

Curriculum Vitae

Joseph Frank Cesario

Personal Information

Psychology Building
Michigan State University
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Education

- Ph.D. Psychology, Columbia University in the City of New York (2006)
Major Area: Social Psychology
Dissertation: *Regulatory fit from nonverbal behaviors: How source delivery style influences message effectiveness.*
- M.Phil. Psychology, Columbia University in the City of New York (2005)
- M.A. Psychology, Columbia University in the City of New York (2003)
Thesis: *Value from fit and persuasion: "When it feels right, it is good."*
- B.A. Philosophy, Loyola University Chicago (2000)
Magna cum laude, Outstanding Senior (Philosophy)
- B.S. Psychology, Loyola University Chicago (1999)
Magna cum laude, Departmental Honors

Professional Positions

- 2014 - Present *Associate Professor:* Department of Psychology, Michigan State University
- 2006 - 2014 *Assistant Professor:* Department of Psychology, Michigan State University
(Paternity leaves: Spring 2008, Fall 2011)
- 2006 - Present *Fellow:* Motivation Science Center, Columbia University
- 2008 *Visiting Scholar:* Kansai University, Osaka, Japan (Oct. 18 - Dec. 1)
- 2005 - 2006 *Associate Director:* Motivation Science Center, Columbia University
- 2005 *Adjunct Associate Instructor:* Barnard College (Fall semester)

Honors and Awards

- 2017 APA Culture of Service Award (MSU Psychology Department)
- 2017 College of Social Science - Provost Undergraduate Research Initiative Award

2014 Faculty mentor for two undergraduate recipients
2014 Daniel M. Wegner Theoretical Innovation Prize, SPSP
2014 Best Paper Award, International Social Cognition Network (ISCON)
2013 Membership, Society for Experimental Social Psychology
2011 Michigan Cancer Consortium "Spirit of Collaboration" Award
2007 Best Paper Award, International Social Cognition Network (ISCON)
2000 - 2005 Faculty Fellowship; Columbia University
2005 SPSP Student Travel Award Competition Winner
2005, 2004 SPSP Student Poster Competition, Honorable Mention
2004 Richard Christie Memorial Fund Recipient
2000 - 2003 National Science Foundation Graduate Research Fellowship #DGE-02-23339
Phi Beta Kappa, Golden Key National Honors Society, Eagle Scout

Research Interests

Social Cognition, Evolutionary Psychology, Police Decision-Making, Computational Modeling

Publications

Note: I support open sharing of all data and materials, available at: www.cesariolab.com

Journal Articles

Cesario, J., Johnson, D.J., & Terrill, W. (in press). Is there evidence of racial disparity in police use of deadly force? Analyses of officer-involved shootings in 2015-2016. *Social Psychological and Personality Science*.

Pleskac, T.J., Cesario, J., & Johnson, D.J. (in press). How Race Affects Evidence Accumulation During the Decision to Shoot. *Psychonomic Bulletin & Review*.

O'Donnell, M., Nelson, L., ... Zrubka, M. (in press). Registered Replication Report: Dijksterhuis & van Knippenberg (1998). *Perspectives on Psychological Science*.

Cesario, J., & Johnson, D.J. (in press). Power Poseur: Bodily Expansiveness Does Not Matter in Dyadic Interactions. *Social Psychological and Personality Science*.

Keller, V.N., Harder, J.A., & Cesario, J. (2018). Is splintering dual-process theories a good strategy for theory development? *Psychological Inquiry*, 29, 20-21. DOI: 10.1080/1047840X.2018.1435632

Johnson, D.J., Hopwood, C.J., Cesario, J., & Pleskac, T.J. (2017). Advancing research on cognitive processes in social and personality psychology: A diffusion model primer. *Social Psychological and Personality Science*, 8, 413-423. DOI: 10.1177/1948550617703174

- Cesario, J., Jonas, K.J., & Carney, D.R. (2017). CRSP special issue on power poses: What was the point and what did we learn? *Comprehensive Results in Social Psychology*, 2, 1-5.
DOI: 10.1080/23743603.2017.1309876
- Gronau, Q.F., Van Erp, S., Heck, D.W., Cesario, J., Jonas, K.J., & Wagenmakers, E-J. (2017). A Bayesian model-averaged meta-analysis of the power pose effect with informed and default priors: the case of felt power. *Comprehensive Results in Social Psychology*, 2, 123-138.
DOI: 10.1080/23743603.2017.1326760
- Jonas, K.J., Cesario, J., ... (2017). Power poses – where do we stand? *Comprehensive Results in Social Psychology*, 2, 139-141.
DOI: 10.1080/23743603.2017.1342447
- Keller, V. N., & Cesario, J. (2016). Improving the perceptual model of intergroup relations with an evolutionary framework. *Psychological Inquiry*, 27, 324-326.
DOI: 10.1080/1047840X.2016.1215214
- Jonas, K.J., & Cesario, J. (2016). How can preregistration contribute to research in our field? *Comprehensive Results in Social Psychology*, 1, 1-7.
DOI: 10.1080/23743603.2015.1070611
- McDonald, M.M., Donnellan, M.B., Cesario, J., & Navarrete, C.D. (2015). Mate choice preferences in an intergroup context: Evidence for a sexual coercion threat-management system among women. *Evolution and Human Behavior*, 36, 438-445.
DOI: 10.1016/j.evolhumbehav.2015.04.002
- Donnellan, M.B., Lucas, R.E., & Cesario, J. (2015). Warm water and loneliness redux: Rejoinder to Bargh and Shalev (2014). *Emotion*, 15, 124-127.
DOI: 10.1037/emo0000044
- Donnellan, M.B., Lucas, R.E., & Cesario, J. (2015). On the association between loneliness and bathing habits: Nine replications of Bargh and Shalev (2012) Study 1. *Emotion*, 15, 109-119.
DOI: 10.1037/a0036079
- Cesario, J. & Jonas, K.J. (2014). Replicability and models of priming: What a resource computation framework can tell us about expectations of replicability. *Social Cognition*, 32, 124-136.
- Cesario, J. (2014). Priming, replication, and the hardest science. *Perspectives on Psychological Science*, 9, 40-48.
DOI: 10.1177/1745691613513470

- Cesario, J., & Navarrete, C.D. (2014). Perceptual bias in threat distance: The critical roles of ingroup support and target evaluations in defensive threat regulation. *Social Psychological and Personality Science*, 5, 12-17.
DOI: 10.1177/1948550613485605
- Gawronski, B., & Cesario, J. (2013). Of mice and men: What animal research can tell us about context effects on automatic responses in humans. *Personality and Social Psychology Review*, 17, 187-215.
DOI: 10.1177/1088868313480096
Winner Daniel M. Wegner Theoretical Innovation Prize, SPSP
Winner Best Paper Award, ISCON
- Jonas, K.J., & Cesario, J. (2013). Introduction to the special issue: Situated social cognition. *Social Cognition*, 31, 119-124.
- Cesario, J., & McDonald, M.M. (2013). Bodies in context: Power poses as a computation of action possibility. *Social Cognition*, 31, 260-274.
- Cesario, J., Corker, K.S., & Jelinek, S. (2013). A self-regulatory framework for message framing. *Journal of Experimental Social Psychology*, 49, 238-249.
DOI: 10.1016/j.jesp.2012.10.014
- Hagiwara, N., Kashy, D.A., & Cesario, J. (2012). The independent effects of skin tone and facial features on Whites' affective reactions to Blacks. *Journal of Experimental Social Psychology*, 48, 892-898.
DOI: 10.1016/j.jesp.2012.02.001
- McAuley, J.D., Henry, M.J., Wedd, A., Pleskac, T., & Cesario, J. (2012). Effects of musicality and motivational orientation on auditory category learning: A test of a regulatory fit hypothesis. *Memory & Cognition*, 40, 231-251.
DOI: 10.3758/s13421-011-0146-4
- Cesario, J., Plaks, J.E., Hagiwara, N., Navarrete, C.D., & Higgins, E.T. (2010). The ecology of automaticity: How situational contingencies shape action semantics and social behavior. *Psychological Science*, 21, 1311-1317.
DOI: 10.1177/0956797610378685
- Higgins, E.T., Cesario, J., Hagiwara, N., Spiegel, S., & Pittman, T.S. (2010). Increasing or decreasing interest in activities: The role of regulatory fit. *Journal of Personality and Social Psychology*, 98, 559-572.
DOI: 10.1037/a0018833
- Navarrete, C.D., McDonald, M.M., Mott, M.L., Cesario, J., & Sapolsky, R. (2010). Fertility and race perception predict voter preference for Barack Obama. *Evolution and Human Behavior*, 31, 394-399.
DOI: 10.1016/j.evolhumbehav.2010.05.002

Koenig, A.M., Cesario, J., Molden, D.C., Kosloff, S., & Higgins, E.T. (2009). Incidental experiences of regulatory fit and the processing of persuasive appeals. *Personality and Social Psychology Bulletin*, *35*, 1342-1355.

DOI: 10.1177/0146167209339076

[Note: First three authors contributed equally to this manuscript]

Cesario, J., & Higgins, E.T. (2008). Making message recipients “feel right”: How nonverbal cues can increase persuasion. *Psychological Science*, *19*, 415-420.

Cesario, J., Higgins, E.T., & Scholer, A.A. (2008). Regulatory fit and persuasion: Basic principles and remaining questions. *The Social and Personality Psychology Compass*, *2*, 444-463.

DOI: 10.1111/j.1751-9004.2007.00055.x

Cesario, J., Plaks, J.E., & Higgins, E.T. (2006). Automatic social behavior as motivated preparation to interact. *Journal of Personality and Social Psychology*, *90*, 893 - 910.

DOI: 10.1037/0022-3514.90.6.893

Winner Best Paper Award, ISCON

Cesario, J., Grant, H., & Higgins, E.T. (2004). Regulatory fit and persuasion: Transfer from “feeling right.” *Journal of Personality and Social Psychology*, *86*, 388 - 404.

DOI: 10.1037/0022-3514.86.3.388

Cesario, J., & Crawford, I. (2002). The effect of homosexuality on perceptions of persuasiveness and trustworthiness. *Journal of Homosexuality*, *43*, 93 - 110.

Other Publications

Wagenmakers, E., Marsman, M., van den Bergh, D., Chambers, C., Pashler, H.,... Tullett, A. M. (2017, August 16). Suggestions to Advance Your Mission: An Open Letter to Dr. Shinobu Kitayama, Editor of JPSP:ASC. Retrieved from psyarxiv.com/39ugj

Kvam, P., Cesario, J., Schossau, J., Eisthen, H., & Hintze, A. (2015). Computational evolution of decision-making strategies. In D.C. Noelle, R. Dale, A.S. Warlaumont, J. Yoshimi, T. Matlock, C.D. Jennings, & P.P. Maglio (Eds.), *Proceedings of the 37th Annual Conference of the Cognitive Science Society* (pp. 1225-1230). Austin, TX: Cognitive Science Society.

Cesario, J. & Jonas, K.J. (2014). Replicability and models of priming: What a resource computation framework can tell us about expectations of replicability. In D. C. Molden (Ed.), *Understanding priming effects in social psychology* (pp. 129 - 141). New York: Guilford Press.

Grants (funded)

May 2018 - April 2021: PI (with Co-PI Taosheng Liu & Consultant Timothy Pleskac), National Science Foundation proposal: PD 98-1321 (*Co-Funded: Decision, Risk & Management Sciences with Social Psychology*). *Understanding Race Bias in the Decision to Shoot with an Integrated Model of Decision Making*, \$620,000

October 2017: Co-PI (with PI Kai Jonas), the Leibniz Institute for Psychology Information (ZPID). Collaboration with *Comprehensive Results in Social Psychology on the Free Preregistered Study Project*, 40,000€

October 2012 - September 2015: PI, National Science Foundation proposal: PD 98-1332 (Social Psychology). *Automatic responses as situated computational processes*, \$339,954

December 2007 - June 2009: PI, Michigan State University Intramural Research Grant (IRGP), *How different types of framings in health messages can impact effectiveness: A regulatory focus framework*, \$38,300

Organizations and Societies

Society for Experimental Social Psychology
Society for Personality and Social Psychology
Society for the Improvement of Psychological Science
Midwestern Psychological Association

Collaborative Research and Education Project (Conceptual Advisory Board; 2014-present)
Curate-Science (Advisory Board; 2014-2017)
International Social Cognition Network (ISCON), SPSP 2016 & 2017 preconference co-organizer
International Social Cognition Network (ISCON), Executive Committee member (2017-present)
International Social Cognition Network (ISCON), Best Paper Award Committee member (2018)

Editorial Service

Co-Founding Editor
Comprehensive Results in Social Psychology (2014 - present) with Kai J. Jonas

Associate Editor
Social Psychological and Personality Science (2017 - present)
Personality and Social Psychology Bulletin (2013 - 2017)

Guest Editor
2013 Special issue of *Social Cognition* on "Situated Social Cognition," with Kai J. Jonas

2017 Special issue of *Comprehensive Results in Social Psychology* on "Power Poses," with Kai J. Jonas

2017 Special issue of *Comprehensive Results in Social Psychology*, in collaboration with the Leibniz Institute for Psychology Information (ZPID) on the *Free Preregistered Study Project*, with Kai J. Jonas

Editorial Board

Journal of Personality and Social Psychology: ASC (2017 - present)

Journal of Personality and Social Psychology: IRGP (2016 - present)

Social Psychological and Personality Science (2009 - 2017)

Personality and Social Psychology Bulletin (2012 - 2013)

Ad-Hoc Reviewer

Proceedings of the National Academy of Sciences, Personality and Social Psychology Review, Current Directions in Psychological Science, Perspectives on Psychological Science, Journal of Personality and Social Psychology, Psychological Science, Consciousness and Cognition, Frontiers in Cognition, Journal of Applied Psychology, Journal of Experimental Social Psychology, Journal of Research in Personality, Social and Personality Psychology Compass, European Journal of Social Psychology, Group Processes & Intergroup Relations, Social Cognition, Memory & Cognition, Cognition, Emotion, Basic and Applied Social Psychology, Journal of Applied Social Psychology, Journal of Advertising, Motivation and Emotion, Media Psychology, Simulation and Gaming

University Service

University Level

Minority Politics College of Social Science Thematic Area Proposal, Core Committee Member, 2017-2018

Social Science Scholars Program, College of Social Science, Advisory Board: 2017-present

Department of Police and Public Safety Oversight Committee Chair: 2017-present

Department of Police and Public Safety Oversight Committee Member: Fall 2016 - present

Strategic Planning Steering Committee, College of Social Science: 2016 - 2017

Political Methodology and Computational Social Science, Political Science Department, Job Search Committee member: Fall 2016

Psychology Department

Advisory Committee, Psychology Department: Fall 2016 - present

Human Participants in Research committee member: Spring 2014 - present

Lawrence A. Messé Memorial Lecture Series, Chair: 2014 - present

Social/Personality Area chair: 2014-2016

Behavioral Neuroscience Job Search Committee member, two searches (Affirmative Action Advocate): Fall 2015

Interdisciplinary Hiring and Scholarship committee member: January 2015 - December 2015

Social/Personality Area Brown Bag chair: Fall 2007, Spring 2011, Spring 2013, Fall 2016

Social/Personality Area Comprehensive Exam committee chair: Summer 2009, 2010, 2011

Social/Personality Area Job Search Committee member: Fall 2007, Fall 2014
Cognitive Area Job Search Committee member: Fall 2009
Psychology Department Chair Search Committee member: Fall 2017

Professional Development

Hosted and participated in 2-day on-site Bayesian Data Analysis workshop, January 2016. John K. Kruschke, Ph.D.
Online course: "Game Theory," Fall 2014. Stanford University and The University of British Columbia, Coursera (Matthew Jackson, Kevin Leyton-Brown, Yoav Shoham)
Hosted and participated in 3-day on-site psychophysiology "bootcamp," July 2013. Elizabeth Page-Gould, Ph.D.
Online course: "Introduction to Graphics Capabilities with R," Feb. 2012. Virginia Commonwealth University (Geoffrey Hubona)
Online course: "Introduction to R for Academic Statistical Analyses," Feb. 2011. Virginia Commonwealth University (Geoffrey Hubona)
Workshop: "Intermediate R: Functions and Programming," May 2011. MSU (CSTAT).
Workshop: "Statistical Graphics & R," May 2010. MSU (CSTAT)
Summer Institute in Informed Patient Choice at Dartmouth (2007): Center for the Evaluative Clinical Sciences
Advanced Training Institute on Health Behavior Theory (2006): National Cancer Institute (competitive admission)
Psychology Department (MSU) Junior Faculty Development/Mentoring program
Psychology Department (MSU) pre-tenure "grant group" meetings

Teaching Experience

Courses Taught: Graduate

- Theories in Social Psychology, PSY834. MSU: Spring 2009, Fall 2010, Fall 2012, Spring 2015
- Social Cognition, PSY837. MSU: Fall 2007, Spring 2011, Fall 2013
- Stereotypes, Prejudice, & Discrimination, PSY992. MSU: Spring 2017

Courses Taught: Undergraduate

- Introductory Psychology, PSY101. MSU: Spring 2012
- Social Psychology, PSY235. MSU: Fall 2006, Spring/Fall 2007, Fall 2009, Spring/Fall 2010, Spring/Fall 2012, Summer 2012/2013/2017 (online), Fall 2013, Spring 2014, Fall 2015, Spring/Fall 2016
- Stereotypes, Prejudice, & Discrimination, PSY342. MSU: Fall 2016, Fall 2017
- Attitudes and Social Cognition, PSY440-Writing Intensive. MSU: Fall 2009, Spring 2013, Fall 2015, Fall 2017
- Psychology of Personality with Lab, 1123x. Barnard College: Fall 2005
- Seminar in Social Cognition, S3630. Columbia University, Co-Instructor: Summer 2005

Mentoring Experience

Graduate Students (Michigan State University): Primary Advising

- Jenna Harder (Primary Advisor, 2015-Present; Psychology Ph.D. candidate)
- Victor Keller (Primary Advisor, 2015-Present; Psychology Ph.D. candidate)
- David Johnson (Primary Advisor, 2012-2017; Psychology Ph.D.)
- Katie Corker (Primary Advisor, 2007 - 2012; Psychology Ph.D.)
- Nao Hagiwara-Livingston (Primary and Co-Advisor, 2006 - 2010; Psychology Ph.D.)

Graduate Students (Michigan State University): Secondary Advising

- Samantha Schires (Doctoral Guidance committee member, 2017-present; Psychology)
- Tayo Moss (Dissertation committee member, 2017-2018; Kinesiology)
- Simon Golden (Dissertation committee member, 2016-2018; Psychology)
- Abdifatah Ali (Dissertation committee member, 2016-2017; Psychology)
- Young June Sah (Dissertation committee member, 2016-2017; Media & Information)
- Andrew Defever (Masters Thesis committee member, 2015-2016; Psychology)
- John Kubinski (Masters Thesis committee member, 2015-2016; Dissertation Chair, 2017-present; Psychology)
- Chelsea Kneip (Masters Thesis committee member, 2014-2016; Psychology)
- Mostafa Papi (Dissertation committee member, 2014-2016, Second Language Studies)
- Hans Schroder (Comprehensive Exam committee member, 2014-2016; Psychology)
- Soo Yun Shin (Dissertation committee member, 2013-2016; Communication)
- Ying Cheng (Prelim and Dissertation committee member, 2013-present; Communication)
- You-Kyung Lee (Practicum Guidance Committee, 2013-2015; Educational Psychology & Educational Technology)
- Peter Kvam (Masters Thesis committee member, 2013-2014; Psychology)
- David Clare (Dissertation committee member, 2013-2014; Communication)
- Shannon Cruz (Dissertation committee member, 2013-2014; Communication)
- Catherine Dodson (Masters Thesis committee member, 2012-2014; Psychology)
- Felix Cheung (Masters Thesis and Dissertation committee member, 2012-2016; Psychology)
- Rachel O'Connor (Masters Thesis committee member, 2012-2013; Psychology)
- Eric Marinich (Dissertation committee member, 2012-2013; Management)
- Robert Davison (Dissertation committee member, 2011-2012; Management)
- Nicole Forrester (Dissertation committee member, 2010-2013; Kinesiology)
- Alan Wedd (First Year Research committee member, Masters Thesis committee member, 2010 - 2012; Psychology)
- Melissa McDonald (Masters Thesis and Dissertation committee member, 2009-2013; Psychology)
- Christopher Carpenter (Dissertation committee member, 2007 - 2010; Communication)
- Elizabeth Byma (Ph.D. Guidance committee member, 2006 - 2010; Nursing)

Graduate Students (Other)

- Kurt Peters (Dissertation committee member, 2011; Psychology Ph.D., University of Western Ontario)

McNair & SROP Scholars (Michigan State University)

- Pero Dagbovie (Summer 2018)
- Brianna Benjamin (Summer 2017)
- Romulus Castelo (Summer 2016)
- Matthew Bolton (Summer 2016)
- Megan Covington (Summer 2013)
- Shayla Thrash (Spring/Summer 2009)
 - Recipient of College of Social Science scholarship

NSF Research Experiences for Undergraduates (MSU's Integrative Biology of Social Behaviors Program)

- Chelsea Osuji (Summer 2015)
- Erica Ross (Summer 2014)

Undergraduate Honors Students & Professorial Assistants (Michigan State University)

- Joshua Confer (Honors Thesis Committee Member, 2018-present)
- Thalia Maronto (Honors Thesis Chair; 2017-present)
 - Awarded *Honors College Scholarship* to fund research
- Carolyn Miner (Professorial Assistant; 2017-present)
- Lauren Kafi Crymes (Professorial Assistant; 2017-present)
- Trevor Tress (Professorial Assistant; 2015-present)
- James Doman (Professorial Assistant; 2015-present)
- Zack Favreau (Professorial Assistant; 2013-2015)
- Jessica Chan (Professorial Assistant; 2012-present)
- Ben Caldwell (Professorial Assistant; 2012-present)
- Stephen Buskirk (2012-2015; Research Assistant plus Honors Thesis committee member)
- Andrew Jessmore (2009-2012; Outstanding Senior, Commencement Speaker)
- Stephanie Raymundo (2009-2011)
- Sara Jelinek (2007-2010)
- Sandte Stanley (2007-2009)
- Jennifer Krohn (2007-2009)

Other

- Early Career Mentor (2016) annual meeting of the Society for Personality and Social Psychology, San Diego, CA.

Presentations _____

Invited Talks

Cesario, J. (2018, January). *A view of peer-reviewed preregistration from Comprehensive Results in Social Psychology*. Leibniz Institute for Psychology Information (ZPID) workshop, "Registered Reports 2018."

- Cesario, J. (2017, November). *Questioning the use of experimental social psychology to understand disparate outcomes: The case of race bias in police shootings*. Applied Social Psychology Colloquium, Loyola University. Chicago, IL.
- Johnson, D.J., Cesario, J. (2017). *Studying officer shooting decisions using an immersive video task*. Grand Valley State University, Grand Rapids, MI.
- Johnson, D.J., Cesario, J. (2017). *Reducing officer-involved shootings through use of force training*. Michigan State University, East Lansing, MI.
- Cesario, J. (2017, May). *Questioning the Use of Experimental Social Psychology Data to Understand Disparate Outcomes: The Case of Race Bias in Police Shootings*. Duck Conference on Social Cognition, NC.
- Cesario, J. (2017, April). *Questioning the Use of Experimental Social Psychology Data to Understand Disparate Outcomes: The Case of Race Bias in Police Shootings*. Invited talk for Midwestern Psychological Association. Chicago, IL.
- Cesario, J. (2017, February). *Are Officers Biased in the Decision to Shoot? Analyses of Laboratory and Real Decision Data*. Cognitive Forum colloquium, Michigan State University.
- Cesario, J. (2016, September). *Race Bias in Police Shooting Decisions: Analyses of Laboratory and Real Decision Data*. Faculty seminar series, Psychology Department, Michigan State University.
- Cesario, J., Johnson, D., & Pleskac, T.J. (2016, January). *Cognitive Modeling in Social Cognition: The Case of Race Bias in the Decision to Shoot*. Social Cognition preconference of the annual meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Cesario, J. (2015, November). *Race bias in decisions to shoot: New methodological and statistical territory*. Clinical Psychology colloquium, Michigan State University.
- Cesario, J. (2015, October). *Race and the decision to shoot: Understanding the psychology of decision making*. Presentation for the public speaker series Police, Race, and Trust; University of Cincinnati - Blue Ash.
- Cesario, J., & Pleskac, T.J. (2015, June). *New advances in studying race bias in decisions to shoot*. Duck Conference on Social Cognition, NC.
- Cesario, J. (2015, April). *Race bias in decisions to shoot: New methodological, statistical, and conceptual territory*. Social Psychology colloquium, Purdue University.
- Cesario, J. (2015, February). *Please, let's stop talking about fish*. Award address for the 2014 Best Paper Award (with Bertram Gawronski) from the International Social Cognition

Network, Social Cognition preconference of the annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.

Cesario, J. (2015, February). *Race bias in decisions to shoot: New methodological and statistical territory*. Social/Personality Psychology colloquium, Michigan State University.

Cesario, J. (2014, September). *Bodies in context: Power poses as a computation of action possibility*. Cognitive, Developmental, and Social Psychology colloquium, Wayne State University.

Cesario, J. (2014, July). *The role of coalitions in threat regulation*. Paper presented at the Self Regulation of Threat pre-conference at the 17th meeting of the European Association of Social Psychology, Amsterdam, Netherlands.

Cesario, J. (2014, March). *Priming, replication, and models of automaticity*. Frontiers in Motivation Science Conference, Mohonk, NY.

Cesario, J. (2013, November). *Priming, replication, and models of automaticity*. Social Psychology colloquium, Northwestern University.

Pleskac, T. J., & Cesario, J. (2013, September). *Modeling the first person shooter task: Tim and Joe's cognitive recipe for the empirical stew*. Cognitive/Cognitive Neuroscience colloquium, Michigan State University.

Cesario, J. (2013, June). *Power poses as a computation of action possibility*. Duck Conference on Social Cognition, NC.

Cesario, J. (2013, May). *A resource assessment framework for automaticity*. Invited talk for Midwestern Psychological Association. Chicago, IL.

Cesario, J. (2012, June). *Context and the computation of action possibility*. Duck Conference on Social Cognition, NC.

Cesario, J. (2012, April). *A situated framework for automaticity*. Social Psychology colloquium, University of Michigan.

Cesario, J. (2012, February). *The relation between bodily states and psychological states: The role of context*. Frontiers in Motivation Science Conference, Windham, NY.

Cesario, J. (2011, September). *Using heuristic decision strategies to design effective Patient Decision Aids (PtDAs)*. Social/Personality Psychology colloquium, Michigan State University.

Cesario, J. (2010, September). *The ecology of automaticity: Initial evidence for a situated cognition framework*. Social Psychology colloquium, University of Western Ontario, Ontario, Canada.

- Cesario, J. (2010, June). *A (very) thinly veiled attempt to solicit feedback on my grant application*. Duck Conference on Social Cognition, NC.
- Cesario, J. (2010, May). *The ecology of automaticity: Evidence for a situated cognition framework*. Social Psychology colloquium, University of Chicago.
- Cesario, J. (2010, March). *Some evidence for a situated cognition framework*. Social/Personality Psychology colloquium, University of Toronto, Ontario, Canada.
- Cesario, J. (2010, March). *Situated Social Cognition: Some Findings on the Ecology of Automaticity*. Frontiers in Motivation Science Conference, Windham, NY.
- Cesario, J. (2010, February). *Some evidence for a situated cognition framework*. Cognitive Psychology colloquium, Michigan State University.
- Cesario, J. (2009, October). *The ecology of automatic social behavior*. Social Psychology colloquium, Indiana University, Bloomington.
- Cesario, J. (2009, June). *The ecology of automatic social behavior*. Duck Conference on Social Cognition, NC.
- Cesario, J. (2009, April). *The ecology of automatic social behavior*. Department Colloquium, Ohio University.
- Cesario, J. (2009, April). *A framework for message framing*. Social Psychology colloquium, Ohio University.
- Cesario, J. (2009, February). *A framework for understanding message framing effects*. Attitudes Pre-Conference at the annual meeting of the Society for Personality and Social Psychology, Tampa, FL.
- Cesario, J. (2008, November). *Ecological considerations of automatic social behavior*. Colloquium for Kansai University, Osaka, Japan.
- Cesario, J. (2008, November). *Ecological considerations of automatic social behavior*. Colloquium for University of Tokyo, Tokyo, Japan.
- Cesario, J. (2008, November). *How different self-regulatory systems produce differences in motivated cognition*. Japanese Society of Social Psychology Conference, Kyushu Island, Japan.
- Cesario, J. (2008, June). *What can a motivational approach to automatic social behavior tell us about social cognition?* Duck Conference on Social Cognition, NC.

- Cesario, J. (2008, April). *Understanding health behavioral change: Contributions of regulatory focus and fit*. Social Area colloquium, University of Chicago.
- Cesario, J. (2008, March). *What is regulatory fit? Insights from (attempted) health applications*. New Directions in Motivation Science Conference, Columbia University.
- Cesario, J. (2008, February). *What can a motivational approach to automatic social behavior tell us about social cognition*. Center for Decision Research colloquium, University of Chicago.
- Cesario, J. (2008, February). *Understanding automatic social behavior as motivated preparation to interact*. Social Cognition Pre-Conference at the annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Cesario, J. (2008, January). *What can a motivational understanding of automatic social behavior tell us about social cognition?* Cognitive Psychology colloquium, Michigan State University.
- Cesario, J. (2005, April). *A Motivational Account of Automatic Behavior Following Social Category Priming*. First Joint Action Meeting, Rutgers, Newark, NJ.

Conference Talks

- Cesario, J. (2018). *Preregistration: A Debate*. Professional Development Session organizer and speaker. Annual meeting of the Society for Personality and Social Psychology, Atlanta, GA.
- Johnson, D.J., Cesario, J. (2017). *The role of dispatch information in police shooting decisions*. Psychonomic Society, Vancouver, British Columbia.
- Johnson, D.J., Cesario, J. (2017). *Dispatch information prepares individuals to inhibit using stereotypes in shooting decisions*. Society of Experimental Social Psychology, Boston, MA.
- Johnson, D.J., Cesario, J., Pleskac, T.J. (2017). *Dispatch information and the decision to shoot*. Society for Personality and Social Psychology, San Antonio, TX
- Cesario, J. (2016, May). *Current Advances in Understanding the Role of Race in Decisions to Shoot*. Discussant and symposium chair, annual meeting of the American Psychological Society, Chicago, IL.
- Cesario, J. (2016, January). *A Critical Examination of Race Bias in Experimental First Person Shooter Tasks: A Plea for Caution*. Paper presented at the annual meeting of the Society for Personality and Social Psychology, San Diego, CA.

- Pleskac, T.J., & Cesario, J. (2015, November). *Modeling Choice and Response Time in the First Person Shooter Task*. Paper presented at the annual meeting of the Psychonomic Society, Chicago, IL.
- Pleskac, T.J., & Cesario, J. (2015, August). *Modeling the Effect of Stereotypes on the Decision to Use Deadly Force*. Paper presented at the 25th meeting of the Subjective Probability, Utility, and Decision Making (SPUDM) Conference, Budapest, Hungary.
- Cesario, J. (2014, October). *Priming, replication, and models of automaticity*. Paper presented at the 50th meeting of the Society for Experimental Social Psychology, Columbus, OH.
- Cesario, J. (2014, July). *Bodies in context: Power poses as a computation of action possibility*. Paper presented at the 17th meeting of the European Association of Social Psychology, Amsterdam, Netherlands.
- Diemer, M. A., Bieda, K., Blanshan, S., Cesario, J., Cooper, M., Donnellan, M. B., Lindquist, J., Moser, J., Schneider, B., Wawrzynski, M. (2014, February). *The Spartan Persistence Project (SPP)*. Paper presented at the CREATE for STEM conference, Michigan State University, MI.
- McDonald, M.M. & Cesario, J. (2013, July). *Powerful poses: Not necessary and not sufficient to produce feelings of power*. Paper presented at the 25th annual meeting of the Human Behavior & Evolution Society, Miami, FL.
- Cesario, J. (2011, January). *Assessments of coalitional, bodily, and structural resources impact automatic action preparation*. Paper presented at the annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Cesario, J., & Higgins, E. T. (2011, January). *Increasing or decreasing interest in activities: The role of regulatory fit*. Paper presented at the annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Jonas, K., & Cesario, J. (2010, January). *A new look on automatic behavior: Modulation, integration, and consequences*. Symposium co-chair at the annual meeting of the Society for Personality and Social Psychology, Las Vegas, NV.
- Cesario, J., & Jonas, K. (2010, January). *Ecological influences on construct accessibility*. Paper presented at the annual meeting of the Society for Personality and Social Psychology, Las Vegas, NV.
- Navarrete, C. D., Mott, M. L., Cesario, J., McDonald, M. M., & Sapolsky, R. (2010, January). *Fertility and race perception predict political support for Barack Obama*. Paper presented at the annual meeting of the Society for Personality and Social Psychology, Las Vegas, NV.

- Cesario, J. (2009, February). *Nonconscious goal pursuit and automatic social behavior: Implications from the preparatory interaction account*. Paper presented at the annual meeting of the Society for Personality and Social Psychology, Tampa, FL.
- Galesic, M., Cesario, J., & Gigerenzer, G. (2008, October). *Take-the-best approach to decision aids*. Paper presented at the annual meeting of the Society for Medical Decision Making, Philadelphia, PA.
- Cesario, J. (2008, July). *A preparatory interaction account of automatic social behavior: Implications and future directions*. Paper presented at the International Congress of Psychology, Berlin, Germany.
- Cesario, J. (2008, February). *Regulatory fit and message matching: Similarities, Differences, and Interactions*. Paper presented at the annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Cesario, J. (2005, May). *Automatic behavior following social category priming as motivated preparation to interact*. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago, IL.
- Cesario, J. (2005, February). *Automatic social behavior as motivated preparation to interact*. Paper presented at the annual Four Colleges Graduate Student Conference, Princeton, NJ.

Conference Posters

- Harder, J.A., & Cesario, J. (2018). *Assessing Target-Specific Effects in the First-Person Shooting Task*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Atlanta, GA.
- Gagnon, G., Harder, J.A., Keller, V., & Cesario, J. (2018). *The generalizability and replicability of the Presenter's Paradox*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Atlanta, GA.
- Johnson, D.J., Cesario, J., Pleskac, T.J. (2017). *Dispatch information eliminates race bias in shooting decisions*. Poster presented at the annual meeting of the Midwestern Psychological Association, Chicago, IL.
- Harder, J.A., Kotoye, C., & Cesario, J. (2017). *Socioeconomic Status and Shooter Bias*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Keller, V.N., & Cesario, J. (2016). *Ingroup member presence mitigates outgroup male threat*. Poster presented at the annual meeting of the Midwestern Psychological Association, Chicago, IL.

- Johnson, D.J., & Cesario, J. (2016). *Cognitive Modeling of Decisions to Shoot: What a Drift Diffusion Analysis Can Tell Us About Race Bias in Laboratory Shooter Tasks*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Johnson, D.J., & Cesario, J. (2015). *Dynamic Assessment Of Formidability In Humans*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.
- McDonald, M. M., Donnellan, M. B., Cesario, J., & Navarrete, C. D. (2014). *Motivations for Intergroup Dating Preferences among Women: An Evolutionary Perspective*. Poster session presented at the 17th meeting of the European Association of Social Psychology, Amsterdam, Netherlands.
- Corker, K. S., & Cesario, J. (2009). *When are Avoidance Goals Good for Performance? Effects of Success Criterion Level*. Poster session presented at the annual meeting of the Society for Personality and Social Psychology, Tampa, FL.
- Hagiwara, N., Cesario, J., Pittman, T., & Higgins, E. T. (2008). *Choosing to re-engage an activity: When matching reward and task framing enhances intrinsic motivation*. Poster session presented at the annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Cesario, J., Plaks, J. E., & Higgins, E. T. (2007). *Accessibility of category information in automatic social behavior paradigms: Evidence consistent with the motivated preparation to interact account*. Poster session presented at the annual meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Cesario, J., & Higgins, E. T. (2006). *Source delivery methods and regulatory fit: Evidence for a new persuasion technique*. Poster session presented at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Cesario, J., Plaks, J. E., & Higgins, E. T. (2005). *Automatic behavior following social category priming as motivated preparation to interact*. Poster session presented at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Cesario, J., Plaks, J. E., & Higgins, E. T. (2004). *Automatic behavior from social category priming as preparation to interact*. Poster session presented at the annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Cesario, J., & Higgins, E. T. (2002). *Value from fit and persuasion: When it feels right, it is good*. Poster session presented at the annual meeting of the Society for Personality and Social Psychology, Savannah, GA.

Cesario, J., & Tate, C. (2001). *Implicit theories and attitudes toward homosexuality*. Poster session presented at the annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.

Other Presentations

Cesario, J. (2018, May). *Deadly force decision: Report to East Lansing Police Department*. Presentations given for command staff of ELPD.

Cesario, J. (2018, February). *Deadly force decision: Report to MSU Police Department*. Three presentations given at in-service training for MSUPD.

Cesario, J. (2017, November). *Why do groups differ?* Presentation given for the MSU Honors College Fireside Chat series.

Cesario, J. (2017, October). *Deadly force decisions: How do we study police officer decision-making and what do we know?* Presentation given for the MSU College of Social Science Alumni Leadership Council.

Cesario, J. (2017, October). *Changing other people's brains: The new science of persuasion and influence (From the Lab)*. 2017 Neuroleadership Summit, NYC.

Cesario, J. (2017, August). *Milwaukee Training Academy: Report on Spring Data Collection*. Presentation given for the Training Academy Leadership of Milwaukee Police Department, Milwaukee, WI.

Cesario, J. (2017, March). *Milwaukee Police Department: Report on race and deadly force*. Presentation given for the Police & Fire Commission of Milwaukee Police Department, Milwaukee, WI.

Cesario, J. (2017, March). *Milwaukee Police Department: Report on race and deadly force*. Presentation given for the Command Staff (CompStat) of Milwaukee Police Department, Milwaukee, WI.

Cesario, J. (2017, March). *Milwaukee Police Department: Report on race and deadly force*. Presentation given for the Executive Staff of Milwaukee Police Department, Milwaukee, WI.

Cesario, J. (2016, September). *Milwaukee Police Department: Report on race and deadly force*. Presentation given for the Milwaukee Police Department Training Division, Milwaukee, WI.

Cesario, J. (2015, June). *Laboratory shooting decisions*. Presentation given for the Michigan State Police Training Division, Lansing, MI.

Cesario, J. (2013, January). *Colorectal Cancer Screening Report*. Annual presentation given for the Great Lakes Cancer Institute's Colorectal Cancer Screening Task Force, McLaren Cancer Institute.

Cesario, J. (2011, December). *Colorectal Cancer Screening Report*. Annual presentation given for the Great Lakes Cancer Institute's Colorectal Cancer Screening Task Force, McLaren Cancer Institute.

Undergraduate Student Presentations

Kemp, V., & Cesario, J. (2018, April). *Police officer training and race bias in weapon misidentification*. Poster presented at the Annual University Undergraduate Research and Arts Forum (UURAF), Michigan State University.
Winner, 1st Place Student Poster Session

Maronto, T., & Cesario, J. (2018, April). *Superhumanization: An Exploration in dehumanization*. Poster presented at the Psychology Department Undergraduate Honors Session, Michigan State University.

Benjamin, B., & Cesario, J. (2017, November). *Does Training Impact Police Officers' Race Bias in Their Decisions to Shoot?* Talk presented at the Annual Biomedical Research Conference for Minority Students (ABRCMS). Phoenix, AZ.
FASEB DREAM Travel Award Winner
Winner Best Oral Presentation

Benjamin, B., & Cesario, J. (2017, October). *Does Training Impact Police Officers' Race Bias in Their Decisions to Shoot?* Poster presented at the Annual National Organization for the Professional Advancement of Black Chemists and Chemical Engineers. Minneapolis, MN.

Stechschulte, A., & Cesario, J. (2017, July). *Police officer training and race bias in the decision to shoot*. Poster presented at the Annual Mid-Michigan Symposium for Undergraduate Research Experiences (Mid-SURE), Michigan State University.

Al-Ado, S., & Cesario, J. (2017, April). *Socioeconomic status and working memory*. Poster presented at the Annual University Undergraduate Research and Arts Forum (UURAF), Michigan State University.

Bolton, M., & Cesario, J. (2017, March). *Testing racial bias in police officers using a shooting simulator*. Poster session presented at the Annual Emerging Researchers National (ERN) Conference in STEM, Washington, DC.

Bolton, M., & Cesario, J. (2016, November). *Testing racial bias in police officers using a shooting simulator*. Poster session presented at the Annual Biomedical Research Conference for Minority Students (ABRCMS), Tampa, FL.

- Castelo, R., & Cesario, J. (2016, November). *Race bias in shooting decisions: Testing police officers in an immersive experimental shooter task*. Poster session presented at the Annual Biomedical Research Conference for Minority Students (ABRCMS), Tampa, FL.
- Bolton, M., Johnson, D. J., & Cesario, J. (2016, July). *Testing race bias in police officers using a shooting simulator*. Poster session presented at Mid-Michigan Symposium for Undergraduate Research Experiences (Mid-SURE), Michigan State University
- Castelo, R., Johnson, D. J., & Cesario, J. (2016, July). *Race bias in shooting decisions: testing police officers in an immersive experimental shooter task*. Poster session presented at Mid-Michigan Symposium for Undergraduate Research Experiences (Mid-SURE), Michigan State University
- Ross, E., Johnson, D. J., & Cesario, J. (2014, July). *Does a more realistic approach to the shooter task reveal similar biases in the decision to shoot?* Poster session presented at Mid-Michigan Symposium for Undergraduate Research Experiences (Mid-SURE), Michigan State University
- Osuji, C., & Cesario, J. (2016, April). *Race bias in decisions to shoot: Physiological responses to immersive and nonimmersive experimental shooter tasks*. Poster session presented at Montclair State University Student Research Symposium.
- Osuji, C., Johnson, D.J., & Cesario, J. (2015, July). *Race bias in decisions to shoot: Physiological responses to immersive and non-immersive experimental shooter tasks*. Poster session presented at Mid-Michigan Symposium for Undergraduate Research Experiences (Mid-SURE), Michigan State University
- Ross, E., Johnson, D. J., & Cesario, J. (2014, July). *Does a more realistic approach to the shooter task reveal similar biases in the decision to shoot?* Poster session presented at Mid-Michigan Symposium for Undergraduate Research Experiences (Mid-SURE), Michigan State University

Media/Popular Press Mentions

Research on coalitions and defensive threat behavior:

APS Observer, "Science on the Wild Side: Integrative Research in the Animal Kingdom." (November 2016):

<https://www.psychologicalscience.org/observer/science-on-the-wild-side>

Medical News Today, "There's Safety in Numbers." (April 2013):

<http://www.medicalnewstoday.com/releases/259581.php>

Social Psychology Network, featured headline (April 2013):

<http://www.socialpsychology.org/>

MSU Today, "Whether human or hyena, there's safety in numbers." (April 2013):

<http://msutoday.msu.edu/news/2013/whether-human-or-hyena-theres-safety-in-numbers/>

Research on priming:

- Vox*, "7 psychological concepts that explain the Trump era of politics." (May 2017):
<https://www.vox.com/science-and-health/2017/3/20/14915076/7-psychological-concepts-explain-trump-politics>
- Scientific American Mind*, "The warmth of friendship, the chill of betrayal." (March 2017):
<https://www.scientificamerican.com/article/the-warmth-of-friendship-the-chill-of-betrayal/>
- National Geographic*, "Welcome to the Era of Big Replication." (November 2013):
<http://phenomena.nationalgeographic.com/2013/11/26/welcome-to-the-era-of-big-replication/>
- The Chronicle of Higher Education*, "Power of Suggestion." (January 2013):
<http://chronicle.com/article/Power-of-Suggestion/136907/>
- MSU in the News* (January 2013)
- Science News*, "The Hot and Cold of Priming." (May 2012):
http://www.sciencenews.org/view/feature/id/340408/description/The_Hot_and_Cold_of_Priming

Research on power poses:

- *CBC Radio: "Quirks & Quarks" with Bob McDonald*: "No evidence at all' that power posing will get you a job." (September 2017): <http://cbc.ca/1.4302014>
- *The Guardian*: "The power pose is dead – here's how to really stand strong" (September 2017): <https://www.theguardian.com/money/shortcuts/2017/sep/13/the-power-pose-is-dead-heres-how-to-really-stand-strong>
- *American Association for the Advancement of Science* (EurekaAlert): "Eleven new studies suggest 'power poses' don't work." (September 2017):
https://www.eurekaalert.org/pub_releases/2017-09/msu-ens091017.php
- *Huffington Post*: "That Pre-Meeting 'Power Pose' Isn't Doing What You Think It's Doing." (September 2017): http://www.huffingtonpost.com/entry/power-poses-dont-work_us_59b7fd29e4b031cc65cd0f4f
- *Newsweek*: "Power Poses' Don't Really Make You More Powerful, Nine More Studies Confirm." (September 2017): <http://www.newsweek.com/power-poses-dont-make-you-more-powerful-studies-664261>
- *Time Magazine*: "Power Poses' Don't Actually Work. Try These Confidence-Boosting Strategies Instead." (September 2017): <http://time.com/4949675/power-poses-confidence/>
- *TruTV: Adam Ruins Everything*: "How Flawed Studies Get Famous" (Season 2, Episode 15): <http://www.trutv.com/shows/adam-ruins-everything/videos/how-flawed-studies-get-famous.html>
- *Men's Fitness*: "Can holding 'power poses' really improve your confidence? Maybe not, a new study says." (September 2017): <http://www.mensfitness.com/life/entertainment/can-holding-power-poses-really-improve-your-confidence-maybe-not-new-study-says>
- *Lansing State Journal*: "'Power posing' probably won't get you a job, Michigan State professor says." (September 2017):
<http://www.lansingstatejournal.com/story/news/local/2017/09/15/power-posing-probably-wont-get-you-job-michigan-state-professor-says/665434001/>
- *CJAD AM800 Radio: The Leslie Roberts Show* (October 2017):
<http://www.iheartradio.ca/cjad/shows/the-leslie-roberts-show-1.2220633>

- *WCMU Public Radio*: "Power poses don't work, according to new research." (September 2017): <http://radio.wcmu.org/post/power-poses-don-t-work-according-new-research>
- *Yahoo.com*: "Apparently, power posing is pointless." (September 2017): <https://www.yahoo.com/lifestyle/apparently-power-posing-pointless-193046044.html>
- *WZZM News*: "New studies suggest 'power poses' don't actually work." (September 2017): <http://www.wzzm13.com/news/health/new-studies-suggest-power-poses-dont-actually-work/473434264>
- *Futurity*: "Sorry, power poses won't change your life" (September 2017): <http://www.futurity.org/power-poses-1539282-2/>
- *India Today*: "Power poses don't actually work: study" (September 2017): <http://indiatoday.intoday.in/story/power-poses-dont-actually-work-study/1/1046132.html>
- *Outlook India*: "Power poses don't actually work: study" (September 2017): <https://www.outlookindia.com/newsscroll/power-poses-dont-actually-work-study/1144337>
- *Science Blog*: "Eleven new studies suggest 'power poses' don't work." (September 2017): <https://scienceblog.com/496228/eleven-new-studies-suggest-power-poses-dont-work/>
- *Science Daily*: "'Power poses' don't work, eleven new studies suggest." (September 2017): <https://www.sciencedaily.com/releases/2017/09/170911095932.htm>
- *PsyPost*, "Study finds power posing has no beneficial effects in real-world situations." (September 2017): <http://www.psypost.org/2017/09/study-finds-power-posing-no-beneficial-effects-real-world-situations-49644>
- *Fark.com*: "Power posing as effective as Rex Kwon Do." (September 2017): <http://www.fark.com/comments/9728483/Power-posing-as-effective-as-Rex-Kwon-Do-In-related-news-placebo-effect-is-an-effect>
- *The Steel Electric Skillet Reviews*: "Can 'Power Poses' Really Improve Your Life? Maybe Not." (September 2017): <http://steelectricskilletreviews.com/can-power-poses-really-improve-your-life-maybe-not/>
- *Thrive Works*: "11 New Studies Discredit the Convincing Research That Says Power Poses Can Improve Your Life." (September 2017): <http://thriveworks.com/blog/11-new-studies-discredit-research-that-says-power-poses-improve-life/>
- *How Stuff Works*: "Power Poses — Just a Placebo?" (February 2016): <http://health.howstuffworks.com/wellness/diet-fitness/yoga/power-poses-just-a-placebo.htm>
- *The Chronicle of Higher Education*, "Power Poser: When big ideas go bad." (December 2016): <http://www.chronicle.com/article/When-Big-Ideas-Go-Bad/238544>
- *New Scientist*, "Self-confidence school: Can you really fake it to make it?" (June 2015): <https://www.newscientist.com/article/dn27713-self-confidence-school-can-you-really-fake-it-to-make-it/>
- *Scientific American*, "The Dark Side of Power Posing: Cape or Kryptonite?" (November 2013): <http://blogs.scientificamerican.com/mind-guest-blog/2013/11/21/the-dark-side-of-power-posing-cape-or-kryptonite/>

Research on persuasion and nonverbal communication:

Psychology Today, "Persuasion: Know Your Audience." (July 2008):

<http://www.psychologytoday.com/articles/200807/data-mine-persuasion-impotence>

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