

**CURRICULUM VITAE**  
**Kathleen D. Vohs**

**Office Address**

3-150 321 19th Ave S.  
Carlson School of Management  
University of Minnesota  
Minneapolis, MN 55455

Office phone: 612-625-8331  
Departmental fax: 612-624-8804  
Email: vohsx005@umn.edu

**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, 2000-2002  
University of Utah, Post-Doctoral Fellow, 2002-2003  
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, 2003-2005  
University of Minnesota, Carlson School of Management, Assistant Professor, 2005–2008  
University of Minnesota, *McKnight Land-Grant Professor*, 2007 – 2009  
University of Minnesota, *McKnight Presidential Fellow*, Associate Professor, 2008 – 2011  
University of Minnesota, Carlson School of Management, Professor, 2011-present  
University of Minnesota, Carlson School of Management, *Land O' Lakes Professor of Excellence in Marketing*, 2011-2014  
*Honorary Chair in Experimental Consumer Research*, Department of Marketing, Faculty of Economics and Business, Groningen University, July 2012 – present  
University of Minnesota, Carlson School of Management, *Land O' Lakes Chair in Marketing*, 2014 – present  
University of Minnesota, *Distinguished McKnight University Professor*, 2016 – present

**Honors and Awards**

- Faculty of the Year, as voted by the graduating class of part-time MBA students, 2018
- Distinguished Scientist Award, Society for Consumer Psychology (SCP), 2018
- Inaugural speaker, joint psychology/marketing annual seminar, Ohio State University, 2018
- [Highly Cited Researcher](#), Thomson Reuters ISI Web of Science, 2017. According to their website, this honor is bestowed to the top 1% of scholars worldwide in terms of citations
- Keynote speaker, Eastern Psychological Association's (EPA) annual conference, 2017
- *Business Week Undergraduate Faculty of the Year* Nominee, 2017
- *Professor Dame Sandra Dawson Honorary Visiting Professorship*, Judge Business School, University of Cambridge, UK (Honorary Fellow, Cambridge Sidney Sussex College), 2016
- Awarded the University of Minnesota *Distinguished McKnight University Professor*, 2016

- Faculty of the Year, as voted by the graduating class of part-time MBA students, 2016
- Midwestern Psychological Association's (MPA) Presidential Speaker, 2016
- Society for Personality and Social Psychology (SPSP) annual meeting featured presentation, 2016
- [Highly Cited Researcher](#), Thomson Reuters ISI Web of Science, 2016. According to their website, this honor is bestowed to the top 1% of scholars worldwide in terms of citations
- Selected as mentor by the Graduate Student Council, Society for Personality and Social Psychology (SPSP), 2016
- [Highly Cited Researcher](#), Thomson Reuters ISI Web of Science, 2015. According to their website, this honor is bestowed to the top 1% of scholars worldwide in terms of citations
- Top Researcher Award, Carlson School of Management, University of Minnesota, 2015
- Best Presentation of the Year, Marketing Science Institute (MSI), 2015
- Association for Consumer Research (ACR) annual meeting post-tenure workshop speaker, 2015
- Featured in SPSP Member Spotlight, 2015
- Editorial Board member, *Journal of Personality and Social Psychology: Intergroup Relations and Group Processes*, 2015 to 2017
- Association for Consumer Research Post-Tenure Workshop speaker, 2015
- Society for Personality and Social Psychology Spotlitged Member, 2015
- Google SciFoo invitee and chosen speaker, Mountain View, CA, 2015
- Keynote speaker, Psychology Outside the Box conference, Ottawa, 2015
- Awarded the *Land O' Lakes Chair in Marketing*, 2014
- 10<sup>th</sup> most cited researcher according to Journal of Marketing Education, 2014
- Named one of 7 [Breakthrough Business Thinkers to Watch](#), Inc.com, 2014
- Top productive author in premier marketing journals 2010-2014, American Marketing Association, (AMA), 2014
- Featured in book "How to Publish High Quality Research," American Psychological Associationn (APA), 2014
- University of Miami (OH) Elizabeth Burckhardt Distinguished Speaker, Farmer School of Business and Department of Psychology, 2014
- St. Olaf College Jutta R. Millert Memorial Distinguished Lecturer, Department of Psychology, 2014
- Minnesota Public Radio's Green Line Scholarship Expert, 2014
- Association for Psychological Science, Convention Program Social Psychology Chair, 2014-2017
- One of the 40 Best Business School Professors Under 40, Poets and Quants, 2014
- Selected as mentor by the Graduate Student Council, Society for Personality and Social Psychology (SPSP), 2014
- *Anneliese Maier Research Award* from the Alexander von Humboldt Foundation, German Federal Ministry of Education and Research. €250,000 (~\$340,000), direct costs. 2014-2019.
- Russell Sage Foundation fellow, 2013-2014
- One of the Top 6 Psychology Findings of 2013, thedaily muse.com, for Vohs, Redden, and Rahinel, 2013, *Psychological Science*.
- One of the 15 Best Behavioral Science Graphs of 2010-2013 for Hofmann, Vohs, and Baumeister, 2013, *Psychological Science*.

- One of the Top Scientific Insights of 2013 from the Science of a Meaningful Life for Baumeister, Vohs, Aaker, and Garbinsky, *Journal of Positive Psychology*.
- American Marketing Association DocSig "Top Author Productivity for 2009-2013."
- Winner of 2013 Free Will Essay Prize, Templeton Foundation: Shariff and Vohs (2014) "What Would You Do If You Didn't Have Free Will?" *Scientific American*.
- "Star Series" Speaker, Bocconi University, 2013
- "Does High Self-Esteem Cause Better Performance, Interpersonal Success, Happiness, or Healthier Lifestyles?" (Baumeister, Campbell, Krueger, & Vohs, 2003): #1 most cited article per year of any APS journal article, and most cited APS journal article published in the 10 years since its publication
- Selected as mentor by the Graduate Student Council, Society for Personality and Social Psychology (SPSP), 2013
- USC Marshall School of Business Distinguished Marketing Ph.D. Mentor, 2013
- *Honorary Chair in Experimental Consumer Research*, Faculty of Economics and Business, Groningen University, January 2012 – present
- Selected as mentor by the Graduate Student Council, Society for Personality and Social Psychology (SPSP), 2012
- American Marketing Association's Sheth Consortium faculty fellow, 2011
- Editorial Review Board member, *Journal of Experimental Psychology: General*, 2011-2016
- *Land O' Lakes Professor of Excellence in Marketing*, 2011-2016
- Gustavus Adolphus College's Distinguished Kendall lecture, 2011
- Affiliated faculty of the University of Minnesota Law School, 2011
- Selected as mentor by the Graduate Student Council, Society for Personality and Social Psychology (SPSP), 2011
- Elected as Fellow, Society for Personality and Social Psychology, 2010
- Selected as mentor by the Graduate Student Council, Society for Personality and Social Psychology (SPSP), 2010
- Minnesota Psychological Association Distinguished Scholar lecture, 2010
- Top researcher award; Carlson School of Management, University of Minnesota, 2009
- Outstanding reviewer award from *Journal of Consumer Research*, 2010
- Editorial Board member, *Journal of Personality and Social Psychology: Attitudes and Social Cognition*, 2011 to present
- Selected as mentor by the Graduate Student Council, Society for Personality and Social Psychology (SPSP), 2009
- Best of 2009: "[Study: Your Brain Thinks Money is a Drug](#)." National Public Radio
- Editorial Review Board member, *Journal of Experimental Social Psychology*, 2009-2014
- Society for Medical Decision Making annual meeting travel award, 2009
- Associate, Behavioral and Brain Sciences, 2009
- Elected as Fellow, Society for Experimental Social Psychology, 2009
- Elected as 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
- Editorial Review Board member, *Journal of Experimental Social Psychology*, 2009-present
- *McKnight Presidential Fellowship*, University of Minnesota, 2008-2011
- International Society for Self and Identity Outstanding Early Career Award, 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
- Editorial Board member *Journal of Consumer Research*, 2008 to 2018
- Editorial Board member, *Journal of Personality and Social Psychology: Intergroup Relations and Group Processes*, 2007 to 2018
- University of Minnesota, Carlson School Faculty Media Star Award, 2007
- 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 Alumni 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
- 1<sup>st</sup> 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 – April 2012. \$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 – 2013. \$90,000(AU).

- “A Multi-Dimensional Construct and Measurement Scale of Impulse Purchases,” Karen A. Machleit, Frank R. Kardes, John B. Dinsmore, and **Kathleen D. Vohs**. Marketing Science Institute (MSI). Funding period 2011 – 2013. \$7,667.
- “The Psychology of Free Will: Beliefs about Free Will and Behavioral Effects of Altering those Beliefs” **Kathleen D. Vohs**, Thomas Nadelhoffer, Eddy Nahmias, and Jonathan Schooler (PIs), John Templeton Foundation. Funding period 2011-2013. \$293,209.
- “From Free Will Beliefs to Virtuous Behaviors,” Roy F. Baumeister and **Kathleen D. Vohs** (PIs), John Templeton Foundation. Funding period 2012-2014. \$249,599.
- “The Symbolic Meaning of Money and Control: Research on Money as a Psychological Resource Used in Self-Regulation,” Agata Gasiorowska (PI), **Kathleen D. Vohs**, Tomasz Zaleskiewicz, and Pelin Kesebir (co-PIs). Polish National Science Center. Funding period 2014-2016. 332,440 PLN (ca. \$110,000 USD).
- “The Consequences of the Repeated Activation of the Concept of Money,” Anna Kuzminska (PI) and **Kathleen D. Vohs** (I). Polish National Science Center. Funding period 2014-2016. 67,040 PLN (ca. \$22,100 USD).
- “Adaptive Propection: Wisdom, Intensity Bias, and Forecasting Accuracy,” Igor Grossmann and **Kathleen D. Vohs** (PIs). John Templeton Foundation. Funding period 2014-2016. \$164,676.
- “Endocrinal Reactions to Handling Money and Their Effect on Risk Tolerance,” John Dinsmore (PI), Eric Stenstrom, Jonathan Kunstman, and **Kathleen D. Vohs** (Is). Wright State University/Rike Consumer Research Foundation Funding. period 2015-2017, \$14,280.
- “Complementary Benefits of First- and Third-Person Perspectives for Self-Control,” E. J. Masicampo, Shaun Nichols, and **Kathleen D. Vohs** (PIs). John Templeton Foundation. Funding period 2015-2017, \$201,491.
- "Cognitive and Self-Regulatory Mechanisms of Obesity Study (COSMOS)," Misty Hawkins (PI), **Kathleen D. Vohs** (Consultant). National Institute of Diabetes and Digestive and Kidney Diseases. Funding period 2015-2020. \$852,157 (Direct Costs).
- "Fighting Over-Indebtedness: Self-Regulation and Consumer Environment," Mário Ferreira (PI), **Kathleen D. Vohs** (co-I). FCT (Portuguese Science Foundation). Funding period 2016-2019. \$217,000 (Direct Costs).
- “Eat the Rich: On the Moral Motivation to Punish the Beneficiaries of Inequality Rather than Help its Victims.” Azim Shariff, Lara Aknin, Kyoungmi Lee, and **Kathleen D. Vohs** (PIs). Tobin Project on Inequality. Funding period 2016-2018. \$20,000.

### **Teaching Grants**

Teaching/Professional Development Grant. Office of the Dean, University of Minnesota Carlson School of Management (\$3,030). Funding period 2016-2017.

### **Conference Grants**

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

The Meaning of Money: State of the Field Conference. **Kathleen D. Vohs** (PI). Russell Sage Foundation, Winter 2013. Sponsored by Russell Sage Foundation (\$16,000), Wells Fargo Bank (\$20,000), and the Carlson School of Management's Institute for Research in Marketing (\$2,500).

### **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. 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.
  13. **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.
  14. **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.
  15. 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.
  16. 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.
  17. 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.
  18. 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.



19. 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.
20. **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.
21. Baumeister, Roy F., Liqing Zhang, and **Kathleen D. Vohs** (2004), "Gossip as Cultural Learning," *Review of General Psychology*, 8 (June), 111-121.
22. 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.
23. 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. Reprinted in *Scientific American Mind: Thought, ideas, brain science* (2005), 16 (4), 50-57.
24. **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.
25. 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.
26. 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.
27. 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.
28. 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.
29. 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.

30. 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.
31. **Vohs, Kathleen D.**, Nicole L. Mead, and Miranda R. Goode (2006), "The Psychological Consequences of Money," *Science*, 314 (5802), 1154-1156.
32. **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. This article was the most cited article one year later of those published in *JCR* in 2008.
33. 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.
34. **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.
35. Baumeister, Roy F. and **Kathleen D. Vohs** (2007), "Self-Regulation, Ego Depletion, and Motivation," *Social and Personality Psychology Compass*, 1 (November), 115-128.
36. 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. REPRINTED IN: Agnew, C. R., Carlston, D. E., Graziano, W. G., & Kelly, J. R. (Eds.), *Then a miracle occurs: Focusing on behavior in social psychological theory and research*. New York: Oxford University Press, 12-27.
37. 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.
38. **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.
39. **Vohs, Kathleen D.** and Jonathan W. Schooler (2008), "The Value of Believing in Free Will: Encouraging a Belief in Determinism Increases Cheating," *Psychological Science*, 19 (1), 49-54.
40. **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.

41. Holt-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.
42. 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.
43. 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.
44. 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.
45. Cain, Angela S., Anna M. Bardone-Cone, Lyn Y. Abramson, **Kathleen D. Vohs** and Thomas E. Joiner, Jr. (2008), "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*, 41 (December), 713-721.
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. Fennis, Bob M., Loes Janssen, and **Kathleen D. Vohs** (2009), "Impaired Self-Control Can Promote Prosocial and Health-Fostering Behavior," *Psychology and Health*, 24, 25 (Supplement 1).
50. 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.  
REPRINTED IN, *Recherche et Applications en Marketing*, Journal of the French Marketing Association, 2010, 25 (1),
51. Cain, Angela S., Anna M. Bardone-Cone, Lyn Y. Abramson, **Kathleen D. Vohs** and Thomas E. Joiner, Jr. (2010), "Prospectively Predicting Dietary Restraint: The Role of

- Interpersonal Self-Efficacy, Weight/Shape Self-Efficacy, and Interpersonal Stress,” *International Journal of Eating Disorders*, 43 (6), 505-512.
52. Stillman, Tyler F., Roy F. Baumeister, **Kathleen D. Vohs**, Nathan M. Lambert, Frank D. Fincham and Lauren E. Brewer (2010), "Personal Philosophy and Personnel Achievement: Belief in Free Will Predicts Better Job Performance. *Social Psychological and Personality Science* 1, (January), 43-50.
  53. Harakeh, Zeena, Rutger Engels, Rick van Baaren, James D. Sargent, and **Kathleen D. Vohs** (2010), "Exposure to Movie Smoking, Antismoking Ads, and Smoking Intensity: An Experimental Study with a Factorial Design," *Tobacco Control*, 19, 185-190.
  54. Proulx, Travis, Steven J. Heine, **Kathleen D. Vohs** (2010), "When Is The Unfamiliar the Uncanny?: Meaning Affirmation After Exposure to Absurdist Literature, Humor, and Art," *Personality and Social Psychology Bulletin*, 36 (6), 817-829.
  55. Aaker, Jennifer L., **Kathleen D. Vohs**, Cassie Mogilner (2010), "Non-Profits Are Seen as Warm and For-Profits as Competent: Firm Stereotypes Matter," *Journal of Consumer Research*, 37 (2), 224-237.
  56. Ciarocco, Natalie J., **Kathleen D. Vohs**, and Roy F. Baumeister (2010), "Some Good News About Rumination: Task-Focused Thinking After Failure Facilitates Performance Improvement. " *Journal of Social and Clinical Psychology*, 29 (10), 1057-1073.
  57. Baumeister, Roy F., E. J. Masicampo, and **Kathleen D. Vohs** (2011), "Do Conscious Thoughts Cause Behavior?" *Annual Review of Psychology*, 62, 331-362.
  58. DeWall, C. Nathan, Roy F. Baumeister, Nicole L. Mead, **Kathleen D. Vohs** (2011), "How Leaders Self-Regulate Their Task Performance: Evidence that Power Promotes Diligence, Depletion, and Disdain," *Journal of Personality and Social Psychology*, 100 (1), 47-65.
  59. Sundie, Jill M., Douglas T. Kenrick, Vladas Griskevicius, Joshua M. Tybur, **Kathleen D. Vohs**, and Daniel J. Beal (2011), "Peacocks, Porsches, and Thorstein Veblen: Conspicuous consumption as a sexual signaling system," *Journal of Personality and Social Psychology*, 100 (4), 664-680.
  60. Rawn, Catherine D. and **Kathleen D. Vohs** (2011), "People Use Self-Control To Risk Personal Harm: An Intra-Interpersonal Dilemma," *Personality and Social Psychology Review*, 15 (3), 267-289.
  61. Mead, Nicole L., Roy F. Baumeister, Tyler F. Stillman, Catherine D. Rawn, and **Kathleen D. Vohs** (2011), "Social Exclusion Causes People to Spend and Consume Strategically in the Service of Affiliation," *Journal of Consumer Research*, 35 (February), 902-919.

62. **Vohs, Kathleen D.**, Catrin Finkenauer and Roy F. Baumeister (2011), "The Sum of Friends' and Lovers' Self-Control Scores Predicts Relationship Quality," *Social Psychological and Personality Science*, 2 (2), 138-145.
63. Schmeichel, Brandon J., **Kathleen D. Vohs** and S. Cristina Duke (2011), "Self-Control at High and Low Levels of Mental Construal," *Social Psychological and Personality Science*, 2 (2), 182-189.
64. **Vohs, Kathleen D.**, Brian D. Glass, W. Todd Maddox, and Arthur B. Markman (2011), "Ego Depletion is Not Just Fatigue: Evidence from a Total Sleep Deprivation Experiment," *Social Psychological and Personality Science*, 2 (2), 166-173.
65. Hamilton, Ryan, **Kathleen D. Vohs**, Anne-Laure Sellier, and Tom Meyvis (2011), "Being of Two Minds: Switching Mindsets Exhausts Self-Regulatory Resources," *Organizational Behavior and Human Decision Processes*, 115 (May), 13-24.
66. Lee, Kyoungmi, Hakkyun Kim, and **Kathleen D. Vohs** (2011), "Stereotype Threat in the Marketplace: Consumer Anxiety and Purchase Intentions," *Journal of Consumer Research*, 38 (August), 343-357.
67. Yzer Marco C., **Kathleen D. Vohs**, Monica Luciana, Bruce N. Cuthbert, and Angus W. McDonald (2011), "Affective Antecedents of the Perceived Effectiveness of Antidrug Advertisements: An Analysis of Adolescents' Momentary and Retrospective Evaluations," *Prevention Science*, 12 (3), 278-288.
68. Fransen, Marieke L., Bob M. Fennis Ad T. H. Pruyn, and **Kathleen D. Vohs** (2011), "When Fit Fosters Favoring: The Role of Private Self-Focus," *Journal of Experimental Social Psychology*, 47 (Feb), 202-207.
69. Stillman, Tyler F., Frank D. Fincham, Nathaniel M. Lambert, Christa A. Phillips and **Kathleen D. Vohs** (2012), "The Material and Immaterial in Conflict: Spirituality Reduces Conspicuous Consumption Motives," *Journal of Economic Psychology*, 33, 1-7.
70. Teunissen, Hanneke, Renske Spijkerman, Tim Schoenmakers, **Kathleen D. Vohs**, and Rutger C. M. E. Engels (2012), "The Effect of Self-Control Depletion on Attentional Bias for Alcohol Cues in Male Heavy Drinkers," *Journal of Applied Social Psychology*, 42 (3), 776-792
71. Hofmann, Wilhelm, Roy F. Baumeister, Georg Förster, and **Kathleen D. Vohs** (2012), "Everyday Temptations: An Experience Sampling Study of Desire, Conflict, and Control," *Journal of Personality and Social Psychology*, 102 (6), 1318-1335.
72. Sweeny, Kate and **Kathleen D. Vohs** (2012), "On Near Misses and Completed Tasks: The Nature of Relief," *Psychological Science*, 23 (5), 464-468

73. Hofmann, Wilhelm, **Kathleen D. Vohs**, and Roy F. Baumeister (2012), "What People Desire, Feel Conflicted About, and Try to Resist in Everyday Life," *Psychological Science*, 23 (6), 582-588.
74. Rudd, Melanie, **Kathleen D. Vohs**, and Jennifer L. Aaker (2012), "Awe Expands People's Perception of Time, Alters Decision Making, and Enhances Well-Being," *Psychological Science*, 23 (10), 1130-1136.
75. Hedgcock, William M., **Kathleen D. Vohs**, and Akshay Rao (2012), "Reducing Self-Control Depletion Effects through Enhanced Sensitivity to Implementation: Evidence from fMRI and Behavioral Studies," *Journal of Consumer Psychology*, 22, 486-495.
76. Roese, Neal J. and **Kathleen D. Vohs** (2012), "Hindsight Bias," *Perspectives on Psychological Science*, 7 (5), 411-426.
77. **Vohs, Kathleen D.**, Roy F. Baumeister, and Brandon J. Schmeichel (2013), "Motivation, Personal Beliefs, and Limited Resources All Contribute to Self-Control," *Journal of Experimental Social Psychology*, 49, 184-188.
78. **Vohs, Kathleen D.**, Ji Park, and Brandon J. Schmeichel (2013), "Self-Affirmation Can Enable Goal Disengagement," *Journal of Personality and Social Psychology*, 104 (1), 14-27.
79. Yang, Qing, Xiaochang Wu, Xinyue Zhou, Nicole L. Mead, **Kathleen D. Vohs**, and Roy F. Baumeister (2013), "Diverging Effects of Clean Versus Dirty Money on Attitudes, Values, and Interpersonal Behavior," *Journal of Personality and Social Psychology*, 104 (3), 473-489.
80. Caruso, Eugene M., **Kathleen D. Vohs**, Brittani Baxter, and Adam Waytz (2013), "Mere Exposure to Money Increases Endorsement of Free Market Systems and Social Inequality," *Journal of Experimental Psychology: General*, 142 (May), 301-306.
81. Paharia, Neeru, **Kathleen D. Vohs**, and Rohit Deshpandé (2013), "Sweatshop Labor is Wrong Unless the Shoes are Cute: Cognition Can Both Help and Hurt Moral Motivated Reasoning," *Organizational Behavior and Human Decision Processes*, 121 (1), 81-88.
82. **Vohs, Kathleen D.**, Yajin Wang, Francesca Gino, and Michael I. Norton (2013), "Rituals Enhance Consumption," *Psychological Science*, 24 (September), 1860-1867
83. **Vohs, Kathleen D.**, Joseph P. Redden, and Ryan Rahinel (2013), "Physical Order Produces Healthy Choices, Generosity, Conventionality, Whereas Disorder Produces Creativity," *Psychological Science*, 24 (September), 1714-1721.
84. **Vohs, Kathleen D.**, Jaideep Sengupta and Darren W. Dahl (2014), "The Price Had Better Be Right: Women's Reactions to Sexual Stimuli Vary with Market Factors," *Psychological Science*, 25 (1), 278-283.

85. Ramsay, Ian, Marco Yzer, Monica Luciana, **Kathleen D. Vohs**, and Angus MacDonald (2013), "Affective and Executive Network Processing Associated with Persuasive Anti-Drug Messages," *Journal of Cognitive Neuroscience*, 25 (7), 1136-1147.
86. Baumeister, Roy F., **Kathleen D. Vohs**, Jennifer L. Aaker, and Emily N. Garbinsky (2013), "Some Key Differences between a Happy Life and a Meaningful Life," *Journal of Positive Psychology*, 8 (6), 505-516.
87. Buyukcan-Tetik, Asuman, Catrin Finkenauer, Sofie Kuppens, and **Kathleen D. Vohs** (2013), "Both Trust and Self-Control are Necessary to Prevent Intrusive Behaviors: Evidence from a Longitudinal Study of Married Couples," *Journal of Family Psychology*, 27 (4), 671-676.
88. Hofmann, Wilhelm, Maike Luhmann, Rachel R. Fisher, **Kathleen D. Vohs**, and Roy F. Baumeister (2014), "Yes, But Are They Happy? Effects of Trait Self-Control on Affective Well-Being and Life Satisfaction," *Journal of Personality*, 82 (4), 265-277.
89. Hofmann, Wilhelm, Marieke Adriaanse, **Kathleen D. Vohs**, and Roy F. Baumeister (2014), "Dieting and the Self-Control of Eating in Everyday Environments: An Experience Sampling Study," *British Journal of Health Psychology*, 19 (3), 523-539.
90. Xie, Wenwen, Boya Yu, Xinyue Zhou, Constantine Sedikides, and **Kathleen D. Vohs** (2014), "Money, Moral Transgressions, and Blame," *Journal of Consumer Psychology*, 24 (3), 299-306.
91. Molenberghs, Pascal, Rebecca Bosworth, Zoie Nott, Winnifred R. Louis, Joanne R. Smith, Catherine E. Amiot, **Kathleen D. Vohs**, and Jean Decety (2014), "The Influence of Group Membership and Individual Differences on Neural Responses When Punishing and Rewarding Others," *Human Brain Mapping*, 35 (10), 4989-4999.
92. Ainsworth, Sarah E., Roy F. Baumeister, Daniel Ariely and **Kathleen D. Vohs** (2014), "Ego Depletion Decreases Trust in Economic Decision Making," *Journal of Experimental Social Psychology*, 54 (September), 40-49.
93. Shariff, Azim F., Joshua D. Greene, Johan C. Karremans, Jamie Luguri, Cory J. Clark, Jonathan W. Schooler, Roy F. Baumeister and **Kathleen D. Vohs** (2014), "Free Will and Punishment: A Mechanistic View of Human Nature Reduces Retribution," *Psychological Science*, 25 (8), 1563-1570.
94. Lasaleta, Jannine D., Constantine Sedikides and **Kathleen D. Vohs** (2014), "Nostalgia Weakens the Desire for Money," *Journal of Consumer Research*, 41 (3), 713-729.
95. MacKenzie, Michael J., **Kathleen D. Vohs**, and Roy F. Baumeister (2014), "Disbelief in Free Will Decreases Feelings of Gratitude," *Personality and Social Psychology Bulletin*, 40 (12), 1423-1434.

96. Greenaway, Katherine, Katherine R. Storrs, Michael C. Philipp, Winnifred R. Louis, Matthew J. Hornsey, and **Kathleen D. Vohs** (2015), "Loss of Control Stimulates Approach Motivation," *Journal of Experimental Social Psychology*, 56 (January), 235-241.
97. Finkenauer, Catrin, Asuman Buyukcan-Tetik, Roy F. Baumeister, Kim Schoemaker, Meike Bartels, and **Kathleen D. Vohs** (2015), "Out of Control: Identifying the Role of Self-Control Strength in Family Violence," *Current Directions in Psychological Science*, 24 (4), 261-266.
98. **Vohs, Kathleen D.** and Roy F. Baumeister (2015), "Correcting Some Misrepresentations about Gender and Sexual Economics Theory: Comment on Rudman and Fetteroff (2014)," *Psychological Science*, 26 (9), 1522-1523.
99. Baumeister, Roy F., Jessica L. Alquist, and **Kathleen D. Vohs** (2015), "Illusions of Learning: Irrelevant Emotions Inflate Judgments of Learning," *Journal of Behavioral Decision Making*, 28 (2), 149-158.
100. **Vohs, Kathleen D.** (2015), "Money Priming Can Change People's Thoughts, Feelings, Motivations, and Behaviors: An Update on 10 Years of Experiments," *Journal of Experimental Psychology: General*, 144 (4), e86-e93
101. Gasiorowska, Agata, Lan N. Chaplin, Sandra Wygrab, Tomasz Zaleskiewicz, and **Kathleen D. Vohs** (2016), "Money Cues Increase Agency and Decrease Prosociality Among Children: Early Signs of Market Mode Behaviors," *Psychological Science*, 27 (3), 331-344.
102. Baumeister, Roy F., **Kathleen D. Vohs** and Gabriele Oettingen (2016), "Pragmatic Propection: How and Why People Think about the Future," *Review of General Psychology*, 20 (1), 3-16.
103. Savani, Krishna, Nicole L. Mead, Tyler Stillman, and **Kathleen D. Vohs** (2016), "No Match for Money: Even in Intimate Relationships and Collectivistic Cultures Reminders of Money Weaken Sociomoral Responses," *Self and Identity*, 15 (3), 342-355.
104. Polman, Evan and **Kathleen D. Vohs** (2016), "Decision Fatigue, Choosing for Others, and Self-Construal," *Social Psychological and Personality Science*, 7 (5), 471-478.
105. Bianchi, Emily C. and **Kathleen D. Vohs** (2016), "Social Class and Social Worlds: Income Affects the Frequency and Nature of Social Contact," *Social Psychological and Personality Science*, 7 (5), 479-486. \*Most read article in SPPS May, June, July 2016.
106. Ainsworth, Sarah E., Roy F. Baumeister and **Kathleen D. Vohs** (2016), "Differentiation of Individual Selves Facilitates Group-Level Benefits of Ultrasociality," *Behavioral and Brain Sciences*, 39, e93.



107. ten Brinke, Leanne, Dana R. Carney and **Kathleen D. Vohs** (2016), “Can Ordinary People Detect Deception After All?,” *Trends in Cognitive Sciences*, 20 (8), 579-588.
108. Donnelly, Grant E., Masha Ksendzova, Ryan T. Howell, **Kathleen D. Vohs**, and Roy F. Baumeister (2016), “Buying to Blunt Negative Feelings: Materialism as Escape from the Self,” *Review of General Psychology*, 20 (3), 272-316.
109. Loth, Katie A., Andrea B. Goldschmidt, Stephen A. Wonderlich, Jason M. Lavender, Dianne Neumark-Sztainer, and **Kathleen D. Vohs** (2016), “Could the Resource Depletion Model of Self-Control Help the Field to Better Understand Momentary Processes that Lead to Binge Eating?,” *International Journal of Eating Disorders*, 49 (11), 998-1001.
110. Baumeister, Roy F., Sarah E. Ainsworth and **Kathleen D. Vohs** (2016), “Are Groups More or Less than the Sum of their Members? The Moderating Role of Individual Identification,” Target article, *Behavioral and Brain Sciences*, 39, e137.  
doi:10.1017/S0140525X15000618.
111. Ainsworth, Sarah E., Roy F. Baumeister, and **Kathleen D. Vohs** (2016), “Differentiating Selves Facilitates Group Outcomes,” *Behavioral and Brain Sciences*, 39, e167.  
doi:10.1017/S0140525X15001697.
112. Baumeister, Roy F. and **Kathleen D. Vohs** (2016), “Misguided Effort with Elusive Implications,” *Perspectives on Psychological Science*, 11(4), 574-575.
113. Sarial-Abi, Gülen, **Kathleen D. Vohs**, Ryan Hamilton, and Aulona Ulqinaku (2017), “Stitching Time: Vintage Consumption Connects the Past, Present, and Future,” *Journal of Consumer Psychology*, 27 (2), 182-194.
114. Monroe, Andrew E., Sarah E. Ainsworth, **Kathleen D. Vohs**, and Roy F. Baumeister (2017), “Fearing the Future? Increasing Future-Oriented Thought Leads to Heightened Aversion to Risky Investments, Trust, and Immorality,” *Social Cognition*, 35 (1), 66-78.
115. Vonasch, Andrew J., Cory J. Clark, Stephan Lau, **Kathleen D. Vohs**, and Roy F. Baumeister (2017), “Ordinary People Associate Addiction with Loss of Free Will,” *Addictive Behaviors Reports*, 5, 56-66.
116. Martin, Nathan, Davide Rigoni, and **Kathleen D. Vohs** (2017), “Free Will Beliefs Predict Attitudes toward Unethical Behavior and Criminal Punishment: A Global Analysis,” *Proceedings of the National Academy of Sciences of the United States of America*, 114 (28), 7325-7330.
117. Baumeister, Roy F., Tania Reynolds, Bo Winegard and **Kathleen D. Vohs** (2017), “Competing for Love: Applying Sexual Economics Theory to Mating Contests,” *Journal of Economic Psychology*, 63, 230-241.

118. Vonasch, Andrew J., **Kathleen D. Vohs**, Anastasiya P. Ghosh, and Roy F. Baumeister (2017), “Ego Depletion Induces Mental Passivity: Behavioral Effects Beyond Impulse Control Motivation Science,” *Self and Identity*, 3 (4), 321-336.
119. Banker, Sachin, Sarah E. Ainsworth, Roy F. Baumeister, Dan Ariely, and **Kathleen D. Vohs** (2017), “The Sticky Anchor Hypothesis: Ego Depletion Increases Susceptibility to Situational Cues,” *Journal of Behavioral Decision Making*, 30 (5), 1027-1040.
120. Stenstrom, Eric, John Dinsmore, Johnathan Kuntsman, and **Kathleen D. Vohs** (2018), “The Effects of Money Exposure on Testosterone and Risk-Taking, and the Moderating Role of Narcissism,” *Personality and Individual Differences*, 123 (March), 110-114.
121. Baumeister, Roy F., Heather M. Maranges, and **Kathleen D. Vohs** (2018), “Human Self as Information Agent: Functioning in a Social Environment Based on Shared Meanings,” *Review of General Psychology*, 22 (1), 36-47.
122. Trendel, Olivier, Marc Mazodier, and **Kathleen D. Vohs** (2018), “Making Warnings About Misleading Advertising and Product Recalls More Effective: An Implicit Attitude Perspective,” *Journal of Marketing Research*, 55 (2), 265-276.
123. Wiese, C. W., Tay, L. Duckworth, A., D'Mello, S., Kuykendall, L., Hofmann, W., Baumeister, R. F., & **Kathleen D. Vohs** (in press), “Too Much of a Good Thing? Exploring the Inverted-U Relationship between Self-Control and Happiness,” *Journal of Personality*.
124. Mead, Nicole L., Roy F. Baumeister, Anika Stuppy, and **Kathleen D. Vohs** (in press), “Power Increases the Socially Toxic Component of Narcissism Among Individuals with High Baseline Testosterone,” *Journal of Experimental Psychology: General*, 147(4), 591-596.
125. Rudd, Mel, Christian Hildebrand and **Kathleen D. Vohs** (in press), “Inspired to Create: Awe Enhances Openness to Learning and the Desire for Experiential Creation,” *Journal of Marketing Research*.

### 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 Thomas E. Joiner, Jr. and M. David Rudd (Eds.), *Suicide science: Expanding boundaries*, Boston, MA: Kluwer Academic Publishing, 33-42.
3. Heatherton, Todd F. and **Kathleen D. Vohs** (2000), “Self-Esteem,” In Edgar F. Borgatta and Rhonda J.V. Montgomery (Eds.), *Encyclopedia of sociology 2nd Edition*, 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 C. Richard Snyder and Shane J. Lopez (Eds.), *Handbook of positive psychology*, New York, NY: Oxford University Press, 608-628.
7. Baumeister, Roy F. and **Kathleen D. Vohs** (2003), "Willpower, Choice, and Self-Control," In George Loewenstein, Daniel Read, and Roy F. Baumeister (Eds.), *Time and decision: Economic and psychological perspectives on intertemporal choice*, 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 Mark R. Leary, and June Price Tangney (Eds.), *Handbook of self and identity*, New York, NY: Guilford Press, 197-217.
9. **Vohs, Kathleen D.** and Roy F. Baumeister (2004), "Understanding Self-Regulation: An Introduction," In Roy F. Baumeister and Kathleen D. Vohs (Eds.), *Handbook of Self-Regulation: Research, theory, and applications*, New York, NY: Guilford Press, 1-9.
10. **Vohs, Kathleen D.** and Natalie J. Ciarocco (2004), "Interpersonal Functioning Requires Self-Regulation," In Roy F. Baumeister and Kathleen D. Vohs (Eds.), *Handbook of Self-Regulation: Research, theory, and applications*, New York, NY: Guilford Press, 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 (Eds.), *Handbook of Self-Regulation: Research, theory, and applications*, New York, NY: Guilford Press, 509-524.
12. Baumeister, Roy F. and **Kathleen D. Vohs** (2004), "Four Roots of Evil," In Arthur G. Miller (Ed.) *The social psychology of good and evil: Understanding our capacity for kindness and cruelty*, New York, NY: Guilford Press, 85-101.
13. **Vohs, Kathleen D.** and Roy F. Baumeister (2004), "Sexual Passion, Intimacy, and Gender," In Debra Mashek and Arthur Aron (Eds.), *Handbook of closeness and intimacy*, Mahwah, NJ: Erlbaum, 189-199.
14. **Vohs, Kathleen D.** and Roy F. Baumeister (2004), "Ego-Depletion, Self-Control, and Choice," In Jeff Greenberg, Sander Leon Koole, and Tom Pyszczynski (Eds.), *Handbook of experimental existential psychology*, 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 John Harvey, Susan Sprecher, and Amy Wenzel (Eds.), *Handbook of sexuality in close relationships*, Mahwah, NJ: Erlbaum. 455-474.
16. **Vohs, Kathleen D.** and Roy F. Baumeister (2004), "Self-Control," In Celia Spielberg (Ed.) *Encyclopedia of applied psychology*, 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 Christopher Peterson and Martin E.P. Seligman (Eds.), *Character strengths and virtues*, 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 Abraham Tesser, Joanne V. Wood, and Diederik Stapel (Eds.), *On building, defending and regulating the self*, 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 Cornelia Pechmann and L. L. Price *Advances in Consumer Research*, 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 (Eds.), *Cognitive Vulnerability to Emotional Disorders*, Hillsdale N.J.: Erlbaum, 329-364.
24. Finkel, Eli J. and **Kathleen D. Vohs** (2006), "Introduction: Self and Relationships," In (Eds.), *Self and relationships: Connecting intrapersonal and interpersonal processes*, New York: Guilford Press, 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 (Eds.), *Self and relationships: Connecting intrapersonal and interpersonal processes*, New York, NY: Guilford Press, 84-103.

26. Rawn, Catherine D. and **Kathleen D. Vohs** (2006), "The Importance of Self-Regulation for Interpersonal Functioning," In (Eds.), *Self and relationships: Connecting intrapersonal and interpersonal processes*, New York, NY: Guilford Press, 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 Joseph P. Forgas (Ed.) *The role of affect in social thinking and behavior*, New York: Psychology Press, 143-160.
29. **Vohs, Kathleen D.** (2006), "Entries on Social Psychology," In Gary R. VandenBos (Ed.) *The APA dictionary of psychology*, 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 (Eds.), *Social psychology: Handbook of basic principles (2nd Edition)*, New York, NY: Guilford Press, 515-539.
32. **Vohs, Kathleen D.** (2007), "Need to Belong," In (Eds.), *Encyclopedia of Social Psychology*, Thousand Oaks, CA: Sage, 615-617.
33. **Vohs, Kathleen D.** (2007), "Barnum Effect," In Roy F. Baumeister and Kathleen D. Vohs (Eds.), *Encyclopedia of Social Psychology*, Thousand Oaks, CA: Sage, 101-102.
34. **Vohs, Kathleen D.** (2007), "Sexual Economics," In Roy F. Baumeister and Kathleen D. Vohs (Eds.), *Encyclopedia of Social Psychology*, 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 Constantine Sedikides and Steven Spencer (Eds.), *Frontiers in social psychology: The self*, 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 James Shah and Wendi Gardner (Eds.), *Handbook of Motivational Science*, New York: Guilford Press, 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 (Ed.) *Advances in Psychology Research*, 53, 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 (Eds.), *Researching the Self: Interdisciplinary Perspectives*, 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 (Eds.), *Researching the Self: Interdisciplinary Perspectives*, 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 (Eds.), *Do emotions help or hurt decision making? A Hedgefoxian perspective*, New York: Russell Sage Foundation Press, 157-182.
  42. Loewenstein, George, **Kathleen D. Vohs**, and Roy F. Baumeister (2007), "Introduction: The Hedgefox," In Kathleen D. Vohs, Roy F. Baumeister, and George Loewenstein (Eds.), *Do emotions help or hurt decision making? A Hedgefoxian perspective*, New York: Russell Sage Foundation Press, 15-31.
  43. **Vohs, Kathleen D.**, Roy F. Baumeister, and Dianne M. Tice (2008), "Self-Regulation: Goals, Consumption, and Choices," In (Eds.), *Handbook of Consumer Psychology*, New York: LEA/Psychology Press, 349-366.
  44. 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.
  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. Baumeister, Roy F., C. Nathan DeWall, and **Kathleen D. Vohs** (2009), "Social Rejection, Control, Numbness, and Emotion: How Not To Be Fooled by Gerber and Wheeler (2009)," *Perspectives in Psychological Science*, 4 (5), 489-493.
49. **Vohs, Kathleen D.** (2009), "Better Know a Marketing Professor," *Dialogue: Newsletter of the Society for Personality and Social Psychology*, 24 (1), 6-7.
50. 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.
51. Baumeister, Roy F., C. Nathan DeWall, **Kathleen D. Vohs**, and Jessica L. Alquist (2010), "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.), *Then a Miracle Occurs: Focusing on Behavior in Social Psychological Theory and Research*, New York: Oxford University Press, 119-136.
52. **Vohs, Kathleen D.** (2010), "The Mere Thought of Money Makes You Feel Less Pain," *Harvard Business Review*, 88 (3), 28-29.
53. Roese, Neal J. and **Kathleen D. Vohs** (2010), "The Visualization Trap," *Harvard Business Review*, 88 (5), 26.
54. **Vohs, Kathleen D.** (2010), "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, 66-81.
55. Mele, Alfred R., **Kathleen D. Vohs**, and Roy F. Baumeister (2010), "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. 1-7.
56. **Vohs, Kathleen D.** and Mary Frances Luce (2010), "Judgment and Decision Making," In Roy F. Baumeister and Eli J. Finkel (Eds.), *Advanced Social Psychology: The State of the Science*, New York: Oxford University Press, 733-756.
57. Rawn, Catherine D. and **Kathleen D. Vohs** (2011), "When People Strive for Self-Harming Goals: Sacrificing Personal Health for Interpersonal Success," In Kathleen D. Vohs and Roy F. Baumeister, (Eds.), *Handbook of Self-Regulation: Research, Theory, and Applications*, New York: Guilford, 374-389.
58. **Vohs, Kathleen D.** and Roy F. Baumeister (2011), "What's the Use of Happiness? It Can't Buy You Money," *Journal of Consumer Psychology*, 21 (2), 139-141.

59. **Vohs, Kathleen D.** and Ayelet Fishbach (2011), "Self-Regulation," In Jagdish Sheth and Naresh K. Malhotra (Eds.), *Wiley International Encyclopedia of Marketing*, Vol. 3, Chichester, UK: John Wiley & Sons, 231-238.
60. Faber, Ronald J. and **Kathleen D. Vohs** (2011), "Impulsive and Compulsive Buying," In Joseph Alba (Ed.) *Marketing Insights from Consumer Research*, Cambridge, MA: Marketing Science Institute, 93-96.
61. Faber, Ronald J. and **Kathleen D. Vohs** (2012), "A Model of Self-Regulation: Insights for Impulsive and Compulsive Problems with Eating and Buying," In David Mick, Simone Pettigrew, Julie L. Ozanne, and Cornelia Pechmann (Eds.), *Transformative Consumer Research for Personal and Collective Wellbeing*. New York: Taylor and Frances, 467-484.
62. Dahl, Darren W., Jaideep Sengupta, and **Kathleen D. Vohs** (2011), "Sex in Advertising ... only on Mars and not on Venus?," *Marketing Intelligence Review-GFK*, 3(1), 54-57.
63. Baumeister, Roy F. and **Kathleen D. Vohs** (2012), "Self-Regulation and the Executive Function of the Self," In Mark R. Leary and June Price Tangney (Eds.), *Handbook of self and identity*, 2<sup>nd</sup> edition, New York, NY: Guilford, 180-197.
64. Baumeister, Roy F. and **Kathleen D. Vohs** (2012), "Introduction to New Directions in Social Psychology," In Roy F. Baumeister and Kathleen D. Vohs (Eds.), *New Directions of Social Psychology, Volumes I – V*. SAGE Library of Social Psychology. London: SAGE Publications.
65. Baumeister, Roy F. and **Kathleen D. Vohs** (2012), "What Do We Know about Self and Identity?" In Kathleen D. Vohs and Roy F. Baumeister (Eds.), *Self and Identity, Volumes I – IV*. SAGE Library of Social Psychology. London: SAGE Publications.
66. Aaker, Jennifer L., Emily N. Garbinsky, and **Kathleen D. Vohs** (2012), "Cultivating Admiration in Brands: Warmth, Competence, and Landing in the 'Golden Quadrant,'" *Journal of Consumer Psychology*, 22 (2), 191-194.
67. Baumeister, Roy F. and **Kathleen D. Vohs** (2012), "Sexual Economics, Culture, Men, and Modern Sexual Trends," *Society*, 49 (6), 520-524.
68. **Vohs, Kathleen D.** (2013), "The Poor's Poor Mental Power," *Science*, 341, 969-970.
69. **Vohs, Kathleen D.** (2013), "It's Not 'Mess.' It's Creativity," *New York Times*, Sunday September 15, 2013, Sunday Review section, 12.
70. Baumeister, Roy F. and **Kathleen D. Vohs** (2013), "Recent Empirical Findings on Meaning and How It Differs from Happiness: A Socially Psychological Perspective," *The International Forum for Logotherapy*, 36 (2), 87-94.



71. **Vohs, Kathleen D.** (2014), "Touching Boxers Makes Women Think Differently: Sexy Objects Encourage People To Seek Immediate Rewards," *Scientific American* blog.
72. Schooler, Jonathan, Thomas Nadelhoffer, Eddy Nahmias, Eddy, and **Kathleen D. Vohs** (2014), "Measuring and Manipulating Beliefs about Free Will and Related Concepts: The Good, the Bad, and the Ugly," In Alfred Mele (Ed.) *Surrounding Free Will: Philosophy, Psychology, Neuroscience*, New York, NY: Oxford University Press, 72-94.
73. Shariff, Azim F. and **Kathleen D. Vohs** (2014), "The World Without Free Will," *Scientific American*, 310 (June), 76-79. \*Winner of Free Will Essay Prize, Big Questions in Free Will, Templeton Foundation.
74. Baumeister, Roy F., E. J. Masicampo and **Kathleen D. Vohs** (2015), "Conscious Thoughts and the Causation of Behavior," In M. Mikulincer, P. Shaver (Eds.), E. Borgida, and J. Bargh (Assoc. Eds.), *APA handbook of personality and social psychology: Vol. 1. Attitudes and social cognition*. Washington, DC: American Psychological Association.
75. Baumeister, Roy F., **Kathleen D. Vohs** and EJ Masicampo (2014), "Maybe It Helps To Be Conscious, After All: Commentary on Newell and Shanks," *Behavioral and Brain Sciences*, 37 (1), 20-21.
76. **Kathleen D. Vohs** (2014), "Belief in Free Will Supports Ethical Behavior." Piece for Slate.com's Big Ideas Series. <http://www.slate.com/bigideas/are-we-free/essays-and-opinions/kathleen-vohs-opinion>
77. Lopez, Richard B., Dylan D. Wagner, **Kathleen D. Vohs**, and Todd F. Heatherton (2015), "Self-Regulatory Strength: Neural Mechanisms and Implications for Training," In Guido H. E. Gendolla, Mattie Tops, and Sander L. Koole (Eds.), *Biobehavioral Foundations of Self-Regulation*. New York: Springer, 43-54.
78. Hofmann, Wilhelm, Hiroki P. Kotabe, **Kathleen D. Vohs** and Roy F. Baumeister (2015), "Desire and Desire Regulation," In Wilhelm Hofmann and Loren F. Nordgren (Eds.), *The Psychology of Desire*, New York: Guilford, 61-81.
79. **Vohs, Kathleen D.** (2015), "Review of *Mindwise: Why We Misunderstand What Others Think, Believe, Feel, and Want*" by Nicholas Epley, *Society for Personality and Social Psychology Newsletter*, October 22, 2015.
80. Hofmann, Wilhelm and **Kathleen D. Vohs** (2016), "Desire and Self-Regulation," In Kathleen D. Vohs and Roy F. Baumeister (Eds.), *Handbook of Self-Regulation research: Research, theory, and application* (3rd edition), New York: Guilford, x-xii.
81. **Vohs, Kathleen D.** and Roy F. Baumeister (2016), "Handbook of Self-Regulation: An Introduction," *Handbook of Self-Regulation research: Research, theory, and application* (3rd edition), New York: Guilford, 76-94.

82. Baumeister, Roy F. and **Kathleen D. Vohs** (2016), "Introduction to Special Issue: The Science of Proscription," *Review of General Psychology*, 20, 1-2.
83. Chaplin, Lan N., **Kathleen D. Vohs** and Agata Gasiorowska (2016), "Even Small Children are Less Helpful After Touching Money: Contact with Currency Shifts our Behavior," *Scientific American* blog.
84. Monroe, Andrew E., **Kathleen D. Vohs** and Roy F. Baumeister (2016)," Free Will Evolved for Morality and Culture," In Arthur Miller (Ed.), *The Social Psychology of Good and Evil* (2nd ed), New York: Guilford Press, 41-51.
85. Lee, Angela Y. and **Kathleen D. Vohs** (2016), "Introduction to Special Issue on the Science of Hedonistic Consumption," *Journal of the Association of Consumer Research*, 1 (4), 477-478.
86. Baumeister, Roy F. and **Kathleen D. Vohs** (2016), "Strength Model of Self-Regulation as Limited Resource: Assessment, Controversies, Updates," In James Olson and Mark Zanna (Eds.), *Advances in Experimental Social Psychology* Vol 54, Cambridge MA: Academic Press, 67-127.
87. Hagtvedt, Henrik and **Kathleen D. Vohs** (2017), "Art Enhances Meaning by Stimulating Integrative Complexity and Aesthetic Interest," *Behavioral and Brain Sciences*, 34 (2), 430-441.
88. Baumeister, Roy F. and **Kathleen D. Vohs** (2018), "Revisiting Our Reappraisal of the (Surprisingly Few) Benefits of High Self-Esteem," *Perspectives on Psychological Science*, 13 (2), 137-140.
89. Baumeister, Roy F., Dianne M. Tice, and **Kathleen D. Vohs** (2018), "The Strength Model of Self-Regulation: Conclusions from the Second Decade of Willpower Research," *Perspectives on Psychological Science*, 13 (2), 141-145.
90. **Vohs, Kathleen D.**, Jennifer L. Aaker and Rhia Catapano (in press), "It's Not Going To Be that Fun: Negative Experiences Can Add Meaning to Life," *Current Opinion in Psychology*.

### **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 Hedgfoxian Perspective*. New York: Russell Sage Foundation Press.
5. Baumeister, Roy F., Alfred R. Mele, and **Kathleen D. Vohs** (2010), *Free Will and Consciousness: How Might They Work*, New York: Oxford University Press.
6. **Vohs, Kathleen D.** and Roy F. Baumeister (2011), *Handbook of Self-Regulation: Research, Theory, and Applications* (2<sup>nd</sup> edition). New York, NY: Guilford.
7. Baumeister, Roy F. and **Kathleen D. Vohs** (2012), *New Directions of Social Psychology, Volumes I – V*. SAGE Library of Social Psychology. London: SAGE Publications.
8. **Vohs, Kathleen D.** and Roy F. Baumeister (2012), *Self and Identity, Volumes I – IV*. SAGE Library of Social Psychology. London: SAGE Publications.
9. **Vohs, Kathleen D.** and Roy F. Baumeister (2016), *Handbook of Self-Regulation: Research, Theory, and Applications* (3rd edition). New York: 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.

#### **Journal Editorships**

**Vohs, Kathleen D.** and Roy F. Baumeister (2007), Emotion and Decision Making: Special Issue. *Review of General Psychology*, 11 (2).

Baumeister, Roy F. and **Kathleen D. Vohs** (2016), The Science of Propection: Special Issue. *Review of General Psychology*, 20 (1).

#### **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.

**Vohs, Kathleen D.** and Roy F. Baumeister (January 2014), *Meaning of money*. Russell Sage Foundation, New York City.

Baumeister, Roy F. and **Vohs, Kathleen D.** (October 2014), *Science of prospection*. Sponsored by John Templeton Foundation, Barcelona.

**Vohs, Kathleen D.** (May 2015) Association for Psychological Science Annual Convention, social area program chair. New York City. 5,000 Attendees.

Baumeister, Roy F. and **Vohs, Kathleen D.** (April 2016), *Meaning of meaning*. Sponsored by John Templeton Foundation, Barcelona.

**Vohs, Kathleen D.** (May 2016) Association for Psychological Science Annual Convention, social area program chair. Chicago. 4,400 Attendees.

**Vohs, Kathleen D.** (May 2017) Association for Psychological Science Annual Convention, social area program chair. Boston.

### **Competitive Presentations**

1. Heatherton, Todd F., and **Kathleen D. Vohs** (October, 1997), Do We Really Love Those Who Love Themselves? New England Social Psychological Association, Williams College, Williamstown, MA.
2. Heatherton, Todd F., and **Kathleen D. Vohs** (October, 1997), The Exhausted Executor Gives Into Temptation. Society of Experimental Social Psychology, Toronto, Ont.
3. Heatherton, Todd F., and **Kathleen D. Vohs** (May, 1998), The Exhausted Executor Gives Into Temptation. American Psychological Society, Washington, DC.
4. Joiner, Thomas E., Jr., **Kathleen D. Vohs** Anna M. Bardone, Lyn Y. Abramson, and Todd F. Heatherton (November, 1998), Perfectionism, Perceived Weight Status, and Self-Esteem: Predicting Bulimic Symptoms. Society for Psychopathology Research, Boston, MA.
5. **Vohs, Kathleen D.**, Thomas E. Joiner Jr., Anna M. Bardone, and Lyn Y. Abramson (February, 2000), Predicting Bulimic Symptoms From Perfectionism, Perceived Weight Status, and Self-Esteem. Society for Personality and Social Psychology, Nashville, TN.
6. **Vohs, Kathleen D.**, and 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.
7. Joiner, Thomas E., Marisol Perez, **Kathleen D. Vohs**, Zachary R. Voelz, John W. Pettit, Anna M. Bardone, Jennifer Katz, Lyn Y. Abramson, and 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.

8. Abramson, Lyn, Anna Bardone, **Kathleen D. Vohs**, Thomas Joiner, and 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.
9. Schmeichel, Brandon J., and **Kathleen D Vohs** (May, 2001), Self-Regulation and Subjective Time Experience. Midwestern Psychological Association, Chicago, IL.
10. Baumeister, Roy F., and **Kathleen D Vohs** (May, 2001), Self-Regulation and Intertemporal Choice. Intertemporal Choice Meeting, New York City, NY.
11. **Vohs, Kathleen D.** (June, 2001), Nonconscious Self-Regulation: A Resource Depletion Approach. American Psychological Society, Toronto, Ont.
12. **Vohs, Kathleen D.**, and 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, WA.
13. **Vohs, Kathleen D.**, and 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)
14. **Vohs, Kathleen D.**, and 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.
15. **Vohs, Kathleen D.**, and Ronald Faber. (October, 2002), Self-Regulation and Impulsive Spending Patterns. Association for Consumer Research, Atlanta, GA.
16. **Vohs, Kathleen D.**, and Brandon J. Schmeichel. (October, 2002), Self-Regulation and the Subjective Experience of Time. Self Preconference at Society for Experimental Social Psychology, Columbus, OH.
17. **Vohs, Kathleen D.**, and 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.
18. **Vohs, Kathleen D.**, Natalie J. Ciarocco, and 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.
19. **Vohs, Kathleen D.**, and 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)

20. Baumeister, Roy F., and **Kathleen D. Vohs**. (November 2003), Decision Fatigue: Making Choices Consumes a Limited Resource. Society for Judgment and Decision Making, Vancouver, BC.
21. **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)
22. **Vohs, Kathleen D.** (February 2004), Do We Love Those Who Love Themselves? American Association for the Advancement of Science, Seattle, WA.
23. **Vohs, Kathleen D.**, Roy F. Baumeister, and 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.
24. **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.
25. **Vohs, Kathleen D.**, Roy F. Baumeister, Jean M. Twenge, Brandon Schmeichel, and Dianne Tice. (January, 2005), Decision Fatigue: Making Choices Consumes a Limited Resource. Society for Personality and Social Psychology, New Orleans, LA.
26. **Vohs, Kathleen D.** (March 2005), Self-Esteem, Threat, and Interpersonal Perceptions: Using the Interpersonal Context to Change Feelings About the Self. 8<sup>th</sup> Annual Sydney Symposium of Social Psychology (“Hearts and Minds”), Sydney, New South Wales.
27. DeWall, Nathan C., **Kathleen D. Vohs**, and 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.
28. **Vohs, Kathleen D.**, Nicole L. Mead, Brandon Schmeichel and 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.
29. **Vohs, Kathleen D.** and Jennifer Crocker. (November 2005), Two Faces of Choice. Society for Judgment and Decision Making. Toronto Ont, Canada.
30. **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.

31. **Vohs, Kathleen D.** and 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).
32. **Vohs, Kathleen D.**, Nicole L. Mead, Brandon Schmeichel, and Sabrina Bruyneel (February 2006), Self-Regulatory Resource Depletion Leads to More Extreme Emotions and Judgments. Society for Consumer Psychology, Miami, FL (Carnival Cruise Lines).
33. **Vohs, Kathleen D.** (May 2006), Making Choices Impairs Self-Regulation: A limited-Resource Approach. Association for Psychological Science, New York.
34. **Vohs, Kathleen D.** and Jungkeun Kim (September 2006), The Bidirectional Nature of Making Choices and Self-Regulation. Association for Consumer Research, Orlando, FL.
35. **Vohs, Kathleen D.** and Matthew Gailliot (September 2006), A Loss of Self-Regulatory Resources Makes People Passive. Association for Consumer Research, Orlando, FL.
36. 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.)
37. **Vohs, Kathleen D.** (June 2007), "Money Changes Personal and Interpersonal Behavior," Fundamental Dimensions of Social Judgment meeting, Namur, Belgium.
38. **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.
39. **Vohs, Kathleen D.** (October 2007), "How Money Transforms Social Relations," Society for Experimental Social Psychology, Chicago IL.
40. **Vohs, Kathleen D.**, Mead, Nicole L., and Goode, Miranda R. (October 2007), "Money Changes the Self," Association for Consumer Research, Memphis TN. (Vohs chaired the session.)
41. **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.
42. **Vohs, Kathleen D.**, Finkenauer, Catrin, and Burger, Nina (October 2007), "Sexual Behavior as Predicted by a Social Exchange Model: Three Tests of Sexual Economics. Association for Consumer Research, Memphis TN.
43. Mead, Nicole L., **Vohs, Kathleen D.**, Baumeister, Roy F., and Rawn, Catherine D. (October 2007), "Reconnection Through Consumption: Socially Excluded People Adapt

Consumption Patterns to Serve Affiliation Needs. Association for Consumer Research, Memphis TN.

44. **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.
45. **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.
46. **Vohs, Kathleen D.** (January 2008), “Self-Regulation and Selfishness,” Kurt Lewin Institute Workshop, Radboud University, Nijmegen, NL.
47. 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.)
48. **Vohs, Kathleen D.** (June 2008), “Self-Regulation and Impression Management: A Resource Depletion Account,” European Association for Experimental Social Psychology, Opatija, Croatia.
49. **Vohs, Kathleen D.** and Roy F. Baumeister (June 2008), “Effects of Power on Self-Control,” European Association for Experimental Social Psychology, Opatija, Croatia.
50. **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.
51. **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.
52. **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.
53. 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.
54. 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.



55. **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.
56. **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.
57. **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.)
58. **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.)
59. **Vohs, Kathleen D.**, On Amir and Ravi Dhar (February 2009), “Self-Regulatory Resource Depletion and Risk Aversion,” Society for Consumer Psychology, San Diego, CA.
60. Hedgcock, W., **Kathleen D. Vohs**, Akshay Rao (September 2009), “Neurological Correlates of Diminished Self-Control,” Neuroeconomics, Evanston, IL.
61. **Vohs, Kathleen D.** (October 2009), “Small Reminders of Money Alter Pain Perceptions,” Society for Medical Decision Making, Hollywood, CA.
62. **Vohs, Kathleen D.** (October 2009), “Social Rejection, Physical Pain, and Desire For Money,” Association for Consumer Research, Pittsburgh, PA.
63. 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.
64. **Vohs, Kathleen D.**, Xinyue Zhou, and Roy F. Baumeister (January 2010), “Money Reminders Affect Social and Physical Pain,” Society for Personality and Social Psychology, Las Vegas. (Vohs co-chaired the session.)
65. Schmeichel, Brandon J. and **Kathleen D. Vohs** (January 2010), “Low Levels of Construal and Ego Depletion Can Improve Self-Control,” Society for Personality and Social Psychology, Las Vegas.
66. **Vohs, Kathleen D.**, Xinyue Zhou, and Roy F. Baumeister (June 2010), “Money is More than a Financial Resource: Merely Thinking About Money Lessens Pain,” European Marketing Academy (EMAC), Copenhagen, Denmark.

67. Yzer, Marco, **Vohs, Kathleen D.**, Luciana, Monica, Faber, Ronald, Cuthbert, Bruce, and MacDonald, Angus (June 2010), "Affective Antecedents of the Perceived Effectiveness of Antidrug Advertisements: An Analysis of Adolescents, Momentary and Retrospective Evaluations," International Communication Association's Matters of Communication: Political, Cultural and Technological Challenges. Singapore.
68. **Vohs, Kathleen D.**, Roy F. Baumeister and E. J. Masicampo (October 2010), "Does Consciousness Cause Behavior?" Society for Experimental Social Psychology annual meeting, Minneapolis MN. (Vohs chaired the session.)
69. **Vohs, Kathleen D.** and Converse, B. A. (October 2010), "On Ignorance and Confusion in Goal Pursuit," Society for Experimental Social Psychology annual meeting, Minneapolis MN. (Vohs and Converse chaired the session.)
70. Paharia, Neeru, Rohit Deshpandé and **Kathleen D. Vohs** (October 2010), "Sweatshop Labor is Wrong Unless the Jeans are Really Cute: Motivated Moral Disengagement," Association for Consumer Research annual meeting, Jacksonville, FL.
71. Mead, Nicole L. Roy F. Baumeister, **Kathleen D. Vohs**, Tyler F. Stillman and Catherine D. Rawn (October 2010), "Does a Broken Heart Lead to an Empty Wallet? Exclusion Increases Willingness to Pay for Unappealing and Illegal Products," Association for Consumer Research annual meeting, Jacksonville, FL.
72. Sundie, Jill, **Kathleen D. Vohs** and Vladus Griskevicius (October 2010), "Peacocks, Porsches and Thorstein Veblen: Conspicuous Consumption as a Mating Signaling System," Association for Consumer Research annual meeting, Jacksonville, FL.
73. Aaker, J., **Kathleen D. Vohs** and Cassie Mogilner (October 2010), "Non-Profits Are Seen as Warm and For-Profits as Competent: Firm Stereotypes Matter," Association for Consumer Research annual meeting, Jacksonville, FL.
74. **Vohs, Kathleen D.**, Catrin Finkenauer and Roy F. Baumeister (January 2011), "The Sum of Friends' and Lovers' Self-Control Scores Predicts Relationship Quality," Society for Personality and Social Psychology annual meeting, San Antonio, TX. (Vohs co-chaired the session.)
75. **Vohs, Kathleen D.** (June 2011), "The Psychology of Money," International Conference on Behavioral Decision Making, Herzliya, Israel.
76. Hofmann, Wilhelm, **Kathleen D. Vohs** and Roy Baumeister (October 2011), "Everyday Temptations: An Experience Sampling Study on How People Control Their Desires," Association for Consumer Research Annual Conference, St. Louis. (Vohs chaired the session.)

77. Lasaleta, Jannine, **Kathleen D. Vohs** and Constantine Sedikides (October 2011), “Nostalgia Weakens the Desire for Money,” Association for Consumer Research Annual Conference, St. Louis.
78. **Vohs, Kathleen D.**, Roy Baumeister, Nicole Mead, Suresh Ramanathan and Brandon Schmeichel (October 2011), “Engaging in Self-Control Intensifies Desires and Feelings,” Association for Consumer Research Annual Conference, St. Louis. (Vohs chaired the session.)
79. **Vohs, Kathleen D.** and Ezgi Akpınar (October 2011), “Can Religion and Money Substitute for Each Other?” Association for Consumer Research Annual Conference, St. Louis.
80. **Vohs, Kathleen D.** (January 2012), “Money talks,” Competitive presentation at Society for Personality and Social Psychology Annual Meeting, San Diego. (Vohs chaired the session.)
81. **Vohs, Kathleen D.** and Roy F. Baumeister (January 2012), “A Rollercoaster Named Desire: The Interplay of Motivation and Self-Regulation,” Session organized at the Society for Personality and Social Psychology Annual Meeting, San Diego.
82. Hofmann, Wilhelm, **Kathleen D. Vohs** and Roy F. Baumeister (January 2012), “Getting Beeped With the Hand In The Cookie Jar: Sampling Desire, Conflict, and Self-Control in Everyday Life,” Competitive presentation at Society for Personality and Social Psychology Annual Meeting, San Diego. (Vohs chaired the session.)
83. Baumeister, Roy F., **Kathleen D. Vohs**, Nicole L. Mead, Suresh Ramanathan, Wilhelm Hofmann, and Brandon J. Schmeichel (January 2012), “What Depletion Feels Like: All Desires and Urges Are Amplified,” Competitive presentation at Society for Personality and Social Psychology Annual Meeting, San Diego. (Vohs chaired the session.)
84. **Vohs, Kathleen D.**, Wilhelm Hofmann, and Roy F. Baumeister (May 2012), “Getting Beeped With the Hand In The Cookie Jar: Sampling Desire, Conflict, and Self-Control in Everyday Life,” Competitive presentation at Association for Psychological Science Annual Meeting, Chicago. (Vohs chaired the session.)
85. Baumeister, Roy F., **Kathleen D. Vohs**, Nicole L. Mead, Suresh Ramanathan, Wilhelm Hofmann, and Brandon J. Schmeichel (May 2012), “What Depletion Feels Like: All Desires and Urges Are Amplified,” Competitive presentation at Association for Psychological Science Annual Meeting, Chicago. (Vohs chaired the session.)
86. **Vohs, Kathleen D.**, Cassie Mogilner, George Newman, and Jennifer Aaker (October 2012), “Reminders of Money Focus People on What’s Functional,” Association for Consumer Research Annual Conference, Vancouver, BC. (Vohs co-chaired the session.)

87. **Vohs, Kathleen D.**, Qing Yang, Xiaochang Wu, Nicole Mead, and Roy F. Baumeister (October 2012), “Clean and Dirty Money Produce Wildly Different Effects on Behavior,” Association for Consumer Research Annual Conference, Vancouver, BC. (Vohs co-chaired the session.)
88. Sarial-Abi, Gülen and **Kathleen D. Vohs** (October 2012), “The Mere Presence of Money Motivates Goal Achievement,” Association for Consumer Research Annual Conference, Vancouver, BC.
89. **Vohs, Kathleen D.**, Roy Baumeister, Brandon Schmeichel (October 2012), “Motivation, Personal Beliefs, and Limited Resources All Contribute to Self-Control,” Association for Consumer Research Annual Conference, Vancouver, BC. (Vohs co-chaired the session.)
90. **Vohs, Kathleen D.**, Yajin Wang, Francesca Gino, and Michael Norton (October 2012), “Rituals Enhance the Experience of Consumption,” Association for Consumer Research Annual Conference, Vancouver, BC. (Vohs chaired the session.)
91. **Vohs, Kathleen D.** and Bob Fennis (October 2012), “Are the Rich or Poor the More Generous Ones? It Depends on the Way the Appeal is Framed,” Association for Consumer Research Annual Conference, Vancouver, BC.
92. Trendel, Olivier, Marc Mazodier, and **Kathleen D. Vohs**, (October 2012), “Pictures versus Words in Changing Implicit Attitudes in Ambush Marketing Disclosure: The Role of Valence of Mental Images,” Association for Consumer Research Annual Conference, Vancouver, BC.
93. **Vohs, Kathleen D.** (January 2013), “Motivation, Personal Beliefs, and Limited Resources All Contribute to Self-control,” Lay Theory Preconference Society for Personality and Social Psychology annual meeting, New Orleans LA. (Vohs co-organized the session.)
94. **Vohs, Kathleen D.** (January 2013), “Self-regulatory Resource Depletion Amplifies Feelings and Urges,” Self-Regulation Preconference Society for Personality and Social Psychology annual meeting, New Orleans LA. (Vohs co-organized the session.)
95. **Vohs, Kathleen D.** (January 2013), “What’s Really the Difference Between a Happy Life and a Meaningful Life?” Society for Personality and Social Psychology annual meeting, New Orleans LA. (Vohs co-organized the session.)
96. E. J. Masicampo and **Vohs, Kathleen D.** (January 2013), “Making Plans Helps Goal Attainment - But How? Mental Simulations Are the Key,” Society for Personality and Social Psychology annual meeting, New Orleans LA. (Vohs co-organized the session.)
97. William M. Hedgcock and **Vohs, Kathleen D.** (January 2013), “Reducing Self-Control Depletion Effects Through Enhanced Sensitivity to Implementation: Evidence from fMRI and Behavioral Studies,” Society for Personality and Social Psychology annual meeting, New Orleans LA. (Vohs co-organized the session.)

98. Jonanthan W. Schooler and **Vohs, Kathleen D.** (January 2013), “Why Does Discrediting Free Will Affect Behavior?” Society for Personality and Social Psychology annual meeting, New Orleans LA.
99. **Vohs, Kathleen D.** (May 2013), “Money Reminders Kick People into Functionality Mode, Making Them More and Less Concerned with Others,” Association for Psychological Science, Washington DC. Vohs chaired the session.
100. Park, Ji Kyung, and **Kathleen D. Vohs** (October 2013), “Effects of Self-Affirmation on the Personal Self & the Interpersonal Self” Association for Consumer Research North American Conference, Chicago IL. (Vohs co-chaired the session.)
101. Park, Ji Kyung, and **Kathleen D. Vohs** (October 2013), “Self-Affirmation has the Power to Offset the Harmful Effects of Money Reminders,” Association for Consumer Research North American Conference, Chicago IL.
102. **Vohs, Kathleen D.** (October 2013), “Changing the Way We Think About Consumer Financial Decision-Making: Bridging Theory, Practice, & Relevance in Household Financial Decision-Making,” Association for Consumer Research North American Conference, Chicago IL.
103. Ramanathan, Suresh and **Kathleen D. Vohs** (October 2013), “How do Friends and Strangers Interpret Shared Experiences? Synchrony as Relationship-Bolstering or Experience-Heightening,” Association for Consumer Research North American Conference, Chicago IL.
104. Torelli, Carlos and **Kathleen D. Vohs** (October 2013), “Sex as Power: Attractive Women Link Sexuality and Power for Personal Gain,” Association for Consumer Research North American Conference, Chicago IL.
105. **Vohs, Kathleen D.** (October 2013), “Mechanical Turk 2.0: Issues, Limitations, & Solutions for Collecting Data in a Mechanical World,” Association for Consumer Research North American Conference, Chicago IL.
106. Olson, Nicholas and **Kathleen D. Vohs** (October 2013), “Choices & the Self from Cognition to Motivation to Physical Expression,” Association for Consumer Research North American Conference, Chicago IL. (Vohs co-chaired this session.)
107. Olson, Nicholas and **Kathleen D. Vohs** (October 2013), “Thinking That Choices Reflect the Self Leads to Maximizing Behavior,” Association for Consumer Research North American Conference, Chicago IL.
108. Goodman, Joseph and **Kathleen D. Vohs** (October 2013), “One of Each: Variety Seeking to Avoid Choice Difficulty,” Association for Consumer Research North American Conference, Chicago IL.

109. Shah, Avni and **Kathleen D. Vohs** (October 2013), “Beyond Reciprocity: Examining the Interplay Between Money & Relationships,” Association for Consumer Research North American Conference, Chicago IL. (Vohs co-chaired this session.)
110. **Vohs, Kathleen D.** (October 2013), “With Friends Like These Who Needs Money? Three Tests of the Substitutability Hypothesis of Money and Social Support,” Association for Consumer Research North American Conference, Chicago IL.
111. **Vohs, Kathleen D.** (October 2013), “Mere Exposure to Money Motivates Goal Attainment,” Association for Consumer Research North American Conference, Chicago IL.
112. **Vohs, Kathleen D.** (October 2013), “Consumption Addiction: A Research Agenda of the Progression from Adaptive to Maladaptive Categories of Consumption Behaviors,” Association for Consumer Research North American Conference, Chicago IL.
113. **Vohs, Kathleen D.** and Yael Zemack-Rugar (October 2013), “Exploring the Self in Self-Regulation: Unexpected Impacts on Goal Engagement,” Association for Consumer Research North American Conference, Chicago IL. (Vohs co-chaired this session.)
114. Mead, Nicole L. and **Kathleen D. Vohs** (October 2013), “Monetary Cues Alter Interpersonal Harmony Because They Activate an Exchange-Oriented” Association for Consumer Research North American Conference, Chicago IL.
115. Park, Ji Kyung and **Kathleen D. Vohs** (October 2013), “Self-Affirmation Can Enable Goal Disengagement,” Association for Consumer Research North American Conference, Chicago IL.
116. **Vohs, Kathleen D.** (February 2014), “Everything You Always Wanted to Know About Self-Affirmation But Were Afraid to Ask: How Does It Work? Is It Always Good? And Why Should I Care?” Society for Personality and Social Psychology, Austin TX. (Vohs chaired the session.)
117. **Vohs, Kathleen D.** (February 2014), “Rituals Make Life Better – By Enhancing Consumption, Communicating Social Norms, Treating Illness, and Relieving Grief,” Society for Personality and Social Psychology, Austin TX. (Vohs chaired the session.)
118. **Vohs, Kathleen D.** (February 2014), “Like Water for the Fish: Features of the Environment Produce Big Effects on Cooperation, Attention, Self-Control and even Creativity” Society for Personality and Social Psychology, Austin TX. (Vohs chaired the session.)
119. Wang, Yajin and **Kathleen D. Vohs**, (March 2014), "Rituals Enhance Consumption," Society for Consumer Psychology annual meeting, Miami, FL.

120. Ward, Morgan K. and **Vohs, Kathleen D.** (March 2014), "Searching for Meaning in a Secondhand Store: How Consumption of Vintage Products Offers Personal Meaning" Society for Consumer Psychology annual meeting, Miami, FL.
121. Ward, Morgan K. and **Vohs, Kathleen D.** (March 2014), "And Now For Something Completely Different: The Meaning of Life," Society for Consumer Psychology annual meeting, Miami, FL. (**Vohs** co-chaired the session.)
122. Kim, Soyeon, Marco Yzer, Angus MacDonald, and **Kathleen D. Vohs** (April 2014), "Convincing Health Messages Reduce Effects of Psychological Reactance," Kentucky Conference on Health Communication. Lexington KY.
123. **Vohs, Kathleen D.** (May 2014), "You Could Be More Creative: Four Commonplace (But Unexpected) Factors That Affect Innovative and Fresh Creations" Association for Psychological Science, San Francisco. (Vohs chaired the session.)
124. **Vohs, Kathleen D.**, Joseph Redden and Ryan Rahinel (May 2014), "Physical Order and Disorder: Healthy Choices and Doing What's Expected versus Creative Outputs and Preferring What's New," Association for Psychological Science, San Francisco. Vohs chaired the session.
125. **Vohs, Kathleen D.**, Eugene Caruso, Adam Waytz, Cassie Mogilner, George Newman, and Jennifer Aaker (June 2014), "Mere Exposure to Money Increases Support for Free Market Systems and Decreases Concern for the Socially Disadvantaged: A Functionality Approach," International Society of Justice Research, New York, NY.
126. Morry, Marian M., **Kathleen D. Vohs**, and Tamara A. Sucharyna (July 2014), "The Interpersonal Distancing Effects of Money: Distancing the Dating Partner or a Stranger," International Association for Relationship Research, Melbourne.
127. **Vohs, Kathleen D.**, Roy F. Baumeister, and Jessica Alquist (July 2014), "The Illusion of Learning," Behavioral Decision Research in Management, London, England.
128. Wen Wan, Echo, Zhansheng Chen, and **Kathleen D. Vohs** (October 2014), "Socially Excluded People Value Money for What it Can Do for Them — Restore Belongingness or Control," Association for Consumer Research North American Conference, Baltimore, MD.
129. Merdin, Ezgi, Gulen Sarial Abi, Zeynep Gurhan Canli, and **Kathleen D. Vohs** (October 2014), "Evaluations of Iconic versus Genuine Experiences Depend on Attitude Functions," Association for Consumer Research North American Conference, Baltimore, MD.
130. Polman, Evan and **Kathleen D. Vohs** (October 2014), "When Choosing for Others is More Fun (and Less Depleting) Than Choosing for the Self," Association for Consumer Research North American Conference, Baltimore, MD.

131. Wang, Yajin and **Kathleen D. Vohs** (October 2014), “Negative Moods Spur Effortful Attainment: A Mood Improvement Strategy,” Association for Consumer Research North American Conference, Baltimore, MD.
132. Baumeister, Roy F., **Kathleen D. Vohs**, and Wilhelm Hofmann (February 2015), “What Were You Thinking? Past, Present, and Future in a Random Sample of Everyday Thoughts,” Society for Personality and Social Psychology, Long Beach, CA.
133. Wang, Yajin and **Kathleen D. Vohs** (February 2015), “Who Says Bad Moods Always Lead to Self-Control Failure?: Goal Attainment Cures a Bad Mood but People Don’t Know It,” Society for Personality and Social Psychology, Long Beach, CA. (Vohs chaired the session.)
134. Shariff, Azim, Joshua Green, Johan Karremans, Jamie Luguri, Cory Clark, Jonathan Scholer, Roy Baumeister and **Kathleen D. Vohs** (February 2015), “The Double-Edged Future of a World Without Free Will,” Society for Personality and Social Psychology, Long Beach, CA. (Vohs chaired the session.)
135. **Vohs, Kathleen D.**, Agata Gasiorowska, Tomasz Zaleskiewicz, Sandra Wygrab, and Lan N. Chaplin (February 2015), “Don’t Show Them the Money?: Kids from a Former Communist and a Highly Capitalistic Culture Get Better at Personal Goals but Worse at Generosity after Handling Money,” Society for Personality and Social Psychology, Long Beach, CA. (Vohs co-chaired the session.)
136. **Vohs, Kathleen D.** (May 2015), “Everyday Temptations: An Experience Sampling Study of People and Their Desires,” Motivation Science Interdisciplinary Conference, Columbia University, New York City.
137. **Vohs, Kathleen D.** (June 2015), “Depletion Intensifies Urges and Feelings,” University of Cologne, social and economics colloquium, Cologne Germany.
138. **Vohs, Kathleen D.** (June 2015), “The Idea of Money Changes People’s Behavior,” Google SciFoo unconference, Mountain View, CA.
139. **Vohs, Kathleen D.**, Kees van den Bos, Marc-André Reinhard and Philip A. Müller (September 2015), “The Uncertain Self is Good at Detecting Lies: The Influence of Personal Uncertainty on the Process of Deception Detection,” Society for Experimental Social Psychology’s annual meeting, Denver, CO. (Vohs co-chaired the session.)
140. Rudd, Melanie and **Kathleen D. Vohs** (October 2015), “Awe Enhances Openness to Learning and Experiential Creation,” Association for Consumer Research’s annual meeting, New Orleans.



141. **Vohs, Kathleen D.**, Gülen Sarial-Abi, Aulona Ulqinaku and Ryan Hamilton (October 2015), “Reminders of Death Stimulate Intertemporal Connections and a Preference for Vintage,” Association for Consumer Research’s annual meeting, New Orleans.
142. **Vohs, Kathleen D.** (November 2015), “The Illusion of Learning,” Society for Judgment and Decision Making’s annual meeting, Chicago.
143. **Vohs, Kathleen D.** (May 2016), “When Choosing for Others is Less Depleting (and More Fun) Than Choosing for the Self,” Society for the Science of Motivation talk, Chicago.
144. Knobe, Joshua, Igor Grossmann, **Kathleen D. Vohs**, and Roy F. Baumeister, (August 2016), “Fresh Looks at Classic Perspectives: Social Dimensions of Essentialism, Reasoning, Mental Time Travel, and Consciousness,” International Conference on Thinking, Providence RI. (Vohs organized and chaired the session.)
145. **Vohs, Kathleen D.**, Roy F. Baumeister, Wilhelm Hofmann, Amy Summerville, and Phil Reiss, (August 2016), “What Were You Thinking? Past, Present, and Future in a Random Sample of Everyday Thoughts,” International Conference on Thinking, Providence RI. (Vohs organized and chaired the session.)
146. **Vohs, Kathleen D.** (October 2016), “With Friends Like These, Who Needs Money? Feeling Socially Supported Weakens the Desire for Money,” Annual meeting of the Society of Experimental and Social Psychology, Santa Monica CA. (Vohs chaired the session.)
147. **Vohs, Kathleen D.** (October 2016), “Belief in Free Will Predicts Tolerance of Unethical Behavior, Desire to See Criminals Punished, and Addictive Tendencies: Data from Large-Scale, Multi-Country Studies and Experiments,” Annual meeting of the Society of Experimental and Social Psychology, Santa Monica CA.
148. **Vohs, Kathleen D.**, Leanne ten Brinke, and Dana R. Carney, (November 2016), “Can Ordinary People Detect Deception After All?,” Society for Judgment and Decision Making Annual Conference, Boston, MA.
149. **Vohs, Kathleen D.**, Leanne ten Brinke, Leanne, and Dana R. Carney, (January 2017), “Maybe People Can Detect Lies, After All,” Society for Personality and Social Psychology, San Antonio, TX. (Vohs chaired the session.)
150. Baumeister, Roy F., **Vohs, Kathleen D.**, and Sarah E. Ainsworth, (January 2017), “Unique Selfhood Helps Groups Thrive,” Society for Personality and Social Psychology, San Antonio, TX. (Vohs chaired the session.)
151. **Vohs, Kathleen D.**, and Emily C. Bianchi, (January 2017), “Social Class and Social Worlds: Income Predicts the Frequency and Nature of Social Contact,” Society for Personality and Social Psychology, San Antonio, TX.

152. **Vohs, Kathleen D.**, Licht, John-Gabriel, and Sophie Leroy, (February 2017), “The Relational Self is Immoral Too: Having an Interdependent Self-Construal Makes People Behave Unethically to Benefit Others,” Society for Consumer Psychology annual meeting, San Francisco, CA.
153. **Vohs, Kathleen D.** (March 2017), “Group Flourishing Benefits From Hope, Wisdom, Blame, and Social Roles,” International Convention of Psychological Science, Vienna. (Vohs chaired the session.)
154. Trendel, Olivier, Marc Mazodier, and **Vohs, Kathleen D.** (October 2017), “Images Change Implicit Attitudes More than Text: Evidence from Corrective Advertising Attempts,” Association for Consumer Research annual meeting, San Diego. (Vohs chaired the session.)
155. Hagvdedt, Henrik and **Vohs, Kathleen D.** (October 2017), “Meaningfulness versus Happiness: The Psychological Impact of High and Low Art,” Association for Consumer Research annual meeting, San Diego.

#### Invited Addresses

1. **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.
2. **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.
3. **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.
4. **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.
5. **Vohs, Kathleen D.** (December 2003), "Self-Regulation and Impulsive Spending," Presented to Department of Communication Sciences, Free University, Amsterdam, the Netherlands.
6. **Vohs, Kathleen D.** (December 2003), "The Relationship Between Active Choice and Self-Regulatory Resources," Presented to Department of Applied Economics, Katholieke Universite Leuven, Belgium.

7. **Vohs, Kathleen D.** (December 2003), "Self-Regulation and Impulsive Spending," Presented at the 7th Annual Marketing Wintercamp, Department of Economics, Katholieke Universite Leuven, Belgium.
8. **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.
9. **Vohs, Kathleen D.,** Kathleen Catanese, and 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.
10. **Vohs, Kathleen D.** (December 2004), "Active Choice Depletes Self-Regulatory Resources," Presented to Department of Communication Sciences, Free University, Amsterdam, Netherlands.
11. **Vohs, Kathleen D.** (January 2005), "Active Choice Depletes Self-Regulatory Resources," Marketing Department colloquium series, University of Chicago.
12. **Vohs, Kathleen D.,** Nicole L. Mead, and Miranda Selinger. (April 2005), "Money and the Self: Money Makes People More Self-Reliant and Less Connected to Others," London Business School, London England.
13. **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.
14. **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.
15. Heine, Stephen J., Travis Proulx, and **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.
16. **Vohs, Kathleen D.** (May 2005), "Decision Making and Self-Regulation: A Limited Resource Account," Marketing Department seminar series, Duke University, Durham, NC.
17. **Vohs, Kathleen D.** (July 2005), "Money Changes the Self," Emotion and Decision Making Conference, Berkeley CA.

18. **Vohs, Kathleen D.** (January 2006), "Self-Presentation and Self-Regulation," Seminar at Free University, Amsterdam, the Netherlands.
19. **Vohs, Kathleen D.**, Nicole L. Mead, and 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
20. **Vohs, Kathleen D.** (February 2006), "Making Choices Impairs Self-Regulation: A limited Resource Approach," Marketing department seminar series Stanford University, Palo Alto, CA.
21. **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.
22. **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.
23. **Vohs, Kathleen D.** (May 2006), "Spent Resources: Self-Regulatory Resource Availability Affects Impulsive Spending," Marketing department colloquium, Tulane University, New Orleans, LA.
24. **Vohs, Kathleen D.** (May 2006), "Making Choices Impairs Self-Regulation: A Limited Resource Approach," Marketing department colloquium, Kellogg School of Business, Northwestern University, Chicago.
25. **Vohs, Kathleen D.**, Nicole L. Mead, and Miranda Selinger, (June 2006), "Money Makes People More Independent and Less Interdependent," Applied economics department colloquium, Katholieke Universite Leuven, Belgium.
26. **Vohs, Kathleen D.** (June 2006), "Making Choices Impairs Self-Regulation: A Limited-Resource Approach," INSEAD Summer Marketing Camp, INSEAD Singapore.
27. **Vohs, Kathleen D.**, Nicole L. Mead, and Miranda R. Goode (August 2006), "The Psychological Consequences of Money," Dartmouth College.
28. **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.
29. **Vohs, Kathleen D.** (January 2007), "Self-Esteem and Threats to the Self: An Interpersonal Perspective," Radboud University, Nijmegen, Netherlands.

30. **Vohs, Kathleen D.** (January 2007), “Money Changes Personal and Interpersonal Behavior,” Behavioral Science Institute seminar. Radboud University, Nijmegen, Netherlands.
31. **Vohs, Kathleen D.** (January 2007), “Money Changes Personal and Interpersonal Behavior” Behavioral Law seminar series. University of Minnesota Law School. Minneapolis MN.
32. **Vohs, Kathleen D.**, Nicole L. Mead, and Miranda R. Goode (February 2007), “The Psychological Consequences of Money” Institute for Research in Marketing Board of Directors meeting. University of Minnesota, Minneapolis MN.
33. **Vohs, Kathleen D.**, Nicole L. Mead, and Miranda R. Goode (March 2007), “Money Changes Personal and Interpersonal Behavior,” Department of Psychology, Arizona State University, Tempe AZ.
34. **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.
35. **Vohs, Kathleen D.**, Nicole L. Mead, and Miranda R. Goode (March 2007), “Money Changes Personal and Interpersonal Behavior” Colloquium, Macalaster College, Minneapolis MN.
36. **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.
37. **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.
38. **Vohs, Kathleen D.** (April 2007), “Money Changes Personal and Interpersonal Behavior,” Kurt Lewin Institute workshop, Free University-Amsterdam, Holland.
39. **Vohs, Kathleen D.** (April 2007), “Selfishness and Self-Regulation,” Kurt Lewin Institute workshop, Free University-Amsterdam, Holland.
40. **Vohs, Kathleen D.** (April 2007), “Money Changes Personal and Interpersonal Behavior,” Tilburg University, Holland.
41. **Vohs, Kathleen D.** (May 2007), “Money Changes Personal and Interpersonal Behavior,” Keynote address, Western Psychological Association, Vancouver BC.
42. **Vohs, Kathleen D.** (May 2007), “Money Changes Personal and Interpersonal Behavior,” NYU Marketing Camp, New York.

43. **Vohs, Kathleen D.** (January 2008), "Making Choices Depletes the Self," Department of Marketing, University of California Los Angeles, CA.
44. **Vohs, Kathleen D.** (January 2008), "Making Choices Depletes the Self," Department of Marketing, University of California San Diego, San Diego, CA.
45. **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.
46. **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.
47. **Vohs, Kathleen D.** (February 2008), "Making Choices Depletes the Self and Harms Self-Regulation," Melbourne Business School, Departmental Colloquium, Melbourne, Australia.
48. **Vohs, Kathleen D.** (February 2008), "The Psychological Consequences of Money," The Ohio State University, departmental colloquium.
49. **Vohs, Kathleen D.** (March 2008), "Sexual Economics," Melbourne Social Psychology Group, Melbourne, Australia.
50. **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.
51. **Vohs, Kathleen D.** (April 2008), "Sexual Economics," Melbourne Social Psychology Group, Melbourne, Australia
52. **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.
53. **Vohs, Kathleen D.** (April 2008), "Self-Regulatory Resource Depletion Heightens Feelings and Urges," Department of Social Psychology, Free (VU) University, Amsterdam Netherlands.
54. **Vohs, Kathleen D.** (April 2008), "Psychology, Marketing, Academia, and the Rest of Life," Workshop, Tilburg University, Tilburg, the Netherlands.
55. **Vohs, Kathleen D.** (April 2008), "Sexual Economics: Heterosexual Men and Women in a Sexual Marketplace, Kurt Lewin Institute keynote speech, Zeist, the Netherlands.

56. **Vohs, Kathleen D.** (May 2008), “Self-Regulatory Resource Depletion Heightens Feelings and Urges,” TIBER Presentation, Tilburg University, Tilburg, the Netherlands.
57. **Vohs, Kathleen D.** (May 2008), “Making Choices Depletes the Self,” Department of Psychology colloquium, University of Koln, Germany.
58. **Vohs, Kathleen D.** (June 2008), “Mere Reminders of Money Change Personal and Interpersonal Behavior,” Department of Psychology colloquium, University of Heidelberg, Germany.
59. **Vohs, Kathleen D.** (June 2008), “Making Choices Depletes the Self,” Department of Psychology colloquium, University of Basel, Switzerland.
60. **Vohs, Kathleen D.** (June 2008), “Mere Reminders of Money Change Personal and Interpersonal Behavior,” Graduiertenprogramm Oberrhein (Graduate Workshop), University of Basel, Switzerland.
61. **Vohs, Kathleen D.** (June 2008), “Sexual Economics and Heterosexual Sexual Behavior,” Graduiertenprogramm Oberrhein (Graduate Workshop), University of Basel, Switzerland.
62. **Vohs, Kathleen D.** (July 2008), “Money Changes Personal and Interpersonal Behavior,” Department of Psychology, Leiden University, Leiden, the Netherlands.
63. **Vohs, Kathleen D.** (August 2008), “Self-Regulation and the Limited-Resource Model: An Overview,” Department of Psychology, University of Bergen, Bergen, Norway.
64. **Vohs, Kathleen D.** (September 2008), “Money Changes Personal and Interpersonal Behavior,” Department of Marketing, Desautels Faculty of Management, McGill University.
65. **Vohs, Kathleen D.** (October 2008), “Money Talks: Even Small Reminders of Money Change People,” The Market Research Event, Anaheim, CA.
66. **Vohs, Kathleen D.** (October 2008), “Roundtable: Understanding and Improving Consumer Personal Finances,” Association for Consumer Research, San Francisco, CA.
67. **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.
68. **Vohs, Kathleen D.** (October 2008), “Money Talks: Even Small Reminders of Money Change People,” Northwestern University, Kellogg School of Management, Marketing Seminar.

69. **Vohs, Kathleen D.** (November 2008), “Small Reminders of Money Change People,” University of Chicago, Booth School of Business, MOB Seminar.
70. **Vohs, Kathleen D.** (November 2008), “Money Changes Personal and Interpersonal Behavior,” University of British Columbia, Department of Psychology.
71. **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.
72. **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.
73. **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.
74. **Vohs, Kathleen D.** (March 2009), “Small Reminders of Money Change Personal Behavior,” Stanford University Psychology department social laboratory seminar.
75. **Vohs, Kathleen D.** (March 2009), “Small Reminders of Money Change Personal Behavior,” Washington University, Experimental Economics colloquium.
76. **Vohs, Kathleen D.** (March 2009), “Reminders of Money Change Personal Behavior,” MIT Management Science seminar.
77. **Vohs, Kathleen D.** (April 2009), “Money Changes Personal Behavior,” University of Toronto Rotman School of Business, Marketing Department seminar.
78. **Vohs, Kathleen D.** (April 2009), “Career Advice for Postgraduate Students,” Society of Australasian Social Psychology, Melbourne, Australia.
79. **Vohs, Kathleen D.** (April 2009), “Small Reminders of Money Change Personal and Interpersonal Behaviour,” Keynote address, Society of Australasian Social Psychology, Melbourne, Australia.
80. **Vohs, Kathleen D.** (May 2009), ‘Small Reminders of Money Change Behavior,” Collaborative and Multidisciplinary Research Conference, Yale University, New Haven, CT.
81. **Vohs, Kathleen D.** (May 2009), “Engaging in Self-Control Uses Limited Resources: New Perspectives,” University of Groningen, the Netherlands.



82. **Vohs, Kathleen D.** (May 2009), “Engaging in Self-Control Uses Limited Resources,” Free University Amsterdam, Marketing Department, the Netherlands.
83. **Vohs, Kathleen D.** (May 2009), Key participant in “Ignite09: A Symposium on the Convergence of Behavioral Economics and Healthcare,” Capitol Hill, Washington DC.
84. **Vohs, Kathleen D.** (June 2009), “Self-Control as a Limited Resource,” Language Research Center, Georgia State University.
85. **Vohs, Kathleen D.** (June 2009), “Writing for Publication,” Psychology Department, Sun Yat-Sen University, Guangzhou, China.
86. **Vohs, Kathleen D.** (June 2009), “Money Changes People’s Behavior,” Psychology Department, Sun Yat-Sen University, Guangzhou, China.
87. **Vohs, Kathleen D.** (June 2009), “Self-Control and Choices,” Psychology Department, Sun Yat-Sen University, Zhuhai, China.
88. **Vohs, Kathleen D.** (July 2009), “Free Will Beliefs Change People’s Behavior,” Templeton Foundation meeting on neuroscience, psychology, and experimental philosophy, New York City.
89. **Vohs, Kathleen D.** (August 2009), “Money Changes People’s Behavior,” Marketing Department, Erasmus University, Rotterdam, the Netherlands.
90. **Vohs, Kathleen D.** (September 2009), “The Science of Money and Self-Control,” Tutorial, Marketing Department, Erasmus University, Rotterdam, the Netherlands.
91. **Vohs, Kathleen D.** (September 2009), “Do Consumers Make Rational Decisions Based On Economics?” Buyers Health Care Action Group Employer Leadership Summit, Minneapolis MN.
92. **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.
93. **Vohs, Kathleen D.** (September 2009), “Money Changes People’s Behavior,” Harvard Business School workshop on Leadership and Corporate Accountability. Cambridge, MA.
94. **Vohs, Kathleen D.** (October 2009), “Social Influence Techniques and Self-Regulation,” Speech, Language, and Hearing Sciences. University of Minnesota, Minneapolis, Minnesota.
95. **Vohs, Kathleen D.** (October 2009), “Self-Regulation: A Limited Resource Account,” Center for Cognitive Science. University of Minnesota, Minneapolis, Minnesota.

96. **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.
97. **Vohs, Kathleen D.** (November 2009), “The Psychological Consequences of Money,” SITE International Conference. Aruba, Dutch Antilles.
98. **Vohs, Kathleen D.** (January 2010), “Depletion Strengthens Urges and Feelings,” Winter Conference in Social Psychology, Park City, Utah.
99. Baumeister, Roy F., E. J. Masicampo, and **Kathleen D. Vohs** (January, 2010), “Can Consciousness Cause Behavior?” Winter Conference in Social Psychology, Park City, Utah.
100. Baumeister, Roy F., E. J. Masicampo, and **Kathleen D. Vohs** (January, 2010), “Can Consciousness Cause Behavior?” Experimental Philosophy Conference, Tallahassee, FL.
101. **Vohs, Kathleen D.** (January 2010), “Manipulated Belief in Free Will,” Experimental Philosophy Conference, Tallahassee, FL.
102. **Vohs, Kathleen D.** (February 2010), “The Very Thought of Money Makes People Less Prosocial,” Stanford Graduate School of Business Conference: Small Steps, Big Leaps Briefing: The Science of Getting People to Do the Right Thing, Palo Alto, CA.
103. **Vohs, Kathleen D.** (March 2010), “Neural Underpinnings of Self-Regulatory Resource Depletion,” MRI users group, University of Minnesota, Minneapolis MN.
104. **Vohs, Kathleen D.** (April 2010), “Free Will Beliefs and Morality,” Law and Economics Seminar Series, University of Minnesota Law School, Minneapolis MN.
105. **Vohs, Kathleen D.** (May 2010), “Money Reminders and Consumer Behavior,” Marketing Department, University of Groningen, the Netherlands.
106. **Vohs, Kathleen D.** (June 2010), “The Role of Self-Control in Impulsive Spending,” MSI’s Shopper Marketing Meeting, New York.
107. **Vohs, Kathleen D.** (July 2010), “Self-Control as a Limited Resource,” Brisbane Symposium on Self and Identity, University of Queensland, Brisbane, QLD.
108. **Vohs, Kathleen D.** (September 2010), “The Role of Self-Control in Impulsive Spending,” Institute for Research in Marketing Board Meeting, Minneapolis MN.
109. Hofmann, Wilhelm, **Kathleen D. Vohs**, Georg Förster, and Roy F. Baumeister (September 2010), “Everyday Temptations: An Experience Sampling Study on How People Control Their Desires,” Department of Psychology, Leiden University, Leiden, The Netherlands.

110. **Vohs, Kathleen D.** (October 2010), "Small Reminders of Money Change People's Behavior," Distinguished Scholar lecture for the Minnesota Psychological Association, Minneapolis Minnesota.
111. **Vohs, Kathleen D.** (October 2010), "A Limited Resource Model of Self-Control," Marketing Department, Southern Methodist University, Dallas TX.
112. **Vohs, Kathleen D.** (November 2010), "Temporary Depletion of Self-Control Leads to Overeating Among Dieters," Meeting on Experimental Research into the Psychopathology of Obesity at the Royal Netherlands Academy of Arts and Sciences, Amsterdam, NL.
113. **Vohs, Kathleen D.** (November 2010), "Small Reminders of Money Bring About Big Changes in People's Behavior," Marketing Department, London Business School, London, UK.
114. **Vohs, Kathleen D.** (November 2010), "Small Reminders of Money Bring About Big Changes in People's Behavior," London Judgment and Decision Making group, London, UK.
115. **Vohs, Kathleen D.** (November 2010), "Free Will Beliefs," Psychology Department, University of Southampton, Southampton, UK.
116. **Vohs, Kathleen D.** (November 2010), "Targeting Low Self-Control People for Sustainable Behaviors Initiatives," TransForum Multiple Selves and Sustainability Development Symposium, Amsterdam, NL.
117. MacDonald, Angus W., III, Ian Ramsay, Madelyn Steen, Ron J. Faber, Monica Luciana, **Kathleen D. Vohs**, and Marco Yzer (November 2010), "Persuasion Neuroscience? Functional MRI of Effective and Ineffective Anti-Drug Messages in Adolescents," Presentation at the nanosymposium, "Opiates: Diversity of Approaches and Treatment Implications" at Neuroscience 2010. San Diego, CA.
118. **Vohs, Kathleen D.** (January 2011), "Small Reminders of Money Produce Big Changes in Behavior," Fisher College of Business Marketing Research Camp at The Ohio State University, Columbus, Ohio.
119. **Vohs, Kathleen D.**, Roy F. Baumeister and E. J. Masicampo (January 2011), "Does Consciousness Cause Behavior?" Consciousness Preconference for the Society for Personality and Social Psychology annual meeting, San Antonio TX. (Vohs co-organized the entire preconference.)
120. **Vohs, Kathleen D.** (February 2011), "Small Reminders of Money Produce Big Changes in Behavior," Department of Psychology colloquium, University of Manitoba, Winnipeg, MB.

121. **Vohs, Kathleen D.** (February 2011), "Small Reminders of Money Produce Big Changes in Behavior," Kendall honorary lecture, Psychology Department, Gustavus Adolphus College, St. Peter, MN.
122. Preuss, Greg S., Tyler F. Stillman, Nicole L. Mead, and **Kathleen D. Vohs** (February 2011), "Fool Me Once, Shame On Me: Development of the Sucker Rumination Scale," Society for Consumer Psychology meeting, Atlanta, GA.
123. Hedgcock, William, **Kathleen D. Vohs**, and Akshay Rao (February 2011), "Neurological Correlates of Diminished Self-Control," Society for Consumer Psychology meeting, Atlanta, GA.
124. **Vohs, Kathleen D.** (March 2011), "A Lack of Self-Control Can Make People More Persuadable," Amsterdam School of Communications Research Distinguished Lecture Series "The Entertainization of Society," University of Amsterdam.
125. Louis, Winnifred R., Joanne R. Smith, and **Kathleen D. Vohs** (April 2011), "Bring It On, Baby! Does Exposure to Intergroup, Interpersonal, and Intrapersonal Conflict Heighten Self-Regulation?" Society for Australasian Social Psychology, Sydney, Australia.
126. **Vohs, Kathleen D.** (April 2011), "Reminders of Money Change Consumers' Behavior," Marketing Camp, Wharton School of Business, University of Pennsylvania, Philadelphia, PA.
127. **Vohs, Kathleen D.** (April 2011), "Reminders of Money Change Consumers' Behavior," Marketing Department Colloquium, Haas School of Business, University of California, Berkeley.
128. **Vohs, Kathleen D.** (May 2011), "Reminders of Money Change Consumers' Behavior," Marketing Camp, Columbia School of Business, Columbia University, New Paltz, NY.
129. **Vohs, Kathleen D.** (June 2011), "Reminders of Money Change Consumers' Behavior," Marketing Department Colloquium, Grenoble Ecole de Management, Grenoble, France.
130. Louis, Winnifred R., Joanne R. Smith, **Kathleen D. Vohs**, Jessica Beaton, and Jack Leggett (July 2011), "Collective Action Evokes Apathy and Resistance from Outside and Within the Disadvantaged Group," Symposium at the European Association of Experimental Social Psychology, Stockholm, Sweden.
131. **Vohs, Kathleen D.** (July 2011), "A Limited Resource Model of Self-Control: Implications for Better Eating," The 13th Annual Postgraduate Nutrition Symposium: Your Brain Can Help You Eat Better, Harvard Medical School.
132. **Vohs, Kathleen D.** (July 2011), "Self-Regulatory Resource Depletion Intensifies Feelings and Urges," Yale School of Management, New Haven, CT.

133. **Vohs, Kathleen D.** (August 2011), “Seven Thousand Desires: Urges and Control Over Them in Everyday Life,” Psychology Department colloquium, University of Queensland, Brisbane, Australia.
134. **Vohs, Kathleen D.** (September 2011), “Self-Regulatory Resource Depletion Intensifies Feelings and Urges,” Kellogg School of Management, Northwestern University, Chicago.
135. **Vohs, Kathleen D.** and Jia (Elke) Liu (November 2011), "What Are the Psychological Meanings of Money?" Meaning Conference, Tilburg University, Tilburg, the Netherlands.
136. Hofmann, Wilhelm, **Kathleen D. Vohs** and Roy F. Baumeister (January 2012), “Everyday Temptations,” Utah Winter Conference, Park City, Utah.
137. **Vohs, Kathleen D.** (February 2012), “Money Talks But Isn't Very Cooperative: Mere Reminders Of Money Make People Feel Threatened And Reactant Against Social Influence,” Marketing Department colloquium, University of San Antonio.
138. **Vohs, Kathleen D.** (March 2012), “Secret Things that Money Does to Your Head,” American Association of Individual Investors (Denver chapter). Webinar.
139. **Vohs, Kathleen D.** (April 2012), “Self-Regulatory Resource Depletion Amplifies Feelings and Urges,” Institute for Child Development, University of Minnesota, Minneapolis.
140. **Vohs, Kathleen D.** (May 2012), “Money Talks, and Has Lots to Say — about Personal Motivation and Interpersonal Connections,” Rice University Inaugural Marketing Camp, Houston.
141. **Vohs, Kathleen D.** (May 2012), “Money Talks, and Has Lots to Say — about Personal Motivation and Interpersonal Connections,” Catolica Universidade Marketing Department, Lisbon.
142. **Vohs, Kathleen D.** (May 2012), "How Do Psychologists Think About Creativity? How Can People Be More Creative More Often?" Gruter Institute Conference on Innovation, Economic Growth and Human Behavior, Squaw Valley, CA.
143. **Vohs, Kathleen D.** (June 2012), “A General (But Limited) Resource Model of Self-Control,” Clinical Child and Family Studies, VU University, Amsterdam.
144. **Vohs, Kathleen D.** (August 2012), “Money Talks, and Has Lots To Say — about Goals, Motivation, and Dealings with Others,” Keynote speech at 4th Biennial Symposium on Personality and Social Psychology, Kazimierz Dolny, Poland.
145. **Vohs, Kathleen D.** (August 2012), “Self-Control as a Limited Resource: Review and Some Fresh New Findings,” Forschergruppe Research Unit on Decision Making, University of Mannheim, Germany.

146. **Vohs, Kathleen D.** (September 2012), “Money Talks, and Has Lots To Say — about Goals, Motivation, and Dealings with Others,” Kahneman Lecture (Keynote) at International Association for Research in Economic Psychology, Wroclaw, Poland.
147. **Vohs, Kathleen D.** (September 2012), “Money Talks, and Has Lots To Say — about Goals, Motivation, and Dealings with Others,” Marketing Department Colloquium, Ivey School of Business, University of Western Ontario, London, Ontario, Canada.
148. **Vohs, Kathleen D.** (October 2012), “Misperceptions and Mistakes,” Doctoral Symposium Panel, Association for Consumer Research Annual Conference, Vancouver, BC.
149. **Vohs, Kathleen D.** (January 2013), “Free Will Belief Manipulations and Findings: The Good, the Bad, the Ugly,” Templeton Free Will Symposium, Florida State University, Tallahassee, FL.
150. **Vohs, Kathleen D.** (January 2013), “Motivation, Personal Beliefs, and Limited Resources All Contribute to Self-Control,” Lay Theory Preconference Society for Personality and Social Psychology annual meeting, New Orleans LA.
151. **Vohs, Kathleen D.** (January 2013), “Self-Regulatory Resource Depletion Amplifies Feelings and Urges,” Self-Regulation Preconference Society for Personality and Social Psychology annual meeting, New Orleans LA.
152. **Vohs, Kathleen D.** (February 2013), “The Psychology of Money,” Law School Colloquium, University of Minnesota.
153. **Vohs, Kathleen D.** (February 2013), “The Psychology of Money,” Sponsored Projects Conference Keynote speaker, University of Minnesota.
154. **Vohs, Kathleen D.** (February 2013), “Self-Control as a Limited Resource,” Carlson School Breakfast Series, University of Minnesota.
155. **Vohs, Kathleen D.** (February 2013), “Money Talks: The Psychology of Money,” Minne-College UMN-Arizona Day speaker, Phoenix, AZ.
156. **Vohs, Kathleen D.** (February 2013), “Self-Control as a Limited Resource,” Institute for Research in Marketing, Carlson School of Management, University of Minnesota.
157. **Vohs, Kathleen D.** (March 2013), “Money Talks, and Has Lots To Say — about Goals, Motivation, and Dealings with Others,” Marketing Department Colloquium, Pompeu Fabra University, Barcelona, Spain.
158. **Vohs, Kathleen D.** (June 2013), “Money Talks” Marketing Department, Star Series speaker,” Bocconi University, Milan, Italy.

159. **Vohs, Kathleen D.** (July 2013), “Money Talks” Marketing Department speaker, National University Singapore.
160. **Vohs, Kathleen D.** (September 2013), “Rituals Enhance Consumption” Gollwitzer Oettingen lab meeting, New York University.
161. **Vohs, Kathleen D.** (September 2013), “Is There Anything Good about Mess?” Columbia University Marketing Colloquium.
162. **Vohs, Kathleen D.** (October 2013), “Depletion Enhances Urges and Feelings” Social Psychology Colloquium, New York University.
163. **Vohs, Kathleen D.** (October 2013), “The Psychology of Money” Jencks Meeting on Inequality, Harvard Kennedy School.
164. **Vohs, Kathleen D.** (October 2013), “Behavioral Economics,” Keynote panelist, The Market Research Event, Nashville.
165. **Vohs, Kathleen D.** (October 2013), “The Psychology of Money” Russell Sage Foundation, New York.
166. **Vohs, Kathleen D.** (October 2013), “Looking Back: What I Am Glad I Did and What I wish I Hadn’t,” Association for Consumer Research, Chicago IL.
167. **Vohs, Kathleen D.** (November 2013), “Mindset Switching” Harvard Learning Innovation Laboratory.
168. **Vohs, Kathleen D.** (November 2013), “Negative Affect Can Improve Self-Control,” Trope lab meeting, New York University.
169. **Vohs, Kathleen D.** (November 2013), “Sexual Economics,” Sprouts lab meeting, School of Management, Yale University.
170. Schooler, J. W. and **Kathleen D. Vohs.** (December 2013), "Free Will Belief Manipulations and Findings: The Good, the Bad, the Ugly (Redux)," Templeton Free Will Symposium, Florida State University, Tallahassee, FL.
171. **Vohs, Kathleen D.** (January 2014), “Messy and Tidy Environments: Is there Anything Good About Mess?” Katz Marketing Camp, Katz Graduate School of Business, University of Pittsburg, Pittsburg, PA.
172. **Vohs, Kathleen D.** (January 2014), “Money and the Agentic Self: Kids, God, Esteem, and Affirmation,” Meaning of money meeting, Russell Sage Foundation, New York City.

173. **Vohs, Kathleen D.** (February 2014), “Self-Control as a Limited Resource: Review and Some Fresh New Findings,” Department of Economics, University of Heidelberg, Heidelberg, Germany.
174. **Vohs, Kathleen D.** (February 2014), “The Meanings of Money,” Center for Wealth and Inequality, Columbia University, New York, NY.
175. **Vohs, Kathleen D.,** Joseph Redden, Ryan Rahinel, Aparna Labroo, Jackson Lu, Eric Abrahamson, and Ravi Dhar (February 2014), “Messy and Tidy Environments: Is There Anything Good About Mess?” Marketing Department, New York University Stern School of Business, New York, NY.
176. **Vohs, Kathleen D.** (March 2014), “Is There Anything Good About Mess?” Art, Mind, and Markets, Yale University, New Haven, CT.
177. **Vohs, Kathleen D.** (March 2014), “The Meaning of Money: Beyond Pragmatics,” Management Department, Columbia University, New York, NY.
178. **Vohs, Kathleen D.** (April 2014), “Is There Anything Good About Mess?” WU Wien Department of Marketing, University of Vienna, Vienna, Austria.
179. **Vohs, Kathleen D.** (April 2014), “The Meaning of Money: Beyond Pragmatics,” WU Wien Department of Marketing, University of Vienna, Vienna, Austria.
180. **Vohs, Kathleen D.** (April 2014), “The Meaning of Money: Beyond Pragmatics,” Paduano Symposium, New York University, New York, NY.
181. **Vohs, Kathleen D.** (May 2014), “The Meaning of Money: Beyond Pragmatics,” Meaning of Money Meeting, Association for Psychological Science Annual Convention, San Francisco, CA.
182. **Vohs, Kathleen D.** (July 2014), “Depletion Amplifies Urges and Emotions,” Psychology Department, Clinical Psychology, University of Heidelberg.
183. **Vohs, Kathleen D.** (July 2014), “The Meaning of Money: Beyond Pragmatics,” Psychology Department, Social Psychology, University of Heidelberg, Heidelberg, Germany.
184. **Vohs, Kathleen D.** (July 2014), “Money, Creativity, Charity: Overview and Stimulation,” Minnesota Public Radio, Minnesota.
185. **Vohs, Kathleen D.** and Igor Grossman (August 2014), “Adaptive Prospection: Wisdom and Forecasting Accuracy,” Prospection Seminar, University of Pennsylvania, Philadelphia, PA.



186. **Vohs, Kathleen D.** (September 2014), “Self-Control is Governed by a Limited Inner Resource,” Anneliese Maier Award Ceremony, Heidelberg University, Heidelberg, Germany.
187. **Vohs, Kathleen D.** (September 2014), “Depletion Stimulates Urges and Feelings,” Elizabeth Burckhardt Distinguished Speaker, Miami University, Oxford, OH.
188. **Vohs, Kathleen D.** (September 2014), “Money: Beyond the Pragmatic,” Elizabeth Burckhardt Distinguished Speaker, Miami University, Oxford, OH.
189. **Vohs, Kathleen D.** (September 2014), “Sex Exchange: Heterosexual Sexual Behavior As Predicted by Basic Economic Principles,” Heidelberg University Social Psychology Group, Heidelberg, Germany.
190. **Vohs, Kathleen D.** (September 2014), “The Meaning of Money: Beyond Pragmatics,” University of Mannheim Social Psychology Group, Mannheim, Germany.
191. **Vohs, Kathleen D.** (October 2014), “Depletion and Failures to Consider the Future,” Barcelona Prospecion Meeting, Barcelona, Spain (Vohs organized the meeting).
192. **Vohs, Kathleen D.** (October 2014), “Self-Control Depletion Affects Healthy Eating, Wise Spending, Social Interactions At Work, and the Brain,” HelloWallet Forum Series: Benefits and Behavioral Change, Minneapolis, MN.
193. **Vohs, Kathleen D.** (October 2014), Faculty participant in, “Research Scrums,” Doctoral Symposium, Association for Consumer Research North American Conference, Baltimore, MD.
194. Sweeny, Kate and **Kathleen D. Vohs** (February 2015), "On Near Misses and Completed Tasks: The Nature and Consequences of Relief,” Invited presentation and Target Article for the Time, Tense, and the Psychology of Relief workshop, University of Warwick, Coventry, UK.
195. Grossmann, Igor and **Kathleen D. Vohs** (August 2015), “Adaptive Prospecion: Wisdom, Intensity Bias, and Forecasting Accuracy,” University of Pennsylvania, John Templeton Foundation Prospecion grant meeting, Philadelphia.
196. **Vohs, Kathleen D.** (September 2015), “Self-Control is a Limited Resource,” Presentation for Denver CO alumni chapter of Carlson School of Management, University of Minnesota.
197. **Vohs, Kathleen D.** (September 2015), “What Underlies Happiness from Past Experiences? Evidence from Longitudinal and Experimental Studies of Children,” Colloquium, University of Colorado Boulder, Leeds School of Business, Marketing Department, Boulder, CO.

198. **Vohs, Kathleen D.** (November 2015), “Why is Self-Control so Difficult? Investigations into Humans’ Greatest Strength,” Carlson School Endowed Chair Research Lecture Series, University of Minnesota.
199. **Vohs, Kathleen D.** (April 2016), “Meaning Maintenance, Meaningful Thoughts & Meaningfulness: Making connections,” Meaning of Meaning Conference, Barcelona, Spain. (Vohs organized the meeting).
200. **Vohs, Kathleen D.** (May 2016), “Self-Control is a Depletable Inner Resource,” Carlson School Alumni Presentation, Chicago, IL.
201. **Vohs, Kathleen D.** (May 2016), “Methods and Communication of Discovery in Business Behavioral Sciences,” Judge School of Business, University of Cambridge, Cambridge, UK.
202. **Vohs, Kathleen D.** (May 2016), “What do People Desire? 7000 Experience Sampling Reports of Everyday Desire, Conflict, Restraint, and Behavior,” Judge School of Business, University of Cambridge, Cambridge, UK.
203. **Vohs, Kathleen D.** (May 2016), “The Mind on Money: Money as a Window into Large Group Sociality,” Midwestern Psychological Association’s annual meeting, Chicago.
204. Shariff, Azim, Brett Mercier, Dylan Wiwad, Lara Aknin, Kyoungmi Lee, and **Kathleen D. Vohs**, (August 2016), “Punitive Inequity Aversion: Do Americans Want to Eat the Rich?,” Inequality and decision making, a Tobin Project Conference, Cambridge MA.
205. **Vohs, Kathleen D.** (October 2016), “The Costs of Decision Fatigue for Leadership, Wisdom, and Control,” Keynote to the Association of Governing Boards of Universities and Colleges, at the request of the University of Minnesota Board of Regents, Minneapolis MN.
206. **Vohs, Kathleen D.** (December 2016), “Meaning: Making connections,” Hong Kong University of Science and Technology, Hong Kong.
207. **Vohs, Kathleen D.** (January 2017). Here We Are (with Shane Mauss), Live Podcast.
208. **Vohs, Kathleen D.** (February 2017), "The Costs of Decision Fatigue for Leadership, Wisdom and Control," First Tuesday Luncheon, Minneapolis MN.
209. **Vohs, Kathleen D.** (February 2017), "The Surprising Costs of Decision Making," Emotion, Health and Psychophysiology Lab, University of California, San Francisco, San Francisco CA.
210. **Vohs, Kathleen D.** (February 2017), “The Costs of Decision Fatigue for Leadership, Wisdom, and Control,” Talk to the San Francisco Bay area alumni chapter of Carlson School of Management, San Francisco, CA.

211. Rudd, Melanie, **Kathleen D. Vohs**, and Christian Hildebrand, (February 2017), “Inspired to Create: Awe Enhances Openness to Learning and the Desire for Experiential Creation,” Society for Consumer Psychology annual meeting, San Francisco, CA.
212. **Vohs, Kathleen D.** (March 2017), “Can Ordinary People Detect Lies, After All?” Keynote at the Eastern Psychological Association annual meeting, Boston MA.
213. **Vohs, Kathleen D.** (March 2017). What Underlies Happiness from Past Experiences? Evidence from Longitudinal and Experimental Studies of Children,” University of Kentucky Gatton College of Business and Economics, Marketing Department, Lexington, KY.
214. **Vohs, Kathleen D.** (April 2017), “What Money Does to You,” Women, Wine, and Wise Words, Office of President, hosted by Karen Kaler. University of Minnesota.
215. **Vohs, Kathleen D.** (April 2017), “How Consumers Find Meaning in Material Goods and Art,” HEC Paris annual Marketing Research Camp, Paris.
216. **Vohs, Kathleen D.** (April 2017), “Beliefs and Preferences Across Cultures and Development,” University of Toronto’s Rotman School of Management, Toronto.
217. **Vohs, Kathleen D.** (April 2017), “Differences Between a Happy and Meaningful Life,” Women’s Leadership Conference, Carlson School of Management, University of Minnesota, Minneapolis.
218. **Vohs, Kathleen D.** (May 2017), “Where do We Go from Here? The Future of Ego Depletion,” Association for Psychological Science annual convention, Boston, MA.
219. **Vohs, Kathleen D.** (May 2017), “The Decision Making Hangover: Consumer Fatigue in the Wake of Choice,” Keynote, CEB Sales and Marketing Summit, Las Vegas NV.
220. **Vohs, Kathleen D.** (May 2017), “How Can You Be More Creative More Often?,” Keynote, Studio BV Annual Retreat, Minneapolis.
221. **Vohs, Kathleen D.** (October 2017), “What Money Does to You,” Carlson School of Management Board of Overseers meeting, Minneapolis.
222. **Vohs, Kathleen D.** (October 2017), “Friends with Money: The Interplay of Social and Financial Well-Being,” Roundtable, Association for Consumer Research annual meeting, San Diego, CA.

**Associate Editorship**

- *Journal of Personality and Social Psychology: Attitudes and Social Cognition* (2014-2017)

### **Guest Editorship**

- *Review of General Psychology* (2007, 2016, 2017)
- *Journal of the Association of Consumer Research* (2016)

### **Editorial Board Member**

- *Journal of Experimental Psychology: General* (2011 to present)
- *Journal of Personality and Social Psychology: Attitudes and Social Cognition* (2011 to present)
- *Psychological Science* (2009 to present)
- *Journal of Neuroscience, Psychology, and Economics* (2009 to present)
- *Journal of Consumer Research* (2008 to 2017)
- *Compass*, Blackwell Publishing (2006 to 2010)
- *Journal of Personality and Social Psychology: Intergroup Relations and Group Processes* (2007 to 2014; 2016-2017)
- *Journal of Experimental Social Psychology* (2009 to 2014)
- *Journal of Personality and Social Psychology: Personality Processes and Individual Differences* (2003 to 2010)
- *Personality and Social Psychology Bulletin* (2003-2005)

### **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 (ACR) annual meeting, Associate Editor for Competitive Paper track.

2001, 2002, 2003, 2005, 2009, 2011, Society for Personality and Social Psychology (SPSP), program committee.

2009, 2011, 2012, 2015 Society for Consumer Psychology (SCP) program committee.

2011, Association for Consumer Research (ACR) Doctoral Symposium co-chair.

2012, Society for Personality and Social Psychology (SPSP) program co-chair.

2012, Association for Consumer Research (ACR) special session reviewing committee.

2012, Society for Consumer Psychology (SCP) program committee.

2013, Society for Personality and Social Psychology (SPSP) past program co-chair.

2013-2016 Society for Personality and Social Psychology (SPSP) media award committee.