

ABIGAIL A. SCHOLER  
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## EDUCATION

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PhD	2009	Social Psychology Columbia University, New York, NY
MA	2005	Social Psychology Columbia University, New York, NY
BA	2000	Psychology, <i>Valedictorian</i> Gettysburg College, Gettysburg, PA

## ACADEMIC APPOINTMENTS

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2023-	Batten Family Bicentennial Distinguished Leadership Professor of Public Policy, Professor of Public Policy and Psychology, Frank Batten School of Leadership and Public Policy, University of Virginia
2022-2023	Professor, University of Waterloo
2015-2022	Associate Professor, University of Waterloo
2011-2015	Assistant Professor, University of Waterloo
2009-2011	Assistant Professor, Gettysburg College
2008-2009	Associate Director, Motivation Science Center, Columbia University

## AWARDS AND HONORS

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2025	Faculty Excellence in Research Award, Batten School, University of Virginia
2025	Outstanding Researcher Recognition, University of Virginia
2024	Outstanding Researcher Recognition, University of Virginia
2012-2023	Canada Research Chair in Motivated Social Cognition, Tier II award
2022	Fellow, Society for Personality and Social Psychology
2022	Outstanding Performance Award, University of Waterloo
2021	Early Career Award, Society for the Science of Motivation
2021	Fellow, Association for Psychological Science

- 2019 Outstanding Performance Award, University of Waterloo
- 2018 Best Paper Award, Managerial and Organizational Cognition Division, Academy of Management
- 2015 Fellow, Columbia University Motivation Science Center
- 2014 Fellow, Society of Experimental Social Psychology
- 2008 Presidential Award for Outstanding Teaching by a Graduate Student, Columbia University
- 2007 Richard Christie Memorial Fellowship, Columbia University
- 2004-2007 Graduate Research Fellowship, National Science Foundation
- 2003-2008 Presidential Fellowship, Columbia University
- 2000 Charles H. Glatfelter Phi Beta Kappa Leadership Prize, Silent Leader Award, Samuel A. Mudd Psychology Award, Edwin and Leander M. Zimmerman Senior Prize, Gettysburg College
- 1999 Elected to Phi Beta Kappa, Gettysburg College

## GRANTS

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- 2025 University of Virginia Thriving Youth in a Digital Environment (TYDE) Large Grant. *Digital Detox or Intentional Usage Reduction? An Examination of the Trade-offs and Consequences of Abstinence versus Moderation in Social Media Use* (PI), \$100,000.
- 2024 American Cancer Society Institutional Research Grant. *Evaluation and Modification of DecisionKEYS for High-Risk Breast Cancer Screening Modalities* (co-investigator; PI: Lynn Dengel), \$37,000.
- 2023-2025 Social Sciences and Humanities Research Council Insight Grant. *A metamotivational framework for investigating and improving feedback provision* (PI), \$251,984.
- 2018-2022 Social Sciences and Humanities Research Council Insight Grant. *Velocity as an Antecedent of Workplace Shortcut Behaviors* (co-PI), \$153,156.
- 2017-2022 Social Sciences and Humanities Research Council Insight Grant. *Metamotivation: Antecedents and Consequences of Flexibly Regulating Motivation* (PI), \$182,376.
- 2016-2019 National Science Foundation. *Knowledge and flexible implementation of construal level in expansive and contractive regulation* (Consultant; PI: Kentaro Fujita), \$409,118.
- 2014-2016 Social Sciences and Humanities Research Council Insight Development Grant. *Throwing in the Towel? The Effects of Setbacks on Goal Abandonment* (co-PI), \$55,665.

- 2013-2016 Ontario Research Fund (PI), \$40,000
- 2013-2016 Canada Foundation for Innovation (PI), \$40,000
- 2012-2015 Social Sciences and Humanities Research Council Insight Grant. *Mental representation and transformation of self-control conflicts* (PI), \$188,511.
- 2012-2014 Social Sciences and Humanities Research Council Insight Development Grant. *Targeting Savings Goals: Motivational differences in aiming for narrow or wide targets and the implications for personal savings success* (co-PI), \$71,728.
- 2012-2014 National Science Foundation. *Self-regulation and threat: Shifting tactics in the face of threatening stereotypes* (Consultant; PI: Steven Stroessner), \$251,141.
- 2010-2011 Gettysburg College Research and Professional Development Fund (PI), \$4,000.

#### GENERAL RESEARCH INTERESTS

motivation, self-regulation, motivated cognition, social regulation, social cognition, decision-making, self-control

#### JOURNAL ARTICLES (77)

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\*denotes shared first authorship, student and trainee collaborators are underlined

- Lee, S.B., An, H., Scholer, A.A., & Fujita, K. (in press). Exploring the role of emotions in metamotivational monitoring in strategic task selection. *Motivation Science*.
- Ross, J., Grove, M., Fujita, K., & Scholer, A.A. (in press). Metamotivational beliefs about to-date and to-go progress framing. *Motivation Science*.
- Wood, A., Chadha, S., Liu, C., Yuan, Q., Davis, A., Elnakouri, A., Scholer, A.A., Boker, S. (in press). Laughter indicates perceived similarity among friends and strangers. *Journal of Nonverbal Behavior*.
- Beck, J.W., Scholer, A.A., Hughes, J., & Phan, V. (2025). Reconsidering the trade-off between speed and accuracy: The role of perceived goal progress velocity. *Journal of Business and Psychology*, *40*, 925-939.
- Elnakouri, A., Rossignac-Milon, M., Higgins, E.T., & Scholer, A.A. (2025). Goal-colored glasses: Goal instrumentality shapes when and with whom shared reality emerges. *Motivation Science*, *11*, 277-290.
- Hubley, C., Wilson, M., Hartman, O., Scholer, A.A., & Henderson, H.A. (2025). Metamotivational beliefs in middle childhood: Evaluating children's understanding of task-motivation fit. *Social Development*, *34*, e70009.
- Teo, Q.K., Chen, P., Fujita, K., & Scholer, A.A. (2025). Metamotivational knowledge of construal level predicts academic performance. *Social Psychology of Education*, *28*, 1-23.

- Beck, J., Nishioka, M., Scholer, A.A., & Beus, J.M. (2024). Moderation in all things, except when it comes to workplace safety: Accidents are most likely to occur under moderately hazardous work conditions. *Personnel Psychology*, *77*, 963-995.
- Elnakouri, A., Sharpinskyi, K., McGregor, I., & Scholer, A.A. (2024). Guided by God: Consulting divine omniscience during decision-making. *International Journal for the Psychology of Religion*, *34*, 133-153.
- 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*, e12937.
- Fujita, K., Scholer, A.A., & Miele, D.B. (2024). Metamotivation: The regulation of motivation in self-control. *Current Opinion in Psychology*, *60*:101883.
- Hubley, C., Edwards, J., Miele, D.B., & Scholer, A.A. (2024). Metamotivational beliefs about intrinsic and extrinsic motivation. *Journal of Personality and Social Psychology*, *126*, 26-57.
- Le, P.Q., Scholer, A.A., & Fujita, K. (2024). The role of conflict representation in abstinence versus moderation in self-control. *Journal of Personality and Social Psychology*, *126*, 947-977.
- Miele, D.B., Fujita, K., & Scholer, A.A. (2024). The role of metamotivational knowledge in the regulation of motivation. *Motivation Science*, *10*, 197-209.
- Scholer, A.A., Hubley, C., & Fujita, K. (2024). A multiple goal framework for exploring goal disengagement. *Nature Reviews Psychology*, *11*, 741-753.
- Britton, E., Laurin, K., Grossmann, I., Dorfman, A., Oakes, H., & Scholer, A.A. (2023). The dynamics of self-control conflicts in daily life in predicting self-control success and perceived self-regulatory effectiveness. *Collabra*, *9*, 88158.
- Elnakouri, A., Rossignac-Milon, M., Krueger, K.L., Forest, A., Higgins, E.T., & Scholer, A.A. (2023). In it together: Sharing reality with instrumental others is linked to goal success. *Journal of Personality and Social Psychology*, *125*, 1072-1095.
- Jansen, E.J., Danckert, J., Seli, P., Scholer, A.A. (2023). Under pressure: Locomotion and assessment in the COVID-19 pandemic. *Self and Identity*, *22*, 1-18.
- Lapka, S., Kung, F.Y.H., Brienza, J., & Scholer, A.A. (2023). Determined yet dehumanized: People higher in self-control are seen as more robotic. *Social and Personality Psychological Science*, *14*, 117-129.
- Nguyen, T., Scholer, A.A., Miele, D.B., Edwards, M., & Fujita, K. (2023). Predicting academic performance with an assessment of students' knowledge of the benefits of high-level and low-level construal. *Social and Personality Psychological Science*, *14*, 195-206.
- Phan, V., Nishioka, M., Scholer, A.A., & Beck, J.W. (2023). Goal progress velocity as a determinant of shortcut behaviors. *Journal of Applied Psychology*, *108*, 553-570.

- Reeves, S.L., Nguyen, T., Scholer, A.A., Fujita, K., & Spencer, S.J. (2023). Examining people's beliefs about the benefits of self-affirmation for mitigating self-threat. *Personality and Social Psychology Bulletin, 49*, 1615-1632.
- Ross, J., Nguyen, T., Fujita, K., Miele, D.B., Edwards, M., & Scholer, A.A. (2023). The relationship between metamotivational knowledge and performance. *Frontiers in Psychology, 14*: 1124171.
- Brosowsky, N.P., Barr, N., Mugon, J., Scholer, A.A., Seli, P., & Danckert, J. (2022). Creativity, boredom proneness, and mental well-being in the pandemic. *Behavioral Sciences, 12*, 68.
- Hubley, C., & Scholer, A.A. (2022). Melting COVID-frozen goals: How goal disengagement supports well-being during the COVID-19 pandemic. *Motivation and Emotion, 46*, 752-768.
- Jansen, E.J., Miele, D.B., Fujita, K., & Scholer, A.A. (2022). Managing the motivation of others: Do managers recognize how to manage regulatory focus in subordinates? *Motivation Science, 8*, 330-345.
- Nguyen, T., Togawa, T., Scholer, A.A., Miele, D.B., & Fujita, K. (2022). A cross-cultural investigation of metamotivational beliefs about regulatory focus task-motivation fit. *Personality and Social Psychology Bulletin, 48*, 807-820.
- Boylan, J.A., Seli, P., Scholer, A.A., & Danckert, J. (2021). Boredom in the pandemic: Trait boredom proneness, the desire to act, and rule-breaking. *Personality and Individual Differences, 171*, 110387.
- Danckert, J., Brosowsky, N.P., Van Tilburg, W., Scholer, A.A., Boylan, J., & Seli, P. (2021). Boredom proneness, political orientation, and adherence to social-distancing in the pandemic. *Motivation and Emotion, 45*, 631-640.
- Grossmann, I., Dorfman, A., Oakes, H., Santos, H. C., Vohs, K. D., & Scholer, A.A. (2021). Training for wisdom: The distanced self-reflection diary method. *Psychological Science, 32*, 381-394.
- Kung, F.Y.H., & Scholer, A.A. (2021). Moving beyond two goals: An integrative review and framework for the study of multiple goals. *Personality and Social Psychology Review, 25*, 130-158.
- Struk, A.A., Scholer, A.A., & Danckert, J. (2021). Perceptions of control influence feelings of boredom. *Frontiers in Psychology, 12*, 687623.
- Cortes, K., Britton, E., Holmes, J. & Scholer, A.A. (2020). Our adventures make me feel secure: Novel activities boost relationship satisfaction through felt security. *Journal of Experimental Social Psychology, 89*, 103992.
- Kung, F.Y.H., & Scholer, A.A. (2020). The pursuit of multiple goals. *Social and Personality Psychology Compass, 14*, e12509.
- Miele, D.B., Scholer, A.A., & Fujita, K. (2020). Metamotivation: Emerging research on the regulation of motivational states. *Advances in Motivation Science, 7*, 1-42.

- Nguyen, T., Togawa, T., Scholer, A.A., & Fujita, K. (2020). A cross-cultural investigation of metamotivational knowledge of construal level in the United States and Japan. *Motivation Science, 6*, 386-400.
- Struk, A., Scholer, A.A., Danckert, J., & Seli, P. (2020). Rich environments, dull experiences: How environment can exacerbate the effect of constraint on the experience of boredom. *Cognition and Emotion, 34*, 1517-1523.
- Zou, X., Scholer, A.A., & Higgins, E.T. (2020). Risk preference: How decision maker's goal, current value state, and choice set work together. *Psychological Review, 127*, 74-94.
- Cornwell, J.M.F., Scholer, A.A., & Higgins, E.T. (2019). Approach and avoidance dynamics: How expanding the scope informs motivation science. *Psychological Inquiry, 30*, 165-171.
- Fujita, K., Scholer, A.A., Miele, D.B., & Nguyen, T. (2019). On metamotivation: Consumers' knowledge about the role of construal level in enhancing task performance. *Journal of the Association for Consumer Research, 4*, 57-64.
- Mostafapour, M., Meyer, S.B., & Scholer, A.A., & (2019). Exploring the effect of risk and benefit information provision on vaccination decision-making. *Vaccine, 37*, 6750-6759.
- Nguyen, T., Carnevale, J.J., Scholer, A.A., Miele, D.B., & Fujita, K. (2019). Metamotivational knowledge of the role of high-level and low-level construal in goal-relevant task performance. *Journal of Personality and Social Psychology, 117*, 876-899.
- Scholer, A.A., Cornwell, J.M.F., & Higgins, E.T. (2019). Should we approach approach and avoid avoidance? An inquiry from different levels. *Psychological Inquiry, 30*, 111-124.
- Sokolowski, M., Scholer, A.A., & Danckert, J. (2019). Reply to [Lyon et al.]: Self regulation and the *foraging* gene: from flies to humans. *Proceedings of the National Academy of Sciences, 116*, 15768-15769.
- Struk, A., Mugon, J., Huston, A., Scholer, A.A., Stadler, G. Higgins, E.T., Sokolowski, M., & Danckert, J. (2019). Self-regulation and the foraging gene (PRKG1) in humans. *Proceedings of the National Academy of Sciences, 116*, 4434-4439.
- Cortes, K., Scholer, A.A., Kohler, A., & Cavallo, J.V. (2018). Perceiving relationship success through a motivational lens: A regulatory focus perspective. *Personality and Social Psychology Bulletin, 44*, 795-808.
- Klinger, J.A., Scholer, A.A., Molden, D.C., & Hui, C.M. (2018). Effortful experiences of self-control foster lay theories that self-control is limited. *Journal of Experimental Social Psychology, 78*, 1-13.
- Kung, F.Y.H., & Scholer, A.A. (2018). A network model of goals boosts convergent creativity performance. *Frontiers in Psychology, 9*, 1-12.
- Kung, F.Y.H., & Scholer, A.A. (2018). Message framing influences perceptions of feedback (in)directness. *Social Cognition, 36*, 626-670.

- Miele, D.B., & Scholer, A.A. (2018). The role of metamotivational monitoring in motivation regulation. *Educational Psychologist, 53*, 1-21.
- Scholer, A.A., Miele, D.B., Murayama, K., & Fujita, K. (2018). New directions in self-regulation: The role of metamotivational beliefs. *Current Directions in Psychological Science, 27*, 437-442.
- Molden, D.C., Hall, A., Hui, C.M., & Scholer, A.A. (2017). Understanding how identity and value motivate self-regulation is necessary but not sufficient: A motivated effort-allocation perspective. *Psychological Inquiry, 28*, 113-121.
- Beck, J.W., Scholer, A.A., & Hughes, J. (2017). Divergent effects of distance versus velocity disturbances on emotional experiences during goal pursuit. *Journal of Applied Psychology, 102*, 1109-1123.
- Beck, J.W., Scholer, A.A., & Schmidt, A.M. (2017). Workload, risks, and goal framing as antecedents of short-cut behaviors. *Journal of Business and Psychology, 32*, 421-440.
- Hughes, J., & Scholer, A.A. (2017). When wanting the best goes right or wrong: Distinguishing between adaptive and maladaptive maximization. *Personality and Social Psychology Bulletin, 43*, 570-583.
- Scholer, A.A., Eitam, B., Stadler, G., & Higgins, E.T. (2017). How locomotion concerns influence perception. *Social Cognition, 35*, 227-244.
- Scholer, A.A., & Miele, D.B. (2016). The role of metamotivation in creating task-motivation fit. *Motivation Science, 2*, 171-197.
- Struk, A.A., Scholer, A.A., & Danckert, J. (2016). A self-regulatory approach to understanding boredom proneness. *Cognition and Emotion, 30*, 1388-1401.
- Zou, X. & Scholer, A.A. (2016). Motivational affordance and risk preference across decision domains. *Personality and Social Psychology Bulletin, 42*, 275-289.
- Bohns, V.K.\*, Scholer, A.A.\*, & Rehman, U. (2015). Implicit theories of attraction. *Social Cognition, 33*, 284-307.
- Stroessner, S.J., Scholer, A.A., Marx, D.M., & Weisz, D.M. (2015). When threat matters: Self-regulation, threat salience, and stereotyping. *Journal of Experimental Social Psychology, 59*, 77-89.
- Cortes, K., Kammrath, L.K., Scholer, A.A., & Peetz, J. (2014). Self-regulating the effortful “Do’s” in relationships: A domain specific approach. *Journal of Personality and Social Psychology, 106*, 380-397.
- Scholer, A.A., Ozaki, Y., & Higgins, E.T. (2014). Inflating and deflating the self: Sustaining motivational concerns through self-evaluation. *Journal of Experimental Social Psychology, 51*, 60-73.
- Zou, X.\*, Scholer, A.A.\*, & Higgins, E.T. (2014). In pursuit of progress: When risk-seeking serves promotion in the domain of gains. *Journal of Personality and Social Psychology, 106*, 183-201.

- Scholer, A.A., & Higgins, E.T. (2013). Dodging monsters and dancing with dreams: Success and failure at different levels of approach and avoidance. *Emotion Review*, 5, 254-258.
- Molden, D.C., Hui, C.M., Scholer, A.A., Meier, B.P., Noreen, E.E., Martin, V., & D'Agostino, P.R. (2012). The motivational versus metabolic role of carbohydrates in self-control. *Psychological Science*, 23, 1137-1144.
- Higgins, E.T., Marguc, J., & Scholer, A.A. (2012). Working under adversity: How opposing versus coping affects value. *Journal of Experimental Social Psychology*, 48, 965-967.
- Scholer, A.A., & Higgins, E.T. (2012). Commitment to change from locomotion motivation during deliberation. *Motivation and Emotion*, 36, 114-129.
- Kammrath, L.K., & Scholer, A.A. (2011). The Pollyanna myth: How highly agreeable people judge positive and negative relational acts. *Personality and Social Psychology Bulletin*, 37, 1172-1184.
- Scholer, A.A., Zou, X., Fujita, K., Stroessner, S.J., & Higgins, E.T. (2010). When risk seeking becomes a motivational necessity. *Journal of Personality and Social Psychology*, 99, 215-231.
- Higgins, E.T., & Scholer, A.A. (2009). Engaging the consumer: The science and art of the value creation process. *Journal of Consumer Psychology*, 19, 100-114.
- Scholer, A.A., & Higgins, E.T. (2009). Exploring the complexities of value creation: The role of engagement strength. *Journal of Consumer Psychology*, 19, 137-143.
- Higgins, E.T., Camacho, C. J., Idson, L.C., Spiegel, S., & Scholer, A.A. (2008). How making the same decision in a “proper” way creates value. *Social Cognition*, 26, 496-514.
- Scholer, A.A. & Higgins, E.T. (2008). People as resources: Exploring the functionality of warm and cold. *European Journal of Social Psychology*, 38, 1111-1120.
- Cesario, J., Higgins, E.T., & Scholer, A.A. (2008). Regulatory fit and persuasion: Basic principles and remaining questions. *Social and Personality Psychology Compass*, 2, 444-463.
- Scholer, A.A., Stroessner, S.J., & Higgins, E.T. (2008). Responding to negativity: How a risky tactic can serve a vigilant strategy. *Journal of Experimental Social Psychology*, 44, 767-774.
- Kammrath, L.K., Ames, D.R., & Scholer, A.A. (2007). Keeping up impressions: Inferential rules for impression change across the Big Five. *Journal of Experimental Social Psychology* 43, 450-457.

## CHAPTERS (16)

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- Miele, D.B., Scholer, A.A., & Higgins, E.T. (2024). Motivation and performance: A dynamic systems approach. In D.E. Carlston, K. Hugenburg, & K. Johnson (Eds). *The Oxford Handbook of Social Cognition, Volume 2*. (pp. 376-405). Oxford: Oxford University Press.
- Scholer, A.A., Cornwell, J.M., & Higgins, E.T. (2019). Regulatory focus theory and research: Catching up and looking forward after 20 years. In R. Ryan (Ed.) *Oxford Handbook of Motivation, Volume 2*. (pp. 47-66). Oxford: Oxford University Press.

- Molden, D.C., Hui, C.M., & Scholer, A.A. (2018). What limit self-control? A motivated effort-allocation account. In de Ridder, D., Adriaanse, M., & Fujita, K. (Eds.). *Handbook of Self-Control in Health and Wellbeing*. (pp. 129-142). London: Routledge.
- Molden, D.C., Hui, C.M., & Scholer, A.A. (2016). Understanding self-regulation failure: A motivated effort-allocation account. In Hirt, E. R., Clarkson, J.J., & Jia, L. (Eds.). *Self-Regulation and Ego Control*. (pp. 426-459). Philadelphia, PA: Elsevier.
- Miele, D.B., & Scholer, A.A. (2016). Self-regulation of motivation. In D.B. Miele and K.R. Wentzel (Eds.). *Handbook of Motivation at School*. (pp. 363-384). New York: Taylor and Francis.
- Higgins, E.T., & Scholer, A.A. (2015). Goal pursuit functions: Working together. In M. Mikulincer, P.R. Shaver, E. Borgida, & J.A. Bargh (Eds.). *APA Handbook of Personality and Social Psychology, Volume 1: Attitudes and Social Cognition*. (pp. 843-889). Washington, D.C.: American Psychological Association.
- Meier, B. P., Scholer, A. A., & Fincher-Kiefer, R. (2014). Conceptual metaphor theory and person perception. In M. J. Landau, M. D. Robinson, and B. P. Meier (Eds.). *Metaphorical thought in social life*. (pp. 43-64). Washington, D.C.: American Psychological Association.
- Scholer, A.A. (2014). When Saying Yes to the Doughnut Is Not Saying No To Self-Control: A Hierarchical Approach to Flexibility in Conflict Representation. In J. Forgas & E. Harmon-Jones (Eds.). *The Control Within: Motivation and its Regulation*. (pp. 247-262). New York, NY: Psychology Press.
- Kammrath, L.K., & Scholer, A.A. (2013). The Cognitive-Affective Processing System. In I.B. Weiner (Ed.) *Handbook of Psychology, Volume 5*. (pp. 161-181). Hoboken, NJ: Wiley Press.
- Scholer, A.A., & Higgins, E.T. (2012). Too much of a good thing? Trade-offs in promotion and prevention focus. In R. Ryan (Ed.) *Oxford Handbook of Motivation*. (pp. 65-84). Oxford: Oxford University Press.
- Scholer, A.A., & Higgins, E.T. (2010). Promotion and prevention systems: Regulatory focus dynamics within self-regulatory hierarchies. In R.F. Baumeister & K.D. Vohs (Eds.). *Handbook of Self-Regulation (2<sup>nd</sup> Ed.)*. (pp. 143-161). New York: Guilford Press.
- Scholer, A.A., & Higgins, E.T. (2010). Targeting control at different levels of self-regulation. In R. Hassin, K. Ochsner, & Y. Trope (Eds.), *Self-Control in Society, Mind, and Brain*. (pp. 312-334). Oxford: Oxford University Press.
- Scholer, A.A. & Higgins, E.T. (2010). Regulatory focus in a demanding world. In R. Hoyle (Ed.) *Handbook of Personality and Self-Regulation*. (pp. 291-314). Malden, MA: Blackwell Publishing.
- Higgins, E.T. & Scholer, A. A. (2008). When is personality revealed?: A motivated cognition approach. In O.P. John, R.W. Robins, & L.A. Pervin, (Eds.), *Handbook of Personality: Theory and Research* (Third edition). (pp. 182-207). New York: Guilford Press.
- Scholer, A.A., & Higgins, E.T. (2008). Distinguishing levels of approach and avoidance: An analysis using regulatory focus theory. In A.J. Elliot (Ed.), *Handbook of Approach and Avoidance Motivation*. (pp. 489-504). New York: Psychology Press.

Stroessner, S.J., & Scholer, A.A. (2007). Making things better *and* worse: Multiple motives in stereotyping and prejudice. In J. Shah & W. Gardner (Eds.), *Handbook of Motivation Science*. (pp. 576-590). New York: Guilford Press.

#### CONFERENCE PAPER PRESENTATIONS

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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 presented at the Annual Conference of the Society of Experimental Social Psychology. Santa Fe, NM.

Scholer, A.A. (2024, May). A multiple goal framework for exploring goal disengagement. Talk presented at the annual Duck Conference on Social Cognition. Duck, North Carolina.

Elnakouri, A., Rossignac-Milon, M., Higgins, E. T., & Scholer, A. A. (2023, October). In it together: Shared reality with instrumental others is linked to goal success. Talk presented at the annual meeting of the Society of Experimental Social Psychology. Madison, WI.

Hubley, C. & Scholer, A.A. (2023, May). Knowing when to quit: Antecedents of adaptive goal disengagement. Talk presented at the annual meeting of the Association for Psychological Science. Washington, D.C.

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.

Ross, J., Grove, M., Nguyen, T., Fujita, K., & Scholer, A. A. (2023, May). *Metamotivational beliefs of goal progress framing*. Talk presented at the annual meeting of the Association for Psychological Science. Washington, D.C.

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.

Miele, D. B., Scholer, A. A., & Fujita, F. (2022, April). The metamotivational approach to investigating motivation regulation. Virtual symposium presentation at the Annual Meeting of the American Educational Research Association (AERA). San Diego, CA.

Elnakouri, A., Rossignac-Milon, M., Higgins, E. T., & Scholer, A. A. (2022, February). *Goals shape realities: Shared reality, instrumental others, and goal success*. Presented at the Shared Reality & Authenticity Preconference for the annual meeting of the Society for Personality and Social Psychology. San Francisco, California.

- Hubley, C., & Scholer, A.A. (2022, February). *Melting frozen goals: Benefits for well-being during COVID-19*. Paper presented in C. Hubley and A.A. Scholer, *When and how to quit: The nuances of goal disengagement*. Symposium (virtual) at the annual meeting for the Society for Personality and Social Psychology.
- Hubley, C., Scholer, A.A., Edwards, J., Miele, D. (2021, May). *Metamotivational beliefs about intrinsic and extrinsic motivation*. Paper presented at the annual meeting of the Association of Psychological Science (virtual).
- Jansen, E.J., Scholer, A.A., & Miele, D.B. (2021, May). *Beyond the self: Metamotivation and managing the motivation of others*. Paper presented at the annual meeting of the Society for the Science of Motivation (virtual).
- Jansen, E. J., Nguyen, T., Fujita, K., & Scholer, A. A. (2020, May). *Navigating the forest: Construal level and flexibly managing the motivation of others*. Talk presented at the Distance in Organizations (DIO) Workshop (virtual).
- Nguyen, T., Scholer, A.A., & Fujita, K. (2020, February). *Metamotivational knowledge of construal level as a tool for distal vs. proximal challenges*. Data Blitz presented at the Motivation Science Preconference at the Society for Personality and Social Psychology, New Orleans, LA.
- Scholer, A.A. (2020, February). *Adventures in Metamotivation*. Paper presented at the Motivation Science Preconference at the Society for Personality and Social Psychology, New Orleans, LA.
- Jansen, E. J., Scholer, A. A., Moore, A. W., Miele, D. B., & Fujita, K. (2019, May). *Leadership and metamotivation: A new perspective on managing the motivation of others*. Paper presented at the Waterloo-Western-Wilfred Laurier Conference, Waterloo, ON.
- Miele, D. B., Scholer, A. A., & Edwards, J. (2019, April). *Metamotivational monitoring in the context of self-regulation*. Paper presented at the annual meeting of the American Educational Research Association, Toronto, ON.
- Nguyen, T., Scholer, A.A., & Fujita, K. (2019, April). *Do people choose tasks based on their motivational states?* Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago, IL.
- Zou, X. Lee, J.W., & Scholer, A.A. (2018, August). *Rejection sensitivity and forming new professional relationships*. Paper presented at the annual conference of the Academy of Management, Chicago, IL.
- \* Selected for a showcase session for the Managerial and Organizational Cognition Division, winner of Best Paper Award.
- Scholer, A.A. (2018, May). *Adventures in metamotivation*. Paper presented at the Duck conference on social cognition. Duck, NC.
- Scholer, A.A. (2018, April). *Translating metamotivational awareness into behavior*. Paper presented in D.B. Miele, *New directions in motivation regulation: The role of students' metamotivational beliefs*. Symposium at the annual convention of the American Educational Research Association. New York, NY.

- Miele, D.B., & Scholer, A.A. (2017, October). *Meta-motivational awareness: Assessing the fit between task demands and motivational orientations*. Paper presented in I. Grossmann & A.A. Scholer, *Advances in meta-cognition: Implications for thoughts, motivation, emotions, and wisdom*. Symposium at the Annual Convention of the Society of Experimental Social Psychology. Boston, MA.
- Fujita, K., Nguyen, T., & Scholer, A.A. (2017, October). *Metamotivational knowledge of the role of construal level in expansive and contractive regulation*. Paper presented in P. Schmid and M. Crouzevialle, *Psychological impact underlies self-regulation*. Symposium at the Annual Convention of the Society of Experimental Social Psychology. Boston, MA.
- Beck, J. W., Scholer, A. A., & Hughes, J. (2017, April). *Effects of distance and velocity disturbances on emotions and self-regulation*. Paper presented at the 32nd Annual Conference of the Society for Industrial and Organizational Psychology, Orlando, FL.
- Klinger, J., Scholer, A.A., Molden, D., & Hui, C. (2017, April). *Effortless self-control: A route to positive self-control beliefs and performance*. Paper presented at the annual conference of the Midwestern Psychological Association, Chicago, IL.
- Nguyen, T., Fujita, K., Carnevale, J., & Scholer, A.A. (2017, April). *Understanding the role of construal level in expansive and contractive self-regulation*. Paper presented at the annual conference of the Midwestern Psychological Association, Chicago, IL.
- Kung, F. Y. H. & Scholer, A.A. (2017, January). *Lay models of goal systems*. Paper presented in A. Scholer & F. Y.H. Kung, *A juggling act: Dynamics of successfully regulating multiple goals*. Symposium at the 18th Annual Convention of the Society for Personality and Social Psychology, San Antonio, TX.
- Scholer, A.A., & Cortes, K. (2016, May). *Perceiving relationship success through a motivational lens*. Paper presented in E. Orehek, *Interpersonal processes & motivation*. Symposium at the annual meeting of the Society for the Study of Motivation. Chicago, IL.
- Miele, D.B., & Scholer, A.A. (2016, May). *Metamotivation and task-motivation fit*. Paper presented in A.A. Scholer and D.B. Miele, *Exploring psychological flexibility across multiple domains*. Symposium conducted at the annual meeting of the Association for Psychological Science. Chicago, IL.
- Scholer, A.A. (2016, May). *Finding one's way after self-control failures*. Paper presented in S. Cole and T. Kleiman, *New Insights into Factors that Promote Effective Goal Pursuit*. Symposium conducted at the annual meeting of the Association for Psychological Science. Chicago, IL.
- Struk, A.A., Scholer, A.A., & Danckert, J. (2016, May). *Boredom proneness and regulatory fit*. Paper presented in J. Danckert and A. Scholer, *On the Function of Boredom*. Symposium conducted at the annual meeting of the Association for Psychological Science. Chicago, IL.
- Scholer, A.A., & Kung, F.Y.H. (2015, September). *Lay models of goal systems*. Paper presented at the Duck West Conference on Social Cognition. Aspen, CO.
- Scholer, A.A. (2015, May). *How self-control conflict representations affect responses to self-control failures*. Paper presented in E. Orehek, *New Insights on Self-Regulatory Responses to Competing Motives*.

Symposium conducted at the annual meeting of the Society for the Study of Motivation. New York, NY.

Scholer, A.A. (2015, May). *Inflating and deflating the self to maintain motivation*. Paper presented in A. Freitas, *Extending and Constraining the Self across Time, Domain, & Circumstance: Cognitive and Motivational Determinants of Flexibility in Self-Referential Thought*. Symposium conducted at the annual meeting of the Association for Psychological Science. New York, NY.

Scholer, A.A. (2014, June). *Do people exhibit metamotivation?* Paper presented at the Duck Conference on Social Cognition, Duck, NC.

Scholer, A.A. (2014, March). *A hierarchical approach to flexibility in conflict representation*. Paper presented at the Frontiers in Motivation Science Conference, New Paltz, NY.

Kille, D. R. & Scholer, A. A. (2013, August). *"If you think about it that way..." How self-control conflict framing influences negative affect and self-regulation*. Paper presented at the annual meeting of the American Psychological Association, Honolulu, HI.

Scholer, A.A. (2013, August). *Keeping yourself in the game: Inflating and deflating the self to maintain motivation*. Paper presented in A. A. Scholer & S. Spencer, *Motivation and Cognition at a Social Crossroads: Increasing Engagement in Goal Pursuit*. Symposium conducted at the annual meeting of the American Psychological Association, Honolulu, HI.

Scholer, A.A. (2013, June). *Self-control conflicts within a self-regulatory hierarchy*. Paper presented at the Duck Conference on Social Cognition, Duck, NC.

Kille, D. R., & Scholer, A. A. (2013, May). *Who gets you going and who keeps you going: How goal stage affects the inspirational effects of role models*. Paper presented at the Association for Psychological Science Conference, Washington, D.C.

Scholer, A.A. (2013, May). *Reconceptualizing ego-depletion: Motivational versus metabolic effects of glucose on self-control*. Paper presented in H.S. Farkas & A. A. Scholer, *Beyond Depletion: Alternative Models of Limits on Self-Regulation*. Symposium conducted at the annual meeting of the Association for Psychological Science. Washington, D.C.

Scholer, A.A. (2013, March). *When saying yes to the doughnut is not saying no to self-control*. Paper presented at the 16<sup>th</sup> annual Sydney Symposium, *The Control Within: Motivation and Its Regulation*, Sydney, Australia.

Kammrath, L.K., & Scholer, A.A. (2012, October). *Surprising extremity effects in the judgments of highly agreeable perceivers*. Paper presented in S. Srivastava, *People Perceiving People: Interactions Among Perceivers, Targets, and Contexts in Interpersonal Perception*. Symposium conducted at the annual meeting of the Society of Experimental Social Psychology (SESP), Austin, TX.

Scholer, A.A. (2012, June). *Different desperate times call for desperate measures*. Paper presented at the Duck Conference on Social Cognition, Duck, NC.

Scholer, A.A. (2012, May). *Different desperate times call for desperate measures: A regulatory focus approach*. Paper presented at the Southern Ontario Behavioural Decision Research Conference, Waterloo, ON.

- Scholer, A.A. (2012, February). *Different desperate times call for desperate measures: A regulatory focus approach*. Paper presented at the Higgins Lab Reunion Motivation Science Conference, Windham, NY.
- Scholer, A.A. (2012, January). *Different desperate times call for desperate measures: A regulatory focus approach*. Presented at the *Center for Behavioural Decision Research Data Blitz*, University of Waterloo, Waterloo, ON.
- Scholer, A.A. (2011, October). *Personality at all levels: Understanding functionality within a self-regulatory hierarchy*. Paper presented in D. Wood, *Understanding Personality Trait Variation as Sensible Strategies to Differing Situations and Experiences*. Symposium conducted at the annual meeting of the Society of Experimental Social Psychology (SESP), Washington, D.C.
- Scholer, A.A. (2011, June). *Inflating and deflating the self: Using self-evaluation to sustain motivation*. Paper presented at the Duck Conference on Social Cognition, Duck, NC.
- Scholer, A.A. (2011, January). *When risk seeking becomes a motivational necessity*. Paper presented at the Social Cognition Preconference, Society for Personality and Social Psychology (SPSP), San Antonio, TX.
- Scholer, A.A. (2011, January). *Levels of approach and avoidance: A regulatory focus perspective*. Paper presented in K. Corker, *Development and Hierarchical Structures of Achievement Goals: Advances in Theory and Research*. Symposium conducted at the annual meeting of the Society for Personality and Social Psychology (SPSP), San Antonio, TX.
- Scholer, A.A. (2010, October). *When risk seeking becomes a motivational necessity*. Paper presented in E. T. Higgins, *Promotion and Prevention Motives: New Directions and Discoveries*. Symposium conducted at the annual meeting of the Society of Experimental Social Psychology (SESP), Minneapolis, MN.
- Scholer, A.A., & Kammrath, L.K. (2009, May). *No more Mr. nice guy: Negativity effects in the judgments of agreeable and communal perceivers*. Paper presented in M.A. Fournier & L.K. Kammrath, *Bridging the Social-Cognitive and Interpersonal Approaches to the Study of Personality, Person Perception, and Interpersonal Interaction*. Symposium conducted at the annual meeting of the Society for Interpersonal Theory and Research, Toronto, ON.
- Scholer, A.A., & Higgins, E.T., (2009, May). *Confronting adversity and value creation: A regulatory engagement theory perspective*. Paper presented in A.M. Miron & R.A. Wright, *Impediment Influence on Engagement, Feeling, and Goal Value*. Paper presented at the annual meeting of the Society for the Study of Motivation (SSM), San Francisco, CA.
- Scholer, A.A. (2009, April). *Self-control conflicts: A hierarchical perspective*. Paper presented at the Advances in Motivation Science: Self-Control Research and Interventions conference sponsored by the Motivation Science Center at Columbia University, New York, NY.
- Scholer, A.A., & Higgins, E.T. (2008, October). *Motivated to change: Regulatory mode dynamics in goal setting*. Paper presented in T. Pittman, *Motivational Integration at Individual, Dyadic, and Group Levels of Analysis*. Symposium conducted at the annual meeting of the Society of Experimental Social Psychology (SESP), Sacramento, CA.

- Scholer, A.A. (2008, March). *Motivating change*. Paper presented at the New Directions in Motivation Science conference, Columbia University, NY.
- Kammrath, L.K., Scholer, A.A., & Ames, D.R. (2008, February). *On being judgmental: Effects of agency and communion on the strictness of perceivers' standards for trait judgments*. Paper presented in C.R. Critcher, *Self-Centered but Social: Dual Roles of the Self in Judging Others*. Symposium conducted at the annual meeting of the Society for Personality and Social Psychology (SPSP), Albuquerque, NM.
- Stroessner, S.J., Scholer, A.A., & Higgins, E.T. (2007, August). *Shifting tactics under prevention focus: Threat and response to negativity*. Paper presented at the Small Group Meeting on Group Processes and Self-Regulation, Oud-Poolgeest, The Netherlands.
- Scholer, A.A., & Higgins, E.T. (2006, October). *When riskiness is strategically vigilant: Distinguishing tactics from strategies in self-regulation*. Paper presented in R. Baumeister, *New Perspectives on Self-control*. Symposium conducted at the annual meeting of the Society of Experimental Social Psychology (SESP), Philadelphia, PA.
- Scholer, A.A., & Higgins, E.T. (2006, February). *People as resources: A new look at warm and cold*. Paper presented at the Social and Personality Four-College Conference (participating universities: Columbia, NYU, Princeton, and Yale), New York University, New York, NY.

#### CONFERENCE POSTER PRESENTATIONS

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- Rubie, C. & Scholer, A. A. (2024, February). Investigating a growth frame for delivering failure feedback. Poster to be presented at the annual meeting of the Society for Personality and Social Psychology Annual Convention, San Diego, CA.
- Bain, K., Kammrath, L., & Scholer, A.A. (2023, April). *Helping Yourself Help Others: Perceptions of Helpfulness in Social Support Provision*. Poster presented at annual meeting of the Society for Personality and Social Psychology.
- Rubie, C. & Scholer, A. A. (2023, April). *Developing new ways to deliver effective failure feedback*. Poster presented at the Psychology Discovery Conference, Waterloo, ON, Canada.
- 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.
- Hubley, C. & Scholer, A.A. (2022, June). *Melting Frozen Goals: Benefits for Well-Being during COVID-19*. Poster presented at the annual meeting of the Canadian Psychological Association. Calgary, Alberta.
- Ross, J., Nguyen, T., Grove, M., Fujita, K., & Scholer, A. A. (2022, June). *How should I think about my goal progress?: A metamotivational approach*. Poster presented at the annual meeting of the Canadian Psychological Association Convention. Calgary, Alberta.

- 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.
- Jansen, E., Miele, D.B., Fujita, K., & Scholer, A.A. (2022, February). *Metamotivation, managing the motivation of others, and real-world outcomes*. Poster presented at the annual meeting of the Society for Personality and Social Psychology (virtual).
- Ross, J., Nguyen, T., Grove, M., Fujita, K., & Scholer, A.A. (2022, February). *Metamotivational beliefs about progress-to-date versus progress-to-go*. Poster presented at the annual meeting of the Society for Personality and Social Psychology (virtual).  
\*Poster Award Runner-up
- Elnakouri, A., Rossignac-Milon, M., Higgins, E. T., & Scholer, A. A. (2021, May). *Sharing reality with instrumental others facilitates goal success*. Poster presented at the annual meeting of the Society for the Science of Motivation (virtual).
- Wilson, M., Hubley, C., Hartman, O., Scholer, A.A. & Henderson, H. (2021, April). *Children exhibit a nuanced understanding of task-motivation fit in middle childhood*. Poster presented at the annual meeting of the Society for Research in Child Development (virtual).
- Ross, J., Nguyen, T., Fujita, K., & Scholer, A. A. (2021, February). *Do people recognize when to focus on progress-to-date vs. progress-to-go?: A metamotivational approach*. Poster presented at the Motivation Preconference at the annual meeting of the Society for Personality and Social Psychology (virtual).
- Ross, J., Nguyen, T., Fujita, K., Miele, D. B., & Scholer, A. A. (2020, October). *The relationship between metamotivational knowledge and performance*. Poster presented at the Psychology Discovery Conference, University of Waterloo. Waterloo, Ontario (virtual).
- Hubley, C., Edwards, J., Scholer, A.A., & Miele, D.B. (2020, February). *Metamotivational beliefs about intrinsic and extrinsic motivation*. Poster presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), New Orleans, LA.
- Jansen, E.J., Scholer, A.A., & Miele, D.C. (2020, February). *Leadership, metamotivation, and beliefs about how to manage the motivations of others*. Poster presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), New Orleans, LA.  
\*Poster Award Winner
- Ross, J., Nguyen, T., Scholer, A.A., Fujita, K., & Miele, D.B. (2020, February). *Metamotivational knowledge predicts performance outcomes*. Poster presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), New Orleans, LA.
- Elnakouri, A., Scholer, A. A., Rossignac-Milon, M., & Higgins, E. T. (2019, February). *The self-regulatory functions of sharing reality with instrumental others*. Poster presented at the annual meeting of the Society for Personality and Social Psychology Conference, Portland, Oregon.  
\*Poster Award Runner-up

- Jansen, E. J., & Scholer, A. A. (2019, February). *A new perspective on effective leadership: The role of metamotivation*. Poster presented at the Motivation Science Preconference at the annual meeting of the Society for Personality and Social Psychology (SPSP), Portland, OR.
- Jansen, E. J., & Scholer, A. (2018, May). *Leadership and metamotivation: An initial investigation*. Poster presented at the Waterloo-Western-Wilfred Laurier Conference in Waterloo, ON.
- Beck, J. W., Scholer, A. A., Hughes, J., & Phan, V. (2018, April). *The indirect effect of goal progress velocity on persistence and frustration*. Poster presented at the 33<sup>rd</sup> Annual Conference of the Society for Industrial and Organizational Psychology, Chicago, IL.
- Cortes, K., Scholer, A.A., & Kammrath, L.K. (2017, January). *Working hard on the self for the benefit of others: When social motives increase vs. decrease motivation*. Poster presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), San Antonio, TX.
- Klinger, J. A., Spencer, S.J., & Scholer, A.A. (2017, January). *Not just looking the part: The satisfaction of "being" goals*. Poster presented at the Society for Personality and Social Psychology Conference, San Antonio, TX.
- Kung, F. Y. H., Brienza, J. P., Hallman, S., Edwards, J., & Scholer, A.A. (2016, May). *The self-benefit of motivating others*. Poster presented at the 28th Annual Convention of the Association for Psychological Science, Chicago, IL.
- Kung, F. Y. H., & Scholer, A.A. (2016, May). *How lay models of goal systems affect self-regulation*. Poster presented at the 9th Annual Meeting of the Society for the Study of Motivation, Chicago, IL.
- Balan, D., Allan, C., Bizev, M., Dudek, K., Kung, F. Y. H., Brienza, J. P., Brown, D., & Scholer, A.A. (2016, May). *Perceptions of self-control and dehumanization: Robotizing the highs and animalizing the lows*. Poster presented at the 2016 Southern Ontario Behavioural Decision Research Conference, London, Canada.
- Balan, D., Allan, C., Dudek, K., Kung, F. Y. H., Brienza, J. P., Brown, D., & Scholer, A.A. (2016, February). *Prejudice and discrimination against high self-controls: "Robots" receive less work support when they need it*. Poster presented at the 10<sup>th</sup> Annual Southwestern Ontario I-O & OB Graduate Student Conference, London, Canada.
- Cortes, K. & Scholer, A. A. (2016, January). *Leaping into love: Early dating behaviours as a function of regulatory mode*. Poster presented at the 16<sup>th</sup> annual meeting of the Society for Personality and Social Psychology (SPSP), San Diego, CA.
- Hughes, J., Beck, J. W., & Scholer, A. A. (2016, January). *When slowing down gets you down: The effect of velocity on frustration over and above expectancy*. Poster presented at the meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Klinger, J. A., Scholer, A. A., Hui, C. M., & Molden, D. C. (2015, August). *Effort & Success in Self-Control Practice Affect Key Self-Control Beliefs*. Poster presented at the American Psychological Association Convention, Toronto, ON.

- Hughes, J., & Scholer, A. A. (2015, May). *Gone but not forgotten: Identifying the goals, strategies, and behaviors of maximizers*. Poster presented at the Waterloo-Western-Laurier Social Psychology Conference, Waterloo, ON.
- Hughes, J., & Scholer, A. A. (2015, May). *Gone but not forgotten: Negative outcomes of maximizers' re-evaluation of options*. Poster presented at the Southern Ontario Behavioural Decision Research Conference, Toronto, ON.
- Kung, F. Y. H., & Scholer, A. A. (2015, May). *How people structure their goals differently: Evidence for hierarchical, network, and sequential goal models*. Poster presented at the 2015 Southern Ontario Behavioural Decision Research Conference, Toronto, Canada.
- Miele, D.B., & Scholer, A.A. (April, 2015). *Metamotivation: Assessing the fit between task demands and motivational orientations*. Poster presented at the annual meeting of the American Educational Research Association. Chicago, IL.
- Lui, R., Huang, R., Kung, F. Y. H., & Scholer, A. S. (2015, March). *Communicating performance feedback indirectly*. Poster presented at the 9th Annual Southwestern Ontario I-O & OB Graduate Student Conference, Guelph, Canada.
- Klinger, J. A., Scholer, A. A., Hui, C. M., & Molden, D. C. (2015, February). *Perceived ease of self-control practice affects lay theories and performance*. Poster presented at the Society for Personality and Social Psychology Conference, Long Beach, CA.  
\*Poster Award winner
- Scholer, A. A., & Kung, F. Y. H. (2015, February). *Communicating success and failure (in)directly and effectively: Feedback gain/loss frame X valence*. Poster presentation at the 16th Annual Convention of the Society for Personality and Social Psychology, Long Beach, CA.
- Beck, J.W., Scholer, A.A., & Schmidt, A. (2014, May). *Safety doesn't happen by accident: Motivational antecedents of unsafe behaviors*. Poster presented at the 29<sup>th</sup> Annual Conference of the Society for Industrial and Organizational Psychology, Honolulu, HI.
- Klinger, J. A., Scholer, A. A., Hui, C. M., & Molden, D. C. (2014, April). *Perceived Instrumentality of Self-Control Predicts Self-Control Performance*. Poster presented at the Discovery Conference, Waterloo, ON.
- Cortes, K., & Scholer, A.A. (2014, January). *Individual differences in defining relationship success: A regulatory focus perspective*. Poster presented at the Society for Personality and Social Psychology, Austin, TX.  
\*Poster Award runner-up
- Hughes, J., & Scholer, A.A. (2014, January). *Simply the best: Using regulatory focus and mode to reconceptualize maximization*. Poster presented at the Society for Personality and Social Psychology, Austin, TX.
- Klinger, J., & Scholer, A.A. (2014, January). *Perceived instrumentality of self-control predicts self-control performance*. Poster presented at the Society for Personality and Social Psychology, Austin, TX. *Recipient of SPSP Student Poster Award.*

- Hughes, J., and Scholer, A.A. (2013, November). *A crisis of choice: Regulatory focus and mode predict decision difficulty in maximization*. Poster presented at the Society for Judgment and Decision-Making, Toronto, ON.
- Wudarczywski, A., Koehler, D., & Scholer, A.A. (2013, November). *Exploring the contributions of liking and wanting on the intention-behavior link*. Poster presented at the Society for Judgment and Decision-Making, Toronto, ON.
- Xu, A.Z., Bohns, V.K., & Scholer, A.A. (2013, November). *Motivational differences in aiming for narrow or wide goals*. Poster presented at the Society for Judgment and Decision-Making, Toronto, ON.
- Lupkin, S., Stroessner, S.J., Scholer, A.A., Marx, D.M., & Weisz, B.M. (2013, May). *Regulatory focus and threat perception influence endorsements of governmental action towards Iran*. Poster presented at the Association for Psychological Science, Washington, D.C.
- Wudarczywski, A., Koehler, D., & Scholer, A.A. (2013, May). *Examining the contribution of liking and wanting on the intention-behavior link*. Poster presented at the Southern Ontario Behavioural Decision Research Conference, Waterloo, ON.
- Xu, A.Z., Bohns, V.K., & Scholer, A.A. (2013, May). *Motivational differences in aiming for narrow or wide goals*. Poster presented at the Southern Ontario Behavioural Decision Research Conference, Waterloo, ON.
- Kille, D. R., & Scholer, A. A. (2013, January). *Lead me not into temptation: The effect of goal-conflict framing on negative affect*. Poster presented at the Society for Personality and Social Psychology Conference, New Orleans, Louisiana.
- Hughes, J., Nadolny, D.A., & Scholer, A.A. (2013, January). *Bringing balance to the force: Self-concordance of equality narrows gap between liberals' and conservatives' support of feminism*. Poster presented at the Society for Personality and Social Psychology Conference, New Orleans, Louisiana.
- Rodgin, S., Ahle, G., Scholer, A., Eitam, B., & Stadler, G. (2013, January). *Oh the places you'll go: Regulatory mode predicts a higher preference for change in daily life*. Poster presented at the Society for Personality and Social Psychology Conference, New Orleans, Louisiana.
- Weisz, B.M., Marx, D.M., Scholer, A.A., & Stroessner, S. (2012, April). *Deport now, ask questions later (?): Shifting self-regulatory tactics when illegal immigration threatens safety*. Poster presented at the annual meeting of the Western Psychological Association (WPA), San Francisco, California.
- Scholer, A.A., & Higgins, E.T. (2010, January). *Increasing goal commitment: Decoupling regulatory mode from regulatory phase*. Poster presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Las Vegas, Nevada.
- Zou, X., Scholer, A.A., & Higgins, E.T. (2010, January). *Motivation and decision-making in the domain of gains*. Poster presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Las Vegas, Nevada.
- Eitam, B., Neria, Y., Besser, A., Scholer, A.A., Solomon, Z., & Higgins, E.T. (2009, May). *When safety concerns fail us: A motivated cognition approach to post-traumatic stress disorder (PTSD)*. Poster

presented at the annual meeting of the Association for Psychological Science (APS), San Francisco, California.

Scholer, A.A., & Higgins, E.T. (2009, February). *Motivated to change: Regulatory mode dynamics in goal setting*. Poster presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Tampa, Florida.

Scholer, A.A., Higgins, E.T., & O'Connor, C. (2007, January). *Regulatory focus and self-evaluation maintenance: The role of strategic fit*. Poster presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Memphis, Tennessee.

Kammrath, L.K., Scholer, A.A., & Ames, D.R. (2007, January). *Keeping up impressions: Inferential rules for impression change across the Big Five*. Poster presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Memphis, Tennessee.

Scholer, A.A., Stroessner, S.J., Higgins, E.T., Kantrowitz, C., Shiovitz, R., & Alfano, L. (2006, May). *Shifting tactics in regulatory focus*. Poster presented at the annual meeting of the Association for Psychological Science (APS), New York, NY.

Scholer, A.A. & Higgins, E.T. (2006, January). *People as resources: A new look at warm and cold*. Poster presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Palm Springs, CA.

#### INVITED TALKS

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May 2025	Invited Talk, Society for the Science of Motivation, Washington, D.C.
April 2025	Invited Presidential Address, Midwestern Psychological Association, Chicago, IL.
July 2024	Federal Executive Institute Faculty Retreat, Charlottesville, VA.
June 2024	Cognitive Remediation Conference Plenary Speaker, New York, NY.
May 2024	Motivated Cognition Talk Series (online)
March 2024	International Conference on Advances in Motivation Science, New Paltz, NY
March 2024	Compassion in Action Panel: A Conversation about Compassionate Leadership, Dharamshala, India
February 2024	UVA Behavioral Science on Grounds, University of Virginia
November 2023	Social Psychology Area Lunch Talk Series, University of Virginia
April 2022	Batten School of Leadership and Public Policy, University of Virginia
February 2022	University of Waterloo Staff Association, Waterloo, ON

November 2021	Canada Research Chair Women's Network, Waterloo, ON
March 2020	University of Zurich, Switzerland (cancelled due to COVID)
May 2017	The Ohio State University, Weary Symposium, Columbus, OH
November 2016	University of Buffalo, Social Psychology, Buffalo, NY
March 2016	Booth Business School, University of Chicago, Chicago, IL
January 2016	Disney Research, Pittsburgh, PA
February 2014	University of Toronto, Toronto, ON
December 2011	Wilfrid Laurier University, Waterloo, ON
April 2011	University of Maryland, College Park, MD
February 2011	Michigan State University, Lansing, MI
October 2009	Colby College Psychology Department, Waterville, ME
November 2008	Gettysburg College Psychology Department, Gettysburg, PA
November 2008	The Ohio State University Psychology Department, Columbus, OH

#### PROFESSIONAL SERVICE

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Executive Committee, Society of Experimental Social Psychology (2023-2025; Vice-President 2024, President 2025)

Mentor, Society for Personality and Social Psychology First-Gen Mentor Match-up Program (2024)

Mentor, Society for Personality and Social Psychology BECOME Program (2022-2023)

Search Committee for Editor, *Journal of Personality and Social Psychology: Attitudes and Social Cognition* (2022)

Early Career Award Committee, Society for the Science of Motivation (2022-2026; chair 2025-2026)

Editorial Boards: *Journal of Personality and Social Psychology* (2019-present), *Motivation Science* (2014-2016, 2018-present), *Personality and Social Psychology Bulletin* (2013-present), *Social Cognition* (2013-present), *Self and Identity* (2012-2024)

Associate Editor, *Journal of Personality and Social Psychology: Attitudes and Social Cognition* (2017-2018)

Associate Editor, *Social and Personality Psychology Compass* (2016-2018)

Adjudication Panel, Early Researcher Awards, Ministry of Economic Development, Job Creation and Trade (2018)

Best Paper Awards Committee, International Social Cognition Network (2017, 2018)

Executive Council Member, International Social Cognition Network (2017)

Program Chair, Social Cognition Preconference at Society for Personality and Social Psychology (2015-2017)

Social Sciences and Humanities Research Council (SSRHC) Insight Grant Psychology Committee (2013-2014)

Graduate Student Travel Awards Committee for the Society for Personality and Social Psychology Conference (2014)

Program Committee, Society for the Science of Motivation (2013-2014)

Program Chair, Society for the Science of Motivation (2011-2013)

Ad Hoc Proposal Reviewer for Israel Science Foundation, National Science Foundation (US), Research Grant Council of Hong Kong, Social Sciences and Humanities Research Council

Ad Hoc Reviewer for *Journal of Experimental Psychology: General*, *Journal of Experimental Social Psychology*, *Journal of Research in Personality, Motivation and Emotion*, *Organizational Behavior and Human Decision Processes*, *Personality and Social Psychology Review*, *Perspectives in Psychology*

#### DEPARTMENTAL AND UNIVERSITY SERVICE

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Mentor for junior faculty cohort, University Mentoring Program, University of Virginia (2025)

Space Committee, Frank Batten School of Leadership and Public Policy, University of Virginia (2024-2025)

Executive Committee, Frank Batten School of Leadership and Public Policy, University of Virginia (2024)

Social Area Head, Psychology Department, University of Waterloo (2016-2018, 2020-2023)

Executive Committee, Psychology Department, University of Waterloo (2012-2014, 2016-2017, 2018-2019, 2020-2023)

Equity, Diversity, and Inclusion Working Group, Psychology Department, University of Waterloo (2021-2023)

Tenure and Promotion Committee, Psychology Department, University of Waterloo (2018-2019, 2022-2023)

Search Committee, Faculty of Health, Targeted Canada Research Chair hires (2021-2022)

Faculty of Arts Strategic Plan Working Group: Connection, Community, and Collaboration through Interdisciplinarity, University of Waterloo (2021)

Graduate Admissions Working Group, Psychology Department, University of Waterloo (2020)

Annual Performance Review Committee, Psychology Department, University of Waterloo (2018)

Colloquium Committee, Psychology Department, University of Waterloo (2012-2014)

Faculty Coordinator for Arts for Graduate Student Research Conference, University of Waterloo (Spring 2012)

Student Enrollment and Retention Committee, Gettysburg College (2010-2011)

Interdisciplinary Studies Committee, Gettysburg College (2010-2011)

Coordinator, Smoke Colloquium Series, Gettysburg College (2010-2011)

## TEACHING

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Foundations of Behavioral Science

Introduction to Psychology

Introduction to Statistics

Social Psychology

Social Psychology Advanced Lab (research methods)

Social Cognition

History of Experimental Psychology

Motivation and Self-Regulation (Graduate and Undergraduate Seminars)

## MENTORING

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### *Graduate Advising*

#### PhD Supervisor

Dung Pham, <i>Social Psychology</i> (UVA)	ongoing
Jessica Ross, <i>Social Psychology</i>	2025
Candice Hubley, <i>Social Psychology</i>	2024
Erik Jansen, <i>Social Psychology</i>	2023
Abdo Elnakouri, <i>Social Psychology</i>	2023
Kassandra Cortes, <i>Social Psychology</i>	2019
Jane Klinger, <i>Social Psychology</i>	2019
Franki Kung, <i>Social and I/O Psychology</i>	2018
Jeffrey Hughes, <i>Social Psychology</i>	2017
David Kille, <i>Social Psychology</i>	2015
Amanda Wudarzewski, <i>Cognitive Psychology</i> , co-supervised with Derek Koehler	2014

#### MA Supervisor

Candice Rubie	2024
Kaitlin Bain	2022
Candice Hubley	2020
Jessica Ross	2020
Erik Jansen	2019
Andriy Struk, co-supervised with James Danckert	2015

Jeffrey Hughes	2013
Jane Klinger	2013

### Graduate Student Awards and Fellowships

- Kassandra Cortes*: Ontario Graduate Scholarship (2016-2018); Society for Personality and Social Psychology (SPSP) Outstanding Research Award (2017); SPSP Heritage Dissertation Research Award (2016); SSHRC Joseph-Armand Bombardier CGS Doctoral Scholarship (2013-2016); SPSP Student Poster Award Runner-Up (2014); SPSP Travel Award (2014); Laureate of The Canadian Psychological Association of Academic Excellence (2013)
- Abdo Elnakouri*: SSHRC Banting Post-Doctoral Fellowship (2023-2025); Mark Zanna Graduate Scholarship, 2021; SSHRC Joseph-Armand Bombardier CGS Doctoral Scholarship (2020-2023); SPSP Student Poster Award Runner-Up (2019)
- Candice Hubley*: SSHRC Joseph-Armand Bombardier CGS Doctoral Scholarship (2021-2024); Mark Zanna Graduate Scholarship, 2022; University of Waterloo Exceptional Doctoral Student Scholarship (2020-2021); SPSP Travel Award (2019); SSHRC Master's Fellowship (2018-2019)
- Jeffrey Hughes*: SSHRC Doctoral Fellowship (2015-2018); Ontario Graduate Scholarship (2014-2015); SSHRC Master's Fellowship (2011-2012)
- Erik Jansen*: SSHRC Doctoral Fellowship (2022-2026); SPSP Student Poster Award (2020); UW Arts Senate Graduate Scholarship (2020); SPSP Travel Award (2019); Ontario Graduate Scholarship (2018-2019); SSHRC Joseph Armand Bombardier Canada Graduate Scholarship (2017-2018)
- David Kille*: SSHRC Banting Post-Doctoral Fellowship (2016-2018); Ontario Graduate Scholarship (2014-2015); SSHRC Doctoral Fellowship (2011-2013); Association for Psychological Science RISE Research Award (2013)
- Jane Klinger*: SPSP Student Poster Award (2014)
- Franki Kung*: University of Waterloo Gold Medal Alumni Award Finalist (2018); SPSP Heritage Dissertation Research Award (2018); Ontario Graduate Scholarship (2017); Vanier Canada Doctoral Fellowship (2014-2017)
- Jessica Ross*: SSHRC Doctoral Fellowship (2021-2025); Mark Zanna Graduate Scholarship, 2022; SPSP Student Poster Award Runner-Up (2022); SPSP Travel Award (2019); Ontario Graduate Scholarship (2019-2020); SSHRC Master's Fellowship (2018-2019)

### Thesis Committee Member

Shelly Tsang, PhD	2025
Emily Cyr, PhD	2023
Mahsa Janbahan, PhD	2023
Christopher Lok, PhD	2022
Kiruthiha Vimalakanthan, PhD	2021
Jhotisha Mugon, PhD	2020
Harrison Oakes, PhD	2020
Andriy Struk, PhD	2019
Alexander Tran, PhD	2018
Amy Yeung, PhD	2018
Emily Britton, MA	2018
Konstantyn Sharpinski, MA	2017
Jhotisha Mugon, MA	2016
Tamara Rosner, MA	2016
Zhaoxia (Amy) Xu, MA	2014

Courtney Plante, PhD	2014
Alex Huynh, MA	2013
James Brown, MA	2012
Kristin Laurin, PhD	2012
Daniel Nadolny, PhD	2012

#### *Undergraduate Honours Theses*

Max Su	2022-2023
Asma Karovalia	2022-2023
Sharyn Gittens	2021-2022
Isabelle Weigel-Mohamed	2021-2022*
Abigail Hamann	2021
Brittany Gunpat	2021
Monica Grove	2020-2021*
Christie Lim	2020-2021
William Siu Wing Chen	2020
Alison Leung	2020*
Alexander Moore	2018-2019*
Olivia Hartman (co-supervision with Heather Henderson)	2018-2019
Qian Li (Elia) Yam (co-supervision with James Beck)	2017-2018*
Jill Marenger	2017-2018
Jessica Edwards	2017*
Sandra Osazuwa	2016-2017
Melinda Recchia	2014
Clark Spence (co-supervision with James Beck)	2013-2014
Zachary Vlaar	2013-2014
David Lee	2012-2013
Laura Flanigan	2012-2013*
Caitlin Turkiewicz	2012

\*winner of departmental honours thesis award

#### *Other*

Co-director and co-founder, Camp Psych 2011-present

A weeklong academic summer camp designed to expose high school students to the science of psychology ([www.gettysburg.edu/camppsych](http://www.gettysburg.edu/camppsych)). This annual outreach program, first run in June 2011 (with other co-founder, Brian Meier), aims to introduce young students to research in psychology, giving them hands-on experience with conducting research themselves. Students come from all over North America and beyond; we provide several scholarships each year to under-represented students. Typical enrollment is 90-100 students per summer. \*Camp did not run in 2020 or 2023.

#### PROFESSIONAL AFFILIATIONS

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Association for Psychological Science (APS)

Society for Personality and Social Psychology (SPSP)

Society of Experimental Social Psychology (SESP)

Society for the Science of Motivation (SSM)

CAREER INTERRUPTIONS

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1-year maternity leave (August 2014-July 2015)

1-year maternity leave (December 2018-November 2019)

Medical leave (2025)