



**2<sup>ND</sup> MEETING  
ON ATTITUDES  
AND PERSUASION**

**LISBOA-  
MADRID**

**ISPA-INSTITUTO UNIVERSITÁRIO** JANUARY 28<sup>TH</sup>-29<sup>TH</sup> 2022

## FRIDAY

- 10:00-10:30** Reception and Welcome
- 10:30-11:00** This is Why! What do we accept as a justification for resisting /accepting a persuasive appeal?  
Teresa Garcia-Marques  
*William James Center for Research, ISPA – Instituto Universitário*
- 11:00-11:30** The metacognitive influence of pitch on attitudes as a recipient, channel and context factor.  
Josh Guyer  
*IE University*
- 11:30-12:00** Coffee Break
- 12:00-12:30** Take the road that feels right: Matching naïve theories of intuition and the use of intuition appeals in persuasion.  
Filipe Loureiro  
*William James Center for Research, ISPA – Instituto Universitário*
- 12:30-13:00** Reliance in certainty in one's attitudes and traits: Testing the moderating role of elaboration.  
Lorena Moreno  
*Universidad Autónoma de Madrid*
- 13:00-13:30** Situation Extremity Moderating the Relationship Between Certainty and Attitude-Behavior Correspondence.  
Borja Paredes  
*Universidad Autónoma de Madrid*
- 13:30-15:00** Lunch
- 15:00-15:30** Reducing Prejudiced Attitudes by Thinking about How Others Think.  
David Santos  
*IE University*
- 15:30-16:00** Fluent processing leads to positive evaluations even when base rates suggest negative evaluations.  
Rita Silva  
*CIS\_ISCTE, ISCTE-University Institute of Lisbon*
- 16:00-16:30** Argument Quality.  
João Martins  
*William James Center for Research, ISPA – Instituto Universitário*
- 16:30-17:30** Coffee Break
- 17:30-18:30** Keynote talk:  
Self-Validation Theory:  
Making Thoughts Consequential For Good or Bad.  
Pablo Briñol  
*Universidad Autónoma de Madrid*

## SATURDAY

- 10:30-13:30** Work discussions
- 13:30** Lunch & Social Program