

MARK J. LANDAU

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EDUCATION

Ph.D. Psychology, University of Arizona (2007)
M.A. Psychology, University of Colorado (2002)
B.A. Psychology, Skidmore College (1999)

EMPLOYMENT

2019-Present: Full Professor, Dept. of Psychology, University of Kansas
2013-2019: Associate Professor, Dept. of Psychology, University of Kansas
2007-2013: Assistant Professor, Dept. of Psychology, University of Kansas
2003-2007: Graduate Research Assistant, Dept. of Psychology, University of Arizona

PROFESSIONAL ORGANIZATIONS

International Society for the Science of Existential Psychology, Co-Founder & VP
Society for Personality and Social Psychology
Society of Experimental Social Psychology
International Society for Self and Identity
KU Cancer Center (Cancer Control and Population Health Program)

PERSONAL STATEMENT

Mark Landau, Psychology Professor at KU, received his Ph.D. from the University of Arizona in 2007. His research interests revolve around two themes within social and cognitive psychology. One focuses on the core motives that drive everyday thought and behavior. He has shown that deep-seated existential concerns (e.g., mortality denial) motivate individuals' efforts to make meaningful sense of the social world and their lives. The second theme concerns the cognitive mechanisms that people ordinarily use to understand abstract social concepts. Inspired by perspectives on conceptual metaphor, he has shown that conceptual mappings between superficially dissimilar concepts shape the self-concept, social and political cognition, unconscious motivation, and health decision making. He has received a number of awards recognizing his research, including APA's Early Career Award and SPSP's Theoretical Innovation Prize. His application of metaphor theory to study political attitudes and decision making was funded by the National Science Foundation. He received a grant from the National Institute of Mental Health to study the effectiveness of using metaphors in health communication. He has authored or co-edited three books, including *Conceptual Metaphor in Social Psychology: The Poetics of Everyday Life*. He co-founded and serves as the Vice President for the *International Society for the Science of Existential Psychology*.

AWARDS AND HONORS

- Winner, KU's Grant Goodman Undergraduate Mentor Award (2024).
- Nominated for the J. Michael Young Academic Advisor Award (2024).
- Finalist for KU's 2022 HOPE teaching award offered by the Student Alumni & Endowment Board and Student Alumni Network.
- Nominated for the Grant Goodman Undergraduate Mentor Award (2020).
- Winner, *Self & Identity*'s 2018 Paper of the Year Award, Landau et al., "Why life speeds up: Chunking and the passage of autobiographical time."
- Recipient, 2018 Friends of the Life Span Institute Investigator Award (\$7,500).
- Recipient, 2017 American Psychological Association Award for Distinguished Scientific Early Career Contributions to Psychology (aka, APA Early Career Award).
- Honorable Mention, K. Barbara Schowen Undergraduate Research Mentor Award (2018).
- Winner, Outstanding Presentation Award at the Research Symposium of the KU Center for Undergraduate Research (Theisen & Landau, 2017).
- Recipient, Leading Light Award, Office of the Provost, University of Kansas (2014).
- Recipient, 2013 Outstanding Early Career Award, International Society for Self and Identity (May 2013).
- Recipient, SPSSI's 2012 Otto Klineberg Award for Sullivan, Landau et al., "Competitive Victimhood as a Response to Accusations of Ingroup Harmsdoing" (\$1000).
- Recipient, 2012 SPSP Graduate Student Committee Student Poster Award for Keefer & Landau ("Attachment to objects as compensation...").
- Recipient, 2011 Sage Young Scholars Award (\$5000).
- Recipient, 2011 SPSP Theoretical Innovation Prize (\$750).
- Member, Fall Faculty Colloquium, Hall Center for the Humanities, KU (\$1000; 2011).
- 2008 Dissertation Award finalist, Society for Experimental Social Psychology.
- 2004 Student Publication Award, Society of Personality and Social Psychology (\$750).
- 2004 Top Paper Award, National Communication Association, Miller & Landau (2005).
- 2001 Outstanding Graduate Student Award, Psychological Society of the Pikes Peak Region.

EXTERNAL FUNDING

New Faculty General Research Fund-2302187 (\$7,839) Landau (PI) 3/1/09-4/1/09
University of Kansas (Internal)

Exploring the Cognitive Underpinnings of the Self-Concept

This project examined the role that conceptual metaphors play in people's efforts to structure their self-concepts and make meaningful sense of their experiences across the lifespan.

BCS-1222047 (\$250,000) Landau (PI) 8/01/12-7/31/15
NSF

Examining how Exposure to Metaphorical Framing Influences Attitudes toward Sociopolitical Issues

The project examined how, and under what conditions, exposure to metaphoric messages in persuasive communications impacts message recipients' attitudes toward pressing social and political issues.

R01CA185378 (\$1,346,366) Landau (PI) 6/1/14-5/31/18
NIH / National Cancer Institute

Cognitive and Emotional Processes of Metaphoric Cancer Communications

This project tested a novel conceptual model positing that exposure to metaphoric cancer-related messages can produce the emotion-cognition interaction most likely to motivate recommended cancer-prevention behavior.

TWCF-0416 (\$100,000) Landau (Co-PD) 08/2020-12/2023
Templeton World Charity Foundation (TWCF)

International Society for the Science of Existential Psychology

This donation was awarded to support the establishment of a new academic society that I co-founded, called the *International Society for the Science of Existential Psychology*. The donation is designed to cover, among other costs, the creation of a new website, the establishment of an annual research grants program, annual awards, an annual conference event and conference awards, and the creation and curation of educational materials, including original articles, interviews with prominent researchers, and pedagogical resources.

TWCF-2022-30414 (\$254,000) Landau (Co-PD) 12/23-12/26
Templeton World Charity Foundation (TWCF)

Continuing, Expanding, and Sustaining the Impact of the International Society for the Science of Existential Psychology

This grant was awarded to support ISSEP's continued growth. The grant is designed to expand the Society's scope to encourage cross-cultural research, inclusion of researchers and students from under-represented groups and cultural contexts, and efforts to establish a continuing endowment for the Society in the years ahead.

RESEARCH

PUBLICATIONS

* *Graduate Student Co-author*

φ *Equal Authorship*

^ *Undergraduate Co-author*

2024 AND IN PRESS

125. Ryu, Y-J.* **Landau, M.J.**, Arnold, S.E.* , & Arndt, J. (in press). Why life moves fast: Exploring the mechanisms behind autobiographical time perception. *Personality and Social Psychology Bulletin*.

124. Miller, J.* , & **Landau, M.J.** (in press). The core of division: Examining how essentialist views of the U.S. underlie right-wing authoritarianism, social dominance orientation, and nationalism. *Analyses of Social Issues and Public Policy*.

123. **Landau, M.J.**, Kenny, A.* , & Ryu, Y-J* (in press). Metaphor shapes existential cognition. In K. Vail, D. Van Tongeren, R. Schlegel, J. Greenberg, L. King, & R. Ryan (Eds.), *Handbook of the science of existential psychology*. Guilford Press.

122. **Landau, M.J.**, Ryu, Y-J.* , Greenberg, J., Chur, M.* , & Pyszczynski, T. (in press). Why is existential uncertainty distressing and persistent? A terror management perspective. In P. Carroll, K. Rios., & K. Oleson (Eds.), *Handbook of the uncertain self* (2nd ed). Routledge.

121. Harvell-Bowman, L.A., Burke, B., & **Landau, M.J.** (in press). Mortality salience. In Nai, A., Grömping, M., & Wirz, D. (Eds). *Elgar encyclopedia of political communication*. Cheltenham: Edward Elgar Publishing.

2023

120. Ting, A.* , Gillath, O., & **Landau, M.J.** (2023). Dear old love: Effects of reflecting on nostalgic memories about ex-partners on current romantic relationship. *European Journal of Social Psychology*, 53, 15-28.

119. Huang, K-J.* , Chang, Y-H.* , & **Landau, M.J.** (2023). Pandemic nostalgia: Reduced social contact predicts consumption of nostalgic music during the COVID-19 pandemic. *Social Psychological and Personality Science*, 19485506221149463.

2022



2021

118. Jiminez, T.*, Arndt, J., & **Landau, M.J.** (2021). Walls block waves: Using an inundation metaphor of immigration predicts support for a border wall. *Journal of Social and Political Psychology*, 9, 159-171.

117. Greenberg, J., Schmader, T., Arndt, J., & **Landau, M.J.** (2021). *Social psychology: The science of everyday life, 3rd Edition* (textbook). New York, NY: Worth.

116. **Landau, M.J.** (2021). Comparing metaphor theory and embodiment in research on social cognition. In M. Robinson & L. Thomas (Eds.), *Handbook of Embodied psychology* (pp. 451-476). Springer.

2020

115. Pyszczynski, T., & **Landau, M.J.** (2020). In his own image: An existential evolutionary perspective on the origins and function of religion. In K. Vail & C. Routledge (Eds.), *The science of religion, spirituality, and existentialism* (pp. 307-324). Elsevier Press.

114. Greenberg, J., Helm, P.J., **Landau, M.J.**, & Solomon, S. (2020). Dwelling forever in the house of the lord: On the terror management function of religion. In K. Vail & C. Routledge (Eds.), *The science of religion, spirituality, and existentialism* (pp. 3-20). Elsevier Press.

113. Kay, A.C., & **Landau, M.J.** (Dec. 06, 2020). Why so many people want to believe the election was stolen. *www.latimes.com*.

112. Axt, J.R., **Landau, M.J.**, & Kay, A.C. (2020). The psychological appeal of fake-news attributions. *Psychological Science*, 31, 848-857.

111. Vail, K.E, Sullivan, D., **Landau, M.J.**, & Greenberg, J. (2020). Applying existential social psychology to mental health. *Journal of Social and Clinical Psychology*, 39, 229-237.

110. Axt, J.R., **Landau, M.J.**, & Kay, A.C. (2020). Fake news attributions as a source of nonspecific structure. In R. Greifeneder, M. Jaffé, E. J. Newman, & N. Schwarz (Eds.), *The psychology of fake news: Accepting, sharing, and correcting misinformation* (pp. 220-234). London: Routledge.

109. Mosley, A.J.*, Swanson, T.J.*, & **Landau, M.J.** (2020). Embodied health. In K. Sweeny & M. Robbins (Eds.), *Wiley Encyclopedia of Health Psychology (Vol. 2)*. Online publication.

2019

108. **Landau, M.J.**, Cameron, L.D., Arndt, J., Hamilton, W.K.*, Swanson, T.J.*, & Bultmann, M.* (2019). Beneath the surface: Abstract construal mindset increases receptivity to metaphors in health communications. *Social Cognition*, 37, 314-340.

107. Swanson, T.J.*, & **Landau, M.J.** (2019). Terror management motivation fuels structure-seeking. In C. Routledge & M. Vess (Eds.), *The handbook of terror management theory* (pp. 133-156). Elsevier.

106. DeFrain, M.^, **Landau, M.J.**, & Greenberg, J. (2019). A harrowing journey into the heart of motherhood: Tully. *Ernest Becker Foundation Newsletter*, 26, 5-6.

2018

105. Baumeister, R., & **Landau, M.J.** (2018). Finding the meaning of meaning: Emerging insights into four grand questions. *Review of General Psychology*, 22, 1-10.

104. **Landau, M.J.**, Khenfer, J.*, Keefer, L.A., Swanson*, T.J., & Kay, A.C. (2018). When and why does belief in a controlling god strengthen goal commitment? *Journal of Experimental Social Psychology*, 75, 71-82.

103. **Landau, M.J.**, Zhong, C. B., & Swanson, T. J.* (2018). Conceptual metaphors shape consumer psychology. *Consumer Psychology Review*, 1, 54-71.

102. **Landau, M.J.**, Arndt, J., & Cameron, L.D. (2018). Do metaphors in health messages work? Exploring emotional and cognitive factors. *Journal of Experimental Social Psychology*, 74, 135-149.

101. Baldwin, M., **Landau, M.J.**, & Swanson, T.J.* (2018). Metaphors can give life meaning. *Self and Identity*, 17, 163-193.

100. Spina, M.* Arndt, J., **Landau, M.J.**, & Cameron, L.D. (2018). Enhancing health message framing with metaphor and cultural values: Impact on Latinas' cervical cancer screening. *Annals of Behavioral Medicine*, 52, 106-115.

99. Greenberg, J., Schmader, T., Arndt, J., & **Landau, M.J.** (2018). *Social psychology: The science of everyday life, 2nd Edition* (textbook). New York, NY: Worth.

98. **Landau, M.J.**, Arndt, J., Swanson, T.J.*, & Bultmann, M.N.* (2018). Why life speeds up: Chunking and the passage of autobiographical time. *Self and Identity*, 17, 294-309. Winner of *Self & Identity's* 2018 Paper of the Year Award.

97. **Landau, M.J.** (2018). Using metaphor to find meaning in life. *Review of General Psychology*, 22, 62-72.

96. Laurin, K., Kay, A.C., & **Landau, M.J.** (2018). Structure and goal pursuit: Individual and cultural differences. *Advances in Methods and Practices in Psychological Science*, 1, 591-494.

2017

95. Keefer, L.A.*, Mosley, A.J.*, & **Landau, M.J.** (2017). Fetishism and gender. In K. Nadal (Ed.), *The SAGE Encyclopedia of Psychology and Gender* (pp. 578-580).
94. Zestcott, C.A.*, Stone, J., & **Landau, M.J.** (2017). The role of conscious attention in how weight serves as an embodiment of importance. *Personality and Social Psychology Bulletin*, *43*, 1712-1723.
93. **Landau, M.J.**, Barrera, J.^, & Keefer, L.A. (2017). On the road: Combining possible identities and metaphor to motivate disadvantaged middle-school students. *Metaphor and Symbol*, *34*, 276-290.
92. Ma, A.*, **Landau, M.J.**, Narayanan, J.*, & Kay, A. C. (2017). Thought-control difficulty motivates structure-seeking. *Journal of Experimental Psychology: General*, *146*, 1067-1072.
91. **Landau, M.J.** (2017). *Conceptual metaphor in social psychology: The poetics of everyday life*. New York, NY: Routledge.
90. **Landau, M.J.**, Keefer, L.A.*, Swanson, T.J.* (2017). "Undoing" a rhetorical metaphor: Testing the metaphor extension strategy. *Metaphor and Symbol*, *32*, 63-83.

2016

89. Sullivan, D.*, Stewart, S.A.^, **Landau, M.J.**, Liu, S., Yang, Q., & Diefendorf, J.^ (2016). Exploring repressive suffering construal as a function of collectivism and social morality. *Journal of Cross-Cultural Psychology*, *47*(7), 903-917.
88. Keefer, L.A.*, & **Landau, M.J.** (2016). Metaphor and analogy in everyday problem solving. *WIREs Cognitive Science*, *7*, 394-405.
87. White, M.H.*, & **Landau, M.J.** (2016). Metaphor in intergroup relations. *Social and Personality Psychology Compass*, *10*, 707-721.
86. Kosloff, S., **Landau, M.J.**, & Burke, B.L. (2016). Terror management and politics: Comparing and integrating the 'conservative shift' and 'political worldview defense' hypotheses. In L. Harvell & G. Nisbett (Eds.), *Denying death: An interdisciplinary approach to terror management theory* (pp. 28-46). New York, NY: Routledge.
85. Sullivan, D.*, **Landau, M.J.**, & Kay, A.C. (2016). When enemies go viral (or not): A real-time experiment during the "Stop Kony" campaign. *Psychology of Popular Media Culture*, *5*, 15-26.
84. Greenberg, J., **Landau, M.J.**, Kosloff, S., Soenke, M.*, & Solomon, S. (2016). How our means for feeling transcendent of death foster prejudice, stereotyping, and intergroup conflict: Terror management theory. In T. Nelson (Ed.), *Handbook of prejudice, stereotyping, and discrimination: 2nd edition* (pp. 107-148). New York, NY: Taylor & Francis.

2015

83. Rothschild, Z.K.*, **Landau, M.J.**, Sullivan, D.*, & Keefer, L.A.* (2015). Another's punishment cleanses the self: Evidence for a moral cleansing function of punishing moral transgressors. *Motivation and Emotion*, *39*, 722-741.
82. **Landau, M.J.**, Nelson, N.M., & Keefer, L.A.* (2015). Divergent effects of metaphoric company logos: Do they convey what the company does or what I need? *Metaphor and Symbol*, *30*, 314-338.
81. Baldwin, M.*, Biernat, M. ^φ & **Landau, M. J.** ^φ (2015). Remembering the real me: Nostalgia offers a window to the intrinsic self. *Journal of Personality and Social Psychology*, *108*, 128-147.
80. Keefer, L.A.*, & **Landau, M.J.** (2015). Frighteningly similar: Relationship metaphors elicit defensive information processing. *Social Psychological and Personality Science*, *6*, 931-939.
79. Rangan, P.*, Singh, S.N., **Landau, M.J.**, & Choi, J. (2015). Impact of death-related television programming on advertising evaluation. *Journal of Advertising*, *44*, 326-337.
78. Greenberg, J., Schmader, T., Arndt, J., & **Landau, M.J.** (2015). *Social psychology: The science of everyday life* (textbook). New York, NY: Worth.
77. **Landau, M.J.**, Kay, A.C., & Whitson, J.A. (2015). Compensatory control and the appeal of a structured world. *Psychological Bulletin*, *141*, 694-722.
76. **Landau, M.J.**, & Keefer, L.A.* (2015). The persuasive power of political metaphors. In J. P. Forgas, W. Crano, & K. Fiedler (Eds.), *Social psychology and politics* (pp. 129-142). New York, NY: Psychology Press.
75. **Landau, M.J.**, & Keefer, L.A.* (2015). Situations change thought and behavior through metaphor. In K. Reynolds & N. Branscombe (Eds.), *The psychology of change: Life contexts, experiences, and identities* (pp. 189-208). New York, NY: Taylor & Francis.
74. Kay, A.C., Sullivan, D.*, & **Landau, M.J.** (2015). Psychological importance of beliefs in control and order: Historical and contemporary perspectives in social and personality psychology. In E. Borgida & J. Bargh (Eds.), *APA handbook of personality and social psychology: Attitudes and social cognition* (Vol. 1; pp. 309-337). Washington, DC: APA.

2014

73. **Landau, M.J.**, Oyserman, D., Keefer, L. A.* , & Smith, G.C.* (2014). The college journey and academic engagement: How metaphor use enhanced identity-based motivation. *Journal of Personality and Social Psychology*, *106*, 679-698.

72. Sullivan, D.*, **Landau, M.J.**, Young, I. F.^, & Stewart, S. A.^ (2014). The dramaturgical perspective in relation to self and culture. *Journal of Personality and Social Psychology*, *107*, 767-790.
71. Keefer, L. A.*, **Landau, M. J.**, Sullivan, D.*, & Rothschild, Z. K.* (2014). Embodied metaphor and abstract problem solving: Testing a metaphoric fit hypothesis in the health domain. *Journal of Experimental Social Psychology*, *55*, 12-20.
70. **Landau, M. J.**, & Keefer, L. A.* (2014). This is like that: Metaphors in public discourse shape attitudes. *Social and Personality Psychology Compass*, *8*, 463-473.
69. Keefer, L. A.*, & **Landau, M. J.**, Sullivan, D.*, & Rothschild, Z. K.* (2014). The object of affection: Subjectivity uncertainty increases objectification in close relationships. *Social Cognition*, *32*, 484-504.
68. **Landau, M. J.**, Keefer, L. A.*, & Rothschild, Z. K.* (2014). Epistemic motives moderate the effect of metaphoric framing on attitudes. *Journal of Experimental Social Psychology*, *53*, 125-138.
67. Keefer, L. A.*, & **Landau, M. J.** (2014). Non-human support: Broadening the scope of attachment theory. *Social and Personality Psychology Compass*, *8*, 524-535.
66. **Landau, M. J.**, & Sullivan, D.* (2014). Terror management motivation at the core of personality. In L. Cooper & R. Larsen (Eds.), *APA handbook of personality and social psychology: Personality processes and individual differences* (Vol. 4; pp. 209-230). Washington, DC: APA.
65. Sullivan, D.*, **Landau, M. J.**, Rothschild, Z. K.*, & Keefer, L. A.* (2014). Searching for the root of all evil: An existential-sociological perspective on political enemyship and scapegoating. In J. van Prooijen & P. A. M. van Lange (Eds.), *Power, politics, and paranoia: Why people are suspicious of their leaders* (pp. 292-311). Cambridge, UK: Cambridge University Press.
64. Kay, A. C., Laurin, K., Fitzsimons, G. M., & **Landau, M. J.** (2014). A functional basis for structure-seeking: Exposure to structure promotes willingness to engage in motivated action. *Journal of Experimental Psychology: General*, *143*, 486-491.
63. Baldwin, M.*, & **Landau, M. J.** (2014). Exploring nostalgia's influence on psychological growth. *Self and Identity*, *13*, 162-177.
62. **Landau, M. J.**, Robinson, M., & Meier, B. (2014). Metaphor research in social-personality psychology: The road ahead. In M. J. Landau, M. D. Robinson, & B. P. Meier (Eds.), *The power of metaphor: Examining its influence on social life* (pp. 269-286). Washington, DC: APA Press.
61. **Landau, M. J.**, Robinson, M., & Meier, B. (2014). Introduction. In M. J. Landau, M. D. Robinson, & B. P. Meier (Eds.), *The power of metaphor: Examining its influence on social life* (pp. 3-16). Washington, DC: APA Press.

60. **Landau, M. J.**, Robinson, M., & Meier, B. (Eds.) (2014). *The power of metaphor: Examining its influence on social life*. Washington, DC: APA Press.

2013

59. Solomon, S., & **Landau, M. J.** (2013). *Little Murders: Cultural animals in an existential age*. In D. Sullivan & J. Greenberg (Eds.), *Death in classic and contemporary film: Fade to black* (pp. 55-72). New York: Palgrave Macmillan.

58. Sullivan, D.* , **Landau, M.J.**, Branscombe, N. R., Rothschild, Z. K.* , Cronin, T.J.* (2013). Self-harm focus leads to greater collective guilt: The case of the U.S.-Iraq conflict. *Political Psychology*, 34, 573-587.

57. Greenberg, J., **Landau, M.**, & Arndt, J. (2013). Mortal cognition: Viewing self and the world from the precipice. In D. Carlston (Ed.), *The Oxford handbook of social cognition* (pp. 680-701). New York: Oxford University Press.

56. Rothschild, Z. K.* , **Landau, M. J.**, Molina, L., Branscombe, N. R., & Sullivan, D.* (2013). Displacing blame over the ingroup's harming of a disadvantaged group can fuel moral outrage at a third-party scapegoat. *Journal of Experimental Social Psychology*, 49, 898-906.

55. Burke, B. L., Kosloff, S., & **Landau, M. J.** (2013). Death goes to the polls: A meta-analysis of mortality salience effects on political attitudes. *Political Psychology*, 34, 183-200.

54. Soenke, M.* , **Landau, M. J.**, & Greenberg, J. (2013). Sacred armor: Religion's role as a buffer against the anxieties of life and the fear of death. In K. Pargament (Ed.-in-Chief), J. Exline & J. Jones (Assoc. Eds.), *APA handbooks in psychology: APA handbook of psychology, religion, and spirituality: Vol 1* (pp. 105-122). Washington, DC: American Psychological Association.

53. Arndt, J., **Landau, M. J.**, Vail, K. E., & Vess, M. (2013). An edifice for enduring personal value: A terror management perspective on the human quest for multilevel meaning. Invited chapter in K. D. Markman, T. Proulx, & M. J. Lindberg (Eds.), *The psychology of meaning* (pp. 49-69). New York: APA books.

2012

52. **Landau, M. J.**, Sullivan, D.* , Keefer, L. A.* , Rothschild, Z. K.* , & Osman, M. R.^ (2012). Subjectivity uncertainty theory of objectification: Compensating for uncertainty about how to positively relate to others by downplaying their subjective attributes. *Journal of Experimental Social Psychology*, 48, 1234-1246.

51. Sullivan, D.* , **Landau, M. J.**, Kay, A. C., & Rothschild, Z. K.* (2012). Collectivism and the meaning of suffering. *Journal of Personality and Social Psychology*, 103, 1023-1039.

50. Sullivan, D.*, **Landau, M. J.**, & Kay, A. C. (2012). Toward a comprehensive understanding of existential threat: Insights from Paul Tillich. *Social Cognition (special issue: Threat-compensation in social psychology: Is there a core motivation?)*, 30, 734-757.
49. Keefer, L. A.*, **Landau, M. J.**, Rothschild, Z. K.*, & Sullivan, D*. (2012). Attachment to objects as compensation for close others' perceived unreliability. *Journal of Experimental Social Psychology*, 48, 912-917.
48. Reysen, S.*, **Landau, M. J.**, Branscombe, N. R. (2012). Copycatting as a threat to public identity. *Basic and Applied Social Psychology*, 34, 226-235.
47. Sullivan, D.*, **Landau, M. J.**, Branscombe, N. R., & Rothschild, Z. K.* (2012). Competitive victimhood as a response to accusations of ingroup harmdoing. *Journal of Personality and Social Psychology*, 102, 778-795. Winner of the 2012 Otto Klineberg Intercultural and International Relations Award from SPSSI.
46. Rothschild, Z. K.*, **Landau, M. J.**, Sullivan, D.*, & Keefer, L. A.* (2012). A dual-motive model of scapegoating: Displacing blame to reduce guilt or increase control. *Journal of Personality and Social Psychology*, 102, 1148-1163.
45. **Landau, M. J.**, Sullivan, D.*, Rothschild, Z. K.*, & Keefer, L. A.* (2012). Deriving solace from a nemesis: Having scapegoats and enemies buffers the threat of meaninglessness. In P. R. Shaver & M. Mikulincer (Eds.), *Meaning, mortality, and choice: The social psychology of existential concerns* (pp. 183-202). Washington, D.C.: APA.
44. Ismail, I., Martens, A., **Landau, M. J.**, Greenberg, J., & Weise, D. R.* (2012). Exploring the effects of the naturalistic fallacy: Evidence that genetic explanations increase the acceptability of killing and male promiscuity. *Journal of Applied Social Psychology*, 42, 735-750.
43. **Landau, M. J.**, Rothschild, Z. K.*, & Sullivan, D.* (2012). The extremism of everyday life: Fetishism as a defense against existential uncertainty. In M. Hogg & D. Blaylock (Eds.), *Extremism and the psychology of uncertainty* (pp. 131-146). Boston, MA: Wiley-Blackwell.

2011

42. Gillath, O., **Landau, M. J.**, Selcuk, E., & Goldenberg, J. L. (2011). Effects of a low survivability cues and participant sex on physiological and behavioral responses to sexual stimuli. *Journal of Experimental Social Psychology*, 47, 1219-1224.
41. Rothschild, Z. K.*, **Landau, M. J.**, & Sullivan, D.* (2011). By the numbers: Structure-seeking individuals prefer quantitative over qualitative representations of personal value to compensate for the threat of unclear performance contingencies. *Personality and Social Psychology Bulletin*, 37, 1508-1521.

40. Keefer, L. A.*, **Landau, M. J.**, Sullivan, D.*, Rothschild, Z. K.* (2011). Exploring metaphor's epistemic function: Uncertainty moderates metaphor-consistent priming effects on social perceptions. *Journal of Experimental Social Psychology*, 47, 657-660.
39. **Landau, M. J.**, Keefer, L. A.*, & Meier, B. P. (2011). Wringing the perceptual rags: Reply to IJzerman and Koole (2011). *Psychological Bulletin*, 137, 362-365.
38. **Landau, M. J.**, Kosloff, S., & Schmeichel, B. J. (2011). Imbuing everyday actions with meaning in response to existential threat. *Self and Identity*, 10, 64-76.
37. **Landau, M. J.**, Vess, M., Arndt, J., Rothschild, Z. K.*, Sullivan, D.*, & Atchley, R. A. (2011). Embodied metaphor and the "true" self: Priming entity expansion and protection influences intrinsic self-expressions in self-perceptions and interpersonal behavior. *Journal of Experimental Social Psychology*, 47, 79-87.
36. Shepherd, S.*, Kay, A. C., & **Landau, M. J.**, Keefer, L. A.* (2011). Evidence for the specificity of control motivations in worldview defense: Distinguishing compensatory control from uncertainty management and terror management processes. *Journal of Experimental Social Psychology*, 47, 949-958.

2010

35. **Landau, M. J.**, Meier, B. P., & Keefer, L. A.* (2010). A metaphor-enriched social cognition. *Psychological Bulletin*, 136, 1045-1067. Winner of the 2011 Theoretical Innovation Prize from SPSP
34. **Landau, M. J.**, Sullivan, D.*, & Solomon, S. (2010). On graves and graven images: A terror management analysis of the psychological functions of art. *European Review of Social Psychology*, 21, 114-154.
33. **Landau, M. J.**, Sullivan, D.*, & King, L. A. (2010). Terror management and personality: Variations in the psychological defense against the awareness of mortality. *Social and Personality Psychology Compass*, 4, 906-917.
32. Sullivan, D.*, **Landau, M. J.**, & Rothschild, Z. K.* (2010). An existential function of enemyship: Evidence that people attribute influence to personal and political enemies to compensate for threats to control. *Journal of Personality and Social Psychology*, 98, 434-449.
31. **Landau, M. J.**, & Greenberg, J., & Kosloff, S. (2010). Coping with life's one certainty: A terror management perspective on the existentially uncertain self. In R. M. Arkin, K. C. Oleson, & P. J. Carroll (Eds.), *Handbook of the uncertain self* (pp. 195-215). Lawrence Erlbaum Associates.
30. Greenberg, J., Kosloff, S., Solomon, S., Cohen, F., & **Landau, M.** (2010). Toward understanding the fame game: The effect of mortality salience on the appeal of fame. *Self and Identity*, 9, 1-18.

2009

29. **Landau, M.J.**, Sullivan, D.*, & Greenberg, J. (2009). Evidence that self-relevant motives and metaphoric framing interact to influence political and social attitudes. *Psychological Science*, *20*, 1421-1427.
28. Vess, M., Routledge, C., **Landau, M.J.**, & Arndt, J. (2009). The dynamics of death and meaning: The effects of death-relevant cognitions and personal need for structure on perceptions of meaning in life. *Journal of Personality and Social Psychology*, *97*, 728-744.
27. **Landau, M.J.**, Greenberg, J., Sullivan, D.*, Routledge, C., & Arndt, J. (2009). The protective identity: Evidence that mortality salience heightens the clarity and coherence of the self-concept. *Journal of Experimental Social Psychology*, *45*, 796-807.
26. **Landau, M.J.**, Greenberg, J., & Rothschild, Z. K.* (2009). Motivated cultural worldview adherence and culturally loaded test performance. *Personality and Social Psychology Bulletin*, *35*, 442-453.
25. Sullivan, D.*, Greenberg, J., & **Landau, M.J.** (2009). Toward a new understanding of two films from the dark side: Utilizing terror management theory to analyze *Rosemary's Baby* and *Straw Dogs*. *Journal of Popular Film and Television*, *37*, 189-198.
24. **Landau, M.J.**, Greenberg, J., & Sullivan, D*. (2009). Defending a coherent autobiography: When past events appear incoherent, mortality salience prompts compensatory bolstering of the past's significance and the future's orderliness. *Personality and Social Psychology Bulletin*, *35*, 1012-1020.
23. Kosloff, S., **Landau, M.J.**, Weise, D., Sullivan, D.*, & Greenberg, J. (2009). Eight years in the wake of 9/11: A terror management analysis of the psychological repercussions of the 9/11 attacks. In M.J. Morgan (Ed.), *The impact of 9/11 on psychology and education: The day that changed everything?* (pp. 7-22). New York: Palgrave Macmillan.
22. Greenberg, J., & **Landau, M.**, Kosloff, S., & Sheldon, S. (2009). How our dreams of death transcendence breed prejudice, stereotyping, and conflict: Terror management theory. In T. Nelson (Ed.), *Handbook of prejudice, stereotyping, and discrimination* (pp. 309-332). New York, NY: Taylor & Francis.
21. **Landau, M. J.**, Greenberg, J., & Sullivan, D.* (2009). Managing terror when self-worth and worldviews collide: Evidence that mortality salience increases reluctance to self-enhance beyond authorities. *Journal of Experimental Social Psychology*, *45*, 68-79.

2008

20. Schimel, J., **Landau, M.**, & Hayes, J. (2008). Self-esteem: A human solution to the problem of death. *Social and Personality Psychology Compass*, *2*, 1-17.

19. **Landau, M. J.**, & Greenberg, J., & Solomon, S. (2008). The Never-Ending Story: A terror management perspective on the psychological function of self-continuity. In F. Sani (Ed.), *Self-continuity: Individual and collective perspectives* (pp. 87-100). New York, NY: Taylor & Francis.

18. Miller, C. H., & **Landau, M. J.** (2008). Communication and the causes and costs of terrorism: A terror management theory perspective. In D. O'Hair, R. Heath, K. Ayotte, & G. Ledlow (Eds.), *Terrorism: Communication and rhetorical perspectives* (pp. 93-130). NJ: Hampton Press.

17. Kosloff, S., **Landau, M. J.**, Sullivan, D., & Greenberg, J. (2008). A terror management perspective on the quiet ego and the loud ego: Implications of ego volume control for personal and social well-being. In H. Wayment & J. Bauer (Eds.), *Transcending self-interest: Psychological explorations of the quiet ego* (pp. 33 – 42). Washington, D.C.: APA.

2007

16. **Landau, M. J.**, Solomon, S., Pyszczynski, T., & Greenberg, J. (2007). On the compatibility of terror management theory and perspectives on human evolution. *Evolutionary Psychology*, 5, 476-519.

15. Martens, A., Kosloff, S., Greenberg, J., **Landau, M. J.**, & Schmader, T. (2007). Killing begets killing: Evidence from a bug-killing paradigm that initial killing fuels subsequent killing. *Personality and Social Psychology Bulletin*, 33, 1251-1264.

14. **Landau, M. J.** (2007). Theory of mind. In R. F. Baumeister & K. D. Vohs (Eds.), *Encyclopedia of Social Psychology*. Thousand Oaks, CA: Sage.

2006

13. **Landau, M. J.**, & Greenberg, J. (2006). Play it safe or go for the gold? A terror management perspective on self-enhancement and self-protective motives in risky decision making. *Personality and Social Psychology Bulletin*, 32, 1633-1645.

12. Goldenberg, J. L., Hart, J., Pyszczynski, T., Warnica, G. W., **Landau, M.**, & Thomas, L. (2006). Ambivalence towards the body: Death, neuroticism, and the flight from physical sensation. *Personality and Social Psychology Bulletin*, 32, 1264-1277.

11. **Landau, M. J.**, Greenberg, J., Solomon, S., Pyszczynski, T. & Martens, A. (2006). Windows into nothingness: Terror management, meaninglessness, and negative reactions to modern art. *Journal of Personality and Social Psychology*, 90, 879-892.

10. **Landau, M. J.**, Goldenberg, J. L., Greenberg, J., Gillath, O., Solomon, S., Cox, C., Martens, A., & Pyszczynski, T. (2006). The siren's call: Terror management and the threat of men's sexual attraction to women. *Journal of Personality and Social Psychology*, *90*, 129-146.

9. Pinel, E. C., Long, A. E, **Landau, M. J.**, Alexander, K., & Pyszczynski, T. (2006). Seeing I to I: A pathway to interpersonal connectedness. *Journal of Personality and Social Psychology*, *90*, 243-257.

2005 and Prior

8. Miller, C.H., & **Landau, M. J.** (2005). Communication and terrorism: A terror management theory perspective. *Communication Research Reports*, *22*, 79-88. Top Paper Award, National Communication Association.

7. Martens, A., Greenberg, J., Schimel, J., & **Landau, M. J.** (2004). Ageism and death: Effects of mortality salience and perceived similarity to elders on reactions to elderly people. *Personality and Social Psychology Bulletin*, *30*, 1524-1536.

6. **Landau, M. J.**, Solomon, S., Greenberg, J., Cohen, F., Pyszczynski, T., Arndt, J., Miller, C. H., Ogilvie, D. M., & Cook, A. (2004). Deliver us from evil: The effects of mortality salience and reminders of 9/11 on support for President George W. Bush. *Personality and Social Psychology Bulletin*, *30*, 1136-1150. Student Publication Award, Society of Personality and Social Psychology.

5. **Landau, M. J.**, Johns, M., Greenberg, J., Pyszczynski, T., Martens, A., Goldenberg, J. L., & Solomon, S. (2004). A function of form: Terror management and structuring the social world. *Journal of Personality and Social Psychology*, *87*, 190-210.

4. Figueredo, A. J., **Landau, M. J.**, & Sefcek, J. A. (2004). Apes and angels: Adaptationism versus Panglossianism: Comment. *Behavioral and Brain Sciences*, *27*, 334-335.

3. **Landau, M. J.**, Greenberg, J., & Solomon, S. (2004). The motivational underpinnings of religion: Comment. *Behavioral and Brain Sciences*, *27*, 743-744.

2. Pinel, E. C., Long, A. E., **Landau, M. J.**, & Pyszczynski, T. (2004). I-sharing, the problem of existential isolation, and their implications for interpersonal and intergroup phenomena. In J. Greenberg, S. Koole, & T. Pyszczynski (Eds.), *Handbook of experimental existential psychology* (pp. 352-368). New York: Guilford Press.

1. Goldenberg, J. L., **Landau, M. J.**, Pyszczynski, T., Cox, C. R., Greenberg, J., Solomon, S., & Dunnam, H. (2003). Gender-typical responses to sexual and emotional infidelity as a function of mortality salience induced self-esteem striving. *Personality and Social Psychology Bulletin*, *29*, 1585-1595.

PRESENTATIONS

*Graduate students marked with **

Undergraduates marked with ^

INVITED TALKS

Landau, M.J. (2024). Honoring the legacy of Solomon, Greenberg, & Pyszczynski. Talk presented at Unholy trinity: An existential psychology symposium. University of Arizona

Landau, M. J. (2019). Applying metaphor theory to improve health communication. Invited symposium talk given at the annual meeting for the Society of Experimental Social Psychology, Toronto, Canada.

Landau, M.J. (2019). Conveying the science of everyday life. Invited Keynote address to the Society for the Teaching of Psychology Preconference, held at the meeting of the Society for Personality and Social Psychology, Portland, OR

Landau, M. J. (2018). Metaphoric thinking in everyday life. Invited address at Harvard University, Cambridge, MA.

Landau, M. J. (2016). Metaphor gives life meaning. Invited address at the 10th Triennial Invitational Choice Symposium, Alberta, Canada.

Landau, M. J. (2016). The poetics of existence: Using conceptual metaphor to give life meaning. Invited address at “The Meaning of Meaning” symposium, John Templeton Foundation, Barcelona, Spain.

Landau, M. J., & Keefer, L.A.* (2016). Metaphor’s impact on political attitudes. Invited address presented at the Politics Preconference held at the 17th annual meeting of the Society for Personality and Social Psychology, San Diego, CA.

Landau, M. J. (2015). Metaphor in social thought and behavior. Invited presentation at the University of Missouri Social Psychology Pro-seminar, Columbia, MO.

Landau, M. J. (2015). Metaphor in social thought and behavior. Invited presentation at the University of Arizona Psychology Department Colloquium, Tucson, AZ.

Landau, M. J. (2015). The role of metaphor in political attitudes. Invited address presented at the Attitudes Preconference held at the 16th annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.

Landau, M. J. (2015). Five strategies for conveying the science of everyday life. Invited address presented at the 16th annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.

Landau, M. J. (2015). Metaphoric cancer messages: How and when they motivated prevention behavior. Invited presentation given at the colloquium series of the Cancer Control and Population Health group. KU Medical Center.

Landau, M. J. (2014). Metaphor's role in sociopolitical attitudes. Invited presentation given at the University of Maryland, College Park, as part of the SDOS Brown Bag series.

Landau, M. J. (2014). Self-continuity from metaphor. Invited symposium talk given at the annual meeting for the Society of Experimental Social Psychology, Columbus, OH.

Landau, M. J. (2014). What drives political metaphors' persuasive power? Invited symposium talk given at the 15th biennial conference of the International Society for Justice Research, New York University, NY.

Landau, M. J. (2014). Metaphors in the public discourse shape our political attitudes. Invited presentation given at the "Distinguished Alumni" colloquium series at the University of Colorado. Colorado Springs, CO.

Landau, M. J. (2014). Metaphor's impact on political attitudes. Invited address presented to the Canadian Institute for Advanced Research, Toronto, Canada.

Landau, M. J. (2014). Four insights into the self. Invited award address (Outstanding Early Career Award) presented at the Self and Identity Pre-conference held at the 15th annual meeting of the Society for Personality and Social Psychology, Austin, TX.

Landau, M. J. (2013). Demonstrating an independent program of research. Invited talk presented at the Training Preconference of the 14th annual meeting for the Society for Personality and Social Psychology, New Orleans, LA.

Landau, M. J. (2012). Research on embodied metaphor: Challenges and opportunities. Invited discussant at the symposium, "Situating cognition: The significance of physical and social cues on cognitive processes," held at the 24th annual convention of the Association for Psychological Science, Chicago IL.

Landau, M.J. (2012). Meaning from metaphor. Invited talk given at the 24th annual convention of the Association for Psychological Science, Chicago IL.

Landau, M.J. (2012). More than words: Metaphorical thought in social life. Invited talk at the Political Psychology Workshop hosted by the University of Chicago.

Landau, M.J. (2012). More than words: Metaphorical thought in social life. Invited talk at Tulane University.

Landau, M.J. (2011). More than words: Metaphorical thought in social life. Invited talk at Duke University's Fuqua School of Business.

Landau, M.J. (2011). More than words: Metaphorical thought in social life. Invited talk at Stanford University's Graduate School of Business.

Landau, M.J. (2011). More than words: Metaphorical thought in social life. Invited talk at the University of Michigan's Research Center for Group Dynamics.

Landau, M.J., Sullivan, D., Rothschild, Z. K., & Keefer, L. K. (2011). Deriving solace from a nemesis: Having scapegoats and enemies buffers against the threat of meaningless. Talk presented at the Fourth Annual Symposium for Social Psychology, The Interdisciplinary Center, Tel Aviv, Israel.

Landau, M. J. (2011). Fatal attraction: Fear of death and political preferences. Talk presented at an Invited Symposium at the 83rd annual meeting of the Midwestern Psychological Association, Chicago, IL.

Landau, M. J. (2011). Exploring the role of existential motivation in attitudes toward political rivals. Talk presented at an Invited Symposium at the 83rd annual meeting of the Midwestern Psychological Association, Chicago, IL.

Landau, M. J., Sullivan, D.*, & Rothschild, Z. K.* (2009). The existential function of enemyship: Evidence that people attribute influence to personal and political enemies to compensate for threats to control. Invited talk at the Conference on Uncertainty and Extremism, sponsored by the Society for the Psychological Study of Social Issues, hosted by Claremont Graduate University, Los Angeles.

Landau, M. J. (2008). Terror management theory and the conflict between preserving meaning and striving for self-esteem. Invited presentation at the conference for the International Network on Personal Meaning. Toronto, ON, Canada.

Landau, M. J. (2007). The poetics of intergroup bias: Conceptual metaphor links individual threat and intergroup bias. Invited address at the 2007 Workshop on Individual Threat and Intergroup Behavior, Jena, Germany.

Landau, M. J., & Greenberg, J. (2007). A terror management perspective on art's psychological function. Invited address at the American Psychological Association conference, San Francisco, CA.

SYMPOSIA AND PRECONFERENCES ORGANIZED

Vail, K., & **Landau, M.J.** (2025). Existential Psychology. Co-chaired preconference at the meeting of the Society for Personality and Social Psychology, Denver, CO.

Vail, K., & **Landau, M.J.** (2024). Existential Psychology. Co-chaired preconference at the meeting of the Society for Personality and Social Psychology, Online.

Vail, K., & **Landau, M.J.** (2023). Existential Psychology. Co-chaired preconference at the meeting of the Society for Personality and Social Psychology, Online.

Vail, K., & **Landau, M.J.** (2022). Existential Psychology. Co-chaired preconference at the meeting of the Society for Personality and Social Psychology, Online.

Vail, K., & **Landau, M.J.** (2021). Existential Psychology. Co-chaired preconference at the meeting of the Society for Personality and Social Psychology, Online.

Vail, K., & **Landau, M.J.** (2020). Existential Psychology. Co-chaired preconference at the meeting of the Society for Personality and Social Psychology, Online.

Vail, K., & **Landau, M.J.** (2019). Existential Psychology. Co-chaired preconference at the meeting of the Society for Personality and Social Psychology, Portland, OR.

Landau, M.J. (2017). False beliefs, true believers: Why we know what ain't so, and how to know better. Invited chaired symposium at the meeting of the Society of Experimental Social Psychology, Boston, MA.

Landau, M. J., & Oyserman, D. (2012). Will any path do?: Integrating identity, conceptual metaphor, metacognition, and culture to predict academic performance. Invited chaired symposium at the meeting of the Society of Experimental Social Psychology, Austin, TX.

Landau, M. J. (2011). The embodiment of social thought and attitudes: Empirical advances and conceptual refinements. Invited chaired symposium at the conference for the Society of Experimental Social Psychology, Washington, DC.

Landau, M. J., & Kay, A. C. (2008). Religiosity: Motivational roots and sociopolitical impact. Chaired symposium at the Society for Experimental Social Psychology conference, Sacramento, CA.

Landau, M. J. (2008). The self in time: exploring the cognitive, emotional, and motivational dimensions of temporally extended self-conceptions. Chaired Symposium at the Society for Personality and Social Psychology conference, Albuquerque, NM.

PRESENTATIONS AT NATIONAL/INTERNATIONAL CONFERENCES

Sweet-Cushman, J., Schneider, M., & **Landau, M.J.** (2023). The path to women's candidate emergence is paved with metaphorical resistance: The limits of identity-based motivation. Presentation given at the Midwest Political Science Association Conference, Chicago, Illinois.

Landau, M.J., Arndt, J., & Cameron, L.D. (2021). How the journey metaphor strengthens goal pursuit: Identity connection and self-efficacy. Talk presented at the Annual Meeting of the Society of Experimental Social Psychology, Santa Barbara, CA.

Washington, C.*, & **Landau, M.J.** (2020). Invited talk at a symposium for the conference of the Society for the Study of Motivation (cancelled on account of the pandemic).

Hess, R. A.[^], **Landau, M.J.**, & Carter, N. T. (2019, April). Conscientiousness and performance: Regulatory focus as a moderator of curvilinearity. In Xiaoyuan (Susan) Zhu (Chair), *Understanding Curvilinear Relationships in Selection Research and Practice*. Symposium conducted at the Society for Industrial and Organizational Psychology Annual Conference (Washington, D.C.).

Bultmann, M.N.*, Arndt J., **Landau, M.J.**, & Cameron, L. D. (2019). Beneath the surface: Abstract construal mindset increases receptivity to metaphors in health communications. Symposium paper presented at the 40th annual meeting of the Society of Behavioral Medicine, Washington DC.

Mosley, A.J.*, **Landau, M.J.**, Dovidio, J. (2019, February). The dramaturgical perspective and women's endorsement of benevolent sexism. Data Blitz presented at the meeting for the Society for Personality and Social Psychology, Portland, OR.

Landau, M.J., Arndt, J., Cameron, L.D., & Swanson, T.J.* (2018). Why does a journey metaphor strengthen goal pursuit? Exploring mechanisms of identity connection and self-efficacy. Talk presented at the 30th Annual Meeting of the Association for Psychological Science, San Francisco, CA.

Cameron, L.D., **Landau, M.J.**, & Arndt, J. (2017). Metaphor use in skin cancer prevention messages: Mediating and moderating roles of affective risk appraisals. Paper presented at the Annual Meeting of the Society of Behavioral Medicine, San Diego, CA.

Landau, M.J., & Kay, A.C. (2016). When does belief in a controlling God strengthen goal pursuit? The role of predictability. Talk presented at the annual meeting of the Society of Experimental Social Psychology, Santa Monica, CA.

Jackson, J. C.*, **Landau, M. J.**, & Gelfand, M. J. (2016). Metaphor and negotiation: The role of sports. Symposium presentation given at the 3rd IOBC Conference, Leon Recanati Graduate School of Business Administration at Tel-Aviv University.

Keefer, L. A., & **Landau, M. J.** (2015). Subjectivity uncertainty increases objectifying perceptions of relationship partners. Talk presented at the 87th annual meeting of the Midwestern Psychological Association, Chicago, IL.

Baldwin, M.*, & **Landau, M. J.** (2014). Investigating the effects of metaphor on perceptions of meaning in life. Talk presented at the 86th annual meeting of the Midwestern Psychological Association, Chicago, IL.

Keefer, L. A.*, **Landau, M. J.**, & Jennings, T. J. (2014). Material objects as a defense against attachment anxiety. Talk presented at the 86th annual meeting of the Midwestern Psychological Association, Chicago, IL.

Keefer, L. A.*, & **Landau, M. J.** (2013). The effect of depression metaphors on the perception of treatment options. Talk presented at the 85th annual meeting of the Midwestern Psychological Association, Chicago, IL.

Landau, M. J., Oyserman, D., Keefer, L. A.*, & Smith, G. (2013). On the road: Identity, metaphor, and academic motivation. Talk presented at the 14th annual meeting of the Society of Personality and Social Psychology, New Orleans, LA.

Landau, M. J. (2012). Evidence that the true self is represented metaphorically as a core-like physical entity. Talk presented at the meeting of the Society of Experimental Social Psychology, Austin, TX.

Keefer, L. A.*, **Landau, M. J.**, Oyserman, D., & Smith, G.* (2012). On the road: Identity-based motivation, conceptual metaphor, and academic engagement. Talk presented at the meeting of the Society of Experimental Social Psychology, Austin, TX.

Landau, M. J. (2011). Research on embodied metaphor: Challenges and opportunities. Talk presented at the conference for the Society of Experimental Social Psychology, Washington, DC.

Landau, M. J. (2011). Research on embodied metaphor: Challenges and opportunities. Talk presented at the Embodiment Preconference of the 12th annual meeting of the Society for Personality and Social Psychology (San Antonio, TX).

Burke, B. L., Kosloff, S., & **Landau, M. J.** (2011). Death and politics: How terror management affects voting and political attitudes. Talk presented at the Rocky Mountain Psychological Association Convention. Salt Lake City, UT (April 14-17).

Landau, M. J. (2010). Keep your enemies close: Having political enemies helps sustain perceived personal control. Talk presented at the annual meeting of the Society for Experimental Social Psychology, Minneapolis, October.

Rothschild, Z. K.*, **Landau, M. J.**, & Sullivan, D.* (2010). Exploring a dual defensive model of scapegoating. Talk presented at the annual meeting of the Midwestern Psychological Association, Chicago, IL.

Sullivan, D.*, **Landau, M.J.**, Branscombe, N.R., Rothschild, Z. K.*, & Cronin, T.J. (2010). Victim and executioner: Self-harm focus leads to greater collective guilt. Talk presented at the Annual Meeting of the Midwestern Psychological Association, Chicago.

Landau, M. J. (2010). Metaphor and the psychological foundation of virtue. Talk presented at the conference for the Arete Initiative's "New Science of Virtue" project. University of Chicago.

Rothschild, Z. K.*, & **Landau, M. J.** (2010). I am a person of value, $p < .05$: Epistemic ambiguity and the quantification of self-esteem. Talk presented at the Annual Meeting of the Society for Personality and Social Psychology, Las Vegas.

Landau, M. J. (2009). Evidence that self-relevant motives and metaphoric framing interact to influence social attitudes. Talk presented at the annual meeting for the Association for Psychological Science, San Francisco, CA.

Landau, M. J., (2009). Seeking solace in a nemesis: The existential function of having personal and political enemies. Talk presented at the Social Psychology around the Midwest Conference, Fayetteville, AK.

Landau, M. J. (2008). Things can't fall apart: Existential uncertainty and terror management. Talk presented at the conference for the American Psychological Association, Boston, MA.

Landau, M. J. (2008). A terror management perspective on meaningful conceptions of action. Talk presented at the conference of the Midwestern Psychological Association, Chicago, IL.

Landau, M. J. (2008). The Neverending story: Denying death through meaningful conceptions of the self in time. Talk presented at the Society for Personality and Social Psychology conference, Albuquerque, NM.

Landau, M. J. (2007). Managing terror when worldviews and self-esteem collide. Talk presented at the Society for Experimental Social Psychology conference, Chicago, IL.

Landau, M. J., & Goldenberg, J. L. (2007). Existential embodied cognition: The body as a reminder of mortality and a vehicle for death-transcending meaning. Talk presented at the Society for Personality and Social Psychology conference, Memphis, TN.

Greenberg, J., & **Landau, M. J.** (2006). The eternal story: Striving for self-worth and self-continuity in response to the awareness of death. Talk presented at the Society for Experimental Social Psychology conference, Philadelphia, PA.

Landau, M. J. (2006). A thousand points of light, all shining on me: Terror management and support for charismatic leaders. Talk presented at the Attitudes Pre-conference during the Society for Personality and Social Psychology conference, Palm Springs, CA.

Landau, M. J., & Greenberg, J., Solomon, S., & Pyszczynski, T. (2006). The denial of meaninglessness as the denial of death. Talk presented at the Society for Personality and Social Psychology conference, Palm Springs, CA.

Miller C.H., & **Landau, M. J.** (2004). Communication and the nature of terrorism: A terror management theory perspective. Talk presented at the National Communication Association conference, Chicago, IL.

INTRA/INTER-DEPARTMENTAL & COMMUNITY PRESENTATIONS

Landau, M. J. (2024). Toward a theory of waiting's agony. Talk presented at the Social Psychology Program Meeting, University of Kansas.

Landau, M.J. (2022). How do I know when to submit? Talk presented at the Social Psychology Program Meeting, University of Kansas.

Landau, M.J. (2019). Metaphoric thinking in everyday life. Talk presented at the Social Psychology Program Meeting, University of Kansas.

Theisen, D., & **Landau, M.J.** (2017). The restless monkey: Applying conceptual metaphor to mindfulness meditation. Presentation given at the Undergraduate Research Symposium of the KU Center for Undergraduate Research. Winner: Outstanding Presentation Award.

Landau, M.J. (2013). Competitive victimhood in response to accusations of ingroup harmdoing. Invited lecture presented the Hall Center for the Humanities' seminar, "Facing genocide and its aftermath."

Landau, M.J. (2011). Understanding metaphor's role in writing and thinking. Invited guest lecture at the University of Kansas, English 203: Metaphor in thought, action, and composition (instructor: Erin Williams).

Landau, M.J. (2010). Conceptual metaphors in everyday thought. Talk presented to the KU English Department's honors undergraduate seminar (Eng 498), instructor Jim Hartman.

Landau, M.J. (2010). The terror management functions of creativity. Talk presented to the KU English Department's graduate seminar (Eng 904), instructor Amy Devitt.

Landau, M.J. (2010). The solace of a nemesis: Evidence that people attribute influence to enemies to compensate for existential threats. Talk presented at the Psi Chi meeting (KU Chapter), April.

Landau, M.J. (2009). Metaphors of expansion in the representation of the intrinsic self-concept. Talk presented at the Social Psychology Program Meeting, University of Kansas.

Landau, M.J. (2009). Exploring the psychological dimensions of *The Borderland*. Invited address at the Kansas City Repertory Theater's Scholar's Forum. Kansas City, MO.

Landau, M.J. (2008). The self in time and the problem of death. Talk presented as part of the Time/Frame exhibition sponsored by the Spencer museum of art and the Hall Center for the Humanities, University of Kansas.

Landau, M.J. (2008). Psychological dimensions of "49up". Talk presented as part of the Time/Frame exhibition sponsored by the Spencer museum of art and the Hall Center for the Humanities, University of Kansas.

Landau, M.J. (2007). Why do people care what they are doing? Terror management theory and action identification. Talk presented to the Psi Chi association of the University of Kansas.

POSTERS

Kenny, A.*, & **Landau, M.J.** (2025, February). Friendship and leisure. Poster accepted at the Close Relationships Preconference at the annual conference of the Society for Personality and Social Psychology, Denver, USA.

Ryu, Y.*, & **Landau, M.J.** (2025, February). Decomposing manhood maintenance: Comparing threats to personal masculinity and societal masculinity. Poster accepted for the Gender Preconference at the annual conference of the Society for Personality and Social Psychology, Denver, USA.

Ryu, Y-J*, & **Landau, M.J.** (2024). Cultural differences in expressions of gender dichotomization. Poster presented (in-person) at the SPSP Annual Convention, San Diego

Edmondson, L.^, **Landau, M.J.**, & Ryu, Y-J.* (2024). Effects of end-times messaging on temporal horizons. Poster presented at the 2024 meeting of Society for Personality and Social Psychology, San Diego, CA.

Zin, S.^, & **Landau, M.J.** (2024). A systematic literature review of schizophrenia treatments: Current pharmacological and therapeutic treatments, and the prospects of gene therapy. Poster presented at the annual meeting of the Rocky Mountain Psychological Association, Denver, CO.

Ryu, Y.*, Olcaysoy Okten, I., Oettingen, G., & **Landau, M.J.** (2023, February). *Intellectual humility and adaptation to failure*. Poster presented at the Self and Identity Preconference of the 2023 meeting of the Society for Personality and Social Psychology, Atlanta, USA. Winner Self & Identity Pre-conference Poster Award.

Washington, C.*, & **Landau, M.J.** (2020). Math is language: Mapping the mechanism of a conceptual metaphor using a semantic network model. Poster presented at the 2020 meeting of Society for Personality and Social Psychology, New Orleans, LA.

Ai, T.*, Gillath, O., & **Landau, M.J.** (2020). Are you nostalgic for your ex-partners? Nostalgia and current relationship quality. Poster presented at the 2020 meeting of Society for Personality and Social Psychology, New Orleans, LA.

Chang, Y*., & **Landau, M.J.** (2020). The role of intrinsic motives in persuasion. Poster presented at the 2020 meeting of Society for Personality and Social Psychology, New Orleans, LA.

Washington, C.D.*, & **Landau, M.J.** (2019). Math is language: A metaphor-based intervention to promote women's interest in math. Poster presented at the annual meeting for the Society for Personality and Social Psychology, Portland, OR.

Rodriguez, J.E.*, & **Landau, M.J.** (2019). Testing the interaction of personal control and external structure on workplace self-efficacy. Poster presented at the University of Kansas Spring Undergraduate Research Poster Session, Lawrence, KS.

Rodriguez, J.E. *, **Landau, M.J.**, & Swanson, T.J. *, (2019). Examining the effect of external structure on responses to thought-control difficulty. Poster presented at the 91st Annual Midwestern Psychological Association Conference, Chicago, IL.

Rodriguez, J.E. *, **Landau, M.J.**, & Swanson, T.J. *, (2019). Examining the effect of external structure on responses to thought-control difficulty. Poster presented at the Society for Personality and Social Psychology 2019 Annual Convention, Portland, OR.

Rodriguez, J.E. *, **Landau, M.J.**, & Swanson, T.J. *, (2019). Examining the effect of external structure on responses to thought-control difficulty. Poster presented at the Society for Personality and Social Psychology 2019 Existential Psychology Preconference, Portland, OR.

Rodriguez, J.E. *, **Landau, M.J.**, & Swanson, T.J. *, (2018). Examining the effect of external structure on responses to thought-control difficulty. Poster presented at the University of Kansas Summer Undergraduate Research Poster Session, Lawrence, KS.

Hess, R.A. *, **Landau, M. J.**, & Carter, N. T. (2019, May). Conscientiousness and performance: Regulatory focus as a moderator of curvilinearity. Poster presented at the European Association of Work and Organizational Psychology 2019 Congress, Turin, Italy.

Gebauer, F., & **Landau, M. J.** (2017). Detect, mark and separate: How contamination metaphors reinforce conservatives' demand to segregate refugees at the border. Poster presented at the annual meeting for the Society for Personality and Social Psychology, San Antonio, TX.

Mosley, A. *, **Landau, M.J.**, & Dovidio, J. (2016). Play my part: The dramaturgical perspective increases women's assimilation to benevolent sexism. Poster presented at the 17th annual convention of the Society for Personality and Social Psychology, San Diego, CA.

Swanson, T. *, **Landau, M.J.**, & Mosley, A. * (2016). Suppressing a morbid mentality: The effects of avoiding existential concerns on cognitive depletion and restoration. Poster presented at the 17th annual convention of the Society for Personality and Social Psychology, San Diego, CA.

Keefer, L.A. *, & **Landau, M.J.** (2016). Frighteningly similar: Relationship metaphors elicit defensive information processing. Poster presented at the 17th annual convention of the Society for Personality and Social Psychology, San Diego, CA.

Rothschild, Z.K. *, **Landau, M. J.**, Molina, L., Branscombe, N. R., & Sullivan, D. * (2014). Hypocritical outrage: Blaming a scapegoat for ingroup harm-doing channels feelings of collective guilt into feelings of moral outrage. Poster presented at the 15th annual meeting of the Society for Personality and Social Psychology, Austin, TX.

Keefer, L. A. *, **Landau, M. J.**, Sullivan, D. *, & Rothschild, Z.K. * (2014). Metaphors bias evaluations of treatments for depression. Poster presented at the 15th annual meeting of the Society for Personality and Social Psychology, Austin, TX.

Keefer, L. A.* & **Landau, M. J.** (2013). The effect of depression metaphors on the perception of treatment options. Talk presented at the 85th annual meeting of the Midwestern Psychological Association, Chicago, IL.

Keefer, L. A.* & **Landau, M. J.**, Sullivan, D.,* & Rothschild, Z. K.* (2013). Instrumental objectification in response to subjectivity uncertainty: Attachment anxiety motivates objectifying perceptions of close others. Poster presented at the 14th annual meeting for the Society of Personality and Social Psychology, New Orleans, LA.

Keefer, L. A.* & **Landau, M. J.** (2012). An (In)secure Base?: Materialism Buffers the Effects of Attachment Anxiety. Poster presented at the 2012 APS Annual Convention, May 24 - 27, 2012 in Chicago, IL.

Landau, M. J. (2012). Exploring nostalgia's growth function: Evidence that nostalgia increases the past self's perceived authenticity. Poster presented at the 13th annual meeting for the Society of Personality and Social Psychology, San Diego, CA.

Keefer, L. A.* & **Landau, M. J.** (2012). Attachment to objects as compensation for threats to close interpersonal relationships. Poster presented at the 13th annual meeting of the Society of Personality and Social Psychology, San Diego, CA. Winner SPSP Graduate Student Committee Student Poster award.

Sullivan, D.*, **Landau, M.J.**, & Kay, A. C. (2012). Vertical collectivism and repressive suffering construal. Poster presented at the 13th annual meeting of the Society of Personality and Social Psychology, San Diego, CA.

Rothschild, Z. K.*, **Landau, M. J.**, Keefer, L. A.*, & Sullivan, D.* (2012). Punishing others to cleanse the self: Evidence for a moral cleansing account of scapegoating. Poster presented at the 13th annual meeting of the Society of Personality and Social Psychology, San Diego, CA.

Sullivan, D., **Landau, M. J.**, Branscombe, N. R., & Rothschild, Z. K. (2011). Competitive victimhood as a response to accusations of ingroup harm doing. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology (San Antonio, TX).

Sullivan, D.*, **Landau, M.J.**, & Rothschild, Z. K.* (2010). An existential function of enemyship: Evidence that people attribute influence to personal and political enemies to compensate for threats to control. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology, Las Vegas.

Landau, M. J. (2010). Improving graduate student seminars when students possess different background knowledge. Poster presented at the Fourth Annual Greater Kansas City Symposium on Teaching and Learning, May.

Landau, M. J. et al. (2009). Semantically instantiated conceptual metaphors shape representations of the intrinsic self-concept. Poster presented at the Annual Meeting of the Psychonomic Society, Boston, MA.

Vess, M., Arndt, J., **Landau, M. J.**, Greenberg, J. (2009). Conceptual metaphor and the self: Evidence that metaphors shape the representation of the intrinsic self. Poster presented at the conference of the Society for Personality and Social Psychology. Tampa, FL.

Reysen, S., **Landau, M. J.**, Branscombe, N. R. (2009). Identity theft: When similarity breeds contempt. Poster presented at the conference of the Society for Personality and Social Psychology. Tampa, FL.

Martens, A., Greenberg, J., Kosloff, S., **Landau, M.**, & Schmader, T. (2006). Killing begets killing. Poster presented at the Society for Personality and Social Psychology conference, Palm Springs, CA.

Landau, M. J., Greenberg, J., & Martens, A. (2005). Terror management, action identification, and the perception of meaning. Poster presented at the Society for Personality and Social Psychology conference, New Orleans, LA.

Goldenberg, J., & **Landau, M. J.** (2001). Gender-typical responses to sexual and emotional infidelity as a function of mortality salience induced self-esteem striving. Poster presented at the American Psychological Association conference, San Francisco, CA.

TEACHING AND ADVISING

A. Courses Taught

i. The University of Kansas: Regularly meeting classes

SST = Student Survey of Teaching administered leading up to Fall 2019. Nine items. Departmental expectations focus on SST Items 1 (“Content and materials were useful and organized”) and 5 (“Teaching was clear, understandable, and engaging”). Scoring: 1 = Strongly Disagree; 5 = Strongly Agree.

** Mean score on this SST item is above the 95% confidence interval for the departmental mean for comparison classes.*

*** For this course, scores on ALL NINE SST items were significantly higher than the 95% C.I. for the departmental mean for comparison classes.*

^{n/a} 95% C.I.s for comparison classes not available

| Semester | Course | Title | Credit | Enrolled | C×E | SST#1 | SST#5 |
|-------------|--------------|---------------------------------|--------|----------|-----|------------|------------|
| Fall 2024 | PSYC 622 | Experimental Psychology | 6 | 24 | 144 | | |
| Spring 2024 | PSYC 775 | Advanced Social Psych. II | 3 | 16 | 48 | | |
| Spring 2024 | PSYC 360 | Social Psychology | 3 | 240 | 720 | | |
| Fall 2023 | PSYC 622 | Experimental Psychology | 6 | 14 | 84 | | |
| Spring 2023 | PSYC 469/993 | Seminar: Motivated Social Cog | 3 | 28 | 84 | | |
| Spring 2023 | PSYC 775 | Advanced Social Psych II | 3 | 9 | 18 | | |
| Fall 2022 | PSYC 622 | Experimental Psychology | 6 | 20 | 120 | | |
| Spring 2022 | PSYC 775 | Advanced Social Psych. II | 3 | 9 | 18 | | |
| Spring 2022 | PSYC 360 | Social Psychology | 3 | 240 | 720 | | |
| Fall 2021 | - | <i>Sabbatical</i> | - | - | - | | |
| Spring 2021 | PSYC 580/780 | Research Lab (undergrad & grad) | 1-3 | 15 | 32 | | |
| Spring 2021 | PSYC 775 | Advanced Social Psych. II | 3 | 8 | 24 | | |
| Fall 2020 | PSYC 622 | Experimental Psychology | 6 | 13 | 78 | | |
| Spring 2020 | PSYC 580/780 | Research Lab (undergrad & grad) | 3 | 11 | 33 | | |
| Spring 2020 | PSYC 775 | Advanced Social Psych. II | 3 | 4 | 12 | | |
| Fall 2019 | PSYC 622 | Experimental Psychology | 6 | 14 | 84 | 4.75** | 4.92** |
| Spring 2019 | PSYC 360 | Social Psychology | 3 | 239 | 720 | 4.86** | 4.89** |
| Spring 2019 | PSYC 775 | Advanced Social Psych. II | 3 | 9 | 27 | 5.00** | 5.00** |
| Fall 2018 | PSYC 622 | Experimental Psychology | 6 | 12 | 72 | 4.92** | 4.92** |
| Spring 2018 | PSYC 360 | Social Psychology | 3 | 201 | 606 | 4.91** | 4.94** |
| Spring 2018 | PSYC 775 | Advanced Social Psych. II | 3 | 9 | 27 | 4.78** | 5.00** |
| Fall 2017 | PSYC 622 | Experimental Psychology | 6 | 10 | 60 | 4.80** | 4.90** |
| Spring 2017 | PSYC 775 | Advanced Social Psych. II | 3 | 9 | 18 | 5.00** | 4.75** |
| Spring 2017 | PSYC 580/780 | Research Lab (undergrad & grad) | 3 | 9 | 27 | <i>N/A</i> | <i>N/A</i> |
| Fall 2016 | PSYC 622 | Experimental Psychology | 6 | 12 | 72 | 4.83** | 4.83** |
| Spring 2016 | PSYC 360 | Social Psychology | 3 | 187 | 561 | 4.80** | 4.82** |
| Spring 2016 | PSYC 775 | Advanced Social Psych. II | 3 | 12 | 36 | 4.58 | 4.50 |
| Fall 2015 | PSYC 993 | Graduate seminar on the Self | 3 | 3 | 9 | 5.00** | 5.00** |

| | | | | | | | |
|-------------|---------------|------------------------------------|---|-----|-----|---------------------|---------------------|
| Spring 2015 | PSYC 580/780 | Research Lab (undergrad & grad) | 3 | 12 | 36 | N/A | N/A |
| Fall 2014 | -no teaching- | <i>Sabbatical</i> | - | - | - | N/A | N/A |
| Spring 2014 | PSYC 360 | Social Psychology | 3 | 162 | 486 | 4.84** | 4.83** |
| Spring 2014 | PSYC 775 | Advanced Social Psych. II | 3 | 10 | 30 | 5.00* | 4.78 |
| Fall 2013 | PSYC 622 | Experimental Psychology | 6 | 8 | 48 | 4.75** | 4.88** |
| Spring 2013 | PSYC 580/780 | Research Lab (undergrad & grad) | 3 | 8 | 24 | N/A | N/A |
| Spring 2013 | PSYC 775 | Advanced Social Psych. II | 3 | 13 | 39 | 4.62* | 4.77* |
| Fall 2012 | PSYC 622 | Experimental Psychology | 6 | 10 | 60 | 4.80* | 4.70* |
| Spring 2012 | PSYC 775 | Advanced Social Psych. II | 3 | 4 | 12 | 5.00** | 5.00** |
| Spring 2012 | PSYC 360 | Social Psychology | 3 | 171 | 513 | 4.96** | 4.96** |
| Fall 2011 | PSYC 622 | Experimental Psychology | 6 | 10 | 60 | 4.90** | 4.90** |
| Spring 2011 | PSYC 775 | Advanced Social Psych. II | 3 | 10 | 30 | 4.33 | 4.78* |
| Spring 2011 | PSYC 690 | Human Motivation | 3 | 7 | 21 | 5.00** | 5.00** |
| Fall 2010 | -no teaching- | <i>Research Intensive Semester</i> | - | - | - | N/A | N/A |
| Spring 2010 | PSYC 360 | Social Psychology | 3 | 79 | 237 | 4.85** | 4.90** |
| Spring 2010 | PSYC 775 | Advanced Social Psych. II | 3 | 10 | 30 | 4.78* | 4.44 |
| Fall 2009 | PSYC 622 | Experimental Psychology | 6 | 7 | 42 | 5.00** | 4.83** |
| Spring 2009 | PSYC 775 | Advanced Social Psych. II | 3 | 12 | 36 | 4.92** | 4.58** |
| Spring 2009 | PSYC 690 | Human Motivation | 3 | 10 | 30 | 4.88** | 5.00** |
| Fall 2008 | PSYC 622 | Experimental Psychology | 6 | 14 | 84 | 4.92** | 4.83** |
| Spring 2008 | PSYC 993 | Social Psychology of Language | 3 | 11 | 33 | 4.91 ^{n/a} | 4.73 ^{n/a} |
| Spring 2008 | PSYC 993 | Social Proseminar | 3 | 11 | 33 | N/A | N/A |
| Fall 2007 | PSYC 993 | Social Proseminar | 3 | 7 | 21 | N/A | N/A |
| Fall 2007 | PSYC 690 | Human Motivation | 3 | 18 | 54 | 5.00 ^{n/a} | 5.00 ^{n/a} |

ii. The University of Kansas: Other teaching; e.g., independent studies, thesis hours)

Since Spring 2011

| Semester | Course | Title | Enrolled | SCH |
|-------------|----------|--------------------|----------|-----|
| Fall 2024 | PSYC 480 | Independent Study | 5 | 14 |
| Fall 2024 | PSYC 481 | Research Practicum | 5 | 11 |
| Fall 2024 | PSYC 899 | Thesis | 1 | 3 |
| Fall 2024 | PSYC 980 | Special Problems | 1 | 3 |
| Spring 2024 | PSYC 481 | Research Practicum | 2 | 6 |
| Spring 2024 | PSYC 480 | Independent Study | 9 | 25 |
| Fall 2023 | PSYC 481 | Research Practicum | 3 | 6 |
| Fall 2023 | PSYC 480 | Independent Study | 8 | 20 |
| Spring 2023 | PSYC 480 | Independent Study | 7 | 16 |
| Spring 2023 | PSYC 481 | Research Practicum | 7 | 14 |
| Fall 2022 | PSYC 481 | Research Practicum | 2 | 3 |
| Fall 2022 | PSYC 480 | Independent Study | 5 | 14 |
| Summer 2022 | PSYC 480 | Independent Study | 1 | 3 |
| Spring 2022 | PSYC 480 | Independent Study | 3 | 6 |
| Spring 2022 | PSYC 481 | Research Practicum | 1 | 1 |
| Spring 2022 | PSYC 980 | Special Problems | 1 | 2 |
| Spring 2022 | PSYC 999 | Dissertation | 1 | 6 |
| Fall 2021 | PSYC 980 | Special Problems | 2 | 8 |
| Fall 2021 | PSYC 999 | Dissertation | 1 | 3 |
| Fall 2021 | PSYC 481 | Research Practicum | 1 | 1 |

| | | | | |
|-------------|----------|---|---|----|
| Fall 2021 | PSYC 480 | Independent Study | 3 | 9 |
| Spring 2021 | PSYC 980 | Special Problems | 1 | 2 |
| Fall 2020 | PSYC 980 | Special Problems | 2 | 6 |
| Fall 2020 | PSYC 481 | Research Practicum | 5 | 10 |
| Fall 2020 | PSYC 480 | Independent Study | 5 | 11 |
| Spring 2020 | PSYC 980 | Special problems | 2 | 6 |
| Spring 2020 | PSYC 999 | Dissertation | 1 | 3 |
| Fall 2019 | PSYC 999 | Dissertation | 1 | 3 |
| Fall 2019 | PSYC 980 | Special problems | 1 | 3 |
| Fall 2019 | PSYC 480 | Independent Study | 5 | 15 |
| Summer 2019 | PSYC 999 | Dissertation | 1 | 3 |
| Summer 2019 | PSYC 480 | Independent Study | 1 | 1 |
| Spring 2019 | PSYC 580 | Research Lab | 1 | 1 |
| Spring 2019 | PSYC 999 | Dissertation | 1 | 8 |
| Spring 2019 | PSYC 481 | Research Practicum | 3 | 9 |
| Spring 2019 | PSYC 480 | Independent Study | 3 | 7 |
| Spring 2019 | PSYC 899 | Thesis | 1 | 2 |
| Fall 2018 | PSYC 480 | Independent Study | 8 | 22 |
| Fall 2018 | PSYC 481 | Research Practicum | 2 | 5 |
| Fall 2018 | PSYC 899 | Thesis | 1 | 2 |
| Fall 2018 | PSYC 980 | Special Problems in Psychology | 1 | 1 |
| Summer 2018 | PSYC 480 | Independent Study | 2 | 6 |
| Summer 2018 | PSYC 999 | Dissertation | 1 | 1 |
| Spring 2018 | PSYC 480 | Independent Study | 3 | 9 |
| Spring 2018 | PSYC 999 | Dissertation | 1 | 9 |
| Fall 2017 | PSYC 481 | Research Practicum | 2 | 6 |
| Summer 2017 | PSYC 980 | Special Problems in Psychology | 1 | 1 |
| Summer 2017 | PSYC 480 | Independent Study | 1 | 3 |
| Spring 2017 | PSYC 980 | Special Problems in Psychology | 1 | 3 |
| Fall 2016 | PSYC 480 | Independent Study | 5 | 15 |
| Fall 2016 | PSYC 481 | Research Practicum | 1 | 3 |
| Fall 2016 | PSYC 980 | Special Problems in Psychology | 2 | 6 |
| Summer 2016 | PSYC 980 | Special Problems in Psychology | 1 | 1 |
| Spring 2016 | PSYC 480 | Independent Study | 9 | 27 |
| Spring 2016 | PSYC 481 | Research Practicum | 2 | 6 |
| Spring 2016 | PSYC 899 | Thesis | 1 | 3 |
| Spring 2016 | PSYC 980 | Special Problems in Psychology | 2 | 3 |
| Fall 2015 | PSYC 481 | Research Practicum | 6 | 18 |
| Fall 2015 | PSYC 899 | Thesis | 2 | 6 |
| Fall 2014 | PSYC 480 | Independent Study | 5 | 15 |
| Fall 2014 | PSYC 481 | Research Practicum | 2 | 5 |
| Summer 2014 | PSYC 999 | Dissertation | 1 | 3 |
| Spring 2014 | PSYC 480 | Independent Study | 5 | 15 |
| Spring 2014 | PSYC 481 | Research Practicum | 2 | 6 |
| Spring 2014 | PSYC 999 | Dissertation | 1 | 3 |
| Fall 2013 | PSYC 480 | Independent Study | 3 | 4 |
| Fall 2013 | PSYC 481 | Research Practicum | 3 | 9 |
| Fall 2013 | PSYC 999 | Dissertation (Keefer) | 1 | 9 |
| Summer 2013 | PSYC 480 | Independent Study (T. Jennings) | 1 | 3 |
| Summer 2013 | PSYC 999 | Dissertation (Sullivan, Keefer) | 2 | 6 |
| Spring 2013 | PSYC 999 | Dissertation (Sullivan & Rothschild) | 2 | 14 |
| Fall 2012 | PSYC 999 | Dissertation (Sullivan) | 1 | 9 |
| Fall 2012 | PSYC 980 | Special Problems (Keefer; Rothschild; Sakaluk; Young) | 4 | 16 |

| | | | | |
|-------------|----------|--|---|----|
| Fall 2012 | PSYC 480 | Independent Study | 3 | 8 |
| Summer 2012 | PSYC 980 | Special Problems in Psych. (Sullivan) | 1 | 3 |
| Summer 2012 | PSYC 480 | Independent Study | 1 | 3 |
| Spring 2012 | PSYC 980 | Special Problems/Psych. (Sullivan; Rothschild; Keefer) | 3 | 7 |
| Spring 2012 | PSYC 481 | Research Practicum | 4 | 14 |
| Spring 2012 | PSYC 480 | Independent Study | 2 | 6 |
| Fall 2011 | PSYC 480 | Independent Study | 3 | 9 |
| Fall 2011 | PSYC 481 | Research Practicum | 3 | 9 |
| Fall 2011 | PSYC 980 | Special Problems in Psych. (Sullivan; Rothschild) | 2 | 8 |
| Summer 2011 | PSYC 480 | Independent Study | 2 | 6 |
| Spring 2011 | PSYC 480 | Independent Study | 8 | 24 |
| Spring 2011 | PSYC 899 | Thesis (Lucas Keefer) | 1 | 3 |
| Spring 2011 | PSYC 980 | Special Problems in Psych (Sullivan; Rothschild) | 2 | 6 |

ii. The University of Arizona

PSYC 360: *Social psychology* (Summer 2006, Fall 2005, Summer 2005)

PSYC 290: *Research methods* (Summer 2004, Summer 2003, Spring 2003)

B. Undergraduate Advising

• Honors Thesis Advisor:

Daniel McCrary (2024-2025)

Ethan Duncan (2023-2024)

Siri Panchananam (2020-2021)

Jen Meysing (2020-2021)

Courtney Cruickshank (2020-2021) Winner: Undergraduate Research Award for Spring 2021 (\$1,000)

Emily Brenman (2019-2020)

Kate O’Keefe (2019-2020)

Adam McMorris (2019-2020)

Jordan Rodriguez (2018-2019)

Abhay Alaukik (2018-2019)

Lindsey Gollwitzer (2018-2019)

Alex Ogan (Fall 2017-Spring 18); Winner: Undergraduate Research Award for Spring 2018 (\$1,000)

Riley Hess (Fall 2017-Spring 2018) Winner: Undergraduate Research Travel Award 2018 (\$500)

Kelby Clements (Fall 2017-Spring 18); Winner: Undergraduate Research Award for Spring 2018 (\$1,000)

Makayla Reed (Fall 2016)

Brittney Railsback (Summer/Fall 2016)

Ariana Turner (Scripts College Summer Independent Study; Summer 2015)

Kylie Hiatt (Spring 2015)

Alex Chase (Fall 2012-Spring 2013)

Ryan Folmsbee (Fall 2011-Spring 2012)

Hilary Schloemer (Fall 2011-Spring 2012)

Megan Waggy (Fall 2011-Spring 2012)

Isaac Young (Fall 2011-Spring 2012)

Alex Taylor (October 2010-May 2011)
Joseph Tennant (Fall 2008-Spring 2009)
Cameron Pestinger (Fall 2008-Spring 2009)
Ethan Duncan (Fall 2023-present)

• **McNair Honors Program Advisor:**

Jordan Rodriguez (Spring 2018) Winner: Undergraduate Research Award for Spring 2019 (\$1,000)

Carrie Mendoza (2008-2009)

• **Independent Study (PSYC 480) and/or Research Practicum (PSYC 481) and/or Research Lab (PSYC 580)**

I have served as an advisor for hundreds of undergraduates since appointment to the University of Kansas. I mentor them on the day-to-day operations of running the lab, which include data management and analysis, conducting experimental sessions, and conducting background scholarship on methods and research findings. Of these students, several have met with me for career-related meetings that focus on long-term goals and professional development.

• **Independent Study Mentor**

In 2024, I worked closely with undergraduate **Sandra Santos**, Behavioral Neuroscience major, on a project that integrates social psychology and psychophysiology. Sandra proposed a novel study examining psychophysiological indices of people's interpretations of ambiguous body language. I helped her apply for the Undergraduate Research Award (UGRA). Over the course of multiple meetings and close feedback on multiple drafts of her proposal, I helped her refine her theorizing and situate her proposed study in the context of different literatures. Sure enough, she won the 2024 UGRA (\$1000)!

I mentored **Sonya Zin**, Bachelor of Science undergrad, on an independent study focused on schizophrenia treatments. Through weekly meetings and individualized attention to her writing and theorizing, I guided Sonya in a literature review and co-authored her poster, which was accepted at MPSA 2024 (see poster section of CV). Sonya also won the Travel Award Scholarship through the Center for Undergraduate Research (\$500; Feb 2024).

Logan Edmondson and I developed an empirical study of common eschatological beliefs and their growing importance in public discourse. For this work, he won the Undergraduate Research Award for Spring 2023 (\$1,000) and the 2023 Courtwright Award for Undergraduate Research Excellence (\$500). He also won the Beulah Morrison Award (\$1000; Feb 2024). His poster was accepted as an in-person poster for the 2024 SPSP Annual Convention. He won the Travel Award Scholarship through the Center for Undergraduate Research (\$500; Feb 2024). I also helped him prepare a version of the poster for the Psychology Department's "SUPER" poster conference, and he was awarded Best Poster for an Independent Project (April 2024). He was selected to give an ACE Talk at the 2024 Undergraduate Research Symposium. I gave Logan tons of feedback on this presentation so that it rose above the competition.

Mentored **Sophie Shawver** in independent study fusing psychology and English literature (Spring 2020-2021).

Mentored **Madchen DeFrain's** study of the intersection of social psychology and literature (she has since been accepted to Wichita State University's Community Psychology

program). She won the 2021 William A. Whitehead Memorial Scholarship and the 2021 Beulah Morrison Scholarship.

Mentored **Vaughn Gessley's** project focused on social psychology and environmental attitudes. I helped him apply for and win a Research Grant from the Environmental Studies Dept. (\$1,800; Spring 2021).

Danny Theisen worked with me for years (circa 2016) on research examining the links between mindfulness practices and existential concerns. For this work, he won the Undergraduate Research Award for Spring 2017 (\$1,000).

C. Graduate and Postgraduate Advising Record

• Dissertation Defense Committees Chaired

Cory Washington (2022)
Trevor Swanson (2020)
Lucas Keefer (2014)
Daniel Sullivan (2013)
Zachary Rothschild (2013)

• Master's Thesis Defense Committees Chaired

Cory Washington (2019)
Ariel Mosley (2016)
Trevor Swanson (2016)
Lucas Keefer (2011)
Daniel Sullivan (2010)

• Master's Advisory Committees Chaired

Cory Washington (2019)
Trevor Swanson (2015)
Ariel Mosley (2015)

• Dissertation Defense Committee Member

Barbara Toizer (2024)
Issac (Itzik) Harosh (Counseling) (2024)
James Izzo (Education) (2023)
Niwa Babayemi (Education) (2023)
Isaac Gardner (Education) (Fall 2023)
Kate Helmstetter (2023)
Jason Miller (2022)
Maggie Brennan (Counseling) (2020)
Michael Baglieri (Counseling) (2020)
Fei Gao (Marketing, France) (2020)
Chelsie Bright (Political Science) (2015)
Matthew Baldwin (2015)
Owen Cox (2013)

Angela Bahns (2011)
Amanda Sesko (2011)
Tracey Cronin (2010)
Stephen Reyson (2009)

• **Dissertation Proposal Committee Member**

Nathan Jones (Education) (2024)
Erin Murray (Counseling) (2024)
Michael Wray (Education) (2024)
Issac (Itzik) Harosh (Counseling) (2023)
James Izzo (Education) (2023)
Isaac Gardner (Education) (2023)

• **Master's Thesis Defense Committee Member**

Jordan Cortesi (2023)
Kate Helmstetter (2020)
Ting Ai (2019)
Jason Miller (2018)
Ali Imran (2012)
Matt Baldwin (2011)
Kate Pickett (2008)

• **Master's Advisory Committee Member**

Sol Corral (2024)
Niva Manchanda (2024)
Jordan Cortesi (2022)
Kate Helmstetter (2019)
Jason Miller (2017)

• **Comprehensive Exam Committee Member**

Emily Watkins (2024)
Erin Murray (Counseling) (2024)
Nathan Jones (Education) (2024)
Michael Wray (Education) (2024)
Issac (Itzik) Harosh (Counseling) (2023)
Barbara Toizer (2023)
Kate Helmstetter (2022)
James Izzo (Education) (2022)
Navante Peacock (2021)
Jason Miller (2021)
Niwa Babayemi (Counseling) (2020)
Trevor Swanson (Chair; 2019)
Jonathan Huffman (Counseling) (2019)
Laura Van Berkel (2015)
Ali Imran (2013)
Lucas Keefer (Chaired; 2013)

Matt Baldwin (2013)
Daniel Sullivan (Chaired; 2012)
Zach Rothschild (Chaired; Fall 2012)
Owen Cox (2011)
Amanda Sesko (2010)
Iva Katzarska-Miller (2008)

• **Social Program Contract Committees**

Amy Kenny (Chaired; 2023)
Niva Manchanda (2023)
Young Ju Ryu (Chaired; 2022)
Cory Washington (Chaired; 2018)
Charlotte Moser (2018)
Navante Peacock (2018)
Trevor Swanson (2016)
Lucas Keefer
Daniel Sullivan
Zach Rothschild
Ariel Mosley

D. Honors and Awards for Teaching

- Winner, Grant Goodman Undergraduate Mentor Award (2024).
- Nominated, J. Michael Young Academic Advisor Award (2024).
- Finalist for KU's 2022 HOPE teaching award offered by the Student Alumni & Endowment Board and Student Alumni Network.
- Nominated for the Grant Goodman undergraduate mentor award (2020).
- Honorable Mention, K. Barbara Schowen Undergraduate Research Mentor Award (2018).
- My Social Psychology class (*PSYC 360*) was nominated by former students to fulfill the Certificate in Service Learning as administered by the Center for Service Learning. With this certification, my class helps students to complete KU's Core Goal 5, which is to learn about themes of privilege, societal inequities, and systems of oppression (Fall 2018).
- Winner, KU Psychology Dept. Teaching Development Award: \$500 (Fall 2011).

SERVICE

Department

- Psychology Department's Academic Misconduct/Grievance Hearing Board Member (2015 - Present).
- Faculty Evaluation Committee Member (2012; 2018; 2021; 2022).
- Psychology Department Promotion and Tenure Committee Member (2013 – 2015; 2019-2020).
- Judge for the Psychology Department's Symposium for Undergraduate Psychology Engagement and Research (SUPER) (2017; 2018; 2024).
- Committee for SUPER symposium (2010; 2011).
- Member of Psychology Search Committee: Edwards Campus multi-year lecturer position (2015 - 2016).
- Psychology recognition ceremony committee member (2009; 2010).
- Prospective student advising appointments (Fall 2019).
- Member, Search Committee for new faculty hire in the Social Program (2023-2024). I volunteered to serve as the Committee's DEI Advisor, whose job it is to keep the committee mindful of DEI considerations throughout every phase of the search process.
- Chair, Social Program graduate admissions committee (2013; 2014; 2015; 2016).
- Member, Social Psychology Program graduate admissions committee (2007; 2008; 2010, 2011; 2018-2019; 2020-2021; 2023-2024).
- Co-organizer (along with C. Crandall), 2019 SPAM-Brehm Social Psychology Conference, Lawrence, KS (2018-2019).
- Social Program summer fellowships committee (2010 - Present).
- Social Program student travel awards committee (2009 - Present).
- Jack Brehm endowment fund committee (2010 - Present).
- Jack Brehm basic research in social psychology award committee (2011 - Present).
- Served on the "Undergraduate Degree Committee" led by Christopher Cushing (2022-2023).
- Served on the "Strategic Planning Workgroup" led by Tim Pleskac (2022-2023).

College

- Behavioral Sciences General Research Fund Committee. Member. (2010; 2011; 2018; 2019).
- Committee on Graduate Studies (CGS) via the College office of graduate affairs. Three-year term 2022-2025. This entails, for example, managing graduate awards across the university. In AY 2023-2024, our duties were multiplied by the request to address two "Dean's Charges" that required a full-scaled investigation of graduate mentoring and grading policies at the graduate level so as to address the growing incidence of graduate students failing to complete their dissertation in a timely manner. In addition, I volunteered to Chair CGS's Policy & Petitions (PSP) Subcommittee beginning in Fall 2023. This entailed taking the lead analyzing data regarding degree completion, drafted reports to the subcommittee, the full CGS, and the Dean's Office.

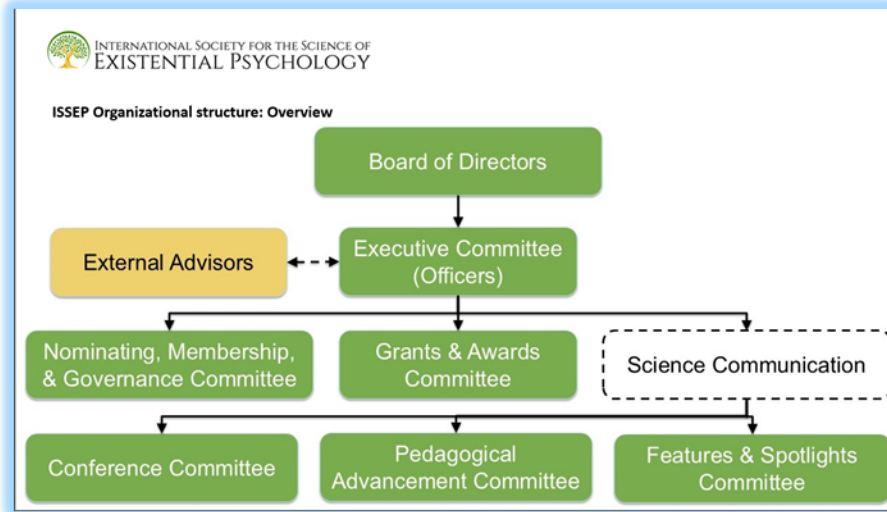
University

- Volunteered to serve on the **Five-Year Review Committee** through the KU Office of Research. We spent a full year reviewing the Institute for Policy and Social Research, drafted

reports, and so on.

Field

- Co-Founder and Elected Vice President of the *International Society for the Science of Existential Psychology (ISSEP)*. Established in 2019, ISSEP’s mission is *to advance the scientific discovery, communication, and application of key research findings in existential psychology*. The figure below depicts ISSEP’s organizational structure and programs. Below I summarize my involvement.



- The **BOD** sets ISSEP’s mission and delegates authority to the committees to accomplish that mission.
 - I helped install BOD, Officers, and Committees.
 - I developed onboarding materials packets and help run annual meetings.
 - I helped prepare and administer questionnaires to assess BOD members’ priorities (2024).
- Member of **Executive Committee**, which entails seeking external funding for the society, developing corporate materials (e.g., governance, legal policies and protections, endowments and investment plans), and maintaining and growing our website. We also consult with a team of external advisors.
 - I co-drafted organizational infrastructure.
 - Worked with lawyers to establish tax code and other structural parameters.
 - Consulted with external advisors to discuss donor relations, endowment, social media, and other topics (2024).
 - Launched website (issep.org) (2021). Co-produced 32 webpages, including accessible essays, interviews, and articles.
 - Secured funding. I worked with ISSEP President Ken Vail to secure a \$100,000 organizational grant from the Templeton World Charity Foundation (2020-2023) and a \$254,000 grant (2023-2026) from TWCF to continue operations and establish a new peer-reviewed *Journal of the Science of Existential Psychology*.

- Member of **Nominating, Membership, & Governance Committee**, which entails managing the bylaws, running meetings and elections, handling memberships and donations, and filing relevant taxes.
- Member of **Grants & Awards Committee**, which entails reviewing applications for our small-grant program and reviewing nominations for our annual awards programs (early-career, distinguished career, best paper, outstanding student). We also give out a variety of conference awards each year (innovation awards, travel awards, registration awards, diversity awards).
- ISSEP’s “Science Communication” effort encompasses three related committees with different audiences. The first of these is the **Conference Committee**, which organizes our annual conference events, with the audience being researchers and scholars.
 - As member, I help organize the *Existential Psychology* Preconference held at the annual conference of the Society for Personality and Social Psychology (SPSP). This entails topic planning, securing invited speakers, securing sponsors, preparing the application to SPSP, reviewing applications for posters and data blitzes, creating the program, and moderating the event. Statistics reported by SPSP indicate that our preconference ranks among the most popular and well-attended.
- The second science communication committee is the **Pedagogical Advancement Committee**, with the audience being instructors and students.
 - As member, I helped solicit and curate a large collection of pedagogical materials that are freely available to download to advance the teaching and learning of the science of existential psychology. We’ve compiled 40 syllabi, 100+ books, films, and teaching aids.
- The third communication committee is the **Features & Spotlights Committee**, which produces articles and interview pieces that showcase the science of existential psychology for a general public audience. Our website currently features 63 Features & Spotlights Articles covering a wide range of topics.
 - I served as an editor on two Features series articles (Wilt, 2024; Neely & Hicks, 2024).

Other field service:

- Selected by SPSP to take part in the Admired Scholar Program for students who won the SPSP Diversity Graduate Stipend (2024).
- Wrote six letters in support of colleagues’ application for promotion between AY2023 and AY2024.
- Served as a consultant on a consortium of social psychologists assisting Amy McGrath with her campaign for U.S. Senate (Spring 2020).
- Guest Editor of Special Issues at Peer Reviewed Journals
 - *Journal of Social and Clinical Psychology 2020 Special Issue: Existential social psychology in mental health*
 - *Review of General Psychology 2018 Special Issue on Meaning*
- Guest Editor: *Journal of Research in Personality* (2018).
- Editorial Board Member/Consulting Editor
 - *Journal of Social Psychology* (2018-2025).
 - *Journal of Personality and Social Psychology: Personality Processes and Individual*

- Differences* (2016 – 2020).
- *Journal of Personality and Social Psychology: Interpersonal Relations and Group Processes* (2015 - 2017).
- *Journal of Experimental Psychology: General* (beginning 2011).
- *Basic and Applied Social Psychology* (beginning 2007).
- Member of the Outstanding Early Career Award Selection Committee, International Society for Self and Identity (2014; 2016).
- SPSP Theoretical Innovation Prize Nominal Panel, Board Member (2012).
- Received “Certificate of Excellence in Reviewing” from the *Journal of Experimental Social Psychology* (2013).
- Ad Hoc Reviewer for hundreds of assignments across diverse journals and funding agencies.
- Wrote multiple letters in support of colleagues’ application for promotion.