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BIBLIOMETRIC INFORMATION

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Google Scholar Metrics:

Citations: 18,223 (14,177 in the last 5 years)

H index = 59 (47 in the last 5 years)

Index i10 = 135 (123 in the last 5 years). Publications with at least 100 cites = 52

Web of Science

Citations: 4,099; H index: 34; i100 = 14; Publications in the top quartile [Q1]: 54

CURRENT POSITION

1999-present

Professor of Psychology

Psychology Department
Universidad Autónoma de Madrid

Visiting Scholar

Social Psychology Department
Ohio State University

EDUCATION

1999-2002

Postdoctoral Researcher

Ohio State University
Mentor: Richard E. Petty

1999

Ph.D.

Title: *Self-validation of Cognitive Responses in Persuasion*
Psychology Department, Universidad Autónoma de Madrid (UAM)
Advisers: Richard E. Petty & Alberto Becerra

1995

Master Thesis

Title: *Mere Exposure and Classical Conditioning in the Formation of Preferences*
Psychology Department, UAM. Advisers: Benjamin Sierra & Alberto Becerra

1994-1995

Degree in Human Resources

Programa de Cooperación Educativa, Fundación Universidad-Empresa, UAM

1990-1995

Degree in Psychology

Psychology Department, UAM

PUBLICATIONS (Published In English)

1.- EDITED VOLUMES

Briñol, P., & DeMarree, K. G. (Eds.) (2012). *Social Metacognition*. New York: Psychology Press.

Petty, R. E., Fazio, R. H., & Briñol, P. (Eds.) (2009). *Attitudes: Insights from the new implicit measures*. New York: Psychology Press.

2.- ARTICLES AND BOOK CHAPTERS

Santos, D., Paredes, B., Briñol, P., & Petty, R. E. (in press). Trait aggressiveness and aggressive behavior: The simultaneous influence of contextual variables. *Psychology of Violence*.

Briñol, P., & Petty, R. E. (in press). Openness and persuasion: Multiple processes, meanings, and outcomes. In V. C. Ottati & C. Stern (Eds.), *Divided: Open-mindedness and dogmatism in a polarized world*. Oxford University Press.

Horcajo, J., Briñol, P., Paredes, B., Petty, R. E., DeMarree, K. G., & See, Y. H. M. (2022). Attitude polarization as a function of mortality salience: A meta-cognitive analysis, *Psicothema*, 34, 226-232. DOI: 10.7334/psicothema2021.334

Briñol, P., & Petty, R. E. (2022). Self-Validation Theory: An integrative framework for understanding when thoughts become consequential. *Psychological Review*, 129(2), 340-367. DOI: 10.1037/rev0000340

Xu, M., Petty, R. E., Wright, N., & Briñol, P. (2022). Individual differences in three aspects of evaluation: The motives to have, learn, and express attitudes. *Journal of Personality and Social Psychology*. 121(2), 257-284. DOI:10.1037/pspa0000279

Siev, J. J., Petty, R. E., & Briñol, P. (2022). Attitudinal extremism. In A. W. Kruglanski, C. Kopetz, & E. Szumowska (Eds.). *The psychology of extremism: A motivational perspective* (pp. 34-65). Routledge/Taylor & Francis Group. DOI: 10.4324/9781003030898-5

Moreno, L., Requero, B., Santos, D., Paredes, B., Briñol, P., & Petty, R. E. (2022). Attitudes and attitude certainty guiding pro-social behavior as a function of perceived elaboration. *European Journal of Social Psychology*, 51, 990-1006. DOI:10.1002/ejsp.2798

Durso, G., Petty, R. E., Briñol, P., Siev, J., Hinsenkamp, L., & Sawicki, V. (in press). Dampening affect via expectations: The case of ambivalence. *Journal of Personality and Social Psychology*. DOI:10.1037/pspa0000248

Moreno, L., Briñol., & Petty, R. E. (in press). Meta-cognitive confidence can increase but also decrease performance in academic settings. *Metacognition and Learning*. DOI:10.1007/s11409-021-09270-y

Requero, B., Santos, D., Cancela, A., Briñol, P., & Petty, R. E. (2021). Promoting healthy eating practices through persuasion processes. *Basic and Applied Social Psychology*, 43(4), 239-266. DOI:10.1080/01973533.2021.1929987

- Guyer, J. J., Briñol, P., Vaughan-Johnston, T. I., Fabrigar, L. R., Moreno, L., & Petty, R. E. (2021). Paralinguistic features communicated through voice can affect appraisals of confidence and evaluative judgments. *Journal of Nonverbal Behavior*, 45(4), 479-504. DOI: 10.1007/s10919-021-00374-2
- Cancela, A., Briñol, P., & Petty, R. E. (2021). Hedonic vs. epistemic goals in processing persuasive communications: Revisiting the role of personal involvement. *Motivation and Emotion*, 45, 280-298. DOI:10.1007/s11031-021-09873-7
- Paredes, B., Martínez, L., Cuesta, U., Moreno, L., Briñol, P., & Petty, R. E. (2021). The role of meta-cognitive certainty on the relationship between a porn scale and subsequent porn consumption. *Psicothema*.33(3), 442-448. DOI: 10.7334/psicothema2021.8
- Stavraki, M., Lamprinakos, G., Briñol, P., Petty, R.E., Karantinou, K., & Díaz, D., (2021). The influence of emotions on information processing and persuasion: A differential appraisals perspective. *Journal of Experimental Social Psychology*, 93, ArtID: 104085. DOI:10.1016/j.jesp.2020.104085
- Kim, T. W., Duhachek, A., Briñol, P., & Petty, R. E. (2021). How posting online reviews can influence the poster's evaluations. *Personality and Social Psychology Bulletin*, 47(9), 1401-1423. DOI:10.1177/0146167220976449
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- Requero, B., Briñol, P., & Petty, R. E. (2021). The impact of hope and hopelessness on evaluation: A meta-cognitive approach. *European Journal of Social Psychology*, 51, 222-238. DOI:10.1002/ejsp.2726
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- Teeny, J.D., Siev, J.J., Briñol, P., & Petty, R. E. (2021). A review and conceptual framework for understanding personalized matching effects in persuasion. *Journal of Consumer Psychology*, 31(2) 382-414.
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- DeMarree, K. G., Petty, R.E. Briñol, P., & Xia, J. (2020). Documenting individual differences in the propensity to hold attitudes with certainty. *Journal of Personality and Social Psychology*, 119, 1239-1265.

- Xu, N. M., Briñol, P., Petty, R. E., Gretton, J., Tormala, Z. L., & Rucker, D. D. (2020). Individual differences in attitude consistency over time: The Personal Attitude Stability Scale. *Personality and Social Psychology Bulletin*, *46*, 1507-1519.
- Briñol, P., & Petty, R. E. (2020). Changing prejudiced attitudes, promoting egalitarianism, and enhancing diversity through fundamental processes of persuasion. *European Review of Social Psychology*, *31*, 350-389.
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3.-ADDITIONAL PUBLICATIONS

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4.- MEDIA ARTICLES COVERING RESEARCH

Science, Science News, Psychology Today, Washington Post, Daily Times, Science Daily, News Wise, Innovations Report, Science Go Go, NBC News, The Wall Street Journal, Times, News Scientist, Observer, TODAY, Diario ABC, Diario El Mundo, Revista Muy Interesante

PRESENTATIONS AND CONVENTION ACTIVITIES

(Invited presentations marked with *)

Briñol, P., Petty, R. E., Moreno, L., Paredes, B., & Gandarillas, B. (2022, October). Confidence can increase but also decrease performance: A Meta-cognitive perspective. To be presented in the *Society of Experimental Social Psychology*. Philadelphia, PA.

Moreno, L., Briñol, P., Gandarillas, B., & Petty, R. E. (2022, Oct). Improving the predictive validity of scientific identity (STEMM9) by considering meta-cognitive processes. To be presented at the international meeting of the *Sociedad Científica Española de Psicología Social*. Burgos, Spain.

- Requero, B., Santos, D., Moreno, L., & Briñol, P. (2022, Oct). Improving the predictive validity of holistic thinking in dealing with psychological conflict. To be presented at the international meeting of the *Sociedad Científica Española de Psicología Social*. Burgos, Spain.
- Santos, D., Moreno, L., Paredes, B., Briñol, P., & Petty, R. E. (2022, May). Enhancing the effect of compassion toward others and the self through confidence. Presented at the meeting of positive psychology of the *Sociedad Española de Psicología Positiva*. Bilbao, Spain.
- Stavraki, M., Briñol, P., Lamprinakos, G., Petty, R. E., Diaz, D. (2022, May). The effect of positive emotions on information processing and attitude change. Presented at the meeting of positive psychology of the *Sociedad Española de Psicología Positiva*. Bilbao, Spain.
- Moreno, L., Briñol, P., & Petty, R. E. (2022, June). Attitudes and attitude certainty guiding behavior: Identifying a variable affecting reliance in meta-cognitive assessments. Accepted to be presented at the XI Simpósio Nacional de Investigação em Psicologia. Vila Real, Portugal.
- Moreno, L., Briñol, P., Petty, R. E., & Gandarillas, B. (2022, April). Self-validation processes affect performance in academic and social settings. Accepted to be presented at the *Midwestern Psychological Association*. Chicago, IL.
- Paredes, B., Briñol, P., & Petty, R. E. (2022, April). Attitudes and certainty guiding behavior as a function of extremity. Accepted to be presented at the *Midwestern Psychological Association*. Chicago, IL.
- Paredes, B., Briñol, P., & Petty, R. E. (2022, February). The extremity of the situation influences the use of mental construct. Submitted to be presented in the Psychology of Extremism preconference of the *Society for Personality and Social Psychology*. San Francisco, CA.
- Moreno, L. Briñol, P., Petty, R. E., Paredes, B., & Gandarillas, B. (2022, February). Confidence increases and decreases performance in academic settings and STEMM domains. To be presented in the *Society for Personality and Social Psychology*. San Francisco, CA.
- Briñol, P., Petty, R. E., & Moreno, L. (2021, October). Validation of goals and self-efficacy beliefs: Implications for self-regulation through meta-cognitive processes. Presented in the *Society of Experimental Social Psychology*. Santa Barbara, CA.
- Stavraki, M., Lamprinakos, G., García-Márquez, R., & Briñol, P. (2021, July). El efecto de las emociones positivas en la cognición y metacognición social. Presented at the *V Congreso Nacional de Psicología e International Symposium on Public Health Psychology*. Online.
- Vaughan-Johnston, T. I., Guyer, J. J., Fabrigar, L. R., Briñol, P., & Petty, R. E. (2021, April). Vocal confidence increases persuasion more when relevant as an argument. Presented at the *Midwestern Psychological Association* conference. Chicago, IL.
- Guyer, J. J., Vaughan-Johnston, T. I., Fabrigar, L. R., Briñol, P., & Petty, R. E. (2021, February). Vocal confidence can increase and decrease persuasion. Presented online at the *Society for Personality and Social Psychology*.
- Guyer, J. J., Briñol, P., Vaughan-Johnston, T. I., Fabrigar, L. R., Vidal, L., Moreno, L., & Petty, R. E. (2020, October). Who said what to whom? Unpacking the meta-cognitive influence of

- pitch on persuasion. Presented online at the *Sociedad Científica Española de Psicología Social*. Burgos, Spain.
- Briñol, P., Gandarillas, B., Paredes, B., Santos, D., & Petty, R. E. (2020, October). Improving the relationship between personality traits and behavior through meta-cognitive certainty. Accepted at the *Society Experimental Social Psychology*. Madison, Wisconsin. [conference cancelled]
- Díaz, D., Stavradi, M., Bajo, M., Gandarillas, B., & Briñol, P. (2020, July). Eating disorders and meta-cognition: The role of thought confidence on self-attitudes. Accepted at the 32nd International Congress of Psychology. Prague, Czech Republic. [conference cancelled]
- Mello, J., Garcia-Marques, T., Briñol, P., Cancela, A., & Petty, R. E. (2020, July). The influence of physical attractiveness on attitude confidence and resistance to change. Accepted at the 19th General Meeting of the European Association of Social Psychology. Krakow, Poland. [conference cancelled]
- Santos, D., Paredes, B., Gandarillas, B., Briñol, P., & Petty, R. E. (2020, July). Person-situation congruency increases reliance in personality traits. Accepted at the 19th General Meeting of the European Association of Social Psychology. Krakow, Poland. [conference cancelled]
- *Briñol, P., (2020, June). Meta-cognitive processes relevant to improving attitudes and performance. Accepted at the 5th EASP meeting of the Psychology of Attitudes: Social Processes of Evaluation. Bath, Wales. [conference cancelled]
- Guyer, J. J., Briñol, P., Vaughan-Johnston, T. I., Fabrigar, L. R., Vidal, L., Moreno, L., & Petty, R. E. (2020, June). The metacognitive benefits of pitch on persuasion as a source, recipient, and context factor. Accepted at the 5th EASP meeting of the Psychology of Attitudes: Social Processes of Evaluation. Bath, Wales. [conference cancelled]
- Vaughan-Johnston, T. I., Guyer, J. J., Fabrigar, L. R., & Briñol, P. (2020, April). Vocal confidence can increase persuasion as an argument. Accepted at the *Midwestern Psychological Association*. Chicago, IL. [conference cancelled]
- Guyer, J. J., Briñol, P., Vaughan-Johnston, T. I., Fabrigar, L. R., Petty, R. E., & Vidal, L. (2020, April). The meta-cognitive role of vocal confidence in persuasion. Accepted at the *Midwestern Psychological Association*. Chicago, IL. [conference cancelled]
- Teeny, J. D., Briñol, P., & Petty, R. E. (2020, March). Selfish vs. otherish persuaders exhibit reduced meta-cognitive processing. Presented at the *Society for Consumer Psychology*. Long Beach, California.
- Santos, D., Requero, B., Martínez, R., Briñol, P., & Petty, R. E. (2020, February). Changing prejudiced attitudes through meta-cognitive processes of persuasion. Presented at the Attitudes Preconference of the *Society for Personality and Social Psychology*. New Orleans, Louisiana.
- Briñol, P., Guyer, J. J., Petty, R. E., Vidal, L., & Jeffs-Benavente, J. (2020, February). The role of vocal confidence in persuasion: A self-validation perspective. Presented at the *Society for Personality and Social Psychology*. New Orleans, Louisiana.

- Santos, D., Briñol, P., Paredes, B., Gandarillas, B., & Petty, R. E. (2020, February). Improving the relationship between personality traits and behavior through meta-cognitive certainty. Presented at the *Society for Personality and Social Psychology*. New Orleans, Louisiana.
- Briñol, P., Petty, R. E., Paredes, B., Santos, D., Gandarillas, B., & Moreno, L. (2019, October). Attitudes and traits predicting real-world behaviors: Increasing predicting validity by taking into consideration meta-cognitive processes. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Toronto, Canada.
- *Briñol, P. (2019, September). Invalidating psychological conflict: Implications for dissonance, ambivalence, and attitude structure. Presented at *International Symposium of Attitude Research, Innovation, and Management*. Shanghai, China.
- Martínez, R., Santos, D., & Briñol, P. (2019, July). Metacognitive intervention: Reducing Dehumanization. Presented at the annual meeting of the *International Society of Political Psychology*. Lisbon, Portugal.
- Briñol, P., Gandarillas, B., & Paredes, B. (2019, July). Evaluar la facilidad con la que entran y salen los pensamientos de nuestra mente: Un enfoque meta-cognitivo de la separación del pensamiento. Presented at the *V Congreso Internacional de Psicología*. Vitoria, Spain.
- Stavraki, M., Lamprinakos, G., Briñol, P., Petty, R., & Díaz, D. (2019, July). Validación afectiva y cognitiva de los pensamientos: una perspectiva de appraisal en la ira, el asco, la sorpresa y el sobrecogimiento. Presented at the *V Congreso Internacional de Psicología*. Vitoria, Spain.
- *Petty, R. E., & Briñol, P. (2019, July). A process approach to influencing attitudes and changing behavior: Revising classic findings in persuasion and popular interventions. Presented at the 21st *Sydney Symposium on Applications of Social Psychology*. Visegrad, Hungary.
- Xu, M., Gretton, J., Briñol, P., Petty, R. E., Rucker, D. D., Tormala Z. L. (2019, April). Individual differences in attitude change: Personal Attitude Stability Scale. Presented at the *Midwestern Psychological Association*, Chicago, Illinois.
- Paredes, B., Guyer, J., Santos, D., Gandarillas, B., Briñol, P., & Petty, R. E. (2019, April). How amount of knowledge influences attitudes toward job candidates. Presented at the *Midwestern Psychological Association*, Chicago, Illinois.
- Paredes, B., Guyer, J., Briñol, P., Petty, R. E., & Gandarillas, B. (2018, November). Matching identity fusion and level of sacrifice leads people to use their thoughts. Presented at the *Lisbon International Meeting on Attitudes (ISPA)*. Lisbon, Portugal.
- Lamprinakos, G., Stavraki, M., Briñol, P., & Petty, R. E. (2018, November). Cheating and power: A self-validation perspective. Presented at the *Lisbon International Meeting on Attitudes (ISPA)*. Lisbon, Portugal.
- Stavraki, M., Briñol, P., & Petty, R. E. (2018, November). An appraisal perspective on the influence of anger, disgust, surprise and curiosity on information processing and persuasion. Presented at the *Lisbon International Meeting on Attitudes (ISPA)*. Lisbon, Portugal.

- Mello, J., Garcia-Marques, T., Briñol, P., Cancela, A., & Petty, R. E. (2018, November). The effect of the source physical attractiveness on attitude confidence and attitude strength. Presented at the *Lisbon International Meeting on Attitudes (ISPA)*. Lisbon, Portugal.
- Briñol, P., Petty, R. E., & Cancela, A. (2018, October). A hedonic mindset can reverse the impact of personal involvement on persuasion. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Seattle, WA.
- Briñol, P., Paredes, B., Santos, D., Gandarillas, B., & Petty, R. E. (2018, October). Meta-cognitive confidence moderates the link between individual differences and behavior. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Seattle, WA.
- Santos, D., Martínez, R., Juanco, G., & Briñol, P. (2018, October). Meta-cognitive intervention to reduce dehumanization of stigmatized groups. Presented at the 3rd international meeting of the *Sociedad Científica Española de Psicología Social*. Cuenca, Spain.
- Blázquez, D., Santos, D., Cárdbaba, M. A., M., & Briñol, P. (2018, October). Paradoxical effects of pro-attitudinal messages in reducing aggressiveness. Presented at the 3rd international meeting of the *Sociedad Científica Española de Psicología Social*. Cuenca, Spain.
- Xu, N., Gretton, J., Briñol, P., Petty, R. E., Rucker, D. D., Tormala, Z. L. (2018, July). Individual differences in attitude change: The personal attitude stability scale. Presented at the 2nd *Ohio State University Symposium on Social Psychology*, Columbus, Ohio.
- Paredes, B., Briñol, P., Gómez, A., & Petty, R. E. (2018, July). Matching person and situation increases reliance on thoughts: The case of Identity Fusion. Presented at the 2nd *Ohio State University Symposium on Social Psychology*, Columbus, Ohio.
- Stavraki, M., Briñol, P., Petty, R. E., & Gandarillas, B. (2018, July). An appraisal perspective on the influence of anger and surprise on attitude change. Presented at the 2nd *Ohio State University Symposium on Social Psychology*, Columbus, Ohio.
- Mello, J., Garcia-Marques, T., Briñol, P., Cacula, A., & Petty, R. E. (2018, July). The effect of source physical attractiveness on attitude strength. Presented at the 2nd *Ohio State University Symposium on Social Psychology*, Columbus, Ohio.
- Lamprinakos, G., Stavraki, M., Briñol, P., Petty, R. E., & Karantunou, K. (2018, July). Multiple roles of awe in persuasion: Awe affects elaboration and validation. Presented at the 2nd *Ohio State University Symposium on Social Psychology*, Columbus, Ohio.
- Carroll, P., Briñol, P., & Petty, R. E., (2018, July). Preparedness and self-validation. Presented at the 2nd *Ohio State University Symposium on Social Psychology*, Columbus, Ohio.
- Paredes, B., Guyer, J., Briñol, P., Petty, R. E., & Gandarillas, B. (2018, April). The role of subtle primes in bias correction: Reversing the effects of source credibility on attitudes. Presented at the *Midwestern Psychological Association*, Chicago, Illinois.
- Paredes, B., Guyer, J., Briñol, P., Petty, R. E., & Gandarillas, B. (2018, March). The impact of math primes on persuasion: Correcting the effects of source credibility on attitudes. Presented at the *Society for Personality and Social Psychology*. Atlanta, Georgia.

- Kim, T. W., Duhachek, A., Briñol, P., Lee, S., & Petty, R. E. (2018, February). What do you think you are doing? The meaning of action in embodiment effects. Presented at the annual meeting of the *Society of Consumer Psychology*. Dallas, TX.
- Kim, T. W., Lee, S., Duhachek, A., Briñol, P., & Petty, R. E. (2018, January). The meaning of cleansing moderates the impact of cleansing on guilt reduction. Presented at the annual meeting of the *Society Consumer Psychology*. Sidney, Australia.
- *Briñol, P. (2017). Me encanta lo que pienso y tengo razón. *Fundación "la Caixa", CaixaForum Madrid*. España: Madrid.
- Briñol, P., & Petty, R. E. (2017, October). Objectification of thoughts: Thoughts can be treated as materials objects affecting meta-cognition. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Boston, MA.
- Carroll, P., Briñol, P., & Petty, R. E. (2017, October). Preparedness and self-validation. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Boston, MA.
- Briñol, P., Gandarillas, B., Petty, R. E., & Díaz, D. (2017, October). Attitude change as a function of the number of words in which thoughts are expressed. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Boston, MA.
- Mello, J., Garcia-Marques, T., Briñol, P., & Cancela, A. (2017, August). The meta-cognitive effect of physical attractiveness in attitude strength. Presented at the 19th Transfer of Knowledge Conference (ESCON). Gdansk, Poland.
- Briñol, P., Petty, R. E., Stavradi, M., Díaz, D., & Lamprinakos, G. (2017, July). Complex emotions and persuasion: An appraisal perspective. Presented at the *18th General Meeting of the European Association of Social Psychology*. Granada, Spain.
- Paredes, B., Briñol, P., & Petty, R. E. (July, 2017). Subtle bias correction. Presented at the *18th General Meeting of the European Association of Social Psychology*. Granada, Spain.
- Mello, J., Garcia-Marques, T., Briñol, P., Cancela, A., & Petty, R. E. (July, 2017). The effect of self-objectification and perceived physical attractiveness on thought-reliance. Presented at the *18th General Meeting of the European Association of Social Psychology*. Granada, Spain.
- Cancela, A., Briñol, P., & Petty, R. E. (July, 2017). Hedonic vs. Epistemic mindsets in processing persuasive communications: Matching mindset and personal involvement. Presented at the *18th General Meeting of the European Association of Social Psychology*. Granada, Spain.
- Requero, B., Briñol, P., & Petty, R. (July, 2017). Appraisal of non-emotional experiences can moderate the effect of thoughts on attitudes. Presented at the *18th General Meeting of the European Association of Social Psychology*. Granada, Spain.
- Stavradi, M., Paredes, B., Briñol, P., & Petty, R. E. (July, 2017). The Influence of smiling on attitude change: A self-validation approach. Presented at the *18th General Meeting of the European Association of Social Psychology*. Granada, Spain.

- Santos, D., Cárđaba, M. A. M., Briñol, P., & Petty, R. E. (July, 2017). Matching violent videogames and trait aggressiveness: A self-validation perspective. Presented at the *18th General Meeting of the European Association of Social Psychology*. Granada, Spain.
- Gandarillas, B., Briñol, P., Petty, R. E., & Díaz, D. (July, 2017). Attitude change as a function of the number of words in which thoughts are expressed. Presented at the *18th General Meeting of the European Association of Social Psychology*. Granada, Spain.
- Mello, J., Garcia-Marques, T., Briñol, P., & Cancela, A. (May, 2017). O individuo no contexto persuasivo: impacto da auto-percepção de atratividade no processo de mudança de attitude. Presented at the *12º Encontro Nacional da Associação Portuguesa de Psicologia Experimental (APPE)*. Porto, Portugal.
- Teeny, J., Petty, R. E., & Briñol, P. (April, 2017). Selfish versus altruistic goals influence thought usage in self-persuasion. Presented at the *Midwestern Psychological Association*, Chicago, Illinois.
- Santos, D., Briñol, P., Cárđaba, M. A., & Petty, R. E. (April, 2017). A match of violent videogames and trait aggressiveness increase thought reliance in attitude change. Presented at the *Midwestern Psychological Association*. Chicago, Illinois.
- Stavraki, M., & Briñol, P. (April, 2017). Multiple roles of emotion in attitude change. Presented at the *Midwestern Psychological Association*. Chicago, Illinois.
- Durso, G. R. O., Petty, R. E., & Briñol, P. (January, 2017). Ambivalence and indecision in social evaluation: Expectations reduce and power magnifies. Presented at the annual meeting of the *Society for Personality and Social Psychology*. San Antonio, Texas.
- Santos, D., Cárđaba, M.A., Brändle, G., & Briñol, P. (October, 2016). Intervenciones para mitigar la agresividad: aproximaciones clásicas y contemporáneas. Presented at the 2nd international meeting of the *Sociedad Científica Española de Psicología Social*. Elche, Spain.
- Paredes, B., Gómez, A., & Briñol, P. (October, 2016). La agencia personal como precedente de la fusión de identidad. Presented at the 2nd international meeting of the *Sociedad Científica Española de Psicología Social*. Elche, Spain.
- Stavraki, M., Lamprinakos, G., Díaz, D., & Briñol, P. (October, 2016). Las emociones complejas pueden aumentar o disminuir el efecto de los pensamientos sobre las actitudes en función del tipo de appraisal que predomine. Presented at the 2nd international meeting of the *Sociedad Científica Española de Psicología Social*. Elche, Spain.
- Briñol, P., Petty, R. E., Durso, G. R. O., Gandarillas, B. (September, 2016). Power validates ambivalence and beyond. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Santa Monica, CA.
- Petty, R. E., Briñol, P., Lutrell, A., & Durso, G. R. O. (September, 2016). Confidence moderates the impact of ambivalence on behavior. Presentation at the annual meeting of the *Society for Experimental Social Psychology*. Santa Monica, CA.
- Wheeler, S. C., DeMaree, K. G., Clark, C., Briñol, P., Petty, R. E., Rios, K., Randell, J. A., & Reich, D. (September, 2016). Disliking one's likes: Consequence of actual-desired attitude

- discrepancies. Presentation at the annual meeting of the *Society for Experimental Social Psychology*. Santa Monica, CA.
- *Briñol, P. (September, 2016). Introduction of the Ostrom Award winner. Invited talk presented at the annual meeting of the *Person Memory Interest Group*. Lake Arrowhead, California.
- Petty, R. E., Briñol, P., Luttrell, A., & Durso, G. R. O. (July, 2016). Confidence + Ambivalence: Additive or interactive?. Presentation at the 5th EASP meeting on the *Psychology of Attitudes*. Cologne, Germany.
- *Briñol, P. (July, 2016). Treating thoughts as material objects. Invited opening presentation at the 5th EASP meeting on the *Psychology of Attitudes*. Cologne, Germany.
- Cancela, A., Gandarillas, B., Paredes, B., Briñol, P., & Petty, R. E. (July, 2016). Experiential vs. informational goals can influence the scrutiny of persuasive messages. Presented at the 5th EASP meeting on the *Psychology of Attitudes*. Cologne, Germany.
- Santos, D., Cardaba, M. A., Briñol, P., & Petty, R. E. (July, 2016). A match of violent videogames and trait aggressiveness increases thought reliance in attitude change. Presented at the 5th EASP meeting on the *Psychology of Attitudes*. Cologne, Germany.
- Stavraki, M., Requero, B., Lamprinakos, G., Diaz, D., Briñol, P., & Petty, R. E. (July, 2016). Complex emotions can increase or decrease the impact of thoughts on attitudes as a function of cognitive vs. affective mindsets. Presented at the 5th EASP meeting on the *Psychology of Attitudes*. Cologne, Germany.
- *Briñol, P., Petty, R. E., Gandarillas, B. (July, 2016). Meta-cognition and motivation: Understanding and managing wanted and unwanted psychological change. Invited talk at the 10th *Motivation and Social Perception Conference*. Gdansk, Poland.
- Briñol, P., & Petty, R. E. (July, 2016). Extremity emerging from direct and compensatory confidence: A self-validation approach. Presented at the annual meeting on the *Society of Political Psychology*. Warsaw, Poland.
- Díaz, D., Briñol, P., Requero, B., Cancela, A., & Santos, D. (July, 2016). Metacognitive feelings of ease and eating attitudes and behaviors. Presented at the 31st *International Congress of Psychology*. Yokohama, Japan.
- Díaz, D., Briñol, P., Stavraki, M., De la Fuente, S., Antón, L. F., & Chen, S. (2016). Does paranoid cognitive style (PCS) always make people feel bad? PCS can increase or decrease well-being. Presented at the 31st *International Congress of Psychology*. Yokohama, Japan.
- Luttrell, A., Briñol, P., & Petty, R. E. (May, 2016). Perceived reasons for attitude certainty and resistance to persuasion. Presented at the *Midwestern Psychological Association*, Chicago, Illinois.
- DeMarree, K., Petty, R. E., & Briñol, P. (May, 2016). Individual differences in self-confidence. Presented at the *Midwestern Psychological Association*, Chicago, Illinois.

- Durso, G. R. O., Briñol, P., & Petty, R. E. (May, 2015). Predictably unpredictable people: Ambivalent expectations in social evaluation. Scheduled at the 87th annual meeting of the Midwestern Psychological Association, Chicago, IL.
- Luttrell, A., Petty, R. E., Briñol, P., & Wagner, B. (January, 2016). Making it moral: Mere perception of moral foundation induces resistance to persuasion. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. San Diego, California.
- *Briñol, P., (January, 2016). Using embodiment to our advantage: Relative strength, matching effects, and deliberative use of our own bodily responses. Invited talk given at the embodiment preconference of the *Society for Personality and Social Psychology*. San Diego, California.
- Kim, T. W., Duhachek, A., Briñol, P., & Petty, R. E. (January, 2016). Protect or hide your thoughts: The meaning associated with actions matter. Presented at the embodiment preconference of the *Society for Personality and Social Psychology*. San Diego, California.
- Briñol, P. Cancela, A., Stavradi, M., & Petty, R. (September, 2015). Entertainment goals and persuasion. Informal presentation at the 51st annual meeting of the *Society of Experimental Social Psychology*. Denver, Colorado.
- Durso, G. R. O., Briñol, P., & Petty, R. E. (May, 2015). Predictably unpredictable people: Ambivalent expectations in social evaluation. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Hinsenkamp, L. D., Petty, R. E., & Briñol, P. (May, 2015). Differentiating belief extremity resulting from certainty versus uncertainty. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Belding, J. N., Petty, R. E., Fujita, K., & Briñol, P. (February, 2015). The role of elaboration in temporal discounting. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. Long Beach, California.
- Hinsenkamp, L. D., Petty, R. E., & Briñol, P. (February, 2015). Comparing inductions of certainty and uncertainty on opinion extremity: linear or curvilinear? Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. Long Beach, California.
- Johnson, I., Petty, R. E., & Briñol, P. (February, 2015). Being wrong: A meta-cognitive perspective. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. Long Beach, California.
- Santos, D., Briñol, P., Cárdbaba, M. A. M., & Petty, R. E. (February, 2015). Violent videogames and trait aggressiveness match increasing thought reliance in attitude change. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. Long Beach, California.
- Teeny, J. D., Luttrell, A., Petty, R., & Briñol, P. (February, 2015). Exploring the antecedents of proselytism: Attitude certainty on one's willingness to propagate an attitude. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. Long Beach, California.

- Kim, T. W., Duhachek, A., Briñol, P., & Petty, R. E. (October, 2014). Protect or hide your thoughts: The meanings associated with actions matter. Presented in the annual meeting of the *Association for Consumer Research*. Baltimore, Maryland.
- Briñol, P., Petty, R. E., & DeMarree, K. G. (October, 2014). Being threatened and being a threat can increase reliance on thoughts: A self-validation Approach. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Columbus, Ohio.
- Briñol, P., Cancela, A., Gandarillas, B., Petty, R. E., Requero, B., & Santos, D. (Oct, 2014). Processing goals and persuasion. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Columbus, Ohio.
- Luttrell, A., Briñol, P., & Petty, R. E. (2014). Perceived reasons for attitude certainty and resistance to persuasion. Paper presented at the General Meeting of the *European Association of Social Psychology*: Amsterdam, The Netherlands.
- Luttrell, A., Petty, R. E., & Briñol, P. (May, 2014). Attitude change over time: The role of ambivalence and certainty. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Hinsenkamp, L. D., Durso, G. R. O., Briñol, P., & Petty, R. E. (May, 2014). Patterns of mixed-valence information during attitude formation: Implications for ambivalence. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Durso, G. R. O., Briñol, P., & Petty, R. E. (May, 2014). From power to (in)Action: When power leads to paralysis. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Luttrell, A., Petty, R. E., & Briñol, P. (Feb, 2014). Attitude stability and confidence in ambivalence. Invited presentation at the attitudes pre-conference of the annual meeting of the *Society for Personality and Social Psychology*. Austin, Texas.
- Durso, G. R. O., Briñol, P., & Petty, R. E. (Feb, 2014). From power to (in)action: When powerful feel paralyzed. Poster presented at the attitudes pre-conference of the annual meeting of the *Society for Personality and Social Psychology*. Austin, Texas.
- Belding, J. N., Briñol, P., Petty, R. E., & Fujita, K. (Feb, 2014). The role of elaboration in self-control conflicts. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. Austin, Texas.
- Luttrell, A., Briñol, P., & Petty, R. E. (2014). The role of ambivalence and certainty in predicting attitude stability. Presented at the Attitudes Preconference of the annual meeting of the *Society for Personality and Social Psychology*. Austin, Texas.
- Briñol, P., Petty, R. E., & Luttrell, A. (October, 2013). The neuroscience of metacognitive confidence. Informal presentation at the annual meeting of the *Society for Experimental Social Psychology*. Berkeley, California.

- Petty, R. E., DeMarree, K. G., & Briñol, P. (October, 2013). Individual differences in the use of mental contents. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Berkeley, California.
- Gandarillas, B., Briñol, P., & Petty, R. E. (July, 2013). The impact of thoughts in consumer evaluation as a function of ease. Presented at the annual meeting of the *European Association of Consumer Research*. Barcelona, Spain.
- *Briñol, P., (May, 2013). Power increases the reliance on thoughts: Implications for persuasion, the self, and social behavior. Invited presentation at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Belding, J., Petty, R. E., & Briñol, P. (May, 2013). Embodied objects: wearing unfamiliar objects can influence information processing and evaluation. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Durso, G. R. O., Briñol, P., & Petty, R. E. (May, 2013). Reducing ambivalent feelings with expected mixed information. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Campourcy, J. F., Briñol, P., Girandola, F., & Petty, R. E. (Jan, 2013). Commitment can increase or decrease information processing and resistance to persuasion. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. New Orleans, Louisiana.
- Briñol, P., Petty, R. E., & Horcajo, (October, 2012). Source numerical status and persuasion: The moderating role of elaboration. Informal presentation at the annual meeting of the *Society for Experimental Social Psychology*. Austin, Texas.
- *Briñol, P., Horcajo, J., Petty, R. E., & Stavradi, M. (June, 2012). Source numerical status and persuasion: multiple effects and processes. Presented at the *Meeting on Minority Influence*. Delphi, Greece.
- Petty, R. E., & Briñol, P. (May, 2012). Implicit-explicit attitudes in the domain of racial attitudes. Presented at the 4th *European Meeting on Attitudes*. Ghent, Belgium.
- DeMaree, K. G., Wheeler, C. S., Briñol, P., Petty, R. E., (May, 2012). The role of desired attitudes in ambivalence and information processing. Presented at the 4th *European Meeting on Attitudes*. Ghent, Belgium.
- Briñol, P., Petty, R. E., & Paredes, B. (May, 2012). Self-generated persuasion: convincing others (vs. self) of what we like and dislike. Presented at the 4th *European Meeting on Attitudes*. Ghent, Belgium.
- DeMarree, K. G., Davenport, C., Briñol, P., & Petty, R. E. (2012). *The role of self-confidence in persuasion: A multiprocess examination*. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Belding, J. N., Briñol, P., Petty, R. E., & Fujita, K. (May, 2012). The role of elaboration in self-control conflicts. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.

- Shoots-Reinhard, B., Petty, R. E., & Briñol, P. (May, 2012). Value from certainty: The effects of attitude certainty on willingness to pay. Presented at the annual meeting of the *Midwest Psychological Association*. Chicago, IL.
- Belding, J. N., Petty, R. E., & Briñol, P. (Jan, 2012). The embodiment of external objects: A self-validation perspective. Presented at the annual meeting of the *Society for Personality and Social Psychology*. San Diego, California.
- Shoots-Reinhard, B., Petty, R. E., & Briñol, P. (Jan, 2012). Value from certainty: The effects of attitude certainty on willingness to pay. Presented at the annual meeting of the *Society for Personality and Social Psychology*. San Diego, California.
- Briñol, P. (Oct, 2011). Meta-Cognition in social judgment. Symposium chaired at the annual meeting of the *Society for Experimental Social Psychology*. Washington, DC.
- DeMarree, K. G., Briñol, P., & Petty, R. E. (Oct, 2011). New factors affecting the use of mental contents. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Washington, DC.
- *Briñol, P., Petty, R. E., Stavradi, M., & Gandarillas, B. (July, 2011). Emotional validation of thoughts: Anger can increase or decrease information processing and thought usage. Invited presentation at the annual meeting of *European Social Cognition Network*. Sligo, Ireland.
- DeMarree, K. G., Briñol, P., & Petty, R. E. (July, 2011). Validity of primed mental contents: Implications for judgments and behavior. Presented at the general meeting of the *European Association of Social Psychology*. Stockholm, Sweden.
- Belding, J. N., Briñol, P., & Petty, R. E. (May, 2011). Priming through embodiment: External objects influence attitude extremity and strength. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Petty, R. E., Rucker, D., & Briñol, P. (January, 2011). Mere perceptions of informativeness influence judgmental confidence and behavior. Presented at the annual meeting of the *Society for Personality and Social Psychology*. San Antonio, Texas.
- Davenport, C., DeMarree, K. G., Briñol, P., & Petty, R. E. (January, 2011). Timing matters: on the (mis)attribution of trait self-confidence in persuasion. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. San Antonio, Texas.
- Wagner, B., Petty, R. E., & Briñol, P. (January, 2011). The role of disgust in thought validation. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. San Antonio, Texas.
- DeMarree, K. G., Wheeler, S. C., Briñol, P., & Petty, R. E. (January, 2011). Wanting other attitudes: Discrepancies between actual desired attitudes predict feelings of ambivalence. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. San Antonio, Texas.

- Johnson, I., Petty, R. E., & Briñol, P. (January, 2011). Information processing and racial implicit and explicit evaluative discrepancies. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. San Antonio, Texas.
- Briñol, P., Petty, R. E., Horcajo, J., & See, M. (October, 2010). Embodied thought validation. Informal presentation at the annual meeting of the *Society for Experimental Social Psychology*. Minneapolis, Minnesota.
- McCaslin, M., Briñol, P., & Petty, R. E. (May, 2010). Self-persuasion revisited: Investigating the impact of confidence in role-playing. Presented at the annual meeting of the *Midwest Psychological Association*. Chicago, IL.
- DeMarree, K. G., Briñol, P., & Petty, R. E. (May, 2010). Reducing ambivalence by increasing doubt: Validation of positive and negative evaluative reactions. Presented at the annual meeting of the *Midwest Psychological Association*. Chicago, IL.
- *Briñol, P. (January, 2010). From embodied change to embodied validation. Presented at the Social Cognition Preconference of the annual meeting of the *Society for Personality and Social Psychology*. Vegas, Nevada.
- Shoots-Reinhard, B., Petty, R. E., & Briñol, P. (January, 2010). The effect of attitude certainty on willingness to pay. Presented at the Social Cognition Preconference of the annual meeting of the *Society for Personality and Social Psychology*. Vegas, Nevada.
- *Briñol, P. (November, 2009). Current perspectives on embodied persuasion. Presented at the *ASPO symposium on Embodying Social Psychology*. Utrecht, Netherlands.
- Briñol, P., Petty, R. E., Horcajo, J., & See, M. (October, 2009). Desire for confidence as a function of threatening doubt. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Portland, Maine.
- *Briñol, P., & Petty, R. E. (June, 2009). Fundamental processes and variables in persuasion. Presented at the *Symposium on Persuasion and Negotiation*. Singapore.
- McCaslin, M., Briñol, P., & Petty, R. E. (May, 2009). The role of doubt in self-persuasion: A classic paradigm re-visited by a contemporary meta-cognitive perspective. Presented at the annual meeting of the *Midwest Psychological Association*. Chicago, IL.
- Tormala, Z. L., Falces, C., Briñol, P., & Petty, R. E. (February, 2009). Rethinking the role of mental content in processing fluency: Un-requested cognitions and the ease of retrieval effect. Presented at the annual meeting of the *Society for Personality and Social Psychology*. Tampa, Florida.
- Wagner, B. C., Briñol, P., & Petty, R. E. (February, 2009). The impact of arm postures on evaluation: A self-validation analysis. Presented at the annual meeting of the *Society for Personality and Social Psychology*. Tampa, Florida.
- Briñol, P., Petty, R. E., & McCaslin, M. (October, 2008). The role of doubt in self-persuasion: A classic paradigm re-visited by a contemporary meta-cognitive perspective. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Sacramento, California.

- Horcajo, J., Díaz, D., Briñol, P., Becerra, A., & Gandarillas, B. (July, 2008). Measuring need to evaluate in Spanish. Presented at the annual meeting of the *International Association of Psychology*. Berlin, Germany.
- Briñol, P., Petty, R. E., & DeMarree (June, 2008). Reducing subjective ambivalence by increasing doubt: A self-validation approach. Presented at the annual meeting of the *European Association for Experimental Social Psychology*. Opatija, Croatia.
- Wheeler, S. C., Briñol, P., & Hermann, A. (June, 2008). Resistance to persuasion as self-regulation: Ego-depletion and its effects on attitude change processes. Presented at the annual meeting of the *European Association for Experimental Social Psychology*. Opatija, Croatia.
- Briñol, P. (June, 2008). Co-organizer of the *Meeting on Evaluation and Affect (EAESP)*. Nijmegen, Netherlands.
- Briñol, P., & Petty, R. E. (June, 2008). The role of affect in persuasion: A meta-cognitive approach. Presented at the 3rd *EAESP Meeting on Attitudes*. Nijmegen, Netherlands.
- Petty, R. E., Briñol, P., & Rucker, D. D. (June, 2008). Ease of retrieval and affective processes. Presented at the 3rd *EAESP Meeting on Attitudes*. Nijmegen, Netherlands.
- *Briñol, P., & Petty, R. E. (January, 2008). Embodied Persuasion. Presented at the Attitudes Pre-conference of the *Society for Personality and Social Psychology*. Albuquerque, New Mexico.
- Wagner, B., Petty, R. E., & Briñol, P. (January, 2008). Are morally-based attitudes particularly strong? The impact of moral attitudinal basis on attitude strength indicators and consequences. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. Albuquerque, New Mexico.
- Petty, R. E., DeMarree, K. G., Briñol, P., Horcajo, J., & Strathman, A. J. (January, 2008). Need for cognition can magnify or attenuate priming effects in social judgment. Poster presented at the Judgment and Decision Making Pre-conference of the annual meeting of the *Society for Personality and Social Psychology*. Albuquerque, New Mexico.
- Briñol, P., Rucker, D. D., & Petty, R. E. (October, 2007). Meta-cognition and emotion: The dynamics of emotion and confidence. Presented at the annual meeting of the *Association for Consumer Research*. Memphis, TN.
- Briñol, P., Petty, R. E., & Valle, C. (October, 2007). The validating effects of power: Implications for consumer persuasion. Presented at the annual meeting of the *Association for Consumer Research*. Memphis, TN.
- Horcajo, J., See, M., Briñol, P., & Petty, R. E. (October, 2007). The role of mortality salience in consumer persuasion. Presented at the annual meeting of the *Association for Consumer Research*. Memphis, TN.

- *Briñol, P., & Petty, R. E. (October, 2007). Changing the self through meta-cognitive processes. Presented at the Self and Identity Pre-conference of the annual meeting of the *Society for Experimental Social Psychology*. Chicago, IL.
- Briñol, P., Petty, R. E., & Rucker, D. D. (October, 2007). The interactive link between emotion and cognition: A self-validation approach. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Chicago, IL.
- Valle, C., Briñol, P., Petty, R. E., & Rucker, D. D. (September, 2007). The effects of power in persuasion: A self-validation analysis. Presented at the *BPS Social Psychology Section Conference*. Canterbury, UK.
- *Briñol, P., & Petty, R. E. (July, 2007). Individual differences in implicit mental representations. Workshop conducted at the summer school of the *European Association for Experimental Social Psychology*. Bologna, Italy.
- Briñol, P., & Petty, R. E. (July, 2007). Individual differences in implicit mental representations. Presented at the meeting of the *International Society for the Study of Individual Differences*. Giessen, Germany.
- *Briñol, P., Petty, R. E., & Rucker, D. D. (June, 2007). Emotion and meta-cognition. Presented at the *Seminario Internacional Complutense: Current in emotional research: An interdisciplinary approach*. Madrid, Spain.
- Wagner, B., Petty, R. E., & Briñol, P. (May, 2007). The influence of morality on attitude confidence. Presented at the annual meeting of the *Midwest Psychological Association*. Chicago, IL.
- Rucker, D. D., Briñol, P., & Petty, R. E. (2007, February). *The role of ease in consumer's emotional judgments*. Presented at the annual meeting of the Society for Consumer Psychology, Las Vegas, NV.
- Petty, R. E., & Briñol, P. (January, 2007). A Meta-Cognitive Model of discrepancy in implicit and explicit evaluations. Presented at the annual meeting of the *Society for Personality and Social Psychology*. Memphis, TN.
- Briñol, P., Petty, R. E., & Rucker, D. D. (October, 2006). Explicit and implicit beliefs about persuasion and resistance to change. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Philadelphia, PA.
- Briñol, P., Rucker, D. D., Petty, R. E., Carmen, V., & Becerra, A. (2006, October). The role of power in consumer persuasion. Presented at the annual meeting of the *Association for Consumer Research*. Orlando, FL.
- Rucker, D. D., Briñol, P., & Petty, R. E. (2006, October). The role of ease in consumers' emotional judgments. Presented at the annual meeting of the *Association for Consumer Research*. Orlando, FL.

- Briñol, P., Petty, R. E., Gallardo, I., DeMarree, D. (2006, October). The role of self-affirmation in consumer persuasion. Presented at the annual meeting of the *Association for Consumer Research*, Orlando, FL.
- Briñol, P., Petty, R. E., DeMarree, K. G., & Rucker, D. D. (February, 2006). Overt behavior and attitude change: A multiple roles analysis. Presented at the Annual meeting of the *Society for Personality and Social Psychology*. Palm Springs, CA.
- Briñol, P., Petty, R. E., Valle, C., & Becerra, A. (October, 2005). Power and confidence: Implications for attitude change. Presented at the annual meeting of the *Society for Experimental Social Psychology*. San Diego, CA.
- Briñol, P., Petty, R. E., Gallardo, I., & DeMarree, K. G., (October, 2005). The persuasive effect of self-affirmation on consumer attitudes. Presented at the annual meeting of the *Association for Consumer Research*. San Antonio, TX.
- *Briñol, P., Petty, R. E., & Rucker, D. D. (July, 2005). Persuasion as something good or bad. Presented at the annual meeting of the *International Cultic Studies Association*. Madrid, Spain.
- *Horcajo, J., Briñol, P., Petty, R. E., Valle, C., Becerra, A., & Gallardo, I. (July, 2005). Persuasion through power and confidence. Presented at the annual meeting of the *International Cultic Studies Association*. Madrid, Spain.
- *Falces, C., Tormala, Z. L., Petty, R. E., & Briñol, P. (July, 2005). Control mental a través de la manipulación de la dirección del pensamiento. Presented at the annual meeting of the *International Cultic Studies Association*. Madrid, Spain.
- DeMarree, K. G., Briñol, P., & Petty, R. E. (May, 2005). Implicit self-validation: Manipulating confidence in unconscious thoughts. Presented at the annual meeting of the *Midwest Psychological Association*. Chicago, IL.
- Briñol, P. (February, 2005). Higher order social meta-cognition: The meaning of subjective experience. Presented at the Annual meeting of the *Society for Personality and Social Psychology*. New Orleans, Louisiana.
- Briñol, P., Petty, R. E., & Tormala, Z. L. (October, 2004). The multiple roles of self-affirmation in persuasion. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Fort Worth, TX.
- *Briñol, P., Petty, R. E., & Tormala, Z. L. (July, 2004). The meaning of ease and its malleability. Presented at the *Small Meeting of Social Meta-Cognition*. Heidelberg, Germany.
- *Briñol, P., Petty, R. E., Horcajo, J., Barden, J. (June, 2004). Thoughtful vs. unthoughtful implicit attitude change. Paper presented at the *Small Meeting on Implicit Social Psychological Processes*. Madrid, Spain.
- *Petty, R. E., Briñol, P., & Tormala, Z. (2004, June). *Implicit ambivalence: Antecedents and consequences*. Presented at the European Association for Experimental Social Psychology Small Group Meeting on Attitudes. Madrid, Spain.

- Petty, R. E., Briñol, P., Tormala, Z.L., Wheeler, S. C., & Jarvis, B. (May, 2004). Potential sources and consequences of implicit ambivalence. Presented at the annual meeting of the *Midwest Psychological Association*. Chicago, IL.
- Briñol, P. (February, 2004). Implicit (vs. explicit) attitude change. Co-chair of the symposium at the Annual meeting of the *Society for Personality and Social Psychology*. Austin, TX.
- Briñol, P., Petty, R. E., Barden, J., & Horcajo, J. (February, 2004). Changing automatic attitudes with persuasive messages. Paper presented at the Annual meeting of the *Society for Personality and Social Psychology*. Austin, TX.
- Hermann, A., Wheeler, C., & Briñol, P. (February, 2004). Undermining self-regulation ability as a means of reducing resistance to persuasion. Paper presented at the Annual meeting of the *Society for Personality and Social Psychology*. Austin, TX.
- Briñol, P., Petty, R. E., Gallardo, I., & Horcajo, J. (February, 2004). Multiple roles of self-affirmation in persuasion. Poster presented at the Annual meeting of the *Society for Personality and Social Psychology*. Austin, TX.
- Wheeler, C., Briñol, P., & Hermann, A. (October, 2003). Undermining the Ego as a Means of Reducing Resistance to Persuasion. Presented at the annual meeting of the *Association for Consumer Research*. Toronto, Canada.
- Tormala, Z. L., Briñol, P., & Petty, R. E. (October, 2003). Hidden effects of persuasion. Presented at the annual meeting of the *Association for Consumer Research*. Toronto, Canada.
- Tormala, Z. L., Briñol, P., & Petty, R. E. (October, 2003). A new meta-cognitive approach to ease of retrieval effects. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Boston, Massachusetts.
- *Petty, R. E., Tormala, Z. L., & Briñol, P. (May, 2003). Implicit ambivalence I: Implications for discrepancies between implicit and explicit self-construals. Invited presentation at the *Attitudinal Incongruence and Information Processing Symposium*. Amsterdam, NL.
- *Briñol, P., Petty, R. E., & Wheeler, C. (May, 2003). Implicit ambivalence II: Implications for attitude change. Paper presented at the *Attitudinal Incongruence and Information Processing Symposium*. Amsterdam, NL.
- *Briñol, P., Blanco, A., Becerra, A., De la Corte, L., & Falces, C. (April, 2003). Future classics in Social Psychology. Invited presentation at the *Spanish Meeting of Social Psychology*. Málaga, Spain.
- Briñol, P., Gallardo, I., Becerra, A., Valle, C., Horcajo, J., & Díaz, D. (April, 2003). Persuasive effect of self-affirmation. Paper presented at the *Spanish Meeting of Social Psychology*. Málaga, Spain.
- Briñol, P., Horcajo, J., Becerra, A., Valle, C., Gallardo, I., & Díaz, D. (April, 2003). Implicit attitude change: antecedents and consequences. Paper presented at the *Spanish Meeting of Social Psychology*. Málaga, Spain.

- Falces, C., Briñol, P., Sierra, B., & Alier, E. (April, 2003). Ease of retrieval and persuasion: The effect of un-requested thoughts. Paper presented at the *Spanish Meeting of Social Psychology*. Málaga, Spain.
- Petty, R. E., & Briñol, P. (February, 2003). Consequences of the divergence between explicit and implicit processes. Co-Chair of the symposium at the Annual meeting of the *Society for Personality and Social Psychology*. Los Angeles, CA.
- Briñol, P., & Petty, R. E. (February, 2003). The impact of explicit-implicit divergence on information processing and its consequences for attitude change. Presentation at the Annual meeting of the *Society for Personality and Social Psychology*. Los Angeles, CA.
- Falces, C., Briñol, P., Tormala, Z. L., Petty, R. E., & Sierra, B. (February, 2003). Ease of retrieval effects in persuasion: The role of un-requested thoughts. Poster presented at the Annual meeting of the *Society for Personality and Social Psychology*. Los Angeles, CA.
- *Briñol, P. (October, 2002). Individual differences in attitude change. Invited presentation at the Attitude Pre-conference at the annual meeting of the *Society for Experimental Social Psychology*. Columbus, Ohio
- Petty, R. E., Briñol, P., & Tormala, Z. L. (October, 2002). Meta-cognitive influence of individual and situational factors in persuasion. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Columbus, Ohio.
- Briñol, P., & Petty, R. E. (2002, July). Mood and persuasion: A self-validation analysis. Presented at the *International Society for Research on Emotion*. Cuenca, Spain.
- Briñol, P., Tormala, Z. L., & Petty, R. E. (June, 2002). Source credibility as a determinant of self-validation effects in persuasion. Poster presented at the annual meeting of the *European Association for Experimental Social Psychology*. San Sebastian, Spain.
- Wheeler, C., Briñol, P., & Petty, R. E. (May, 2002). Consumer persuasion as a function of explicit and implicit self-beliefs. Presented at the annual meeting of the *Asian Pacific Association for Consumer Research*. Beijing, China.
- *Briñol, P., Rucker, D. D., Tormala, Z. L., & Petty, R. E. (2002, April). Individual differences in resistance to persuasion. Invited presentation at the Symposium on Resistance and Persuasion. Psychology Department, *University of Arkansas*, Fayetteville, Arkansas.
- Petty, R. E., Briñol, P., Priester, J. R., & Wheeler, S. C. (2002, February). Understanding the diverse bases of ambivalence: Implicit versus explicit self-conceptions. Presented at the annual meeting of the *Society for Personality and Social Psychology*. Savannah, GA.
- Falces, C., Sierra, B., Alier, E., & Briñol, P. (2001, June). Prior attitudes and consumer judgments: The effect of valence, extremity and elaboration. Presented at the annual meeting of the *European Association for Consumer Research*. Berlin, Germany.

- Petty, R. E., Tormala, Z. L., Briñol, P., & Jarvis, W. B. G. (2001, February). Meta-cognitive factors in persuasion (Distinguished Scientific Contribution Award Address). Presented at the annual meeting of the *Society for Consumer Psychology*, Scottsdale, AZ.
- Tormala, Z. L., Petty, R. E., & Briñol, P. (2001, February). Ease of retrieval effects in persuasion: the moderating role of elaboration. Presented at the annual meeting of the *Society for Personality and Social Psychology*. San Antonio, Texas.
- Petty, R. E., & Briñol, P. (2000, July). Something is not right: Meta-cognitive features of beliefs and attitudes. Presented at the group meeting on the psychology of attitudes sponsored by the *European Association of Experimental Social Psychology*. Newtown, Wales, UK.
- Petty, R. E., Briñol, P., & Tormala, Z. L. (2000, October). Implications of self-validation processes for persuasion. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Atlanta, Georgia.
- Petty, R. E., Briñol, P., Tormala, Z., & Rucker, D. (2000, February). Self-validation theory: Implications for resistance to persuasion. Presented at the 1st annual meeting of the *Society for Personality and Social Psychology*. Nashville, TN.
- Falces, C.; Sierra, B., & Briñol, P. (2000, February). Script interruption and evaluations: The structural extremity hypothesis. Presented at the 1st annual meeting of the *Society for Personality and Social Psychology*. Nashville, Tennessee.
- *Petty, R. E., & Briñol, P. (2000, July). Something is not right: Meta-cognitive features of beliefs and attitudes. Presented at the 1st meeting on the psychology of attitudes sponsored by the *European Association of Experimental Social Psychology*. Newtown, Wales.
- Sierra, B., Alier, E., & Briñol, P. (2000, July). Consumer behavior and childhood. Presented at the *Meeting of Spanish Social Psychology*. Oviedo, Spain.
- Petty, R. E., & Briñol, P. (1999, October). Head Movements and Persuasion: A self-validation Perspective. Presented at the Annual meeting of the *Society for Experimental Social Psychology*. St. Louis, MO.
- Falces, C., Sierra, B., Briñol, P., & Becerra, A. (1999, July). Presented at the *annual meeting of Economic Psychology*. Florence, Italy.
- Briñol, P., Becerra, A., & Sierra, B. (1998, June). The Elaboration Likelihood Model and the tourist attitude change. Presented at the *meeting of Spanish Organizational Psychology*. Valladolid, Spain.
- Sierra, B., Falces, C., Briñol, P., & Becerra, A. (1998, June). SERVQUAL Scale: Dimensions of perceived quality. Presented at the *Meeting of Spanish Organizational Psychology*. Valladolid, Spain.

Falces, C., Briñol, P., Sierra-Díez, B., & Alier, E. (1998, May). Assessment of consumer satisfaction: A scale to measure services satisfaction. Presented at the meeting of the *European Association of Psychological Assessment*. Málaga, Spain.

Briñol, P., Becerra, A., Sierra, B., & Falces, C. (1996, September). Mere exposure and classical conditioning: A comparative study on affective responses acquisition. Presented at the annual meeting of the *International Association for Economic Psychology*. Paris, France.

Falces, C., Sierra, B., Briñol, P., & Becerra, A. (1996, September). Scripts, satisfaction and perceived quality: An exploratory study. Presented at the annual meeting of the *International Association for Economic Psychology*. Paris, France.

Serrano, S., Briñol, P., Alonso, A., & Blanco, F. (1992, March). Hypnosis and behavior modification: An ironic relationship. Presented at the *Spanish Society of Psychology History*. San Sebastian, Spain.

EUROPEAN ATTITUDE MEETINGS [CO-ORGANIZER] Details: <http://www.pablobrinol.com>

Social Processes of Evaluation

(Bath, Wales, 2023) [Re-scheduled from 2020 due to pandemic]

Experience-Based versus Information-Based Attitude Processes

(Cologne, Germany, 2016)

Affective Processes in Evaluation

(Nijmegen, Netherland, 2008)

Conscious and Unconscious Attitudinal Processes

(Madrid, Spain, 2004)

Contemporary Perspectives in Attitudes

(Cardiff, Wales, 2000)

INVITED COLLOQUIA

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|------|-------|---------------------------------|-----------------------|
| 2022 | Jan | <i>ISPA-William James</i> | Psychology Department |
| 2021 | Feb | <i>Universidad Miguel Hdez</i> | Psychology Department |
| 2019 | Oct | <i>Universidad de Santiago</i> | Psychology Department |
| 2019 | Sep | <i>Shanghai Tech University</i> | Business School |
| 2018 | Nov | <i>ISPA-William James</i> | Psychology Department |
| 2018 | April | <i>Universidad de Sevilla</i> | Psychology Department |
| 2017 | May | <i>Pompeu-Fabra</i> | Psychology Department |
| 2017 | May | <i>Universidad Barcelona</i> | Psychology Department |
| 2017 | Feb | <i>University of Virginia</i> | Psychology Department |
| 2015 | Sep | <i>Ohio State University</i> | Marketing Department |
| 2014 | June | <i>IE Business School</i> | Marketing Department |
| 2014 | May | <i>Pompeu-Fabra</i> | Marketing Department |

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|------|------|---------------------------------|-------------------------------|
| 2014 | Jan | <i>Northwestern University</i> | Marketing Department |
| 2013 | July | <i>Talca University (Chile)</i> | Psychology Department |
| 2013 | May | <i>Uni. College London</i> | Psychology Department |
| 2012 | June | <i>Complutense Madrid</i> | Psychology Department |
| 2011 | June | <i>Lausanne University</i> | Marketing Department |
| 2011 | Dec | <i>University of Geneva</i> | Psychology Department |
| 2011 | June | <i>ISPA (Portugal)</i> | Psychology Department |
| 2011 | Jan | <i>Purdue University</i> | Psychology Department |
| 2009 | Dec | <i>Cardiff University</i> | Psychology Department |
| 2009 | Sep | <i>Texas Tech University</i> | Psychology Department |
| 2009 | Jun | <i>University of Amsterdam</i> | Psychology Department |
| 2009 | Jan | <i>Paris X</i> | Psychology Department |
| 2009 | Jan | <i>Dijon University</i> | Psychology Department |
| 2008 | Dec | <i>University of Wurzburg</i> | Psychology Department |
| 2008 | Oct | <i>University of Illinois</i> | Psychology Department |
| 2007 | Nov | <i>U. of North Carolina</i> | Psychology Department |
| 2007 | Oct | <i>University of Chicago</i> | Behavioral Science Department |
| 2005 | Oct | <i>Northwestern University</i> | Marketing Department |
| 2005 | Jun | <i>University of Geneva</i> | Psychology Department |
| 2004 | Nov | <i>University of Maryland</i> | Psychology Department |
| 2004 | Oct | <i>University of Virginia</i> | Psychology Department |
| 2004 | Mar | <i>U.N.E.D. (Spain)</i> | Psychology Department |
| 2003 | Oct | <i>Indiana University</i> | Psychology Department |
| 2002 | Sep | <i>University of Florida</i> | Psychology Department |
| 2002 | Jan | <i>University of Illinois</i> | Psychology Department |
| 2002 | Jan | <i>University of Illinois</i> | Communication Department |
| 2002 | Jan | <i>Loyola University</i> | Psychology Department |

RESEARCH GRANTS

- 2021-24 *Avances en la Teoría de Auto-Validación* Ministerio de Ciencia e Innovación (MIC)
- 2018-20 *Facilitación del cambio: Validación intencional* MIC
- 2016-18 *Validación: Un enfoque motivacional* MIC
- 2014-16 *Validación a través de las respuestas de ataque y huida* Ministerio de Educación y Ciencia (MEC)
- 2012-14 *Validación del pensamiento*, MEC
- 2009-14 *The role of confidence in social judgment* [NSF, USA; P.I. Richard Petty]
- 2008-11 *Auto-validación y persuasión*, MEC
- 2003-06 *Self-Validation and Automatic Evaluations*, MEC
- 2004-05 *Power, Confidence, and Trust in Organizations*, UAM-CUIFE
- 2001-03 *Consumer Behavior and Scripts*, MEC [P.I. Benajamin Sierra]
- 1998-01 *Mere Exposure vs. Classical Conditioning*, MEC [P.I. Benajamin Sierra]
- 1998-99 *Consumer Behavior and Age*, Defensor Del Menor (C.A.M.) [P.I. Benajamin Sierra]

HONORS AND TRAVEL FUNDING

| | |
|--------------|--|
| 1999-present | Research visiting funding [OSU, U.S.A.] |
| 2008-09 | José Castillejo (movilidad), Ministerio de Educación [Spain] |
| 2007-08 | Salvador de Madariaga (movilidad), Ministerio de Educación [Spain] |
| 1995-99 | Graduate Research Fellowship F.P.I. [Ministerio de Educación y Ciencia, Spain] |
| 1995 | Graduate Student Scholarship [UAM, Spain] |

RESEARCH AWARDS

| | |
|------|---|
| 2022 | Mid-Career award [SPSP-SASI] |
| 2018 | Best paper award [SCESP] |
| 2017 | Recipient of the EASP Kurt Lewin Medal |
| 2010 | Best paper award [Society for Consumer Psychology] |
| 1997 | Best Research Prize Juan Huarte San Juan [UAM, Spain] |
| 1997 | Best Paper Prize Examen de Ingenios [UAM, Spain] |

PROFESIONAL AFFILIATIONS

European Association of Social Psychology (EASP; awarded with Kurt Lewin medal by this society)

Society for Personality and Social Psychology (SPSP; Fellow)

Society of Experimental Social Psychology (SESP)

Midwestern Psychological Association (MPA; Fellow)

Society of Consumer Psychology (SCP; awarded with Best Paper recognition)

Association for Consumer Research (ACR)

European Association for Consumer Research (EACR)

American Psychological Society (APS)

Sociedad Científica Española de Psicología Social (SCEPS, Co-funder and former executive team member)

TEACHING EXPERIENCE

| | |
|------------------------|--|
| Graduate: | Fundamental Processes in Attitude Change Influence in Organizations |
| Undergraduate: | Social Communication and Advertising Organizational Behavior Group and Organizational Psychology |
| Business School | Management Skills Human Resources and Personal Recruitment Emotional Intelligence |

DOCTORAL DISSERTATIONS SUPERVISED

| | |
|---------------------------------------|---|
| Lorena Moreno (Expected June 2022) | Universidad Autónoma de Madrid Improving Performance through Self-Validation Processes. |
| Joana Mello (2020) | ISPA-WJRC Portugal Impact of source attractiveness in attitude confidence. Published in <i>JESP</i> |

- Grigorios Lamprinakos (2019) Athens University (currently at University of Birmingham)
The roles of anger, surprise, and awe in persuasive communication.
Published in *JESP*
- Blanca Requero (2018) UAM (currently at Universidad Autónoma de Madrid)
Promoting the incorporation of people with disadvantages in the work place
thought meta-cognitive processes.
Published in *EJSP* and *JASP*
- David Santos (2018) UAM (currently at IE Business School, Madrid)
Meta-cognitive confidence in aggressive personality and violent videogames.
(Awarded by UAM as best doctoral trajectory)
Published in *Aggressive Behavior*
- Borja Paredes (2018) UAM (currently at Universidad Autónoma de Madrid)
Identity fusion and meta-cognition: Nature, antecedents, and consequences.
Published in *EJSP* and *S&J*
- Margarita Gascó (2017) UAM (currently at Universidad Castilla La Mancha)
Thoughts can be seen as coming from different origins
(Awarded by UAM as best doctoral trajectory)
Published in *PSPB*
- Ana Cancela (2016) UAM (currently at Centro Universitario Villanueva de Madrid)
Entertainment vs. learning mindsets in processing persuasive messages
Published in *Motivation & Emotion*
- María Stavraki (2013) Universidad Castilla La Mancha
Multiple roles of anger and surprise in persuasive communication
Published in *JPSP*
- Beatriz Gandarillas (2010) Universidad Autónoma de Madrid
The effect of expressing thoughts with many or few words
(SCEPS award to the best article coming from doctoral dissertation)
Published in *JESP*
- Miguel Á.M. Cárdbaba (2008) UAM (currently at Centro Universitario Villanueva de Madrid)
Reducing prejudice through persuasive communication
Published in *BASP*
- Ismael Gallardo (2006) UAM (currently at Universidad de Talca, Chile)
Self-affirmation and persuasion: Multiple roles analysis
Published in *PSPB*
- Carmen Valle (2006) UAM (currently at Universidad San Pablo CEU de Madrid)
The effect of power on persuasion: A self-validation analysis
Published in *JPSP*
- Javier Horcajo Universidad Autónoma de Madrid

(2005) Implicit attitude change
Published in *Psychology and Marketing*

MASTER THESES SUPERVISED

| | | |
|------|-----------------------|--|
| 2021 | Santiago Sánchez | Self-efficacy and emotional intelligence |
| 2019 | Adela Sanchez | Impact of positive emotions in employees and students |
| 2018 | Lorena Moreno Díez | Attitudes toward doping: Indirect change |
| 2017 | Samuel Del Olmo | Potential versus experience as a function of uncertainty |
| 2017 | David Carrasco | Perceived knowledge influences job candidate attitudes |
| 2016 | Grigorios Lamprinakos | Multiple roles of awe in persuasive communication |
| 2016 | Laura Nieto | Evaluation of training programs in insurance companies |
| 2015 | Carlos Roldan | Expectations of professional success and flexibility |
| 2014 | Laura Nieto | Fight-fight mindset and task performance |
| 2013 | Beatriz Rojo | Organizational responsibility and information processing |
| 2013 | Laura Prados | Assessment of the impact of training programs |
| 2010 | Macarena Manzur | Social media in selecting job candidates |
| 2009 | Beatriz Gandarillas | Thought formal and attitude change |
| 2009 | Margarita Gascó | Attitude change toward body image |
| 2005 | Carmen Valle | Recipient's power and persuasion |
| 2005 | Ismael Gallardo | Self-affirmation and persuasion |

UNDERGRADUATE RESEARCH HONORS THESES

| | | |
|------|----------------------|---|
| 2021 | Daniel Ibañez | Prevention training and tolerance to uncertainty |
| 2021 | Ángela Hernández | Performance as a function of openness, age, and type of contract |
| 2020 | Maria Simal | Perceived knowledge and attitudes toward people with disabilities |
| 2020 | David Quián | Attitude strength in evaluating job candidates |
| 2019 | Sandra Ruiz Rubio | Attitudes toward job candidates as a function of knowledge |
| 2019 | Ana Fdez. Muñoz | Indirect attitude change: Elaboration leads to spreading |
| 2019 | Leyna Vidal Salinero | Voice pitch influences persuasion by affecting confidence |
| 2019 | Pablo Villena Montes | Identity fusion predicting sacrifice with confidence |
| 2018 | Yeray Beracoechea | Discrepancies in measures of altruistic personality |
| 2018 | Germán Juanco Glez. | Prejudiced attitudes and aggression toward refugees |
| 2017 | Siqi Duan | Bilingualism impact on test-retest consistency |
| 2017 | Rafael Mateos | Certainty in trait aggressiveness moderates violence |
| 2016 | Alejandro Rodriguez | Trait aggressiveness and the instrumental use of emotions |
| 2016 | Paula Martinez | Effects of amount and finality of pro-group behavior |
| 2015 | Desire Blazquez | Paradoxical effects of pro-attitudinal messages |
| 2015 | Mario Sanchez | Individual differences in self-monitoring and persuasion |
| 2013 | Pablo Mundo | Processing goals and persuasion |
| 2013 | Alberto Angosto | Self-validation effects for source credibility |
| 2012 | Irene Lasanta | Matching vs. Mismatching in the context of violence |
| 2012 | David Santos | Humor validates positive and negative thoughts |
| 2012 | Blanca Requero | Self-persuasion using physical objects |

| | | |
|------|---------------------|--|
| 2011 | Marina Gilliat | Expressing thoughts with one vs. many words |
| 2011 | Borja Paredes | Smiling validates positive and negative thoughts |
| 2011 | Laura Orallo | Effects of anti-violence campaigns |
| 2007 | Irene Díaz Rguez. | Attitude change in the context of explicit ads |
| 2006 | Beatriz Gandarillas | Negation of thoughts and impression formation |
| 2006 | Raúl Rodríguez | Mortality salience and self-validation |
| 2003 | Darío Díaz Mendez | Need for cognition in group decision making |
| 2002 | Carmen Valle | Task features relevant to implicit measures of attitudes |
| 2001 | Javier Horcajo | Implicit attitude change |
| 2000 | Virginia Díaz | Self validation in consumer persuasion |
| 1999 | Beatriz Madrid | Individual differences in self-validation |
| 1999 | Olga Montesinos | Self-awareness and validation of cognitive responses |

INTERNATIONAL VISITING SCHOLARS AND FELLOWS HOSTED

| | |
|-----------------------|-----------------------------------|
| George Bizer | Union College |
| Brad Bushman | Ohio State University |
| Patrick Carroll | Ohio State University |
| Lauren Cheatham | Stanford University |
| Robert Cialdini | Arizona State University |
| Gerard Clore | University of Virginia |
| Geoff Cohen | Stanford University |
| Kenneth DeMarree | University of Buffalo |
| Adam Duhachek | Indiana University |
| Teresa Garcia-Marques | ISPA-WJRC Portugal |
| Roger Ginger-Sorolla | University of Kent |
| Joshua Guyer | Queen's University (postdoctoral) |
| Geoff Haddock | Cardiff University |
| Michael Häfner | Univ. der Künste Berlin |
| Anthony Hermann | Bradley University |
| Verlin Hinsz | North Dakota State University |
| Rob Holland | Radboud University |
| Erik Knowles | University of Arkansas |
| Mijung Koo | Sungkyunkwan University |
| Arie Kruglanski | University of Maryland |
| Simon Laham | University of Melbourne |
| Grigorios Lamprinakos | Athens University |
| Robert Livingston | University of Sussex |
| Chris Loersch | University of Colorado |
| Alison Luby | University of Toronto |
| Andrew Luttrell | Ohio State University |
| Gregory Maio | Cardiff University |
| Kody Manke | Stanford University |
| Joana Mello | ISPA-WJRC Portugal |
| Gergely Nyilasy | Melbourne University |
| Nick O'Dell | Ohio State University |
| Victor Ottati | Loyola University |
| Amalia Perez | University of Brasilia |
| Andrew Perkins | Ivey Business School |
| Richard Petty | Ohio State University |
| Derek Rucker | Northwestern University |
| Zakary Tormala | Stanford University |
| Bill von Hippel | University of Queensland |
| Duane Wegener | Ohio State University |
| Christian Wheeler | Stanford University |
| Wendy Wood | University of Southern California |

ACADEMIC SERVICE

Co-Founder & EC *Sociedad Científica Española de Psicología Social (SCEPS)*
<http://www.sceps.es/>

Former Associate Editor *International Journal of Social Psychology*
<http://www.tandfonline.com/loi/rpps20>

Selected Editorial Boards *Social Psychology and Personality Science*
Basic and Applied Social Psychology
Revista Pensar la Publicidad
Revista de Psicología Chilena

Selected Committees EASP. Krakow, Poland
EASP. Opatija, Croatia

Ad Hoc Reviewer

Science, Psychological Bulletin, Psychological Review, Psychological Science, Journal of Personality and Social Psychology, Personality and Social Psychology Bulletin, Journal of Experimental Social Psychology, Social Cognition, European Journal of Social Psychology, British Journal of Social Psychology, Journal of Applied Social Psychology, International Journal of Psychology, Social Influence, Social Psychology, European Review of Social Psychology, Experimental Aging Research, Spanish Journal of Psychology, Learning and Individual Differences, Journal of Consumer Psychology, Journal of Consumer Research, Journal of Communication, Emotion, European Journal of Personality, Media Psychology, Advances in Consumer Research, Psicothema, Discourse Processes, Psicologica, Estudios de Psicología,

Review Panels European Science Foundation
European Research Council
National Science Foundation [U.S.A.]

National Panels Ministerio de Ciencia e Innovación. Plan Nacional de I+D+I [Spain]
Agencia Nacional de Evaluación y Prospectiva (ANEP) [Spain]
ICREA [Cataluña]
DEA Dirección de Evaluación y Acreditación [Andalucía]

Faculty Committees International credit transformation commission, UAM [Spain]
European Teaching Innovation, UAM [Spain]
Dissertation awards committee, UAM [Spain]
Research and Infrastructure Committee, UAM [Spain]
Advanced Studies Accreditation UAM [Spain]
Students Mentoring: Cooperacion Educativa Program, UAM [Spain]
Students Tutoring: Graduate and Practicum Programs, UAM [Spain]