

# Eli J. Finkel – Curriculum Vitae

(October, 2009)

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## Professional Information

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## Education

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Ph.D. (2001): Social & Quantitative Psychology	University of North Carolina at Chapel Hill
M.A. (1999): Social & Quantitative Psychology	University of North Carolina at Chapel Hill
B.A. (1997): Psychology	Northwestern University (Phi Beta Kappa, Magna Cum Laude)

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## Professional Experience

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2008-	Associate Professor of Psychology, Northwestern University
2008	Visiting Scholar, Vrije Universiteit Amsterdam
2003-2008	Assistant Professor of Psychology, Northwestern University
2001-2003	NIH NRSA Postdoctoral Fellow, Carnegie Mellon University
1998-2001	Teaching Fellow, University of North Carolina at Chapel Hill

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## Grants, Awards, & Fellowships

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### Research Grants – External

2009	Time-sharing Experiments for the Social Sciences, <i>Self-Regulatory Failure and Intimate Partner Violence Perpetration</i> (PI), 12,000 respondent items in a nationally representative survey.
2008-2010	The Arete Initiative at the University of Chicago and the John Templeton Foundation, <i>Wisdom as Learning From Life Experiences: Affective Forecasting for Benevolent and Selfish Behaviors</i> (co-PI, with PI Jeffrey Green), \$90,000.
2008	Netherlands Organization for Scientific Research (Nederlandse Organisatie voor Wetenschappelijk Onderzoek; PI), <i>Relationships, Self-Regulation, and Romantic Attraction</i> , \$10,054.
2007-2011	National Science Foundation, <i>Advancing Understanding about One Form of Interpersonal Violence</i> (PI), \$492,355.
2003-2004	Positive Psychology Network and the John Templeton Foundation, <i>Self-control and Accommodation in Marriage</i> (PI), \$4,269.
2002-2003	Pittsburgh Mind-Body Center (NIH HL65111 & HL65112), <i>Facilitated Emotion Expression: Linking Relationship Variables to Healthy Physiological Functioning</i> (PI), \$17,700.

### Research Grants – Internal

2007-2008	Northwestern's University Research Grants Committee, <i>Tracking the Development of Fledgling Relationships Over Time</i> (PI, with co-PI Paul Eastwick), \$5,000.
2007-2008	Northwestern's Cells to Society (C2S), <i>The Biochemistry of Romance and Stress</i> (PI, with co-PI Sarah Johnson), \$5,000.
2006-2008	Northwestern's University Research Grants Committee, <i>The Second Northwestern Speed-Dating Study: Raising the Bar with Videotaping Procedures and Biological Measures</i> (PI, with co-PI Paul Eastwick), \$5,000.

- 2005-2006 Kellogg Graduate School of Management's Dispute Resolution Research Center, *Conflict Resolution in Developing Relationships* (PI, with co-PI Paul Eastwick), \$1,560.
- 2005-2006 Northwestern's University Research Grants Committee, *Internet Dating: The Northwestern Speed-Dating Project* (PI, with co-PI Paul Eastwick), \$4,950.
- 2004-2005 Northwestern University Residential College Fellow Assistant Researcher Award, *High-Maintenance Interaction* (PI), \$2,250.
- 2000 Smith Grant for Dissertation Research (PI), \$500.

### **Research Awards**

- 2008 Early Career Award Winner, Relationship Researchers Interest Group of the Society for Personality and Social Psychology.
- 2008 SAGE Young Scholars Award, \$5,000. Awarded by the Foundation for Personality and Social Psychology to early-career faculty who "have demonstrated exceptional individual achievements in social and/or personality psychology (broadly defined), conducting research that places them at the forefront of their peers."
- 2002 Dissertation Award Winner, International Association for Relationships Research, \$100.
- 2002 Dissertation Award Finalist: Seligman Award for Outstanding Dissertation Research in Positive Psychology.
- 2001-2002 Dissertation Completion Fellowship, UNC-Chapel Hill, \$14,000 (Declined).
- 1997-1998 UNC-Chapel Hill Dozier Scholarship.

### **Research Fellowships**

- 2004 Center for Advanced Study in the Behavioral Sciences Summer Institute: Emotion and Decision.
- 2003 Advanced Training Institute in Social Psychology: Internet Research Methodology.
- 2003 Positive Psychology Summer Institute.
- 2002 Pittsburgh Mind-Body Center Summer Institute.

### **Teaching Awards and Grants**

- 2006-2007 Northwestern Panhellenic Community, "Recognition for Teaching Excellence."
- 2006-2007 Chi Omega sorority, "Outstanding Faculty Member Award."
- 2006-2007 Northwestern Undergraduate Students, "Faculty Honor Roll" ("for professors who have been extremely effective in positively impacting [students'] lives or ways of thinking").
- 2005-2006 Weinberg College of Arts and Sciences, "Distinguished Teaching Award," \$2,500.
- 2005-2006 Northwestern Greek Community, "Outstanding Faculty Member of the Year" award ("for encouraging excellence in the fraternity and sorority community").
- 2005-2006 Northwestern University's Undergraduate Psychology Association, "Award for Excellence in Teaching" finalist.
- 2005-2006 Northwestern Undergraduate Students, "Faculty Honor Roll."
- 2004-2005 Weinberg College of Arts and Sciences, "Distinguished Teaching Award" finalist.
- 2004-2005 Northwestern Undergraduate Students, "Faculty Honor Roll."
- 2004-2005 Northwestern University's Undergraduate Psychology Association, "Award for Excellence in Teaching," \$50.
- 2004 Kappa Delta sorority, "Professor of the Month" (October).
- 2004 Northwestern University, "Course Enhancement Grant," \$240.
- 2003 Northwestern University, "Course Enhancement Grant," \$450.
- 1998-1999 UNC-Chapel Hill, "Chancellor's Award for Undergraduate Teaching," \$1,000.
- 1999 UNC-Chapel Hill Department of Psychology, commendation for teaching excellence.
- 1998 UNC-Chapel Hill Department of Psychology, commendation for teaching excellence.

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## Publications

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### Journal Articles

- Clark, M. S., Lemay, E. P., Graham, S. M., Pataki, S. P., & Finkel, E. J. (in press). Ways of giving and receiving benefits in marriage: Norm use and attachment related variability. *Psychological Science*.
- Dalton, A. N., Chartrand, T. L., & Finkel, E. J. (in press). The schema-driven chameleon: How mimicry affects executive and self-regulatory resources. *Journal of Personality and Social Psychology*.
- Finkel, E. J., & Eastwick, P. W. (in press). Arbitrary social norms and sex differences in romantic selectivity. *Psychological Science*.
- Coverage in [Nature](#), the [New York Times](#), and [Yahoo](#)
- Fitzsimons, G. M., & Finkel, E. J. (in press). Interpersonal influences on self-regulation. *Current Directions in Psychological Science*.
- Hannon, P. A., Rusbult, C. E., Finkel, E. J., & Kumashiro, M. A. (in press). In the wake of betrayal: Perpetrator amends, victim forgiveness, and the resolution of betrayal incidents. *Personal Relationships*.
- Luchies, L. B., Finkel, E. J., Kumashiro, M., & McNulty, J. K. (in press). The doormat effect: When forgiving erodes self-respect and self-concept clarity. *Journal of Personality and Social Psychology*.
- Molden, D. M., & Finkel, E. J. (in press). Motivations for promotion and prevention and the role of trust and commitment in interpersonal forgiveness. *Journal of Experimental Social Psychology*.
- Rusbult, C. E., Finkel, E. J., & Kumashiro, M. (in press). The Michelangelo phenomenon. *Current Directions in Psychological Science*.
- Slotter, E. B., Gardner, W. L., & Finkel, E. J. (in press). Who am I without you? The influence of romantic breakup on the self-concept. *Personality and Social Psychology Bulletin*.
- Eastwick, P. W., Richeson, J. A., Son, D., & Finkel, E. J. (2009). Is love colorblind? Political orientation and interracial romantic desire. *Personality and Social Psychology Bulletin*, 35, 1258-1268.
- Finkel, E. J., Campbell, W. K., Buffardi, L. E., Kumashiro, M., & Rusbult, C. E. (2009). The metamorphosis of Narcissus: Communal activation promotes relationship commitment among narcissists. *Personality and Social Psychology Bulletin*, 35, 1271-1284.
- Finkel, E. J., DeWall, C. N., Slotter, E. B., Oaten, M., & Foshee, V. A. (2009). Self-regulatory failure and intimate partner violence perpetration. *Journal of Personality and Social Psychology*, 97, 483-499.
- Finkel, E. J., & Slotter, E. B. (2009). An I<sup>3</sup> Theory analysis of human sex differences in aggression. *Behavioral and Brain Sciences*, 32, 31.
- Molden, D. C., Lucas, G. M., Finkel, E. J., Kumashiro, M., & Rusbult, C. E. (2009). Perceived support for promotion-focused and prevention-focused goals: Associations with well-being in unmarried and married couples. *Psychological Science*, 20, 787-793.
- Rusbult, C. E., Kumashiro, M., Kubacka, K. E., & Finkel, E. J. (2009). "The part of me that you bring out": Ideal similarity and the Michelangelo phenomenon. *Journal of Personality and Social Psychology*, 96, 61-82.
- Slotter, E. B., & Finkel, E. J. (2009). The strange case of sustained dedication to an unfulfilling relationship: Predicting commitment and breakup from attachment anxiety and need fulfillment within relationships. *Personality and Social Psychology Bulletin*, 39, 85-100.

- Eastwick, P. W., & Finkel, E. J. (2008). Sex differences in mate preferences revisited: Do people know what they initially desire in a romantic partner? *Journal of Personality and Social Psychology*, *94*, 245-264.
- Coverage in [Nature](#), [NPR Marketplace](#)
- Eastwick, P. W., & Finkel, E. J. (2008). Speed-dating as a methodological innovation. *The Psychologist*, *21*, 402-403.
- Eastwick, P. W., & Finkel, E. J. (2008). The attachment system in fledgling relationships: An activating role for attachment anxiety. *Journal of Personality and Social Psychology*, *95*, 628-647.
- Eastwick, P. W., Finkel, E. J., Krishnamurti, T., & Loewenstein, G. (2008). Mispredicting distress following romantic breakup: Revealing the time course of the affective forecasting error. *Journal of Experimental Social Psychology*, *44*, 800-807.
- Coverage in the [Washington Post](#)
- Finkel, E. J. (2008). Vengefully ever after? *The Psychologist*, *21*, 104-107.
- Reprinted in Poland as: Finkel, E. J. (2008). Vengefully ever after? *Charaktery: Magazyn Psychologiczny*, *134*, 56-59.
- Finkel, E. J., & Eastwick, P. W. (2008). Speed-dating. *Current Directions in Psychological Science*, *17*, 193-197.
- Coverage in the [Chicago Tribune Magazine](#) (cover story)
- Impett, E. A., Strachman, A., Finkel, E. J., & Gable, S. L. (2008). Maintaining Sexual Desire in Intimate Relationships: The Importance of Approach Goals. *Journal of Personality and Social Psychology*, *94*, 808-823.
- Kumashiro, M., Rusbult, C. E., & Finkel, E. J. (2008). Navigating personal and relational concerns: The quest for equilibrium. *Journal of Personality and Social Psychology*, *95*, 94-110.
- Eastwick, P. W., Finkel, E. J., Mochon, D., & Ariely, D. (2007). Selective versus unselective romantic desire: Not all reciprocity is created equal. *Psychological Science*, *18*, 317-319.
- Coverage in the [New York Times](#)
- Finkel, E. J. (2007). Impelling and inhibiting forces in the perpetration of intimate partner violence. *Review of General Psychology*, *11*, 193-207.
- Finkel, E. J., Burnette, J. L., & Scissors, L. E. (2007). Vengefully ever after: Destiny beliefs, state attachment anxiety, and forgiveness. *Journal of Personality and Social Psychology*, *92*, 871-886.
- Finkel, E. J., Eastwick, P. W., & Matthews, J. (2007). Speed-dating as an invaluable tool for studying romantic attraction: A methodological primer. *Personal Relationships*, *14*, 149-166.
- Finkel, E. J., & Slotter, E. B. (2007). An attachment theory perspective on the perpetration of intimate partner violence. *DePaul Law Review*, *56*, 895-907.
- Finkel, E. J., Campbell, W. K., Brunell, A. B., Dalton, A. N., & Scarbeck, S. J., & Chartrand, T. L. (2006). High-maintenance interaction: Inefficient social coordination impairs self-regulation. *Journal of Personality and Social Psychology*, *91*, 456-475.
- Clark, M. S., & Finkel, E. J. (2005). Willingness to express emotion: The impact of relationship type, communal orientation, and their interaction. *Personal Relationships*, *12*, 169-180.
- Neiss, M. B., Stevenson, J., Sedikides, C., Kumashiro, M., Finkel, E. J., & Rusbult, C. E. (2005). Executive self, self-esteem, and negative affectivity: Relations at the phenotypic and genotypic level. *Journal of Personality and Social Psychology*, *89*, 593-606.

- Rusbult, C. E., Kumashiro, M., Stocker, S. L., Kirchner, J. L., Finkel, E. J., & Coolsen, M. K. (2005). Self processes in interdependent relationships: Partner affirmation and the Michelangelo phenomenon. *Interaction Studies*, 6, 375-391.
- Exline, J. J., Baumeister, R. F., Bushman, B. J., Campbell, W. K., & Finkel, E. J. (2004). Too proud to let go: Narcissistic entitlement as a barrier to forgiveness. *Journal of Personality and Social Psychology*, 87, 894-912.
- Flora, D. B., Finkel, E. J., & Foshee, V. A. (2003). Higher order factor structure of a self-control test: Evidence from a confirmatory factor analysis with polychoric correlations. *Educational and Psychological Measurement*, 63, 112-127.
- Campbell, W. K., Foster, C. A., & Finkel, E. J. (2002). Does self-love lead to love for others?: A story of narcissistic game-playing. *Journal of Personality and Social Psychology*, 83, 340-354.
- Finkel, E. J., Rusbult, C. E., Kumashiro, M., & Hannon, P. A. (2002). Dealing with betrayal in close relationships: Does commitment promote forgiveness? *Journal of Personality and Social Psychology*, 82, 956-974.
- Kumashiro, M., Finkel, E. J., & Rusbult, C. E. (2002). Self-respect and pro-relationship behavior in marital relationships. *Journal of Personality*, 70, 1009-1049.
- Finkel, E. J., & Campbell, W. K. (2001). Self-control and accommodation in close relationships: An interdependence analysis. *Journal of Personality and Social Psychology*, 81, 263-277.
- Insko, C. A., Schopler, J., Gaertner, L., Wildschut, T., Kozar, R., Pinter, B., Finkel, E. J., Brazil, D. M., Cecil, C. L., & Montoya, M. R. (2001). Interindividual-intergroup discontinuity reduction through the anticipation of future interaction. *Journal of Personality and Social Psychology*, 80, 95-111.

## Edited Books

- Baumeister, R. F., & Finkel, E. J. (under contract). *Advanced social psychology*. New York: Oxford University Press.
- Vohs, K. D., & Finkel, E. J. (2006). *Self and relationships: Connecting intrapersonal and interpersonal processes*. New York: Guilford Press.
- *APA PsycCRITIQUES* review excerpt: “I was thrilled by the original, sometimes ingenious, content; sophisticated methodology; and elegant style of all the contributions in what I consider an evolutionary first step and a milestone for social psychology. The contributors represent the very best that social psychology can produce.”
  - *Choice* review excerpt: “From the opening chapter to the last chapter, the book illuminates the myriad ways that research on self and research on relationships mutually inform each other. ... This volume will drive research for years. Highly recommended.”
  - *The Family Psychologist* review excerpt: “The chapters complement each other and combine as a whole to create a must-have reference regarding the intersection of self and relationship development.”

## Book Chapters

- Baumeister, R. F., & Finkel, E. J. (in press). Social psychologists and thinking about people. In R. F. Baumeister, and E. J. Finkel (Eds.), *Advanced social psychology*. New York: Oxford University Press.
- Finkel, E. J., & Baumeister, R. F. (in press). Attraction and rejection. In R. F. Baumeister, and E. J. Finkel (Eds.), *Advanced social psychology*. New York: Oxford University Press.
- Finkel, E. J., Molden, D. C., Johnson, S. E., & Eastwick, P. W. (in press). Regulatory focus and romantic alternatives. In J. P. Forgas, R. F. Baumeister, and D. M. Tice (Eds.), *Self-regulation: Cognitive, affective, and motivational processes*. New York: Psychology Press.

- Slotter, E. B., & Finkel, E. J. (in press). I<sup>3</sup> Theory: Instigating, Impelling, and Inhibiting Factors in aggression. In M. Mikulincer, & P. R. Shaver (Eds.), *Understanding and reducing aggression, violence, and their consequences*. Washington: American Psychological Association.
- Eastwick, P. W., & Finkel, E. J. (2008). Speed-dating: A powerful and flexible paradigm for studying romantic relationship initiation. In S. Sprecher, A. Wenzel, & J. Harvey (Eds.), *Handbook of relationship initiation* (pp. 217-234). New York: Guilford.
- Finkel, E. J. (2008). Intimate partner violence perpetration: Insights from the science of self-regulation. In J. P. Forgas, & J. Fitness (Eds.), *Social relationships: Cognitive, affective, and motivational processes* (pp. 271-288). New York: Psychology Press.
- Finkel, E. J., & Rusbult, C. E. (2008). Prorelationship motivation: An interdependence theory analysis of situations with conflicting interests. In J. Y. Shah, & W. L. Gardner (Eds.), *Handbook of motivation science* (pp. 547-560). New York: Guilford.
- Campbell, W. K., Brunell, A. B., & Finkel, E. J. (2006). Narcissism, interpersonal self-regulation, and romantic relationships: An agency model approach. In K. D. Vohs, & E. J. Finkel (Eds.), *Self and relationships: Connecting intrapersonal and interpersonal processes* (pp. 57-83). New York: Guilford.
- Finkel, E. J., Campbell, W. K., & Brunell, A. B. (2006). High-maintenance interaction and self-regulation. In K. D. Vohs, & E. J. Finkel (Eds.), *Self and relationships: Connecting intrapersonal and interpersonal processes* (pp. 297-316). New York: Guilford.
- Finkel, E. J., & Vohs, K. D. (2006). Introduction: Intrapersonal processes, interpersonal relationships. In K. D. Vohs, & E. J. Finkel (Eds.), *Self and relationships: Connecting intrapersonal and interpersonal processes* (pp. 1-9). New York: Guilford.
- Rusbult, C. E., Hannon, P. A., Stocker, S. L., & Finkel, E. J. (2005). Forgiveness and relational repair. In E. L. Worthington, Jr. (Ed.), *Handbook of forgiveness* (pp. 185-205). New York: Brunner-Routledge.
- Clark, M. S., & Finkel, E. J. (2004). Does expressing emotion promote well-being? It depends on relationship context. In L. Z. Tiedens & C. W. Leach (Eds.), *The social life of emotions* (105-126). New York: Cambridge University Press.
- Rusbult, C. E., Kumashiro, M., Finkel, E. J., & Wildschut, T. (2002). The war of the Roses: An interdependence analysis of betrayal and forgiveness. In P. Noller & J. A. Feeney (Eds.), *Understanding Marriage: Developments in the Study of Couple Interaction* (pp. 251-281). New York: Cambridge University Press.

## Encyclopedia Entries

- Eastwick, P. W., & Finkel, E. J. (2009). Infatuation. In H. T. Reis & S. Sprecher (Eds.), *Encyclopedia of human relations* (pp. 843-846). Thousand Oaks: Sage.
- Eastwick, P. W., & Finkel, E. J. (2009). Reciprocity of liking. In H. T. Reis & S. Sprecher (Eds.), *Encyclopedia of human relations* (pp. 1333-1336). Thousand Oaks: Sage.
- Finkel, E. J., & Eastwick, P. W. (2009). Hard-to-get phenomenon. In H. T. Reis & S. Sprecher (Eds.), *Encyclopedia of human relations* (pp. 788-790). Thousand Oaks: Sage.
- Finkel, E. J., & Eastwick, P. W. (2009). Speed-dating. In H. T. Reis & S. Sprecher (Eds.), *Encyclopedia of human relations* (pp. 1587-1589). Thousand Oaks: Sage.
- Finkel, E. J. (2007). Betrayal. In R. F. Baumeister, & K. D. Vohs (Eds.), *Encyclopedia of social psychology* (Vol. 1, pp. 113-115). Thousand Oaks: Sage.
- Finkel, E. J. (2007). Intimate partner violence. In R. F. Baumeister, & K. D. Vohs (Eds.), *Encyclopedia of social psychology* (Vol. 1, pp. 498-500). Thousand Oaks: Sage.

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## Manuscripts Under Review or Revising for Resubmission

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- Bohns, V. K., Lucas G. M., Molden D. C., Finkel E. J., Coolsen, M. K., Kumashiro M., Rusbult C. E., & Higgins E. T. (invited revision under review). *When opposites fit: Increased relationship well-being from partner complementarity in regulatory focus.*
- DeWall, C. N., Pond, R., Baumeister, R. F., & Finkel, E. J. *Psychopathic women perpetrate the highest rates of intimate partner violence.*
- DeWall, C. N., Stillman, T. F., & Finkel, E. J. (under review). *Drawing as an implicit window into the motivated mind: Measuring the desire for social connection, in millimeters.*
- Eastwick, P. W., & Finkel, E. J. (revising for resubmission). *The evolutionary armistice: Attachment bonds moderate the function of ovulatory cycle adaptations.*
- Eastwick, P. W., Saigal, S. D., & Finkel, E. J. (under review). *Smooth Operating: A Structural Analysis of Social Behavior (SASB) perspective on initial romantic encounters.*
- Eastwick, P. W., Finkel, E. J., & Eagly, A. H. (manuscript under review). *When and why do people fail to use their ideal partner preferences when selecting and retaining a romantic partner?*
- Finkel, E. J., Campbell, W. K., & Sands, A. (revising for resubmission). *High-maintenance interaction in romantic relationships.*
- Finkel, E. J., & Clark, M. S. (revising for resubmission). *Facilitated emotion expression: One pathway linking close relationships to health.*
- Finkel, E. J., & Fitzsimons, G. M. (under review). *The effects of social relationships on self-regulation.*
- Finkel, E. J., & Foshee, V. A. (revising for resubmission). *Impelling and inhibiting forces in the perpetration of intimate partner violence.*
- Fitzsimons, G. M., & Finkel, E. J. (under review). *The effects of self-regulation on social relationships.*
- Herbst, K. C., Finkel, E. J., Allan, D., & Fitzsimons, G. M. (invited revision under review). *On the dangers of pulling a fast one: The effects of advertisement disclaimer speed on brand trust and purchase intention.*
- Johnson, S. E., & Finkel, E. J. (revising for resubmission). *Needing you ... but having other options: Regulation relationship dependence with alternatives.*
- Knowles, M. L., Finkel, E. J., & Williams, K. (revising for resubmission). *Bolstering self-regulation through social lubrication.*
- Molden, D. C., Finkel, E. J., Johnson, S. E., & Eastwick, P. W. (revising for resubmission). *In the eye of the motivated beholder: Promotion- and prevention-focused evaluations of romantic alternatives.*
- Rick, S. I., Small, D. A., & Finkel, E. J. (invited revision under review). *Fatal (fiscal) attraction: Spendthrifts and tightwads in marriage.*
- Coverage in the [New York Times](#), [CNN.com](#), [CNNMoney](#)
- Rusbult, C. E., Davis, J. L., Finkel, E. J., Hannon, P. A., & Olsen, N. (revising for resubmission). *Forgiveness of betrayal in close relationships: A dual process model of the transformation from self-interested impulses to relationship-oriented actions.*
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## Manuscripts in Preparation

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Eastwick, P. W., Eagly, A. H., Finkel, E. J., & Johnson, S. E. *Implicit versus explicit ideal partner preferences for physical attractiveness.*

Finkel, E. J., Bodenhausen, G. V., & Bushman, B. J. *The I<sup>3</sup> theory of aggression.*

Finkel, E. J., & Herbst, K. C. *Unhealthy food consumption: An I<sup>3</sup> theory analysis.*

Finkel, E. J., Kumashiro, M., & Rusbult, C. E. *Self-control, self-regulatory depletion, and accommodation in marital interaction.*

Johnson, S. E., & Finkel, E. J. *Self-regulatory depletion and forgiveness tendencies in romantic relationships.*

Johnson, S. E., Richeson, J. A., & Finkel, E. J. *Middle class and marginal? The influence of socioeconomic status on the self-regulatory resources of students at an elite university.*

Kumashiro, M., Rusbult, C. E., Reis, H. T., & Finkel, E. J. *Perceived partner responsiveness and the Michelangelo phenomenon.*

Olivola, C. Y., Eastwick, P. W., Finkel, E. J., Hortaçsu, A., Ariely, D. & Todorov, A. *A picture is worth a thousand inferences: First impression and mate selection in Internet matchmaking and speed dating.*

Olivola, C. Y., Eastwick, P. W., Finkel, E. J., & Todorov, A. *Meeting face-to-face vs. just seeing faces.*

Wieselquist, J., Rusbult, C. E., Finkel, E. J., Kumashiro, M., Luchies, L. B., & Eastwick, P. W. *Trust and benevolent memory in close relationships.*

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## Conference Activities & University Presentations

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### Workshop Hosted

Finkel, E. J. (2008, September). *Navigating Relationships: From Initiation to Conflict Management.* Behavioral Science Institute, Radboud Universiteit, Nijmegen.

### Conferences Organized

The Attraction and Relationships preconference associated with the annual meeting of the Society of Experimental Social Psychology (SESP), 2009

The Attraction and Relationships preconference associated with the annual meeting of the Society of Experimental Social Psychology (SESP), 2008

The Attraction and Relationships preconference associated with the annual meeting of the Society of Experimental Social Psychology (SESP), 2007

The annual meeting of the Social Psychologists of Chicago (SPOC), 2005

### Invited Conference Symposia Chaired

Finkel, E. J., & Fitzsimons, G. M. (2009, October). *Social Relationships, automaticity, and Self-Regulation.* Speakers: Gráinne Simpson, Ben Converse, Peter Gollwitzer, and Eli Finkel. Symposium presented at the annual meeting of the Society for Experimental Social Psychology (SESP), Portland, ME.

Finkel, E. J. (2006, May). *Initial Romantic Attraction: Four Novel Perspectives.* Speakers: Jeffrey Simpson, Eli Finkel, Chris Fraley, and Eva Klohnen. Symposium presented at the annual meeting of the Midwestern Psychological Association (MPA), Chicago, IL.

## Competitive Conference Symposia Chaired

- Slotter, E. B., & Finkel, E. J. (2009, February). *Hurting the Ones We Love: Social Psychological Perspectives on Violence between Intimate Partners*. Speakers: Eli Finkel, Joe Vandello, Erica Slotter, and Ximena Arriaga. Symposium presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Tampa, FL.
- Finkel, E. J. (2008, October). *The Normative Component of Attachment Theory*. Speakers: Brooke Feeney, Nancy Collins, Paul Eastwick, and Phil Shaver. Symposium presented at the annual meeting of the Society for Experimental Social Psychology (SESP), Sacramento, CA.
- Finkel, E. J. (2006, July). *Beyond Individual Differences: The Power of Adult Attachment Theory for Understanding Normative Relationship Dynamics*. Speakers: John Holmes, Mario Mikulincer, Brooke Feeney, and Eli Finkel. Symposium presented at the bi-annual meeting of the International Association for Relationships Research (IARR), Rethymnon, Crete.
- Finkel, E. J. (2006, January). *Forgiveness Meets Time-Honored Theories in Social/Personality Psychology*. Speakers: Caryl Rusbult, Eli Finkel, Johan Karremans, & Phillip Shaver. Symposium presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Palm Springs, CA.
- Burnette, J. L., & Finkel, E. J. (2005, May). *What leads to forgiveness? Exploring potential predictors and consequences of forgiveness*. Speakers: Julia Meyer, Suzanne Freedman, Jeni Burnette, and Eli Finkel. Symposium presented at the annual meeting of the Midwestern Psychological Association (MPA), Chicago, IL.
- Rusbult, C. E., Kumashiro, M., & Finkel, E. J. (2004, July). *The Michelangelo phenomenon and related interpersonal processes*. Speakers: Eli Finkel, Madoka Kumashiro, and Caryl Rusbult. Symposium presented at the bi-annual meeting of the International Association for Relationships Research (IARR), Madison, WI.
- Finkel, E. J. (2004, January). *Self-regulation as an interpersonal process*. Speakers: Jim Shah, Susan Andersen, Tanya Chartrand, Eli Finkel, and Harry Reis. Symposium presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Austin, TX.
- Finkel, E. J. (2002, July). *Relationships and emotional experience*. Speakers: Judy Feeney, Eli Finkel, Mark Leary, and Rody Miller. Symposium presented at the bi-annual meeting of the International Association for Relationships Research (IARR), Halifax, Nova Scotia.
- Finkel, E. J. (2001, February). *How do close relationships influence the self? How does the self influence close relationships?* Speakers: Art Aron, Eli Finkel, Sandra Murray, and Caryl Rusbult. Symposium presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), San Antonio, TX.

## Conference Paper Presentations – Invited Talks

- Finkel, E. J., Dalton, A. N., & Chartrand, T. L. (2009, October). *The schema-driven chameleon: How mimicry affects self-regulation*. Paper presented at the annual meeting of the Society for Experimental Social Psychology (SESP), Portland, ME.
- Finkel, E. J. (2009, February). *The  $F^3$  theory of intimate partner violence: Introduction and initial evidence*. Paper presented at the annual Herzliya Symposium on Personality and Social Psychology (Understanding and Reducing Aggression, Violence, and Their Consequences), Herzliya, Israel.
- Finkel, E. J. (2009, February). *The  $F^3$  theory of aggression: Implications for emotion research*. Paper presented at the annual Emotion Preconference preceding the meeting of the Society for Personality and Social Psychology (SPSP), Tampa, FL.
- Finkel, E. J. (2008, March). *Regulatory focus and relationships*. Paper presented at the annual meeting of the Sydney Symposium on Social Psychology (SSSP), Sydney, NSW, Australia.

- Finkel, E. J. (2008, February; **early career award address**). *Intimate partner violence: Insights from the science of self-regulation*. Paper presented at the annual Close Relationships Preconference preceding the meeting of the Society for Personality and Social Psychology (SPSP), Albuquerque, NM.
- Finkel, E. J., & Eastwick, P. W. (2007, June). *The ecstasy and the ecstasy: How to conduct speed-dating studies, and the joys of doing so*. Paper presented at the annual meeting of the Meeting of the Emerging Relationships Researchers Group (MERRG), Collingwood, Ontario, Canada.
- Eastwick, P. E., & Finkel, E. J. (2007, May) *Do men and women show evidence of reciprocity while speed-dating?* Paper presented at the Social Relations Modeling Approaches to Intergroup Relations Conference, Storrs, CT.
- Finkel, E. J. (2007, March; **keynote address**). *Self-regulation and intimate partner violence perpetration*. Paper presented at the annual Convention of Behavioral Sciences, Athens, GA.
- Finkel, E. J. (2007, March). *Intimate partner violence: Insights from the science of self-regulation*. Paper presented at the annual meeting of the Sydney Symposium on Social Psychology (SSSP), Sydney, NSW, Australia.
- Finkel, E. J., & Eastwick, P. W. (2007, January). *Back to the Future: Speed-Dating Procedures at the Vanguard of the Initial Romantic Attraction Renaissance*. Paper presented at the annual Close Relationships Preconference preceding the meeting of the Society for Personality and Social Psychology (SPSP), Memphis, TN.
- Finkel, E. J. (2006, May). *In the beginning: Romantic infatuation, attachment anxiety, and early relationship development*. Paper presented at the annual meeting of the Midwestern Psychological Association (MPA), Chicago, IL.
- Finkel, E. J. (2006, March). *Intimate partner violence*. Paper presented at a DePaul Law Review symposium on "Ties that bind: Family relationships, biology, and the law," Chicago, IL.
- Finkel, E. J. (2005, May). *High-maintenance interaction: Poor interpersonal coordination impairs self-regulation*. Paper presented at the annual meeting of the American Psychological Society (APS), Los Angeles, CA.
- Finkel, E. J. (2004, April). *The Enchanted April phenomenon: Trust and benevolent memory in romantic relationships*. Paper presented at the annual meeting of the Midwestern Psychological Association (MPA), Chicago, IL.
- Finkel, E. J. (2004, April). *High-maintenance interaction and self-regulation*. Paper presented at the annual meeting of the Social Psychologists of Chicago (SPOC), Chicago, IL.

### **Conference Paper Presentations – Symposium Talks**

- Eastwick, P. W., & Finkel, E. J. (2010, January). *The evolutionary armistice: Attachment bonds moderate the function of ovulatory cycle adaptations*. Paper presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Las Vegas, NV.
- Luchies, L. B., & Finkel, E. J. (2010, January). *The doormat effect: When forgiving erodes self-respect and self-concept clarity*. Paper presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Las Vegas, NV.
- Finkel, E. J. (2009, February). *The  $I^3$  theory of intimate partner violence perpetration: Introduction and initial evidence*. Paper presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Tampa, FL.
- Impett, E. A., Strachman, A., Finkel, E. J., & Gable, S. L. (2009, February). *Fueling the flame: Approach relationship goals and sexual desire*. Paper presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Tampa, FL.

- Olivola, C. Y., Eastwick, P. W., Finkel, E. J., Hortaçu, A., Ariely, D., & Todorov, A. (2009, February). *Fooled by first impressions: Re-considering the validity of appearance-based trait inferences*. Paper presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Tampa, FL.
- Eastwick, P. W., Finkel, E. J. (2008, October). *Romantic relationship initiation is motivated in part by normative attachment processes*. Paper presented at the annual meeting of the Society for Experimental Social Psychology (SESP), Sacramento, CA.
- Finkel, E. J., & Luchies, L. B. (2008, June). *When forgiving hurts: The effect of perpetrator amends and victim forgiveness on victim self-respect*. Paper presented at the annual meeting of the European Association of Experimental Social Psychology (EAESP), Opatija, Croatia.
- Finkel, E. J., Molden, D. C., Johnson, S. E., & Eastwick, P. W. (2008, February). *In the eye of the motivated beholder: Promotion- and prevention-focused evaluation of romantic alternatives*. Paper presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Albuquerque, NM.
- Eastwick, P. W., & Finkel, E. J. (2007, January). *Sex differences in mate preferences revisited: Do people really know what they desire in a romantic partner?* Paper presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Memphis, TN.
- Finkel, E. J., & Eastwick, P. W. (2006, July). *Activating the attachment system in developing relationships: Normative attachment anxiety is associated with positive outcomes*. Paper presented at the bi-annual meeting of the International Association for Relationships Research (IARR), Rethymnon, Crete.
- Eastwick, P. W., & Finkel, E. J. (2006, May). *If I am romantically interested in you, will you reciprocate? Yes, but....* Paper presented at the annual meeting of the Midwestern Psychological Association (MPA), Chicago, IL.
- Scarbeck, S. J., & Finkel, E. J. (2006, May). *Social interaction and self-regulation: What makes an interaction partner depleting?* Paper presented at the annual meeting of the Midwestern Psychological Association (MPA), Chicago, IL.
- Eastwick, P. W., & Finkel, E. J. (2006, January). *Activating the attachment system in developing relationships: Anxiety is associated with positive outcomes in a Partner-Specific Context*. Paper presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Palm Springs, CA.
- Finkel, E. J., & Molden, D. C. (2006, January). *Regulatory focus theory and forgiveness*. Paper presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Palm Springs, CA.
- Rusbult, C. E., Kumashiro, M., & Finkel, E. J. (2006, January). *Interdependence theory and forgiveness*. Paper presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Palm Springs, CA.
- Eastwick, P. W., & Finkel, E. J. (2005, May). *Romantic infatuation and attachment anxiety in developing relationships*. Paper presented at the annual meeting of the Midwestern Psychological Association (MPA), Chicago, IL.
- Finkel, E. J., & Burnette, J. L. (2005, May). *Implicit theories of relationships and the forgiveness process*. Paper presented at the annual meeting of the Midwestern Psychological Association (MPA), Chicago, IL.
- Mitchell, A., & Finkel, E. J. (2005, May). *An experimental and longitudinal exploration of the association of the Michelangelo phenomenon with self-esteem*. Paper presented at the annual meeting of the Midwestern Psychological Association (MPA), Chicago, IL.
- Pinter, B., Insko, C. A., Wildschut, T., Kirchner, J. L., Montoya, R. M., Wolf, S. T., & Finkel, E. J. (2005, May). *Normative social influence, guilt-proneness, and leader competitiveness: The double-edged sword of human*

- sociality*. Paper presented at the annual meeting of the Midwestern Psychological Association (MPA), Chicago, IL.
- Finkel, E. J. (2005, January). *Transitioning into—and out of—a postdoctoral position*. Paper presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), New Orleans, LA.
- Clark, M. S., Graham, S. M., Pataki, S., Finkel, E. J., & Lemay, E. (2004, July). *It's the thought that counts*. Paper presented at the bi-annual meeting of the International Association for Relationships Research (IARR), Madison, WI.
- Finkel, E. J., Kumashiro, M., Coolsen, M., & Wolf, S., & Mitchell, A. (2004, July). *Partner affirmation, enhancement, and verification*. Paper presented at the bi-annual meeting of the International Association for Relationships Research (IARR), Madison, WI.
- Rusbult, C. E., Kumashiro, M., Stocker, S., Estrada, M. J., & Finkel, E. J. (2004, July). *Partner affirmation and self-other merger*. Paper presented at the bi-annual meeting of the International Association for Relationships Research (IARR), Madison, WI.
- Finkel, E. J., Campbell, W. K., Brunell, A. B., & Burke, B. J. (2004, February). *High-Maintenance Interaction: Poor Interpersonal Coordination Impairs Self-Regulatory Success*. Paper presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Austin, TX.
- Finkel, E. J. (2003, October). *An interdependence analysis of forgiveness in couples*. Paper presented at the first-ever conference on Scientific Findings about Forgiveness, Atlanta, GA.
- Finkel, E. J., and Clark, M. S. (2003, October). *Facilitated emotion expression: One pathway linking relationship variables to health*. Paper presented at the annual Positive Psychology Summit, Washington, DC.
- Finkel, E. J. (2003, August). *Emotional vampires and emotional energizers*. Paper presented at the annual Positive Psychology Summer Institute, Montchanin, DE.
- Kumashiro, M., Finkel, E. J., & Rusbult, C. E. (2002, October). *Optimal Distinctiveness Processes in Close Relationships*. Paper presented at the annual meeting of the Society for Southeastern Social Psychology (SSSP), August, GA.
- Finkel, E. J., & Clark, M. S. (2002, July). *Facilitated emotional expression: One pathway linking relationship variables to health*. Paper presented at the 11<sup>th</sup> annual International Conference for Personal Relationships (ICPR), Halifax, Nova Scotia.
- Finkel, E. J., & Campbell, W. K. (2001, February). *Self-control and accommodation in close relationships: An interdependence analysis*. Paper presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), San Antonio, TX.
- Rusbult, C. E., Davis, J. L., Finkel, E. J., Hannon P. & Olsen, N. (2001, February). *What happens to self-interest in ongoing close relationships?* Paper presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), San Antonio, TX.
- Campbell, W. K., & Finkel, E. J. (2000, November). *Too tired to be nice: Ego depletion, accommodation, and romantic relationships*. Paper presented at the annual meeting of the Southeastern Society for Social Psychology (SSSP), Macon, GA.
- Finkel, E. J., & Rusbult, C. E. (2000, February). *Dealing with betrayal in close relationships: Does commitment promote forgiveness?* Paper presented at the annual meeting of the Society for Personality and Social Psychology (SPSP), Nashville, TN.

Rusbult, C. E., Finkel, E. J., Davis, J. L., Olsen, N., & Hannon P. (1999, August). *Betrayal and forgiveness in close relationships: Commitment and pro-relationship transformation of motivation*. Paper presented at the annual meeting of the American Psychological Association (APA), Boston, MA.

Rusbult, C. E., Hannon, P., Olsen, N., Davis, J., & Finkel, E. J. (1999, July). *Betrayal and forgiveness in close relationships: Moving from self-interest to pro-relationship interests*. Paper presented at the annual meeting of the European Association of Experimental Social Psychology (EAESP), Oxford, England.

### Other Invited Talks

DePaul University	Chicago, IL	April, 2009
University of Chicago	Chicago, IL	March, 2009
Harvard University	Boston, MA	February, 2009
Stanford University	Stanford, CA	December, 2008
Ben Gurion University of the Negev	Be'er Sheva, Israel	September, 2008
Radboud Universiteit Nijmegen	Nijmegen, The Netherlands	September, 2008
Indiana University	Bloomington, IN	April, 2008
Aurora University	Aurora, IL	March, 2008
Middlebury College	Middlebury, VT	April, 2007
American Medical Association (AMA) Violence Council	Elk Grove Village, IL	April, 2006
Lake Forest College	Lake Forest, IL	March, 2006
Virginia Commonwealth University (2 talks)	Richmond, VA	March, 2005
Purdue University	West Lafayette, IN	February, 2005
Wabash College	Crawfordsville, IN	February, 2005
University of Chicago	Chicago, IL	January, 2005
University of Illinois at Urbana-Champaign	Urbana, IL	January, 2005
DePaul University	Chicago, IL	May, 2004
University of Georgia	Athens, GA	October, 2003
University of Wisconsin—Madison	Madison, WI	October, 2003
University of Illinois at Chicago	Chicago, IL	September, 2003
Miami University	Oxford, OH	November, 2002
Michigan State University	East Lansing, MI	November, 2002
Princeton University	Princeton, NJ	October, 2001
Stanford University	Stanford, CA	May, 2001
University of North Carolina at Chapel Hill	Chapel Hill, NC	Many Talks
Carnegie Mellon University	Pittsburgh, PA	Many Talks
Northwestern University	Evanston, IL	Many Talks

### Conference Paper Presentations – Posters

Society for Personality and Social Psychology (SPSP)	Tampa, FL	February, 2009
Society for Personality and Social Psychology (SPSP)	Albuquerque, NM	February, 2008
Marketing and Public Policy (MPP)	Washington, DC	June, 2007
Society for Personality and Social Psychology (SPSP)	Memphis, TN	January, 2007
Society for Personality and Social Psychology (SPSP)	Palm Springs, CA	January, 2006
Society for Personality and Social Psychology (SPSP)	New Orleans, LA	January, 2005
American Psychological Society (APA)	Atlanta, GA	May, 2003
Society for Personality and Social Psychology (SPSP)	Savannah, GA	February, 2002
Society for Personality and Social Psychology (SPSP)	San Antonio, TX	February, 2001
Society for Personality and Social Psychology (SPSP)	Nashville, TN	February, 2000
Society of Southeastern Social Psychologists (SSSP)	Athens, GA	October, 1998

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## Professional Service

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### Associate Editor Positions

2008-	<i>Journal of Experimental Social Psychology</i>
2000-2001	<i>Representative Research in Social Psychology</i>

## **Editorial Board Positions**

- 2008- *Journal of Personality and Social Psychology*
- 2008- *Personal Relationships*
- 2007-2008 *Psychological Science*
- 2005- *Social Cognition*
- 1998-2001 *Representative Research in Social Psychology*

## **Committee Position**

- 2008- Publication committee, International Association of Relationships Research (IARR)

## **Summer Institute Hosted**

- 2009 Summer Institute in Social Psychology (with Derek Rucker), Evanston, IL.

## **Ad Hoc Reviewer**

- National Science Foundation (NSF)
- Journal of Personality and Social Psychology (JPSP)*
- Psychological Science (PS)*
- Psychological Bulletin (PB)*
- Personality and Social Psychology Review (PSPR)*
- Personality and Social Psychology Bulletin (PSPB)*
- Journal of Experimental Social Psychology (JESP)*
- Current Directions in Psychological Science (CDir)*
- Social Psychology and Personality Science (SPPS)*
- Journal of Consulting and Clinical Psychology (JCCP)*
- Review of General Psychology (RGP)*
- Social and Personality Psychology Compass (SPCO)*
- Personal Relationships (PR)*
- Self and Identity (SAI)*
- Journal of Social and Personal Relationships (JSPR)*
- Journal of Social and Clinical Psychology (JSCP)*
- Personality Processes and Individual Differences (PPID)*
- Basic and Applied Social Psychology (BASP)*
- Social Influence (SIF)*
- Current Biology*
- Quantitative Marketing and Economics (QME)*
- Representative Research in Social Psychology (RRSP)*
- Bridging Social Psychology* (edited volume)
- Handbook of Personality* (edited volume)
- Handbook of Relationship Initiation* (edited volume)
- Time-sharing Experiments in the Social Sciences (TESS)
- Cambridge University Press
- International Association for Relationships Research (IARR) conference

## **Fellowship in Professional Organizations**

- Society of Experimental Social Psychology (SESP)

## **Membership in Professional Organizations**

- American Psychology Association (APA)
- Association for Psychological Science (APS)
- Society for Personality and Social Psychology (SPSP)
- Foundation for the Advancement of Behavioral and Brain Sciences (FABBS; charter member)
- International Social Cognition Network (ISCON)
- Midwestern Psychological Association (MPA)
- Social Psychologists of Chicago (SPOC)

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## Northwestern University Service

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### University Service

- 2008-2008 WCAS Teaching Awards Committee
- 2008 Preview NU
- 2007 Sigma Xi's (scientific research society) "Science Café."
- 2007 College Feminists' "Sex Week."
- 2006, 2007 Dance Marathon.
- 2006, 2007 Suitcase Party.
- 2006, 2007 Residential College Board's Field Day.
- 2006, 2007 Participant in external reviews.
- 2006, 2007 The Northwestern University Alumni Association's "Dinner with 12 Strangers."
- 2006, 2007 Co-leader, "Where disciplines intersect: The research question and digital resources in psychology, linguistics, and related fields," Fifth Annual Electronic Resources Forum in the NU Library.
- 2003- Faculty fellow, Willard Residential College.

### Psychology Department Service

- 2008 Searle teaching mentor (Abigail Hazlett).
- 2008 Teaching panel for graduate student training.
- 2006-2005- Psychology 110 mass-testing supervisor.
- 2005- Panelist for undergraduate psychology students interested in learning about graduate school.
- 2004- Guest lecturer, various undergraduate and graduate courses.
- 2004- Faculty advisor, Undergraduate Psychology Association.
- 2004-2006 Psychology department's computer committee.
- 2004 Social psychology faculty search committee (Jennifer Richeson hire).

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## Teaching

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### Courses Taught

#### *Undergraduate-Level Courses*

Introduction to Psychology  
Social Psychology  
Close Relationships

#### *Graduate-Level Courses*

Close Relationships  
Self-Regulation

### Research Mentoring

#### *Doctoral-Level Advisees*

Abigail Mitchell, 2007  
Paul Eastwick, 2009  
Sarah Johnson, 2009  
Laura Luchies, 2011 (Expected)  
Caitlin Duffy, 2014 (Expected)

#### *Undergraduate Honors Thesis Advisees*

Georgene Chiou, 2004  
Allison Sands, 2004  
Lauren Scissors, 2006  
Ashley Mason, 2006  
Rita Biagioli, 2009  
Sarah Stanton, 2009 (**Hunt Award Winner**)  
Nora Ellingsen, 2010 (Expected)  
Tim Herrman, 2010 (Expected)  
Bonnie Vu, 2010 (Expected)

#### *Masters-Level Advisees*

Paul Eastwick, 2005  
Sarah Johnson, 2006  
Laura Luchies, 2008

#### *Undergraduate Research Supervisor*

Honors Thesis secondary advisor (5 students)  
Primary supervisor for 200+ independent researchers

#### *Graduate Student Committee Member*

Jeong Eun Lee, 2005 (Masters)  
Megan Knowles, 2007 (Dissertation)

Erica Slotter, 2007 (Masters)  
Amanda Uliaszek, 2011 (Dissertation, expected)

*Summer Research Opportunity Program (SROP) Advisees*  
Stephanie Cantu, 2007

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