

## Curriculum Vitae Bryan Gibson

### **Office Address:**

Department of Psychology  
Central Michigan University  
Sloan Hall, 101  
Mt. Pleasant, MI 48859  
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### **Home Address:**

1328 Crestwood Dr.  
Mt. Pleasant, MI 48858  
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### **Education:**

B.S.: University of Washington, 6/83  
Major Area: Psychology

M.S.: University of Utah, 8/87  
Major Area: Social Psychology

Ph.D.: University of Utah, 3/91  
Major Area: Social Psychology

### **PROFESSIONAL EXPERIENCE:**

#### **Editorial experience:**

Gibson, B. (Ed.). (1997). Social science perspectives on tobacco policy. *Journal of Social Issues*, 53(1).

Editorial Board: *Personality and Social Psychology Bulletin*, 1/09 to 12/12.

#### **Publications:**

Gibson, B., & Poposki, E. (in press). How the adoption of impression management goals alters impression formation. *Personality and Social Psychology Bulletin*.

Bushman, B. J., & Gibson, B. (in press). Violent video games cause an increase in aggression long after the game has been turned off. *Social Psychological and Personality Science*.

Redker, C. & Gibson, B. (2009). Music as an unconditioned stimulus: Positive and negative effects of country music on implicit attitudes, explicit attitudes, and product choice. *Journal of Applied Social Psychology*, 31, 2689-2705.

Sachau, D., Andrews, L., Gibson, B., & DeNeui, D. (2009). Tournament validity: Testing golfer competence. *Measurement in Physical Education and Exercise Science*, 13, 52-69.

Gibson, B., & Oberlander, E. (2008). Wanting to appear smart: Hypercriticism as an indirect impression management strategy. *Self & Identity*, 7, 380-392.

Gibson, B. (2008). Can evaluative conditioning change attitudes toward mature brands? New evidence from the implicit association test. *Journal of Consumer Research*, 35, 178-188.

Dal Cin, S., Gibson, B., Zanna, M. P., Shumate, R., & Fong, G. (2007). Smoking in the movies, implicit associations of smoking with the self, and intentions to smoke. *Psychological Science*, 18, 559-563.

Gibson, B. (2007). Sandbagging and self-evaluation: Individual differences in the tendency to seek self-assessment information as a function of the public or private nature of the information. *Journal of Research in Personality*, 41, 481-487.

Gibson, B., & Sanbonmatsu, D. M. (2004). Dispositional optimism and gambling: The downside of optimism. *Personality and Social Psychology Bulletin*, 30, 149-160.

- Felton, J., Gibson, B., & Sanbonmatsu, D. M. (2003). Preference for risk in investing as a function of trait optimism and gender. *The Journal of Behavioral Finance*, 4, 33-40.
- Gibson, B., Sachau, D. A., Doll, B., & Shumate, R. (2002). Sandbagging in competition: Responding to the pressure of being the favorite. *Personality and Social Psychology Bulletin*, 28, 1119-1130.
- Gibson, B., & Maurer, J. (2000). Cigarette smoking in the movies: The influence of product placement on attitudes towards smoking and smokers. *Journal of Applied Social Psychology*, 30, 1457-1473.
- Gibson, B., & Sachau, D. (2000). Sandbagging as a self-presentational strategy: Claiming to be less than you are. *Personality and Social Psychology Bulletin*, 26, 56-70.
- Gibson, B. (1998). Nonsmokers attributions for the outcomes of smokers: Some potential consequences of the stigmatization of smokers. *Journal of Applied Social Psychology*, 28, 581-594.
- Gibson, B., Sanbonmatsu, D. M., & Posavac, S. S. (1997). The effects of selective hypothesis testing on gambling. *Journal of Experimental Psychology: Applied*, 3, 126-142.
- Gibson, B. (1997). An introduction to the controversy over tobacco. *Journal of Social Issues*, 53(1), 3-11.
- Gibson, B. (1997). Smoker-nonsmoker conflict: Using a social psychological framework to understand a current social controversy. *Journal of Social Issues*, 53(1), 97-112.
- Gibson, B. (1997). Suggestions for the creation and implementation of tobacco policy. *Journal of Social Issues*, 53(1), 187-191.
- Gibson, B. (1994). Psychological aspects of smoker-nonsmoker interaction: Implications for public policy. *American Psychologist*, 49, 1081-1083.
- Gibson, B., & Werner, C. M. (1994). Airport waiting areas as behavior settings: The role of legibility cues in communicating the setting program. *Journal of Personality and Social Psychology*, 66, 1049-1060.
- Sanbonmatsu, D., Shavitt, S., & Gibson, B. (1994). Salience, set size, and illusory correlation: Making moderate assumptions about extreme targets. *Journal of Personality and Social Psychology*, 66, 1020-1033.
- Sanbonmatsu, D. M., Akimoto, S. A., & Gibson, B. D. (1994). Stereotype based blocking in social explanation. *Personality and Social Psychology Bulletin*, 20, 71-81.
- Gibson, B., Harris, P., & Werner, C. M. (1993). Intimacy and personal space: A classroom demonstration. *Teaching of Psychology*, 20, 180-181.
- Gibson, B., & Werner, C. M. (1992). The decision to attempt interpersonal control: The case of nonsmoker-smoker interactions. *Basic and Applied Social Psychology*, 13, 269-284.
- Sanbonmatsu, D., Kardes, F., & Gibson, B. (1991). The role of attribute knowledge and overall evaluations in comparative judgment. *Organizational Behavior and Human Decision Processes*, 48, 131-146.
- Gibson, B. (1991). Research methods Jeopardy: A tool for involving students and organizing the study session. *Teaching of Psychology*, 18, 176-177.
- Manuscripts Submitted for Publication:**
- Gibson, B., Bushman, B. J., Melzer, A. & Zielaskowski, K. (2010). Killing avatars in video games kills the effectiveness of in-game ads. Submitted to the *Journal of Experimental Psychology: Applied*, 4/5/10.

- Gibson, B., Redker, C., & Zimmerman, I. Associative and propositional effects of product placement on implicit and explicit brand evaluations. Submitted to the *Journal of Consumer Research*, 6/14/10
- Gibson, B. & Zielaskowski, K. (2010). Subliminal priming of winning images prompts increased betting in slot machine play. Submitted to the *Journal of Applied Social Psychology*, 1/27/10.
- Gibson, B., Zimmerman, I., & Redker, C. (2010). The role of faith in intuition in moderating implicit-explicit attitude relationship strength. Resubmitted to the *Journal of Consumer Psychology*, ??/10.
- Schlenkerman, R., & Gibson, B. (2010). Evaluative conditioning of negative smoking attitudes: Effects on implicit attitudes, explicit attitudes, and smoking cessation. Submitted to *Addictive Behaviors*, 4/5/10.

***Research and Manuscripts in Progress (\* indicates data collection completed):***

- Bushman, B., Redker, C., & Gibson, B. „Driving that black car makes me feel tough“: The role of car color in video game aggression and subsequent aggression.
- Ewing, D., Allen, C., Gibson, B., Kardes, F., & Redker, C. Different routes to brand attitude change via evaluative conditioning with and without contingency awareness. Target outlet: *Journal of Consumer Research*. One study complete, data collection ongoing on Study 2.
- Gibson, B., & Bushman, B. J. Avatar race in video game play influences implicit racism. Target outlet: *Psychological Science*.
- Gibson, B., & Bushman, B. J. Avatar race influences aggressive video game play and subsequent aggression. Target outlet: *Psychological Science*.
- Gibson, B., Sanbonmatsu, D. M., & Lueke, A. Subliminal primes alter consideration set formation. Target outlet: *Journal of Consumer Research*. One study complete, data collection ongoing on Study 2.
- Redker, C., & Gibson, B. Negativity bias and positivity offset: Moderators of susceptibility to evaluative conditioning and brand choice. Target outlet: *Journal of Consumer Research*. Two studies complete, data collection ongoing on Study 3.

***Articles Selected for Edited Volumes:***

- Gibson, B. (1996). Research methods Jeopardy: A tool for involving students and organizing the study session. In M. E. Ware and D. E. Johnson (Eds.), *Handbook of demonstrations and activities in the Teaching of Psychology: Vol. 1. Introductory, Statistics, Research Methods, and History* (pp. 197-198). Hillsdale, NJ: Erlbaum.
- Gibson, B., Harris, P., & Werner, C. M. (1996). Intimacy and personal space: A classroom demonstration. In M. E. Ware and D. E. Johnson (Eds.), *Handbook of demonstrations and activities in the Teaching of Psychology: Vol. 3. Personality, Abnormal, Clinical-Counseling, and Social*. (pp. 281-283). Hillsdale, NJ: Erlbaum.

***Book Review:***

- Gibson, B. (1996). Everything you wanted to know about greatness - and more. *Applied Cognitive Psychology*, 10, 368-369.

***Conference Presentations:***

- Gibson, B., Bushman, B.J., Melzer, A., & Zielaskowski, K. (2010, January). Violent Video Game Play Reduces Memory for Brands Appearing in Game. To be presented at the 11<sup>th</sup> annual convention of the Society for Personality and Social Psychology.

- Ewing, D., Allen, C., Gibson, B., Kardes, F., & Redker, C. (2009, February). *Implicit and explicit brand attitude formation in evaluative conditioning: Insights from the associative-propositional evaluation model*. Presented at the 16<sup>th</sup> annual convention of the Society of Consumer Psychology, San Diego, CA.
- Gibson, B., Zimmerman, I., & Redker, C. (2008, May). *Individual differences in the relationship between newly formed implicit and explicit attitudes*. Presented at the 20<sup>th</sup> annual convention of the American Psychological Society, Chicago, IL.
- Gibson, B., & Oberlander, E. (2008, May). *How the adoption of impression goals alters impressions formed of others*. Presented at the 20<sup>th</sup> annual convention of the American Psychological Society, Chicago, IL.
- Zielaskowski, K., & Gibson, B. (2008, May). *Subliminally flashed winning images increases betting in slot machine play*. Presented at the 20<sup>th</sup> annual convention of the American Psychological Society, Chicago, IL.
- Gibson, B. (2005, May). *The Effect of Product Placement on Implicit and Explicit Product Attitudes*. Presented at the 77<sup>th</sup> annual convention of the Midwestern Psychological Association, Chicago, IL.
- Gibson, B. (2004, July). *Priming intelligence: Effects on impression formation and impression management*. Presented at the 112<sup>th</sup> annual convention of the American Psychological Association, Honolulu, HI.
- Gibson, B., & Oberlander, E. (2004, April). *Hypercriticism as indirect self-promotion: Selecting topics you disagree with in order to have something to criticize*. Presented at the 76<sup>th</sup> annual convention of the Midwestern Psychological Association, Chicago, IL.
- Bowling, N. A., Beehr, T. A., Gibson, B., & Wagner, S. H. (2004, April). *Bullying in the workplace: Foundations, forms, and future directions*. Presented at the 19<sup>th</sup> annual convention of the Society for Industrial and Organizational Psychology, Chicago, IL.
- Gibson, B. (2004, February). *Classical conditioning of implicit product attitudes*. Presented at the 11<sup>th</sup> annual winter convention of the Society for Consumer Psychology, San Francisco, CA.
- Dal Cin, S., Gibson, B., Zanna, M. P., & Fong, G. T. (2003, August). *Narrative persuasion and attitudes toward smoking*. Presented as part of a symposium on narrative persuasion at the 111<sup>th</sup> annual convention of the American Psychological Association, Toronto, Ontario, Canada.
- Gibson, B. (2003, August). *The effects of opponent self-presentation on competitive performance*. Presented at the 111<sup>th</sup> annual convention of the American Psychological Association, Toronto, Ontario, Canada.
- Felton, J., Gibson, B., & Sanbonmatsu, D. (2003, March). *Preference for risk in investing as a function of trait optimism and gender*. Presented at the 42<sup>nd</sup> annual convention of the Southwestern Finance Association, Houston, TX.
- Gibson, B. (2003, February). *Hypercriticism as indirect self-promotion*. Presented at the 4<sup>th</sup> annual convention of the Society for Personality and Social Psychology, Los Angeles, CA.
- Dal Cin, S., Zanna, M. P., Fong, G. T., & Gibson, B. (2003, February). *Narrative persuasion and overcoming resistance*. Presented at the 4<sup>th</sup> annual convention of the Society for Personality and Social Psychology, Los Angeles, CA.

- Gibson, B., et al. (2001, June). *Negotiating race and cultural diversity through distance learning and interactive t.v.: A look at BCTT, a Kellogg Foundation-Dundee collaboration between Central Michigan University and the University of Arkansas at Pine Bluff*. Presented at the 14<sup>th</sup> annual convention of the National Conference on Race and Ethnicity in American Higher Education (NCORE), Seattle, WA.
- Gibson, B., Shumate, R., & Sachau, D. (2001, May). *Sandbagging in competition: Does the target audience for the self-presentation matter?* Presented at the 73<sup>rd</sup> annual convention of the Midwestern Psychological Association, Chicago, IL.
- Eilers, D., Cox, E., Winiecki, T., Zalar, J., Bradley, E., Butler, J.L., & Gibson, B. (2001, May). *Opponents and efficacy: The effects of trash-talking on performance*. Presented at the 73<sup>rd</sup> annual convention of the Midwestern Psychological Association, Chicago, IL.
- Gibson, B. (2000, May). *Need for cognition and gambling preferences*. Presented at the 72<sup>nd</sup> annual convention of the Midwestern Psychological Association, Chicago, IL.
- Gibson, B., & Sanbonmatsu, D. M. (2000, February). *Optimism, pessimism, and gambling*. Presented at the 1<sup>st</sup> annual convention of the Society for Personality and Social Psychology, Nashville, TN.
- Gibson, B., Tei, E., & Schweitzer, J. (1999, June). *Using classroom technology to increase diversity*. Presented at the 11<sup>th</sup> convention of the Association for the Advancement of Computing in Education, Seattle, WA.
- Gibson, B., & Maurer, J. (1999, May). *The effects of movie smoking on attitudes toward smoking and smokers*. Presented at the 71<sup>st</sup> annual convention of the Midwestern Psychological Association, Chicago, IL.
- Gibson, B., & Sachau, D. (1998, May). *Pressure and choking: The divergent perceptions of high and low sandbaggers*. Presented at the 70<sup>th</sup> annual convention of the Midwestern Psychological Association, Chicago, IL.
- Gibson, B., & Sachau, D. (1997, May). *Mood of high and low sandbaggers in performance settings*. Presented at the 69<sup>th</sup> annual convention of the Midwestern Psychological Association, Chicago, IL.
- Sachau, D., Gibson, B., Hannah, M., & Hoheisel, B. (1997, May). *Sandbaggers, ringers, and rewards*. Presented at the 69<sup>th</sup> annual convention of the Midwestern Psychological Association, Chicago, IL.
- Gibson, B., & Sachau, D. (1996, August). *A typology of performance related self-presentational strategies*. Presented at the 104<sup>th</sup> annual convention of the American Psychological Association, Toronto, Ontario, Canada.
- Sachau, D., Gibson, B., & Doll, B. (1996, August). *Sandbagging in competitive situations*. Presented at the 104<sup>th</sup> annual convention of the American Psychological Association, Toronto, Ontario, Canada.
- Posavac, S. S., Sanbonmatsu, D. M., & Gibson, B. (1996, May). *Focal outcome assessment and gambling choice*. Presented at the 68<sup>th</sup> annual convention of the Midwestern Psychological Association, Chicago, IL.
- Akimoto, S., & Gibson, B. (1996, March). *Cognitive busyness and the illusion of control*. Presented at the 67<sup>th</sup> annual convention of the Eastern Psychological Association, Philadelphia, PA.
- Arifaj, I., & Gibson, B. (1996, March). *Backup quarterbacks under the gun: The role of starter performance and game situation as determinants of choking under pressure*.

Presented at the 67th annual convention of the Eastern Psychological Association, Philadelphia, PA.

- Gibson, B., & Sachau, D. (1995, August). *Sandbagging: Negative self-presentation to reduce audience expectancies*. Presented at the 103rd annual convention of the American Psychological Association, New York, NY.
- Gibson, B., Sachau, D., & Osterberg, A. (1995, August). *Performance situations: To self-present or not to self-present?* Presented at the 103rd annual convention of the American Psychological Association, New York, NY.
- Gibson, B., & Sanbonmatsu, D. M. (1995, April). *The influence of probability overestimation on gambling choice*. Presented at the 66th annual convention of the Eastern Psychological Association, Boston, MA.
- Gibson, B., Harris, P., & Werner, C. M. (1992, August). *Intimacy and personal space: A classroom demonstration*. Presented at the 100th annual convention of the American Psychological Association, Washington, DC.
- Gibson, B. (1991, August). *Communication of the behavior setting program: The role of legibility cues*. First place, APA student paper competition in environmental psychology, and recipient of APA science directorate travel award. Presented at the 99th annual convention of the American Psychological Association, San Francisco, CA.
- Akimoto, S., Gibson, B., & Sanbonmatsu, D. (1991, August). *Blocking in covariation assessment and causal attribution*. Presented at the 99th annual convention of the American Psychological Association, San Francisco, CA.
- Gibson, B. (1990, August). *Environmental factors related to the success of public smoking regulations*. Presented at the 98th annual convention of the American Psychological Association, Boston, MA.
- Sanbonmatsu, D., Kardes, F., & Gibson, B. (1988, October). *The impact of initial processing goals on memory-based brand comparisons*. Presented at the annual convention of the Society for Consumer Research, Honolulu, HI.
- Gibson, B. (1987, August). *Interpersonal control, stress, and nonsmokers' reactions to smokers*. Presented at the 95th annual convention of the American Psychological Association, New York, NY.

***Invited Talks:***

- Gibson, B. (2008, April). A model of associative and propositional product placement effects. Presented to the Department of Communications, University of Michigan.
- Gibson, B. (2007, January). Implicit measures in marketing research. Presented to the Marketing Department, University of Cincinnati.
- Gibson, B. (2006, September). Intuition and implicit-explicit attitude relations. Presented to the Social and Personality Interest Group, Michigan State University.
- Gibson, B. (2004, October). Wanting to appear smart: On the dynamic interplay between impression management and impression formation. Presented to the Social and Personality Interest Group, Michigan State University.
- Gibson, B. (2003, October). Hypercriticism as indirect self-promotion. Presented to the Social and Personality Interest Group, Michigan State University.
- Gibson, B. (2001, November). A typology of performance related self-presentational strategies. Presented to the Social and Personality Interest Group, Michigan State University.

Gibson, B. (2000, October). Optimism, pessimism, and gambling. Presented to the Social and Personality Interest Group, Michigan State University.

**Manuscript review:** I have served as a reviewer for the following journals:

*Journal of Personality and Social Psychology: Personality Processes and Individual Differences*

*Journal of Personality and Social Psychology: Attitudes and Social Cognition*

*Personality and Social Psychology Bulletin*

*Journal of Experimental Social Psychology*

*Journal of Personality*

*Journal of Research in Personality*

*Basic and Applied Social Psychology*

*Journal of Applied Social Psychology*

*Social Cognition*

*Self and Identity*

*Motivation and Emotion*

*Journal of Advertising*

*Health Psychology*

**Grant review panel:** I served on the peer review panel for the National Center for Responsible Gaming, fall, 1997.

**APA sponsored science advocacy weekend:** At the invitation of the American Psychological Association, met with other researchers of tobacco related topics to present APA's support of proposed tobacco legislation to congressional staffers, Fall, 1997.

**Awards:**

**President's Award for outstanding research:** Received the President's Award for outstanding research. This award is given to the faculty member at CMU who's body of research is judged to be the most influential.

**Research Professorship:** Received a competitive research professorship award (which included released time from teaching and administrative duties, and grant monies) from Central Michigan University to carry out research on implicit attitudes and consumer behavior, Spring, 2004.

**Department of Psychology, Student Mentoring Award:** I received the departmental recognition award for my mentoring of undergraduate students in research, Fall, 2003.

**Media Coverage of Research:**

**Optimism, Pessimism, and Gambling:**

Print Media:

*O – Oprah Magazine*, April, 2010

*The Washington Post*, March 26, 2007

*Detroit Free-Press*, March 14, 2004

*Chicago Sun-Times*, February 20, 2004

*The (London) Daily Mail*, February 16, 2004

*The Sunday Telegraph (London)*, February 14, 2004

*The Sunday Times (London)*, February 14, 2004

*The Hindustan Times*, February 9, 2004

*AP Detroit*, February 16, 2004

*Morning Sun (Mount Pleasant)*, February 29, 2004

*Saginaw News*, February 16, 2004  
*CM Life*, date unknown  
*Medical News Today*, February 15, 2004

Web Articles:

*Discovery Channel Canada "Daily Planet,"* February 4, 2004  
*WebMD*, February 6, 2004  
*Selfhelp Magazine Online "Treatment and Prevention of Problem Gambling"*,  
March 3, 1999

Radio Interviews:

*NPR Marketplace*, air date unknown.  
*Michigan Radio*, February 25, 2004  
*BBC radio Live at Five*, February 15, 2004  
*CMU Public Radio*, air date unknown.  
*WJOB Winnipeg, Canada*, March 17, 2004

**Sandbagging**

Web Articles:

*This is London*, March 16, 2004

**Implicit Consumer Attitudes**

Print Media:

*Self Magazine*, September 2008

**TEACHING EXPERIENCE:**

*Courses Taught:* Responsible for the content, organization, assignments, grading, lectures, and all other relevant aspects of the following courses:

**Introduction to Psychology:** Taught at Carleton College, Mankato State University, Trenton State College, and Central Michigan University.

**Introduction to Psychology - Honors Section:** Taught at Mankato State University.

**Introduction to Psychology - Leadership Section:** Taught at Central Michigan University.

**Social Psychology:** Taught at the University of Utah, Mankato State University, Trenton State College, and Central Michigan University.

**Social Psychology – Honors Section:** Taught at Central Michigan University.

**Industrial/Organizational Psychology:** Taught at St. Olaf College.

**Environmental Psychology:** Taught at the University of Utah, Carleton College, and Mankato State University.

**Child Psychology:** Taught at Mankato State University.

**Personality Development (Adjustment):** Taught at Mankato State University.

**Personality Theories:** Taught at Mankato State University.

**Statistics:** Taught at the University of Utah and Carleton College.

**Research Methods:** Taught at the University of Utah, Trenton State College and Central Michigan University.

**Applied Research Methods:** Taught at Central Michigan University.

**Seminar - Biases in Social Cognition:** Taught at Carleton College.

**Advanced Social Psychology:** Graduate course taught at Central Michigan University.



**Unique diversity teaching experience:** *From 1998-1999 to 2000-2001 I taught introductory psychology in a team with a professor from the University of Arkansas at Pine Bluff (an historically black institution). I was selected for this project from over 30 psychology department faculty by Dr. Timothy Hartshorne, Chair of the Department at that time. This course was part of a project funded by the W. K. Kellogg foundation to increase diversity experiences for students at these two institutions. Courses were conducted via interactive t.v., allowing students the opportunity to interact with students and faculty at the partner institution. A videotape outlining the goals and outcomes of this project is available upon request.*

**RELEVANT WORK EXPERIENCE:**

**Assistant Professor, 6/96 to 5/98; Associate Professor, 5/98 to 8/03; Full Professor, 8/03 to present; Central Michigan University, Department of Psychology, Mt. Pleasant, MI.** Responsible for teaching 2-3 courses per semester. Served as director of the I/O program, served on the Academic Senate (Fall 2001 to Fall 2007; Spring 2009 to present), secretary of the academic senate (Spring 2006 to Fall 2007; Spring 2009 to present), academic senate executive board (Spring 2006 to Fall 2007; Spring 2009 to present), Psychology Department executive committee, University wide graduate student funding committee, general education subcommittee, undergraduate extended degree program council, and the search committee for the Dean of the Graduate School; the College wide teaching excellence committee, curriculum committee and sabbatical leave committee; and the departmental I/O faculty search committee (3 years), Quantitative search committee, Clinical faculty search committee (2 years), Psychology and Law faculty search committee, and Chairperson search committee. Have chaired 9 completed Masters Theses in the General Experimental Psychology Program, 2 completed Doctoral Dissertations in the Applied Experimental Psychology Program, 2 completed Doctoral Dissertations in I/O psychology, and 1 completed Masters Thesis in I/O psychology, and am currently chairing 1 Masters Thesis in General Experimental Psychology, and 2 Doctoral Dissertations in Applied Experimental Psychology.

**Assistant Professor, Trenton State College, Department of Psychology, Trenton, NJ.** From 9/94 to 6/96. Responsible for teaching 4 courses per semester. Chaired the Psi Chi committee and served on the departmental academic programs committee, computer liaison committee, and on the college wide Graduate Programs, Practices, and Standards committee.

**Visiting Assistant Professor, Mankato State University, Department of Psychology, Mankato, MN.** From 9/92 to 6/94. Responsible for teaching 3 courses in each of 6 terms. In addition, served as faculty co-advisor for the undergraduate psychology club, initiated a Psi Chi chapter at Mankato State and served as faculty advisor for the chapter. Also served 2 years on the departmental curriculum committee.

**Visiting Assistant Professor, Carleton College, Northfield, MN.** From 9/91 to 6/92. Responsible for teaching two courses in each of 3 terms. In addition, supervised 3 senior psychology majors in the design and completion of their senior integrative exercise. These projects were empirical studies of the students' design, in social psychology and related areas.

*Instructor, University of Utah, Salt Lake City, UT.* From 9/87 to 6/91. Responsible for developing and teaching a number of courses on an ad hoc basis while completing my graduate education.

**PROFESSIONAL AFFILIATIONS AND MEMBERSHIPS:**

Member, American Psychological Society  
Member, Society for Personality and Social Psychology.  
Fellow, Society of Experimental Social Psychology.  
Member, Society for Consumer Psychology.  
Fellow, Society for the Psychological Study of Social Issues.

**REFERENCES:**

Debra Poole, Ph.D.  
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David Sanbonmatsu, Ph.D.  
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