

PHUONG Q. LEbhh9kg@virginia.edu | <https://pqle.github.io/>**ACADEMIC APPOINTMENTS****Postdoctoral Research Associate**

Aug 2024-Present

Frank Batten School of Leadership and Public Policy, University of Virginia

EDUCATION**The Ohio State University, Columbus, OH**

Ph.D., Psychology 2024

Dissertation: The role of conflict representation in abstinence versus moderation in self-control

Co-Advisors: Kentaro Fujita, Ph.D., & Lisa K. Libby, Ph.D.

M.A., Psychology 2020

Thesis: Perspective as a communication tool: Third-person (vs. first-person) imagery facilitates analytical (vs. dynamic) language style

Co-Advisors: Lisa K. Libby, Ph.D., & Kentaro Fujita, Ph.D.

University at Buffalo, The State University of New York

B.A. Psychology & Social Sciences Interdisciplinary (International Studies) 2017

Minor in Geography (International Business and World Trade)

Summa cum laude

Thesis in Psychology: Not as awesome as it seems: Spontaneous self-distancing predicts divergent outcomes of awe during individual goal pursuit (High Honors)

Advisor: Mark D. Seery, Ph.D.

GRANTS, HONORS & AWARDS*The Ohio State University*

Council of Graduate Students – Ray Travel Award (\$1,000) Nov 2023

The Women's Place – Research Grant on Women, Gender, and Gender Equity (\$1,000) May 2023

Decision Sciences Collaborative – Spring Forum Presentation Prize (\$100) Mar 2023

Council of Graduate Students – Career Development Grant (\$350) Mar 2023

Psychology Department Graduate Research Forum: 2nd place (\$250) Nov 2022

Decision Sciences Collaborative – Small Research Grant (\$3,000) Nov 2021

Psychology Department SBS Graduate Scholarship Award (\$5,760; summer funding) May 2021

Psychology Department Conference Presentation (\$2,000 total; \$500 per academic year) 2018-2023

Dean's Distinguished University Fellowship (\$100,200 over 3 years) Aug 2018

University at Buffalo

Undergraduate Excellence in Research, Scholarship and Creativity Apr 2017

Psi Chi National Psychology Honor Society Mar 2017

UB Center for Undergraduate Research and Creative Activities Grant (\$500) Nov 2016

UB Pride & Service Award Apr 2016

Phi Beta Kappa Honor Society Feb 2016

Grace W. Capen Academic Award (\$200)
International Student Scholarship (\$32,000 over 4 years)

May 2015
Aug 2013

PUBLICATIONS

Le, P. Q., & Fujita, K (in press). Matching construal level to regulatory scope in persuasion. In J. D. Teeny, A. Luttrell, and R. E. Petty (Eds.), *The Handbook of Personalized Persuasion: Theory and Application*. Taylor & Francis, Routledge.

Le, P. Q., Scholer, A. A., & Fujita, K (in press). The role of conflict representation in abstinence and moderation in self-control. *Journal of Personality and Social Psychology*, 126(6), 947–977. <https://doi.org/10.1037/pspa0000381>

Fujita, K., **Le, P. Q.**, Scholer, A. A., & Miele, D. B (2024). The metamotivation approach: Insights into the regulation of motivation and beyond. *Social and Personality Psychology Compass*, 18(2), Article e12937. <https://doi.org/10.1111/spc3.12937>

Le, P. Q., Saltsman, T. L., Seery, M. D., Ward, D., Kondrak, C. L., & Lamarche, V. M. (2019). When a smaller self means manageable obstacles: Spontaneous self-distancing predicts divergent effects of awe during a subsequent performance stressor. *Journal of Experimental Social Psychology*, 80, 59-66. <https://doi.org/10.1016/j.jesp.2018.07.010>

Manuscripts Under Review

Le, P. Q., Hildebrand, L. K., Wallace, L. E., Berkman, E. T., & Fujita, K. [Title redacted for blind review]. Invited resubmission at *Social Psychological and Personality Science*.

Manuscripts In Progress

*Shared first authorship.

Desai, N, **Le, P. Q.**, Stillman, P. E., Fujita, K., & Krajbich, I. [Title redacted for blind review]. In prep for resubmission.

Le, P. Q., Libby, L. K., Stewart-Hill, S. A., Ivy, V., & Eibach, R. P. Interpersonal antecedents and outcomes of storyteller's spontaneous visual perspective during communication.

Le, P. Q.*, Nguyen, T.*, Scholer, A. A., & Fujita, K. Beliefs about using construal level to modulate regulatory scope. Working manuscript available upon request.

Smith, B. J.*, **Le, P. Q.***, Nguyen, T., Wilson, S., Cheung, B., Fujita, K., & Berkman, E., T. Motivational messages to quit smoking: Comparing high-level construal and downregulation strategies.

Le, P. Q., Libby, L. K., Morewedge, C., Bawa, R., Eibach, R. P., & Rha, J. J. Visual perspective moderates the effect of repeated imagined consumption on motivation to consume.

Select Projects In Progress

Le, P. Q.*, Cotet, M.*, Fujita, K., & Krajbich, I. Divergent effects of bias and accuracy motivation in choice: Evidence from drift diffusion modeling. 2 studies completed.

Stewart-Hill, S. A., **Le, P. Q.**, & Libby, L. K. Women's use of mental imagery visual perspective in sharing experienced sexism. 3 studies completed.

Lee, S., **Le, P. Q.**, & Libby, L. K. How self-control beliefs shape motivation: The moderating role of visual imagery perspective. 6 studies completed.

Shaffer-Morrison, C. D., Wilson, R., Dillman-Hasso, N., **Le, P. Q.**, Fujita, K. Using motivation science to promote conservation practices within farmers in Ohio. Pilot ongoing.
Funded by the Foundation for Food and Agriculture Research ACTION program (May 2023, awarded to RW)

CONFERENCE PRESENTATIONS

Symposia Organized

Fujita, K., & **Le, P. Q.** (2024, October). *Challenging Traditions in Self-Regulation Research*. Symposium to be presented at the Annual Conference of the Society of Experimental Social Psychology, Santa Fe, NM.

Le, P. Q., & Yang, Z. (2024, April). *Challenges, Consequences, and Strategies for Discussing Interpersonal and Social Issues*. Symposium presented at the Annual Conference of the Midwestern Psychological Association, Chicago, IL.

Stewart-Hill, S. A., **Le, P. Q.**, & Libby, L. K., (2024, February). *Communicating with Images: Sociocognitive Functions of Visible and 'Invisible' Imagery*. Symposium presented at the Annual Conference of the Society of Personality and Social Psychology, San Diego, CA.

Le, P. Q., & Fujita, K. (2023, April). *The Antecedents, Consequences, and Resolution of Goal Conflicts*. Symposium at the Annual Conference of the Midwestern Psychological Association, Chicago, IL.

Talks

Le, P. Q., Scholer, A. A., & Fujita, K. (2024, October). The role of conflict representation in abstinence and moderation in self-control. In K. Fujita & P. Q. Le (Co-organizers), *Challenging Traditions in Self-Regulation Research*. Talk to be presented at the Annual Conference of the Society of Experimental Social Psychology, Santa Fe, NM.

Le, P. Q., Libby, L. K., Ivy, V., & Eibach, R. P. (2024, April). Functions of storyteller's mental imagery perspective in sharing experienced discrimination. In P. Q. Le & Z. Yang (Co-organizers), *Challenges, Consequences, and Strategies for Discussing Interpersonal and Social Issues*. Talk presented at the Annual Conference of the Midwestern Psychological Association, Chicago, IL.

Le, P. Q., Libby, L. K., Ivy, V., & Eibach, R. P. (2024, February). The role of storyteller's mental imagery perspective in sharing experienced discrimination. In S. A. Stewart-Hill, P. Q. Le, &

- L. K. Libby (Co-organizers), *Communicating with Images: Sociocognitive Functions of Visible and Invisible Imagery*. Talk presented at the Annual Conference of the Society of Personality and Social Psychology, San Diego, CA.
- Le, P. Q.**, Scholer, A. A., & Fujita, K. (2023, April). The role of conflict representation in abstinence and moderation in self-control. In P. Q. Le & K. Fujita (Co-organizers), *The Antecedents, Consequences, and Resolution of Goal Conflicts*. Talk presented at the Annual Conference of the Midwestern Psychological Association, Chicago, IL.
- Le, P. Q.**, Scholer, A. A., & Fujita, K. (2023, March). *Inferring mental representations of self-control conflict from abstinence vs. moderation*. Talk presented at the Spring Research Forum of the OSU Decision Sciences Collaborative, Columbus, OH.
- Le, P. Q.**, Libby, L. K., Ivy, V., & Eibach, R. P. (2023, February). *The role of storyteller's mental imagery perspective in sharing experienced discrimination*. Talk presented at the Shared Reality Preconference in the Annual Conference of the Society of Personality and Social Psychology (Virtual meeting).
- Libby, L. K., **Le, P. Q.**, Ivy, V., Valenti, G., & Eibach, R. P. (2022, October). *Picturing events from a third-person perspective can dampen or heighten emotional response in both the self and others by highlighting an event's bigger meaning*. Invited talk at the Annual Meeting of the Society of Experimental Social Psychology, Philadelphia, PA.
- Le, P. Q.**, Fujita, K., & Scholer, A. A. (2022, May). *Conflict representation predicts abstinence and moderation in self-control*. Talk presented at the Annual Conference of the Society for the Science of Motivation, Chicago, IL.
- Le, P. Q.**, Nguyen, T. & Fujita, K. (2021, May). *Using machine learning to validate a within-subjects construal level manipulation*. Talk presented at the Distances in Organization workshop (Virtual meeting).
- Le, P. Q.**, & Libby, L. K. (2021, April). *Visual perspective in mental imagery influences people's language style*. Talk presented at the Annual Meeting of the Midwestern Psychological Association (Virtual meeting).
- Le, P. Q.**, & Fujita, K. (2021, February). *Perceived goal conflict type influences when people prefer abstinence vs. balancing*. Talk presented at the Judgment Decision-Making Preconference in the Annual Meeting of the Society of Personality and Social Psychology (Virtual meeting).
- Le, P. Q.**, & Libby, L. K. (2020, May). *Perspective as a communication tool: Third-person imagery facilitates analytical language*. Talk presented at the Distances in Organization workshop (Virtual meeting).
- Le, P. Q.**, & Libby, L. K. (2020, April). *Perspective as a writing tool: Third-person imagery facilitates analytical language*. Talk presented at the Annual Meeting of the Midwestern Psychological Association, Chicago, IL (Conference canceled).

Le, P. Q., Saltsman, T. L., Seery, M. D., Ward, D., Kondrak, C. L., & Lamarche, V. M. (2019, April). *When a small self means manageable obstacles: Spontaneous self-distancing predicts divergent effects of awe during a subsequent performance stressor.* Talk presented at the Annual Meeting of the Midwestern Psychological Association, Chicago, IL.

Le, P. Q., Saltsman, T. L., & Seery, M. D. (2017, April). *Testing the effects of awe on individual goal pursuit: A psychophysiological approach.* Talk presented at the University at Buffalo Women in STEM Cooperative's "STEM for Everyone" Event, Buffalo, NY.

Posters & Other Presentations

Le, P. Q., Scholer, A. A., & Fujita, K. (2023, February). *Conflict representation predicts abstinence and moderation in self-control.* Poster presented at the Annual Conference of the Society of Personality and Social Psychology, Atlanta, GA.

Le, P. Q., Fujita, K., & Scholer, A. A. (2022, May). *Conflict representation predicts abstinence and moderation in self-control.* Poster presented at the Spring Research Forum of the OSU Decision Sciences Collaborative, Columbus, OH.

Le, P. Q., Libby, L. K., Morewedge, C. K., Eibach, R. P., & Rha, J. J. (2020, February). *Repeated imagined food consumption's effect on actual desire to consume depends on visual perspective.* Poster presented at the Annual Meeting of the Society of Personality and Social Psychology, New Orleans, LA.

Le, P. Q., Saltsman, T. L., Seery, M. D., Ward, D., Kondrak, C. L., & Lamarche, V. M. (2019, February). *When a small self means manageable obstacles: Spontaneous self-distancing predicts divergent effects of awe during a subsequent performance stressor.* Poster presented at the Motivation Science Preconference at the Annual Meeting of the Society of Personality and Social Psychology, Portland, OR.

Le, P. Q., Saltsman, T. L., Seery, M. D., Ward, D., Kondrak, C. L., & Lamarche, V. M. (2018, June). *When a small self means manageable obstacles: Spontaneous self-distancing predicts divergent effects of awe during a subsequent performance stressor.* Poster presented at the seventh Annual Psychology Graduate Student Association Behavior & Brain Sciences Symposium, Buffalo, NY.

Le, P. Q., Saltsman, T. L., Seery, M. D., Ward, D., Kondrak, C. L., & Lamarche, V. M. (2017, August). *When a smaller self means bigger obstacles: Spontaneous self-distancing predicts divergent outcomes of awe during individual goal pursuit.* Poster presented at the Annual Conference of Social Psychologists Around Western New York, Rochester, NY.

Le, P. Q., Saltsman, T. L., & Seery, M. D. (2017, April). *Testing the effects of awe on individual goal pursuit: A psychophysiological approach.* Poster presented at the University at Buffalo Celebration of Academic Excellence, Buffalo, NY.

TEACHING

The Ohio State University, Department of Psychology

Independent Instructor, Introduction to Social Psychology (79 students)

Fall 2021

Overall rating: $M = 4.52$ ($SD = .73$) out of 5 ($N = 52$; university average = 4.25)

University at Buffalo, Department of Psychology

Undergraduate Teaching Assistant

PSY411: Topics in Psychology – Self & Self-Esteem (50 students)	Spring 2017
PSY101: Introduction to Psychology (450 students)	Fall 2015
PSY250: Scientific Inquiries (18 students)	Summer 2015

University at Buffalo, Academic Services, Division of Athletics

Academic Tutor

2016 – 2017

MENTORING

Undergraduate and Post-bac Research Assistants at The Ohio State University

Motivation and Cognition Lab (PI: Ken Fujita) *Subjective Perspectives Research Lab* (PI: Lisa Libby)

Nken Ntati (2023-)

Yixin Zhang (2023-)

Patrick Duffy (2023-2023)

Vidhur Narayan (2022-)

Shanelle White (2023-2023)

Dominic Frazee-Crawford (2022-2023)

Raymond Ko (2022-2023)

Shaojia Ma (2022-2023)

Tiffany Chen (2021-2022)

Hannah Baltes (2020-2022)

Kali Bruns (2020-2022)

Erik Portillo (2020-2021)

Ivana Mijatovic (2020-2021)

Riley Bragg (2019-2020)

Abigail Hartsell (2019-2020)

Luna Luo (2019-2019)

PROFESSIONAL SERVICE

Ad Hoc Reviewer

Social Psychological and Personality Science

Service at The Ohio State University, Department of Psychology

Social Area Colloquium Chair	2022-2023
------------------------------	-----------

Social Behavior Interest Group President	2022-2023
--	-----------

Social Cognition Interest Group President	2022-2023
---	-----------

Social Area Recruitment Coordinator	2021-2022
-------------------------------------	-----------

Social Cognition Interest Group Treasurer	2021-2022, 2023-2024
---	----------------------

Social Area Recruitment Coordinator Assistant	2020-2021
---	-----------

Department Diversity Committee Member	2020-2021
---------------------------------------	-----------

Social Area Diversity Committee Member	2020-2021
--	-----------

Social Area First-year Events Coordinator	2019-2020
---	-----------

Other Service

SPSP Outstanding Research Award Reviewer	2020
--	------

TECHNICAL SKILLS

Methods: Experiments; Survey design; Protocol and research material development; Focus groups

Advanced statistics: Mixed-effects or multilevel modeling; Analysis of variance (ANOVA)

Multivariate linear and non-linear regression; Basic and sequential process mediation; Exploratory and confirmatory factor analysis; Bayesian statistics

Computational modeling: Natural language processing; Supervised machine learning; Drift diffusion modeling

Software: Qualtrics, Git, Pavlovia, PsychoPy3, MediaLab & DirectRT

Computation: R, SPSS, Python (including Scikit-learn and hDDM), JavaScript (including jsPsych), HTML/CSS, Matlab

REFERENCES

Kentaro Fujita, Ph.D.
The Ohio State University
fujita.5@osu.edu

Lisa K. Libby, Ph.D.
The Ohio State University
libby.10@osu.edu

Abigail A. Scholer, Ph.D.
University of Virginia
hyf6dz@virginia.edu