

# Benjamin A. Converse

## *Curriculum Vitae*

### **Associate Professor of Public Policy and Psychology University of Virginia**

Frank Batten School of Leadership and Public Policy – Box 400893 – Charlottesville, VA 22904-4893  
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### EDUCATION and TRAINING

- 2010            Ph. D. Managerial and Organizational Behavior (now Behavioral Science)  
                                 University of Chicago Booth School of Business  
                                 Center for Decision Research
- 2005                            Honorary Visiting Researcher  
                                 School of Psychology, University of Birmingham (UK)
- 2004            B.A. Psychological and Brain Science (High Honors)  
                                 Dartmouth College, *magna cum laude*

### PRIMARY EMPLOYMENT HISTORY

Associate Professor, University of Virginia (2019 – present)  
Assistant Professor, University of Virginia (2010 – 2019)

### OTHER APPOINTMENTS

Fellow, University of Virginia Convergent Behavioral Science Initiative (2020-21)  
Fellow, University of Virginia Environmental Resilience Institute (2018-19)  
Visiting Assistant Professor of Behavioral Science (Summer, 2012)

### RESEARCH INTERESTS

Motivation and Goal Pursuit, Decision Making, Social Judgment, Cooperation and Competition,  
Climate-related Goals and Decisions

### AWARDS AND HONORS

Recognized for Research Excellence, University of Virginia (2021)  
Batten School Faculty Research Award (2018)  
Elected to the Society of Experimental Social Psychology (2017)  
Invited Speaker, *The Best of UVa: A Collection of Unforgettable Lectures* (2017)  
All-University Teaching Award, University of Virginia (2015)

PUBLICATIONS

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\* DENOTES STUDENT / POSTDOC COAUTHOR

Converse, B. A. (*in press*). A Goal-Systems Approach to Problem Solving. A chapter to appear in A. Kruglanski, A. Fishbach, & C. Kopetz (Eds.), *Oxford Handbook on Goal Systems Theory*, (pp. TBD), Oxford University Press.

Converse, B. A., \*D. A. Reinhard, & \*Austin, M. M. K. (*in press*). Psychology of Rivalry: A Social-Cognitive Approach to Competitive Relationships. A chapter to appear in S. M. Garcia, A. Tor, & A. Elliot (Eds.), *Oxford Handbook on the Psychology of Competition*, (pp. TBD), Oxford University Press.

Converse, B. A. & \*Austin, M. M. K. (2022). People watching and the environment: Looking for signs of hope while concern outpaces action. *Current Opinion in Psychology*, 43, 249-253. [Appears in a themed issue (K. Barasz & T. Kim, Eds.) on People-Watching: Interpersonal Perception and Prediction.]

\*Austin, M. M. K. & Converse, B. A. (2021). In search of weakened resolve: Does climate-engineering awareness decrease individuals' commitment to mitigation? *Journal of Environmental Psychology*, 78, 1016900.

†<sup>c</sup>Adams, G. S., †<sup>c</sup>Converse, B. A. \*†Hales, A. H., & †Klotz, L. E. (2021). People systematically overlook subtractive changes. *Nature*, 592, 258-261. [†equal authorship, <sup>c</sup>corresponding]

Converse, B. A., \*Hancock, P., Klotz, L. E., Clarens, A. F., & Adams, G. S. (2021). If humans design the planet: A call for psychological scientists to engage with climate engineering. *American Psychologist*, 76, 768-780.

†Converse, B. A., \*†Juarez, L., & \*Hennecke, M. (2019). Self-control and the reasons behind our goals. *Journal of Personality and Social Psychology*, 116, 860-883. [†equal authorship]

Converse, B. A. & Dennis, P. J. (2018). The role of “prominent numbers” in open numerical judgment: Rushed decision makers choose from a limited set of numbers. *Organizational Behavior and Human Decision Processes*, 147, 94-107.

\*Hennecke, M. & Converse, B. A. (2017). Next week, next month, next year: How perceived temporal boundaries affect initiation expectations. *Social Psychological and Personality Science*, 8, 918-926.

Caruso, E. M., Burns, Z. C., & Converse, B. A. (2016). Slow motion increases perceived intent. *Proceedings of the National Academy of Sciences*, 113, 9250-9255.

Converse, B. A. & \*Reinhard, D. A. (2016). On rivalry and goal pursuit: Shared competitive history, legacy concerns, and strategy selection. *Journal of Personality and Social Psychology*, 110, 191-213.

\*†Maloney, E. A., †Converse, B. A., Gibbs, C. R., Levine, S. C., & Beilock, S. L. (2015). Jump-starting early childhood education at home: Early learning, parent motivation, and public policy. *Perspectives on Psychological Science*, 10, 727-732. [†equal authorship]

- Converse, B. A., Risen, J. L., & Carter, T. J. (2012). Investing in karma: When wanting promotes helping. *Psychological Science*, *23*, 923-930.
- Converse, B. A. & Fishbach, A. (2012). Instrumentality boosts appreciation: Helpers are more appreciated while they are useful. *Psychological Science*, *23*, 560-566.
- Fishbach, A. & Converse, B. A. (2011). Identifying and counteracting temptations. In K. D. Vohs & R. F. Baumeister (Eds.), *Handbook of Self-Regulation: Research, Theory, and Applications*, 2<sup>nd</sup> Edition, (pp. 244-262), Guilford.
- Sackett, A. M., Meyvis, T., Nelson, L. D., Converse, B. A., & Sackett, A. L. (2010). You're having fun when time flies: The hedonic consequences of subjective time progression. *Psychological Science*, *21*, 111-117.
- Fishbach, A. & Converse, B. A. (2010). Walking the line between goals and temptations: Asymmetric effects of counteractive control. In R. R. Hassin, K. Ochsner, and Y. Trope (Eds.). *Self Control in Society, Mind, and Brain*, (pp. 289-407), Oxford University Press.
- Epley, N., Converse, B. A., Delbosc, A., Monteleone, G., & Cacioppo, J. T. (2009). Believers' estimates of God's beliefs are more egocentric than estimates of other people's beliefs. *Proceedings of the National Academy of Sciences*, *106*, 21533-21538.
- Converse, B. A., Lin, S., Keysar, B., & Epley, N. (2008). In the mood to get over yourself: Mood affects theory-of-mind use. *Emotion*, *8*, 725-730.
- Keysar, B., Converse, B. A., Wang, J., & Epley, N. (2008). Reciprocity is not give and take: Asymmetric reciprocity to positive and negative acts. *Psychological Science*, *19*, 1280-1286.
- OTHER PUBLICATIONS
- Adams, G. S., Converse, B. A. Hales, A. H., & Klotz, L. E. (2022, February 4, [online](#)). When subtraction adds value. *Harvard Business Review*.
- Converse, B. A., Adams, G. S., Hales, A. H., & Klotz, L. E. (2021, April 15). We instinctively add on new features and fixes. Why don't we subtract instead? *The Washington Post*.
- Converse, B. A., & \*Brody, I. (2017). Why we expect so much from ourselves 'next year.' *University of Virginia Office of Engagement Lifetetime Learning Blog*.
- Converse, B. A., & \*Hennecke, M. (2016). Why we think we can keep those New Year's resolutions. *Scientific American, Mind Guest Blog*.
- Caruso, E. M., Burns, Z. C., & Converse, B. A. (2016, August 05). The problem with slow motion. *The New York Times*, p. SR10.
- Converse, B. A. (2011). How social psychology is liberating leadership from the great-person mold. *Virginia Policy Review*, *V*, 12-17.
- Converse, B. A. & Epley, N. (2008). Egocentrism. In N. J. Salkind (Ed.), *Encyclopedia of Educational Psychology*. Sage Publications.

MANUSCRIPTS UNDER REVIEW

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Converse, B. A., \*Tsang, S., & Hennecke, M. (*under review*). The value of mere completion.

\*Neale, C., \*Austin, M. M. K., Roe, J., & Converse, B. A. (*under review*). Making people aware of eco-innovations can decrease climate despair.

RESEARCH SUPPORT

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Co-PI (PI: Dr. Haiying Shen, Co-PIs Dr. Cameron Whitehouse, Dr. Laura Barnes): National Science Foundation PFI-RP: *A smart building for enhancing human performance, comfort and health* (September, 2018). \$337,432.

PI: University of Virginia Resilience Institute Co-Lab contest: *Designing the planet: The social psychology of climate engineering* (June, 2018). \$30,000.

PI: University of Virginia Bankard Fund for Political Economy: *Burnout at work: Assessing the role of urgent goal pursuit* (June, 2018). \$29,038.

Co-I (PI: Dr. Jennifer Roe): University of Virginia Resilience Institute Co-Lab contest: *A coupled human-natural capital lab (CoH-N) for Resilient Coastal Futures* (January, 2018). \$30,000.

Co-PI (with Tanya Denckla Cobb, Dr. Leidy Klotz, Dr. Jennifer Roe): University of Virginia Resilience Institute Co-Lab contest: *The RAFT Co-Lab: Landscape scale approach to motivating localities to take meaningful action to increase resilience* (January, 2018). \$15,000.

Co-I (PI: Dr. Ines Jurcevic): Society for the Psychological Study of Social Issues (SPSSI), Local- and State-Level Policy Work grant: *Confederate memorabilia conundrum: Uniting communities with a legacy of injustice* (September, 2017). \$2,000.

PI: The John Templeton Foundation: *Resolving the “urgent—important” conflict to promote purposeful goal pursuit* (April, 2013). \$144,581.

Co-PI (with Dr. Nicholas Epley): Time-Sharing Experiments for the Social Sciences (National Science Foundation Grant 009464 to Co-PIs Diana C. Mutz and Arthur Lupia). Received space on data collection platform for *Discomfort in disagreement with God* (2008); *With God on our side* (2007).

AS FACULTY SPONSOR / SUPERVISOR

Supervised University of Virginia Double Hoo Research Grant to Hanna Davis and Maura Austin: *Investigating the Role of Geoengineering as a Moral Hazard for Climate Change Mitigation*.

Supervised Harrison Undergraduate Research Award, awarded to Ilana Brody: *The impact of legacy concerns on environmental attitudes*.

Supervised National Science Foundation Graduate Research Fellowship, awarded to Jane Tucker: *Motivational moralization: Moralizing in the face of obstacles*

Supervised Swiss National Science Foundation, grant # PBZHP1-141500, awarded to Marie Hennecke: *Thinking about others as means or goals: Social-cognitive consequences.*

Supervised University of Virginia College Council Research Grant, awarded to Xiaochen Sun: *Social factors in crowd funding: How perceived warmth, trust, and gifts affect backing behavior.*

Supervised University of Virginia College of Arts and Sciences Small Research and Travel Grant, awarded to Brendon Cummiskey: *When thank-you backfires: Expressions of gratitude and perceived status in cooperative groups.*

## TEACHING AND ADVISING

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### INSTRUCTOR

University of Virginia, Frank Batten School of Leadership and Public Policy  
(\* Hired with first cohort of dedicated faculty at then-new Batten School; helped develop Leadership curriculum, designed and taught series of core and elective MPP classes.)

*Psychology for Leadership*

*Strategies and Processes of Negotiations*

*The Science of Self-Regulation and Decision Making*

*Introduction to Civic Leadership*

University of Chicago Booth School of Business (Visiting Assistant Professor)  
*Strategies and Processes of Negotiation, Summer 2012*

### (SELECTED) SYNERGISTIC INSTRUCTION, ACTIVITIES, AND ENGAGEMENT

Panelist, Fridays at Batten, *Less is More in Decision Making*, with G. Adams and L. Klotz (2023).

Instructor, National Nuclear Security Administration (NNSA) Graduate Fellowship Program (NGFP) Career Development Workshop. Washington, DC: *Career Negotiations* (2021, 2020).

Instructor, Young African Leaders Initiative (YALI): The Mandela Washington Fellowship for Young African Leaders: *Negotiating better agreements* (2019, 2018, 2017, 2016, 2015, 2014)

Faculty discussant, Batten School Women in Policy session: *Salary negotiations, a joint perspective from academic research and career services* (2018)

Workshop participant, UVa Center for Teaching Excellence, *Controversial topics and difficult dialogues: Engaging students in critical conversations* (2018)

Faculty discussant, UVa Fireside Chat, *What does it mean to be an ally?*, as part of a series of student-led events following Charlottesville rallies on August 11<sup>th</sup> and 12<sup>th</sup> (2018)

Faculty discussant, UVa School of Architecture Center for Design and Health: *Behavioral research dialogue*, an interdisciplinary panel discussion on sustainability and behavior with faculty from Schools of Architecture, Engineering, and Commerce (2017)

- Presenter, University of Virginia Department of Psychology's *Diversifying Psychology Day*, faculty research presentations (2017)
- Presenter, Women in Natural Resources: Leading Mentoring, and Connecting Conference, sponsored by the College of Natural Resources and Environment at Virginia Tech: *Negotiating skills for women in natural resources* (2016)
- Leadership training outreach: Visit to Federal Executive Institute (Charlottesville, VA) and Culver Academy (Culver, IN) to collaborate on developing best practices for teaching and research on leadership (2015)
- Discussant, Newark High School (NY) Distance Learning Grant: Led AP Psychology class in discussion of psychology, public policy, and higher education (2014)
- Presenter, Batten Career Workshop: *Negotiating a job offer* (2014, 2012, 2011)
- Presenter, Newcomb Student Leaders group training, UVa: *Removing barriers to motivation* (2014)
- Presenter, Batten School Admitted-Students Open House Recruitment: *A psychological approach to leadership* (2014)
- Faculty consultant, "Up to Us" group (led by Lena Shi, Batten '14), winners of nationwide competition to raise awareness of federal debt, sponsored by Clinton Global Initiative (2014)
- Moderator, UVa Leadership Working Group "Big Questions in Leadership" Series, *Do women negotiate differently than men?*, Laura Kray (UC Berkeley), (2014)
- Moderator, UVa Leadership Working Group "Big Questions in Leadership" Series, *Should leaders care as much about managing their own minds as managing their followers?*, Jeremy Hunter (Claremont Graduate University), (2014)
- Presenter, Darden School of Business (UVa), *Philosophy and Business: Business in Society* (2013)
- Informal consulting with Batten alumni team for Deloitte Innovation Tournament on their winning entry, *Deliberate Design: Improving Public Programs through Behavioral "Nudges"* (2013)
- Presenter, Introduction to Global Studies and Leadership seminar, hosted by UVa International Studies Office and Office of Special Academic Programs, *Out of your mind leadership* (2012)
- Presenter, Batten School faculty panel on *Behavioral Research in Public Policy* (2012)
- Presenter, Batten School External Advisory Board meeting: *Leadership at Batten* (2012)
- Presenter, Psychology Department Prospective Student Recruitment Colloquium: *The 'I' in 'team': When group achievement substitutes for individual goal pursuit* (2012)

Presenter, Psi Chi Honor Society Induction: *Finding meaning in psychology* (2012)

Guest presenter, Social Psychology Proseminar: *Introduction to Judgment and Decision Making* (2012, 2010)

Moderator, UVa Leadership Working Group “Big Questions in Leadership” Series: *Why do leaders behave unethically?* Max Bazerman (Harvard University) and Ed Freeman (UVa), (2012)

Presenter, Black Student Alliance Annual Emerging Leaders Retreat: *Out of your mind leadership* (2011)

Co-organizer and moderator, Batten School “Mini-Conference on Leadership and Public Policy,” *The New Science of Leadership: Judgment, Negotiation, and Decision Making*, featuring Hannah Riley Bowles, Noah Goldstein, and Francesca Gino (2011)

Presenter, Batten School Orientation Lecture: *Psychology and leadership: Initiating change by removing psychological barriers* (2010)

#### GRADUATE THESIS COMMITTEES

Psychology: Maura Austin (Chair, 2023); Yuching Lin (Chair, 2023); Quinn Hirschi (2022); Bethany Gordon (2022); Jacob Goldstein-Greenwood (Chair, 2021); Jane Tucker (2018); Lindsay Juarez (Chair, 2017); David Reinhard (Chair, 2017); Alex Schiller (2017); Kelly Hoffman (2016); Gena Gorlin (2015); Elizabeth Tenney (2011)

#### UNDEGRADUATE THESIS COMMITTEES

Psychology: Charlotte Paulussen (Chair, 2022); Emma White (Chair, 2020); Ilana Brody (Chair, 2017); Alaina Segura (Chair, 2016); Brendon Cummiskey (Chair, 2014); Xiaochen Sun (Chair, 2014); Mariah Sinden (2013)

#### ACADEMIC PRESENTATIONS

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##### CHAired SYMPOSIA

*Finish lines and ticking clocks: The draw of completion and the threat of expiration.* (May, 2022). With A. Roberts. Symposium conducted at the annual meeting of the Society for the Science of Motivation, Chicago, IL. Speakers: A. Roberts, B. A. Converse, M. Jang, J. Reiff.

*Making an impact: Taking meaningful action on real-life goals.* (March, 2018). With A. Fishbach. Symposium conducted at the annual meeting of the Society for Personality and Social Psychology, Atlanta, GA. Speakers: A. Fishbach, P. Sheeran, D. Yeager, B. A. Converse.

*Self-Regulation Pre-Conference.* (February, 2014). With W. Hofmann. Pre-conference conducted at the annual meeting of the Society for Personality and Social Psychology, Austin, TX. Speakers: A. Kruglanski, E. Balci, J. Gross, E. Berkman, B. A. Converse, O. Ayduk, G. Walton.

*On ignorance and confusion in goal pursuit.* (October, 2010). With K. D. Vohs. Symposium conducted at the annual meeting of the Society of Experimental Social Psychology, Minneapolis, MN. Speakers: G. M. Fitzsimons, B. A. Converse, T. Mann, A. Fishbach.

CONFERENCE PRESENTATIONS

\* DENOTES GRADUATE STUDENT OR POST DOC AT TIME OF PRESENTATION

Converse, B. A., \*Tsang, S., & Hennecke, M. (2022, May). *The value of mere completion.* Paper presented at the annual meeting of the Society for the Science of Motivation, Chicago, IL.

Converse, B. A., \*Neale, C., \*Austin, M. M. K., & Roe, J. (2022, May). *Make people aware of eco-innovation can decrease climate despair.* Presented paper at the annual meeting of the Association for Psychological Science, Chicago, IL.

\*Neale, C., \*Austin, M. M. K., Roe, J., & Converse, B. A. (2020, June). *Awe, inspiration, and environmental efficacy: Can we 'wow!' our way out of climate melancholia?* Paper presented by the first author at the biannual meeting of International Association for People-Environment Studies, virtual.

Converse, B. A., Adams, G., \*Hales, A., Klotz, L. (2019, November). *Subtraction neglect in generic improvement problems.* Paper presented at the annual meeting of the Society for Judgment and Decision Making, Montreal, Canada.

\*Austin, M. M. K., Adams, G., & Converse, B. A. (2019, August). *Incidental appearance change affords redemption.* Paper presented by the first author at the Academy of Management annual meeting, Boston, MA. (\*Part of a session designated as a 'Showcase Symposium')

Converse, B. A. (2019, May). *The trouble with goal completion: How completion-focus may undermine important pursuits.* Paper presented at the annual meeting of the Society for the Study of Motivation, Washington, D.C.

Converse, B. A., \*Juarez, L., \*Hennecke, M. (2018, March). *Willful wanting: Self-control and the reasons behind our goals.* Paper presented at the annual meeting of the Society for Personality and Social Psychology, Atlanta, GA.

\*Jurcevich, I., Caruso, E. M., & Converse, B. A. (2017, October). *The role of race and playback speed on perceptions of criminal intent.* Paper presented by the first author at the annual meeting of the Society of Experimental Social Psychology, Boston, MA.

Caruso, E. M., Burns, Z. C., & Converse, B. A. (2017, January). *Slow motion increases perceived intent.* Paper presented by the first author at the Judgment and Decision Making Preconference at the annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.

Caruso, E. M., Burns, Z. C., & Converse, B. A. (2016, November). *Slow motion increases perceived intent.* Paper presented by the first author at the Society for Judgment and Decision Making conference, Boston, MA.



- Caruso, E. M., Burns, Z. C., & Converse, B. A. (2016, September). Slow motion increases perceived intent. In E. M. Caruso (Chair), *New cues to mind perception: Inferring inner states from voices, faces, emotions, and time*. Paper presented by the first author at the Society of Experimental Social Psychology, Santa Monica, CA.
- Caruso, E. M., Burns, Z. C., & Converse, B. A. (2016, June). *Slow motion increases perceived intent*. Paper presented by the first author at the Behavioral Decision Research in Management conference, Toronto, Canada.
- \*Juarez, L. & Converse, B. A. (January, 2016). *The effect of multitasking attitudes on goal prioritization*. Paper presented in E. Berkman & M. Milyavskaya (Chairs), Self-Regulation Preconference. Conducted at the annual meeting of the Society of Personality and Social Psychology, San Diego, CA.
- \*Hennecke, M. & Converse, B. A. (May, 2015). *Seeking fresh starts: People delay the initiation of goal pursuit until an arbitrary "beginning."* Paper presented by the first author at the 27<sup>th</sup> Annual Convention of the Association for Psychological Science, NY.
- \*Hennecke, M. & Converse, B. A. (September, 2014). *A magic dwells in each beginning: Effects of symbolic fresh starts on motivation*. Paper presented by the first author at the 49<sup>th</sup> Congress of the German Psychological Association, Bochum, Germany.
- Converse, B. A. & Reinhard, D. (February, 2014). *Revved up by rivalry: Reflecting on rivals promotes action-oriented goal pursuit*. Paper presented in B. A. Converse & W. Hofmann (Chairs), Self-Regulation Pre-Conference. Conducted at the annual meeting of the Society of Personality and Social Psychology, Austin, TX.
- \*Hennecke, M., & Converse, B. A. (September, 2013). *Getting a fresh start: The effect of new beginnings on motivation*. Paper presented by the first author at the 15<sup>th</sup> European Social Cognition Network (ESCON) Transfer of Knowledge Conference, Vilnius, Lithuania.
- Eyal, T., Converse, B. A., Fishbach, A. (January, 2013). *When "we" have succeeded, I can coast: Substituting group progress for individual progress*. Paper presented by first author in T. Eyal and A. Fishbach (Chairs), Counterintuitive Consequences of Substitution in Self-Regulation. Symposium conducted at the annual meeting of the Society of Personality and Social Psychology, New Orleans, LA.
- Converse, B. A. (August, 2011). *Instrumentality boosts gratitude: Helpers are appreciated while they are useful*. Paper presented in E. Finkel (Chair), The Effects of Social Relationships on Individuals' Self-Regulation: Implications for Goal Achievement and Relationship Well-Being. Symposium conducted at the annual meeting of the American Psychological Association, Washington, DC.
- Converse, B. A. (October, 2010). *Instrumentality boosts gratitude: Helpers are appreciated while they are useful*. Paper presented in S. Algoe (Chair), Positive Emotions in Social Interactions. Symposium conducted at the annual meeting of the Society of Southeastern Social Psychology, Charleston, SC.

- Converse, B. A., Eyal, T., & Fishbach, A. (October, 2010). *I relax after we succeed: Substitution of group achievement for individual achievement*. Paper presented in B. A. Converse and K. D. Vohs (Chairs), On ignorance and confusion in goal pursuit. Symposium conducted at the annual meeting of the Society of Experimental Social Psychology, Minneapolis, MN.
- Converse, B. A. & Fishbach, A. (October, 2009). *Don't I owe you? The discrepancy between expected and experienced gratitude*. Paper presented in a competitive paper session at the annual meeting of the Association for Consumer Research, Pittsburgh, PA.
- Converse, B. A., Sackett, A. M., Meyvis, T., Nelson, L. D., & Sackett, A. L. (October, 2009). *You're having fun when time flies: The hedonic consequences of subjective time progression*. Paper presented by the second author in D. Faro and C. I. Tsai (Chairs), Cue Substitution: Inferential Processes in Judgments and Experiences of Time. Symposium conducted at the annual meeting of the Association for Consumer Research, Pittsburgh, PA.
- Converse, B. A. & Fishbach, A. (October, 2009). *The function of expected and experienced gratitude in self regulation*. Paper presented in E. J. Finkel and G. M. Fitzsimons (Chairs), Social relationships, automaticity, and self regulation. Symposium conducted at the annual meeting of the Society of Experimental Social Psychology, Portland, ME.
- Converse, B. A., Keysar, B., Epley, N., & Wang, J.. (November, 2008). *Reciprocity is not give and take: Asymmetric reciprocity to positive and negative acts*. Paper presented at the annual meeting of the Society for Judgment and Decision Making, Chicago, IL.
- Converse, B. A., Epley, N., Cacioppo, J. T., & Reynolds, A. (May, 2008). *With God on our side: Egocentric biases are stronger intuiting God's beliefs than other humans' beliefs*. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago, IL.
- Converse, B. A., Lin, S., Keysar, B., & Epley, N. (May, 2007). *In the mood to get over yourself: Incidental affect and egocentrism*. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago, IL.
- Epley, N., & Converse, B. A. (March, 2007). *Vulcan gods would have pointy ears*. Paper presented by the first author at the annual meeting of the Social Psychologists of Chicago, Chicago, IL.

#### INVITED PRESENTATIONS

##### *Making People Aware of Eco-Innovations can Decrease Climate Despair*

Paper presented at the Social Science and Sustainability Technology Workshop, University of Colorado at Boulder (October, 2022).

##### *A Goal-Systems Approach to Problem Solving*

Paper presented at the Oxford University Press Conference on Twenty Years of Goal-Systems Theory and Research, Chicago, IL and virtual (September, 2021).

##### *Subtraction Neglect*

George Mason University (January, 2020).

University of Chicago Booth School of Business, Center for Decision Research Brownbag Series. (May, 2019).

*The Psychology of Rivalry*

Paper presented at the Oxford Handbook Conference on the Psychology of Competition, University of Notre Dame, London Global Gateway (December, 2019)

*Designing the Planet: The Social Psychology of Climate Engineering*

Flash talk presentation at the Environmental Resilience Institute Environmental Futures Forum, UVa (August, 2019)

Poster presentation at the Commonwealth Conference for National Defense and Intelligence (June, 2018)

*Willful Wanting: Self-Control and the Reasons Behind Our Goals.*

University of North Carolina at Chapel Hill (September, 2017)

*Willing Your Way to Purpose: Self Control and Autonomous Motivation in the Lab, Home, School, and Office.*

Marketing Workshop, McIntire School of Commerce, University of Virginia (March, 2017)

*“As if This Is the Day I Will Be Remembered”: Rivalry, Legacy, and Goal Pursuit.*

University of Zurich (Switzerland; July, 2016).

Booth Alumni Insight event, University of Chicago Booth School of Business (April, 2016).

*Resolving the “Urgent—Important Conflict” to Promote Purposeful Goal Pursuit*

New Paths to Purpose Capstone Conference, University of Chicago (June, 2015)

New Paths to Purpose Research Network Meeting, University of Chicago (June, 2014)

*Rivalry and Motivation: Beyond “Mere Competition”*

University of North Carolina at Chapel Hill (February 2013)

*Instrumentality Boosts Gratitude: Helpers are Appreciated While They are Useful.*

Paper presented in H. Mercier (Chair), Decision Making for a Social World. Virtual seminar conducted by the International Cognition and Culture Institute (Institut Jean Nicod and London School of Economics) and the Philosophy, Politics, and Economics Program at the University of Pennsylvania. (March, 2011) [\[link\]](#)

*Beyond Payback: Motivation in Social Exchange.*

University of North Carolina at Chapel Hill (February, 2010)

University of Virginia (February, 2010)

*Leaders Can Initiate Change by Removing Psychological Barriers.*

University of Virginia, Batten School of Leadership and Public Policy (Feb, 2010)

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ACADEMIC AND PROFESSIONAL ACTIVITIES

EDITORIAL BOARD

*Journal of Personality and Social Psychology: Attitudes and Social Cognition* (Ed. Shinobu Kitayama), 2022

*Journal of Personality and Social Psychology: Attitudes and Social Cognition* (Ed. Eliot Smith), 2013 – 2017

AD HOC REVIEWER (JOURNALS)

*Climatic Change*  
*Cognition*  
*Current Directions in Psychological Science*  
*Energy Research & Social Science*  
*European Journal of Social Psychology*  
*Journal of the Association for Consumer Research*  
*Journal of Behavioral Decision Making*  
*Journal of Behavioral and Experimental Economics*  
*Journal of Experimental Psychology: General*  
*Journal of Experimental Social Psychology*  
*Journal of Health Politics, Policy, and Law*  
*Journal of Nonverbal Behavior*  
*Journal of Personality and Social Psychology: Attitudes and Social Cognition*  
*Journal of Personality and Social Psychology: Personality Processes and Individual Differences*  
*Journal of Personality and Social Psychology: Interpersonal Relations and Group Processes*  
*Management Science*  
*One Earth*  
*Organizational Behavior and Human Decision Processes*  
*Personality and Social Psychology Bulletin*  
*Personality and Social Psychology Review*  
*PLOS ONE*  
*Proceedings of the National Academy of Sciences*  
*Psychology & Health*  
*Psychological Science*  
*Quarterly Journal of Experimental Psychology*  
*Review of General Psychology*  
*Self and Identity*  
*Social Cognition*  
*Social and Personality Psychology Compass*  
*Social Psychological and Personality Science*

AD HOC REVIEWER (OTHER)

*Academy of Management Annual Meeting*  
*British Academy BA/Leverhulme Small Research Grants Program*  
*National Science Foundation (USA)*  
*Society for Judgment and Decision Making Annual Meeting*  
*Swiss National Science Foundation*  
*United States—Israel Binational Science Foundation Research Grant*  
*Western Kentucky University, Center for Leadership Excellence Grant Funding Program*

SERVICE TO THE FIELD

*Program Committee Co-Chair (with Szu-chi Huang), Society for the Science of Motivation Annual Meeting, 2020 (cancelled due to COVID) and 2021 (Society's first virtual meeting)*