

**Ian M. Handley**  
Curriculum Vitae  
September, 2015

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## **Education**

- Postdoctoral Fellow  
2003-2005, Department of Psychology, University of Florida, Gainesville, FL.  
Postdoctoral Mentor: Dolores Albarracín
- Ph.D. 2003, Experimental Psychology (Social Track), Ohio University, Athens, Ohio.  
Dissertation Title: *Source Mere Exposure and Persuasion.*
- M.S. 2000, Experimental Psychology (Social Track), Ohio University, Athens, Ohio.  
Thesis Title: *Affect, information gain and processing: A test of the hedonic contingency hypothesis.*
- B.S. 1997 (cum laude), Psychology, The Ohio State University, Columbus, Ohio.

## **Academic Employments**

- Associate Professor*: July 2012.  
Department of Psychology, Montana State University
- Assistant Professor*: August 2005-June 2012.  
Department of Psychology, Montana State University
- Assistant Scientist/Postdoctoral Fellow* for Dolores Albarracín: August 2003-May 2005.  
Department of Psychology, University of Florida
- Instructor*: 2002 (Fall)-2003 (Spring).  
Department of Psychology, Ohio University
- Teaching Assistantship (Instructor)*: 2001 (Winter), 2002 (Winter, Spring).  
Department of Psychology, Ohio University
- Statistical Consultant*: 2000 (Summer).  
Ohio University Pre-college Program
- Moates Fellow*: 2000.  
Department of Psychology, Ohio University
- Graduate Assistantship*: 1997-1999 (Fall), 2000 (Fall), 2001 (Spring).  
Department of Psychology, Ohio University

**Peer-Reviewed Publications** (\* denotes current or former student co-author)

- Handley, I. M., Brown, E. R., Moss-Racusin, C. A., Smith, J. L. (2015).** Quality of Evidence Revealing Subtle Gender Biases in Science is in the Eye of the Beholder. *Proceedings of the National Academy of Sciences, 112*(43), 13201–13206. doi: 10.1073/pnas.1510649112
- Smith, J. L., **Handley, I. M., Zale, A. V., Rushing, S., & Potvin, M. (2015).** Now Hiring! Empirically Testing a 3-Step Intervention to Increase Faculty Gender Diversity in STEM. *BioScience, 65*(11), 1084-1087. doi:10.1093/biosci/biv138
- \*Manigault, A. W., **Handley, I. M., \*Whillock, S. R. (2015).** Assessment of Unconscious Decision Aids Applied to Complex Patient-Centered Medical Decisions. *Journal of Medical Internet Research, 17*(2), e37. doi:10.2196/jmir.3739
- Handley, I. M., Rasinski, H. M., Fowler, S. L., Helfer, S. G., & Geers, A. L. (2013).** Beliefs about expectations moderate the influence of expectations on pain perception. *International Journal of Behavioral Medicine, 20*(1), 52-58.
- Handley, I. M., & \*Goss, R. J. (2012).** How mental simulations of the future and message-induced expectations influence purchasing goals. *Psychology & Marketing, 29*(6), 401-410.
- Handley, I. M., & \*Runnion, B. M. (2011).** Evidence that unconscious thinking influences persuasion based on argument quality. *Social Cognition, 29*(8, Unconscious Thought), 668-682. doi: 10.1521/soco.2011.29.6.668
- Albarracín, D., & **Handley, I. M. (2011).** The time for doing is not the time for change: Effects of general action and inaction goals on attitude accessibility and attitude change. *Journal of Personality and Social Psychology, 100*, 983-998.
- Noguchi, K., **Handley, I. M., & Albarracín, D. (2011).** Participating in politics resembles physical activity: General action patterns in international archives, US archives, and experiments. *Psychological Science, 22*, 235-242.
- Miller, A. K., **Handley, I. M., Markman, K. D., & Miller, J. H. (2010).** Deconstructing self-blame following sexual assault: The critical role of cognitive processing. *Violence Against Women, 16*, 1120-1137.
- Handley, I. M., Albarracín, D., Brown, R. D., Li, H., Kumkale, E. C., & Kumkale, G. T. (2009).** When the expectations from a message will not be realized: Naïve theories can eliminate expectation-congruent judgments via correction. *Journal of Experimental Social Psychology, 45*, 933-939.
- Smith, J. L., \*Wagaman, J., & **Handley, I. M. (2009).** Keeping it dull or making it fun: Task variation as a function of promotion versus prevention focus. *Motivation and Emotion, 33*(1), 1-14.

33, 150-160.

- Albarracín, D., **Handley**, I. M., Noguchi, K., McCulloch, K. C., Li, H., Leeper, J., Brown, R. D., Earl, A., & Hart, W. P. (2008). Increasing and decreasing motor and cognitive output: A model of general action and inaction goals. *Journal of Personality and Social Psychology*, *95*, 510–523.
- Miller, A. K., Markman, K. D., & **Handley**, I. M. (2007). Self-blame among sexual assault victims prospectively predicts re-victimization: A perceived sociolegal context model of risk. *Basic and Applied Social Psychology*, *29*, 129-136.
- Lassiter, G. D., Munhall, P. J., Berger, I. P., Weiland, P. E., **Handley**, I. M., & Geers, A. L. (2005). Attributional complexity and the camera perspective bias in videotaped confessions. *Basic and Applied Social Psychology*, *27*(1), 27-35.
- Handley**, I. M., Lassiter, G. D., Nickell, E. F., & Herchenroeder, L. M. (2004). Affect and automatic mood maintenance. *Journal of Experimental Social Psychology*, *40*, 106-112.
- Geers, A. L., **Handley**, I. M., & McLarney, A. (2003). Discerning the role of optimism in persuasion: The valence-enhancement hypothesis. *Journal of Personality and Social Psychology*, *85*, 554-565.
- Lassiter, G. D., Beers, M. J., Geers, A. L., **Handley**, I. M., Munhall, P. J., & Weiland, P. (2002). Further evidence of a robust point-of-view bias in videotaped confessions. *Current Psychology (thematic issue on jury simulation and eyewitness testimony studies)* *21*, 265-288.
- Handley**, I. M., & Lassiter, G. D. (2002). Mood and information processing: When happy and sad look the same. *Motivation and Emotion*, *26*, 223-255.
- Lassiter, G. D., Geers, A. L., **Handley**, I. M., Weiland, P. E., & Munhall, P. J. (2002). Videotaped interrogations and confessions: A simple change in camera perspective alters verdicts in simulated trials. *Journal of Applied Psychology*, *87*, 867-874.
- Lassiter, G. D., Munhall, P. J., Geers, A. L., **Handley**, I. M., & Weiland, P. E. (2001). Criminal confessions on videotape: Does camera perspective bias their perceived veracity? *Current Research in Social Psychology*, *7*, (1), 1-10 <http://www.uiowa.edu/~grproc>.
- Lassiter, G. D., Munhall, P. J., Geers, A. L., Weiland, P. E., & **Handley**, I. M. (2001). Accountability and the camera perspective bias in videotaped confessions. *Analyses of Social Issues and Public Policy*, *1*, 53-70.
- Lassiter, G. D., Geers, A. L., Munhall, P. J., **Handley**, I. M., & Beers, M. J. (2001) Videotaped

confessions in the courtroom: Guilt is in the eye of the camera. In M. P., Zanna, (Ed), *Advances in Experimental Social Psychology*, (Vol. 3, pp. 189-254). New York: Academic Press.

Shelly, R. K., **Handley**, I. M., Baer, J., & Watson, S. (2001). Groups and affect: Sentiments, emotions, and performance expectations. *Current Research in Social Psychology*, 6, (10), 135-150 <http://www.uiowa.edu/~grpproc>.

### **Published Conference Proceedings (Peer-Reviewed)**

(\* denotes current or former student co-author)

\*Goss, R. J., **Handley**, I. M., & \*Runnion, B. M. (2010). Developing Positive Attitudes and Strong Goals to Purchase Products of Fantasy. In M. C. Campbell, J. Inman, & R. Pieters (Eds.), *NA - Advances in Consumer Research*, (Vol. 37). Duluth, MN: Association for Consumer Research.

**Handley**, I. M., Albarracín, D., Brown, R. D., Li, H. & Kumkale, E. C. (2007). Inferential and Perceptual Influences of Affective Expectations on Judgments of Experienced Affect. In G. Fitzsimons & V. Morwitz (Eds.) *NA - Advances in Consumer Research* (Vol. 34, pp. 464-470). Duluth, MN: Association for Consumer Research.

Goss, R. J., & **Handley**, I. M. (2007). Spinning Fantasies Into Consumer Attitudes: A Fantasy-Realization Perspective of Attitude Formation. In G. Fitzsimons & V. Morwitz (Eds.) *NA - Advances in Consumer Research* (Vol. 34, pp. 439-440). Duluth, MN: Association for Consumer Research.

### **Manuscripts Under Review**

Close, S., **Handley**, I. M., & Geers, A. L. (under review). The Effect of Mood Induction on Experimentally Induced Pain and Discomfort Increases with Stimulus Exposure.  
Under Review: Pain.

Skewes, M., Shanahan, E., Rushing, S., Honea, J., Belou, R., Smith, J. L., **Handley**, I. M., Intemann, K. (under review). Absent Autonomy: Relational Competence and Gendered Paths to Faculty Self-Determination in the Promotion and Tenure Process.  
Under Review: Gender, Work & Organization.

### **Manuscripts Under Revision** (\* denotes current or former student co-author)

**Handley**, I. M., Bartak, C. P., \*Goss, R., J., \*Rivers, A. M., & \*Dood, T. L. (under revision). *Warm glows and dark clouds: Affect cues familiarity.* Under Revision for submission to: *Journal of Experimental Social Psychology*.

## Manuscripts in Preparation (\* denotes current or former student co-author)

**Handley, I. M., \*Rivers, A. M., \*Yosai, E., \*Jackson, J. \*Dunkel, R., & \*Runnion, B. M.** (Manuscript in preparation). *Unconscious thought and attitude change: Persuasion despite distraction.* Target Journal: *Psychological Science*.

**Handley, I. M., & Carroll, P. J.** (Manuscript in preparation). *The derogation of negative feedback: Self-serving or face-saving?* Target Journal: *Science*.

\*Garrison, K., **Handley, I. M., & \*Whillock, S. R.** (Manuscript in preparation). *Unconscious thought is intuitive and deliberative.* Target Journal: *Cognition and Emotion*.

Smith, J. L., **Handley, I. M.,** Rushing, S., Shanahan, E. A., Burroughs, E., Belou, R., Skewes, M. C., Hoena, J., Brown, E. R., & Klebe, K. J. (Manuscript in preparation). *Transforming Academia to Support Women in STEM Improves Everyone's Job Satisfaction.*

**Handley, I. M., \*Sollars, C. M., & \*Close, S.** (Manuscript in preparation). *Accuracy motivation can reduce placebo responding.* Target Journal: *Journal of Behavioral Medicine*.

Earl, A., Hart, W., Albarracín, D., & **Handley, I.M.** (Manuscript in preparation). *Establishing a hierarchy of goals: Examining the differential effects of meta-goals, regulatory focus, and specific goals on decision-making.*

**Handley, I. M., Geers, A. L., \*Yosai, E., \*Jackson, J., Rasinski, H. M., & Fowler, S. L.** (Manuscript in preparation). *Dissimilarity Mindsets Promote Expectation-Consistent Perceptions for Re-experienced Stimuli.*

**Handley, I. M., \*Bussi, P., & \*Sollars, C. M.** (Manuscript in preparation). *Cognitive dissonance explains the over-justification effect.* Target Journal: *Social Psychological and Personality Science*.

**Handley, I. M., & Lassiter, G. D.** (Manuscript in preparation). *Source mere exposure and persuasion.* Target Journal: *Personality and Social Psychology Bulletin*.

## Grant Activity

C. G. Austin (PI), A. I. Kwapisz (Co-PI), & **Handley, I. M.** (Co-PI), 2013. Interactive Tools to Assist Positive Behavioral Change: Empirical Testing and Model Building. Proposal in preparation for the Mountain West Research Consortium. **Total Requested: \$81,063.40.**

**Handley, I. M.** (PI), & Smith, J. L. (PI), 2010. *Increasing Breastfeeding among Low Income Mothers: Correcting Expectation Biases.* R21 proposal submitted to the National Institutes of Health. **Total Requested: \$284,871.** Proposal was not funded.

**Handley, I. M. (PI), 2009.** *Stringent Tests for the Quality of Decisions and Attitudes Formed Through Unconscious Thought*. Proposal submitted to the National Science Foundation. **Total Requested: \$188,316**. Proposal was not funded.

**Handley, I. M. (PI), 2009.** *Identifying Factors that Influence Meta-cognitive Reversals of the Placebo Effect*. Proposal was funded by Montana IDeA Network of Biomedical Research Excellence (INBRE; which is awarded by the National Center for Research Resources [NCRR] division of the National Institutes of Health [NIH]). **Direct Costs granted (2009-2011): \$60,000**.

**Handley, I. M. (PI), 2009.** *Positive Affect-Maintenance: Exploring Mediation, Resolving Contradictions, and Further Effects*. Proposal submitted for a Scholarship and Creativity Grant for the Advancement of the Arts, Humanities, and Social Sciences through Montana State University. **Total Requested: \$21,576.36**. Proposal was not funded.

**Handley, I. M. (PI), 2008.** *Establishing the Existence, Effects, and Implications of Automatic Affect-Maintenance Goals triggered by Positive Affect*. Proposal submitted to the National Science Foundation. **Total Requested: \$148,799**. Proposal was not funded.

## **Conference Presentations** (\* denotes current or former student co-author)

### **Symposia**

Chair, with Albarracín, D. *Expectations and Outlooks for Future Affect* (October 2004). Held at the 2004 meeting of the Society for Experimental Social Psychology, Fort Worth, TX.

### **Papers**

Handley, I. M., Brown, E. R., Moss-Racusin, C. A., Smith, J. L. (Sept. 2015). *The Quality of Evidence Revealing Subtle Gender Biases in Science is in the Eye of the Beholder*. Paper presented at the 2015 meeting of the Society for Experimental Social Psychology, Denver, CO.

Smith, J. L., Rushing, S., Handley, I. M., Belou, R., Burroughs, E., Shanahan, E., & Young, L. M. (June, 2014). *Academic Freedom: The importance of autonomy support in improving the experience of American women in academia*. Paper presented at the Diversity in Organizations, Communities, and Nations conference in Vienna, Austria.

Smith, J. L., Rushing, S., Zale, A., Handley, I. M., Honea, J., Shanahan, E., & Potvin, M. (May, 2014). *Infusing Psychological Need Support into Faculty Search Processes: Intervening to Broaden the Participation of Women Faculty*. Paper presented at the Annual meeting of the Association of Psychological Science. San Francisco, CA

Handley, I. M. (May 2007). *Channeling Non-Conscious Affect into Categories of Evaluation*. *Invited* paper presented at the 2007 conference of the Midwestern Psychological Association, Chicago, IL.

Earl, A., Albarracín, D. Hart, W., & Handley, I.M. (May 2007). *Effects of action and inaction*

*goals on prevention/promotion goals.* Symposium presentation at the 2007 conference of the Midwestern Psychological Association, Chicago, IL.

\*Andrews, T. M., Handley, I. M., & \*Goss, R. J. (June 2006). *Maidens or Matriarchs: Who Has More Casual Sex?* Paper presented at the 18<sup>th</sup> annual meeting of the Human Behavior and Evolution Society, Philadelphia, PA.

Handley, I. M., Albarracín, D., Brown, R. D., Kumkale, G. T., Cifilli, E., & Li, H. (October 2004). *A Multi-Stage Approach to Understanding the Effects of Message-Induced Affective Expectations on Affective Experience.* Paper presented at the 2004 meeting of the Society for Experimental Social Psychology, Fort Worth, TX.

Geers, A. L., Handley, I. M., McLarney, A., Kosbab, K., & Niehaus, J. (May 2002). *Optimism–pessimism biases evaluations of persuasive communications.* Paper presented at the 2002 Annual Meeting of the Midwestern Psychological Association.

### Posters

Handley, I. M., Smith, J. L., Rushing, S., Shanahan, E. A., Burroughs, E., Belou, R., Skewes, M., Hoena, J., Brown, E. R., Klebe, K. J. (January 2016). *A Self-Determination-Theory Intervention that Supports Women in STEM Improves Everyone's Job Satisfaction.* Poster accepted to the 17<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, San Diego, CA.

\*Garrison, K.E., & Handley, I.M. (January 2016). *Investigating the Maintenance of Unfulfilled Goals Over Time: Do They Occupy Executive Resources?* Poster accepted to the 17<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, San Diego, CA.

Potvin, M., Handley, I. M., Smith, J. L., Zale, A. V., & Rushing, S. (Nov. 2015). *Empirically Testing a Three-Step Intervention to Increase Gender Diversity in STEM Faculty.* Association of American Colleges & Universities, Crossing Boundaries: Transforming STEM Education Conference, Seattle, WA.

\*Carstens-Namie, E., Handley, I.M., & \*Dunn, E. (February 2015). *Belief in the Expectation Bias Can Sometimes Exacerbate that Bias.* Poster presented at the 16<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.

\*Garrison, K.E., & Handley, I.M. (February 2015). *Not Merely Intuition: Unconscious Thought can be Rational.* Poster presented at the 16<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.

\*Manigault, A. W., \*Whillock, S. R., & Handley, I.M. (February 2015). *Evidence that Unconscious Thought Output Emerges into Consciousness Independently of Conscious Cognitive Load.* Poster presented at the 16<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.

\*Owenby, S., & Handley, I.M. (February 2015). *Changing Certain and Uncertain Attitudes: The Opposite Effects of General Action and Inaction Goals.* Poster presented at the 16<sup>th</sup>

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

Handley, I.M., & Smith, J.L. (February 2015). *Broadening the Inclusion of Women as Candidates in STEM Faculty Searches: A Self-Determination Intervention*. Poster presented at the 16<sup>th</sup> annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.

Handley, I. M., & \*Rivers, A. M. (Feb. 2014). *Action and Inaction Goals Predict Voting Behavior and Differentially Moderate Change for Clear and Uncertain Attitudes*. Poster presented at the 15th annual meeting of the Society for Personality and Social Psychology, Austin, TX.

\*Manigault, A. W., Handley, I. M., \*Rivers, A. M., & \*Garrison, K. E. (Feb. 2014). *Evidence that either rational or experience-based processing styles influence unconscious thinking efficiency*. Poster presented at the 15th annual meeting of the Society for Personality and Social Psychology, Austin, TX.

\*Rivers, A. M., Handley, I. M., Hutchison, K. A., \*Stefani, K., \*Garrison, K. E., & \*Victor, R. K. (Feb. 2014). *Gist memory does not fully account for unconscious-thought effects: Distraction facilitates decision making (for some) even when gist memory is misleading*. Poster presented at the 15th annual meeting of the Society for Personality and Social Psychology, Austin, TX.

\*Close, S. R., Brown, J. A., Adkins, V., Perry, K., Eckles, K., Handley, I. M., & Geers, A. L. (Feb. 2014). *Do moods and expectancies have unique or interactive effects? An experimental investigation*. Poster presented at the 15th annual meeting of the Society for Personality and Social Psychology, Austin, TX.

Handley, I. M., & \*Jackson, J. (Jan. 2013). *Action and Inaction Goals Moderate which Expectations Bias Perception*. Poster presented at the 14th annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.

\*Rivers, A. M., \*Yosai, E.R., Handley, I. M, Hutchison, K. A., \*Stefani, K., \*Close, S. & \*Riemer, D. J. (Jan. 2013). *Deliberation-without-attention through a cognitive lens: Individual working memory capacity poses challenges for both unconscious thought and memory-based explanations..* Poster presented at the 14th annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.

Handley, I. M, \*Dunkel, R., \*Yosai, E., \*Jackson, J., \*Close, S., \*Stefani, K., \*Runnion, B. M. & \*Widdekind, M. (Jan. 2012). *Distraction Reduces the Effect of Persuasive-Argument Quality on Attitudes, Unless Individuals Think Unconsciously*. Poster presented at the 13th annual meeting of the Society for Personality and Social Psychology, San Diego, CA.

\*Yosai, E., \*Jackson, J., \*Close, S., Handley, I. M., Rasinski, H. M., Fowler, S. L., & Geers, A. L. (Jan. 2012). *Dissimilarity Mindsets Promote Expectation-Consistent Perceptions for*



*Re-experienced Stimuli*. Poster presented at the 13th annual meeting of the Society for Personality and Social Psychology, San Diego, CA.

Handley, I. M., \*Sollars, C. M., Rasinski, H. M., Fowler, S. L., Geers, A. L., & Helfer, S. G. (Jan. 2011). *Bias-Correction against Provided Expectations can Reverse Placebo Effects*. Poster presented at the 12th annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.

\*Sollars, C. M., Handley, I. M., Rasinski, H. M., Fowler, S. L., Geers, A. L., & Helfer, S. G. (June 2010). *Beliefs about the Influence of Expectations can Eliminate Analgesic Placebo Effects*. Poster presented at the 3<sup>rd</sup> Biennial National IDeA Symposium of Biomedical Research Excellence, Bethesda, MD.

Handley, I. M., \*Runnion, B. M., \*Sollars, C. M., \*Cichosz, L., \*Twamley, J. (Feb. 2010). *Evidence that Unconscious Thinking Influences Persuasion Based on Argument Quality*. Poster presented at the 11th annual meeting of the Society for Personality and Social Psychology, Las Vegas, NV.

\*Goss, R. J., Handley, I. M., & \*Runnion, B. M. (Oct. 2009). *Developing Positive Attitudes and Strong Goals to Purchase Products of Fantasy*. Poster presented at the 2009 meeting of the Association for Consumer Research, Pittsburgh, PA.

Handley, I. M., Albarracín, D., Brown, R. D., Li, H., Kumkale, E. C., & Kumkale, G. T. (Sept. 2009). *When the Expectations from a Message will not be Realized: Beliefs can Eliminate Placebo Effects via Bias Correction*. Poster presented at Western Region CORE-INBRE Scientific Conference, Big Sky, MT.

Handley, I. M., \*Goss, R. J., & \*Runnion, B. M. (Feb. 2009). *Developing Positive Attitudes and Strong Goals to Purchase Products of Fantasy*. Poster presented at the 10th annual meeting of the Society for Personality and Social Psychology, Tampa, FL.

Handley, I. M., Bartak, C. P., \*Dood, T. L., & \*Goss, R. J. (Feb. 2008). *Warm Glows and Dark Clouds: Affect cues Familiarity*. Poster presented at the 9th annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.

\*Bussi, P., & Handley, I. M. (Feb. 2008). *Cognitive dissonance explains the overjustification effect*. Poster presented at the 9th annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.

Earl, A., Albarracín, D., Hart, W., & Handley, I. M. (Feb. 2008). *Effects of action and inaction goals on prevention/promotion goals*. Poster presented at the 9th annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.

Noguchi, K., Albarracín, D., & Handley, I. M. (Feb. 2008). *Political participation for the sake of being active: The archival and experimental studies of action tendencies*. Poster presented at the 9th annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.

- \*Dood, T. L., & Handley, I. M. (May. 2007). *Thoughts of Death can Promote Resistance or Openness to Attitude Change*. Poster presented at the 2007 meeting of the Rocky Mountain Psychological Association, Denver, CO.
- Handley, I. M., Carroll, P. J., & \*Krings, H. M., \*Goss, R. J., & \*Dood, T. L. (Jan. 2007). *Derogating Negative Feedback: Self Serving or Face Saving?* Poster presented at the 2007 meeting of the Society for Personality and Social Psychology, Memphis, TN.
- \*Dood, T. L., & Handley, I. M. (Jan. 2007). *Thoughts of Death can Promote Resistance or Openness to Attitude Change*. Poster presented at the 2007 meeting of the Society for Personality and Social Psychology, Memphis, TN.
- \*Goss, R. J., & Handley, I. M. (Jan. 2007). *Spinning Fantasies into Consumer Attitudes: A Fantasy-Realization Perspective of Attitude Formation*. Poster presented at the 2007 meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Handley, I. M., Albarracín, D., Brown, R. D., Li, H. & Kumkale, E. C. (Sept.-Oct. 2006). *Inferential and Perceptual Influences of Affective Expectations on Judgments of Experienced Affect*. Poster presented at the 2006 meeting of the Association for Consumer Research, Orlando, FL.
- \*Goss, R. J., & Handley, I. M. (Sept.-Oct. 2006). *Spinning Fantasies into Consumer Attitudes: A Fantasy-Realization Perspective of Attitude Formation*. Poster presented at the 2006 meeting of the Association for Consumer Research, Orlando, FL.
- Handley, I. M., Carroll, P. J., \*Goss, R. J., \*Dood, T. L., & \*Andrews, T. M. (Jan. 2006). *Does the Self-Serving Bias Serve the Self?* Poster presented at the 2006 meeting of the Western Psychological Association, Palm Springs, CA.
- Handley, I. M., & Albarracín, D. (Jan. 2006). *Action and Inaction Goals and the Influence of Mutable- or Immutable-Topic Information*. Poster presented at the 2006 meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Li, H., Albarracín, D., Handley, I. M., McCulloch, K. C., & Leeper J. (Jan. 2006). *General action and inaction goals: Effects on movement, behavioral observation, learning, and attitude formation*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Bartak, C. P., & Handley, I. M. (Jan. 2006). *The Influence of Affect on Judgments of Familiarity*. Poster presented at the 2006 meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Handley, I. M., & Albarracín, D. (Jan. 2005). *Discerning the role of action and inaction goals in attitude formation and change*. Poster presented at the 2005 meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Li, H., Handley, I. M., Albarracín, D., Brown, R. D., & Kumkale, E. C. (Jan. 2005). *Judgments*

*of affect through inferential processes: A test of the inferential-perceptual model.*  
Poster presented at the meeting of the Society for Personality and Social Psychology, New Orleans, LA.

Handley, I. M., Lassiter, G. D., & James, C. A. (Jan. 2004). *Prior happiness and present activity choice: Evidence for a positive mood-maintenance goal.* Poster presented at the meeting of the Society for Personality and Social Psychology, Austin, TX.

Handley, I. M., Lassiter, G. D., Andrews, N. D., James, C. A., & Ashenbach, K. M. (May 2003). *Subliminal and supraliminal source exposure increases the persuasiveness of the source's message.* Poster presented at the 15th annual meeting of the American Psychological Society, Atlanta, GA.

Geers, A. L., McLarney, A., Kosbab, K., Grower-Dowling, K., & Handley, I. M. (Feb. 2003). *Dispositional optimism and persuasion: The valence-enhancement hypothesis.* Poster presented at the meeting of the Society for Personality and Social Psychology, Los Angeles, CA.

Handley, I. M., Lassiter, G. D., Nickell, E. F., & Herchenroeder, L. M. (Jan.-Feb. 2002). *Unconscious mood-maintenance.* Poster presented at the meeting of the Society for Personality and Social Psychology, Savannah, GA.

Handley, I. M., Lassiter, G. D., Kunz, L. C., Nickell, E. F., & Dwyer, R. A. (June 2001). *Increased persuasiveness resulting from mere exposure to the message source.* Poster presented at the 13th annual meeting of the American Psychological Society, Toronto, Ontario.

Munhall, P. J., Lassiter, G. D., Berger, I. P., Weiland, P. E., Handley, I.M., & Geers, A. L. (June 2001). *Attributionally complex individuals also exhibit the camera perspective bias in videotaped confessions.* Poster presented at the 13th annual meeting of the American Psychological Society, Toronto, Ontario.

Lassiter, G. D., Munhall, P. M., Geers, A. L., Weiland, P. E., & Handley, I. M. (June 2001). *High accountability doesn't prevent the camera perspective bias in videotaped confessions.* Poster presented at the 13th annual meeting of the American Psychology Society, Toronto, Ontario.

Lassiter, G. D., Munhall, P. M., Geers, A. L., Handley, I. M., Weiland, P. E., Laforce, M. N., Munson, L. L., & Gill, M. M. (February 2001). *Does camera perspective affect how believable a videotaped confession appears?* Paper presented at the meeting of the Society for Personality and Social Psychology, San Antonio, TX.

Handley, I. M., & Lassiter, G. D. (May 2000). *Affect and information processing: Different moods, similar outcomes.* Poster presented at the 2000 Annual Meeting of the Midwestern Psychological Association.

Handley, I. M., Lassiter, G. D., Schmitt, A. J., & Nickell, E. F. (May 2000). *The hedonic*

*contingency hypothesis and online decisions of elaboration level.* Poster presented at the 2000 Annual Meeting of the Midwestern Psychological Association.

Handley, I. M., Beers, M. J., Lassiter, G. D., & Meyers, M. A. (June 1999). *Counter-Stereotypic Information and Attitude Change: Support for Aversive Racism Theory.* Poster presented at the 11th annual meeting of the American Psychological Society, Denver, Colorado.

Lassiter, G. D., Geers, A. L., Munhall, P. J., Handley, I. M., Newvahner, R. E., & Stricker, K. M. (June 1999). *Judicial instructions and the point-of-view bias in videotaped confessions.* Poster presented at the 11th annual meeting of the American Psychological Society, Denver, Colorado.

Lassiter, G. D., Geers, A. L., Munhall, P. J., & Handley, I. M. (October 1998). *The illusion of voluntariness in videotaped confessions.* Poster presented at the meeting of the Society of Experimental Social Psychology, Lexington, Kentucky.

Lassiter, G. D., Geers, A. L., Munhall, P. J., Handley, I. M., Santuzzi, A. M., & Leafgren, M. (May 1998). *Does directing attention to content eliminate the videotaped-confession bias?* Poster presented at the 10th annual meeting of the American Psychological Society, Washington D.C.

### **Student Conferences** (*Examples, 15 in total*)

\*Whillock, S., \*Manigault, A. W., & Handley, I. M. (April, 2014). *The Fleeting Quality of Unconscious Thought: Relative Impact of Decision Speed on the Unconscious Thought Effect.* Bozeman, MT: Poster presented at the Montana State Student Research Celebration.

\*Owenby, S., & Handley, I. M. (April, 2014). *Changing Certain and Uncertain Attitudes: The Opposite Effects of General Action and Inaction Goals.* Bozeman, MT: Poster presented at the Montana State Student Research Celebration.

\*Rivers, A. M., Handley, I. M., Hutchison, K. A., Meade, M. L., \*Reimer, D. J., & \*Stefani, K. (April, 2013). *Shifting goals for unconscious thinkers: Reevaluation as a Theoretical Test of Unconscious Thought Theory.* Bozeman, MT: Poster presented at the Montana State Student Research Celebration.

\*Close, S., & Handley, I. M. (Dec. 2011). *Accuracy goals moderate the manifestation of the placebo effect.* Poster presented 2<sup>nd</sup> annual McNair Symposium at Montana State University.

\*Close, S., & Handley, I. M. (Aug. 2011). *Accuracy goals moderate the manifestation of the placebo effect.* Talk presented at the summer McNair Conference at the University of California – Berkley.

**Colloquia/Workshops/Brown Bag** (\*invitation external to home department or university)

Handley, I. M. & Smith, J. L. (Oct. 2015). *Supporting Women in STEM Improves Everyone's Job Satisfaction: A Self-Determination-Theory Intervention*. Talk presented at the 2015 STEM-FIT Workshop, Evanston, IL.

\*Psychology Department, **University of Montana**, Colloquia, *Exploring the Existence and Capability of Unconscious Thinking Processes*. April, 2014.

Psychology Department, **Montana State University**, Departmental Brown Bag, *Writing Clearly*. October, 2013.

\*Freshman Research Symposium, **Montana State University**, *Subtle Goal Prompts Alter Political Attitudes and Behavior*. September, 2013.

Psychology Department, **Montana State University**, Departmental Brown Bag, *The Self-Serving Bias?* March, 2013.

\*Freshman Research Symposium, **Montana State University**, *Persuasion from Unconscious Message Processing*. September, 2012.

Psychology Department, **Montana State University**, Departmental Brown Bag, *Bubble, Bubble or Toil and Trouble: Exploring the Roles of Unconscious and Conscious Thinking on Judgment?* March, 2012.

Psychology Department, **Montana State University**, Departmental Brown Bag, *General Action and Inaction Goals: What do they do?* October, 2010.

Psychology Department, **Montana State University**, Departmental Brown Bag, *Identifying Factors that Influence Meta-cognitive Reversals of the Placebo Effect*. October, 2009.

Psychology Department, **Montana State University**, Departmental Brown Bag, *Effects of General Action and Inaction Goals on Motor and Cognitive Activity*, Sept., 2008.

Psychology Department, **Montana State University**, Departmental Brown Bag, *Establishing the Existence, Effects, and Implications of Positive-Emotion Maintenance Goals*, Jan., 2008.

Psychology Department, **Montana State University**, Departmental Brown Bag, *The Derogation of Negative Feedback: Self-serving or Face Saving?*, Oct., 2006.

\*Psychology Department, **University of Florida**, Attitudes and Persuasion Lab, *The Derogation of Negative Feedback: Self-serving or Face Saving?*, Oct., 2006.

\***Aspen Pointe Retirement Community**, Bozeman, MT, *Understanding the Effects of Affective Expectations on Affective Experiences*, Feb., 2006.

Psychology Department, **Montana State University**, Departmental Brown Bag, *Source Mere Exposure and Persuasion: Building the Case for Diffuse-Affect Channeling*, Oct., 2005.

Psychology Department, **University of Florida**, Social Brown Bag, *Understanding the Effects of Affective Expectations on Affective Experiences*, Oct., 2004.

\*Marketing Department, **University of Florida**, *Understanding the Effects of Affective Expectations on Affective Experiences*, Oct., 2004.

\*Psychology Department, **Ohio University**, Every Area Talks, *Predicting the Effects of Message-Induced Affective Expectations on Judgments of Affective Experience: A Multi-Stage Approach*, June, 2004.

Psychology Department, **University of Florida**, Social Brown Bag, *Source Mere Exposure and Persuasion: Building the Case for Diffuse-Affect Channeling*, Oct., 2003.

Psychology Department, **Ohio University**, Every Area Talks, *Unconscious Mood Maintenance*, Spring, 2002.

Psychology Department, **Ohio University**, Social/Cognitive Area Meeting, *Spontaneous Trait*

*Transference and Persuasion*, Spring, 2000.  
 Psychology Department, **Ohio University**, Social/Cognitive Area Meeting, *Self-Esteem and the Hedonic Contingency Hypothesis*, Fall, 1998.

## Professional Affiliations

Society for Personality and Social Psychology (2002-present)  
 Association for Psychological Science (1997-2012)  
 Association for Consumer Research (2004-2006)  
 Western Psychological Association (2005-2006)  
 Midwestern Psychological Association (2000-2001)

## Departmental and University Service

### Post Doctorate

#### **Supervision**

*Master's Thesis supervisor* (\* denotes co-supervision)

Summer R. Whillock, Montana State University, *current*  
 Katie Garrison, Montana State University, 2013-2015 (graduated)  
 Emily Carstens-Namie, Montana State University, 2013-2015 (graduated)  
 Shaun Owenby, Montana State University, 2013-2014 (graduated)  
 Andrew Rivers, Montana State University, 2011-2013 (graduated)  
 \*Ryan Victor, Montana State University, 2011-2013 (graduated)  
 Janine Jackson, Montana State University, 2010-2012 (graduated)  
 Erin Yosai, Montana State University, 2010-2012 (graduated)  
 C. Mark Sollars, Montana State University, 2008-2010 (graduated)  
 Brett Runnion, Montana State University, 2007-2009 (graduated)  
 Tiffany L. Dood, Montana State University, 2005-2007 (graduated).  
 R. Justin Goss, Montana State University, 2005-2006 (graduated).

*Undergraduate research-project supervisor* (Montana State University)

Erica Dunn (McNair Scholar)  
 Summer Whillock (Undergraduate Scholar Program)  
 Andrew Manigault (INBRE – Undergraduate Scholar Program)  
 Kristi Stefani (Undergraduate Scholar Program)  
 Jessica Huggans (Undergraduate Scholar Program)  
 Ian Jefferies (Undergraduate Scholar Program)  
 Shane Close (McNair Scholar & Undergraduate Scholar Program)  
 Elsa Howard (Undergraduate Scholar Program)  
 Matthew Widdekind (Undergraduate Scholar Program)  
 Ashley Hildred (Undergraduate Scholar Program)  
 Tessa Andrews (Undergraduate Scholar Program)

*Senior Honors Thesis supervisor*

Christopher P. Bartak (University of Florida)

*Dissertation committee member*

Omolola Betiku (2014-2015), Animal & Range Sciences, Montana State University, Graduate Representative

R. Justin Goss (2012-2014), Department of Marketing, University of Texas at San Antonio, External Committee Member.  
 Suzette Nynas (2011-2012), Dept. of Adult and Higher Education, Montana State University, Graduate Representative  
 Michael Meeuwig (2008), Dept. of Ecology, Montana State University, Graduate Representative  
 Judith Ladd (2004-2005), Dept of Ed. Psy., University of Florida.

### **Committees and other Service (*select*)**

*Retention committee for Rebeca Brooker* (Fall 2015)  
*ADVANCE Grant –Co-Director* (2015 – Current )  
*ADVANCE Grant – Cultural Attunement Co-Leader* (2012 – Current )  
*ADVANCE Grant – Social Science Team Member* (2012 – Current )  
*Graduate Coordinator for the Department of Psychology* (Aug 2013 – Current)  
*Webmaster for Department Facebook Page* (2009 – Current)  
*Chair – Promotion committee for Jessi L. Smith* (Summer-Fall 2013)  
*Presenter at the 2013 and 2012 MSU Freshman Research Symposium*  
*Role and Scope Revision Committee Chair* (Spring 2013)  
*Developmental Psychology Tenure-Track Search Committee Member* (Fall 2012)  
*Member – Grant Coordinator(for ADVANCE)Search Committee* (Fall 2012)  
*Subject Pool Coordinator* (Fall 2011-Summer 2012)  
*SBE Research Retreat Attendee* (Summer 2011)  
*Graduate Curriculum Committee* (2009-current)  
*Statistics-Sequence Committee* (2009-2010)  
*Department’s Assessment Plan Committee* (Spring 2009)  
*Search Committee, Psychology Administrative Position* (Summer 2008).  
*Catapalozza representative for the Department of Psychology* (Fall 2007).  
*Montana State Recruitment Phonathon* (2006-2012)  
*Ad Hoc Committee for Experimental Recruitment for the Department of Psychology.*  
*Talk to Aspen Point Retirement Community on research* (Winter, 2006).  
*Talk to Psychology Majors: How to apply to graduate programs* ( 2005, 2008, 2009).

### Graduate School (Ohio University)

*Elected Graduate Student Representative to both Psychology Department and Experimental Psychology Faculty Meetings, Faculty search committee member* (Social-Judgment position), *Coordinator of the Social/Cognitive Area Meeting.*

## **Discipline Service**

### **Editorial Board Member**

*Basic and Applied Social Psychology* (2008-2009)

### **Ad Hoc Reviewer:**

*Annals of Behavioral Medicine*

*Basic and Applied Social Psychology*

*Cognition and Emotion*

*Current Directions in Psychological Science*

*Emotion*  
*European Journal of Social Psychology*  
*Journal of Experimental Social Psychology*  
*Journal of Personality*  
*Media Psychology*  
*Motivation and Emotion*  
*National Science Foundation*  
*Personality and Social Psychology Bulletin*  
*Psychological Science*  
*Social Cognition*  
*Social Influence*  
*The Journal of Legal Studies*  
*Violence Against Women*

**Conference Abstract Reviewer**

*American Psychology-Law Society*

**Awards and Honors**

*Post Doctorate:*

Research Enhancement Award for Travel, Montana State University (Winter 2014;  
\$1768.75)

-Funding to attend the 2014 conference of the Society for Personality and Social Psychology.

Research Enhancement Award for Travel, Montana State University (Winter 2013;  
\$2018.31)

-Funding to attend the 2013 conference of the Society for Personality and Social Psychology.

Research Enhancement Award for Travel, Montana State University (Winter 2012;  
\$1870.84)

-Funding to attend the 2012 conference of the Society for Personality and Social Psychology.

Research Enhancement Award for Travel, Montana State University (Winter 2011;  
\$1999.99)

-Funding to attend the 2011 conference of the Society for Personality and Social Psychology.

Research Enhancement Award for Travel, Montana State University (Winter 2008;  
\$1170.22)

-Funding to attend the 2008 conference of the Society for Personality and Social Psychology.

Research Enhancement Award for a Speaker, Montana State University (Winter 2008;  
\$2055.00), with Jessi Smith.

-Funding for a talk by Patrick J. Carroll, The Ohio State University – Lima.

Research Enhancement Award for a Speaker, Montana State University (Winter 2007;  
\$2208.00), with Jessi Smith and Wesley Lynch.

-Funding for a talk by Tomas Pyszczynski, University of Colorado at Colorado Springs.



- Research Enhancement Award for Travel, Montana State University (Winter 2007; \$1482.44)  
 -Funding to attend the 2007 conference of the Society for Personality and Social Psychology.
- Research Enhancement Award for Travel, Montana State University (Fall 2006; \$1602.00)  
 -Funding to attend the 2006 Association for Consumer Research conference.
- Research Enhancement Award for a Speaker, Montana State University (Spring 2006; \$1785.32)  
 -Funding for a talk by Dolores Albarracín, University of Florida
- Research Enhancement Award for Travel, Montana State University (2006; \$1556.60)  
 -Funding to attend the 2006 Western Psychological Society conference (funding transferred to graduate students)

*Graduate/Undergraduate:*

- Moates Fellowship, Psychology Department, Ohio University (2000)  
 Golden Key National Honors Society, Ohio State University (1997)  
 Psi Chi Honors Society, Ohio State University (1996, 1997)

## Teaching Experience

### Graduate Courses at Montana State University

- Advanced Research Design and Analysis I* (PSYX 502)  
*Social Cognition* (PSYX 546)  
*Social Psychology* (PSYX 544)

### Graduate Courses at the University of Florida

- Survey Seminar in Social Psychology* (SOP 6099), University of Florida

### Undergraduate Courses at Montana State University

- Honors Introduction to Psychology* (PSYX 110)  
*Psychology of Film* (PSYX 246)  
*Research Design and Analysis I* (PSYX 223, formerly PSY 221)  
*Social Psychology* (PSYX 360, formerly PSY 452)  
*Social Cognition* (PSYX 463, PSY 454 and 480-3)

### Undergraduate Courses at other Universities

- Social Psychology* (336) Ohio University  
*Introductory Statistics* (221), Ohio University  
*Research Methods in Social Psychology* (SOP 4214C), University of Florida

- Graduate Teaching Assistant: (1997-2001): *Intro Psychology, Introductory Statistics, Social Psychology, Social Psychology of Justice*, Ohio University.

## References

**Dolores Albarracín** (Postdoctoral advisor)  
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Department of Psychology  
Porter Hall, Ohio University  
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