

NICOLE L. MEAD

Associate Professor, Marketing
Schulich School of Business | York University | Toronto, Canada
2019-Present

nmead@schulich.yorku.ca | wellbeingresearchlab.com
[Google Scholar Profile](#)

ACADEMIC POSITIONS

Associate Professor, Marketing, 2019-present
Schulich School of Business, York University, Toronto, Canada

Associate Professor, Marketing, 2016-2019
Faculty of Business and Economics, University of Melbourne, Australia

Associate Professor, Marketing Management, 2014-2016
Assistant Professor, Marketing Management, 2012-2014
Rotterdam School of Management, Erasmus University Rotterdam, the Netherlands

Visiting Scholar, Marketing Area, 2014, 2015, 2017, 2018
Stanford Graduate School of Business, Stanford University, USA

Assistant Professor, Marketing, 2011-2012
Católica-Lisbon School of Business and Economics, Portugal

POST-SECONDARY EDUCATION

Post-Doctoral Fellow, 2009-2011
Tilburg Institute for Behavioral Economics Research, Tilburg University, the Netherlands

M.S. (2005-2007) and Ph.D. (2007-2009) in Social Psychology
Florida State University, USA

B.A. Honors Psychology, 2000-2004
University of British Columbia, Canada

EDITORIAL POSITIONS

Area Editor, International Journal of Research in Marketing, 2021-2024^{A*}
Associate Editor, Journal of Experimental Social Psychology, 2016-2018^A
Editorial Review Board, Journal of Consumer Research, 2016-2023^{FT50, A*}
Editorial Review Board, International Journal of Research in Marketing, 2019-2021^{A*}
Editorial Review Board, Journal of Personality and Social Psychology, 2018-2020^{A*}
Editorial Review Board, Journal of Experimental Social Psychology, 2013-2016^A

RESEARCH EXPERTISE

Self-regulation
Sustainability
Behavioral ethics

Well-being
The psychology of money
Vulnerable populations

HONORS AND AWARDS

Schulich Research Excellence Fellowship, 2023-2025
Faculty Mentor, Association for Consumer Research Doctoral Symposium, 2023
Member of the Impact Research Task Force, 2023
Outstanding Area Editor Award, International Journal of Research in Marketing, 2023
Invited Participant, Invitational Choice Symposium, 2016 and 203
Invited Visiting Professor, Toulouse School of Management, 2023
Faculty Mentor, Research Networking Lunch, Society for Consumer Psychology, 2023
Faculty Coach, SCP-Sheth Foundation Doctoral Consortium, 2015, 2023
Doctoral Symposium Co-Chair, Association for Consumer Research Conference, 2022
Track Chair, Social Responsibility, Sustainability, & Well-Being, Winter AMA Conference, 2022
Invited Panelist, Better Marketing for a Better World Knowledge Forum, ACR 2021
Commendation from the Society for the Improvement of Psychological Science (SIPS), 2021
SCP Dissertation Proposal Competition, Honorable Mention (Advisor), 2021
Outstanding Reviewer Award, Journal of Consumer Research, 2020
ACR/Sheth Foundation Dissertation Award Winner (Advisor), 2020
SSHRC Insight Development Grant Recipient (solo grant), 2020-2022 (CAD \$72,230)
ING Think Forward Research Grant Recipient, 2019 (CAD \$15,000)
Elected Fellow, Society of Experimental Social Psychology (SESP), 2016
RSM Student Representation Professor of the Year (IBA), 2013, 2014
Research Fellowship, Erasmus Institute of Management, to visit Stanford University, 2014
SPSP Student Travel Award, 2008
Sponsorship to EASP Summer School, 2008
JDM Student Travel Award for the 2008 JDM Preconference at SPSP, 2008
Florida State University, Best Student Paper Award in Social Psychology, Runner Up, 2007
Florida State University Graduate Grant, 2006-2008
North American Society for Psychotherapy Research, Best Student Paper, 2005
Canadian Psychological Association, Academic Excellence Award for Thesis, 2004

PUBLICATIONS

* student co-author under my supervision † Authors contributed equally

*Zenkić, J., Kobe Millet, and Nicole L. Mead (2023), "Fairness is Based on Quality, Not Just Quantity," *Judgment and Decision Making*, 18(e22), 1-10.^A

†Mead, Nicole L. and Lawrence E. Williams (2023), "The Pursuit of Meaning and the Preference for Less Expensive Options," *Journal of Consumer Research*, 49(5), 741-761.^{FT50, A*}

Madan, Shilpa, Gita Venkataramani Johar, Jonah Berger, Pierre Chandon, Rajesh Chandy, Rebecca Hamilton, Leslie John, Aparna Labroo, Peggy J. Liu, John G. Lynch Jr., Nina Mazar, Nicole L. Mead, Vikas Mittal, Christine Moorman, Michael

- I. Norton, John Roberts, Dilip Soman, Madhu Viswanathan, Katherine White (2023), "Reaching for Rigor and Relevance: Better Marketing Research for a Better World," *Marketing Letters*, 34, 1-12.^A
- †Mead, Nicole L. and Lawrence E. Williams (2022), "Can't Buy Me Meaning? Lay Theories Impede People from Deriving Meaning and Well-Being from Consumption," *Current Opinion in Psychology*, 46: 101332.
- Vohs, Kathleen D., Brandon J. Schmeichel, Sophie Lohmann, Quentin F. Gronau, Anna Finley,....E.J. Wagenmakers, and Dolores Albarracín (2021), "A Multi-Site Preregistered Paradigmatic Test of the Ego Depletion Effect," *Psychological Science*, 32(10), 1566-1581.^{A*}
- Garbinsky, Emily, Nicole L. Mead, and Daniel Gregg (2021), "Popping the Positive Illusion of Financial Responsibility Can Increase Personal Savings: Applications in Emerging and Western Markets," *Journal of Marketing (Special Issue: Better Marketing for a Better World)*, 85(3), 97-112.^{FT50, A*}
- Mead, Nicole L. and Roy F. Baumeister (2021), "Do Objects Fuel Thyself? The Relationship Between Objects and Self-Regulation," *Current Opinion in Psychology*, 39, 16-19.
- *Stuppy, Anika, Nicole L. Mead, and Stijn M. J. van Osselaer (2020), "I am, Therefore I Buy: Low Self-esteem and the Pursuit of Self-Verifying Consumption," *Journal of Consumer Research*, 45(5), 956-973.^{FT50, A*}
- Mead, Nicole L., Roy F. Baumeister, *Anika Stuppy, and Kathleen D. Vohs (2018), "Power Increases the Socially Toxic Component of Narcissism Among Individuals with High Baseline Testosterone," *Journal of Experimental Psychology: General*, 147(4), 591-596.^{A*}
- Mead, Nicole L., Vanessa M. Patrick, *Manissa P. Gunadi and Wilhelm Hofmann (2016), "Simple Pleasures, Small Annoyances, and Goal Progress in Daily Life," *Journal of the Association for Consumer Research*, 1(4), 527-539.^B
- Mead, Nicole L. and Vanessa M. Patrick (2016), "The Taming of Desire: Unspecific Postponement Reduces Desire for and Consumption of Postponed Pleasures," *Journal of Personality and Social Psychology*, 110(1), 20-35.^{A*}
- Savani, Krishna, Nicole L. Mead, Tyler F. Stillman, and Kathleen D. Vohs (2016), "No Match for Money: Even in Intimate Relationships and Collectivistic Cultures Reminders of Money Weaken Sociomoral Responses," *Self and Identity*, 15(3), 342-355.
- Yang, Qing, Xiaochang Wu, Xinyue Zhou, Nicole L. Mead, Kathleen D. Vohs, and Roy F. Baumeister (2013), "Diverging Effects of Clean Versus Dirty Money on

Attitudes, Values, and Interpersonal Behavior,” *Journal of Personality and Social Psychology*, 104(3), 473-489.^{A*}

Mead, Nicole L. and Jon K. Maner (2012), “When Me vs. You Becomes Us vs. Them: How Intergroup Competition Shapes Ingroup Psychology,” *Social and Personality Psychology Compass*, 6(8), 566-574.

Mead, Nicole L. and Jon K. Maner (2012), “On Keeping Your Enemies Close: Power Causes People to Seek Proximity to Ingroup Power-Threats,” *Journal of Personality and Social Psychology*, 102(3), 576-591.^{A*}

Gino, Francesca, Maurice E. Schweitzer, Nicole L. Mead, and Dan Ariely (2011), “Unable to Resist Temptation: How Self-Control Depletion Promotes Unethical Behavior,” *Organizational Behavior and Human Decision Processes*, 115(2), 191-203.^{FT50, A*}

- All studies were conducted by the first author, Francesca Gino. I do not have access to the data, and I no longer have confidence in the empirical claims made in this article. I am looking into the retraction of this paper.

Mead, Nicole L., Roy F. Baumeister, Tyler F. Stillman, Catherine D. Rawn, and Kathleen D. Vohs (2011), “Social Exclusion Causes People to Spend and Consume in the Service of Affiliation,” *Journal of Consumer Research*, 37 (February), 902-919.^{FT50, A*}

Dewall, C. Nathan, Roy F. Baumeister, Nicole L. Mead, and Kathleen D. Vohs (2011), “How Leaders Self-Regulate their Task Performance: Evidence that Power Promotes Diligence, Depletion, and Disdain,” *Journal of Personality and Social Psychology*, 100 (January), 47-65.^{A*}

†Maner, Jon K. and Nicole L. Mead (2010), “The Essential Tension Between Leadership and Power: When Leaders Sacrifice Group Goals for the Sake of Self-Interest,” *Journal of Personality and Social Psychology*, 99 (September), 482-497.^{A*}

Caruso, Eugene M., Nicole L. Mead, and Emily Balcetis (2009), “Political Partisanship Influences Perception of Biracial Candidates’ Skin Tone,” *Proceedings of the National Academy of Sciences*, 106 (December), 20168-20173.

Mead, Nicole L., Roy F. Baumeister, Francesca Gino, Maurice E. Schweitzer, and Dan Ariely (2009), “Too Tired to Tell the Truth: Self-Control Resource Depletion and Dishonesty,” *Journal of Experimental Social Psychology*, 45, 594-597.^{A*}

- The data for both studies were collected by the first author and can be accessed here: https://osf.io/5p7qz/?view_only=e2d20b84ead44be18ac9a484a2ec18a5

Vohs, Kathleen D., Nicole L. Mead, and Miranda R. Goode (2008), “Merely Activating the Concept of Money Changes Personal and Interpersonal Behavior,” *Current Directions in Psychological Science*, 17 (June), 208-212.

Baumeister, Roy F., Nathan C. DeWall, Nicole L. Mead, and Kathleen D. Vohs (2008), "Social Rejection can Reduce Pain and Increase Spending. Further Evidence that Money, Pain, and Belongingness are Interrelated," *Psychological Inquiry*, 19 (December), 145-147.

Vohs, Kathleen D., Nicole L. Mead, and Miranda R. Goode (2006), "The Psychological Consequences of Money," *Science*, 314, 1154-1156.

POPULAR PUBLICATIONS

Mead, Nicole L. (2022), "People Shopping for 'Meaning' Buy Cheaper Goods", *Scientific American*.

CHAPTERS

* student co-author under my supervision

DeWall, C. Nathan, Roy F. Baumeister, Nicole L. Mead, & Kathleen D. Vohs D (2018), "How Leaders Self-Regulate their Task Performance: Evidence that Power Promotes Diligence, Depletion, and Disdain," In *Self-Regulation and Self-Control: Selected Works of Roy F. Baumeister* (pp. 340-378). Taylor and Francis.

*Stuppy, Anika and Nicole L. Mead (2016), "Heroic Leaders and Despotic Tyrants: How Power and Status Shape Leadership Outcomes" in *Handbook of Heroic Leadership*, Vol. 1, eds. Scott T. Allison, George R. Goethals, and Roderick M. Kramer, New York, NY: Routledge, 476-494.

Mead, Nicole L., and *Anika Stuppy (2014), "Money can Promote or Hinder Interpersonal Harmony," in *The Psychological Science of Money*, ed. E. H. Biljveld and H. Aarts, New York, NY: Springer, 243-262.

Mead, Nicole L., *Jessica L. Alquist, and Roy F. Baumeister (2010), "Ego Depletion and the Limited Resource Model of Self-Control," in *Self Control in Society, Mind, and Brain*, ed. R. R. Hassin, K. N. Ochsner, and Y. Trope, New York: Oxford University Press, 375-388.

Gailliot, Matthew T., Nicole L. Mead, and Roy F. Baumeister (2008), "Self-Regulation," In *Handbook of Personality: Theory and research*, ed. O. John, R. Robins, and L. Pervin, New York: Guilford, 472-491.

Rawn, Catherine D., Nicole L. Mead, Peter Kerkhof, and Kathleen D. Vohs (2007), "Decision Making Trade Offs after Ego Threat: Taking Care of the Self versus Taking Care of Others Depends on Level of Self-Esteem," in *Do Emotions Help or Hurt Decision Making? A Hedgefoxian perspective*, ed. K. D. Vohs, R. F.

Baumeister, and G. Loewenstein, New York: Russell Sage Foundation Press, 157-182.

INVITED TALKS

WU Vienna, Institute for Marketing Management, June 2024
 Plenary speaker, PhD Day, Toulouse School of Management, June 2023
 Esade, Marketing area, January 2023
 University of California Riverside, Marketing area, November 2022
 Nova School of Business and Economics, November 2022
 Invited Panelist, Better Marketing for a Better World Knowledge Forum, ACR 2021
 Better Marketing for a Better World, Economic and Social Empowerment Forum, June 2021
 Consumer Financial Well-Being Conference, University of Notre Dame, April 2021
 Marketing with Purpose International Colloquium, Nova SBE, Lisbon, March 2021
 Deakin University, Marketing area, May 2019
 UNSW/UTS/University of Sydney, Marketing Research Camp, November 2018
 Invited Panelist, FARE Alcohol Advertising Research Symposium, June 2018
 York University, Schulich School of Business, March 2018
 Melbourne Social Psychology Group, March 2018
 Arizona State University, WP Carey School of Business, February 2018
 University of Adelaide, School of Marketing and Management, November 2017
 University of Toronto, Rotman School of Management, October 2017
 University of Melbourne, Melbourne School of Psychological Sciences, October 2017
 University of New South Wales, UNSW Business School, September 2017
 Tel-Aviv University, School of Management, June 2017
 Hong Kong Baptist University, Department of Marketing, May 2017
 Hong Kong Polytechnic University, Department of Management & Marketing, May 2017
 The Chinese University of Hong Kong, Department of Marketing, May 2017
 Pompeu Fabra University, Department of Economics and Business, November 2016
 Cass Business School, Faculty of Management, June 2016
 Tilburg University, Department of Psychology, March 2016
 INSEAD, Department of Marketing, December 2015
 The University of Sydney Business School, Department of Marketing, November 2015
 University of Melbourne, Faculty of Business and Economics, November 2015
 Richard Ivey School of Business, Department of Marketing, November 2015
 York University, Schulich School of Business, November 2015
 Erasmus Medical Centre, Marketing in Public Health, March 2015
 VU Amsterdam, Department of Social and Organizational Psychology, January 2015
 Tulane University, Department of Marketing, November 2014
 University of Colorado – Boulder, Department of Marketing, September 2014
 VU Amsterdam, Department of Marketing, September 2014
 Self and Identity Preconference, EASP, Amsterdam, July 2014
 Ghent University, Department of Marketing, June 2014
 Koç University, Department of Marketing, May 2014
 HEC Lausanne, Department of Marketing, March 2014
 Small Group Meeting: The Meaning of Money, Russell Sage Foundation, January 2014
 Stanford Graduate School of Business, Department of Marketing, October 2013
 Groningen University, Department of Marketing, May 2013
 London Business School, Department of Marketing, April 2013
 The University of Chicago, Decision Sciences Seminar, October 2012
 Pompeu Fabra University, Department of Economics and Business, May 2012

Carnegie Mellon University, Social and Decision Sciences, February 2012
 HEC Paris, Department of Marketing, December 2011
 Maastricht University, School of Business and Economics, November 2011
 Leiden University, Department of Psychology, February 2011
 Católica-Lisbon School of Business and Economics, November 2010
 University of British Columbia, Sauder School of Business, November 2010
 McGill University, Desautels Faculty of Management, October 2010
 University of Houston, Bauer College of Business, September 2010
 Erasmus University, Rotterdam School of Management, November 2009
 Wharton School at the University of Pennsylvania, May 2009
 Tilburg University, April 2009
 London Business School, Department of Organizational Behavior, January 2009
 University of Groningen, Department of Psychology, May 2008

CHAired SYMPOSIA

“Splash Out or Cheap Out? Motivational Influences on Consumers’ Management of Tradeoffs,” *Association for Consumer Research*, Virtual Conference, 2020.
 Speakers: Morgan Ward, Dafna Goor, Avni Shah, and Nicole Mead.

“It’s Not What You Do, It’s What You Think: The Science of Beliefs in the Marketplace,” *European Marketing Academy Conference*, Budapest, Hungary, 2020. Speakers: Leonard Lee, Yan Meng, Janet Schwartz, and Nicole Mead. (Conference cancelled due to COVID-19.)

“Virtue, Act II? The Power of the Mind in Shaping Post Self-Regulation Behavior,” *Society for Consumer Psychology Boutique Conference*, Sydney, Australia, 2018. Speakers: Szu-Chi Huang, Joshua Clarkson, and Keith Wilcox.
 Discussant: Nicole Mead.

“Virtue, Act II? The Power of the Mind in Shaping Post Self-Regulation Behavior,” *Society for Experimental Social Psychology Conference*, Boston, MA, 2017.
 Speakers: Szu-Chi Huang, Edward Hirt, Nicole Mead, Keith Wilcox.

“Ego Depletion 2.0: New Perspectives on the What, When, and Why of Ego Depletion,” *Society for Consumer Psychology International Conference*, Vienna, Austria, 2015. Speakers: Juliano Laran, Nicole Mead, Keith Wilcox.

“From the Bottom to the Top: How Hierarchical Rank Affects Voice, Decision Making, and Unethical Behavior,” *Association for Psychological Science*, NYC, NY, 2015.
 Speakers: Roy Baumeister, Adam Galinsky, Joe Magee, Derek Rucker.

“Making a Difference with Metal Pieces: New Findings on Seeing, Possessing, and Losing Money,” *Association for Consumer Research*, Chicago, IL, 2013.
 Speakers: Yuwei Jiang, Nicole Mead, Kristina Durante, and Ayelet Gneezy.

- “The Best of Times, The Worst of Times: How Resource Abundance and Scarcity Shape Consumer Behavior,” *Association for Consumer Research*, Vancouver, BC, 2012. Speakers: Ravi Mehta, Femke van Horen, Nicole Mead, and Crystal Hall.
- “How Metacognition and Cognition Influence Craving and Consumption,” *Society for Personality and Social Psychology Annual Meeting*, San Diego, CA, 2012. Speakers: Young Eun Huh, E.J. Masicampo, Loran Nordgren, and Vanessa Patrick.
- “New Perspectives on Depletion: Expanding the Boundaries and Nature of Depletion,” *Association for Consumer Research Conference*, Jacksonville, FL, 2010. Speakers: Joshua Ackerman, Shai Danziger, Brandon Schmeichel, and Yael Zemack-Rugar.
- “The Science of Money and Relationships: Ways that Money Helps and Hurts Interpersonal Functioning,” *Society for Personality and Social Psychology Annual Meeting*, Las Vegas, NV, 2010. Speakers: Nicole Mead, Scott Rick, Peter Caprariello, and Xinyue Zhou.
- “Homo Consumicus: Emerging Research in Evolutionary Consumer Behavior,” *Association for Consumer Research Conference*, Memphis, TN, 2007. Speakers: Nicole Mead, Suresh Ramanathan, Vladas Griskevicius, and Bram Van den Bergh. Discussant: Darren Dahl.

CONFERENCE PRESENTATIONS

- “The Pursuit of Meaning and the Preference for Less Expensive Options,” *Society for Experimental Social Psychology meeting*, Santa Barbara, 2021.
- “Meaning Comes Cheap: The Pursuit of Meaning and the Preference for Low Price Options,” *Association for Consumer Research*, Virtual Conference, 2020.
- “The Pursuit of Meaning Leads to Frugality,” *European Marketing Academy Conference*, Budapest, Hungary, 2020. (Conference cancelled due to COVID-19.)
- “Ascending through the Hierarchy: When those who Lack Power Disrupt the Social Order of the Their Group,” *Society for Personality and Social Psychology*, New Orleans, LA, 2020.
- “Meaning and Money Don’t Mix: The Link Between Meaningful Consumption and Frugality,” *INFORMS Marketing Science*, Rome, Italy, 2019.
- “Changes in Environment Restore Self-Control,” *Association for Consumer Research*, Dallas, TX, 2018.

- “When Perceiving Oneself as a Spender Increases Saving,” *Association for Consumer Research*, Dallas, TX, 2018.
- “Mental Resets: A Change in Environmental Context Restores Self-Control,” *Society for Consumer Psychology*, Dallas, TX, 2018.
- “The Broken Bargain: Social Exclusion Reduces Willingness to Incur Personal Costs for the Sake of Society,” *Association for Consumer Research*, San Diego, CA, 2017.
- “Real and Imagined Changes in Environment Stimulate Self-Regulation,” *Society for Experimental Social Psychology*, Boston, MA, 2017.
- “Can Broken Hearts Lead to an Endangered Planet? Social Exclusion Reduces Sustainable Consumption,” *Society for Consumer Psychology*, San Francisco, CA, 2017.
- “Postponement Specificity Differentially Affects Desire and Consumption,” *Association for Consumer Research*, Berlin, Germany, 2016.
- “A Change is as Good as a Rest: Changing Contexts Restores Self-Control,” *Association for Consumer Research*, Berlin, Germany, 2016.
- “Shaking Things Up: Group Members Seek Hierarchy Malleability to Acquire Power,” *Academy of Management*, Vancouver, Canada, 2015. *Selected as a Showcase Symposia.
- “A Change is as Good as Rest: Changing Contexts Offsets Ego Depletion,” *Society for Consumer Psychology International Conference*, Vienna, Austria, 2015.
- “Close Relationships Theory in Consumer Behavior: Bridging Brand and Interpersonal Relationships Research,” Roundtable participant, *Association for Consumer Research*, Baltimore, MD, 2014.
- “Can Broken Hearts Lead to an Endangered Planet? Social Exclusion Reduces Willingness to ‘Go Green,’” *Association for Consumer Research*, Baltimore, MD, 2014.
- “Monetary Cues Alter Interpersonal Behavior Because They Activate an Exchange Orientation,” *Association for Consumer Research*, Chicago, IL, 2013.
- “When Tomorrow Does Not Come: Postponing Pleasures Facilitates Self-Control,” *European Association for Consumer Research*, Barcelona, Spain, 2013.
- “Postponing Pleasures Facilitates Self-Control,” *La Londe Conference in Marketing Communications and Consumer Behavior*, France, 2013.
- “Reminders of Money Alter Interpersonal Behavior Because They Activate an Exchange Orientation,” *Association for Psychological Science*, Washington, DC, 2013.

“Perceived Resource Scarcity Reduces Trust among Men but Increases Trust among Women,” *Association for Consumer Research*, Vancouver, BC, 2012.

“Because I Deserve It! Entitlement Leads to Financial Risk Taking,” *European Marketing Academy Conference*, Lisbon, PT, 2012.

“Subtle Reminders of Money Increase Achievement Motivation Among Women but Decrease it Among Men,” *Society for Personality and Social Psychology*, San Diego, CA, 2012.

“In Praise of Putting Things Off: Postponing Consumption Pleasures Facilitates Self-Control,” *Association for Consumer Research*, St. Louis, MO, 2011.

“On Keeping Your Enemies Close: Power Causes People to Seek Proximity to Ingroup Power-Threats,” *Society for Personality and Social Psychology*, San Antonio, TX, 2011.

“Social Exclusion Causes People to Spend and Consume Strategically in the Service of Affiliation,” *Association for Consumer Research*, Jacksonville, FL, 2010.

“There is No “You” in Money: Reminders of Money Reduce the Motivation for Social Acceptance,” *Behavioral Decision Research in Management Conference*, Pittsburgh, PA, 2010.

“There is No “You” in Money: Reminders of Money Reduce the Motivation for Social Acceptance,” *European Marketing Academy Conference*, Copenhagen, Denmark, 2010.

“There is No “You” in Money: Reminders of Money Heighten Egocentrism and Decrease Likability,” *Society for Personality and Social Psychology*, Las Vegas, NV, 2010.

“Reminders of Money Weaken Sociomoral Responses,” *Association for Consumer Research*, Pittsburgh, PA, 2009.

“Too Tired to Tell the Truth: Self-Control Resource Depletion Increases Dishonest Behavior,” *Society for Judgment and Decision Making*, Chicago, IL, 2008.

“Reminders of Money Reduce Self-Presentation and Interpersonal Likability,” *Association for Consumer Research*, San Francisco, CA, 2008.

“I Won’t Think About You Unless I Need You: Money Influences Social Information Processing,” *Society for Judgment and Decision Making*, Long Beach, CA, 2007.

“Reconnection Through Consumption: Socially Excluded People Adapt Consumption Patterns to Serve Affiliation Needs,” *Association for Consumer Research*, Memphis, TN, 2007.

“Self-Regulatory Depletion Makes People More Extreme in their Emotions and Judgments,” *Yale Whitebox Conference on Behavioral Science*, New Haven, CT, 2007.

POSTER PRESENTATIONS

“Power Causes Socially Harmful Behavior Because it Unleashes Narcissism,” *Society for Personality and Social Psychology Annual Meeting*, New Orleans, LO, 2013.

“Too Tired to Tell the Truth: Self-Control Resource Depletion and Dishonest Behavior,” *Society for Personality and Social Psychology Annual Meeting*, Tampa, FL, 2009.

“I Won’t Think About You Unless I Need You: The Effect of Money on Social Perception,” *Judgment and Decision Making Preconference at the Society for Personality and Social Psychology Annual Meeting*, Albuquerque, NM, 2008.

“Does a Broken Heart Lead to an Empty Wallet? Social Exclusion Affects Personal Spending Patterns,” *Society for Personality and Social Psychology Annual Meeting*, Albuquerque, NM, 2008.

“Priming Money Heightens Attention Toward the Self,” *Society for Personality and Social Psychology Annual Meeting*, Memphis, TN, 2007.

“Does a Broken Heart Lead to an Empty Wallet? Social Exclusion Affects Spending,” *Association for Consumer Research*, Orlando, FL, 2006.

“Priming Money Reduces Helping,” *Society for Personality and Social Psychology Annual Meeting*, Palm Springs, CA, 2006.

“Extreme Judgments as a Result of Self-Regulatory Resource Depletion,” *Society for Judgment and Decision Making Annual Meeting*, Toronto, ON, Canada, 2005.

DOCTORAL SUPERVISION and DEFENSES

Supervision

2017-2023, Dede Narh (Co-Advisor), *University of Melbourne*

2017-2021, Jay Zenkić (Co-Advisor), *University of Melbourne*

- Honorable Mention, SCP Dissertation Proposal Competition, 2021
- Winner of the KU Research Institute for Business and Economics in Service of Humanity (BESH) Doctoral Research Award for Well-Being Research, 2020
- Winner of the ACR/Sheth Foundation Dissertation Award, 2020
- ING Think Forward Grant Recipient, 2019-2021
- Placement: Deakin University, Marketing Department

2013-2018, Anika Stuppy (Co-Advisor), *Erasmus University*

- Placement: Tilburg University, Marketing Department

Defenses and Committees

2021, Eric Tu (Internal Examiner), *Psychology, York University*
 2021, Andrew Hunter (Internal/External Examiner), *Psychology, York University*
 2017, Sumaya AlBalooshi (External Committee Member), *BI Oslo*
 2016, Roger Pagà Peris (Committee President), *Pompeu Fabra University*
 2016, Iris Versluis (Committee Member), *Erasmus University*
 2016, Irene Consiglio (Defense Committee Member), *Erasmus University*
 2015, Ioannis Evangelidis (Defense Committee Member), *Erasmus University*

PROFESSIONAL SERVICE

Schulich School of Business, York University

- Marketing area PhD coordinator, 2023-present
- Scientific Director of the SSB Behavioural Lab, 2020-2021, 2023-present
- Faculty Representative, Decanal Search Committee, 2021
- Marketing Seminar Series Coordinator 2020-2021
- Ad-Hoc Committee Member, Tenure and Promotion, 2021
- Student Affairs Committee Member, 2020

University of Melbourne

- Founder and Organizer of the Experimental Lunchtime Chat (ELC) Group, 2016-2018
- Faculty Representative, Experimental Research Facility Committee, 2016-2018

Rotterdam School of Management, Erasmus University

- Director of the [RSM Frontiers in Marketing Master-Class Series](#), 2015-2016
- Co-Director of the MSc Honors Program in Marketing Management, 2014-2016
- Founder and Organizer of the Lunch Club, Marketing Department, Rotterdam School of Management, 2012-2014
- Faculty Recruitment Coordinator, 2013-2014

Conference Planning

- Associate Editor, Association for Consumer Research Conference, 2023
- Doctoral Consortium Co-Chair, Association for Consumer Research Conference, 2022
- Social Responsibility, Sustainability, & Well-Being Track Chair, Winter AMA Conference, 2022
- Organizer of PhD Day, Marketing Management, Erasmus University, 2013-2015
- Organizer of Graduate Research Day, Florida State University, 2008-2010

Grants and Awards Committee Member

- Israel Science Foundation, Personal Research Grants Reviewer, 2021
- SCP Dissertation Proposal Competition Reviewer, 2020
- ACR/Sheth Dissertation Award Committee Member, 2019-2023
- Howard/AMA Doctoral Dissertation Award Reviewer, 2017-2019

- ACR Travel Stipend Selection Committee Member, 2017
- Alden G. Clayton Dissertation Competition (Marketing Science Institute) Reviewer, 2020

Conference Program Committee Member

- Association for Consumer Research, 2015, 2016, 2017, 2021
- Society for Consumer Psychology, 2016-2023
- Society for Consumer Psychology Boutique Conference (Sydney), 2018
- Society for Consumer Psychology International Conference, 2015
- European Conference of the Association for Consumer Research, 2013, 2018

Journal Activities

Ad-hoc Reviewer for: Journal of the Association for Consumer Research, Journal of Consumer Psychology, Journal of Experimental Psychology: General, Journal of Marketing, Journal of Marketing Research, Management Science, Organizational Behavior and Human Decision Processes, Personality and Social Psychology Bulletin, Personality and Social Psychology Review, PLOS ONE, Psychological Science, Review of General Psychology, Social Psychological and Personality Science, and Stress and Health.

FELLOWSHIPS AND GRANTS

Social Sciences and Humanities Research Council of Canada (SSHRC), Insight Development Grant, 2020-2024 (CAD \$72,230)

ING Think Forward Initiative Short-Term Research Grant, 2019 (€9,500)

University of Melbourne, Faculty Research Grant, 2018 (AUD \$10,000)

University of Melbourne, Revise & Resubmit Research Grant, 2017, 2018 (AUD \$4,000)

University of Melbourne, Faculty Research Grant, 2017 (AUD \$20,000)

European Association for Social Psychology Summer Institute, Cardiff, Wales, 2008

Summer Institute in Informed Patient Choice Fellowship, Dartmouth College, 2007

SSHRC, Doctoral Fellowship Grant (international study), 2006-2009 (CAD \$60,000)

TEACHING

Advanced Consumer Behavior (PhD)

- Faculty of Business and Economics, University of Melbourne, 2017-2018

Consumer Behavior (Masters of Business Administration)

- Melbourne Business School, 2017

Nudging Consumer Choice (Marketing Management MSc)

- Rotterdam School of Management, Erasmus University, 2014-2016
- Responsible for developing and implementing the course into the curriculum

Marketing Management (both undergraduate and postgraduate)

- Schulich School of Business, York University, 2019-2021
- Faculty of Business and Economics, University of Melbourne, 2017-2018
- Rotterdam School of Management, Erasmus University, 2013-2016
 - 2015 Best Professor of the Year Nominee; Student Representation
 - 2014 Best Professor of the Year Winner; Student Representation
 - 2013 Best Professor of the Year Winner; Student Representation
- Católica-Lisbon School of Business and Economics, 2011

Thesis supervision

- Marketing Management MSc, Rotterdam School of Management, 2012-2016
- Marketing MSc, Católica-Lisbon School of Business and Economics, 2011
- Marketing BSc and MSc, Tilburg University, 2009-2011

PROFESSIONAL MEMBERSHIPS

Elected Fellow of the Society of Experimental Social Psychology (SESP)
Association for Consumer Research
Society for Consumer Psychology
Society for Personality and Social Psychology