

CURRICULUM VITAE
Kathleen D. Vohs

Office Address

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Education

Dartmouth College Ph.D., Psychological and Brain Sciences, 2000
Gustavus Adolphus College B.A., *summa cum laude*, 1996

Employment Experience

Case Western Reserve University, Post-Doctoral Fellow, July 2000 - July 2002
University of Utah, Post-Doctoral Fellow, July 2002 - July 2003
University of British Columbia, Sauder School of Business, *Canada Research Chair in Marketing Science and Consumer Psychology*, Assistant Professor of Marketing (Associate Faculty in Psychology), July 2003 - June 2005
University of Minnesota, Carlson School of Management, *McKnight Land-Grant Professor*, Assistant Professor, June 2005 – June 2008
University of Minnesota, Carlson School of Management, *McKnight Land-Grant Professor and McKnight Presidential Fellow*, Associate Professor, June 2008 - present

Honors and Awards

- Society for Medical Decision Making annual meeting travel award, 2009
- Associate, Behavioral and Brain Sciences, 2009
- Fellow, Society for Experimental Social Psychology, 2009
- Fellow, Association for Psychological Science, 2009
- Editorial Review Board member, *Psychological Science*, 2009-present
- Editorial Review Board member, *Journal of Neuroscience, Psychology, and Economics*, 2009-present
- *McKnight Presidential Fellowship*, University of Minnesota, 2008-2011
- Early Career Award, International Society for Self and Identity, part of the Society for Personality and Social Psychology (SPSP), 2009
- SAGE Young Scholars Award, in conjunction with the Foundation for Social and Personality Psychology, 2008
- Honorable mention, Theoretical Innovation Prize, Society for Personality and Social Psychology (SPSP), with Baumeister, Dewall, and Zhang, 2008
- Early Career Award Finalist, International Society for Self and Identity, part of the

- Society for Personality and Social Psychology (SPSP), 2008
- University of Minnesota, Carlson School Faculty Media Star Award, 2007
 - Editorial Board member, *Journal of Personality and Social Psychology: Intergroup Relations and Group Processes*, 2007 to present
 - Advisory Board Member, University of Minnesota Law School Institute for Law and Rationality, 2007
 - *McKnight Land-Grant Professorship*, University of Minnesota, 2007-2009
 - Member of the graduate faculty, Interpersonal Relationships Research, University of Minnesota
 - Selected as mentor by the Graduate Student Council, Society for Personality and Social Psychology (SPSP), 2007
 - Affiliate Member, Center for Cognitive Sciences, University of Minnesota, 2006
 - Associate Member, Interpersonal Relationships research stream, Institute for Child Development, University of Minnesota, 2006
 - First Decade Award Finalist, Gustavus Adolphus College, 2006
 - International Affiliate, Centre for Research on Self and Identity, University of Southampton, England, 2005
 - Center for Advanced Study in the Behavioral Science Summer Scholar: Institute on Emotions and Decision Making, 2004
 - MENSA Award for Research in Excellence, with Schmeichel and Baumeister, 2004
 - Canada Research Chair in Marketing Science and Consumer Psychology, 2003
 - Editorial Board member *Journal of Personality and Social Psychology: Personality Processes and Individual Differences*, 2003 to 2009
 - 1st Alumni Recognition Address, Gustavus Adolphus College, 2003
 - Finalist, Nicosia Award, Best Competitive Paper, Assoc. for Consumer Research, 2002
 - Hannah T. Croasdale Graduate Scholar Award, Dartmouth College, 2000
 - American Psychological Association (APA) Dissertation Research Award, 1999
 - Society for Personality and Social Psychology (SPSP) Student Travel Award, 1999
 - Society for Personality and Social Psychology (SPSP) Student Travel Award, 1998
 - Phi Beta Kappa Society, 1996

Research Grants

- "Self-Regulatory Resources and Interpersonal Functioning," **Kathleen D. Vohs** (PI). Individual Post-Doctoral National Research Service Award, National Institutes of Mental Health, #MH12794. Funding period July 2000 to July 2003.
- "Effects of Money on Self and Identity," **Kathleen D. Vohs** (PI). Humanities and Social Science Research Grant/ HSS Small Grants Bridging Program. Funding period October 2003 – March 2004. \$2000 Cnd.
- "Self-Esteem and Purchasing Decisions," **Kathleen D. Vohs** (PI), HSS Small Research Award. Funding period April 2004 – April 2005. \$1294.49 Cnd.
- "Effects of Money on Control, Efficacy, Power, and Behaviour," **Kathleen D. Vohs** (PI).

Social Sciences and Humanities Research Council of Canada. Funding period 2003-2005. \$97,000 Cnd.

“Destructive Effects of Social Rejection,” Roy F. Baumeister (PI); **Kathleen D. Vohs**, Consultant. National Institutes of Health, #MH65559. \$960,621. Funding period 2003 – 2007.

“On Resisting and Yielding to Temptation: A Resource-Depletion Account of the Impact of Social Influence Techniques,” Bob Fennis (PI); **Kathleen D. Vohs**, Consultant. Netherlands Organization for Scientific Research (NOW). Funding period 2005 – 2009. \$169,000 Euro.

“Making Choices and Self-Control,” **Kathleen D. Vohs (PI)**. Institute for Research in Marketing, Carlson School of Management, University of Minnesota. Summer 2006. \$3,428.

“A Tripartite Model of Compulsive Spending: What Predicts Who Will Develop Overspending Problems?” **Kathleen D. Vohs (PI)**. Transformative Consumer Research Grant, Association for Consumer Research. Funding period 2006 – 2008. \$2,500.

“The Importance of Self-Regulation for Preventing Skin Cancer” **Kathleen D. Vohs (PI)**. American Cancer Society Institutional Research Grant. Funding period January 2007 – December 2007. \$18,345.

“The Neuroanatomical Basis of Anti-Drug Media Messages: The Impact of Effectiveness and Risk Factors” Angus W. MacDonald & Marco Yzer (co-PIs), **Kathleen D. Vohs (I)**. National Institutes of Drug Abuse (NIH). Funding period September 2007 – August 2010. \$1,120,000.

“The Role of Self-Control and Exchange-Based Processes in Close Relationships,” **Kathleen D. Vohs (PI)**. Netherlands Organization for Scientific Research (NWO). Funding period 2008. \$9,000 Euro.

“The Economics and Psychology of Deductibles and the Coverage Gap in Medicare Part D,” **Kathleen D. Vohs** and Robert J. Town (PIs), Medical Industry Leadership Institute of Carlson School of Management, University of Minnesota. Funding period 2009-2010. \$19,229.

“Draining the Will for Peace or War: Understanding How Social Influence and Self-Regulation Processes Interact in Conflict,” Winnifred Louis (PI), Joanne Smith (I), and **Kathleen D. Vohs (I)**, Australian Research Council Discovery Projects. Funding period 2009 – 2012. \$90,000(AU).

Conference Grants

Emotion and Decision Making Conference. University of California-Berkeley July 08 – 14, 2005. Sponsored by Russell Sage Foundation (\$20,000). George Loewenstein, Roy F. Baumeister, and **Kathleen D. Vohs** (PIs).

Refereed Articles

1. **Vohs, Kathleen D.**, Anna M. Bardone, Thomas E. Joiner Jr., Lyn Y. Abramson, and Todd F. Heatherton (1999). "Perfectionism, Perceived Weight Status, and Self-Esteem Interact to Predict Bulimic Symptoms: A Model of Bulimic Symptom Development," *Journal of Abnormal Psychology*, 108 (November), 695-700.
2. **Vohs, Kathleen D.** and Todd F. Heatherton (2000), "Self-Regulation Failure: A Resource-Depletion Approach," *Psychological Science*, 11 (May), 249-54.
3. Heatherton, Todd F. and **Kathleen D. Vohs** (2000), "Interpersonal Evaluations Following Threats to Self: Role of Self-Esteem," *Journal of Personality and Social Psychology*, 78 (April), 725-736.
4. Joiner, Thomas E., Jr., **Kathleen. D. Vohs**, and Norman B. Schmidt (2000), "Social Appraisal as Correlate, Antecedent, and Consequence of Mental and Physical Health Outcomes," *Journal of Social and Clinical Psychology*, 19 (Fall), 336-351.
5. Joiner, Thomas E., Jr., **Kathleen. D. Vohs**, and Todd F. Heatherton (2000), "Three Studies on the Factorial Distinctiveness of Binge Eating and Bulimic Symptoms Among Non-clinical Men and Women," *International Journal of Eating Disorders*, 27 (March), 198-205.
6. Bardone, Anna M., **Kathleen. D. Vohs**, Lyn Y. Abramson, Todd F. Heatherton, and Thomas E. Joiner (2000), "The Confluence of Perfectionism, Body Dissatisfaction, and Low Self-esteem Predicts Bulimic Symptoms: Clinical Implications," *Behavior Therapy*, 31 (Spring), 265-280.
7. **Vohs, Kathleen. D.**, and Todd F. Heatherton (2001), "Self-esteem and Threats to Self: Implications for Self-construals and Interpersonal Perceptions," *Journal of Personality and Social Psychology*, 81 (December), 1103-1118.
8. Baumeister, Roy F., Kathleen Catanese, and **Kathleen D. Vohs** (2001), "Is There a Gender Difference in Strength of Sex Drive? Theoretical Views, Conceptual Distinctions, and a Review of Relevant Evidence," *Personality and Social Psychology Review*, 5 (3), 242-273.
9. **Vohs, Kathleen D.**, Todd F. Heatherton, and Marcia Herrin (2001), "Disordered Eating and the Transition to College: A Prospective Study," *International Journal of Eating Disorders*, 29 (April), 280-288.
10. Baumeister, Roy F., Ellen Bratslavsky, Catrin Finkenauer, and **Kathleen D. Vohs** (2001), "Bad is Stronger Than Good," *Review of General Psychology*, 5 (December),

323-370.

11. **Vohs, Kathleen D.**, Zachary R. Voelz, Jeremy W. Pettit, Anna M. Bardone, Jennifer Katz, Lyn Y. Abramson, Todd F. Heatherton, and Thomas E. Joiner, Jr. (2001), "Perfectionism, Body Dissatisfaction, and Self-esteem: An Interactive Model of Bulimic Symptom Development," *Journal of Social and Clinical Psychology*, 20 (Winter), 476-497.
12. **Vohs, Kathleen D.** and Ronald Faber (2002), "Self-regulation and Impulsive Spending Patterns," In *Advances in Consumer Research*, Vol. 30, eds. Punam Anand Keller and Dennis W. Rook, Provo, UT: Association for Consumer Research.
13. Baumeister, Roy F., and **Kathleen D. Vohs** (2002), "The Collective Invention of Language to Access the Universe of Possible Ideas," *Behavioral and Brain Sciences*, 25 (December), 675-676.
14. **Vohs, Kathleen D.** and Brandon J. Schmeichel (2003), "Self-Regulation and the Extended Now: Controlling the Self Alters the Subjective Experience of Time," *Journal of Personality and Social Psychology*, 85 (2), 217-30.
15. **Vohs, Kathleen D.** and Todd F. Heatherton (2003), "The Effects of Self-esteem and Ego Threat on Interpersonal Appraisals of Men and Women: A Naturalistic Study," *Personality and Social Psychology Bulletin*, 29 (November), 1407-1420.
16. Baumeister, Roy F., Jennifer D. Campbell, Joachim I. Krueger, and **Kathleen D. Vohs** (2003), "Does High Self-esteem Cause Better Performance, Interpersonal Success, Happiness, or Healthier Lifestyles?" *Psychological Science in the Public Interest*, 4 (May), 1-44.
17. Schmeichel, Brandon J., **Kathleen D. Vohs**, and Roy F. Baumeister (2003), "Intellectual Performance and Ego Depletion: Role of the Self in Logical Reasoning and Other Information Processing," *Journal of Personality and Social Psychology*, 85 (July), 33-46.
18. Joiner, Thomas E., Jr., **Kathleen D. Vohs**, Jennifer Katz, Paul Kwon, and John P. Kline (2003), "Excessive Self-enhancement in Roommate Relationships: Her Virtue is His Vice?," *Self and Identity*, 2 (1), 21-30.
19. Joiner, Thomas E., Jr., **Kathleen D. Vohs**, M. David Rudd, Norman B. Schmidt, and John W. Pettit (2003), "Problem-solving and Cognitive Scars in Mood and Anxiety Disorders: The Sting of Mania," *Journal of Social and Clinical Psychology*. 22 (June), 192-212.
20. Schuchardt, Jane, Sharon DeVaney, **Kathleen D. Vohs**, Ronald J. Faber, Michael Gutter, and Michael Finke (2003), "The Economic and Psychological Determinants of Household Savings Behavior," *Consumer Interests Annual*, 49 (April), 230-231.

21. **Vohs, Kathleen D.** and Todd F. Heatherton (2004), "Ego Threat Elicits Different Social Comparison Processes Among High and Low Self-esteem People: Implications for Interpersonal Perceptions," *Social Cognition*, 22 (February), 168–191.
22. Baumeister, Roy F., Liqing Zhang, and **Kathleen D. Vohs** (2004), "Gossip as Cultural Learning," *Review of General Psychology*, 8 (June), 111-121.
23. Baumeister, Roy F. and **Kathleen D. Vohs** (2004), "Sexual Economics: Sex as Female Resource for Social Exchange in Heterosexual Interactions," *Personality and Social Psychology Review*, 8 (4), 339 – 363.
24. Baumeister, Roy F., Jennifer D. Campbell, Joachim I. Krueger, and **Kathleen D. Vohs** (2005), "Exploding the Self-esteem Myth," *Scientific American*, 292 (January), 84 – 91.
25. **Vohs, Kathleen D.**, Roy F. Baumeister, and Natalie Ciarocco (2005), "Self-Regulation and Self-Presentation: Regulatory Resource Depletion Impairs Impression Management and Effortful Self-presentation Depletes Regulatory Resources," *Journal of Personality and Social Psychology*, 8 (April), 632 - 657.
26. Perez, Marisol, **Kathleen D. Vohs**, and Thomas E. Joiner, (2005), "Discrepancies Between Self- and Other-esteem as Correlates of Aggression," *Journal of Social and Clinical Psychology*, 24 (August), 607-620.
27. Wallace, Harry M., **Kathleen D. Vohs**, and Roy F. Baumeister (2005), "Audience Support and Choking Under Pressure: A Home Disadvantage?" *Journal of Sports Sciences*, 23 (April), 429-438.
28. Holt-Denoma, Jill M., Kathryn H. Gordon, Ana M. Bardone, **Kathleen D. Vohs**, Lyn Y. Abramson, Todd F. Heatherton, and Thomas E. Joiner (2005), "A Test of an Interactive Model of Bulimic Symptomatology in Adult Women," *Behavioral Therapy*, 36 (Fall), 311 – 321.
29. Heine, Steven J., Travis Proulx, and **Kathleen D. Vohs** (2006), "Meaning Maintenance Model: On the Coherence of Social Motivations," *Personality and Social Psychology Review*, 10 (2), 88-110.
30. Bardone-Cone, Anna M., Lyn Y. Abramson, **Kathleen D. Vohs**, Todd F. Heatherton, and Thomas E. Joiner, Jr. (2006), "Predicting Bulimic Symptoms: An Interactive Model of Self-Efficacy, Perfectionism, and Perceived Weight Status," *Behavior Research and Therapy*, 44 (January), 27-42.
31. Bruyneel, Sabrina, Siegfried Dewitte, **Kathleen D. Vohs**, and Luk Warlop (2006), "Repeated Choosing Increases Susceptibility to Affective Product Features," *International Journal of Research in Marketing*, 23, (June), 215-225.

32. **Vohs, Kathleen D.**, Nicole L. Mead, and Miranda R. Goode (2006), "The Psychological Consequences of Money," *Science*, 314 (5802), 1154 - 1156.
33. **Vohs, Kathleen D.** and Ronald J. Faber (2007), "Spent Resources: Self-Regulatory Resource Availability Affects Impulse Buying," *Journal of Consumer Research*, 33 (March), 537-547.
 - Most cited article in manuscripts submitted to *JCR* in fiscal year 2008 – 2009.
34. Baumeister, Roy F., **Kathleen D. Vohs**, Nathan DeWall, and Liqing Zhang (2007), "How Emotion Shapes Behavior: Feedback, Anticipation, and Reflection, Rather Than Direct Causation," *Personality and Social Psychology Review*, 11 (May), 167 - 203.
35. **Vohs, Kathleen D.**, Roy F. Baumeister, and Jason Chin (2007), "Feeling Duped: Emotional, Motivational, and Cognitive Aspects of Being Exploited by Others," *Review of General Psychology*, 11 (2), 127 - 141.
36. Baumeister, Roy F. and **Kathleen D. Vohs** (2007), "Self-Regulation, Ego Depletion, and Motivation," *Social and Personality Psychology Compass*, 1 (November), 115-128.
37. Baumeister, Roy F., **Vohs, Kathleen D.**, and Funder, David C. (2007), "Psychology as the Science of Self-Reports and Finger Movements: Whatever Happened to Actual Behavior?" *Perspectives on Psychological Science*, 2 (December), 396-403.
38. Baumeister, Roy F., **Kathleen D. Vohs**, and Dianne M. Tice (2007), "The Strength Model of Self-Control," *Current Directions in Psychological Science*, 16 (6), 351–355.
39. **Vohs, Kathleen D.**, Roy F. Baumeister, Brandon J. Schmeichel, Jean M. Twenge, Noelle M. Nelson and Dianne M. Tice (2008), "Making Choices Impairs Subsequent Self-Control: A Limited Resource Account of Decision Making, Self-Regulation, and Active Initiative," *Journal of Personality and Social Psychology*, 94 (5), 883 - 898.
40. **Vohs, Kathleen D.** & Jonathan W. Schooler (2008), "The Value of Believing in Free Will: Encouraging a Belief in Determinism Increases Cheating," *Psychological Science*, 19 (1), 49 - 54.
41. **Vohs, Kathleen D.**, Nicole L. Mead and Miranda R. Goode (2008), "Merely Activating the Concept of Money Changes Personal and Interpersonal Behavior," *Current Directions in Psychological Science* 17 (3), 208-212.

42. Holm-Denoma, Jill M., Thomas E. Joiner, **Kathleen D. Vohs** and Todd F. Heatherton (2008), "The 'Freshman Fifteen' (the Freshman Five Actually): Predictors and Possible Explanations," *Health Psychology*, 27 (1, Suppl), S3 – S9.
43. Krueger, Joachim I., **Kathleen D. Vohs**, and Roy F. Baumeister (2008), "The Allure of Self-Esteem: A Mirage After All?" *American Psychologist*, 63 (1), 64-65.
44. Janssen, Loes, Bob M. Fennis, Ad Th. H. Pruyn, and **Kathleen D. Vohs** (2008), "The Role of Regulatory Resource Depletion in the Effectiveness of Social Influence Techniques," *Journal of Business Research*, 61 (10), 1041–1045.
45. DeWall, C. Nathan, Roy F. Baumeister and **Kathleen D. Vohs** (2008), "Satiated With Belongingness? Effects of Acceptance, Rejection, and Task Framing on Self-Regulatory Performance," *Journal of Personality and Social Psychology*, 95 (6), 1367-1382.
46. Fennis, Bob M., Loes Janssen, and **Kathleen D. Vohs** (2009), "Acts of Benevolence: A Limited-Resource Account of Compliance with Charitable Requests," *Journal of Consumer Research*, 35 (6), 906–924.
47. Schmeichel, Brandon J. and **Kathleen D. Vohs** (2009), "Self-Affirmation and Self-Control: Affirming Core Values Counteracts Ego Depletion," *Journal of Personality and Social Psychology*, 96 (4), 770-782.
48. Zhou, Xinyue, **Kathleen D. Vohs**, and Roy F. Baumeister* (2009), "The Symbolic Power of Money: Reminders of Money Alter Social Distress and Physical Pain," *Psychological Science*, 20 (6), 700 – 706. *Authorship input equal.
49. Dahl, Darren, Jaideep Sengupta, and **Kathleen D. Vohs*** (2009), "Sex in Advertising: Gender Differences and the Role of Relationship Commitment," *Journal of Consumer Research*, 36 (August), 215 – 231. *Authorship input equal.
50. Cain, Angela S., Anna M. Bardone-Cone, Lyn Y. Abramson, **Kathleen D. Vohs** and Thomas E. Joiner, Jr. (in press), "Refining the Relationships of Perfectionism, Self-Efficacy, and Stress to Dieting and Binge Eating: Examining the Appearance, Interpersonal, and Academic Domains," *International Journal of Eating Disorders*.
51. Cain, Angela S., Anna M. Bardone-Cone, Lyn Y. Abramson, **Kathleen D. Vohs** and Thomas E. Joiner, Jr. (in press), "Prospectively Predicting Dietary Restraint: The Role of Interpersonal Self-Efficacy, Weight/Shape Self-Efficacy, and Interpersonal Stress," *International Journal of Eating Disorders*.
52. Stillman, Tyler F., Roy F. Baumeister, **Kathleen D. Vohs**, Nathan M. Lambert, Frank D. Fincham and Lauren E. Brewer (in press), "Personal Philosophy and Personnel Achievement: Belief in Free Will Predicts Better Job Performance. *Social Psychological and Personality Science*.

53. Fennis, Bob M., Loes Janssen, and **Kathleen D. Vohs** (2009), "Impaired Self-Control Can Promote Prosocial and Health-Fostering Behavior," *Psychology and Health*, 24 (Supplement 1), 25.

Invited Articles

1. Heatherton, Todd F. and **Kathleen D. Vohs**, (1998), "Why Is It So Difficult to Inhibit Behavior?" *Psychological Inquiry*, 9 (3), 212-215.
2. **Vohs, Kathleen D.** and Roy F. Baumeister (2000), "Escaping the Self Consumes Regulatory Resources: A Self-regulatory Model of Suicide," In *Suicide science: Expanding boundaries*, eds. Thomas E. Joiner, Jr. and M. David Rudd, Boston, MA: Kluwer Academic Publishing, 33-42.
3. Heatherton, Todd F. and **Kathleen D. Vohs** (2000), "Self-esteem," In *Encyclopedia of sociology 2nd Edition*, eds. Edgar F. Borgatta and Rhonda J.V. Montgomery, New York, NY: Macmillan, 2511-2518.
4. Baumeister, Roy F. and **Kathleen D. Vohs** (2001), "Narcissism as Addiction to Esteem," *Psychological Inquiry*, 12 (October), 206-209.
5. **Vohs, Kathleen D.** and Brandon J. Schmeichel (2002), "What Makes Hope Hopeful? The Relationship Between Hope and Self-Regulation," *Psychological Inquiry*, 13 (4), 318-321.
6. Baumeister, Roy F. and **Kathleen D. Vohs** (2002), "The Pursuit of Meaningfulness in Life," In *Handbook of positive psychology*, eds. C. Richard Snyder and Shane J. Lopez, New York, NY: Oxford University Press, 608-628
7. Baumeister, Roy F. and **Kathleen D. Vohs** (2003), "Willpower, Choice, and Self-Control," In *Time and decision: Economic and psychological perspectives on intertemporal choice*, eds. George Loewenstein, Daniel Read, and Roy F. Baumeister, New York, NY: Russell Sage Foundation Press, 201-216.
8. Baumeister, Roy F. and **Kathleen D. Vohs** (2003), "Self-regulation and the Executive Function of the Self," In *Handbook of self and identity*, eds. Mark R. Leary, and June Price Tangney, New York, NY: Guilford Press, 197-217.
9. **Vohs, Kathleen D.** and Roy F. Baumeister (2004), "Understanding Self-Regulation: An Introduction," In *Handbook of self-regulation: Research, theory, and applications*, eds. Roy F. Baumeister and Kathleen D. Vohs, New York, NY: Guilford, 1-9.
10. **Vohs, Kathleen D.** and Natalie J. Ciarocco (2004), "Interpersonal Functioning Requires Self-Regulation," In *Handbook of self-regulation: Research, theory, and*

applications, eds. Roy F. Baumeister and Kathleen D. Vohs, New York, NY: Guilford, 392-410.

11. Faber, Ronald and **Kathleen D. Vohs**. (2004), "To Buy or Not to Buy?: Self-Control and Self-Regulatory Failure in Purchase Behavior," In *Handbook of self-regulation: Research, theory, and applications*, eds. Roy F. Baumeister and Kathleen D. Vohs, New York, NY: Guilford, 509-524.
12. Baumeister, Roy F. and **Kathleen D. Vohs** (2004), "Four Roots of Evil," In *The social psychology of good and evil: Understanding our capacity for kindness and cruelty*, ed. Arthur G. Miller, New York, NY: Guilford Press, 85 – 101.
13. **Vohs, Kathleen D.** and Roy F. Baumeister (2004), "Sexual Passion, Intimacy, and Gender," In *Handbook of closeness and intimacy*, eds. Debra Mashek and Arthur Aron, Mahwah, NJ: Erlbaum, 189-199.
14. **Vohs, Kathleen D.** and Roy F. Baumeister (2004), "Ego-Depletion, Self-Control, and Choice," In *Handbook of experimental existential psychology*, eds. Jeff Greenberg, Sander Leon Koole, and Tom Pyszczynski, New York, NY: Guilford Press. 398 – 410.
15. **Vohs, Kathleen D.**, Kathleen Catanese, and Roy F. Baumeister (2004), "Sex in "His" Versus "Her" Relationships," In *Handbook of sexuality in close relationships*, eds. John Harvey, Susan Sprecher, and Amy Wenzel, Mahwah, NJ: Erlbaum. 455 – 474.
16. **Vohs, Kathleen D.** and Roy F. Baumeister (2004), "Self-Control," In *Encyclopedia of applied psychology*, ed. Celia Spielberg, San Diego, CA: Academic Press.
17. Baumeister, Roy F., Jennifer D. Campbell, Joachim I. Krueger, and **Kathleen D. Vohs** (2004), "Exploding the Self-esteem Myth," *Scientific American Mind*, 16 (December), 50-57.
18. Baumeister, Roy F. and **Kathleen D. Vohs** (2004), "Self-Regulation and Self-Control," In *Character strengths and virtues*, eds. Christopher Peterson and Martin E.P. Seligman, Washington DC: American Psychological Association; New York, NY: Oxford University Press. 499-516.
19. Baumeister, Roy F. and **Kathleen D. Vohs** (2004), "Social Psychology Articles from the 1980s and 1990s: Some New Classics and Overlooked Gems," *Psychological Inquiry*, 14 (3-4), 193-195.
20. Koole, Sandra L., Julius Kuhl, Nils Jostmann, and **Kathleen D. Vohs** (2005), "On the Hidden Benefits of State Orientation: Can People Prosper Without Efficient Affect Regulation Skills?," In *On building, defending and regulating the self*, eds. Abraham Tesser, Joanne V. Wood, and Diederik Stapel, New York, NY: Psychology Press. 217 – 244.

21. **Vohs, Kathleen D.** (2005), "Marketing and Psychology," *APS Observer*, 18 (May), 46.
22. **Vohs, Kathleen D.**, Nicole Mead, Brandon Schmeichel, and Sabrina Bruyneel (2005), "Self-regulatory Resource Depletion Makes People More Extreme in Their Emotions and Judgments: A Possible Mechanism for Depletion," In *Advances in Consumer Research*, Cornelia Pechmann and L. L. Price, 33, October.
23. Abramson, Lyn Y., Ana M. Bardone-Cone, **Kathleen D. Vohs**, Thomas E. Joiner, Jr., and Todd F. Heatherton (2005), "Cognitive Vulnerability to Bulimia," In *Cognitive Vulnerability to Emotional Disorders*, eds. Lauren B. Alloy and John H. Riskind Hillsdale, N.J.: Erlbaum, 329 – 364.
24. Finkel, Eli J. and **Kathleen D. Vohs** (2006), "Introduction: Self and Relationships," In *Self and relationships: Connecting intrapersonal and interpersonal processes*, eds. Kathleen D. Vohs and Eli J. Finkel, New York: Guilford, 1-14.
25. Park, Lora E., Jennifer Crocker, and **Kathleen D. Vohs** (2006), "Contingencies of Self-Worth and Self-Validation Goals: Implications for Close Relationships," In *Self and relationships: Connecting intrapersonal and interpersonal processes*, eds. Kathleen D. Vohs and Eli J. Finkel, New York, NY: Guilford, 84-103.
26. Rawn, Catherine D. and **Kathleen D. Vohs** (2006), "The Importance of Self-Regulation for Interpersonal Functioning," In *Self and relationships: Connecting intrapersonal and interpersonal processes*, eds. Kathleen D. Vohs and Eli J. Finkel, New York, NY: Guilford, 15-31.
27. **Vohs, Kathleen D.** (2006), "Self-Regulatory Resources Power the Reflective System: Evidence from Five Domains." *Journal of Consumer Psychology*, 16 (3), 217-223.
28. Baumeister, Roy F., **Kathleen D. Vohs**, and Dianne M. Tice (2006), "Emotional Influences on Decision Making," In *The role of affect in social thinking and behavior*, ed. Joseph P. Forgas, New York: Psychology Press, 143 - 160.
29. **Vohs, Kathleen D.** (2006), "Entries on Social Psychology," In *The APA dictionary of psychology*, ed. Gary R. VandenBos, Washington, DC: American Psychological Association.
30. Baumeister, Roy F. and **Kathleen D. Vohs** (2006), "Are Personality and Social Psychologists Behaving Themselves?" *Dialogue: Newsletter of the Society for Personality and Social Psychology*, 21, 3-7.
31. Baumeister, Roy F., Brandon J. Schmeichel, and **Kathleen D. Vohs** (2007), "Self-Regulation and the Executive Function: The Self as Controlling Agent," In *Social psychology: Handbook of basic principles (2nd Edition)* (pp. 516-539), eds, Arie W.

- Kruglanski and E. Tory Higgins, New York, NY: Guilford.
32. **Vohs, Kathleen D.** (2007), "Need to Belong," In *Encyclopedia of Social Psychology*, eds. Roy F. Baumeister and Kathleen D. Vohs, Thousand Oaks, CA: Sage, 615 - 617.
 33. **Vohs, Kathleen D.** (2007), "Barnum Effect," In *Encyclopedia of Social Psychology*, eds. Roy F. Baumeister and Kathleen D. Vohs, Thousand Oaks, CA: Sage, 101 - 102.
 34. **Vohs, Kathleen D.** (2007), "Sexual Economics," In *Encyclopedia of Social Psychology*, eds. Roy F. Baumeister and Kathleen D. Vohs, Thousand Oaks, CA: Sage, 863 - 864.
 35. **Vohs, Kathleen D.** and Brandon J. Schmeichel (2007), "Self-Regulation: How and Why People Reach (and Fail to Reach) Their Goals," In *Frontiers in social psychology: The self*, eds. Constantine Sedikides and Steven Spencer, Philadelphia, PA: Psychology Press, 139-162.
 36. **Vohs, Kathleen D.** and Roy F. Baumeister (2007), "Can Satisfaction Reinforce Wanting? A New Theory About Long-Term Changes in Strength of Motivation," In *Handbook of Motivational Science*, eds. James Shah and Wendi Gardner, New York: Guilford, 373-392.
 37. Baumeister, Roy F., Brandon J. Schmeichel, C. Nathan DeWall, **Kathleen D. Vohs** (2007), "Is the Conscious Self a Help, a Hindrance, or an Irrelevance to the Creative Process?," In *Advances in Psychology Research*, 53, ed. Alexandra M. Columbus, Nova Science Publishers, 137-152.
 38. **Vohs, Kathleen D.** and Noelle M. Nelson (2007), "Self-Esteem and Likability: The Importance of Threat in Interpersonal Inclusion," In *Researching the Self: Interdisciplinary Perspectives*, eds. Ellen Grünewald, Willem E. Frankenhuis, Newcastle (UK), Cambridge Scholars Publishing, 153 - 171.
 39. Nelson, Noelle M. and **Kathleen D. Vohs** (2007), "Integrating Self-Esteem and Level of Complexity: Implications for Interpersonal Interaction Research," In *Researching the Self: Interdisciplinary Perspectives*, eds. Ellen Grünewald, Willem E. Frankenhuis, Newcastle (UK), Cambridge Scholars Publishing, 206 - 208.
 40. **Vohs, Kathleen D.** and Roy F. Baumeister (2007), "Introduction to Special Issue: Emotion and Decision Making," *Review of General Psychology*, 11 (2), 98.
 41. Rawn, Catherine D., Nicole L. Mead, Peter Kerkhof, and **Kathleen D. Vohs** (2007), "Decision Making Trade Offs After Ego Threat: Taking Care of the Self Versus Taking Care of Others Depends on Level of Self-Esteem," In *Do emotions help or hurt decision making? A Hedgefoxian perspective*, eds. Kathleen D. Vohs, Roy F. Baumeister, and George Loewenstein, New York: Russell Sage Foundation Press, 157 - 182.

42. Loewenstein, George, **Kathleen D. Vohs**, & Roy F. Baumeister (2007), "Introduction: The Hedgefox," In *Do emotions help or hurt decision making? A Hedgefoxian perspective*, eds. Kathleen D. Vohs, Roy F. Baumeister, and George Loewenstein, New York: Russell Sage Foundation Press, 15 - 31.
43. Baumeister, Roy F., Sparks, Erin A., Stillman, Tyler F., and **Vohs, Kathleen D.** (2008), "Free Will In Consumer Behavior: Self-Control, Ego Depletion, and Choice," *Journal of Consumer Psychology*, 18 (1), 4 - 13.
44. **Vohs, Kathleen D.**, Roy F. Baumeister, and Dianne M. Tice (2008), "Self-Regulation: Goals, Consumption, and Choices," In *Handbook of Consumer Psychology*, eds. Curtis P. Haugtvedt, Paul Herr, and Frank Kardes, New York: LEA/Psychology Press, 349 - 366.
45. Shariff, Azim F., Jonathan Schooler, and **Kathleen D. Vohs** (2008), "The Hazards of Claiming to Have Solved the Hard Problem of Free Will," In John Baer, James C. Kaufman, & Roy F. Baumeister, eds. *Are we free? Psychology and free will*, New York: Oxford University Press, 181 - 204.
46. Baumeister, Roy F., C. Nathan DeWall, Nicole L. Mead and **Kathleen D. Vohs** (2008), "Social Rejection Can Reduce Pain and Increase Spending: Further Evidence that Money, Pain, and Belongingness Are Interrelated," *Psychological Inquiry*, 19 (3/4), 145-147.
47. **Vohs, Kathleen D.** and Roy F. Baumeister (2009), "Addiction and Free Will," *Addiction Research and Theory*, 17(3), 231-235.
48. **Vohs, Kathleen D.** (2009), "Better Know a Marketing Professor," *Dialogue: Newsletter of the Society for Personality and Social Psychology*, 24 (1), 6-7.
49. Baumeister, Roy F. and **Kathleen D. Vohs** (2009), "Determinism is Not Just Causality," *Dialogue: Newsletter of the Society for Personality and Social Psychology*, 24 (1), pp. 12, 15.
50. Baumeister, Roy F., C. Nathan DeWall, **Kathleen D. Vohs**, and Jessica L. Alquist (in press), "Does Emotion Cause Behavior (Apart from Making People Do Stupid, Destructive Things)?" In Christopher R. Agnew, Donal E. Carlston, William G. Graziano, and J. R. Kelly, eds (in preparation), *Then a Miracle Occurs: Focusing on Behavior in Social Psychological Theory and Research*, New York: Oxford University Press.
51. Baumeister, Roy F., C. Nathan DeWall, and **Kathleen D. Vohs** (in press), "Social Rejection, Control, Numbness, and Emotion: How Not To Be Fooled by Gerber and Wheeler (2009)," *Perspectives in Psychological Science*.

52. **Vohs, Kathleen D.** (in press), "Free Will is Costly: Action Control, Making Choices, Mental Time Travel, and Impression Management Use Precious Volitional Resources," In Roy F. Baumeister, Alfred R. Mele, and Kathleen D. Vohs, eds, *Free Will and Consciousness: How Might They Work?* New York: Oxford University Press.
53. Mele, Alfred R., **Kathleen D. Vohs**, and Roy F. Baumeister (in press), "Free Will and Consciousness: An Introduction and Overview of Perspectives," In Roy F. Baumeister, Alfred R. Mele, and Kathleen D. Vohs, eds, *Free Will and Consciousness: How Might They Work?* New York: Oxford University Press.
54. **Vohs, Kathleen D.** and Ayelet Fishbach (in press), "Self-Regulation," In Jagdish Sheth and Naresh K. Malhotra, eds, *Wiley International Encyclopedia of Marketing*, Vol. 3, Chichester, UK: John Wiley & Sons.

Books

1. Baumeister, Roy F. and **Kathleen D. Vohs** (2004), *Handbook of Self-Regulation: Research, Theory, and Applications*. New York, NY: Guilford.
2. **Vohs, Kathleen D.** and Eli J. Finkel (2006), *Self and Relationships: Connecting Intrapersonal and Interpersonal Processes*. New York: Guilford.
3. Baumeister, Roy F. and **Kathleen D. Vohs** (2007), *Encyclopedia of Social Psychology*. Thousand Oaks, CA: Sage.
4. **Vohs, Kathleen D.**, Roy F. Baumeister, and George Loewenstein (2007), *Do Emotions Help or Hurt Decision Making? A Hedgesfoxian Perspective*. New York: Russell Sage Foundation Press.
5. Baumeister, Roy F., Alfred R. Mele, and **Kathleen D. Vohs** (in press/2010), *Free Will and Consciousness: How Might They Work?*, New York: Oxford University Press.
6. **Vohs, Kathleen D.** and Roy F. Baumeister (in progress), *Handbook of Self-Regulation: Research, Theory, and Applications* (2nd edition). New York, NY: Guilford.

Other Scholarly Publications

- Vohs, Kathleen D.** (2002), *Test item file to accompany psychological science* (Michael S. Gazzaniga and Todd F. Heatherton, textbook authors; 1st edition), Norton.
- Vohs, Kathleen D.** (2002), *Test item file to accompany social psychology* (Stephen L. Franzoi, textbook author; 3rd edition), McGraw Hill.

Manuscripts Under Review

- Vohs, Kathleen D.**, Roy F. Baumeister and Catrin Finkenauer (2009), “The Sum of Friends’ and Lovers’ Self-Control Scores Predicts Relationship Quality.”
- Lee, Kyoungmi, Hakkyun Kim, and **Kathleen D. Vohs** (2009), “Consumers Aware That They May Be Stereotyped Come to Mistrust Service Providers and Lower Intentions to Transact with Them,” *Journal of Marketing Research*.
- Rawn, Catherine D. and **Kathleen D. Vohs** (2009), “People Risk Personal Harm for Interpersonal Approval: A Self-Control Perspective.”
- DeWall, C. Nathan, Roy F. Baumeister, Nicole L. Mead, and **Kathleen D. Vohs** (2009), “Power and Self-Regulation: The Positive, Negative, and Depleting Effects of Power.” *Journal of Personality and Social Psychology*.
- Proulx, Travis, Steven J. Heine, and **Kathleen D. Vohs** (2009), “When Is the Unfamiliar *The Uncanny?*: Meaning Affirmation After Exposure to Absurdist Literature, Humor, and Art.” *Personality and Social Psychology Bulletin*.
- Mead, Nicole L., Roy F. Baumeister, **Kathleen D. Vohs**, and Tyler Stillman (2009) “Does a Broken Heart Lead to an Empty Wallet? Socially Excluded People Use Spending as an Affiliation Tool,” *Journal of Consumer Research*.
- Fransen, Marieke L., Bob M. Fennis, **Kathleen D. Vohs**, and Ad T. H. Pruyn (2009), “‘Fit For Charity:’ The Role of Private Self-Focus in the Effectiveness of Regulatory Fit,” *Journal of Consumer Research*.
- Hamilton, Ryan, **Kathleen D. Vohs**, Anne-Laure Sellier, and Tom Meyvis (2009), “Being of Two Minds: Switching Mindsets Exhausts Self-Regulatory Resources.”
- Teunissen, Hanneke, Renske Spijkerman, Tim Schoenmaker, **Kathleen D. Vohs**, and Rutger Engels (2009), “The Effect of Self-Control Depletion on Attentional Bias for Alcohol Cues in Male Heavy Drinkers,” *Acta Psychologica*.
- Sundie, Jill M., Douglas T. Kenrick, Vidas Griskevicius, Kathleen D. Vohs, and Joshua M. Tybur (2009), “Peacocks, Porsches, and Thorstein Veblen: An Evolutionary Perspective on Conspicuous Consumption,” rewriting for submission to *Journal of Personality and Social Psychology*.
- Ciarocco, Natalie J., **Kathleen D. Vohs**, and Roy F. Baumeister (2009), “Some Good News About Rumination: Task-Focused Thinking After Failure Facilitates Performance Improvement.”

Journal Editorships

Vohs, Kathleen D. & Roy F. Baumeister (2007). Emotion and decision making: Special issue. *Review of General Psychology*, 11 (2).

Conference Organizer

Vohs, Kathleen D. and Roy F. Baumeister (July 2005). *Emotion and Decision Making Conference*. University of California-Berkeley. Sponsored by Russell Sage Foundation and UC-Berkeley's XLab.

Wolford II, George L. and **Kathleen D. Vohs** (June 2007). Summer institute for informed patient choice. Dartmouth College/Center for Evaluative Clinical Sciences, Dartmouth Medical School.

Competitive Presentations

Heatherton, Todd F., & **Kathleen D. Vohs** (October, 1997). Do we really love those who love themselves? New England Social Psychological Association, Williams College, Williamstown, MA.

Heatherton, Todd F., & **Kathleen D. Vohs**. (October, 1997). The exhausted executor gives into temptation. Society of Experimental Social Psychology, Toronto, Ont.

Heatherton, Todd F., & **Kathleen D Vohs**. (May, 1998). The exhausted executor gives into temptation. American Psychological Society, Washington, DC.

Joiner, Thomas E., Jr., **Kathleen D. Vohs**, Anna M. Bardone, Lyn Y. Abramson, & Todd F. Heatherton (November, 1998). Perfectionism, perceived weight status, and self-esteem: Predicting bulimic symptoms. Society for Psychopathology Research, Boston, MA.

Vohs, Kathleen D., Thomas E. Joiner Jr., Anna M. Bardone, & Lyn Y. Abramson (February, 2000). Predicting bulimic symptoms from perfectionism, perceived weight status, and self-esteem. Society for Personality and Social Psychology, Nashville, TN.

Vohs, Kathleen D., & Todd F. Heatherton. (February, 2001). The transition to college and disordered eating patterns: A longitudinal study. Society for Personality and Social Psychology, San Antonio, TX.

Joiner, Thomas E., Marisol Perez, **Kathleen D. Vohs**, Zachary R. Voelz, John W. Pettit, Anna M. Bardone, Jennifer Katz, Lyn Y. Abramson, & Todd F. Heatherton. (February, 2001). Perfectionism, body dissatisfaction, and self-esteem: An interactive model of bulimic symptom development. Society for Personality and Social Psychology, San Antonio, TX.

Abramson, Lyn, Anna Bardone, **Kathleen D. Vohs**, Thomas Joiner, & Todd F. Heatherton (February, 2001). An interactive model of perfectionism, perceived weight status, and self-efficacy in the prediction of bulimic symptoms. Society for Personality and Social Psychology, San Antonio, TX.

- Schmeichel, Brandon J., & **Kathleen D Vohs**. (May, 2001). Self-regulation and subjective time experience. Midwestern Psychological Association, Chicago, IL.
- Baumeister, Roy F., & **Kathleen D Vohs**. (May, 2001). Self-regulation and intertemporal choice. Intertemporal Choice Meeting, New York City, NY.
- Vohs, Kathleen D.** (June, 2001). Nonconscious self-regulation: A resource depletion approach. American Psychological Society, Toronto, ONT.
- Vohs, Kathleen D.**, & Todd F. Heatherton. (October, 2001). Self-esteem, self-construals, and interpersonal functioning: High and low self-esteem people self-protect differently against threat. Society of Experimental Social Psychology, Spokane, Wash.
- Vohs, Kathleen D.**, & Todd F. Heatherton. (February, 2002). Self-esteem, self-construals, and interpersonal functioning: High and low self-esteem people self-protect differently against threat. Society of Personality and Social Psychology, Savannah, GA. (also symposium chair and organizer)
- Vohs, Kathleen D.**, & Todd F. Heatherton. (June, 2002). Self-esteem, self-construals, and interpersonal functioning: Differences in how high and low self-esteem people cope with threat. European Association for Experimental Social Psychology, San Sebastian, Spain.
- Vohs, Kathleen D.**, & Ronald Faber. (October, 2002). Self-regulation and impulsive spending patterns. Association for Consumer Research, Atlanta, GA.
- Vohs, Kathleen D.**, & Brandon J. Schmeichel. (October, 2002). Self-regulation and the subjective experience of time. Self Preconference at Society for Experimental Social Psychology, Columbus, OH.
- Vohs, Kathleen D.**, & Brandon J. Schmeichel. (January, 2003). Self-regulation and the subjective experience of time: Time crawls when you're self-regulating. Social Psychology Winter Conference, Park City, UT.
- Vohs, Kathleen D.**, Natalie J. Ciarocco, & Roy F. Baumeister. (February, 2003). Self-regulation and impression management: A resource-depletion account. Self Preconference at Society for Personality and Social Psychology, Los Angeles, CA.
- Vohs, Kathleen D.**, & Brandon J. Schmeichel. (February, 2003). Self-regulation and the subjective experience of time. Society for Personality and Social Psychology, Los Angeles, CA. (also symposium chair and organizer)

- Baumeister, Roy F., & **Kathleen D. Vohs**. (November 2003). Decision fatigue: Making choices consumes a limited resource. Society for Judgment and Decision Making, Vancouver, BC.
- Vohs, Kathleen D.** (January 2004). The health of romantic relationships relies on self-regulation. Society for Personality and Social Psychology, Austin, TX. (also symposium chair and organizer)
- Vohs, Kathleen D.** (February 2004). Do we love those who love themselves? American Association for the Advancement of Science, Seattle, WA.
- Vohs, Kathleen D.,** Roy F. Baumeister, & Ronald J. Faber. (November 2004). Making choices impairs subsequent self-regulation: Evidence of a decision-fatigue effect. Society for Judgment and Decision Making, Minneapolis, Mn.
- Vohs, Kathleen D.** (January, 2005). Self-presentation and self-regulation: Presenting oneself effectively consumes self-regulatory resources. Winter Conference in Social Psychology, Park City, Utah.
- Vohs, Kathleen D.,** Roy F. Baumeister, Jean M. Twenge, Brandon Schmeichel, & Dianne Tice. (January, 2005). Decision fatigue: Making choices consumes a limited resource. Society for Personality and Social Psychology, New Orleans, LA.
- Vohs, Kathleen D.** (March 2005). Self-esteem, threat, and interpersonal perceptions: Using the interpersonal context to change feelings about the self. 8th Annual Sydney Symposium of Social Psychology (“Hearts and Minds”), Sydney, New South Wales.
- DeWall, Nathan C., **Kathleen D. Vohs**, & Roy F. Baumeister, (May 2005). Recovering from rejection: Undoing the self-regulation deficits stemming from social exclusion. Annual Meeting of the Midwestern Psychological Association. Chicago, IL.
- Vohs, Kathleen D.,** Nicole L. Mead, Brandon Schmeichel & Sabrina Bruyneel (October 2005). Self-regulatory resource depletion makes people more extreme in their emotions and judgments: A possible mechanism for depletion. Association for Consumer Research. San Antonio, Tx.
- Vohs, Kathleen D.** & Jennifer Crocker. (November 2005). Two faces of choice. Society for Judgment and Decision Making. Toronto ONT, Canada.
- Vohs, Kathleen D.** (January 2006). Nonconscious and conscious self-regulation and the depletion of self-regulatory resources. Society for Personality and Social Psychology, Palm Springs, CA.
- Vohs, Kathleen D.** & Ronald J. Faber. (February 2006). Spent resources: A loss of self-regulatory resources leads to impulsive spending. Society for Consumer Psychology, Miami, FL (Carnival Cruise Lines).

- Vohs, Kathleen D.**, Nicole L. Mead, Brandon Schmeichel, & Sabrina Bruyneel (February 2006). Self-regulatory resource depletion leads to more extreme emotions and judgments. Society for Consumer Psychology, Miami, FL (Carnival Cruise Lines).
- Vohs, Kathleen D.** (May 2006). Making choices impairs self-regulation: A limited-resource approach. Association for Psychological Science, New York.
- Vohs, Kathleen D.** and Jungkeun Kim (September 2006). The Bidirectional Nature of Making Choices and Self-Regulation. Association for Consumer Research, Orlando, FL.
- Vohs, Kathleen D.** and Matthew Gailliot (September 2006). A Loss of Self-Regulatory Resources Makes People Passive. Association for Consumer Research, Orlando, FL.
- Baumeister, Roy F. and **Kathleen D. Vohs** (January 2007). Beyond the Group Self: Do Groups Promote Differentiated Selves? Annual Meeting of Society for Personality and Social Psychology, Memphis TN. (Vohs chaired the session.)
- Vohs, Kathleen D.** (June 2007), "Money Changes Personal and Interpersonal Behavior," Fundamental Dimensions of Social Judgment meeting, Namur, Belgium.
- Vohs, Kathleen D.** (July 2007), "Who Will Develop Overspending Problems? A Tripartite Model of Compulsive Spending," Transformative Consumer Research conference, Tuck School of Business, Dartmouth College, Hanover NH.
- Vohs, Kathleen D.** (October 2007), "How Money Transforms Social Relations," Society for Experimental Social Psychology, Chicago IL.
- Vohs, Kathleen D.**, Mead, Nicole L., & Goode, Miranda R. (October 2007), "Money Changes the Self," Association for Consumer Research, Memphis TN. (Vohs chaired the session.)
- Vohs, Kathleen D.** (October 2007), "Self-Regulation over Long Periods of Time: Practicing a Controlled Activity Reduces Depletion of Self-Regulatory Resources," Association for Consumer Research, Memphis TN.
- Vohs, Kathleen D.**, Finkenauer, Catrin, & Burger, Nina (October 2007), "Sexual Behavior as Predicted by a Social Exchange Model: Three Tests of Sexual Economics. Association for Consumer Research, Memphis TN.
- Mead, Nicole L., **Vohs, Kathleen D.**, Baumeister, Roy F., & Rawn, Catherine D. (October 2007), "Reconnection Through Consumption: Socially Excluded People Adapt Consumption Patterns to Serve Affiliation Needs. Association for Consumer Research, Memphis TN.

Vohs, Kathleen D., Bob Fennis,, and Loes Janssen (January 2008), “A Resource Depletion Account Of Social Influence Techniques,” Winter Conference in Social Psychology, Park City, Utah.

Vohs, Kathleen D., Bob Fennis,, and Loes Janssen (January 2008), “A Resource Depletion Account Of Social Influence Techniques,” Kurt Lewin Institute Workshop, Radboud University, Nijmegen, NL.

Vohs, Kathleen D. (January 2008), “Self-Regulation and Selfishness,” Kurt Lewin Institute Workshop, Radboud University, Nijmegen, NL.

Baumeister, Roy F., **Kathleen D. Vohs**, C. Nathan DeWall and Liqing Zhang (February 2008), “Does Emotion Cause Behavior, or Vice Versa? A Radical New Theory of Emotion,” Society for Personality and Social Psychology Annual Meeting, Albuquerque, New Mexico. (**Vohs** chaired the session.)

Vohs, Kathleen D. (June 2008), “Self-Regulation and Impression Management: A Resource Depletion Account,” European Association for Experimental Social Psychology, Opatija, Croatia.

Vohs, Kathleen D. and Roy F. Baumeister (June 2008), “Effects of Power on Self-Control,” European Association for Experimental Social Psychology, Opatija, Croatia.

Vohs, Kathleen D., Nicole L. Mead and Brandon Schmeichel (July 2008), “Self-Regulatory Resource Depletion Makes People Feel Things More: A Possible Mechanism for Self-Regulatory Resource Depletion,” International Congress for Psychology, Berlin, Germany.

Vohs, Kathleen D. Bob Fennis and Loes Janssen (October 2008), “Why Do People Fall Prey to Social Influence Techniques? A Limited-Resource Account of Compliance,” Association for Consumer Research, San Francisco, CA.

Vohs, Kathleen D., Catherine D. Rawn and Noelle M. Nelson (October 2008), “Why do choices tax self-regulatory resources? Three tests of candidates to explain decision fatigue,” Association for Consumer Research, San Francisco, CA.

Caruso, Eugene, Nicole L. Mead and **Kathleen D. Vohs** (October 2008), “There’s No “You” In Money: Thinking of Money Increases Egocentrism,” Association for Consumer Research, San Francisco, CA.

Fransen, Marieke, Bob Fennis and **Kathleen D. Vohs** (October 2008), ““Fit For Charity”: The Moderating Role of Private Self-Focus in the Persuasiveness of Regulatory Fit,” Association for Consumer Research, San Francisco, CA.

- Vohs, Kathleen D.**, On Amir and Ravi Dhar (November 2008), “A Breakdown Of Executive Control Leads To Risk Seeking,” Society for Judgment and Decision Making Annual Conference, Chicago, IL.
- Vohs, Kathleen D.**, Ryan Hamilton, Anne-Laure Sellier, and Tom Meyvis (January 2009), "The Cost of Being of Two Minds: Switching Mindsets Exhausts Self-Regulatory Resources," Association for Consumer Research - Asia, Hyderabad, India.
- Vohs, Kathleen D.**, Darren Dahl and Jaideep Sengupta (February 2009), “When Will Women Tolerate Gratuitous Sexual Images?” Society for Personality and Social Psychology, Tampa FL. (Vohs chaired the session.)
- Vohs, Kathleen D.**, Bob Fennis and Loes Janssen (February 2009), “Why Do People Fall Prey to Social Influence Techniques? A Limited-Resource Account of Compliance,” Society for Consumer Psychology, San Diego, CA. (Vohs chaired the session.)
- Vohs, Kathleen D.**, On Amir and Ravi Dhar (February 2009), “Self-Regulatory Resource Depletion and Risk Aversion,” Society for Consumer Psychology, San Diego, CA.
- Hedgcock, W., **Kathleen D. Vohs**, Akshay Rao (September 2009), “Neurological correlates of diminished self-control,” Neuroeconomics, Evanston, IL.
- Vohs, Kathleen D.** (October 2009), “Small Reminders of Money Alter Pain Perceptions,” Society for Medical Decision Making, Hollywood, CA.
- Vohs, Kathleen D.** (October 2009), “Social Rejection, Physical Pain, and Desire For Money,” Association for Consumer Research, Pittsburgh, PA.
- Mead, Nicole L., **Kathleen D. Vohs**, Krishna Savani, Tyler F. Stillman, Roy F. Baumeister (October 2009), “Reminders of Money Weaken Sociomoral Responses,” Association for Consumer Research, Pittsburgh, PA.

Invited Addresses

- Vohs, Kathleen D.** (October 2001). Self-regulation and impulse control: Possible effects for personal economics. Presented to National Family Economics Research Coordinating Committee Meeting, a division of the U.S. Department of Agriculture: Cooperative State Research, Education, and Extension Service, Economic and Community Systems. Washington DC.
- Vohs, Kathleen D.** (July 2002). Nonconscious self-regulation: A resource-depletion approach. Presented to National Institutes of Health (NIDA) conference on Nonconscious Processes in Self-Regulation: Application to Drug Abuse and Addiction, Rockville, MD.

- Vohs, Kathleen D.** (June 2003). Self-regulatory resources and psychopathology: Dieting, approach/avoidance, intensity of desire, and time perception. Keynote presentation at conference on “Impulse Control Failures, Impulsiveness, and Psychopathology,” Nijmegen, the Netherlands.
- Vohs, Kathleen D.** (November 2003). Self-esteem and threats to the self: Interacting with high and low self-esteem people when they feel threatened. Alumni Recognition address, Gustavus Adolphus College, St. Peter MN.
- Vohs, Kathleen D.** (December 2003). Self-regulation and impulsive spending. Presented to Department of Communication Sciences, Free University, Amsterdam, the Netherlands.
- Vohs, Kathleen D.** (December 2003). The relationship between active choice and self-regulatory resources. Presented to Department of Applied Economics, Katholieke Universite Leuven, Belgium.
- Vohs, Kathleen D.** (December 2003). Self-regulation and impulsive spending. Presented at the 7th Annual Marketing Wintercamp, Department of Economics, Katholieke Universite Leuven, Belgium.
- Vohs, Kathleen D.** (August 2004). Self-esteem and threats to self: Implications for interpersonal relationships and self-construals. Presented at Psykologia, Annual Conference for the Finnish Psychological Society, Turku, Finland.
- Vohs, Kathleen D.,** Kathleen Catanese, & Roy F. Baumeister. (December 2004). Sex exchange: An economic analysis of heterosexual sexual behaviour. Presented at the 8th Annual Marketing Wintercamp, Department of Applied Economics, Katholieke Universite Leuven, Belgium.
- Vohs, Kathleen D.** (December 2004). Active choice depletes self-regulatory resources. Presented to Department of Communication Sciences, Free University, Amsterdam, Netherlands.
- Vohs, Kathleen D.** (January 2005). Active choice depletes self-regulatory resources. Marketing Department colloquium series, University of Chicago.
- Vohs, Kathleen D.,** Nicole L. Mead, & Miranda Selinger. (April 2005). Money and the self: Money makes people more self-reliant and less connected to others. London Business School, London England.
- Vohs, Kathleen D.** (April 2005). Self-esteem, ego threat, and interpersonal perceptions: How high and low self-esteem people respond to threat determines perceptions of likability and personality traits. International workshops for The Behavioural Science Institute of the Radboud University. Nijmegen, Holland.

Vohs, Kathleen D. (April 2005). Self-regulatory resources: Implications for overeating, overspending, impulse control, and interpersonal relationships. International workshops for The Behavioural Science Institute of the Radboud University. Nijmegen, Holland.

Heine, Stephen J., Travis Proulx, & **Kathleen D. Vohs** (April 2005). Meaning maintenance: On the coherence of social motivations. Symposium presentation at the 6th Biennial conference of the Asian Association for Social Psychology, Wellington, New Zealand.

Vohs, Kathleen D. (May 2005). Decision making and self-regulation: A limited resource account. Marketing Department seminar series, Duke University, Durham, NC.

Vohs, Kathleen D. (July 2005). Money changes the self. Emotion and Decision Making Conference, Berkeley CA.

Vohs, Kathleen D. (January 2006). Self-presentation and self-regulation. Seminar at Free University, Amsterdam, the Netherlands.

Vohs, Kathleen D., Nicole L. Mead, & Miranda Selinger, (January 2006). Money makes the self more independent and less interdependent. Self and Identity Preconference; Society for Personality and Social Psychology, Palm Springs, CA

Vohs, Kathleen D. (February 2006). Making choices impairs self-regulation: A limited resource approach. Marketing department seminar series Stanford University, Palo Alto, CA.

Vohs, Kathleen D. (February 2006). Making choices impairs self-regulation: A limited resource approach. Marketing department seminar series, Wharton School of Business, University of Pennsylvania, Philadelphia, PA.

Vohs, Kathleen D. (February 2006). Money makes people more self-sufficient but less connected to others. Psychology department colloquium, Texas A&M University, College Station, TX.

Vohs, Kathleen D. (May 2006). Spent resources: Self-regulatory resource availability affects impulsive spending. Marketing department colloquium, Tulane University, New Orleans, LA.

Vohs, Kathleen D. (May 2006). Making choices impairs self-regulation: A limited resource approach. Marketing department colloquium, Kellogg School of Business, Northwestern University, Chicago.

- Vohs, Kathleen D.**, Nicole L. Mead, & Miranda Selinger, (June 2006). Money makes people more independent and less interdependent. Applied economics department colloquium, Katholieke Universite Leuven, Belgium.
- Vohs, Kathleen D.** (June 2006). Making choices impairs self-regulation: A limited-resource approach. INSEAD Summer Marketing Camp, INSEAD Singapore.
- Vohs, Kathleen D.**, Nicole L. Mead, and Miranda R. Goode (August 2006). The Psychological Consequences of Money. Dartmouth College.
- Vohs, Kathleen D.** (November 2006). The limited-resource model of self-regulation: Implications for eating, spending, and making choices. Small Group Meeting in Consumer Psychology: Unconscious and Controlled Processes, University of Twente, Enschede, the Netherlands.
- Vohs, Kathleen D.** (January 2007). Self-esteem and threats to the self: An interpersonal perspective. Radboud University, Nijmegen, Netherlands.
- Vohs, Kathleen D.** (January 2007). Money changes personal and interpersonal behavior. Behavioral Science Institute seminar. Radboud University, Nijmegen, Netherlands.
- Vohs, Kathleen D.** (January 2007). Money changes personal and interpersonal behavior. Behavioral Law seminar series. University of Minnesota Law School. Minneapolis MN.
- Vohs, Kathleen D.**, Nicole L. Mead, & Miranda R. Goode (February 2007). The psychological consequences of money. Institute for Research in Marketing Board of Directors meeting. University of Minnesota, Minneapolis MN.
- Vohs, Kathleen D.**, Nicole L. Mead, & Miranda R. Goode (March 2007). Money changes personal and interpersonal behavior. Department of Psychology, Arizona State University, Tempe AZ.
- Vohs, Kathleen D.** (March 2007). How and Why People Fail at Self-Control: A Limited-Resource Approach. Department of Marketing, W. P. Carey School of Business, Arizona State University, Tempe AZ.
- Vohs, Kathleen D.**, Nicole L. Mead, & Miranda R. Goode (March 2007). Money changes personal and interpersonal behavior. Colloquium, Macalaster College, Minneapolis MN.
- Vohs, Kathleen D.** (April 2007), "Sexual Economics: Heterosexual Sexual Behavior As Predicted by Basic Economic Principles," Self and Other: Cognitive Perspectives on Trust, Empathy and the Self. University of Minnesota, Institute for Law and Rationality. Minneapolis MN.

- Vohs, Kathleen D.** (April 2007), "Self-Control Is Governed by a Limited Resource," University of Miami Small Group Meeting on Religion and Self-Control. Miami, FL.
- Vohs, Kathleen D.** (April 2007), "Money Changes Personal and Interpersonal Behavior," Kurt Lewin Institute workshop, Free University-Amsterdam, Holland.
- Vohs, Kathleen D.** (April 2007), "Selfishness and Self-Regulation," Kurt Lewin Institute workshop, Free University-Amsterdam, Holland.
- Vohs, Kathleen D.** (April 2007), "Money Changes Personal and Interpersonal Behavior," Tilburg University, Holland.
- Vohs, Kathleen D.** (May 2007), "Money Changes Personal and Interpersonal Behavior," Keynote address, Western Psychological Association, Vancouver BC.
- Vohs, Kathleen D.** (May 2007), "Money Changes Personal and Interpersonal Behavior," NYU Marketing Camp, New York.
- Vohs, Kathleen D.** (January 2008), "Making Choices Depletes the Self," Department of Marketing, University of California Los Angeles, CA.
- Vohs, Kathleen D.** (January 2008), "Making Choices Depletes the Self," Department of Marketing, University of California San Diego, San Diego, CA.
- Vohs, Kathleen D.** (February 2008), "Sex Exchange: Heterosexual Sexual Behavior As Predicted by Basic Economic Principles," University of Texas at Austin Marketing Department, Austin, TX.
- Vohs, Kathleen D.** (February 2008), "A Limited-Resource Model of Self-Control: Implications for Overeating, Overspending, and the Effects of Choice," University of Texas at Austin Marketing Department, Austin, TX.
- Vohs, Kathleen D.** (February 2008), "Making Choices Depletes the Self and Harms Self-Regulation," Melbourne Business School, Departmental Colloquium, Melbourne, Australia.
- Vohs, Kathleen D.** (February 2008), "The Psychological Consequences of Money," The Ohio State University, departmental colloquium.
- Vohs, Kathleen D.** (March 2008), "Sexual Economics," Melbourne Social Psychology Group, Melbourne, Australia.
- Vohs, Kathleen D.,** Bob Fennis, Jannine Lasaleta, Nicole Mead, and Brandon Schmeichel (March 2008), "Self-Regulatory Resource Depletion: Implications for the Interpersonal Self, Feelings, and Urges," 11th Annual Sydney Symposium in Social Psychology, Sydney, Australia.

- Vohs, Kathleen D.** (April 2008), “A Limited-Resource Model of Self-Control: Implications for Time Perception, Rational Thought, and Making Choices,” Templeton Foundation meeting on Conscious Process and Free Action, Amelia Island, FL.
- Vohs, Kathleen D.** (April 2008), “Self-Regulatory Resource Depletion Heightens Feelings and Urges,” Department of Social Psychology, Free (VU) University, Amsterdam Netherlands.
- Vohs, Kathleen D.** (April 2008), “Psychology, Marketing, Academia, and the Rest of Life,” Workshop, Tilburg University, Tilburg, the Netherlands.
- Vohs, Kathleen D.** (April 2008), “Sexual Economics: Heterosexual Men and Women in a Sexual Marketplace, Kurt Lewin Institute keynote speech, Zeist, the Netherlands.
- Vohs, Kathleen D.** (May 2008), “Self-Regulatory Resource Depletion Heightens Feelings and Urges,” TIBER Presentation, Tilburg University, Tilburg, the Netherlands.
- Vohs, Kathleen D.** (May 2008), “Making Choices Depletes the Self,” Department of Psychology colloquium, University of Koln, Germany.
- Vohs, Kathleen D.** (June 2008), “Mere Reminders of Money Change Personal and Interpersonal Behavior,” Department of Psychology colloquium, University of Heidelberg, Germany.
- Vohs, Kathleen D.** (June 2008), “Making Choices Depletes the Self,” Department of Psychology colloquium, University of Basel, Switzerland.
- Vohs, Kathleen D.** (June 2008), “Mere Reminders of Money Change Personal and Interpersonal Behavior,” Graduiertenprogramm Oberrhein (Graduate Workshop), University of Basel, Switzerland.
- Vohs, Kathleen D.** (June 2008), “Sexual Economics and Heterosexual Sexual Behavior,” Graduiertenprogramm Oberrhein (Graduate Workshop), University of Basel, Switzerland.
- Vohs, Kathleen D.** (July 2008). Money changes personal and interpersonal behavior. Department of Psychology, Leiden University, Leiden, the Netherlands.
- Vohs, Kathleen D.** (August 2008). Self-Regulation and the Limited-Resource Model: An Overview. Department of Psychology, University of Bergen, Bergen, Norway.

- Vohs, Kathleen D.** (September 2008). Money changes personal and interpersonal behavior. Department of Marketing, Desautels Faculty of Management, McGill University.
- Vohs, Kathleen D.** (October 2008). Money Talks: Even Small Reminders of Money Change People. The Market Research Event, Anaheim, CA.
- Vohs, Kathleen D.** (October 2008). Roundtable: Understanding and Improving Consumer Personal Finances. Association for Consumer Research, San Francisco, CA.
- Vohs, Kathleen D.** (October 2008), "Sexual Economics: Using Sex-Based Advertising to Uncover Notions About Sex And Exchange," University of Chicago, Booth School of Business, Marketing Seminar.
- Vohs, Kathleen D.** (October 2008), "Money Talks: Even Small Reminders of Money Change People," Northwestern University, Kellogg School of Management, Marketing Seminar.
- Vohs, Kathleen D.** (November 2008), "Small Reminders of Money Change People," University of Chicago, Booth School of Business, MOB Seminar.
- Vohs, Kathleen D.** (November 2008), "Money Changes Personal and Interpersonal Behavior," University of British Columbia, Department of Psychology.
- Vohs, Kathleen D.** (December 2008), "Sexual Economics: Using Sex-Based Advertising to Uncover Notions About Sex And Exchange," Radboud University Nijmegen, Behavioral Science Institute Seminar.
- Vohs, Kathleen D.** (February 2009), "The Prepotent Self," International Society for Self and Identity preconference early career award address, Society for Personality and Social Psychology, Tampa FL.
- Vohs, Kathleen D.** (February 2009), "Money Changes Personal And Interpersonal Behavior: Evidence From Helping, Work, Play, Physical Distance, Perspective Taking, Likability, and Pain Tolerance," Society for Judgment and Decision Making, Society for Personality and Social Psychology, Tampa FL.
- Vohs, Kathleen D.** (March 2009), "Small Reminders of Money Change Personal Behavior," Stanford University Psychology department social laboratory seminar.
- Vohs, Kathleen D.** (March 2009), "Small Reminders of Money Change Personal Behavior," Washington University, Experimental Economics colloquium.
- Vohs, Kathleen D.** (March 2009), "Reminders of money change personal behavior," MIT Management Science seminar.

- Vohs, Kathleen D.** (April 2009), “Money changes personal behavior,” University of Toronto Rotman School of Business, Marketing Department seminar.
- Vohs, Kathleen D.** (April 2009), “Career Advice for Postgraduate Students,” Society of Australasian Social Psychology, Melbourne, Australia.
- Vohs, Kathleen D.** (April 2009), “Small Reminders of Money Change Personal and Interpersonal Behaviour,” Keynote address, Society of Australasian Social Psychology, Melbourne, Australia.
- Vohs, Kathleen D.** (May 2009), “Small Reminders of Money Change Behavior,” Collaborative and Multidisciplinary Research Conference, Yale University, New Haven, CT.
- Vohs, Kathleen D.** (May 2009), “Engaging in Self-Control Uses Limited Resources: New Perspectives,” University of Groningen, the Netherlands.
- Vohs, Kathleen D.** (May 2009), “Engaging in Self-Control Uses Limited Resources,” Free University Amsterdam, Marketing Department, the Netherlands.
- Vohs, Kathleen D.** (May 2009), Key participant in “Ignite09: A Symposium on the Convergence of Behavioral Economics and Healthcare,” Capitol Hill, Washington DC.
- Vohs, Kathleen D.** (June 2009), “Self-Control as a Limited Resource,” Language Research Center, Georgia State University.
- Vohs, Kathleen D.** (June 2009), “Writing for Publication,” Psychology Department, Sun Yat-Sen University, Guangzhou, China.
- Vohs, Kathleen D.** (June 2009), “Money Changes People’s Behavior,” Psychology Department, Sun Yat-Sen University, Guangzhou, China.
- Vohs, Kathleen D.** (June 2009), “Self-control and Choices,” Psychology Department, Sun Yat-Sen University, Zhuhai, China.
- Vohs, Kathleen D.** (July 2009), “Free Will Beliefs Change People’s Behavior,” Templeton Foundation meeting on neuroscience, psychology, and experimental philosophy, New York City.
- Vohs, Kathleen D.** (August 2009), “Money Changes People’s Behavior,” Marketing Department, Erasmus University, Rotterdam, the Netherlands.
- Vohs, Kathleen D.** (September 2009), “The Science of Money and Self-Control,” Tutorial, Marketing Department, Erasmus University, Rotterdam, the Netherlands.

Vohs, Kathleen D. (September 2009), “Do Consumers Make Rational Decisions Based On Economics?” Buyers Health Care Action Group Employer Leadership Summit, Minneapolis MN.

Vohs, Kathleen D. (September 2009), “Depletion of Self-Control Resources Increases Impulsive Spending,” University of Michigan, Psychology Series on Storing, Spending and Saving: The Psychology and Evolution of Decisions about Resources. Ann Arbor, MI.

Vohs, Kathleen D. (September 2009), “Money Changes People’s Behavior,” Harvard Business School workshop on Leadership and Corporate Accountability. Cambridge, MA.

Vohs, Kathleen D. (October 2009), “Social Influence Techniques and Self-Regulation,” Speech, Language, and Hearing Sciences. University of Minnesota, Minneapolis, Minnesota.

Vohs, Kathleen D. (October 2009), “Self-Regulation: A Limited Resource Account,” Center for Cognitive Science. University of Minnesota, Minneapolis, Minnesota.

Vohs, Kathleen D. (October 2009), “Studying Self-Regulation in the Laboratory: The Case of the Materialistic Consumer,” Doctoral Symposium, Association for Consumer Research, Pittsburgh, PA.

Vohs, Kathleen D. (November 2009), “The Psychological Consequences of Money,” SITE International Conference. Aruba, Dutch Antilles.

Editorial Board Member

- *Journal of Personality and Social Psychology: Personality Processes and Individual Differences* (2003 to present)
- *Journal of Personality and Social Psychology: Intergroup Relations and Group Processes* (2007 to present)
- *Psychological Science* (2009 to present)
- *Journal of Neuroscience, Psychology, and Economics* (2009 to present)
- *Compass*, Blackwell Publishing (2006 to present)
- *Personality and Social Psychology Bulletin* (2003-2005)

Ad Hoc Journal Reviewer

- *Academy of Management Review*
- *Behavior Therapy*
- *Body Image*
- *Cognition and Emotion*
- *Current Directions in Psychological Science*
- *Evolution and Human Behavior*
- *European Journal of Social Psychology*
- *Journal of Abnormal Psychology*
- *Journal of Consumer Research*
- *Journal of Consumer Psychology*
- *Journal of Counseling and Clinical Psychology*

- *Journal of Economic Psychology*
- *Journal of Experimental Social Psychology*
- *Journal of Personality*
- *Journal of Research in Personality*
- *Journal of Social and Clinical Psych*
- *Marketing Letters*
- *Motivation and Emotion*
- *Personality and Social Psychology*
- *Review*
- *Psychology of Addictive Behaviors*
- *Psychological Bulletin*
- *Psychological Review*
- *Psychological Inquiry*
- *Psychological Science*
- *Sex Roles*
- *Social Cognition*

Ad Hoc Grant Reviewer

- *Social Sciences and Humanities Research Council of Canada*
- *National Science Foundation's Social, Behavioral, and Economic Science division*

Professional Memberships

- *Association for Consumer Research*
- *Association for Research in Personality*
- *European Association for Experimental Social Psychology*
- *International Society of Self and Identity*
- *American Psychological Association*
- *American Psychological Society*
- *Society for Personality & Social Psychology*

Professional Services

Organizer: *Emotion and Decision Making Conference*. University of California-Berkeley
July 08 – 14, 2005. Sponsored by Russell Sage Foundation and UC-Berkeley
Haas School of Business's Xlab.

2008, Association for Consumer Research annual meeting. Associate Editor for
Competitive Paper track.

2001, 2002, 2003, 2005, 2009, Society for Personality and Social Psychology (SPSP).
Reviewer of competitive symposia submissions for annual meeting.

2009, Society for Personality and Social Psychology (SPSP), program committee.

2009, Society for Consumer Psychology (SCP), program committee.