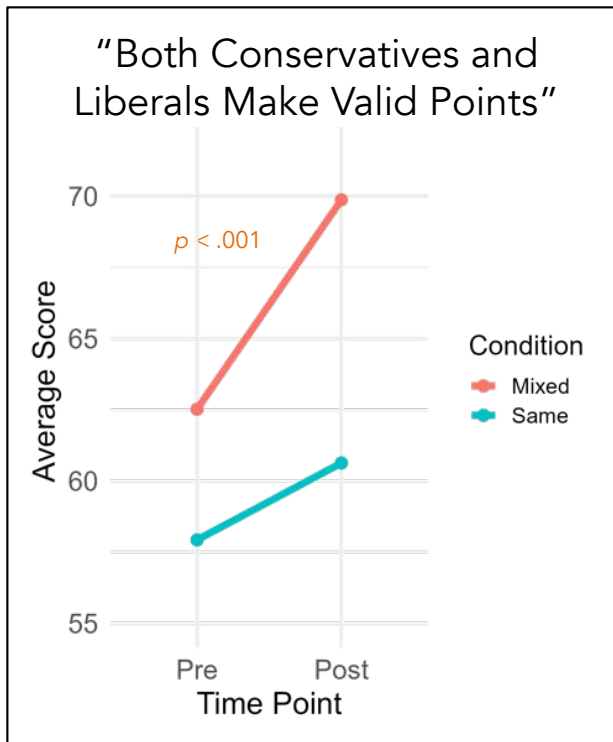
"It was amazing, engaging, well structured and fun... made me think about... my own prejudices and feelings"

"made you stop and think and work together towards a common goal"

"I enjoyed the f*** out of this experiment. Possibly the coolest one I've ever done out of my 11,000 total... Bravo, folks. Bravo"

"it was fun as heck :)"

tango

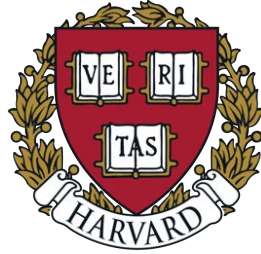


Behavior: 73% voluntarily shared contact info with partner in mixed pairs.
60% in similar pairs

$N = 188$ completed all measures
(154 w/partners who completed)

: https://shankar-test.shinyapps.io/tango_product/

Higher Ed



אקורד • אכורד • aChord
פסיכולוגיה חברתית, علم النفس الاجتماعي للتغيير الاجتماعي
לשינוי חברתי Social Psychology for Social Change

Organizations

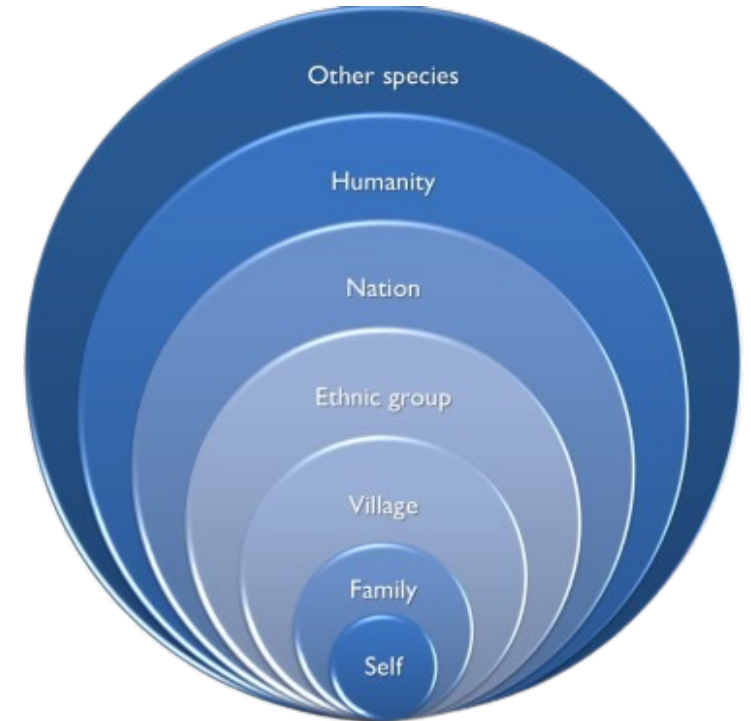
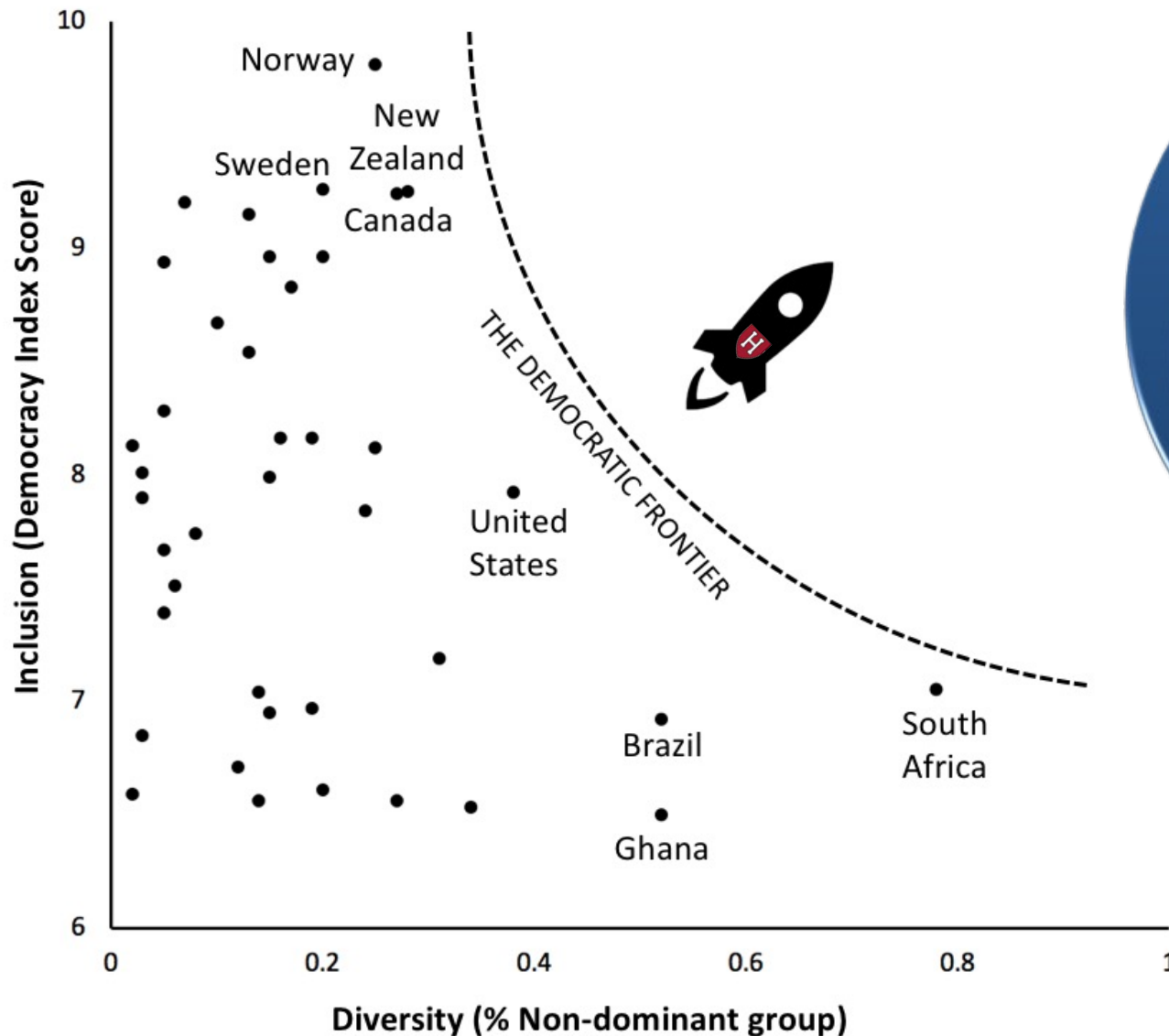


Edward Jones

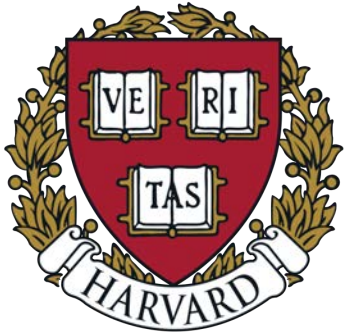


Online "in the wild"?

Pushing the Democratic Frontier



Expanding
the Us



Lucas Woodley



Evan DeFilippis



Shankar Ravi



Scott Warren



Tereese Smith



Andrew Stern



Boaz Hameiri



Antara Haldar



Nour Kteily



Tim Phillips