

## **Dolores Albarracín, Ph.D.**

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### **EDUCATION**

Ph.D. Social Psychology, University of Illinois at Urbana-Champaign, 1997.

Minor: Quantitative Psychology.

Thesis Director: Robert S. Wyer

M.A. Psychology, University of Urbana-Champaign, 1994.

Thesis Director: Martin Fishbein

Ph.D. Clinical Psychology, Universidad de Belgrano, Buenos Aires, Argentina, 1992.

Professor in Letters, Universidad Nacional de La Plata, La Plata, Argentina, Cum Laude, 1990.

B.A. in Psychology, Universidad Católica de La Plata, La Plata, Argentina, Magna Cum Laude, 1988.

### **ACADEMIC APPOINTMENTS**

Professor, Department of Psychology, Business Administration, and Medicine, University of Illinois at Urbana-Champaign, courtesy appointment 2012-2014, 2007-Present.

Martin Fishbein Professor of Communication (Annenberg School for Communication) and Professor of Psychology (School of Arts and Sciences), University of Pennsylvania, 2012-2014.

Assistant Professor to Associate Professor (2003) to R. David Thomas Professor of Psychology (2006), Department of Psychology (and Affiliate Professor of Marketing), University of Florida, 1997-2008.

## **TERM AND ADMINISTRATIVE APPOINTMENTS**

Annenberg Public Policy Center, University of Pennsylvania, Visiting Scholar, 2018, 2019.

Assistant Head for Information and Communication, Department of Psychology, University of Illinois at Urbana-Champaign, 2018-2019.

Kellogg School of Business, Northwestern University, Visiting Professor during research leave at Illinois, 2011-12.

Director, Social Psychology Training Program, Department of Psychology, University of Florida, 2005-2007.

## **EDITORIAL POSITIONS**

**Editor in Chief:** *Psychological Bulletin*, 2014-Present

Associate Editors: Michelle Craske (University of California Los Angeles); Pim Cuijpers (Vrije Universiteit Amsterdam); Paul Eastwick (University of California at Davis); Benjamin Hankin (University of Illinois at Urbana Champaign); Blair T. Johnson (University of Connecticut); Akira Miyake (University of Colorado Boulder); Glenn I. Roisman (University of Minnesota), Gale M. Sinatra (University of Southern California); David Uttal (Northwestern University); and Paul M. Verhaeghen (Georgia Tech)

Production Editor (American Psychological Association): Richard Pepple

Manuscript Coordinators (American Psychological Association): Elizabeth Lewan; Sharon Ramos; Elizabeth Dedej

**Associate Editor:** *Behavioral Science and Policy* (Editor for Social Psychology: Susan Fiske; Journal Editor: Craig Fox), 2013-Present.

**Editor:** Special issue of *AIDS and Behavior. Modeling the Interplay of Individual, Interpersonal, and Structural Level Factors in HIV Diagnosis, Prevention and Treatment.*

**Invited Editor:** *Personality and Social Psychology Bulletin*, 2010.

## **RESEARCH INTERESTS AND GROUPS**

Attitudes and social cognition, self-regulation. Motivational processes in attitude and behavior change. Action goals and cognitive processes. Applications of social cognition to disease prevention programs.

### **Director of Social Action Lab**

The social action lab is the experimental core directed by Dr. Albarracín, in charge of testing theory and substantive ideas about persuasion, behavior change, and goals/motivation. The group has five Ph.D. candidates, two postdoctoral fellows, and twelve undergraduates.

### **Director of Health, Social Media, & Technology Group**

The health and social media group includes psychologists, computer scientists, a linguist, statisticians, and public health scholars. This team comprises seven faculty members (three at Illinois, one at Albany, two at Emory), two postdocs, and five graduate students. It is led by Dr. Albarracín and has the objective of facilitating specific research projects and to facilitate collaborations and training in the area.

Coordinator of thegrov.org, Grid for the Reduction of Opioid Vulnerability

## **CURRENT RESEARCH COLLABORATIONS**

*Attitudes, communication and persuasion, intention, behavior:* Source effects in persuasion. Science communication. Selective exposure to information. Phenomenology of intentions and attitudes. Belief correction. Conspiracy theories. General attitudes.

*Language, self-talk, social media:* Effects of syntax on behavior. Questions vs. assertions. Pronoun use in self-talk. Differences between self-talk and social talk. Determinants of self-talk. Natural language processing. Emerging media.

*Action/inaction:* Construal of behaviors as action or inaction. Action and inaction goals and attitude change. Effects of action and inaction goals on performance. Physical and mental behavior construal.

*HIV Prevention and health promotion:* Selective exposure in HIV prevention, testing, and treatment. Applications to smoking, drug use, and lifestyle behaviors (diet exercise). Defensive-confidence strategies to increase participation. Multi-goal interventions to increase participation. Health disparities. Multi-behavior interventions to improve lifestyle and overall health. Efficacy and effectiveness.

## **CURRENT CENTER APPOINTMENTS**

Affiliate, Trust Institute, University of Illinois, 2017-Present.

Affiliate, Illinois Informatics Institute, University of Illinois, 2016-Present.

Affiliate, Center for Caribbean and Latin American Studies, University of Illinois, 2016-Present.

Affiliate, Beckman Institute for Science and Technology, 2014-Present.

Fellow, Institute for Health Research and Policy, University of Illinois at Chicago, 2014-Present

Fellow, Leonard Davis Institute for Health Economics, University of Pennsylvania, 2014.

Faculty Fellow, Warren Center for Network and Data Sciences, University of Pennsylvania, 2014.

Member, Developmental Center for AIDS Research, University of Illinois, 2011-Present.

Member, University of Illinois Cancer Research Center, University of Illinois, 2011-Present.

## **HONORS AND AWARDS**

Avant Garde Award, National Institute of Drug Abuse, 2019. Supports individual scientists of exceptional creativity who propose high-impact, bold basic research that will open new areas of HIV/AIDS research and/or lead to new avenues for prevention and treatment of HIV/AIDS among people who use drugs.

Faculty Associate, Center for Advanced Studies, University of Illinois, 2019.

Mid-Career Award for Outstanding Scientific Contribution, Attitudes & Social Influence Interest Group, Society for Personality and Social Psychology, 2018.

Finalist, Avant Garde Award, National Institute of Drug Abuse, 2018.

List of teachers rated as excellent by their students, University of Illinois, 2018.

List of teachers rated as excellent by their students, University of Illinois, 2017.

List of teachers rated as excellent by their students, University of Illinois, 2016.

Distinguished Fellow, Annenberg Public Policy Center, University of Pennsylvania, 2016.

Faculty Associate, Center for Advanced Studies, University of Illinois, 2011.

List of teachers rated as excellent by their students, University of Illinois, 2010.

List of teachers rated as excellent by their students, University of Illinois, 2009.

Fellow of Association of Psychological Science, Elected 2009.

Fellow of American Psychological Association, Elected 2009.

Fellow of Society for Personality and Social Psychology, Elected 2009.

University Faculty Recognition Honoree, University of Florida, 2007.

R. David Thomas Endowed Legislative Professor of Psychology, Awarded 2006 for duration of appointment as professor.

Finalist, Theoretical Innovation Prize, Society for Personality and Social Psychology, 2004.

Anderson Faculty Honoree, University of Florida, 2004.

Award from Provost Colburn, University of Florida, 2002.

Anderson Faculty Honoree, University of Florida, 2001.

Scientist Development Award from the National Institute of Mental Health, 1999.

Award from President Lombardi, University of Florida, 1999.

Tinker Foundation Field Research Award, 1997.

Dissertation Research Award from the American Psychological Association, 1996.

Outstanding-International-Student Fellowship, University of Illinois at Urbana-Champaign, 1996.

The Honor Society of Phi Kappa Phi, 1996.

Scholarships from the National Council of Scientific Research (CONICET, Argentina), 1995-1997, 1992, 1990-1992, 1989.

## GRANT SUPPORT

### Funded

National Institute of Allergies and Infectious Diseases (R01 AI147487). *Development and validation of regional models of HIV vulnerabilities and solutions* (MPIs: Dolores Albarracín & Sally Chan). Total Costs: \$2,493,185, July 2019-June, 2023.

National Institutes of Drug Abuse (DP1 DA048570). *Digital, Community-Led, Social Action Initiative to Reduce Opioid Vulnerability and HIV/HCV in Rural Areas of the Midwest and Appalachia* (PI: Dolores Albarracín). Total Costs: \$3,901,354. April 2019-March 2024. (Avant Garde Award within the Pioneer Award Program)

National Institutes of Health (R01MH114847). *Mining Social Media Messages for HIV Testing and Prevention Communication* (PI: Dolores Albarracín). Total Costs: \$2,911,036, September 2018-August 2023.

National Institutes of Health (R56AI114501). *Online media and structural influences on new HIV/STI Cases in the US (2015-2017)* (PI: Dolores Albarracín). Total Costs: \$656,196, May 2015-2017.

National Institutes of Health (R01 MH094241). *Efficacy and Effectiveness of Multi-Behavior Interventions Relevant to HIV*. (PI: Dolores Albarracín). Total costs: \$2,567,581, April 2012-February 2019.

National Institutes of Health, *START CARE-Surveillance-assisted HIV testing and relinkage to care*. Co-Investigator. (PI: Baligh Yehia). (Direct costs: \$259,000, March 2014-2015.

*Development of an app for delivery of medication in Africa*. Co-Investigator. (PI Robert Gross). Global Engagement Fund, University of Pennsylvania. Co-Investigator. Costs: \$40,000, January 2014-2015.

National Institutes of Health (P50 CA179546-01), *Tobacco Center on Regulatory Science: Tobacco Product Messaging in a Complex Communication Environment*. (Co-Chair of Training Program: Dolores Albarracín) (Year 2012), (PIs R. Hornik and C. Lerman), Total costs: \$18,700,000, August 2013-2018.

National Institutes of Health (R01 NR08325). *Selective Exposure in HIV Prevention*. (PI: Dolores Albarracín). Total costs: \$1,885,455, February 2009-February 2014.

National Institutes of Health (F31 MH086324). *Predicting Attention to HIV Prevention Information*. Mentor. (PI: Allison Earl), Direct costs: \$41,000, October 1, 2009-September 31, 2011.

Centers for Disease Control, *MSM statewide needs assessment and strategic plan*, Costs: \$82,000; Co-Investigator. (PI: Mildred Williamson), April 2009-April 2010.

National Institutes of Health (R13 MH080619). *Conference: A look at behavior change across individuals, families, and communities in the era of HIV*. (PI: Dolores Albarracín). (Co-Investigators: Ralph DiClemente, Alex Rothman, and Carlos del Rio), Total costs: \$113,000, May 2008-May 2009.

Scientist Development Award from the National Institute of Mental Health (K02 MH075616). *Attitudes and motivations in action: Applying behavior change theory to HIV prevention*, (PI: Dolores Albarracín). Total costs: 623,835; June 2005- June 2010.

National Institutes of Health (R01 NR08325). *Selective Exposure in HIV Prevention*. (PI: Dolores Albarracín). Total costs: \$3,145,974, August 2002-June 2008.

Scientist Development Award from the National Institute of Mental Health (K01 MH01861). *Change maintenance and decay in HIV prevention*. (PI: Dolores Albarracín). Total costs: \$634,578, August 1999-August 2004.

University of Florida Research Grant. *A model of persuasion and self-persuasion*. (PI: Dolores Albarracín). \$7,000, 1998.

National Institute of Mental Health (RO3 MH58073). *Predictors of success in condom use communications*. (PI: Dolores Albarracín). Total costs: \$138,609, 1997-2000.

## **EDITORIAL BOARDS**

*Journal of Experimental Psychology: General*, 2011-2014

*Social Psychology and Personality Science*, 2010-2015

*Personality and Social Psychology Bulletin*, 2004-2008

*Psychological Bulletin*, 2008-2013

*Journal of Research Syntheses*, 2008-2012

*Personality and Social Psychology Review*, 2005-2014

*AIDS and Behavior*, 2005-2006

*Basic and Applied Social Psychology*, 2004-2006

*International Review of Public and Nonprofit Marketing*, 2005-2006

*Journal of Consumer Psychology*, 2004-2006

*Journal of Social Psychology*, 1998-2006

*Journal of Public Policy and Marketing*, 2002-2006

*Psychological Inquiry*, 2002-2015

## PROFESSIONAL AFFILIATIONS

American Psychological Association (APA)  
Association for Psychological Science (APS)  
Society of Experimental Social Psychology (SESP)  
Society of Personality and Social Psychology (SPSP)  
International Communication Association (ICA)  
American Association for Advancement of Science (AAAS)

## CURRENT PUBLICATIONS AND MANUSCRIPTS

### Books

- Albarracín, D., & Johnson, B. T. (2019). *Handbook of Attitudes; Basic Principles*. Second Edition. New York: Routledge.
- Albarracín, D., & Johnson, B. T. (2019). *Handbook of Attitudes: Applications*. New York: Routledge.
- Albarracín, D. (in preparation). *Action and Inaction in a Social World: Predicting and changing attitudes and behavior*.
- Albarracín, D., Albarracín, J., Jamieson, K.H., & Chan, S.M.P. (in preparation). *Why People Believe Strange Things: Understanding Pseudo-Realities and Pseudo-Theories*.
- Ajzen, I., Albarracín, D., & Hornik, R. (2007). *Prediction and change of health behavior: Applying the theory of reasoned action approach*. Mahwah, NJ: Lawrence Erlbaum.
- Albarracín, D., Johnson, B. T., & Zanna, M. P. (2005). *Handbook of attitudes*. Mahwah, NJ: Lawrence Erlbaum.

### Articles and Chapters

#### In Preparation

- Kwon, M., Adaval, R., & Albarracín, D. (in preparation). *Going with the flow and persuasion effects*.
- Durantini, M., Glasman, L., Sanchez, F., & Albarracín, D. (in preparation). *Multiple-behavior interventions for Latinos*.
- Jiang, D., & Albarracín, D. (in preparation). *The effect of self-interest in default choices: The opt out advantage is more likely in altruistic domains*.



Lohmann, S., & Albarracín, D. (in preparation). *Phenomenology of intentions: The intention feeling and behavior.*

### **Under Review and in Revision**

Albarracín, D., & Hepler, J. (in revision). *The sequential selective exposure effect.*

Chan, M. S., Jones, C. R., Jamieson, K. H., & Albarracín, D. (under review). *A meta-analysis of the persistence of false beliefs: The case for biased reasoning.*

Dolcos, S., Sanchez, F., Wilson, K., & Albarracín, D. (in revision). *Self-talk for self-regulation: Meta-analysis of the experimental evidence on behavioral effects.*

Earl, A., Hepler, J., & Albarracín, D. (in revision). *Racial gaps in attention to information about HIV: An ERP investigation.*

Earl, A., Hart, W., Burton, K.A., & Albarracín, D. (in revision). *Biased information selection on behalf of others: The case for vicarious selective exposure.*

Earl, A., Wilson, K., Gross, R., Sanchez, F., Durantini, M.R., Senay, I., & Albarracín, D. (in revision). *Biological methods improve the efficacy of multi-behavior lifestyle interventions: Biological methods change biology and behavior.*

Hall, M.P., Jones, C.R.M., Albarracín, D., & Earl, A. (under review). *Motivated cognition following selective exposure to persuasive messages.*

Ireland, M., Taussig, D., & Albarracín, D. (in revision). *Self-talk from the point of view of others.*

Jung, K.J., Wyer, R.S., & Albarracín, D. (in revision). *Distance framing and the execution of behavior.*

Lohmann, S., Mekawi, Y., Hughes, C. S., Sunderrajan, A., Tengshe, C., Balasubramanian, A., & Albarracín, D. (under review). *Self-control, repetitive negative thinking, and psychological wellbeing: A meta-analytic review.*

Snow, X., & Albarracín, D. (under review). *The effect of general action goals on new product adoption.*

Sunderrajan, A., & Albarracín, D. (under review). *Actions are more positive than inactions: The role of self-control in perceived valence of actions and inactions.*

Sunderrajan, A., Durantini, M., Glasman, L., Sanchez, F., & Albarracín, D. (under review). *Multiple-behavior-change interventions in HIV prevention, testing, and treatment: A meta-analysis.*

Tan, J.X., Jones, C., & Albarracín, D. (under review). *Internal and social sources shape judgments about the mental and physical nature of experiences.*

White, B., Jiang, D. & Albarracín, D. (under review). *The impact of choice time on the in by default advantage.*

Albarracín, D., Sunderrajan, A., Jones, C., & McCulloch, K. (under review). *Misreports of Behavior.*

## **2019 & In Press**

Lohmann, S., Jones, C.R., & Albarracín, D. (in press). The modulating role of self-posed questions in repeated choice: Integral and incidental questions can increase or decrease behavioral rigidity. *Journal of Experimental and Social Psychology.*

Jiang, D. & Albarracín, D. (in press). Acting by a deadline: The interplay between deadline distance and movement induced goals. *Journal of Experimental and Social Psychology.*

Albarracín, D., Sunderrajan, A., Dai, W., & White, B.X. (2019). The social creation of action and inaction. From concepts to goals to behaviors. *Advances in Experimental Social Psychology.*

Chang, L., Huang, H.Y., Albarracín, D., & Bashir, M. (2019). Who shares what with whom? information sharing preferences in the online and offline worlds. *Advances in Human Factors in Cybersecurity*. DOI:10.1007/978-3-319-94782-2-15.

Albarracín, D., Sunderrajan, A., Lohmann, S., Chan, M.C., & Jiang, D. (2018). The psychology of attitudes and persuasion. Albarracín, D., & Johnson, B.T. (Eds.), *Handbook of Attitudes: Basic Principles, Second Edition.*

Aizen, I., Fishbein, M., Lohmann, S., Albarracín, D. (2019). The influence of attitudes on behaviors. Albarracín, D., & Johnson, B.T. (Eds.), *Handbook of Attitudes: Basic Principles, Second Edition.*

White, B.X., Chan, S., Repetto, A., &, Gratale, S., Cappella, J., & Albarracín, D. (2019). The role of attitudes in the use of alcohol, tobacco, and cannabis. Albarracín, D., & Johnson, B.T. (Eds.), *Handbook of Attitudes: Applications, Second Edition.*

## **2018**

Morales, A., Gandhi, N., Chan, M-P S., Lohmann, S., Sanchez, T., Ungar, L., Albarracín, D., and Zhai, C. (2018). *Multi-attribute topic feature construction for social media-based prediction*. Proceedings IEE Big Data.

- Lohmann, S., White, B. X., Zuo, Z., Chan, M.-p. S., Li, B., Zhai, C., & Albarracín, D. (2018). HIV-messaging on Twitter: An analysis of current practice and data-driven recommendations. *AIDS*, 2799-2805.
- Chan, M. S., Hawkins, L., Winneg, K., Fardhaloo, M., Jamieson, K. H., & Albarracín, D. (2018). Legacy and social media respectively influence risk perceptions and protective behaviors during emerging health threats: A multi-wave analysis of communications on zika virus cases. *Social Science & Medicine*, 212-50-59. <https://doi.org/10.1016/j.socscimed.2018.07.007>
- Albarracín, D., Romer, D., Jones, C. R., Jamieson, K. H., & Jamieson, P.E., (2018). Misleading claims about tobacco products in YouTube videos: Effects of misinformation on unhealthy attitudes. *Journal of Medical Internet Research*, 20. [doi:10.2196/jmir.9959](https://doi.org/10.2196/jmir.9959)
- Albarracín, D., Sunderrajan, A., Dai, W. (2018). Action, inaction, and actionability: Definitions and implications for communications and interventions to change behaviors. In R. A. Bevens & D. Hope (Eds.), *Change and maintaining change. Nebraska Symposium on Motivation*. Springer.
- Bae, R. E., Maloney, E. K., Albarracín, D., & Cappella, J. N. (2018). Does interest in smoking affect youth selection of pro-smoking videos? A selective-exposure experiment. *Nicotine & Tobacco Research*, <https://doi.org/10.1093/ntr/nty037>
- Lohmann, S., Lourentzou, I., Zhai, C., & Albarracín, D. (2018). Who is saying what on Twitter: An analysis of messages with references to HIV and HIV-risk behavior. *Actas de Investigación Psicológica/Psychological Research Records*, 3, 1311-1321.
- Chan, M. S., ... & Albarracín, D. (2018). An online risk index for the cross-sectional prediction of new HIV, Chlamydia, and Gonorrhea diagnoses across US Counties and across years. *AIDS and Behavior*, 22, 2322-2333. doi: 10.1007/s10461-018-2046-0.
- Albarracín, D., Wang, W., & McCulloch, K.C. (2018). Action dominance: The performance effects of multiple action goals and the benefits of an inaction focus. *Personality and Social Psychology Bulletin*, 14, 231-241.
- Chan, M. S., Morales, A., Farhadloo, M., Palmer, R. P., & Albarracín, D. (2018). Harvesting and harnessing social media data for psychological research. In H. Blanton & G. D. Webster (Eds.), *Social Psychological Research Methods: Social Psychological Measurement*.
- Chan, M-P S., Farhadloo, M., Winneg, K., & Albarracín, D. (2018) Associations of topics of discussion on Twitter with survey measures of attitudes, knowledge and

behaviors related to Zika: A study in the United States. *Journal of Medical Internet Research, Public Health Surveillance*, 4.

Albarracín, D., Cuijpers, P., Eastwick, P., Johnson, B.T., Sinatra, G., & Verhaeghen, P. (2018). Editorial. *Psychological Bulletin*, 144, 223-226.

Shand, L., Li, B., & Albarracín, D. (2018). Spatially varying autoregressive models for prediction of new HIV diagnoses. *Journal of the Royal Statistical Society*, <https://doi.org/10.1111/rssc.12269>.

## 2017

Albarracín, D., Jones, C. R., Hepler, J., & Li, H. (2017). Liking for action and the vertical/horizontal dimension of culture in nineteen nations: Valuing equality over hierarchy promotes positivity towards action. *Interamerican Journal of Psychology*, 51, 335-343.

Coppock, D., Zambo, D., Moyo, D., Tanthuma, G., Chapman, J., Lo Re III, V., Graziani, A., Lowenthal, E., Hanrahan, N., Littman-Quinn, R., Kovarik, C., Albarracín, D., Holmes, J., & Gross, R. (2017). Development and usability of a smartphone application for tracking antiretroviral medication refill data for Human Immunodeficiency Virus. *Methods of Information in Medicine*. 56(5):351-359. doi: 10.3414/ME17-01-0045

Albarracín, D., Wilson, K., Chan, M. S., Durantini, M., & Sanchez, F. (2017). Action and inaction in multi-behavior recommendations: A meta-analysis of lifestyle interventions. *Health Psychology Review*, 1–24. <http://doi.org/http://dx.doi.org/10.1080/17437199.2017.1369140>

Albarracín, D., & Shavitt, S. (2017). Attitude change and persuasion. *Annual Review of Psychology*.

Chan, M.P.S., Jones, C.R., & Albarracín, D. (2017). Countering false beliefs: An analysis of the evidence and recommendations of best practices for the retraction and correction of scientific misinformation. In D. Scheufele, D. Kahan, & K. H. Jamieson (Eds.) *The Oxford Handbook of the Science of Science Communication* (pp. 341–350). New York, NY: Oxford University Press, USA.

Chan, M. S., Jones, C. R., Jamieson, K. H., & Albarracín, D. (2017). Debunking: A meta-analysis of the psychological efficacy of messages countering misinformation. *Psychological Science*, 1–16. <http://doi.org/10.1177/0956797617714579>

McDonald, J., Hughes, C., McDonald, P., & Albarracín, D. (2017). Recall of behavioral health recommendations: Optimal number of prescribed behaviors for behavior change. *Clinical Psychological Science*, 5, 858-865. <https://doi.org/10.1177/2167702617704453>

- Liu, J., Zhao, S., Chen, X., Falk, E., & Albarracín, D. (2017). Peer influence on adolescent smoking initiation and continuation as a function of social closeness and cultural values: A meta-analysis. *Psychological Bulletin*. doi:10.1037/bul0000113.
- Feldman, G. & Albarracín, D. (2017). Norm theory and the action effect: The role of social norms in regret of action and inaction. *Journal of Experimental and Social Psychology*, 69, 111-120. <https://doi.org/10.1016/j.jesp.2016.07.009>
- Albarracín, D., Kumkale, T., & del Vento, P. (2017). How people can become persuaded by weak messages presented by credible communicators: Not all sleeper effects are created equal. *Journal of Experimental and Social Psychology*, 68, 171-180. <https://doi.org/10.1016/j.jesp.2016.06.009>
- Albarracín, D., Liao, V., Yi, J., & Zhai, C. (2017). Emerging communication systems to promote physical activity. Understanding exposure, attention, and behavior change from psychological and computational perspectives. In Zhu, W. & Owen, C. (Eds.), *Sedentary behavior and health*, (pp. 333-348). Champaign, IL: Human Kinetics.
- Zell, E., Su, R., & Albarracín, D. (2017). Dialectical thinking and attitudes toward action/inaction beyond East Asia. In J. Spencer-Rodgers, & K. Peng (Eds.), *The psychological and cultural foundations of dialectical thinking*. New York: Oxford University Press.
- 2016**
- Albarracín, D., Wilson, K., Durantini, M.R., Sunderrajan, A., & Livingood, W. (2016). A meta-intervention to increase completion of an HIV-prevention intervention: Results from a randomized controlled trial in the State of Florida. *Journal of Clinical and Consulting Psychology*, 1052-1065. <http://doi.org/10.1037/ccp0000139>
- Xu, J., & Albarracín, D. (2016). Constrained physical space constrains hedonism. *Journal of the Association for Consumer Research*, 1, 557-568. 2016. <http://dx.doi.org/10.1086/688222>
- Albarracín, D., & Glasman, L. (2016). On taxonomies of behavior change: Multidimensional targeting for tailoring. *Health Psychology Review*, 251-255. DOI: 10.1080/17437199.2016.1190294
- Weingarten, E., Chen, Q., McAdams, M., Yi, J., Hepler, J., & Albarracín, D. (2016). On priming action: Conclusions from a meta-analysis of the behavioral effects of incidentally-presented words. *Current Opinion in Psychology*, 12, 53-57. DOI: 10.1016/j.copsyc.2016.04.015

Jones, C. R. & Albarracín, D. A. (2016). Public communication for drug prevention: A synthesis of the meta-analytic evidence. In C. A. Kopetz & C. Lejuez (Eds.), *Frontiers of Social Psychology: Addiction*. New York: Taylor Francis.

Weingarten, E., Hepler, J., Chen, Q., McAdams, M., Yi, & Albarracín, D. (2016). On priming action: A meta-analysis of the behavioral effects of incidentally-presented stimuli. *Psychological Bulletin*, *142*, 5, 472–497. DOI: [10.1037/bul0000030](https://doi.org/10.1037/bul0000030)

Earl, A., Crause, C., Vaid, A., & Albarracín, D. (2016). Disparities in attention to HIV-prevention communications. *AIDS Care*, *28*, 79-86. DOI: [10.1080/09540121.2015.1066747](https://doi.org/10.1080/09540121.2015.1066747)

## 2015

Albarracín, D. (2015). Editorial. *Psychological Bulletin*, *141*,1-5. <http://dx.doi.org/10.1037/bul0000007>

Ireland, M., Schwarz, A., Ungar, L., Zhai, C., & Albarracín, D. (2015). Action tweets linked to reduced county-level HIV prevalence in the United States. *AIDS and Behavior*. <http://dx.doi.org/10.1007/s10461-015-1252-2>. PMID: 26650382.

Ireland, M., Chen, B., Schwarz, A., Ungar, L., & Albarracín, D. (2015). Future-oriented tweets predict lower county-level HIV prevalence in the United States. *Health Psychology*, *1252-60*. <http://dx.doi.org/10.1037/hea0000279>. PMID: 26651466.

Tannenbaum, M. B., Helper, J., Zimmerman, R. S., Saul, L., Jacobs, S., Wilson, K., Albarracín, D. (2015). Appealing to fear: A meta-analysis of fear appeal effectiveness and theories. *Psychological Bulletin*, *141*. 1178-1204. <http://dx.doi.org/10.1037/a0039729>. PMID: 26501228.

Cappella, J., Kim, H., Albarracín, D. (2015). Selection and transmission processes for information in the emerging media environment: Psychological motives and message characteristics. *Media Psychology*. *18*(3). 396-424. PMID: 26190944

Earl, A., Nisson, C. A., Albarracín, D. (2015). Stigma cues increase self-conscious emotions and decrease likelihood of attention to information about preventing stigmatized health issues. *Acta de Investigación Psicológica*. *5*, 1860-1871. doi: [10.1016/S2007-4719\(15\)30006-5](https://doi.org/10.1016/S2007-4719(15)30006-5)

Bussing, R., Koro-Ljungberg, M., Gurnani, T., Garvan, C. W., Mason, D., Noguchi, K., & Albarracín, D. (2015). *Willingness to use ADHD self-management: Mixed methods study of perceptions by adolescents and parents*. *Journal of Child and Family Studies*, *25*(2), 1-12. <http://dx.doi.org/10.1007/s10826-015-0241-4>.

Wilson, K., Senay, I., Durantini, M., Sanchez, F., Hennessy, M., Spring, B., Albarracín, D. (2015). When it comes to lifestyle recommendations, more is sometimes less: A meta-analysis of theoretical assumptions underlying the effectiveness of interventions promoting multiple behavior domain change. *Psychological Bulletin*, 141(2), 474-509. PMID: 25528345

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- Albarracín, D. (1991). Contextual psychology in Argentina [*El Movimiento de la Psicología del Medio Ambiente en la Argentina*]. *Psicólogo Argentino*, 3, 3-5.
- Albarracín, D. (1991). Social support in child abuse [*Apoyo social en el maltrato de niños*]. *Actas de la Facultad de Humanidades, Universidad de Buenos Aires*, 1-30.
- Albarracín, M., Berjman, M., & Albarracín, D. (1990). Destructive processes of exclusion in divorce [*Proceso destructivo de exclusión en el divorcio*]. *Anuario de Investigaciones de la Facultad de Psicología, Universidad de Buenos Aires*, 1, 103-108. [Reprinted in *La Ley*, 104, 11-15.]

## **PRESENTATIONS**

### **Invited Presentations at Conferences**

- Albarracín, D. (2018). *Reproducibility and replicability in the context of Psychological Bulletin*. University of Chicago, October.
- Albarracín, D. (2018). *Invited Address*. Meeting of the International Association for Applied Psychology, July.
- Albarracín, D. (2018). *Keynote Speaker*. Meeting of the Australo-Asian Psychological Society, April.
- Albarracín, D. (2018). *Beliefs that confer social identity*. National Academy of Sciences, Framework Building for Intelligence Community, April.
- Albarracín, D. (2017). *Conspiracy theories*. Meeting of the Midwestern Psychological Society, April.
- Albarracín, D. (2017). *The four horsemen of conspiratory thinking: Characterizing and detecting conspiracy theories*. Meeting of the Society for Experimental Social Psychology, October.
- Albarracín, D. (2017). *Behavior change*. Nebraska Symposium on Motivation, April.
- Albarracín, D. (2017). *Thought and communication about and for action*. Midwestern Psychological Association, April.

- Albarracín, D., Farhadloo, M., Winneg, K., & Chan, S. (2017). *Risk, Concern and knowledge in the Zika area*. Zika Summit, Annenberg Public Policy Center, University of Pennsylvania, March.
- Albarracín, D. (2016). *Physical and mental boundaries in intentions, behaviors, and self-conception*. Attitudes and Social Influence Preconference, January.
- Albarracín, D. (2015). *Online information and HIV in US counties: Theory testing and prediction*. National Institutes of Health. Leveraging Big Data. July.
- Albarracín, D. (2015). *Effects of Multi-Behavioral Interventions*. Martin Fishbein Symposium. AIDS Impact, July.
- Albarracín, D., Jones, C., & Hall-Jamieson, K. (2014). *Durability of correction effects: A meta-analysis of belief perseverance and implications for science communication*. Science Communication Symposium, Annenberg Public Policy Center, University of Pennsylvania.
- Albarracín, D. (2013). *Social psychology of action from the lab to the field*. Keynote Address, Dutch Social Psychology Conference.
- Albarracín, D. (2011). *The health intervention process and social disparities in HIV prevention*. HIV-Prevention Conference, Madrid, Spain.
- Albarracín, D. (2010). *The social regulation of activity and inactivity. Implications for behavior prediction and change*. Keynote Address, Colombian Conference of Psychology, Ibagué, Colombia.
- Albarracín, D. (2009). *The health intervention process and social disparities in HIV prevention*. AIDS Impact, Gaborone, Botswana.
- Albarracín, D. (2009). *Behavioral interventions to prevent HIV in women and girls: What works and why*. NIH Office of AIDS Meeting, Bethesda, MD.
- Albarracín, D. (2008). *Action and inaction goals as meta-goals*. Invited talk for the Kellogg Meta-Cognition Conference, Chicago, IL, May.
- Albarracín, D. (2008). *The need for complex and ecologically valid approaches to HIV prevention outcome research: Meta-analysis and field research*. Invited talk for the Meeting of the European Society for Health Psychology, Bath, UK, September.
- Albarracín, D. (2008). *The influence of general action and inaction goals on impulsive behavior*. Invited talk for the Meeting of the Midwestern Psychological Association, Chicago, IL, May.

- Albarracín, D. (2007). *Attitudes and persuasion*. Invited talk for the Meeting of Innovative Theories and Cancer Prevention, National Cancer Institute, Bethesda, MD, September.
- Albarracín, D. (2006). *Testing models of behavior change*. Invited talk for the Meeting of the European Health Psychology Society, Maastricht, August.
- Albarracín, D. (2006). *Attitudes and culture*. Invited address for the Meeting of the Mexican Society for Social Psychology, Mexico, October.
- Albarracín, D. (2006). *General action and inaction Goals for individuals and communities: Social and health effects*. Invited address for the Meeting of the Midwestern Psychological Association, Chicago, IL, May.
- Aizen, I, & Albarracín, D. (2006). *Predicting and changing behavior: A reasoned action approach*. Presentation for Festschrift honoring Martin Fishbein, Annenberg School of Communication, University of Pennsylvania, Philadelphia, PA, March.
- Albarracín, D. (2005). *A test of major assumptions about behavior change: A comprehensive look at HIV prevention interventions since the beginning of the epidemic*. HIV Board Conference, Department of Health, State of Florida, February.
- Albarracín, D. (2004). *Unrealistic expectations in persuasion: Implications for communication policy*. Health Communication Conference, Lexington, April.
- Albarracín, D., Glasman, L.R., & Wallace, H.M. (2003). *A model of attitude activation and comparison: Survival and change in attitudes and other judgments*. Attitudes Preconference, Meeting of the Society of Social and Personality Psychology, Los Angeles, California, February.
- Albarracín, D. (2001). *Towards a behavior-centered understanding of persuasion*, Meeting of the Interamerican Society of Psychology, Santiago, Chile, July.
- Albarracín, D. (2001). *Towards a behavior-centered understanding of persuasion*, Meeting of Midwestern Psychological Association, Chicago, IL, May.
- Albarracín, D. (2000). *Towards a behavior-centered understanding of persuasion*, Meeting of Society of Southeastern Social Psychology, Macon, GA, November.
- Albarracín, D. (2000). *Towards a behavior-centered understanding of persuasion*. Meeting of the New England Social Psychological Association, Storrs, CO, October.
- Albarracín, D. (1999). *Who says what to whom in HIV prevention?* Meeting of the Interamerican Society of Psychology, Caracas, Venezuela, July.

Albarracín, D. (1999). *Meta-analysis for theory testing*, Workshop on meta-analysis, National Institutes of Mental Health, Bethesda, MA, April.

### **Conference Papers and Symposia (1992-Present)**

Lohmann, S., & Albarracín, D. (2019, February). *Beliefs about incremental and radical change: Predicting and changing the time course of behavior*. Poster session presented at the 20<sup>th</sup> meeting of the Society for Personality and Social Psychology Preconference: Motivation Science, Portland, OR.

Lohmann, S., & Albarracín, D. (2019, February). *Beliefs about incremental and radical change: Predicting and changing the time course of behavior*. Poster session presented at the 1<sup>st</sup> SPSP Preconference for Motivation Science, Portland, OR.

Dai, W., & Albarracín, D. (2019, February). *Benefits of general inaction norms*. Poster presented at the 2019 Annual Convention of the Society for Personality and Social Psychology, Portland, OR, 2019.

White, B.X., & Albarracín, D. (2019, February). Are Social Disparities Addressed by HIV Interventions? A Meta-Analytic Assessment. *Annual SPSP Meeting. Portland, Oregon*.

White, B.X., & Albarracín, D. (2019, February). Effects of Action and Inaction Recommendations in Multiple Behavior HIV Interventions: A Meta-analysis. *SPSP Health Pre-Conference. Portland, Oregon*

White, B.X., Lohmann, S., Zuo, Z., Chan, M. P. S., Morales, A., Li, B., Zhai, C., Albarracín, D. (2018, April). Improving HIV/STI Message Spread on Social Media. *Annual MPA Meeting. Chicago, Illinois*.

Dai, W., Palmer, R., Sunderrajan, A., Durantini, M., Sánchez, F., Glasman, L., & Albarracín, D. (2018, April). *The efficacy of integrated interventions in treating substance use: meta-analysis*. Paper presented at the Ninetieth Annual Meeting of Midwestern Psychological Association, Chicago, IL, 2018.

White, B.X., Sunderrajan, A., Albarracín, D. (2018, March). Effects of Social Disparity on Efficacy of Multiple Behavior Interventions for HIV-related Outcomes. *Illinois Summit on Diversity in Psychological Science. Champaign, Illinois*.

Lohmann, S., Chan, M.-p. S., Morales, A., Zhai, C., Ungar, L., Holtgrave, D. R., Albarracín, D. (2018, April). *Using Twitter to predict STIs: A US-wide online risk index*. Paper presented at the 90<sup>th</sup> meeting of the Midwestern Psychological Association, Chicago, IL.

- Lohmann, S. Mekawi, Y., Hughes, C. Sunderrajan, A., Tenshe, C., Balasubramaniyan, A., & Albarracín, D. (2017, April). *Executive control, repetitive negative thinking, and depression and anxiety: A meta-Analysis*. Paper Presented at the Meeting of the Midwestern Psychological Association, Chicago, IL.
- Sanders, E., McDonald, J., Textor, C., Palmer, R., Dai, W., Weingarten, E., & Albarracín, D. (2017, January). *Can Ideas Activate Behavior? A meta-analysis of the effects of a variety of conceptual priming objects and strategies on behavioral outcomes*. Paper Presented at the Meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Chan, M.P.S., Lohmann, S., & Albarracín, D. (2017, January). *STI Prediction from tweets: A multi-year, open-dictionary approach*. Paper Presented at the Meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Lohmann, S. Mekawi, Y., Hughes, C. Sunderrajan, A., Tenshe, C., Balasubramaniyan, A., & Albarracín, D. (2017, January). *Executive control, repetitive negative thinking, and depression and anxiety: A meta-Analysis*. Paper Presented at the Meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Lohmann, S., & Albarracín, D. (2017, January). *The experience of intentions: A phenomenological view*. Paper Presented at the Meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Bae, R. E., Maloney, E. K., Albarracín, D., & Cappella, J. N. (2017, May). *Does interest in smoking affect selection of pro-smoking videos? A selective exposure experiment*. Paper to be presented at the International Communication Association 2017 conference, San Diego, CA.
- Lohmann, S., Chan, M.-p. S., Zhai, C., Liu, Y., Ungar, L. H., Schwartz, H. A., & Albarracín, D. (2016, October). Which HIV-risk-related words can predict new HIV diagnoses in the state of Florida? Paper presented at the Meeting of the American Public Health Association, Denver, CO.
- Chan, M. S., Lourentzou, I., Morale, A., Zhai, C., & Albarracín, D. (2016, October). What are the differences in HIV-related social communications in counties with low (vs. high) socio-economic status in the United States? A thematic analysis of Twitter data. Paper presented at the Meeting of the American Public Health Association, Denver, CO.
- Jones, C. R., Chan, S., & Albarracín, D. (2016, May). *The continued influence of corrected or retracted misinformation: A meta-analysis*. Meeting of the Midwestern Psychological Association, Chicago IL.
- Lohmann, S., Jones, C., & Albarracín, D. (2016, January). *The role of implicit self-talk in habitual action*. Data blitz presented at the 17th meeting of the Society for Personality and Social Psychology, San Diego, CA.

- Albarracín, D., Hepler, J., Clark, J., Jones, A., Weingarten, E., & Chen, Q. (2016, January). *Subtle events: A meta-analysis of the behavioral upshot of priming Using linguistic and sensorial cues*. Paper presented at the annual meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Lohmann, S., Lu, X., & Albarracín, D. (2015, May). *Phenomenology and levels of experience: Capturing people's experience of intentions and emotions*. Poster session presented at the meeting of the Midwestern Psychological Association, Chicago, IL
- Hughes, C., McDonald, P., & Albarracín, D. (2015, May). *Recall of behavioral health recommendations: Optimal number of prescribed behaviors for behavior change*. Midwestern Psychological Association (MPA) Annual Meeting in Chicago, IL.
- Weingarten, E., Chen, Q., McAdams, M., Yi, J., Hepler, J., & Albarracín, D. (2015, May). *A meta-analysis of the behavioral effects of incidental word priming*. Paper presented at the annual meeting of the Association for Psychological Science.
- Hepler, J., Clark, J., Jones, A. E., Weingarten, E., Albarracín, D., & Chen, Q. (2015, May). *Are behavioral priming effects moderated by prime type? A meta-analytic investigation*. Paper presented at the annual meeting of the Association for Psychological Science, New York, NY.
- Liu, J., Zhao, S., Chen, X., Falk, E., & Albarracín, D. (2015 May). Peer influence on adolescent smoking initiation and progression: A meta-analysis. Paper presented at 2015 ICA, San Juan, Puerto Rico.
- Albarracín, D., Weingarten, E., Chen, Q., McAdams, M., & Yi, J. (2014). *Meta-analysis of behavioral effects of primes to incidentally induce goals*. Paper presented at the annual meeting of the Society for Experimental Social Psychology, Columbus, OH.
- Hepler, J., Weingarten, E., Chen, Q., McAdams, M., Yi, J., & Albarracín, D. (2014). *Publication bias in incidental goal priming effects?* Paper presented at the annual meeting of the Society for Experimental Social Psychology, Columbus, OH.
- Basáñez, T., Warren, M., Crano, W. D., & Albarracín, D. (2014). *Cross-cultural comparison of trust in new relationships and implications for risk regulation Theory*. Poster presented at the Society for Personality and Social Psychology Conference, Austin, TX.
- Albarracín, D. & Ireland, M. (2014, May). *A friend to myself: Adopting a friend's perspective in proactive self-talk anticipates positive emotions and strengthens intended self-control*. Meeting of the Association of Psychological Science, San Francisco, CA.

- Albarracín, D. (2014, May). *Dimensions underlying the influence of psychological theory on policy: The case of social psychology and changing behavior*. Meeting of the Association of Psychological Science, San Francisco, CA.
- Ireland, M., & Albarracín, D. (2014, May). *Linguistic indicators of protective and risky communities: Predicting HIV outbreaks through Twitter*. Meeting of the Association of Psychological Science, San Francisco, CA.
- Chen, Q, Ireland, M, & Albarracín, D. (2014, April). *Predicting county-level HIV rates through automatic Twitter Analysis*. Poster presented at the 35th Annual Meeting and Scientific Sessions of Society of Behavioral Medicine, Philadelphia, PA.
- Earl, A., Crause, C., Vaid, A., Briskin, J., Sklepinski, S. M., & Albarracín, D. (2014, April). *Racial gaps in attention to health information*. Symposium presentation at the International Consortium of Cultural Neuroscience, Ann Arbor, MI.
- Earl, A., Jones, C.R.M., Hall, M.P., & Albarracín, D. (2014, May). *Goals alleviate biased processing with consonant and dissonant arguments*. Poster presented at the Association for Psychological Science, San Francisco.
- Hall, M.P., Earl, A., Jones, C.R.M. & Albarracín, D. (2014, February). *Motivated message processing with consonant and dissonant arguments*. Symposium presentation at the Attitudes Preconference of the meeting of the Society for Personality and Social Psychology, Austin, TX.
- Jones, C.R.M. & Albarracín, D. (2014, February). *Illusory behavior: A Memory error exacerbated by spoken self-talk*. Symposium presentation at the meeting of the Society for Personality and Social Psychology, Austin, TX.
- Liu, J., Jones, C., Wilson, K., Durantini, M. R., Livingood, W., & Albarracín, D. (2014, February). *Motivational barriers to retention of at-risk young adults in HIV-prevention interventions: perceived pressure and efficacy*. Paper to be presented at the International Communication Association 2014 conference, Seattle, WA.
- Wilson, K., Senay, I., Durantini, M., Sanchez, F., Hennessy, M., Spring, B., & Albarracín, D. (2014, February). *Do more lifestyle recommendations equal healthier outcomes? A meta-analysis of theoretical assumptions underlying the effectiveness of interventions promoting multiple behavior change*. Poster presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Austin, TX.
- Hepler, J., & Albarracín, D. (2013, May). *Positive people prioritize positive information: Dispositional attitudes predict affective processing-order*. Poster presented at the 25th annual meeting of the Association for Psychological Science, Washington, D.C.



- Hepler, J., & Albarracín, D. (2013, May). *Positive people prioritize positive information: Dispositional attitudes predict affective processing-order*. Symposium presentation at the 85th annual meeting of the Midwestern Psychological Association, Chicago, IL.
- Earl, A., & Albarracín, D. (2013, January). *Selective attention to stigmatizing health information among disenfranchised groups*. Poster presented at the Society for Personality and Social Psychology, New Orleans.
- Hepler, J., & Albarracín, D. (2013, January). *Positive people prioritize positive information: Dispositional attitudes predict processing-order for positive versus negative information*. Poster presented at the 14th annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Jones, C. R. & Albarracín, D. (2013, January) *Did I do that? Memory for Enacted and Intended Behaviors*. *Society for Personality and Social Psychology*. New Orleans, LA.
- Tan, J. J. X., Jones, C. R., & Albarracín, D. (2013, January). *Influencing perceptions of mental vs. physical experiences*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, New Orleans, Louisiana
- Tannenbaum, M. & Albarracín, D. (2013, January). *Do 'scare tactics' work? A meta-analytic examination of fear appeal theories*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.  
\* Finalist for the SPSP Student Poster Award.
- Wilson, K., Durantini, M.R., Albarracín, J., Crause, C., & Albarracín, D. *It seems possible to reduce cultural and psychological barriers to Latino enrollment in HIV-prevention counseling: Initial data on an enrollment meta-intervention* (2013, January). Poster presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), New Orleans, LA.
- Jung, K., Viswanathan, M., Wyer, R. S., & Albarracín, D. (2012, October). *Effects of Timing of Purchase and Perceived Proximity of Climate Change on Green Product Purchase*. Annual Conference of the Association for Consumer Research, Vancouver, BC, Canada. (Competitive Paper Session)
- Jung, K., Albarracín, D. & Viswanathan, M. (2012, October). *General to Specific vs. Specific to General: Spillover vs. Licensing Effect of Overpredicting General vs. Specific Green Behavior in the Future on Immediate Member vs. Non-member Behaviors*. Annual Conference of the Association for Consumer Research, Vancouver, BC, Canada. (Poster Session)
- Wilson, K., LeRoy, A., Albarracín, D., Durantini, M., & Livingood, W. (2012, December). *Increasing the public health impact of HIV-prevention counseling*

- programs: Preliminary findings for meta-intervention videos on retention.* Poster presented at the Science of Eliminating Health Disparities Summit, National Harbor, MD.
- Prater, K.A., Wilson, K. Albarracín, D., Durantini, M., & Livingood, W. (2012, August). *Increasing the effectiveness of multi-session HIV-prevention counseling programs: Preliminary findings from a retention meta-intervention.* Poster presented at the annual meeting of the American Psychological Association (APA), Orlando, FL.
- Earl, A., & Albarracín, D. (2012, May). *Predicting the time-course of attention to health information for high-risk audiences.* Symposium presentation at the meeting of the Midwestern Psychological Association, Chicago (May).
- Hepler, J., & Albarracín, D. (2012, May). Attitudes without objects: Evidence for a dispositional attitude. Symposium presentation for the Society for the Study of Motivation preconference at the 24th annual meeting of the Association for Psychological Science.
- Jones, C. R. & Albarracín, D. (2012, May). *Memory for enacted and intended behaviors.* Midwestern Psychological Association. Chicago, IL.
- Tannenbaum, M. & Albarracín, D. (2012, May). *Do 'scare tactics' work? A meta-analytic test of fear appeal theories.* Invited panelist/speaker at the Princeton Graduate Conference in Psychology and Policymaking, Princeton, NJ.
- Tannenbaum, M. & Albarracín, D. (2012, May). *Power and goals to be active vs. inactive.* Symposium talk at the annual meeting of the Midwestern Psychological Association, Chicago, IL.
- Tannenbaum, M. & Albarracín, D. (2012, May). *Power and goals to be active vs. inactive.* Poster presented at the annual meeting of the Association for Psychological Science, Chicago, IL.
- Earl, A., & Albarracín, D. (2012, February). *Predicting the time-course of attention to health information for high-risk audiences.* Poster presented at the Society for Personality and Social Psychology, San Diego.
- Hepler, J. & Albarracín, D. (2012, January). *Attitudes without objects: Evidence for a dispositional attitude, its measurement, and its consequences.* Poster presented at the 13th annual meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Tannenbaum, M. & Albarracín, D. (2012, January). *A meta-analytic review of the effects of fear on persuasion and behavioral change.* Poster presented at the annual meeting of the Society for Personality and Social Psychology, San Diego, CA.

- Wilson, K & Albarracín, D. (2012, January). *Barriers to accessing HIV-prevention: Higher alcohol use and more sex partners predict decreased exposure to HIV-prevention counseling*. Poster presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), San Diego, CA.
- Zell, E., Warrimer, A. B., & Albarracín, D. (2012, January). *Splitting of the mind: When the You I talk to is me*. Poster presented at the annual meeting of the Society for Personality and Social Psychology. San Diego, CA.
- Zell, E., Su, R., & Albarracín, D. (2011, November). *Cultural differences in attitudes toward action*. Symposium paper presented at the annual meeting of the Society for Southeastern Social Psychologists. Johnson City, TN.
- Hepler, J. (2011, March). *Attitudes without objects*. Colloquium presentation at the Social-Personality-Organizational Psychology lecture series at the University of Illinois at Urbana-Champaign, Champaign, IL.
- Wilson, K. A (2011, February). *Diary Study of Social Anxiety, Interpersonal Interactions and Health Risk Behavior in College Students*. Poster presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), San Antonio, TX.
- Earl, A., & Albarracín, D. (2011, January). *The impression motive and experience of shame*. Poster presented at the Society for Personality and Social Psychology, San Antonio, TX.
- Hepler J., Wang, W., & Albarracín, D. (2011, January). *Motivating Exercise: The Interactive Effect of General Action Goals and Past Behavior on Physical Activity*. Poster presented at the 12th annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Tannenbaum, M. & Albarracín, D. (2011, January). *The effects of grammatical structure and feelings of power on risk behavior prevention*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Hart, W., & Albarracín, D. (2009, February). *What I was doing vs. what I did: Verb aspect influences memory and future actions*. Paper presented at the Meeting of the Meeting of the Society for Social and Personality Psychology, Tampa.
- Bussing, R., Koro-Ljungberg, M., Garvan, C.W., Noguchi, K., & Albarracín, D. (2008, November). *Evidence-based Practices and Clinical Practice Evidence: Bridging the Gap*. American Association of Children and Adolescent Psychiatry of the Annual Meeting, Chicago.
- Li, H., & Albarracín, D. (2008, February). *The role of Christian and Buddhist beliefs in general action and inaction goals*. Poster to be presented in the 8th Annual

- meeting of Society for Personality and Social Psychology, Albuquerque, NM (February).
- Noguchi, K., Albarracín, D., & Handley, I. M. (2008, February). *Political participation for the sake of being active: The archival and experimental studies of action tendencies*. Poster presented at the 9th annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Albarracín, D. (2007, October). *The social regulation of action and inaction*. Paper presented at the meeting of the Person Memory Interest Group, Zion, IL.
- Hart, W., & Albarracín, D. (2007, May). *The cognitive and motivational underpinnings of selective exposure*. Paper presented at the meeting of the Person Memory Interest Group, Chicago.
- Earl, A., Albarracín, D., Hart, W., & Handley, I. M. (2007, May). *Effects of action and inaction goals on prevention/promotion goals*. Paper presented at the meeting of the Midwestern Psychological Association, Chicago.
- Li, H., Albarracín, D., Wright, P., Brown, R. D., & Liu, Y. (2007, May). *Evaluation proceduralization and its neutral correlates*. Paper presented at the Meeting of the Midwestern Psychological Association, Chicago.
- Wei, W., Li, H., & Albarracín, D. (2007, January). *Cultural variations in the effects of action/inaction goals: A comparison between Eastern vs. Western cultures*. Poster presented at the meeting of the Society for Personality and Social Psychology, Memphis.
- Noguchi, K., Albarracín, D., & Fischler, I. (2007, January). *Implicit pragmatics: The effects of incidental word order on cooperative behavior*. Poster presented at the meeting of the Society for Personality and Social Psychology, Memphis.
- McCulloch, K., & Albarracín, D. (2006, January). *Wait for it! The differential sensitivity of a general action goal to subordinate goal trajectories*. Meeting of the Society for Personality and Social Psychology, Palm Springs.
- Li, H., Albarracín, D., Wright, P., Brown, R. D., & Liu, Y. (2007, January). *Evaluation proceduralization and its neutral correlates*. Poster to be presented at the Annual meeting of the Society for Personality and Social Psychology, Memphis (January).
- Kumkale, G.T., & Albarracín, D. (2007, January). *Attitude construction and the sleeper effect*. Poster presented at the meeting of the Society for Personality and Social Psychology, Memphis.

- Hart, W., & Albarracín, D. (2007, January). *The person situation interaction in achievement goal activation*. Poster presented at the meeting of the Society for Personality and Social Psychology, Memphis.
- Earl, A., Albarracín, D., Durantini, M.R., Gunnoe, J.B., Leeper, J., & Levitt, J.H. (2007, January). *Selective exposure to health promotion interventions: An unobtrusive observation of participation in HIV prevention programs*. Poster presented at the meeting of the Society for Personality and Social Psychology, Memphis.
- Damnjanovich, S., Hart, W., Albarracín, D., & Fischler, I. (2006, October). *Effects of an implicit achievement priming, achievement motivation, and goal delay of EEG: Activity and performance in a problem-solving task*. Society for Psychophysiological Research, Vancouver.
- Wright, P., Li, H, Liu, Y., & Albarracín, D. (2006, July). *The effects of training on evaluative judgments: A look at evaluative procedural learning*. Presented at the Annual Meeting of the Organization for Human Brain Mapping, Florence, Italy.
- Albarracín, D. (2006, October). *General action and inaction goals at the international, cultural, and neuro-functional levels*. Meeting of the Society for Experimental Social Psychology, Philadelphia.
- Albarracín, D. (2006, October). *Translational research requires more than a dictionary: explicit and implicit expectations on the part of institutes and panels*. Meeting of the Society for Experimental Social Psychology, Philadelphia.
- McCulloch, K., Noguchi, K., & Albarracín, D. (2006, September). *Flip-flopping of general action and inaction states: A study on the mental representation of action and inaction goals*. Presented at the Meeting of the Association for Consumer Research, Orlando.
- Noguchi, K., Albarracín, D., Durantini, M. R., & Glasman, L. R. (2006, September). *Non random attrition in health Promotion programs: A meta-analysis of retention in HIV prevention interventions*. Presented at the Meeting of the Association for Consumer Research, Orlando.
- Handley, I., Albarracín, D., Brown, R.D., & Li, H. (2005, September). *Uncovering the effects of affective expectations and affective stimuli on affective experience via an inferential-perceptual model*. Presented at the Meeting of the Association for Consumer Research, Orlando.
- Albarracín, D., Durantini, M.R., Earl, A., Gunnoe, J., & Levitt J. (2006, September). *Believing that one is strong as a defensive weakness and how to attract reluctant audiences*. Presented at the Meeting of the Association for Consumer Research, Orlando (September).

- Li, H., & Albarracín, D. (2006). *Confidence in intuition and change in person perceptions*. Presentation at the meeting of the Midwestern Psychological Association, Chicago (May).
- Hart, W., & Albarracín, D. (2006, May). *The role of goal chronicity in implicit achievement priming*. Presentation at the meeting of the Midwestern Psychological Association, Chicago.
- Earl, A.N., Albarracín, D., Durantini, M.R., Glasman, L.R., Leeper, J.H., & Levitt, J.H. (2006, May). *Examining the effects of cognitive, motivational, and behavioral factors on selective exposure to HIV-prevention materials and programs*. Presentation at the meeting of the Midwestern Psychological Association, Chicago.
- Durantini, M.R., Albarracín, D., & Earl, A.N. (2006, March). *Influential communicators for different genders, ages and ethnicities*. Symposium with CMEs and CEs Women's Healthy Aging, University of Florida.
- Earl, A.N., Albarracín, D., & Durantini, M.R. (2006, January). *Selective exposure in HIV prevention: Examining the effects of cognitive and behavioral factors on selective exposure to HIV-prevention materials, recall of new information, and subsequent cognitive and behavioral change*. Meeting of the Society for Personality and Social Psychology.
- Earl, A.N., Albarracín, D., & Durantini, M.R. (2005, November). *Selective exposure in HIV prevention: Examining the effects of cognitive and behavioral factors on selective exposure to HIV-prevention materials, recall of new information, and subsequent cognitive and behavioral change*. Meeting of the Southeastern Society for Social Psychology, Jacksonville, FL.
- Hart, W., & Albarracín, D. (2006 January). *Goal priming and chronic goal accessibility: The case of achievement priming*. Meeting of the Society for Personality and Social Psychology, Palm Springs.
- Handley, I.M., & Albarracín, D. (2006; January). *Action and inaction goals and the influence of mutable- or immutable-topic information*. Poster to be presented at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Li, H., Albarracín, D., Handley, I. M., McCulloch, K. C., & Leeper J. (2006, January). *General action and inaction goals: Effects on movement, behavioral observation, learning, and attitude formation*. Poster to be presented at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.

- Albarracín, D., Durantini, M. R., Earl, A., & Mitchell, A.L. (2005, December). *Influential communicators for different genders, ages, and ethnicities: A meta-analysis of HIV prevention interventions*. Meeting of the American Public Health Association, Philadelphia.
- Albarracín, D., Glasman, L.R., Gillette, J., Earl, A., Durantini, M.R., & Ho., M.H. (2005, June). *A test of major assumptions about behavior change: A comprehensive look at HIV prevention interventions since the beginning of the epidemic*. Meeting of the Interamerican Society for Psychology, Buenos Aires.
- Durantini, M. R., Albarracín, D., Earl, A., & Mitchell, A.L. (2005, June). *Influential communicators for different genders, ages, and ethnicities: A meta-analysis of HIV prevention interventions*. Meeting of the Interamerican Society for Psychology, Buenos Aires.
- Brown, R., & Albarracín, D. (2005, January). *Procedural efficiency and evaluation*. Meeting of the Society for Personality and Social Psychology, New Orleans.
- Durantini, M. R., Albarracín, D., Earl, A., & Mitchell, A.L. (2005, January). *Influential communicators for different genders, ages, and ethnicities: A meta-analysis of HIV prevention interventions*. Meeting of the Society for Personality and Social Psychology, New Orleans.
- Earl, A., & Albarracín, D. (2005, January). *Fear increment and fear resolution in HIV prevention: A meta-analysis of the effectiveness of fear arguments and HIV counseling and testing*. Meeting of the Society for Personality and Social Psychology, New Orleans.
- Glasman, L.R., Albarracín, D., Gillette, J., Earl, A., Durantini, M.R., & Ho., M.H. (2005, January). *A test of major assumptions about behavior change: A comprehensive look at HIV prevention interventions since the beginning of the epidemic*. Meeting of the Society for Personality and Social Psychology, New Orleans.
- Handley, I., & Albarracín, D. (2005, October). *Discerning the role of action and inaction goals in attitude formation and change*. Meeting of the Society for Experimental and Social Psychology, Forth Worth.
- Li, H., Handley, I, Albarracín, D. & Brown, R. (2005, January). *Judgments of affect through inferential processes: A test of the inferential-perceptual model*. Meeting of the Society for Personality and Social Psychology, New Orleans.
- Handley, I., Albarracín, D., Brown, R.D., & Li, H. (2005, October). *Uncovering the effects of affective expectations and affective stimuli on affective experience via an inferential-perceptual model*. Meeting of the Society for Experimental and Social Psychology,

- Albarracín, D., Glasman, L. R., Wallace, H.M., & Kumkale, G.T. (2004, January). *Principles of judgment formation and change*. Meeting of the Society for Personality and Social Psychology, Austin.
- Boynnton, M.B., Johnson, B.T., & Albarracín, D. (2004, January). *Attitudes can impact behavior directly: A meta-analytic comparison of spontaneous versus deliberative condom use*. Meeting of the Society for Personality and Social Psychology, Austin.
- Kumkale, G.T., & Albarracín, D. (2004, January). *Memory organization and the sleeper effect in persuasion*. Meeting of the Society for Personality and Social Psychology, Austin.
- Albarracín, D., & Kumkale, G. T. (2003, October). *Sleeper effects: An investigation of memory and the effects of persuasive communications*. Meeting of the Society for Experimental Social Psychology, Boston.
- Albarracín, D. (2003, October). *Survival and change in judgments. A model of activation and comparison*. Meeting of the Person Memory Interest Group, Rhode Island.
- Glasman, L., & Albarracín, D. (2003, July). *How to form attitudes that predict behavior: A meta-analysis of the attitude-behavior relation following attitude formation*. Meeting of the Interamerican Society of Psychology, Lima, Peru.
- Del Vento, P., Kumkale, G. T., & Albarracín, D. (2003, May). *A novel kind of sleeper effect in persuasion*. Meeting of the American Psychological Society, Atlanta.
- Kumkale, G. T., Albarracín, D., & Johnson, B.T. (2003, May). *Influences of population and methodological factors on reasoning in condom use: A research synthesis*. Meeting of the American Psychological Society, Atlanta.
- Albarracín, D., Kumkale, G. T., & Cohen, J. B. (2003, February). *When communications collide with recipients' actions: Effects of post-message behavior on intentions to follow the message recommendation*. Meeting of the Society for Personality and Social Psychology, Los Angeles.
- Glasman, L., & Albarracín, D. (2003, February). *The attitude-behavior relation as a function of attitudinal basis: A meta-analysis of studies on attitude formation*. Meeting of the Society for Personality and Social Psychology, Los Angeles.
- Kumkale, G. T., & Albarracín, D. (2003, February). *How large and persistent are source credibility effects in persuasion? A meta-analysis of longitudinal studies*. Meeting of the Society for Personality and Social Psychology, Los Angeles.



- Lee, K. H. & Albarracín, D. (2003, February). *Selective exposure to information: A meta-analysis of the attitude literature*. Meeting of the Society for Personality and Social Psychology, Los Angeles.
- McNatt, P.S., & Albarracín, D. (2003, February). *The Influence of Advocacy-Inconsistent Knowledge on Attitude Change and Maintenance*. Meeting of the Society for Personality and Social Psychology, Los Angeles.
- Albarracín, D., & Kumkale, G. T. (2002, October). *Affect as information in persuasion: A model of affect identification and discounting*. Meeting of the Society of Experimental Social Psychology, Columbus, Ohio.
- Glasman, L.R., & Albarracín, D. (2002, February). *The attitude-behavior relation in persuasion*. Meeting of the Society of Social and Personality Psychology, Savannah, Georgia.
- Mitchell, A.L., & Albarracín, D. (2002, February). *Defensive confidence in persuasion*. Meeting of the Society of Social and Personality Psychology, Savannah, Georgia.
- Albarracín, D. (2001, October). *Toward a behavior-centered understanding of persuasion*. Meeting of the Society for Experimental Psychology, Spokane, Oregon.
- Albarracín, D., Mitchell, A., McNatt, P.S., & Kumkale, G. T. (2001, February). *Change maintenance and decay in response to persuasive communication*. Paper presented at the meeting of the Society for Personality and Social Psychology, San Antonio, Texas.
- Mitchell, A. & Albarracín, D. (2001, February). *Distinctiveness and generalizability of a measure of defensive confidence*. Poster presented at the meeting of the Society for Personality and Social Psychology, San Antonio, Texas.
- Kumkale, G. T. & Albarracín, D. (2001, February). *A meta-analysis of the sleeper effect*. Poster presented at the meeting of the Society for Personality and Social Psychology, San Antonio, Texas.
- Albarracín, D. & Kumkale, G. T. (2000, October). *Affect as information in persuasion: Influences on attitudes and beliefs*. Paper presented at the meeting of the Society for Experimental Social Psychology, Atlanta, Georgia.
- Mitchell, A., Kumkale, G. T., & Albarracín, D. (2000, March). *The influence of the source of the message in HIV prevention*. Poster presented at the meeting of the Southeastern Psychological Association, New Orleans, Louisiana.

Albarracín, D. (1999, June). *The cognitive impact of past behavior: Influences on beliefs, attitudes and future behavioral decisions*. Poster presented at the Meeting of the American Psychological Society, Denver, Colorado.

Albarracín, D. (1996, August). *How to understand and change condom-related interactions: An experimental analysis of the effectiveness of interactive and non-interactive beliefs and persuasive sources in a sample of Argentinian college students*. International Congress of Psychology, Montreal, Canada.

Albarracín, D. (1996, May). *The prediction of voting intentions: A test of alternative models*. Poster presented at the Meeting of the Society for the Psychological Study of Social Issues (SPSSI), Michigan, Ann Arbor, Michigan.

Albarracín, D. (1994, July). *The theory of reasoned action and condom use research: A meta-analytic perspective*. Paper presented at the Congress of Applied Psychology, Madrid, Spain.

Albarracín, D. (1994, July). *Social support networks and well-being: A structural equation analysis*. Paper presented at the 23rd Conference of the International Congress of Applied Psychology, Madrid, Spain.

Albarracín, D. (1994, October). *Institutional child abuse: First and second order contributions*. Paper presented at the Conference on Family, Buenos Aires, Argentina.

Albarracín, D., Albarracín, M., & Tissera, E. (1994, October). *The do's and the don'ts in child abuse: Individual, family and social interventions*. Paper presented at the Conference on Family, Buenos Aires, Argentina.

Albarracín, D. (1993, July). *Theoretical perspectives in social support*. Paper presented at the XXIV Interamerican Congress of Psychology, Santiago, Chile.

Albarracín, D. (1993, July). *Ecology of child maltreatment*. Paper presented at the XXIV Interamerican Congress of Psychology, Santiago, Chile.

Albarracín, D. (1993, July). *Attitudes toward protective behaviors in aging*. Paper presented at the XXIV Interamerican Congress of Psychology, Santiago, Chile.

Albarracín, D. (1992, July). *Social support and mental health*. Paper presented at the 1st Ibero-American Conference of Psychology, Madrid, Spain.

### **Invited Colloquia (1996-Present)**

*Using technology for HIV policy*. School of Social Work, University of Illinois, November 2018.

*Exposure, retention, and change in health-promotion intervention.* Questrom School of Business, Boston University, January 2018.

*Attitudes: A classic look from a contemporary perspective.* Department of Psychology, Northwestern University, March 2017.

*Online information and HIV in US counties: Theory testing and prediction.* Center for AIDS Research. Medical College of Wisconsin, December 2016.

*Thought and communication for Action.* University of Notre Dame, November 2016.

*Thought and communication for Action.* Annenberg Public Policy Center, October 2016.

*Online information and HIV in US counties: Theory testing and prediction.* Center for Health, Intervention, and Prevention. University of Connecticut, April 2016.

*Physical and mental boundaries in intentions, behaviors, and self-inferences: Theoretical Issues and Health Implications.* University of Michigan, March 2016.

*On priming action: Meta-analysis and the state of the evidence.* Social Psychology Brownbag, Northwestern University, February 2016.

*Psychology of action and intention,* Social Psychology Series, University of Zurich, March 2015.

*What we tell ourselves,* Social Psychology Series, University of Southern California, February 2015.

*What we tell ourselves,* Social Psychology Series, Brown University, May 2014.

*Social psychology of action and HIV prevention.* CFAR, School of Medicine, University of Pennsylvania, April 2014.

*Social psychology of action and HIV prevention.* Developmental CFAR, School of Medicine, University of Illinois at Chicago, February 2014.

*Social psychology of action and HIV prevention.* Behavioral Group within CFAR, School of Medicine, University of Pennsylvania, February 2014.

*Social psychology of action,* Tokyo University, March 2014.

*The blurry boundaries of the physical and the mental,* Social Psychology Series, New York University, November 2013.

*The social regulation of action: Implications for behavior enactment and change,* Center for Positive Psychology, University of Pennsylvania, November 2012.

*The social regulation of action: Implications for behavior enactment and change*, Institute for Social Research, University of Michigan, October 2012.

*How communications shape actions*, Annenberg School of Communication, University of Pennsylvania, January 2012.

*The social regulation of action and inaction*. Social Psychology Colloquium, Northwestern University, January 2012.

*What we tell ourselves: Effects of implicit and explicit self-talk on intentions and behaviors*. Social Psychology Colloquium, Department of Psychology, Loyola University, September 2011.

*The social regulation of action and inaction*. Martin Fishbein Colloquium, Annenberg School of Communication, University of Pennsylvania, February 2010.

*What we tell ourselves: Effects of implicit and explicit self-talk on intentions and behaviors*. Social Psychology Colloquium, Department of Psychology, Northwestern University, October 2010.

*Theoretical developments in behavioral change*. NIMH AIDS Speaker Series, Bethesda, MD, June 2009.

*The social regulation of action and inaction*. Business School, University of Chicago, April 2009.

*The social regulation of action and inaction*. Department of Psychology, University of Northern Iowa, October 2008.

*Power and Infection with HIV: How to effectively attract and change the behavior of disenfranchised populations*. University of Northern Iowa, October 2008.

*Inference processes in persuasion*. Annenberg School of Communication, University of Pennsylvania, March 2007.

*The social regulation of action and inaction*. Marketing Department, University of Pennsylvania, March 2007.

*The social regulation of action and inaction*. Department of Psychology, University of Southern California, January 2007.

*The social regulation of action and inaction*. Cognitive Psychology Seminar, Department of Psychology, University of Florida, January 2007.

*The social regulation of action and inaction.* Department of Psychology, University of Illinois, December 2006.

*The social regulation of action and inaction.* Marketing Department, University of Florida, December 2006.

*Power and Infection with HIV: How to effectively attract and change the behavior of disenfranchised populations,* Center for AIDS Prevention, Medical College of Wisconsin, May 2006.

*Power and Infection with HIV: How to effectively attract and change the behavior of disenfranchised populations.* TRIP 'Taking Research into Prevention' Series, Center for Diseases Control, May 2006.

*General action and inaction goals for individuals and communities: Social and health effects.* 'Landscapes of the Mind' Series, Montana State University, April 2006.

*The role of power in HIV prevention.* Psychology Colloquium, Montana State University, April 2006.

*Potential cultural side effects of increasing action goals: A behavioral and fMRI approach.* Social Psychology Colloquium, University of South Florida, February 2006.

*Potential cultural side effects of increasing action goals: An experimental approach.* Social Psychology Colloquium, University of Illinois, September 2005.

*When prior attitudes strengthen the impact of external information: Principles of judgment formation and change.* Marketing Workshop, Marketing Department, University of Pennsylvania, February 2005.

*A test of major assumptions about behavior change: A comprehensive look at HIV prevention interventions since the beginning of the epidemic.* Center for Health and HIV Prevention, University of Connecticut, December 2004.

*When prior attitudes strengthen the impact of external information: Principles of Judgment Formation and Change.* Marketing Workshop, Marketing Department, Northwestern University, May 2004.

*Unrealistic expectations in persuasion: Implications for communication policy.* Psychology Colloquium, Department of Psychology, Northwestern University, February 2004.

*Unrealistic expectations: Ironic effects of persuasive communications, health promotion, and affect as information.* Social Psychology Colloquium, Department of Psychology, Ohio State University, October 2003.

*A model of attitude activation and comparison: Survival and change in attitudes and other judgments.* Group of Attitudes and Persuasion, Department of Psychology, Ohio State University, October 2003.

*A model of attitude activation and comparison: Survival and change in attitudes and other judgments.* Marketing Department, University of Florida, January, 2003.

*Inference processes in persuasion and attitude change,* Department of Psychology, University of Massachusetts, October 2002.

*Inference processes in persuasion and attitude change,* Department of Psychology, University of Connecticut, May 2002.

*When communications collide with recipients' actions: Effects of post-message behavior on intentions to follow the message recommendation,* Marketing Department, University of Florida, April, 2002.

*Series of talks on attitudes and attitude change.* Department of Psychology, Universidad Autónoma de Madrid, Spain, March, 2002.

*Inference processes in persuasion and attitude change.* Department of Psychology, University of Maryland, December, 2001.

*Persuasion and self-persuasion.* Marketing Department, University of Florida, March, 2001.

*Reasoned and unreasoned processes in persuasion.* Department of Psychology, State University of New York at Stony-Brook, February, 1999.

*Persuasion and self-persuasion.* Marketing Department, University of Florida, March, 1998.

Department of Psychology, University of Colorado at Boulder, January, 1998 (Declined).

Department of Psychology, University of Kentucky at Lexington, Spring, 1998 (Declined).

*Reasoned and unreasoned processes in persuasion.* Department of Psychology, State University of New York at Albany, December, 1997.

*Reasoned and unreasoned processes in persuasion,* Department of Psychology, University of Florida, January, 1997.

*Reasoned and unreasoned processes in persuasion.* Department of Psychology, State University of New York at Buffalo, February, 1997.

*Reasoned and unreasoned processes in persuasion*, Department of Psychology, Loyola University at Chicago. January, 1997.

*Voting decision making in Argentinian elections*. Latin American Studies Colloquium, University of Illinois, February, 1996.

## **TEACHING AND ADVISING**

### **Courses**

Self-regulation  
Attitude Theory  
Attitudes and Consumer Behavior  
Writing in Psychology and Business  
Attitudes and Social Cognition  
Propaganda and Behavioral Change  
Research Methods  
Social Psychology  
Statistics  
Teaching in Psychology

### **Coordination of Teaching**

2009-2012, 2015-Present. Supervisor of Instruction in Introduction to Social Psychology (Enrollment ~ 600 students; 6 Graduate Instructors).

2017-2019. Associate Director, Women's Health, Carle-Illinois Medical School.

2017-Present. Lead faculty, Consumer Insights, Online Master's Program, School of Business and School of Communication.

### **Supervision of Graduate Theses and Dissertations**

Aashna Sunderrajan, *Mechanisms underlying the action positivity bias*. Ph.D. Thesis, Awarded 2019.

Sophie Lohmann, *Going all in or going slow: Preferences for radical versus incremental trajectories of behavior change*. Ph.D. Thesis, Awarded 2019.

Wenhao Dai, *Multiple-behavior change in substance use interventions*, M.S. Thesis, Department of Psychology, University of Illinois, Awarded 2018.

Ryan Palmer, *Conspiracy theories and trust in science*. M.S. Thesis, Department of Psychology, University of Illinois, Awarded 2018.

Emily Sanders, *Priming effects of images and broad connections: A meta-analysis*. M.S. Thesis, Awarded 2017.

Duo Jiang, *Action and inaction in consumer and social contexts: The effects of prior and ongoing behaviors on decisions, intentions and performance*. Department of Business Administration, Ph.D. Thesis, Awarded 2016.

Sophie Lohmann, *The modulating role of questions in repeated action*. M.S. Thesis, Awarded 2016.

Mina Kwon, *Haptic aspects in consumer behavior*, Department of Business Administration, University of Illinois, Ph.D. Thesis, Awarded 2015.

Justin Hepler, *Sequential selective exposure and attitude change*, Department of Psychology, University of Illinois, Ph.D. Thesis, Awarded 2014.

Melanie Tannenbaum, *Fear Appeals in Persuasion*, Department of Psychology, University of Illinois, Ph.D. Thesis, Awarded 2014.

Allison N. Earl, *Health disparities and attention to health information by disenfranchised groups*, Department of Psychology, University of Illinois, Ph.D. Thesis, Awarded 2012.

Melanie Tannenbaum, *The effects of grammatical structure and feelings of power on risk behavior prevention*. Department of Psychology, University of Illinois, M.A. Thesis, Awarded 2011.

Justin Hepler. *Being active and impulsive: The role of goals for action and inaction in self-control*. Department of Psychology, University of Illinois, M.A. Thesis, Awarded 2010.

Wei Wang, *Top-down and bottom-up influences on action and inhibition*. Department of Psychology, University of Illinois, M.A. Thesis, Awarded 2010.

William Hart, *Past behavior perception through verb encoding*, Department of Psychology, University of Florida, Ph.D. Thesis, Awarded 2009.

Hong Li, *Evaluation proceduralization*, Department of Psychology, University of Florida, Ph.D. Thesis, Awarded 2008.

Josh Leeper, *Generalized action goals and the paradox of eating vs. exercising*, Department of Psychology, University of Florida, M.S. Thesis, Awarded 2007.

Allison N. Earl, *Selective exposure to health promotion interventions: An unobtrusive observation of participation in HIV prevention programs*, Department of Psychology, University of Florida, M.S. Thesis, Awarded 2006.



Will Hart, *Mechanisms underlying semantic and motivational priming*, Department of Psychology, University of Florida, M.S. Thesis, Awarded 2005.

Hong Li, *The role of perceived intuition and reasoning in impression formation and change*, Department of Psychology, University of Florida, M.S. Thesis, Awarded 2005.

G. Tarcan Kumkale, *Attitude-relevant memories and persistence of persuasion*. Department of Psychology, University of Florida, Ph.D. thesis, Awarded 2004.

Kyu Hee Lee, *A model of judgment comparison in stereotyping*, Department of Psychology, University of Florida, M.S. Thesis, Awarded 2004.

Penny S. McNatt, *Judging members of African- and Asian-American groups: A test of the role of relevant and irrelevant affect in intergroup perceptions*, Department of Psychology, University of Florida, Ph.D. thesis, Awarded 2005.

Amy L. Mitchell, *Who says what to whom in HIV prevention: A meta-analysis of source effects across ethnic groups*, Department of Psychology, University of Florida, M.S. thesis, Awarded 2002.

Inge Brechan, *Selective exposure and selective attention: The moderating effect of confidence in attitudes and the knowledge basis for these attitudes*, Department of Psychology, University of Florida, M.S. thesis, Awarded 2002.

G. Tarcan Kumkale, *The sleeper effect in persuasion: A meta-analytic review*, Department of Psychology, University of Florida, M.S. thesis, Awarded 2002.

Laura R. Glasman, *A model of condom use in two cities in Argentina*, Department of Psychology, University of Belgrano, Ph.D. thesis, Awarded 2001.

### **Former Students and Postdoctoral Associates**

Sally Chan, Postdoctoral Researcher: Research Assistant Professor, Department of Psychology, University of Illinois at Urbana Champaign.

Mohsen Farhadloo, Postdoctoral Researcher: Assistant Professor of Teaching, University of California Riverside.

Gilad Feldman, Postdoctoral Researcher: Assistant Professor, Department of Psychology, Hong Kong University.

Duo Jiang, Ph.D. Student: Researcher, Analysis Group.

Mina Kwon, Ph.D., Ph.D. Student: Assistant Professor, Department of Marketing, University of Louisville, KY.

Justin Hepler, Ph.D., Ph.D. Student: Facebook.

Molly Ireland, Ph.D., Postdoctoral Researcher: Assistant Professor, Texas Tech University, Lubock, TX.

Kristina Wilson, Ph.D., Postdoctoral Researcher: HIV Prevention Researcher, Duval County Health Department, FL.

Allison Earl, Ph.D., Ph.D. Student: Assistant Professor, Department of Psychology, University of Michigan.

Ethan Zell, Ph.D., Postdoctoral Researcher: Associate Professor, Department of Psychology, University of North Carolina at Greensborough.

Ibrahim Senay, Ph.D., Postdoctoral Researcher: Associate Professor, Department of Psychology, Istanbul Sehir University, Turkey.

William Hart, Ph.D. Student: Associate Professor, Department of Psychology, University of Alabama.

Hong Li, Ph.D. Student: Battelle Organization, Los Angeles.

Casey McCulloch, Postdoctoral Researcher: Lecturer, Fylde College, Lancaster University, United Kingdom.

Kenji Noguchi, Postdoctoral Researcher: Associate Professor, Department of Psychology, University of Southern Mississippi, MS.

Rick Brown, Postdoctoral Researcher: Senior Account Manager, The NPD Group, Toronto, Canada.

Penny S. McNatt, Ph.D. Student: Professor, Department of Psychology, Florida State College, FL.

Laura R. Glasman, Ph.D. Student: Assistant Professor, Center for HIV Intervention Research (CAIR), Wisconsin Medical College, Milwaukee, WI.

Ian M. Handley, Postdoctoral Researcher: Associate Professor, Department of Psychology, Montana State University, MT.

Cynthia Klein, Postdoctoral Researcher: Researcher, Analytical Sciences, Inc, Atlanta, GA.

G. Tarcan Kumkale, Ph.D. Student: Associate Professor, Department of Psychology, Koch University, Turkey

Harry M. Wallace, Postdoctoral Researcher: Associate Professor, Department of Psychology, Trinity University, TX.

### **Supervision of Undergraduate Theses**

Colin Harmony, *Rumination in false memories of behavior*, University of Illinois, 2017.

Ashana Badlani, *Investigating the use of first- and second-person pronouns on complaining behavior and mood*, University of Illinois, 2016.

Xiaomeng Li, *Deep breathing as a form of articulatory suppression*, Department of Psychology, University of Illinois, 2016.

Jack McDonald, *Methods of dissonance reduction*. Department of Psychology, University of Pennsylvania, 2014.

Andrew Miller, *Threat to free will and selective exposure*. Department of Psychology, University of Illinois, 2011.

Brian Coaxum, *Conflict between action and inaction goals*. University of Illinois, Summer Research Opportunity for Underrepresented students, 2008. Award to most outstanding scholarship by a student in the psychology team.

Laura Bruder, *Methods to observe patient's information seeking in waiting rooms*, University of Florida, 2007

Jessica Fandre, *Instilling unrealistic expectations about condom use*, University of Florida, 2006 (University Scholars Program; Co-Mentor: Richard Lutz).

Allison Earl, *Fear increment and fear resolution in HIV prevention: A meta-analysis of the effectiveness of fear arguments and HIV counseling and testing*, University of Florida, 2004.

Patrick Del Vento, *A novel sleeper effect in persuasion*, University of Florida, 2003.

James Harbin, *Selective exposure as a function of past behavior and motivation*, University of Florida, 2001 (University Scholars Program).

Maclovia Arguello, *HIV-prevention among minority women*, University of Florida, 2000 (McNair Program).

Misty Marshall, *The influence of past behavior on attitudes toward condom use: A meta-analysis*, University of Florida, 1999.

## **SERVICE**

### **Service to Public and Research Policy**

Member, Disciplinary Trends Panel of Journal Editors, National Institutes of Health, 2018.

Author, Social Identity Panel, Framework Building for Intelligence Community, National Academy of Sciences, 2018.

Member, Trans-NIH Review of HIV Portfolio of Currently Funded Grants in the Behavioral Sciences, National Institutes of Health, Office of AIDS Research, 2013.

Co-Chair, Theory Committee, HIV Research Policy Think Tank to Implement White House AIDS Agenda, National Institutes of Health, Office of AIDS Research, September 2010.

Advisory Board, Public Health Institute, Champaign-Urbana Public Health District.

Member, Committee in Charge of Reviewing System for Allocating Resources for HIV-Prevention Interventions, Centers for Disease Control, 2009.

### **Service to the Profession**

Member, Cialdini Award Committee, Society of Personality and Social Psychology, 2019.

Member, Council of Editors, American Psychological Association, 2014-2020.

Member, Selection Committee for Editor of the *Journal of Personality and Social Psychology: Attitudes and Social Cognition*, 2015-2016.

Member, Board, Center for the Study of Media and Society, St. Andrews University and Northwestern University, Argentina, 2015-Present.

Member, Fellows Selection Committee, Association for Psychological Science, 2013-2015.

Chair, Fellows Selection Committee, Society for Personality and Social Psychology, 2010.

Member, Fellows Selection Committee, Society for Personality and Social Psychology, 2009.

Member, Cialdini Award to Best Field Research Article, Society for Personality and Social Psychology, 2009.

Member, Trajectory Award Committee, Society of Experimental Social Psychology, 2007-2008.

Chair, Scientist Development Award Committee, Society of Experimental Social Psychology, 2006-2007.

Member, Training Advisory Board, Training program in Social Processes of HIV/AIDS, Center for HIV and Health Intervention Research, University of Connecticut, 2005-Present

Member, Major-Paper-Award Committee, Society of Experimental Social Psychology, 2005-2006.

Member, Program Committee, Society of Experimental Social Psychology, 2005-2006.

Member, Dissertation Award Committee, Society of Experimental Social Psychology, 2005-2006.

Member, Scientist Development Award Committee, Society of Experimental Social Psychology, 2005-2006.

Member, Executive Committee, Society of Experimental Social Psychology, 2005-2009.

Organizer of Festschrift in honor of Marty Fishbein (with Icek Ajzen and Bob Hornik), 2006.

International Scientific Committee, XXXI Conference of the Interamerican Society for Psychology, Mexico City, 2007.

Executive Secretary for North America, Interamerican Society for Psychology, 2003-2005.

United States Representative, Interamerican Society for Psychology, 2001-2003.

Florida Representative, Midwestern Psychological Association, 2000-Present.

Council for International Exchange of Scholars and Fulbright Commission. Specialist review panel for psychology (Senior scholar and professional program), 1998-2000.

### **Grant Review Panels**

Chartered Member, National Science Foundation, Decision, Risk and Management Sciences, 2017-Present.

Chartered Member, Behavioral and Social Processes in HIV, National Institutes of Mental Health, 2012-2016.

Chartered Member, Social Psychology and Interpersonal Processes Study Section, National Institutes of Mental Health, 2005-2011.

Member, Review Panel AARR-8, National Institutes of Mental Health, 2001-2003.

Member, Various Specialty Emphasis Review Panels, National Institutes of Mental Health, 2001, 2004, 2005, 2006.

### **Conference Organization**

Interamerican Congress of Psychology, Mexico City, Interamerican Society of Psychology, Member, Scientific Committee, 2017.

Attitudes Conference, Annenberg Public Policy Center, University of Pennsylvania, Chair (with Blair T. Johnson, & Kathleen H. Jamieson), 2017.

Converse Symposium, Department of Business Administration, University of Illinois, Organizing Committee Member 2015-2016.

Symposium in honor of Marty Fishbein (with Icek Ajzen and Richard Wolitski), AIDS Impact Conference, Santa Fe NM, 2011.

Symposium Social & Consumer Psychology Interest Group, University of Illinois, 2010.

Conference on Behavior Change in the Era of HIV, Atlanta, 2009.

Festschrift in honor of Marty Fishbein (with Icek Ajzen and Bob Hornik), University of Pennsylvania, 2006.

Pre-SESP Workshop for contributors to *Handbook of Attitudes*, 2002 (with Blair T. Johnson and Mark P. Zanna).

### **University Service**

Online Learning Committee, Department of Psychology, Chair 2018-2019.

Lanier's Lecture Committee, Department of Psychology, Member 2017-Present.

Awards Committee, Department of Psychology, Member 2017.

Ph.D. Program Evaluation, Marketing, Business Administration, University of Illinois, Chair 2016-2017.

Psychology Faculty Search Committee, Department of Psychology, Chair 2015.

Tenure and Promotion Committee, Department of Psychology, Member, 2015.

Converse Symposium, Department of Business Administration, University of Illinois, Member 2015-2016.

Staff and Faculty Awards Committee, Department of Psychology, University of Illinois, Member 2014-2015.

Graduate Studies Committee, Department of Psychology, University of Illinois, Member, 2014-Present.

Faculty Hire Evaluation Committee, Department of Psychology, University of Illinois, Member, 2014.

Co-Director, Training Core, TCORS, University of Pennsylvania, 2012-2013.

Review and mentoring committees, Annenberg School for Communication, University of Pennsylvania, Member 2012-2014.

Sexual Harassment Officer, Annenberg School for Communication, University of Pennsylvania, Member, 2013.

Member, Wharton's Dean Search, Committee, University of Pennsylvania, Member, 2013.

Events Committee, Annenberg School for Communication, Member, 2012-2014

Graduate Studies Committee, Annenberg School for Communication, Member, 2012-2013.

Health and Wellness Implementation Committee, University of Illinois, Member, 2009-2011

Student Disciplinary Appeal Committee, College of Liberal Arts and Sciences, University of Illinois, Member, 2008-2010.

Faculty Excellence Program Evaluation Committee, University of Illinois, Member, 2008-2012.

Faculty Hire Evaluation Committee, University of Illinois, Chair, 2008.

Award Committee, Department of Psychology, University of Illinois, Member, 2008-2012.

Graduate Student Award Committee, Department of Psychology, University of Illinois, Member, 2007-2012.

Director of Social Training (Area Chair), Department of Psychology, University of Florida, 2005-2007.

Dean's Advisory Committee, College of Liberal Arts and Science, University of Florida, Member, 2005-2007.

Member of Women Mentoring Program for UF Students, 2005-2007.

Policy and Planning Committee, Department of Psychology, University of Florida, Member, 2005-2007.

Merit Committee, Department of Psychology, University of Florida, Member, 2005-2007.

Assistant Professor Search Committee, Department of Psychology, University of Florida, Member, 2004.

Visiting Professor Search Committee, Department of Psychology, University of Florida, Chair, 2003.

Departmental Web Page Committee, Department of Psychology, University of Florida, Member, 2002-2005.

Faculty advisor, Argentine Club, University of Florida, 2003-2007.

Visiting Professor Search Committee, Department of Psychology, University of Florida, Chair, 1999-2000.

Merit Committee, Department of Psychology, University of Florida, Member, 2001-2002.

Graduate Admissions, Department of Psychology, University of Florida, Member, 2001-2003.

Nominations Committee, College of Liberal Arts and Sciences, University of Florida, Member, 2000-2002.

Graduate Admissions, Department of Psychology, University of Florida, Co-Chair or Chair, 1997-2000, 2002, 2004.

Department of Psychology Chair Search Committee, Department of Psychology, University of Florida, Social Psychology representative, 1999-2000.

Visiting Professor Search Committee, Department of Psychology, University of Florida, Chair, 1999-2000.



## **Reviewing Activities**

*Journal of Personality and Social Psychology; Journal of Experimental Social Psychology; Personality and Social Psychology Bulletin; Journal of Experimental Psychology: Applied; European Journal of Social Psychology; Health Psychology; Psychological Bulletin; Psychological Science; Journal of Applied Social Psychology; Basic and Applied Social Psychology; Media Psychology; Journal of Personality; Advances in Population Psychology; Group Processes and Intergroup Relationships; Journal of Social Psychology; Political Psychology; Social Science and Medicine; Journal of Communication; National HIV Prevention Conference, 1999, 2000, 2001; American Psychological Association Meeting (2003); Journal of Social and Clinical Psychology; Journal of Behavioral Medicine; Evaluation and the Health Professions; AIDS and Behavior; AIDS Care; Erlbaum (Book proposals); Sage Publications (Book proposals); Psychology Press (Book Proposals); SPSP Conferences; NSF (Grant proposals).*

## **LANGUAGES**

English, Spanish (fluent); French (spoken), Italian, German (reading); Classic Greek and Latin (translation).