

Joyce Ehrlinger Curriculum Vitae

Social Cognition Lab
Department of Psychology
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Education

Postdoctoral Scholar, Stanford University, 2004 - 2006
Ph.D., Social and Personality Psychology, Cornell University, 2004
B.A., Psychology and Philosophy, Bowling Green State University, 1998

Professional Positions

2013 – present	Assistant Professor, Department of Psychology, Washington State University
2006 – 2013	Assistant Professor, Department of Psychology, Florida State University

Research

Research Interests

- Social Cognition
- Self and social judgment, with a special focus on understanding the antecedents and consequences of over- and under-confidence
- The antecedents and consequences of successful motivation and goal pursuit.
- Metacognition and Self-Regulated Learning
- Attention and Information Availability

GRANTS AND FELLOWSHIPS

Total = \$5,027,992

<p><i>Title:</i> The impact of theories of intelligence on self-regulated learning strategies and performance improvement <i>PIs:</i> Ehrlinger & Trzesniewski (UC Davis) <i>Agency:</i> Institute for Education Studies, Cognition and Student Learning</p>	<p>2013 – 2017 <i>Role:</i> PI \$1,599,996</p>
<p><i>Title:</i> Teacher preparation, Student Support Services <i>PIs:</i> Highfill, Akmal, & Ehrlinger <i>Agency:</i> U.S. Department of Education</p>	<p>2015-2018 <i>Role:</i> Co-PI \$1,100,000</p>
<p><i>Title:</i> Integrating biology, psychology, and ecology to mitigate antibiotic resistance in food animal production systems <i>PIs:</i> Sischo, Davis, Ehrlinger, Moore, Call, Wenz, Barile (UC Davis), Besser, Hill (U of Saskatchewan) <i>Agency:</i> US Department of Agriculture (USDA)</p>	<p>2015 – 2018 <i>Role:</i> Co-PI \$2,249,974</p>

<i>Title:</i> Tracking visual reactions to negative feedback	2013 – 2014
<i>PIs:</i> Joyce Ehrlinger	\$2,822
<i>Agency:</i> ADVANCE at WSU External Mentor Program	
<i>Title:</i> Naïve realism and overconfidence in persuading others	2011 – 2012
<i>PIs:</i> Joyce Ehrlinger	\$13,000
<i>Agency:</i> Council on Research and Creativity, FSU	
<i>Title:</i> How does goal focus influence confidence, anxiety and goal progress?	2008 – 2009
<i>PIs:</i> Joyce Ehrlinger	\$13,000
<i>Agency:</i> Council on Research and Creativity, FSU	
<i>Title:</i> Feelings of dissimilarity to the prototype as contributors to the gender gap in computer science careers	2007 – 2008
<i>PIs:</i> Joyce Ehrlinger	\$16,000
<i>Agency:</i> Council on Research and Creativity, FSU	
<i>Title:</i> Understanding a (lack of) self-insight through theories of intelligence	2003 – 2004
<i>PIs:</i> Joyce Ehrlinger	\$1,200
<i>Agency:</i> Graduate Research Grant, Cornell University	
<i>Title:</i> Psychological reasons for failing to anticipate unintended consequences	2003 – 2004
<i>PIs:</i> Joyce Ehrlinger	\$2,000
<i>Agency:</i> Humane Studies Fellowship, Horowitz Foundation Grant	
Sage Graduate Fellowship, Cornell University	2001 – 2002; 1998 – 1999
	\$30,000

PUBLICATIONS

*denotes students co-authors.

30. **Ehrlinger, J.**, Plant A. E., Hartwig*, M., Vossen*, J. J., Columb*, C. J., & Brewer*, L. (2017) Do women hold more exaggerated perceptions of CS and engineering prototypes than men and, consequently, show less interest in these fields? *Sex Roles*, pp 1-12. DOI 10.1007/s11199-017-0763-x
29. **Ehrlinger, J.**, Burnette J. L., Harrold*, M. L., Orvidas*, K., & Park*, J. (2017). Incremental theories of weight and healthy eating behavior. *Journal of Applied Social Psychology*. DOI 10.1111/jasp.12439
28. Ward P. F., Belling*, P., Petushek*, E., & **Ehrlinger, J.** (*in press*). Does talent exist: A re-evaluation of the nature-nurture debate. In J. Baker, S. Copley, J. Schorer, and N. Wattie (Eds.), *Routledge Handbook of Talent Identification and Development in Sport*. London, UK: Routledge.
27. Williams, E. & **Ehrlinger, J.** (2017). Failing to Learn from Failure (and Sometimes Success): Inter- and Intrapersonal Roadblocks to Autonomous Learning. In J. E. Ellingson & R. A. Noe (Eds.), *Autonomous Learning in the Workplace*. New York: Routledge, pp 263-286.
26. **Ehrlinger, J.**, & Eichenbaum*, A. (2016). The dark (and light) sides of overconfidence. In V. Ziegler-Hill & D. K. Marcus (Eds.), *The Dark Side of Personality: Science and practice in social, personality, and clinical psychology*. Washington D.C.: American

- Psychological Association, pp. 251-266.
25. **Ehrlinger, J.**, Mitchum*, A. L., & Dweck, C. S. (2016). Understanding overconfidence: Theories of intelligence, preferential attention, and distorted self-assessment. *Journal of Experimental Social Psychology*, *63*, 94-100.
 24. Ross, L., **Ehrlinger, J.**, & Gilovich, T. D. (2016). The bias blind spot and its implications. In K.D. Elsbach & A.B. Kayes (Eds.), *Contemporary Organizational Behavior in Action*, Boston, MA: Pearson, pp. 137-145.
 23. **Ehrlinger, J.**, Readinger, W. O., & Kim*, B. (2015) Decision Making and Cognitive Biases. In H.S. Friedman (Ed.), *Encyclopedia of Mental Health, 2E, Vol. II*. Philadelphia, PA: Elsevier, 5-12.
 22. Leith*, S., Ward*, C., Giacomini*, M., Landau*, E., **Ehrlinger, J.**, & Wilson, A. E. (2014). Changing theories of change: Strategic shifting in implicit theory endorsement. *Journal of Personality and Social Psychology*, *107* (4), 597-620.
 21. **Ehrlinger, J.**, & Shain*, E. A. (2014). How accuracy in students' self-perceptions relates to success in learning. In V. A. Benassi, C. E. Overson, & C. M. Hakala (Eds.). *Applying science of learning in education: Infusing psychological science into the curriculum*. <http://teachpsych.org/ebooks/asle2014/index.php>
 20. Sparks*, E. A., **Ehrlinger, J.**, & Eibach, R. P. (2012). Failing to commit: Maximizers avoid commitment in a way that contributes to reduced satisfaction. *Personality and Individual Differences*, *52*, 72-77. doi:10.1016/j.paid.2011.09.002.
 19. Eibach, R. P., Libby, L. K., & **Ehrlinger, J.** (2012). Unrecognized changes in the self contribute to exaggerated judgments of external decline. *Basic and Applied Social Psychology*, *34*(3), 193-203. doi:10.1080/01973533.2012.674416.
 18. Fay*, A. J., Jordan*, A. H., & **Ehrlinger, J.** (2012). How social norms promote misleading social feedback and inaccurate self-assessment. *Compass: Social and Personality Psychology*, *6*(2), 206-216. doi:10.1111/j.1751-9004.2011.00420.x.
 17. Sparks*, E. A., & **Ehrlinger, J.** (2012). Psychological contributors to the failure to anticipate unintended consequences. *Compass: Social and Personality Psychology*, *6*(5), 417-427. doi:10.1111/j.1751-9004.2012.00435.x.
 16. Conlon*, K. E., **Ehrlinger, J.**, Eibach, R. P., Crescioni*, A. W., Alquist*, J. L., Gerend, M. A., & Dutton, G. R. (2011). Keeping one's eyes on the prize: The longitudinal benefits of accomplishment focus on progress toward a weight loss goal. *Journal of Experimental Social Psychology*. *47*, 853-855. doi:10.1016/j.jesp.2011.02.005.
 15. Crescioni*, A. W., **Ehrlinger, J.**, Alquist*, J. L., Conlon*, K. E., Baumeister, R. F., & Dutton, G. R. (2011). High trait self-control predicts positive health behaviors and success in weight loss. *Journal of Health Psychology*, *16*(5), 750-759. doi:10.1177/1359105310390247.
 14. Eccles, D. W., Ward, P., Woodman, T., Janelle, C. M., Le Scanff, C., **Ehrlinger, J.**, Castanier, C., & Coombes, S. A. (2011). Where's the emotion? How sport psychology can inform research on emotion in human factors. *Human Factors*, *53*, 180-202. doi:10.1177/0018720811403731.
 13. **Ehrlinger, J.** & Eibach, R. P. (2011) Focalism and the failure to foresee unintended consequences. *Basic and Applied Social Psychology*. *33*, 59-68. doi:10.1080/01973533.2010.539955.

12. **Ehrlinger, J.**, Plant, E. A., Eibach, R. P., Columb*, C. J., Goplen*, J. L., Kunstman*, J. W., & Butz*, D. A. (2011) How exposure to the Confederate flag affects willingness to vote for Barack Obama. *Political Psychology*, *32*(1), 131-146. doi:10.1111/j.1467-9221.2010.00797.x.
11. Eibach, R. P., & **Ehrlinger, J.** (2010). Reference points in men's and women's judgments of progress towards gender equality. *Sex Roles*, *63*(11), 882-893. doi:10.1007/s11199-010-9846-7.
10. **Ehrlinger, J.** & Mitchum*, A. L. (2010). How beliefs in the ability to improve influence accuracy in and use of metacognitive judgments. *Advances in Psychology Research*, *69*, 229-238.
9. Eibach, R. P., Libby, L. K., & **Ehrlinger, J.** (2009). Priming family values: How being a parent affects moral evaluations of harmless but offensive acts. *Journal of Experimental Social Psychology*, *45*(5), 1160-1163. doi:10.1016/j.jesp.2009.06.017.
8. **Ehrlinger, J.** (2008) Skill level, self-views and self-theories as sources of error in self-assessment. *Social and Personality Psychology Compass*, *2*(1), 382-398. doi:10.1111/j.1751-9004.2007.00047.x.
7. **Ehrlinger, J.**, Johnson, K. L., Banner*, M., Dunning, D. A., & Kruger, J. (2008). Why the unskilled are unaware: Further explorations of (absent) self-insight among the incompetent. *Organizational Behavior and Human Decision Processes*, *105*(1), 98-121. doi:10.1016/j.obhdp.2007.05.002.
6. Dweck, C. S. & **Ehrlinger, J.** (2006). Implicit theories and conflict resolution. In *The Handbook of Conflict Resolution: Theory and Practice*. M. Deutsch & P.T. Coleman (Eds.), San Francisco: Jossey-Bass, pp. 317-330.
5. Eibach, R. P. & **Ehrlinger, J.** (2006). "Keep your eyes on the prize": Reference points and group differences in assessing progress towards equality. *Personality and Social Psychology Bulletin*, *32*, 66-77. doi:10.1177/0146167205279585.
4. **Ehrlinger J.**, Gilovich, T. D., & Ross, L. (2005). Peering into the bias blind spot: People's assessments of bias in themselves and others. *Personality and Social Psychology Bulletin*, *31*, 680-692. doi:10.1177/0146167204271570.
3. Strasser, R., **Ehrlinger, J.**, Bingman, V. P. (2004). Transitive behavior in hippocampal-lesioned pigeons. *Brain, Behavior and Evolution*, *63*, 181-188. doi:10.1159/000076442.
2. **Ehrlinger J.** & Dunning, D. A. (2003). How chronic self-views influence (and mislead) estimates of performance. *Journal of Personality and Social Psychology*, *84*, 5-17. doi:10.1037/0022-3514.84.1.5.
1. Dunning, D. A., Johnson, K. L., **Ehrlinger, J.**, & Kruger, J. (2003). Why people fail to recognize their own incompetence. *Current Directions in Psychological Science*, *12*, 83-87. doi:10.1111/1467-8721.01235.

Published Abstracts

- Basevitch*, I., Ward, P., Ericsson, A. K., Ehrlinger, J., & Medeiros*, F. E. (2010). Practice habits, self-beliefs, self-evaluation and soccer skill level. *Journal of Sport & Exercise Psychology*, *32*, S57-S58. Cited by 1.

Manuscripts Under Invited Revision

Ehrlinger, J., Hartwig*, M. K., Harrold*, M. L., Vossen*, J. J., Mitchum*, A., Biermann*, A. L., & Trzesniewski K. H. (2017). *Incremental theories of intelligence predict persistence and, in turn, sustained learning*. Manuscript under invited revision at *Social Psychological and Personality Science*.

Manuscripts Under Review

Vossen*, J. J., **Ehrlinger, J.**, & Trzesniewski, K. H. *Incremental theories of intelligence predict math learning through benefits for sense of belongingness*. Manuscript submitted for publication.

Ehrlinger, J., Reizer, A., Mitchum*, A. L., & Fay*, A. J.. *Polite social feedback as a contributor to overconfidence*. Manuscript submitted for publication.

Manuscripts in Preparation

Ehrlinger, J., & Harrold*, M. L., Vossen*, J. J.. *Why incremental theories of intelligence promote learning*. Manuscript in preparation.

Ehrlinger, J., Hartwig*, M. K., Vossen*, J. J., & Trzesniewski K. H.. *Interleaving study of core curriculum math topics provides benefits for sustained learning*. Manuscript in preparation.

Ehrlinger, J., Vossen*, J. J., Harrold*, M. L., Trzesniewski K. H.. *Entity theorists avoid the “desirable” difficulties that promote learning*. Manuscript in preparation.

Ehrlinger, J., Harrold*, M. L. & Goplen*, J. L.. *If you only knew: How naïve realism contributes to overconfidence in persuasive abilities*. Manuscript in preparation.

Ehrlinger, J. & Reizer A, Bierman*, A., & Malain*, E.. *How cultural differences help to illuminate polite social feedback as a mechanism for overconfidence*. Manuscript in preparation.

Conference Symposia, Papers, and Posters

*denotes students co-authors

Conference Symposium Chair

Ehrlinger, J. & Rattan A. (2014, May). Chairs, *New Directions in Research on Implicit Theories*. Symposium at the annual meeting of the Association for Psychological Science, San Francisco, CA.

Balcetis E., & Ehrlinger, J. (2014, May). Chairs, *Motivation and Emotion*. Symposium at the annual meeting of the Society for the Study of Motivation, San Francisco, CA.

Balcetis E., & Ehrlinger, J. (2014, May). Chairs, *Motivation and Politics*. Symposium at the annual meeting of the Society for the Study of Motivation, San Francisco, CA.

Ehrlinger, J. (2013, May). Chair, *Self, Interpersonal, and Ecosystem Motives*. Symposium at the annual meeting of the Association for Psychological Science, Washington, D.C.

Ehrlinger, J. (2012, August). Chair, *Sources of Accuracy and Error in Social Judgment*. Symposium at the annual meeting of the Association for Psychological Science, Orlando, FL.

Ehrlinger, J. & Inbar Y. (2012, January). Chairs, *Assessing the choice overload debate: Is there such a thing as too much choice?* Symposium at the annual meeting of the Society of Personality and Social Psychology, San Diego, CA.

Conference Papers

- Ehrlinger, J. (2017, May). How growth mindsets promote sustained learning through capitalizing on desirable difficulties. Paper presented in E. Higgins (chair), *How a student learns matters as much as what a student learns: Evidence from the intersection of cognitive science and education practice*. Symposium at the annual meeting of the Association for Psychological Science, Boston, MA.
- Hartwig, M. & Ehrlinger, J. (2017, April). Incremental theories of intelligence predict persistence and, in turn, sustained learning. Paper presented in T. Porter (chair), *Investigating performance tasks as measures of social and emotional learning skills*. Symposium at the annual meeting of the American Educational Research Association, San Antonio, TX.
- Vossen*, J., Ehrlinger, J., Trzesniewski K., Good C., Singleton*, J., Harrold*, M., Spring*, B. (2016, April). *Perceiving an entity theory in the classroom environment increases math anxiety and lowers test performance*. Paper presented at the annual meeting of the American Educational Research Association, Washington, D.C.
- Ehrlinger, J. (2014, August). Polite Social Feedback as a Contributor to Overconfidence. Paper presented in C. Radar & V. Bohns (chairs), *Under- and over-estimating our influence over others at work*. Symposium at the annual meeting of the Academy of Management, Philadelphia, PA.
- Ehrlinger, J. (2014, May). Understanding overconfidence: Implicit theories, preferential attention, and distorted self-assessment. Paper presented in J. Ehrlinger & A. Rattan (chairs), *New Directions in Research on Implicit Theories*. Symposium at the annual meeting of the Association for Psychological Science, San Francisco, CA.
- Ehrlinger, J. (2014, May). How theories of intelligence shape learning strategies and success. Paper presented in P. Chen & A. Wilson (chairs), *More Ways that Mindsets Matter: New Perspectives in Lay Theory Research*. Symposium at the annual meeting of the Society for the Study of Motivation, San Francisco, CA.
- Ehrlinger, J. (2014, February). Does the Confederate Flag Prime Prejudice-Consistent Judgment? Paper presented in T. Carter (chair), *Group identity and prejudice: New findings from an implicit social cognitive perspective*. Symposium at the Annual meeting of the Society of Personality and Social Psychology, Austin, TX.
- Ehrlinger, J. (2013, September). *Politeness as a contributor to overconfidence*. Paper presented at the annual meeting of Person Memory Interest Group, Petaluma, CA.
- Ehrlinger, J. (2013, July). Implicit theories, preferential attention, and overconfidence. Paper presented in T. Wessel-Blaski (chair), *Strategies to Increase Metacognition, Studying, and Learning*. Symposium at the annual meeting of the American Psychological Association, Honolulu, HI.
- Ehrlinger, J. (2013, May). Polite social feedback as a contributor to overconfidence. Paper presented in J. Ehrlinger (chair), *Self, Interpersonal, and Ecosystem Motives*. Symposium at the annual meeting of the American Psychological Society, Washington, D.C.
- Ehrlinger, J., Goplen*, J., & Fay*, A. J. (2012, October). Naïve realism as a contributor to overconfident perceptions of persuasiveness. Paper presented in Jenny Howell (chair), *Bias in Self-Views: Methods for and Benefits from Biased Self-View Maintenance*. Symposium at the annual meeting of the Society of Southeastern Social Psychologists, Gainesville, FL.

Conference Papers, continued

- Ehrlinger, J., & Fay*, A. J. (2012, October). The impact of politeness on accuracy in self and social judgment. Paper presented in Carla Marie Strickland-Hughes (chair), *Social Evaluation and Face Processing*. Symposium at the annual meeting of the Society of Southeastern Social Psychologists, Gainesville, FL.
- Ehrlinger, J., & Fay*, A. J. (2012, August). Polite but not honest: How an absence of negative social feedback contributes to overconfidence. Paper presented in J. Ehrlinger (chair), *Sources of Accuracy and Error in Social Judgment*. Symposium at the annual meeting of the American Psychological Association, Orlando, FL.
- Sparks*, E. A., & Ehrlinger, J. (2012, January). Maximizers avoid commitment in a way that reduces satisfaction. Paper presented in J. Ehrlinger and Y. Inbar (chairs), *Assessing the choice overload debate: Is there such a thing as too much choice?* Symposium at the Annual meeting of the Society of Personality and Social Psychology, San Diego, CA.
- Columb*, C. J., Ehrlinger, J., Plant A., Kunstman*, J., & Goplen*, J. (2011, March). *Effect of exposure to the Confederate Flag on interracial interactions*. Paper presented at the annual meeting of the Southeastern Psychological Association, Jacksonville, FL.
- Fay*, A., & Ehrlinger, J. (2011, March). *Does politeness in interactions limit feedback and promote overconfident self-views?* Paper presented at the annual meeting of the Southeastern Psychological Association, Jacksonville, FL.
- Sparks*, E. A. & Ehrlinger, J. (2011, March). *Maximizers avoid commitment in a way that reduces satisfaction*. Paper presented at the annual meeting of the Southeastern Psychological Association. Jacksonville, FL.
- Ward*, P., Ehrlinger, J., Eccles D. W., & Robertson*, S. (2010, May). *Skill-based differences in cognition and metacognition in Advanced Placement Biology*. Paper presented at the annual meeting of the American Education Research Association. Denver, CO.
- Ward*, P., Harris*, K. R., Eccles D. W., Suss*, J., & Ehrlinger, J. (2010, May). *Domain-general, domain-specific and study-related predictors of performance in Advanced Placement science*. Paper presented at the annual meeting of the American Education Research Association, Denver, CO.
- Ehrlinger, J., Conlon*, K. E., Alquist*, J. L., & Butler J. L. (2009, November). The role of motivation in implicit theories: How beliefs in modifiability change in response to failure and success. Paper presented in J. Sheppard (chair), *Managing Threat*. Symposium at the Society of Southeastern Social Psychologists, Fort Myers, FL.
- Ehrlinger, J. (2006, August) Unskilled and Unaware: Further Explorations into overconfidence among the incompetent. Paper presented in E. Danneels (chair), *In search of mediocrity: A contrarian perspective on competence and incompetence*. Symposium at the annual meeting of Academy of Management, Atlanta, GA.
- Eibach R. P., Libby L. K., & Ehrlinger, J. (2006, January). Ideology of the good old days: Psychological causes and political consequences of perceptions of social decline. Paper presented in J. Jost (chair), *Ideology: Its resurrection in personality and social psychology*. Symposium at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Ehrlinger, J., Gilovich, T. D., & Ross, L. (2004, May). *Understanding the bias blindspot: Bias in others, enlightenment in ourselves*. Paper presented at the American Psychological Society, Chicago, IL.

Conference Papers, continued

- Ward*, P., Harris*, K. R., Eccles' D. W., Suss*, J., & Ehrlinger, J. (2010, May). *Domain-general, domain-specific and study-related predictors of performance in Advanced Placement science*. Paper presented at the annual meeting of the American Education Research Association, Denver, CO.
- Ehrlinger J., & Gilovich, T. D. (2003, May). Does reliance upon introspection lead to questionable beliefs of one's *impartiality*? Paper presented at the annual meeting of the American Psychological Society, Atlanta, GA.
- Ehrlinger J. (2001, November). *Environmental influences upon choice in economic games*. Paper presented at the annual meeting of the Society for Judgment and Decision Making, Orlando, FL.
- Ehrlinger J. (2001, June). *Explaining women's avoidance of science through metacognitive judgments*. Paper presented at the annual meeting of the American Psychological Society, Toronto, Ont.
- Ehrlinger J. (2000, June). *On the relationship between perceived and actual performance*. Paper presented at the American Psychological Society, Miami Beach, FL.

Conference Posters

- Rice*, S., Magnan' R. E., Ehrlinger, J., (2017, March). *Self-efficacy and affective evaluations: Parallel mediating effects on weight loss success*. Poster presented at the annual conference of the Society of Behavioral Medicine. San Diego, CA.
- Hartwig*, M. K., Ehrlinger, J., Harrold*, M. L., Vossen*, J. J., Mitchum*, A., Biermann*, A. L., & Trzesniewski, K. H. (2017, January). *Incremental theories of intelligence predict persistence and, in turn, sustained learning*. Poster presented at the 18th Annual Convention of the Society for Personality and Social Psychology, San Antonio, TX.
- Vossen*, J. J. & Ehrlinger, J., Hartwig*, M. K., Trzesniewski' K. H. (2017, January). *Incremental Theories Predict Use of Effective Self-Regulated Study Strategies and, in turn, Sustained Learning*. Poster presented at the annual conference of the Society for Personality and Social Psychology, San Antonio, TX.
- Harrold*, M. L. & Ehrlinger, J. (2017, January). *Explaining Incredibly Basic Information to Dolts Negative Reactions to Failed Persuasion Attempts*. Poster presented at the annual conference of the Society for Personality and Social Psychology, San Antonio, TX.
- Rice*, S., Magnan' R. E., Ehrlinger, J., (2017, January). *Weight-Loss Expectations, Affective Associations, and the Mediating Role of Weight Loss: A 12-Week Longitudinal Analysis*. Poster presented at the annual conference of the Society for Personality and Social Psychology. San Antonio, TX.
- L'Heureux*, C. K., Ehrlinger, J., Singleton*, J., Shope*, M. M., Trzesniewski' K. H. (2016, March). *Anxiety mediates the relation between mindset and grades*. Poster presented at the annual Society for Research on Adolescence, Baltimore, MD.
- Shope, M. M., Ehrlinger, J., Singleton, J., L'Heureux, C. K., Trzesniewski, K. H. (2016, March). *When fitting in matters in math class: Sense of belonging and mindset interact to promote help-seeking behavior in students*. Poster presented at the annual Society for Research on Adolescence, Baltimore, MD.
- Singleton*, J., Ehrlinger, J., Shope*, M. M., L'Heureux*, C. K., Trzesniewski' K. H. (2016, March). *Having a Growth Mindset Can Help You Study Better*. Poster presented at the annual Society for Research on Adolescence, Baltimore, MD.

Conference Posters, continued

- Harrold*, M., Ehrlinger, J., Vossen*, J., Singleton*, J., Spring*, B. & Trzesniewski K. (2016, March). *Incremental Theories Predict Academic Success through Time Spent Studying*. Poster presented at the 2016 Academic Showcase at Washington State University, Pullman, WA.
- Vossen*, J., Ehrlinger, J., Trzesniewski K., Good C., Singleton*, J., Harrold*, M., Spring*, B. (2016, January). *Perceiving an Entity Theory in the Classroom Environment Increases Math Anxiety and Lowers Test Performance*. Poster presented at the annual conference of the Society for Personality and Social Psychology. San Diego, CA.
- Harrold*, M., Ehrlinger, J., Trzesniewski K., Vossen*, J., Singleton*, J., & Spring*, B., (2016, January). *Incremental Theories Predict Academic Success through Time Spent Studying*. Poster presented at the annual conference of the Society for Personality and Social Psychology. San Diego, CA.
- Cady*, C., & Ehrlinger, J. (2015, January). *Parent attitudes and higher education: The influence of student perception of parental support on college experience*. Poster presented at the annual conference Hawaii International Conference on Education, Honolulu, Hawaii.
- Harrold*, M., Ehrlinger, J., Spring*, B., Vossen*, J. & Trzesniewski K. (2015, March). *Involve me & I learn: Mindset, gender & self-regulated learning*. Poster presented at the 2015 Academic Showcase at Washington State University, Pullman, WA.
- Singleton*, J. C., Ehrlinger, J., Trzesniewski K. (2015, March). *Belonging and the classroom: Understanding the relationship between the class environment and learning*. Poster presented at the annual conference of the Society for Research in Child Development, Philadelphia, PA.
- Vossen*, J., Ehrlinger, J., Singleton*, J., Spring*, B., and Trzesniewski K. (2015, February). *Incremental Theories of Intelligence and Effective Learning Strategies*. Poster presented at the 15th annual conference of the Society for Personality and Social Psychology, Long Beach, CA.
- Harrold*, M., Ehrlinger, J., Trzesniewski K., & Singleton*, J. (2015, February). *Involve me & I learn: Mindset, gender & self-regulated learning*. Poster presented at the 15th annual conference of the Society for Personality and Social Psychology, Long Beach, CA.
- Fay*, A., Ehrlinger, J., & Goplen*, J. L. (2012, January). *How polite behavior limits social feedback and contributes to overconfident self-assessment*. Poster presented at the 13th annual conference of the Society for Personality and Social Psychology, San Diego, CA.
- Park*, J. & Ehrlinger, J. (2012, January). *Implicit theories and fundamental dimensions of impression formation*. Poster presented at the 13th annual conference of the Society for Personality and Social Psychology, San Diego, CA.
- Crescioni*, W., Ehrlinger, J., & Baumeister, R. F. (2012, January). *The frayed edges of willpower: Perceptions of stress inhibit self-regulatory performance*. Poster presented at the 13th annual conference of the Society for Personality and Social Psychology, San Diego, CA.
- Goplen*, J. L. & Ehrlinger, J. (2011, January). *If you only knew: How naïve realism contribute to overconfidence in persuasive abilities*. Poster presented at the 12th annual conference of the Society for Personality and Social Psychology, San Antonio, TX.

Conference Posters, continued

- Sparks*, E. A., Ehrlinger, J., & Eibach R. P. (2011, January). *Failing to commit: Maximizers avoid commitment in a way that contributes to reduced satisfaction*. Poster presented at the 12th annual conference of the Society for Personality and Social Psychology, San Antonio, TX.
- Columb*, C. J., & Ehrlinger, J. (2010, January). *I'm not sexist, but... The ironic effect of disclaimers on impression formation*. Poster presented at the 11th annual conference of the Society for Personality and Social Psychology, Las Vegas, NV.
- Conlon*, K. E., & Ehrlinger, J. (2010, January). *Unaccomplished goal action and weight loss: A longitudinal study*. Poster presented at the 11th annual conference of the Society for Personality and Social Psychology, Las Vegas, NV.
- Ehrlinger, J., Plant E. A., Eibach R. P., Columb*, C. J., Goplen*, J. L., Kunstman*, J. W., & Butz*, D. A. (2009, February). *Inspiring Pride or Prejudice? How Exposure to the Confederate Flag Impacts Voting and Political Attitudes*. Poster presented at the 10th annual conference of the Society for Personality and Social Psychology, Tampa, FL.
- Columb*, C. J., Ehrlinger, J., Kunstman*, J., Goplen*, J. L., & Plant E. A. (2009, February). *Symbol of pride or of hate? The effects of the Confederate flag on interracial helping*. Poster presented at the 10th annual conference of the Society for Personality and Social Psychology, Tampa, FL.
- Goplen*, J. L., Plant E. A., Ehrlinger, J., Kunstman*, J. W., Columb*, C. J., & Butz*, D. A. (2009, February). *Pride or prejudice? Implications of the Confederate flag for academic performance*. Poster presented at the 9th annual conference of the Society for Personality and Social Psychology, Tampa, FL.
- Goplen*, J. L., Plant E. A., Ehrlinger, J., Kunstman*, J. W., Columb*, C. J., & Butz*, D. A. (2008, June). *The Confederate flag: Implications for racial differences in academic performance*. Poster presented at the conference of the Society for the Psychological Study of Social Issues, Chicago, IL.
- Ehrlinger, J. & Eibach R. P. (2007, January). *Eyes on the Prize: How goal pursuit can lead to heightened anxiety*. Poster presented at the 8th annual meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Ehrlinger, J. & Brewer*, L. (2007, January). *How gender differences in perceived traits of the prototypical computer scientist may contribute to the gender gap in careers*. Poster presented at the 8th annual meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Ehrlinger J., & Dweck C. S. (2006, February). *If I don't see it, it must not exist: How preferential attention allocation contributes to overconfidence*. Poster presented at the 7th annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Ehrlinger J., & Dweck C. S. (2005, February). *Do implicit theories of intelligence predict self-insight?* Poster presented at the 6th annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Ehrlinger J., Butler*, J. L., & Dweck C. S. (2005, February). *Do theories of change in motivated ways?* Poster presented at the 6th annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.

Conference Posters, continued

- Ehrlinger J., & Gilovich T. D. (2004, February). *Explaining the failure to anticipate unanticipated consequences: Do we anchor too much upon our intentions?* Poster presented at the 5th annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Ehrlinger J., & Dunning D. A. (2003, February). *How chronic self-views influence (and mislead) estimates of performance.* Poster presented at the 4th annual meeting of the Society for Personality and Social Psychology, Los Angeles, CA.
- Ehrlinger J., & Gilovich T. D. (2002, February). *Perceived influence of personal connectedness to an issue: Bias in others, enlightenment in ourselves.* Poster presented at the 3rd annual meeting of the Society for Personality and Social Psychology, Savannah, GA.
- Ehrlinger, J., Lawson K. D. & Dunning, D. A. (2001, February). *How self-theories mislead self-assessments of performance.* Poster presented at the 2nd annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Lawson K. D., Ehrlinger, J., & Dunning, D. A. (2001, February). *Insight into one's performance: The role of feedback and general theories in a real world setting.* Poster presented at the 2nd annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Ehrlinger, J., & Gilovich, T. D. (2000, February). *When do people think themselves biased by motivation?* Poster presented at the 1st annual meeting of the Society for Personality and Social Psychology, Nashville, TN.
- Strasser, R., Ehrlinger, J., & Bingman, V. P. (1998, November) *Transitivity learning is not impaired in homing pigeons with lesions to the hippocampal formation.* Poster presented at the Society for Neuroscience, Los Angeles, CA.
- Ehrlinger, J., Strasser, R., & Bingman, V. P. (1998, May). *Non-spatial associative learning: Do birds with hippocampal lesions have an advantage?* Poster presented the Midwestern Psychological Association, Chicago, IL.
- Hipp, K. M., Sowa, H., Ginzler, J., Brant, C., Ehrlinger, J. & Mynatt, C. R. (1997, May). *Do people consider chance as a cause for real world outcomes?* Poster presented at the Midwestern Psychological Association, Chicago, IL.

TEACHING**Undergraduate Courses Taught**

- Social Psychology, taught 17 times, 2007-2016
 Honors Social Psychology, taught 12 times, 2009-2013
 Why People Believe Weird Things, taught twice, 2003-2004
 Research Participation/Directed Individual Study, taught 20 times 2006-2016,

Graduate Courses Taught

- Seminar in Attitudes and Social Cognition, taught 3 times, 2014-2016
 Seminar in Social Cognition, taught once, Spring, 2010.
 Current Issues in Social Psychology, taught 8 times, 2010-2013

Advising

Undergraduate Theses Students Supervised

- Karraker, Shelly L., BA (2015), Department of Psychology, Washington State University.
Moral Foundations in Independent and Interdependent Cultures. (Honors Thesis Chair)
- Cady, Crysta, BA (2015), Department of Psychology, Washington State University. *Minority and non-Minority Perception of Parental Attitudes in Higher Education.* (McNair Achievement Program Thesis Chair)
- Muldoon, Abigail, BA (2012), Department of Psychology, Florida State University. *The effect of pluralistic ignorance on women's interest in STEM fields.* (Honors Chair)
- Lopez, Brooks, BA (2009), Department of Psychology, Florida State University. *Self Theories: Tasks and Decisions.* (Honors Chair)
- Gould, Crystal, BA (2008), Department of Psychology, Florida State University. *Do social norms in posture contribute to gender differences in confidence?* (Honors Chair).

Undergraduate Honors Committee Memberships

- Davis, Heather A., BA (2012), Department of Psychology, Florida State University.
- Montielone, Christian, BA (2011), Department of Psychology, Florida State University.
- Cariello, Rachel, BA (2010), Department of Psychology, Florida State University.
- Boyce, Nadiya, BA (2009), Department of Psychology, Florida State University.
- Schubert, Brittany, BA (2008), Department of Psychology, Florida State University.
- Smith, Lindsay, BA (2008), Department of Psychology, Florida State University.
- Land, Margo, BA (2007), Department of Psychology, Florida State University.

Successful Undergraduate Research Grants Supervised

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| Boredom and Sensation Seeking | <i>Award Period:</i> 2014-2015 |
| Washington State University, Department of Psychology, | <i>Role:</i> Faculty Mentor |
| Undergraduate Research Grant. Awarded to Audra Biermann and Marissa Ballard. | <i>Total award:</i> \$600 |

Mentorship of Postdoctoral Scholars and Graduate Students

Postdoctoral Scholars Supervised

- Hartwig, Marissa, 2015-present (expected completion 2017).
- Bench, Shane, 2014-2015.
 Current position: Assistant Professor of Psychology, Department of Psychology, Utah State University.

Doctoral Students Supervised

- Malain, Eric, doctoral candidate. (MA earned prior to WSU, PhD expected 2018).
 Department of Psychology, Washington State University.
- Vossen, Jordan, masters candidate. (MA expected 2017, PhD expected 2020).
 MA Title: *Theories of Intelligence, Sense of Belongingness, and Learning Success.*
 Department of Psychology, Washington State University.
- Harrold, Mycah, doctoral candidate. (MA earned 2016, PhD expected 2019).
 MA Title: *Do naïve realist perceptions of information leave us overconfident in our ability to persuade?* Department of Psychology, Washington State University.

Sparks-Ward, Erin A. (MA earned 2010, PhD earned 2015).

PhD Title: *Locus of Control Orientation Determines the Impact that Mere Imaginings about the Future Have on Judgments of Other People.*

MA Title: *The cost of seeking the best: Maximizing eliminates beneficial dissonance reduction after committing to a choice.* Department of Psychology, Florida State University.

Current Position: Continuing Lecturer, Psychology Department, Purdue University.

Crescioni, Albert W. (PhD earned 2012).

PhD Title: *The Frayed Edges of Willpower: Perceptions of Stress Impair Self-Regulatory Performance.* Department of Psychology, Florida State University.

Current position: Assistant Professor of Psychology, Behavioral Sciences, South Plains College.

Fay, Adam, graduate. (MA earned 2011, Committee chair: 2009-2013; PhD earned under new advisor 2015*).

MA Title: *How polite behavior limits social feedback and contributes to erroneous self and social judgment.* Department of Psychology, Florida State University.

Current position: Assistant Professor of Psychology, Department of Psychology, State University of New York, Oswego.

Columb, Corey J., graduate. (MA earned 2010, Committee chair: 2008-2013; PhD earned under new advisor 2014*).

MA Title: *Symbol of Hate or Pride: The ironic effect of exposure to the Confederate flag on judgment and behavior.* Department of Psychology, Florida State University.

Current position: Assistant Professor of Psychology, Department of Psychology, Prairie View A&M.

Park, Jina A., graduate* (Committee chair: 2008-2013; MA earned prior to FSU, PhD earned under new advisor 2014*). Department of Psychology, Florida State University.

Current position: Postdoctoral Fellow, Department of Psychology, Florida State University.

Graduate Committee Memberships (n=24)

Miller, Austin, doctoral candidate, Department of Economics, Washington State University.

Tse, Joseph, doctoral candidate, Department of Psychology, Washington State University.

Brown, Emilia, doctoral candidate, Department of Psychology, Washington State University.

Miller, James, master's candidate, Department of Psychology, Washington State University.

Gailey, Nicholas J., doctoral candidate, MA (2016), Department of Psychology, Washington State University.

Tse, Joseph, doctoral candidate, MA (2015), Department of Psychology, Washington State University.

Kobzar, Irina, MA (2016), Department of Psychology, Washington State University.

Strahm, Anna, MA (2016), Department of Psychology, Washington State University.

Ward, Christopher, MA (2014), Department of Mathematics, Washington State University.

Smith, Kyle, MA (2014), Department of Mathematics, Washington State University.

Mitchum, Ainsley L., PhD (2011), Department of Psychology, Florida State University

Kunstman, Jonathan W., PhD (2011), Department of Psychology, Florida State University.

Best, Ryan M., PhD (2011), Department of Psychology, Florida State University.

Dachoach, Avner, MA (2011), Department of Psychology, Florida State University.

Doerr, Celeste E., PhD (2010), Department of Psychology, Florida State University.
 Goplen, Joanna L., MA (2010), Department of Psychology, Florida State University.
 Menzel, Andrew J., MA (2010), Department of Psychology, Florida State University
 Glasney, Stephanie L., MA (2010), Department of Psychology, Florida State University
 Yordon, Ryan E., MA (2010), Department of Psychology, Florida State University
 Fox, Mark C., MA (2010), Department of Psychology, Florida State University.
 Coyle, Jacqueline M, MA (2009), Department of Psychology, Florida State University.
 Roring, Roy, PhD (2008), Department of Psychology, Florida State University.
 Cokely, Edward, PhD (2007), Department of Psychology, Florida State University.

SERVICE

Editorial Activities

Associate Editor: Social and Personality Psychology Compass, Intrapersonal Processes,
 2014-present
 Editorial Board Member: Social Cognition, 2012-present.
 Editorial Board Member: Group Dynamics, 2013-2015.

Review Activities

Review Committee Member:
 Institute for Education Sciences, IES Predoctoral Fellow Award, 2013-2014.
 Ad Hoc Grant Reviewer, Granting Agencies,
 National Science Foundation, 2013; 2014; 2015
 US-Israeli Bi-national Science Foundation, 2012
 Social Science and Human Research Council of Canada; 2015
 Ad Hoc Reviewer, Journals, Average reviews per year from 2010-2016:
*Academy of Management, Basic and Applied Social Psychology, Child Development,
 Journal of Economic Psychology, Journal of Personality and Social Psychology,
 Journal of Experimental Social Psychology, Journal of Consumer Research, Journal
 of Research in Personality, Learning and Individual Differences, Memory and
 Cognition, Organizational and Human Decision Processes, Personality and Individual
 Differences, Personality and Social Psychology Bulletin, Psychological Reports and
 Perceptual Motor Skills, Psychological Science, Public Opinion Quarterly, Self and
 Identity, Sex Roles, Social and Personality Psychology Compass, Social Cognition,
 Social Psychology, Social Psychological and Personality Science.*

Professional Positions and Memberships

Program co-chair, Society for the Study of Motivation, 2012-2014
 Council representative, Society for the Study of Motivation, 2013-2015
 Member, Society of Experimental Social Psychology, 2012-present
 Member, Association for Psychological Science, 2000-present
 Member, Society for Personality and Social Psychology, 2000-present
 Member, Society for the Study of Motivation, 2012-present

University-Level Service

Member, Admissions Subcommittee of the Academic Affairs Committee, Washington State
 University, 2013-2016; 2016-2019.

Member, Academic Showcase Committee, Washington State University, 2017.
Senator, Faculty Senate, Washington State University, 2014-2015.

Department Service

Member, Strategic Planning Committee, Department of Psychology, Washington State University, 2016-present.
Member, Graduate Student Excellence Committee, Department of Psychology, Washington State University, 2013-present.
Member, Graduate Travel Award Committee, Department of Psychology, Washington State University, 2013-present.
Member, Adams Grant Committee, Department of Psychology, Washington State University, 2015.
Member, IT search committee, Department of Psychology, Washington State University, 2013.
Member, Library Committee, Department of Psychology, Florida State University, 5 terms, 2008-2013.
Member, Undergraduate Studies Committee, Department of Psychology, Florida State University, 1 term, 2008-2009.
Member, Elections Committee, Department of Psychology, Florida State University, 2 terms, 2007-2009.