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VITA

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Academic History

B.A., *Magna Cum Laude*, Yale University, 1966
Ph.D., Yale University, 1970

Academic Appointments

Princeton University, Assistant Prof, 1970-75
University of Waterloo, Associate Prof, 1975-79; Prof, 1979-04, University Prof, 2004-present
Chair, Division of Social Psychology, 1978-79/1989-91/1992-93/2002-03
Associate Chair/Undergraduate Affairs, Department of Psychology, 1983-86
Deputy Chair, Department of Psychology, 1986-88
Chair, Department of Psychology, 1997-00
University of Waterloo, Professor of Health Studies (Cross-Appointment), 1986-present

Visiting Professorships

Stanford University, Visiting Associate Professor, spring quarter, 1979
Princeton University, Visiting Professor, fall semester, 1981
McGill University, Visiting Professor, spring semester, 1986
University of Minnesota, Visiting Professor, spring quarter, 1995
University of California, Santa Cruz, Visiting Professor, spring quarter, 1996
University of Exeter, UK, Visiting Professor, summer term, 1998

Sabbatical Leaves

University College London, UK, winter term, 1973
 Stanford University, winter & spring quarters, 1982
 University of Minnesota, academic year, 1988-89
 Princeton University, winter semester, 1997
 University of Arizona, winter semester, 2002
 University of Virginia, winter semester, 2004

Professional Affiliations

Canadian Psychological Association (CPA)
 American Psychological Association (APA)
 Division 8: Society of Personality and Social Psychology (SPSP)
 Division 9: Society for the Psychological Study of Social Issues (SPSSI)
 Division 35: Society for the Psychology of Women (SPW)
 Division 3: Division of Experimental Psychology (DEP)
 Association for Psychological Science [formerly, American Psychological Society] (APS)
 American Association of Applied and Preventive Psychology (AAAPP)
 Eastern Psychological Association (EPA)
 Midwestern Psychological Association (MPA)
 Society of Experimental Social Psychology (SESP)

Elected Executive Committees

Executive Committee, SESP, 1982-1985
 Board of Directors, Center for Applied Health Research, UW, 1984-1988
 Council, SPSSI, 1985-1988
 Board of Directors, CPA, 1990-1991
 Executive Committee, SPSP, 1992-1994
 Senate, UW, 2000-2003

Selection Committees

Ph.D. Thesis Award, SESP, 1983-1986
 Distinguished Scientific Contribution Award, APA, 1985-1987
 Public Policy Intern, SPSSI, 1986-1988
 Fellows, SPSP, 1987-1989
 Hebb Award for Distinguished Scientific Contribution, CPA, 1991
 Campbell Award for Distinguished Scientific Contribution, SPSP, 1992-1994; 1998; 2006
 Queen Elizabeth II Scholarship, OCGS, 1996
 Early Career Award in Social/Personality Psychology, APA, 1996; 2000
 Klineberg Prize for Intercultural and International Relations, SPSSI, 1997
 Editor, Attitudes & Social Cognition section of JPSP, APA, 1999
 Fellows, APS, 2002-2004
 Louise Kidder Early Career Award, SPSSI, 2002-2004
 Publication Committee, SPSSI, 2005-2006
 Early Research Award (ERA), Ontario Ministry of Research & Innovation, 2006

College of Reviewers

Canada Research Chairs, Government of Canada, 2000-2006

Program Committees

EPA, 1977-1980
 Chair, SESP, 1986
 CPA, 1991
 Co-Chair, SPSP Preconference @ APS, 1996, 1997

Advisory Council

Department of Psychology, Princeton University, 1994-1998

Academic and Professional Honours and Awards

Departmental Honours with Exceptional Distinction, Yale University, 1966
 Phi Beta Kappa, Yale University, 1966
 NSF Graduate Fellow, Yale University, 1966-1970
 Fellow, CPA, 1978
 Fellow, APA, '79 (Div. 8/SPSP), '80 (Div. 9/SPSSI), '82 (Div. 35/SPW), '02 (Div. 3/DEP)
 Fellow-Elect, Center for Advanced Studies in the Behavioral Sciences, 1982
 President, SESP, 1985
 Charter Fellow, APS, 1988
 Charter Fellow, AAAPP, 1991
 Otto Klineberg Intercultural and International Relations Prize, SPSSI, 1992
 Donald O. Hebb Award for Distinguished Contributions to Psychology as a Science, CPA, 1993
 Kurt Lewin Fellow, University of Amsterdam, 1994
 President-Elect, President, Past President, SPSP, 1996-1998
 Raymond D. Fowler Award for Professional Development of Graduate Students, APAGS, 1996
 Donald T. Campbell Award for Distinguished Research in Social Psychology, SPSP, 1997
 Fellow, The Royal Society of Canada, 1999
 Excellence in Research Award, University of Waterloo, 2000
 University Professor, University of Waterloo, 2004
 Award for Excellence in Graduate Supervision, University of Waterloo, 2005
 Distinguished Scientist Award, SESP, 2007

Editorial Boards (Consulting Editor)

Social Psychology Quarterly, 1977-1979

Journal of Personality, 1977-1979; 1982-1997
Journal of Personality and Social Psychology, 1978-1986; 1990-present
Canadian Journal of Behavioural Science, 1978-1979; 1982-1990
Journal of Experimental Social Psychology, 1978-1979; 1982-1991
Review of Personality and Social Psychology, 1983-1993
Journal of Consumer Psychology, 1991-2000
Personality and Social Psychology Bulletin, 1994-1997
Basic and Applied Social Psychology, 1994-present
Group Processes and Intergroup Relations, 1997-present
Political Psychology, 2002-present

Editorships

Co-Editor, *Ontario Symposium on Personality and Social Psychology*, 1981-present
Associate Editor, *Journal of Experimental Social Psychology*, 1980-1981
Editor, *Advances in Experimental Social Psychology*, 1990-present

Major Research Interests

The social psychology of attitudes

Research Grants

NIH Biomedical Research Grant (Princeton University, 09/70 to 06/71, **\$5,000 US^a**).

The Effects of Intellectual Competition on Achievement-Related Behavior of Female College Students: A Search For an Underlying Process (DHEW, Office of Education, USA, 07/71 to 06/72, **\$10,000 US**).

The Causes and Consequences of Credibility in TV News (DHEW, Public Health Service, USA, 09/72 to 08/75, **\$90,000 US**).

Direct Experience and Attitude-Behaviour Consistency (University of Waterloo, 11/75 to 12/76, **\$2,500**).

Direct Experience and Attitude-Behaviour Consistency (Canada Council, 09/76 to 09/79, **\$10,000**).

Belief, Attitude, and Behaviour Change: Implications for Fitness Promotion (Ontario Ministry of Culture & Recreation, 01/80 to 12/80, **\$6,500**).

Predicting Adherence to a Program of Physical Exercise: An Empirical Study (Ontario Ministry of Culture & Recreation, 01/81 to 08/81, **\$5,000**).

The Attitude-Behaviour Relation (Social Sciences and Humanities Research Council of Canada, 07/81 to 06/82, **\$2,500**).

The Consequences of Collective Actions on the Attitudes of Individual Group Members: A Dissonance Analysis (Social Sciences and Humanities Research Council of Canada, 01/83 to 12/85, **\$57,500**).

The Resolution of Group Dissonance (Social Sciences and Humanities Research Council of Canada, 09/85 to 08/87, **\$40,000**).

(with Allan Best, PI). Community Intervention Trial (COMMIT) for Smoking Cessation (US National Cancer Institute, USA, 10/86 to 03/95, **\$3,000,000**).

Moods and Stereotyping (University of Waterloo/Social Sciences and Humanities Research Council of Canada, 05/87 to 08/88, **\$4,500**).

(with Victoria Esses). Moods, Stereotypes, and Prejudice (Social Sciences and Humanities Research Council of Canada, 07/88 to 04/91, **\$53,000**).

(with Connie M. Kristiansen). Values, Attitudes, and Reasoning about Social Issues (Social Sciences and Humanities Research Council of Canada, 09/89 to 08/91, **\$47,000**).

(with Victoria Esses). Mood and Attitudes Toward Ethnic Groups (Social Sciences and Humanities Research Council of Canada, 05/91 to 04/93, **\$63,000**).

The Psychology of Prejudice (Social Sciences and Humanities Research Council of Canada, 04/93 to 03/97, **\$117,000**).

(with Donald Taylor & Kenneth Dion). The Effects of Income Assistance on Refugee Adaptation in Canada (Employment and Immigration Canada, 05/93 to 04/94, **\$24,000**).

(with Donald Taylor & Kenneth Dion). The Social Psychology of Immigration (Employment and Immigration Canada, 09/95 to 03/96, **\$15,000**).

(with Tara MacDonald & Geoffrey Fong). Examining the Implications of the Alcohol Myopia Perspective: Understanding and Reducing Health Risk Behaviours Associated with Alcohol Intoxication (Social Sciences and Humanities Research Council of Canada, 05/97 to 04/00, **\$96,500**).

(with Steven Spencer, co-PI). Subliminal Priming and Persuasion (Social Sciences and Humanities Research Council of Canada, 05/00 to 04/03, **\$99,000**).

(with Geoff Fong, PI). Evaluating the Psychosocial and Behavioural Effects of Graphic Cigarette Warning Labels in Canada Among High School Students: A Longitudinal Survey (Social Sciences and Humanities Research Council of Canada/CTRI, 06/00 to 05/03, **\$150,000**).

(with Geoff Fong, PI). Effects of Graphic Warning Labels on Adolescent Smoking (National Cancer Institute, USA, 05/02 to 12/04, **\$250,484 US**).

(with Steven Spencer, co-PI). Defensive Self-Esteem (Social Sciences and Humanities Research Council of Canada, 09/02 to 08/05, **\$123,000**).

(with Michael Cummings, PI). International Tobacco Control Survey (ITCS) (Robert Wood Johnson Foundation, US, 08/02 to 07/03, **\$1,443,249 US**).

(with Geoff Fong, PI). ITCS (Canadian Institute of Health Research, 10/02 to 09/05, **\$1,835,477**).

(with Gerald Hastings, PI). ITCS (Cancer Research, UK, 10/02 to 09/05, **£150,000**).

(with Ron Borland, PI). ITCS (National Health & Medical Research Council of Australia, Australia, 01/03 to 12/03, **\$747,750 Aus**).

(with Kathleen Bloom, PI). Research Works! for Early Literacy Interventions (Social Sciences and Humanities Research Council of Canada: Community-University Research Alliance, 01/04 to 12/08, **\$958,000**).

(with Geoff Fong, PI). ITCS (National Cancer Institute, USA, 12/04 to 11/07, **\$2,052,273 US**).

(with Michael Cummings, PI). Transtheoretical Tobacco Use Research Center (National Cancer Institute, USA, 10/04 to 9/09, **\$7,121,449 US**).

(with Steven Spencer, co-PI). The Role of Implicit and Explicit Self-Views in Self-Image Maintenance and Stereotype Threat (Social Sciences and Humanities Research Council of Canada, 5/05 to 4/08, **\$156,582**).

(with Geoff Fong, PI). ITCS (Canadian Institute of Health Research, 5/06 to 4/10, **\$4,100,000**).

(with Eva Jonas, PI). Barriers to Innovation (German Science Foundation, 5/06 to 6/08, **\$70,000**).

^a Direct costs in Canadian dollars (unless otherwise specified) in parentheses.

Conference Grants

(with C. Peter Herman & E. Tory Higgins). The Ontario Symposium on Personality and Social Psychology: Variability and Consistency in Social Behaviour (from Social Sciences and Humanities Research Council of Canada, 1979, **\$3,000**).

(with C. Peter Herman & E. Tory Higgins). The Ontario Symposium on Personality and Social Psychology: Physical Appearance, Stigma, and Social Behaviour (from Social Sciences and Humanities Research Council of Canada, 1981, **\$3,000**).

(with James M. Olson & C. Peter Herman). The Ontario Symposium on Personality and Social Psychology: Relative Deprivation and Assertive Action (from Social Sciences and Humanities Research Council of Canada, 1983, **\$5,000**).

(with James M. Olson & C. Peter Herman). The Ontario Symposium on Personality and Social Psychology: Social Influence (from Social Sciences and Humanities Research Council of Canada, 1984, **\$4,000**).

(with James M. Olson). The Ontario Symposium on Personality and Social Psychology: Self-Inference Processes (from Social Sciences and Humanities Research Council of Canada, 1988, **\$8,500**).

(with James M. Olson). The Ontario Symposium on Personality and Social Psychology: The Psychology of Prejudice (from Social Sciences and Humanities Research Council of Canada, 1991, **\$8,200**).

(with James M. Olson & Clive Seligman). The Ontario Symposium on Personality and Social Psychology: Values (from Social Sciences and Humanities Research Council of Canada, 1993, **\$6,500**).

(with James M. Olson, Richard Sorrentino, & Dov Cohen). The Ontario Symposium on Personality and Social Psychology: Culture and Behaviour (from Social Sciences and Humanities Research Council of Canada, 2002, **\$10,000**).

Sabbatical Leave Fellowship

Sabbatical Leave Fellowship (from Social Sciences and Humanities Research Council of Canada, 7/1/81 to 6/30/82, **\$10,000**).

Transdisciplinary Training Grant

(with Roy Cameron, PI, & 20 other co-PIs). Tobacco Research Training Grant (from Canadian Institute of Health Research, 2002-2008, **\$1,800,000**).

University of Waterloo Awards

First Annual Award for Excellence in Research (UW, 2000, **\$1,500**).

First Annual Award for Excellence in Graduate Supervision (UW, 2005, **\$1,000**).

Publications

Kiesler, C.A., Zanna, M.P., & DeSalvo, J. (1966). Deviation and conformity: Opinion change as a function of commitment, attraction, and presence of a deviate. Journal of Personality and Social Psychology, *3*, 458-467.

Jones, R.A., Linder, D.E., Kiesler, C.A., Zanna, M.P., & Brehm, J.W. (1968). Internal states or external stimuli: Observers' attitude judgments and the dissonance theory--self-persuasion controversy. Journal of Experimental Social Psychology, *4*, 247-269.

Kiesler, C.A., Nisbett, R.E., & Zanna, M.P. (1969). On inferring one's beliefs from one's behavior. Journal of Personality and Social Psychology, *11*, 321-327.

(Reprinted in Warren, N. & Jahoda, M. (Eds.) (1973). Attitudes. Baltimore: Penguin Books, pp. 239-251).

Zanna, M.P., Kiesler, C.A., & Pilkonis, P.A. (1970). Positive and negative attitudinal affect established by classical conditioning. Journal of Personality and Social Psychology, *14*, 321-328.

(Reprinted in Insko, C.A. & Schopler, J. (1972). Experimental social psychology: Text with illustrative readings. New York: Academic Press, pp. 61-73; also in Himmelfarb, S. & Eagly, A.H. (Eds.) (1974). Readings in attitude change. New York: John Wiley, pp. 101-110).

Lepper, M.R., Zanna, M.P., & Abelson, R.P. (1970). Cognitive irreversibility in a dissonance-reduction situation. Journal of Personality and Social Psychology, *16*, 191-198.

(Reprinted in Warren, N. & Jahoda, M. (Eds.) (1973). Attitudes. Baltimore: Penguin Books, pp. 252-267).

Zanna, M.P., & Kiesler, C.A. (1971). Inferring one's beliefs from one's behavior as a function of belief relevance and consistency of behavior. Psychonomic Science, *24*, 283-285.

Zanna, M.P., & Hamilton, D.L. (1972). Attribute dimensions and patterns of trait inferences. Psychonomic Science, *27*, 353-354.

Hamilton, D.L., & Zanna, M.P. (1972). Differential weighting of favorable and unfavorable attributes in impressions of personality. Journal of Experimental Research in Personality, *6*, 204-212.

Zanna, M.P. (1972). Inference of belief from rejection of an alternative action. Representative Research in Social Psychology, *3*, 85-95.

Zanna, M.P., Lewis, L.D., & Goldstein, M. (1972). Locus of control and attitudes concerning military service. Psychological Reports, *31*, 1009-1010.

- Pilkonis, P.A., & Zanna, M.P. (1973). The choice-shift phenomenon in groups: Replication and extension. Representative Research in Social Psychology, 4, 36-47.
- Zanna, M.P. (1973). On inferring one's beliefs from one's behavior in a low-choice setting. Journal of Personality and Social Psychology, 26, 386-394.
- Zanna, M.P., Lepper, M.R., & Abelson, R.P. (1973). Attentional mechanisms in children's devaluation of a forbidden activity in a forced compliance situation. Journal of Personality and Social Psychology, 28, 355-359.
- Zanna, M.P., Darley, J.M., Chaiken, A., & Shafto, M. (1973). Student political campaigners: Who campaigns and what effect does it have on them? Journal of Applied Social Psychology, 3, 371-384.
- Zanna, M.P., & Del Vecchio, S.M. (1973). Perceived credibility of television news: A matter of viewer's attitudes and the position taken by the media. European Journal of Social Psychology, 3, 213-216.
- Bergeron, A., & Zanna, M.P. (1973). Race and belief similarity as determinants of interpersonal attraction in Peru. Journal of Cross-Cultural Psychology, 4, 397-411.
- Word, C.O., Zanna, M.P., & Cooper, J. (1974). The nonverbal mediation of self-fulfilling prophecies in interracial interaction. Journal of Experimental Social Psychology, 10, 109-120.
- (Reprinted in Aronson, E. (Ed.) (1984). Reading about the social animal. Fourth Edition. San Francisco: W.H. Freeman, pp. 263-276; in Aronson, E. (Ed.) (1988). Readings about the social animal. Fifth Edition. San Francisco: W.H. Freeman, pp. 305-318; in Aronson, E. (Ed.) (1992). Readings about the social animal. Sixth Edition. New York: W.H. Freeman, pp. 381-394; in Aronson, E. (Ed.) (1995). Readings about the social animal. Seventh Edition. New York: W.H. Freeman, pp. 369-382; in Aronson, E. (Ed.) (1999). Readings about the Social Animal. Eighth Edition. New York: W. H. Freeman, pp. 365-377; Pines, A.M. & Maslach, C. (1993). Experiencing social psychology: Readings and projects (Third Edition). New York: McGraw-Hill, pp. 191-197; Stangor, C. (Ed.) (2000). Stereotypes and prejudice: Essential readings. New York: Psychology Press, pp. 226-233; Kruglanski, A. W. & Higgins, E. T. (Eds.) (2003). Social psychology: A general reader. New York: Psychology Press, pp. 51-59; in Aronson, E. (Ed.) (2004). Readings about the Social Animal. Ninth Edition. New York: Worth, pp. 387-399.)
- Cooper, J., Zanna, M.P., & Goethals, G.R. (1974). Mistreatment of an esteemed other as a dissonance producing consequence. Journal of Experimental Social Psychology, 10, 224-233.
- Hamilton, D.L., & Zanna, M.P. (1974). Context effects in impression formation: Changes in connotative meaning. Journal of Personality and Social Psychology, 29, 649-654.

(Reprinted in Hogg, M. A. (Ed.) (2003). Social Psychology, Vol. 1, Social Cognition and Social Perception. London, UK: Sage Publications, pp. 9-17.)

Zanna, M.P., & Cooper, J. (1974). Dissonance and the pill: An attribution approach to studying the arousal properties of dissonance. Journal of Personality and Social Psychology, 29, 703-709.

(Reprinted in Blass, T. (Ed.) (1976). Contemporary social psychology: Representative readings. Itasca, Ill.: F.E. Peacock Publishers, pp. 329-340; Higgins, E. T., & Kruglanski, A. W. (Eds.) (2000). Motivational science: Social-personality perspectives. Philadelphia: Psychology Press, pp. 306-312.)

Zanna, M.P., & Del Vecchio, S.M. (1974). Viewers' political orientation and the appropriateness of TV newscaster behavior. Journal of Social Psychology, 93, 311-312.

Zanna, M.P., Goethals, G.R., & Hill, J.F. (1975). Evaluating sex-related ability: Social comparison with similar others and standard setters. Journal of Experimental Social Psychology, 11, 86-93.

Zanna, M.P., Sheras, P., Cooper, J., & Shaw, C. (1975). Pygmalion and Galatea: The interactive effect of teacher and student expectancies. Journal of Experimental Social Psychology, 11, 279-287.

(Reprinted in Reich, J.W. (Ed.) (1982). Experimenting in society: Issues and examples in applied social psychology. Glenview, Ill.: Scott, Foresman, pp. 92-97).

Zanna, M.P., Goethals, G.R., & Cooper, J. (1975). Misleading vs. mistreating another person as consequences producing self-justificatory attitude change. European Journal of Social Psychology, 5, 133-137.

Curtis, R., Zanna, M.P., & Campbell, W. (1975). Sex, fear of success, and the perceptions and performance of law school students. American Educational Research Journal, 12, 287-297.

Zanna, M.P., & Pack, S.J. (1975). On the self-fulfilling nature of apparent sex differences in behavior. Journal of Experimental Social Psychology, 11, 583-591.

Detweiler, R.A. & Zanna, M.P. (1976). Physiological mediation of attitudinal responses. Journal of Personality and Social Psychology, 33, 107-116.

Zanna, M.P., Chereskin, E., & Darley, J.M. (1976). How television news viewers deal with facts that contradict their beliefs: A consistency and attribution analysis. Journal of Applied Social Psychology, 6, 159-176.

Zanna, M.P., Higgins, E.T. & Taves, P.A. (1976). Is dissonance phenomenologically aversive? Journal of Experimental Social Psychology, 12, 530-538.

- Zanna, M.P., & Aziza, C. (1976). On the interaction of repression-sensitization and attention in resolving cognitive dissonance. Journal of Personality, 44, 577-593.
- Zanna, M.P., & Hamilton, D.L. (1977). Further evidence for meaning change in impression formation. Journal of Experimental Social Psychology, 13, 224-238.
- Fazio, R.H., Zanna, M.P., & Cooper, J. (1977). Dissonance and self-perception: An examination of each theory's proper domain of application. Journal of Experimental Social Psychology, 13, 464-479.
- (Reprinted in Halberstadt, A.G. & Ellyson, S.L. (Eds.) (1990). Social psychology: Readings from the first century. New York: McGraw-Hill, pp. 49-60; also in Byers (Ed.) (1993) Readings in social psychology: Perspective & method. Boston: Allyn & Bacon.)
- Fazio, R.H., Zanna, M.P., & Cooper, J. (1978). Direct experience and attitude-behavior consistency: An information processing analysis. Personality and Social Psychology Bulletin, 4, 48-51.
- Darley, J.M., Klosson, E.C., & Zanna, M.P. (1978). Intentions and their contexts in the moral judgments of children and adults. Child Development, 49, 66-74.
- Fazio, R.H., & Zanna, M.P. (1978). Attitudinal qualities affecting the strength of the attitude-behavior relationship. Journal of Experimental Social Psychology, 14, 398-408.
- Fazio, R.H., & Zanna, M.P. (1978). On the predictive validity of attitudes: The roles of direct experience and confidence. Journal of Personality, 46, 228-243.
- Cooper, J., Zanna, M.P., & Taves, P.A. (1978). Arousal as a necessary condition for attitude change following induced compliance. Journal of Personality and Social Psychology, 36, 1101-1106.
- Olson, J.M., & Zanna, M.P. (1979). A new look at selective exposure. Journal of Experimental Social Psychology, 15, 1-15.
- Higgins, E.T., Rhodewalt, F., & Zanna, M.P. (1979). Dissonance motivation: Its nature, persistence, and reinstatement. Journal of Experimental Social Psychology, 15, 16-34.
- Fazio, R.H., Zanna, M.P., & Cooper, J. (1979). On the relationship of data to theory: A reply to Ronis and Greenwald. Journal of Experimental Social Psychology, 15, 70-76.
- Goethals, G.R., & Zanna, M.P. (1979). The role of social comparison in choice shifts. Journal of Personality and Social Psychology, 37, 1469-1476.
- Darley, J.M., & Zanna, M.P. (1979). On getting your first job in academic psychology. Catalog of Selected Documents in Psychology, 9, 45-46.

- Zanna, M.P., Olson, J.M., & Fazio, R.H. (1980). Attitude-behavior consistency: An individual difference perspective. Journal of Personality and Social Psychology, 38, 432-440.
- (Reprinted in Earn B. & Towson, S. (Eds.) (1986). Readings in Social Psychology: Classic and Canadian Contributions. Peterborough, Ontario: Broadview Press, pp. 107-116; also in Earn, B. & Towson, S. (Eds.) (1990). Social Psychology: Readings for the Canadian Context. Peterborough, Ontario: Broadview Press, pp. 95-109).
- Seligman, C., Fazio, R.H., & Zanna, M.P. (1980). Effects of salience of extrinsic rewards on liking and loving. Journal of Personality and Social Psychology, 38, 453-460.
- Zanna, M.P., & Darley, J.M. (1980). Research in social psychology: Everything you always wanted to know about research but were afraid to ask (your advisor). Catalog of Selected Documents in Psychology, 10, 1.
- von Baeyer, C.L., Sherk, D.L., & Zanna, M.P. (1981). Impression management in the job interview: When the female applicant meets the male (chauvinist) interviewer. Personality and Social Psychology Bulletin, 7, 45-51.
- Zanna, M.P., Olson, J.M., & Fazio, R.H. (1981). Self-perception and attitude-behavior consistency. Personality and Social Psychology Bulletin, 7, 252-256.
- Darley, J.M., & Zanna, M.P. (1981). An introduction to the hiring process in academic psychology. Canadian Psychology, 22, 228-237.
- Olson, J.M., & Zanna, M.P. (1982). Repression-sensitization differences in responses to a decision. Journal of Personality, 50, 46-57.
- Darley, J.M., & Zanna, M.P. (1982). Making moral judgments. American Scientist, 70, 515-521.
- Towson, S.M.J., & Zanna, M.P. (1982). Toward a situational analysis of gender differences in aggression. Sex Roles, 8, 903-914.
- Ellis, R.J., Olson, J.M., & Zanna, M.P. (1983). Stereotypic personality inferences following objective versus subjective judgments of beauty. Canadian Journal of Behavioural Science, 15, 35-42.
- Ross, M., McFarland, C., Conway, M., & Zanna, M.P. (1983). The reciprocal relation between attitudes and behavioral recall: Committing people to newly formed attitudes. Journal of Personality and Social Psychology, 45, 257-267.
- Towson, S.M.J., & Zanna, M.P. (1983). Retaliation against sexual assault: Self-defence or public duty? Psychology of Women Quarterly, 8, 89-99.

- Olson, J.M., Ellis, R.J., & Zanna, M.P. (1983). Validating objective versus subjective judgments: Interest in social comparison and consistency information. Personality and Social Psychology Bulletin, *9*, 427-436.
- Gold, L.J., Darley, J.M., Hilton, J.L., & Zanna, M.P. (1984). Children's perception of procedural justice. Child Development, *55*, 1752-1759.
- Towson, S.M.J., Zanna, M.P., & MacDonald, G. (1984-85). Self-fulfilling prophecy: Sex-role stereotypes as expectations for behavior. Imagination, Cognition and Personality: The Scientific Study of Consciousness, *4*, 149-160.
- (Reprinted in Unger, R. K. (Ed.) (1989). Representations: Social Constructions of Gender (pp. 97-107). Amityville, NY: Baywood).
- Flay, B.R., Ryan, K.B., Best, J.A., Brown, K.S., Kersell, M.W., d'Avernas, J.R., & Zanna, M.P. (1985). Are social psychological smoking prevention programs effective? The Waterloo study. Journal of Behavioral Medicine, *8*, 37-59.
- Rempel, J.K., Holmes, J.G., & Zanna, M.P. (1985). Trust in close relationships. Journal of Personality and Social Psychology, *49*, 95-112.
- (Reprinted in Earn, B. & Towson, S. (Eds.) (1990). Social Psychology: Readings for the Canadian Context. Peterborough, Ontario: Broadview Press, pp. 241-267).
- Schlegel, R.P., d'Avernas, J.R., Zanna, M.P., DiTecco, D., & Manske, S.R. (1987). Predicting alcohol use in young adult males: A comparison of the Fishbein-Ajzen model and Jessor's problem behavior theory. Drugs and Society, *1*, 7-24.
- (Reprinted in Sadava, S.W. (Ed.) (1987). Drug Use and Psychological Theory. New York: Haworth Press, pp. 7-24).
- Olson, J.M., & Zanna, M.P. (1987). Understanding and promoting exercise: A social psychological analysis. Canadian Journal of Public Health, *78*, S1-S7.
- Jamieson, D.W., Lydon, J.E., & Zanna, M.P. (1987). Attitude and activity preference similarity: Differential bases of interpersonal attraction for low and high self-monitors. Journal of Personality and Social Psychology, *53*, 1052-1060.

Jamieson, D.W., Lydon, J.E., Stewart, G., & Zanna, M.P. (1987). Pygmalion revisited: New evidence for student expectancy effects. Journal of Educational Psychology, 79, 461-466.

(Reprinted in Towson, S. (Ed.) (1992). Educational Psychology: Readings for the Canadian Context. Peterborough, Ontario: Broadview Press. Also, ERIC document reproduction service no. ED 269 671.)

Lydon, J., Zanna, M.P., & Ross, M. (1988). Bolstering attitudes by autobiographical recall: Attitude persistence and selective memory. Personality and Social Psychology Bulletin, 14, 78-86.

Kristiansen, C.M., & Zanna, M.P. (1988). Justifying attitudes by appealing to values: A functional perspective. British Journal of Social Psychology, 27, 247-256.

(Reprinted in Earn, B. & Towson, S. (Eds.) (1990). Social Psychology: Readings for the Canadian Context. Peterborough, Ontario: Broadview Press, pp. 110-122).

Lydon, J.E., Jamieson, D.W., & Zanna, M.P. (1988). Interpersonal similarity and the social and intellectual dimensions of first impressions. Social Cognition, 6, 269-286.

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- Son Hing, L. S., Chung-Yan, G. A., Grunfeld, R., Robichaud, L., & Zanna, M. P. (2005). Exploring the discrepancy between explicit and implicit prejudice: A test of aversive racism theory. In J. Forgas, K. Williams, & S. M. Laham (Eds.), Social Motivation: Explicit and Implicit Processes (pp. 274-293). New York: Cambridge University Press.
- Spencer, S. J., Jordan, C. H., Logel, C. E. R., & Zanna, M. P. (2005). Nagging doubts and a glimmer of hope: The role of implicit self-esteem in self-image maintenance. In A. Tesser, J. V. Wood, & D. A. Stapel (Eds.), On Building, Defending, and Regulating the Self: A Psychological Perspective (pp. 153-170). New York: Psychology Press.
- Newby-Clark, I. R., McGregor, I., & Zanna, M. P. (2005). The consequences of accessible ambivalence. In S. C. Craig & M. D. Martinez (Eds.), Ambivalence and the Structure of Political Opinion (pp. 33-53). New York: Palgrave Macmillan.
- Albarracín, D., Johnson, B. T., & Zanna, M. P. (2005). Attitudes: Introduction and scope. In D. Albarracín, B. T. Johnson, & M. P. Zanna (Eds.), Handbook of Attitudes (pp. 3-19). Mahwah, NJ: Lawrence Erlbaum Associates.

- Strahan, E. J., Spencer, S. J., & Zanna, M. P. (2005). Subliminal priming and persuasion: How motivation affects the activation of goals and persuasiveness of messages. In F. R. Kardes, P. M. Herr, & J. Nantel (Eds.), Applying Social Cognition to Consumer-Focused Strategy (pp. 267-280). Mahwah, NJ: Lawrence Erlbaum Associates.
- Fong, G. T., Hammond, D., & Zanna, M. P. (2006). Bridging to evidence-based public health policy. In P. A. M. Van Lange (Ed.), Bridging Social Psychology: Benefits of Transdisciplinary Approaches (pp. 333-338). Mahwah, NJ: Lawrence Erlbaum Associates.
- Jordan, C. H., Logel, C., Spencer, S. J., & Zanna, M. P. (in press). Nonconscious self-esteem: Is there something you're not telling yourself? In M. H. Kernis (Ed.), Self-esteem: Issues and Answers. New York: Psychology Press.
- Jordan, C. H., & Zanna, M. P. (in press). Not all experiments are created equal: On conducting and reporting persuasive experiments. In R. J. Sternberg, D. Halpern, & H. L. Roediger III (Eds.), Critical Thinking in Psychology. New York: Cambridge University Press.
- Jordan, C. H., Logel, C., Spencer, S. J., Zanna, M. P., & Whitfield, M. L. (in press). The heterogeneity of self-esteem: Exploring the interplay between implicit and explicit self-esteem. In R. E. Petty, R. H. Fazio, & P. Briñol (Eds.), Attitudes: Insights from the New Implicit Measures. Mahwah, NJ: Lawrence Erlbaum Associates.

Books

Zanna, M.P., & Darley, J.M. (Eds.) (1987). The Compleat Academic: A Practical Guide for the Beginning Social Scientist. New York: Random House.

Darley, J. M., Zanna, M. P., & Roediger, H. L., III (Eds.). (2004). The Compleat Academic: A Career Guide. Washington, DC: American Psychological Association.

Albarracín, D., Johnson, B. T., & Zanna, M. P. (Eds.). (2005). Handbook of Attitudes. Mahwah, NJ: Lawrence Erlbaum Associates.

Ontario Symposia on Personality and Social Psychology

Higgins, E.T., Herman, C.P., & Zanna, M.P. (Eds.) (1981). Social Cognition: The Ontario Symposium. Vol. 1. Hillsdale, NJ: Lawrence Erlbaum Associates.

Zanna, M.P., Higgins, E.T., & Herman, C.P. (Eds.) (1982). Consistency in Social Behavior: The Ontario Symposium. Vol. 2. Hillsdale, NJ: Lawrence Erlbaum Associates.

Herman, C.P., Zanna, M.P., & Higgins, E.T. (Eds.) (1986). Physical Appearance, Stigma, and Social Behavior: The Ontario Symposium. Vol. 3. Hillsdale, NJ: Lawrence Erlbaum Associates.

Olson, J.M., Herman, C.P., & Zanna, M.P. (Eds.) (1986). Relative Deprivation and Social Comparison: The Ontario Symposium. Vol. 4. Hillsdale, NJ: Lawrence Erlbaum Associates.

Zanna, M.P., Olson, J.M., & Herman, C.P. (Eds.) (1987). Social Influence: The Ontario Symposium. Vol. 5. Hillsdale, NJ: Lawrence Erlbaum Associates.

Olson, J.M., & Zanna, M.P. (Eds.) (1990). Self-Inference Processes: The Ontario Symposium. Vol. 6. Hillsdale, NJ: Lawrence Erlbaum Associates.

Zanna, M.P., & Olson, J.M. (Eds.) (1994). The Psychology of Prejudice: The Ontario Symposium. Vol. 7. Hillsdale, NJ: Lawrence Erlbaum Associates.

Seligman, C., Olson, J.M., & Zanna, M.P. (Eds.) (1996). The Psychology of Values: The Ontario Symposium. Vol. 8. Mahwah, NJ: Lawrence Erlbaum Associates.

Spencer, S. J., Fein, S., Zanna, M. P., & Olson, J. M. (Eds.) (2003). Motivated Social Perception: The Ontario Symposium. Vol. 9. Mahwah, NJ: Lawrence Erlbaum Associates.

Sorrentino, R., Cohen, D., Olson, J. M., & Zanna, M. P. (Eds.) (2005). Culture and Social Behavior: The Ontario Symposium. Vol. 10. Mahwah, NJ: Lawrence Erlbaum Associates.

Advances in Experimental Social Psychology

- Zanna, M.P. (Ed.) (1990). Advances in Experimental Social Psychology. Vol. 23. San Diego: Academic Press.
- Zanna, M.P. (Ed.) (1991). Advances in Experimental Social Psychology. Vol. 24. San Diego: Academic Press.
- Zanna, M.P. (Ed.) (1992). Advances in Experimental Social Psychology. Vol. 25. San Diego: Academic Press.
- Zanna, M.P. (Ed.) (1994). Advances in Experimental Social Psychology. Vol. 26. San Diego: Academic Press.
- Zanna, M.P. (Ed.) (1995). Advances in Experimental Social Psychology. Vol. 27. San Diego: Academic Press.
- Zanna, M.P. (Ed.) (1996). Advances in Experimental Social Psychology. Vol. 28. San Diego: Academic Press.
- Zanna, M.P. (Ed.) (1997). Advances in Experimental Social Psychology. Vol. 29. San Diego: Academic Press.
- Zanna, M.P. (Ed.) (1998). Advances in Experimental Social Psychology. Vol. 30. San Diego: Academic Press.
- Zanna, M.P. (Ed.) (1999). Advances in Experimental Social Psychology. Vol. 31. San Diego: Academic Press.
- Zanna, M.P. (Ed.) (2000). Advances in Experimental Social Psychology. Vol. 32. San Diego: Academic Press.
- Zanna, M. P. (Ed.) (2001). Advances in Experimental Social Psychology. Vol. 33. San Diego: Academic Press.
- Zanna, M. P. (Ed.) (2002). Advances in Experimental Social Psychology. Vol. 34. San Diego: Academic Press.
- Zanna, M. P. (Ed.) (2003). Advances in Experimental Social Psychology. Vol. 35. San Diego: Academic Press.

Zanna, M. P. (Ed.) (2004). Advances in Experimental Social Psychology. Vol. 36. San Diego: Academic Press.

Zanna, M. P. (Ed.) (2005). Advances in Experimental Social Psychology. Vol. 37. San Diego: Academic Press.

Zanna, M. P. (Ed.) (2006). Advances in Experimental Social Psychology. Vol. 38. San Diego: Academic Press.

Editorial

Zanna, M. P. (1997). Needed: A new convention plan. Dialogue, 12 (1), 6-7.

Invited Addresses

- Zanna, M.P. (April 1988). Attitude-behavior consistency: Fulfilling the need for cognitive structure. Invited Address presented at the annual meeting of the **Eastern Psychological Association**, Buffalo.
- Zanna, M.P. (May 1989). Need for closure and the attitude-behavior relation. Invited Address presented at the annual meeting of the **Midwestern Psychological Association**, Chicago.
- Zanna, M.P. (August 1991). The persistence of persuasion. Invited Address presented at the annual meeting of the **American Psychological Association**, San Francisco.
- Zanna, M.P. (May 1993). On the nature of prejudice. Invited D. O. Hebb Award Address presented at the annual meeting of the **Canadian Psychological Association**, Montreal (Abstract published in Canadian Psychology, 1993, 34 (2a), 398).
- Zanna, M. P. (April 1994). Alcohol myopia: Does intoxication lead to 'risky business'? Invited Keynote Address presented at the annual **Ontario Undergraduate Thesis Conference**, University of Waterloo, Waterloo, Ontario.
- Zanna, M. P. (August 1996). The effect of intoxication on behavioural intentions. Invited Address presented at the **XXVI International Congress of Psychology**, Montreal (Abstract published in International Journal of Psychology, 1996, 31 (no. 3 & 4), 433.1).
- Zanna, M. P. (August 1997). The multiple psychologies of opposition to affirmative action. SPSP Presidential Address presented at the annual meeting of the **American Psychological Association**, Chicago.
- Zanna, M. P. (August 1998). Must conflicting cognitions be simultaneously accessible for ambivalence to be experienced (and dissonance to be aroused)? Invited Donald T. Campbell Award Address presented at the annual meeting of the **American Psychological Association**, San Francisco.
- Zanna, M. P. (July 2000). Subliminal priming and persuasion. Invited Address presented at the annual meeting of the **Canadian Psychological Association**, Ottawa. (Abstract published in Canadian Psychology, 2000, 41 (2a), p. 142).
- Zanna, M. P. (February 2001). Subliminal priming and persuasion. Invited Address presented at the 1st Annual **SPSP Preconference on "The Psychology of Attitudes,"** San Antonio.
- Zanna, M. P. (April 2001). Subliminal priming and persuasion. Invited Keynote Address presented at the 1st Annual **University of Waterloo Graduate Student Research Conference**, University of Waterloo, Waterloo, Ontario.

Papers and Symposia

- Zanna, M.P., & Kiesler, C.A. (April 1968). Conditioning of positive and negative attitudinal affect. Paper presented at the annual meeting of the Eastern Psychological Association, Washington, D.C.
- Kiesler, C.A., & Zanna, M.P. (April 1969). Inferring one's beliefs from one's behavior as a function of belief relevance and consistency of behavior. Paper presented at the annual meeting of the Eastern Psychological Association, Philadelphia.
- Carlsmith, J.M., Ebbesen, E.B., Lepper, M.R., Zanna, M.P., Joncas, A.J., & Abelson, R.P. (September 1969). Dissonance reduction following forced attention to the dissonance. Paper presented at the annual meeting of the American Psychological Association, Washington, D.C. (published in Proceedings, APA, 1969, 321-322).
- Curtis, R., Zanna, M.P., & Campbell, W. (April 1973). Sex, fear of success, and law school experience. Paper presented at the annual meeting of the Eastern Psychological Association, Washington, D.C.
- Sheras, P., Cooper, J., & Zanna, M.P. (August 1973). On the irreversibility of cognitive dissonance. Paper presented at the annual meeting of the American Psychological Association, Montreal (published in Proceedings, APA, 1973, 275-276).
- Howe, K.G., & Zanna, M.P. (April 1975). Sex-appropriateness of the task and achievement behavior. Paper presented at the annual meeting of the Eastern Psychological Association, New York.
- Zanna, M.P. (September 1975). The effect of distraction on resolving cognitive dilemmas. Paper presented at the annual meeting of the American Psychological Association, Chicago.
- Zanna, M.P. (Chairperson and Organizer) (September 1975). Impression formation: Encoding and representational processes. Symposium presented at the annual meeting of the American Psychological Association, Chicago.
- Fazio, R.H., & Zanna, M.P. (April 1976). Attitude-behavior consistency as a function of the salience of past behavior. Paper presented at the annual meeting of the Eastern Psychological Association, New York.
- Olson, J.M., & Zanna, M.P. (June 1977). Exploring repression-sensitization differences in resolving cognitive dissonance: Rationalization versus intellectualization. Paper presented at the annual meeting of the Canadian Psychological Association, Vancouver.
- Bowden, M., & Zanna, M.P. (June 1977). Influence of interpersonal relationships on justice. Paper presented at the annual meeting of the Canadian Psychological Association, Vancouver.

- Zanna, M.P., Fazio, R.H., & Cooper, J. (June 1977). Direct experience and attitude-behavior consistency: An information processing analysis. Symposium paper presented at the annual meeting of the Canadian Psychological Association, Vancouver.
- Zanna, M.P. (Organizer) (August 1977). Recent approaches to attitude-behavior consistency. Symposium presented at the annual meeting of the American Psychological Association, San Francisco.
- Zanna, M.P., & Fazio, R.H. (August 1977). Direct experience and attitude-behavior consistency. Symposium paper presented at the annual meeting of the American Psychological Association Meeting, San Francisco.
- Olson, J.M., & Zanna, M.P. (August 1977). A new look at selective exposure. Paper presented at the annual meeting of the American Psychological Association, San Francisco.
- Zanna, M.P. (Organizer) (October 1977). Twenty years later: Current perspectives on cognitive dissonance. Symposium presented at the annual meeting of the Society of Experimental Social Psychology, Austin.
- Zanna, M.P. (October 1977). Self perception, dissonance and ego defensive style. Symposium paper presented at the annual meeting of the Society of Experimental Social Psychology, Austin.
- Ellis, R.J., Olson, J.M., & Zanna, M.P. (June 1978). Judgments of physical attractiveness: The effects of perceived objectivity-subjectivity on stereotypic inferences. Paper presented at the annual meeting of the Canadian Psychological Association, Ottawa.
- Olson, J.M., & Zanna, M.P. (June 1978). Self-perception and attitude-behaviour consistency. Paper presented at the annual meeting of the Canadian Psychological Association, Ottawa.
- Whitehead, L.A., Holmes, J.G., & Zanna, M.P. (June 1978). The effects of arousal and expectations on interpersonal perception. Paper presented at the annual meeting of the Canadian Psychological Association, Ottawa.
- Bowden, M., & Zanna, M.P. (August 1978). Perceived relationship, sex role orientation, and gender differences in reward allocation. Symposium paper presented at the annual meeting of the American Psychological Association, Toronto. (ERIC Reproduction Document No. ED 192 193).
- Olson, J.M., & Zanna, M.P. (August 1978). Attitude-behavior consistency: An individual difference perspective. Paper presented at the annual meeting of the American Psychological Association, Toronto.
- Towson, S.M.J., & Zanna, M.P. (March 1979). Toward a situational analysis of gender differences in aggression. Paper presented at the annual meeting of the Association for Women in Psychology, Dallas.

- Alain, M., & Zanna, M.P. (June 1979). Le role de l'empathie dans l'apprentissage par observation de l'impuissance apprise ("learned helplessness") (The role of empathy in observational learning of learned helplessness). Paper presented at the annual meeting of the Canadian Psychological Association, Quebec City.
- Fondacaro, R.A., & Zanna, M.P. (June 1979). The effects of bystanders on helping the handicapped: A field experiment. Paper presented at the annual meeting of the Canadian Psychological Association, Quebec City.
- Olson, J.M., & Zanna, M.P. (September 1979). Opinions and memory: Individual differences in selective learning. Paper presented at the annual meeting of the American Psychological Association, New York.
- Towson, S.M.J., & Zanna, M.P. (September 1979). Retaliation against sexual assault: Self-defense or public duty? Paper presented at the annual meeting of the American Psychological Association, New York.
- von Baeyer, C.L., Sherk, D.L., & Zanna, M.P. (September 1979). Impression management: Female job applicant, male (chauvinist) interviewer. Paper presented at the annual meeting of the American Psychological Association, New York.
- Zanna, M.P. (Discussant) (September 1979). Current trends in dissonance research. Symposium presented at the annual meeting of the American Psychological Association, New York.
- Zanna, M.P., & Olson, J.M. (October 1979). Attitude-behaviour consistency: An individual difference perspective. Paper presented at the Ontario Symposium of Personality and Social Psychology, University of Waterloo, Ontario.
- Alain, M., Zanna, M.P., & Ross, M. (June 1980). The role of empathy and expectation in vicarious learned helplessness. Paper presented at the annual meeting of the Canadian Psychological Association, Calgary.
- Lumsden, A., & Zanna, M.P. (June 1980). When a newscaster reports counterattitudinal information: Education vs. propaganda? Paper presented at the annual meeting of the Canadian Psychological Association, Calgary.
- McCann, C.D., Zanna, M.P., & Higgins, E.T. (June 1980). Attitude change following induced compliance: An individual differences perspective. Paper presented at the annual meeting of the Canadian Psychological Association Meeting, Calgary.
- Zanna, M.P. (Discussant) (June 1980). The role of expectations in gender-related behaviour. Symposium presented at the annual meeting of the Canadian Psychological Association, Calgary.
- Goldberg, J.O., Zanna, M.P., & Earn, B.M. (September 1980). Defensive styles and women's reactions to discrimination. Paper presented at the annual meeting of the American Psychological Association, Montreal.

- Zanna, M.P. (October 1980). The counterattitudinal newscast: Education or propaganda? Symposium paper presented at the biennial meeting of the Society of Experimental Social Psychology, Stanford University.
- Zanna, M.P., & Darley, J.M. (April 1981). Judgments of responsibility for foreseeable and unforeseeable accidents. Paper presented at the annual meeting of the Society for Research in Child Development, Boston.
- Sande, G.N., Baldwin, M.W., & Zanna, M.P. (June 1981). Assessing interpersonal similarity. Paper presented at the annual meeting of the Canadian Psychological Association, Toronto.
- Towson, S.M.J., MacDonald, G., & Zanna, M.P. (June 1981). Confirming sex-role stereotypes in the job interview: Payoffs and pitfalls. Paper presented at the annual meeting of the Canadian Psychological Association, Toronto.
- Chris, S.A., & Zanna, M.P. (June 1981). Self-monitoring and anonymity in the forced-compliance situation: A test of dissonance and impression management theories. Paper presented at the annual meeting of the Canadian Psychological Association, Toronto.
- Olson, J.M., & Zanna, M.P. (August 1981). Individual differences in cognitive responses to a decision. Symposium paper presented at the annual meeting of the American Psychological Association, Los Angeles.
- Zanna, M.P. (August 1981). On confirming others' sex-role stereotypes. Symposium paper presented at the annual meeting of the American Psychological Association, Los Angeles. (ERIC Reproduction Document No. ED 212 925).
- Sande, G.N., & Zanna, M.P. (June 1982). Group dissonance in the forced-compliance paradigm. Paper presented at the annual meeting of the Canadian Psychological Association, Montreal.
- Jamieson, D.W., Zenger, D.A., & Zanna, M.P. (June 1982). Suspicion and Machiavellianism in a cognitive dissonance paradigm. Paper presented at the annual meeting of the Canadian Psychological Association, Montreal.
- Towson, S.M.J., Zanna, M.P., & Fletcher, G. (June 1982). Assertion -- or aggression? It may depend on gender. Paper presented at the annual meeting of the Canadian Psychological Association, Montreal.
- Olson, J.M., & Zanna, M.P. (June 1982). Individual differences in attitude-behaviour consistency. Paper presented at the annual meeting of the Canadian Psychological Association, Montreal.
- Towson, S.M.J., & Zanna, M.P. (June 1982). Self-fulfilling prophecy: Sex-role stereotypes as expectations for behaviour. Paper presented at the 1982 Institute of the Section on Women and Psychology of the Canadian Psychological Association, Montreal.

- Olson, J.M., & Zanna, M.P. (August 1982). The role of self-perception in attitude-behavior consistency. Symposium paper presented at the annual meeting of the American Psychological Association, Washington, D.C. (Published in M.B. Mazis (Ed.), Proceedings, American Psychological Association Division 23 (pp. 1-4). Washington, D.C.: Division 23 of the American Psychological Association, 1983).
- Jamieson, D.W., & Zanna, M.P. (August 1982). Attitude change under threat of lie detection: A dissonance or impression management phenomenon? Paper presented at the annual meeting of the American Psychological Association, Washington, D.C.
- Ellis, R.J., & Zanna, M.P. (August 1982). Arousal and causal attribution. Paper presented at the annual meeting of the American Psychological Association, Washington, D.C.
- Conway, M.A., McFarland, C., Ross, M., & Zanna, M.P. (August 1982). Relations between behavioral recall, current attitudes, and behavioral intentions. Paper presented at the annual meeting of the American Psychological Association, Washington, D.C.
- Zanna, M.P. (Discussant) (August 1982). The relationship of moral reasoning and attitudes to moral behavior. Symposium presented at the annual meeting of the American Psychological Association Meeting, Washington, D.C.
- Zanna, M.P. (Chair) (October 1982). Self presentation and definition. Symposium presented at the annual meeting of the Society of Experimental Social Psychology, Indiana University.
- Jamieson, D.W., & Zanna, M.P. (June 1983). The lie detector expectation procedure: Ensuring veracious self-reports of attitude. Paper presented at the annual meeting of the Canadian Psychological Association, Winnipeg. (Best Student Paper Award.)
- Lumsden, A., & Zanna, M.P. (June 1983). Individual differences in the resolution of attitude-discrepant news reports. Paper presented at the annual meeting of the Canadian Psychological Association, Winnipeg.
- Lydon, J., Zanna, M.P., & Ross, M. (June 1983). The effects of behaviour recall on commitment to attitude change. Paper presented at the annual meeting of the Canadian Psychological Association, Winnipeg.
- Towson, S.M.J., & Zanna, M.P. (June 1983). Do clothes make the woman? Fashion and the female executive. Paper presented at the annual meeting of the Canadian Psychological Association Meeting, Winnipeg.
- Olson, J.M., & Zanna, M.P. (June 1983). Adherence to exercise: Psychological and demographic predictors. Paper presented at the annual meeting of the Canadian Psychological Association, Winnipeg.

- Olson, J.M., & Zanna, M.P. (June 1983). The future of the Ontario Symposium on Personality and Social Psychology. Paper presented at the annual meeting of the Canadian Psychological Association, Winnipeg.
- Zanna, M.P. (Chair) (June 1983). Sex roles. Paper session presented at the annual meeting of the Canadian Psychological Association, Winnipeg.
- Zanna, M.P. (Chair) (June 1983). The section of social psychology graduate student research awards. Paper session presented at the annual meeting of the Canadian Psychological Association, Winnipeg.
- Zanna, M.P. (Discussant) (June 1984). Pornography and sexual violence: Research, theory and implications for policy. Symposium presented at the annual meeting of the Canadian Psychological Association, Ottawa.
- Jamieson, D.W., Lydon, J.E., & Zanna, M.P. (June 1984). Similarity of attitudes versus activity preferences: A differential basis of interpersonal attraction for low and high self-monitors? Paper presented at the annual meeting of the Canadian Psychological Association, Ottawa (Abstract published in Canadian Psychology, 1984, 25 (2a), no. 242).
- Lydon, J.E., Zanna, M.P., & Ross, M. (June 1984). The attitude-behaviour recall relation: Conditions and consequences. Paper presented at the annual meeting of the Canadian Psychological Association, Ottawa (Abstract published in Canadian Psychology, 1984, 25 (2a), no. 294).
- Olson, J.M., & Zanna, M.P. (June 1984). Motivation and maintaining physical activity: A social psychological approach. Symposium paper presented at the annual meeting of the Canadian Psychological Association, Ottawa (Abstract published in Canadian Psychology, 1984, 25 (2a), no. 358).
- Sande, G.N., & Zanna, M.P. (June 1984). Social evaluation: The role of the reckoning process. Paper presented at the annual meeting of the Canadian Psychological Association, Ottawa (Abstract published in Canadian Psychology, 1984, 25 (2a), no. 431). (Best Student Paper Award.)
- Towson, S.M.J., Pepperall, G., & Zanna, M.P. (June 1984). The impact of a smoking prevention programme on the evaluation of smokers and non-smokers. Paper presented at the annual meeting of the Canadian Psychological Association, Ottawa (Abstract published in Canadian Psychology, 1984, 25 (2a), no. 487).
- Zanna, M.P. (Moderator and Discussant) (June 1984). Social psychology of physical fitness. Symposium presented at the annual meeting of the Canadian Psychological Association, Ottawa.

- Zanna, M.P. (June 1984). Attitudes: A new look at an old concept. Invited paper presented at the Conference on the Social Psychology of Knowledge, Tel Aviv, June 1984.
- Zanna, M.P., & Sande, G.N. (August 1984). The effects of collective actions on the attitudes of individual group members: A dissonance analysis. Paper presented at the Fifth Ontario Symposium on Personality and Social Psychology: Social Influence, University of Waterloo.
- Zanna, M.P. (Host) (August 1984). Social Psychology. Poster Session presented at the annual meeting of the American Psychological Association, Toronto.
- Zanna, M.P., Crosby, F., & Loewenstein, G. (August 1984). Male reference groups and job satisfaction among female professionals. Symposium paper presented at the annual meeting of the American Psychological Association, Toronto.
- Sande, G.N., & Zanna, M.P. (August 1984). The effects of collective actions on the attitudes of individual group members. Paper presented at the annual meeting of the American Psychological Association, Toronto.
- Lydon, J.E., Jamieson, D.W., & Zanna, M.P. (August 1984). Activity and attitude similarity: Differential antecedents of social and intellectual desirability. Paper presented at the annual meeting of the American Psychological Association, Toronto.
- Jamieson, D.W., Lydon, J.E., Stewart, G., & Zanna, M.P. (August 1984). Pygmalion revisited: New evidence for student expectancy effects in the classroom. Paper presented at the annual meeting of the American Psychological Association, Toronto. (ERIC Reproduction Document No. ED 269 671).
- Zanna, M.P. (August 1984). Children's perceptions of procedural justice. Symposium paper presented at the annual meeting of the American Psychological Association, Toronto.
- Zanna, M.P. (Discussant) (August 1984). Attitude structure and function. Symposium presented at the annual meeting of the American Psychological Association, Toronto.
- Jamieson, D.W., & Zanna, M.P. (June 1985). Moderating the attitude-behavior relation: The joint effects of arousal and self-monitoring. Paper presented at the annual meeting of the Canadian Psychological Association, Halifax (Abstract published in Canadian Psychology, 1985, 26 (2a), no. 244). (Best Student Paper Award.)
- Mohr, D.P., & Zanna, M.P. (June 1985). Pornography: More than meets the eye. Symposium paper presented at the annual meeting of the Canadian Psychological Association, Halifax (Abstract published in Canadian Psychology, 1985, 26 (2a), no. 375).
- Sande, G.N., & Zanna, M.P. (June 1985). The resolution of cognitive dissonance following collective decisions. Paper presented at the annual meeting of the Canadian Psychological Association, Halifax (Abstract published in Canadian Psychology, 1985, 26 (2a), no. 465).

- Zanna, M.P. (Moderator and Organizer) (June 1985). Social cognition and social interaction. Symposium presented at the annual meeting of the Canadian Psychological Association, Halifax.
- Zanna, M.P. (Chair) (June 1986). Social cognition. Paper session presented at the annual meeting of the Canadian Psychological Association, Toronto.
- Bechtold, A., Naccarato, M.E., & Zanna, M.P. (June 1986). Need for structure and the prejudice-discrimination relation. Paper presented at the annual meeting of the Canadian Psychological Association, Toronto (Abstract published in Canadian Psychology, 1986, 27 (2a), no. 36). (Best Student Paper Award.)
- Jamieson, D.W., & Zanna, M.P. (June 1986). Attitude formation: Dispositional and situational determinants of affect strength and complexity. Paper presented at the annual meeting of the Canadian Psychological Association, Toronto (Abstract published in Canadian Psychology, 1986, 27 (2a), no. 298).
- Kristiansen, C.M., & Zanna, M.P. (June 1986). When do attitudes express values? Paper presented at the annual meeting of the Canadian Psychological Association, Toronto (Abstract published in Canadian Psychology, 1986, 27 (2a), no. 330).
- Zanna, M.P., & Kristiansen, C.M. (June 1986). The justification of attitudes by selective appeals to values. Paper presented at the annual meeting of the Canadian Psychological Association, Toronto (Abstract published in Canadian Psychology, 1986, 27 (2a), no. 643).
- Zanna, M.P. (October 1986). Need for structure and the attitude-behaviour relation. Invited paper presented at the Symposium on the Attitude-Behaviour Relation, St. Francis Xavier University, Antigonish, Nova Scotia.
- Zanna, M.P. (Discussant) (June 1987). Dimensions of the immigrant experience. Symposium presented at the annual meeting of the Canadian Psychological Association, Vancouver.
- Zanna, M.P. (Discussant) (June 1987). Applied social psychology: Theory, research and applications. Symposium presented at the annual meeting of the Canadian Psychological Association, Vancouver.
- Zanna, M.P. (Chair) (June 1987). Social cognition. Paper session presented at the annual meeting of the Canadian Psychological Association, Vancouver.
- Jamieson, D.W., & Zanna, M.P. (August 1987). Attitude-judgment consistency: Fulfilling the need for cognitive structure. Symposium paper presented at the annual meeting of the American Psychological Association, New York.
- Zanna, M.P. (May 1988). The development of judgments of responsibility for foreseeable and unforeseeable accidents and intentional harms. Symposium paper presented at the Fifth Biennial University of Waterloo Conference on Child Development, Waterloo, Ontario.

- DeCourville, N.H., Esses, V.M., & Zanna, M.P. (June 1988). Mood and the physical attractiveness stereotype. Paper presented at the annual meeting of the Canadian Psychological Association, Montreal (Abstract published in Canadian Psychology, 1988, 29 (2a), no. 179).
- Lydon, J., & Zanna, M.P. (June 1988). Commitments and adjustments to behavior diagnostic of values: A self-affirmation approach. Paper presented at the annual meeting of the Canadian Psychological Association, Montreal (Abstract published in Canadian Psychology, 1988, 29 (2a), no. 483).
- Matheson, K., & Zanna, M.P. (June 1988). Computer communication: A self-focusing medium? Paper presented at the annual meeting of the Canadian Psychological Association, Montreal (Abstract published in Canadian Psychology, 1988, 29 (2a), no. 508).
- Thompson, M.M., & Zanna, M.P. (June 1988). Personality based antecedents of attitudinal ambivalence. Paper presented at the annual meeting of the Canadian Psychological Association, Montreal (Abstract published in Canadian Psychology, 1988, 29 (2a), no. 785).
- Lydon, J.E., & Zanna, M.P. (August 1988). Commitment in the face of adversity: A value-affirmation approach. Paper presented at the annual meeting of the American Psychological Association, Atlanta.
- Neuberg, S.L., & Zanna, M.P. (August 1988). Impression formation goals and expectancy-confirmation processes. Symposium paper presented at the annual meeting American Psychological Association, Atlanta.
- Matheson, K., & Zanna, M.P. (August 1988). Computer-mediated communication: A self-focusing medium? Paper presented at the annual meeting of the American Psychological Association, Atlanta.
- Matheson, K., & Zanna, M.P. (August 1988). The self-focusing effects of computer-mediated communication. Paper presented at the annual meeting of the American Psychological Association, Atlanta.
- Zanna, M.P., & Lydon, J. E. (August 1988). Bolstering newly-formed attitudes by autobiographical recall. Invited symposium paper presented at the XXIV International Congress of Psychology, Sydney, Australia.
- Zanna, M.P. (August 1988). Attitude-behavior consistency: Fulfilling the need for cognitive structure. Invited symposium paper presented at the XXIV International Congress of Psychology, Sydney, Australia.
- Zanna, M.P. (October 1988). Attitude-behavior consistency: Fulfilling the need for cognitive closure. Symposium paper presented at the annual meeting of the Association for Consumer Research, Honolulu.

- Zanna, M.P. (January 1989). Need for closure in attitude expression. Paper presented at the Social Psychology Winter Conference, Park City, Utah.
- Matheson, K., & Zanna, M.P. (March 1989). Self-focusing in computer-mediated communication. Paper presented at the SPSSI Conference on "Computing: Policy and Social Issues," Chattanooga, TN.
- Zanna, M.P. (May 1989). Message receptivity: A new look at the old problem of open - vs. closed-mindedness. Invited paper presented at the Advertising and Consumer Psychology Conference, Toronto.
- Esses, V.M., & Zanna, M.P. (June 1989). Mood, ethnic stereotypes and prejudice. Paper presented at the annual meeting of the Canadian Psychological Association, Halifax (Abstract published in Canadian Psychology, 1989, 30 (2a), 356).
- Desmarais, S., Esses, V.M., & Zanna, M.P. (June 1989). Concern with physical attractiveness in female adolescents. Paper presented at the annual meeting of the Canadian Psychological Association, Halifax (Abstract published in Canadian Psychology, 1989, 30 (2a), 399).
- Zanna, M.P., & Lydon, J.E. (July 1989). The cost of social support following negative life events: Can adversity increase commitment to caring in close relationships? Invited paper presented at the First International Conference on "Crises and Loss Experiences in the Adult Years," University of Trier, Trier, FRG.
- Ennis, R., & Zanna, M.P. (August 1989). Normative assault and aggressive attitudes in ice hockey. Paper presented at the annual meeting of the American Psychological Association, New Orleans.
- Esses, V.M., & Zanna, M.P. (August 1989). Mood and the expression of ethnic stereotypes. Paper presented at the annual meeting of the American Psychological Association, New Orleans.
- Zanna, M.P. (October 1989). Attitude function: Is it related to attitude structure? Symposium paper presented at the annual meeting of the Association for Consumer Research, New Orleans.
- Ennis, R.P., & Zanna, M.P. (June 1990). Norms and aggressive attitudes in hockey. Paper presented at the annual meeting of the Canadian Psychological Association, Ottawa (Abstract published in Canadian Psychology, 1990, 31 (2a), 247).
- Zanna, M.P. (Moderator). (June 1990). Social Psychology Section's Forum on Professional Issues. Forum presented at the annual meeting of the Canadian Psychological Association, Ottawa.
- Zanna, M.P. (June 1990). The mediation of attitudinal persistence. Invited paper presented at the North American - European Conference on Social Influence: "The Roots of

Persuasion -- Trends in North American and European Research," University of Valencia, Valencia, Spain.

- Zanna, M.P. (June 1990). On the nature of prejudice. Paper presented at the Nags Head Conference on "Stereotypes and Intergroup Relations," Nags Head, North Carolina.
- Ennis, R.P., & Zanna, M.P. (August 1990). The measurement of attitude function at the belief level. Paper presented at the annual meeting of the American Psychological Association, Boston.
- Zanna, M.P., Haddock, G., & Esses, V.M. (October 1990). The determinants of prejudice. Symposium paper presented at the meeting of the Society of Experimental Social Psychology, Buffalo.
- Haddock, G., Zanna, M.P., & Esses, V.M. (April 1991). Assessing the determinants of prejudicial attitudes. Paper presented at the annual meeting of the Eastern Psychological Association, New York (ERIC Reproduction Document No. ED336681).
- Ennis, R., & Zanna, M.P. (June 1991). Psychological function and attitudes toward automobiles. Paper presented at the annual meeting of the Canadian Psychological Association, Calgary (Abstract published in Canadian Psychology, 1991, 32 (2a), 352).
- Haddock, G., Zanna, M.P., & Esses, V.M. (June 1991). The influence of Oka on the determinants of prejudice toward Native Indians. Paper presented at the annual meeting of the Canadian Psychological Association, Calgary (Abstract published in Canadian Psychology, 1991, 32 (2a), 408).
- Peters, L.J., & Zanna, M.P. (June 1991). Faith, doubt, and authority: The relation of religiosity with authoritarianism. Paper presented at the annual meeting of the Canadian Psychological Association, Calgary (Abstract published in Canadian Psychology, 1991, 32 (2), 414).
- Esses, V.M., Haddock, G., & Zanna, M.P. (June 1991). The role of mood in the expression of intergroup attitudes. Paper presented at the Seventh Ontario Symposium on Personality and Social Psychology: The Psychology of Prejudice, University of Waterloo.
- Zanna, M.P., & Thompson, M.M. (September 1991). Let's not be indifferent about (attitudinal) ambivalence. Invited paper presented at the Ohio State University Symposium on Attitudes and Persuasion: Attitude Strength: Antecedents and Consequences. Nags Head, North Carolina.
- Wanshula, L.T., Kaplan, M.F., & Zanna, M.P. (May 1992). Effects of time pressure and need for structure on social judgment. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago.
- Haddock, G., & Zanna, M.P. (June 1992). Right-Wing Authoritarianism, perceived value dissimilarity, and the prediction of prejudice toward feminists. Symposium paper

- presented at the annual meeting of the Canadian Psychological Association, Quebec City (Abstract published in Canadian Psychology, 1992, 33 (2a), 257).
- Ennis, R.P., & Zanna, M.P. (June 1992). Automobile advertising: Changing the psychological functions of attitudes. Paper presented at the annual meeting of the Canadian Psychological Association, Quebec City (Abstract published in Canadian Psychology, 1992, 33 (2a), 336).
- Zanna, M.P., Haddock, G., & Esses, V.M. (July 1992). The "feelings-as-information" hypothesis and affect intensity: Does mood predict prejudice for high AIMS? Paper presented at the joint meeting of the European Association of Experimental Social Psychology/Society of Experimental Social Psychology, Leuven/Louvain-la-Neuve, Belgium.
- Zanna, M.P. (July 1992). On the nature of prejudice. Invited symposium paper presented at the XXV International Congress of Psychology, Brussels, Belgium (Abstract published in International Journal of Psychology, 1992, 27 (no. 3 & 4), 261).
- Haddock, G., Zanna, M.P., & Esses, V.M. (August 1992). Affect intensity, intergroup attitudes, and the "feelings-as-information" hypothesis. Paper presented at the annual meeting of the American Psychological Association, Washington, D.C.
- Zanna, M.P. (Discussant) (August 1992). Motivational approaches to expectancy confirmation. Symposium presented at the annual meeting of the American Psychological Association, Washington, D.C.
- Zanna, M.P. (Chair) (August 1992). Social cognition and attitudes. Paper session presented at the annual meeting of the American Psychological Association, Washington, D.C.
- Haddock, G., & Zanna, M.P. (October 1992). Predicting prejudiced attitudes: The importance of affect, cognition, and the feeling-belief dimension. Symposium paper presented at the annual meeting of the Association for Consumer Research, Vancouver.
- Ennis, R.P., & Zanna, M.P. (October 1992). Attitudes, advertising, and automobiles: A functional approach. Paper presented at the annual meeting of the Association for Consumer Research, Vancouver.
- Wanshula, L.T., Kaplan, M.F., & Zanna, M.P. (April 1993). Effects of time and noise pressure and need for structure on reward allocations. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago.
- DeCourville, N.H., & Zanna, M.P. (May 1993). The role of affective beliefs and perceived immorality in predicting frequency of intoxication: An extension to the theory of planned behaviour. Paper presented at the annual meeting of the Canadian Psychological Association, Montreal (Abstract published in Canadian Psychology, 1993, 34 (2a), 439).
- MacDonald, T.K., & Zanna, M.P. (May 1993). Attitudinal ambivalence and interpersonal attraction: Male attitudes toward feminists and traditional women. Paper presented at

- the annual meeting of the Canadian Psychological Association, Montreal (Abstract published in Canadian Psychology, 1993, 34 (2a), 461).
- Haddock, G., & Zanna, M.P. (May 1993). Understanding males' attitudes toward feminists: Differential favourability and structure as a function of authoritarianism. Paper presented at the annual meeting of the Canadian Psychological Association, Montreal (Abstract published in Canadian Psychology, 1993, 34 (2a), 461).
- Murray, S., Haddock, G., & Zanna, M.P. (August 1993). On creating value-expressive attitudes. Paper presented at the Eighth Ontario Symposium on Personality and Social Psychology: Values, University of Western Ontario.
- Lavine, H., Thomsen, C.J., Zanna, M.P., & Borgida, E. (August 1993). The effect of affect and cognition on presidential candidate evaluations. Paper presented at the annual meeting of the American Psychological Association, Toronto.
- MacDonald, T.K., Zanna, M.P., & Fong, G.T. (August 1993). The effects of alcohol on intentions to drink and drive: A laboratory study. Paper presented at the annual meeting of the American Psychological Association, Toronto (ERIC/CASS Reproduction Document No. ED 369012).
- DeCourville, N.H., & Zanna, M.P. (August 1993). Theory of planned behavior: Application and extension to alcohol intoxication. Paper presented at the annual meeting of the American Psychological Association, Toronto.
- Thompson, M.M., & Zanna, M.P. (August 1993). The conflicted individual: Personality-based and domain-specific antecedents of ambivalent social attitudes. Symposium paper presented at the annual meeting of the American Psychological Association, Toronto.
- Kaplan, M., & Zanna, M.P. (Organizers) (October 1993). Constrained information processing. Symposium presented at the annual meeting of the Society of Experimental Social Psychology, Santa Barbara, CA.
- Kaplan, M., Wanshula, T., & Zanna, M.P. (October 1993). The impact of pressure and personal need for structure on social judgments and reward allocations. Symposium paper presented at the annual meeting of the Society of Experimental Psychology, Santa Barbara, CA.
- Cameron, R., Walker, R., Zanna, M., & Finch, T. (October 1993). Community-based smoking control: Intervention opportunities identified in COMMIT (Brantford). Symposium paper presented at the First National Conference on Tobacco or Health: Tobacco Free Canada, Ottawa.
- Zanna, M. P. (January 1994). Alcohol myopia and unsafe driving and drinking. Paper presented at the Social Psychology Winter Conference, Park City, Utah.

- MacDonald, T. K., Zanna, M. P., & Fong, G. T. (May 1994). Decision-making in the real world: The effects of alcohol on intentions to drink and drive. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago.
- MacDonald, T. K., Zanna, M. P., & Fong, G. T. (June 1994). Intoxication decreases condom use among males who typically use condoms. Paper presented at the annual meeting of the American Psychological Society, Washington, D.C.
- Rohan, M. J., & Zanna, M. P. (July 1994). Does parental authoritarianism influence the transmission of values? Paper presented at the Second International Congress on Prejudice, Discrimination and Conflict, Jerusalem, Israel.
- MacDonald, T. K., Zanna, M. P., & Fong, G. T. (August 1994). The effects of alcohol on intentions to use condoms. Paper presented at the annual meeting of the American Psychological Association, Los Angeles (ERIC Reproduction Service No. ED 380 715).
- MacDonald, T. K., Zanna, M. P., & Fong, G. T. (August 1994). The effect of alcohol on intentions to drink and drive. Symposium paper presented at the annual meeting of the American Psychological Association, Los Angeles.
- Zanna, M. P., & Rohan, M. J. (March 1995). The "products of socialization": A discussion of self-regulatory strategies and value systems. Invited paper presented at "Attribution Processes, Person Perception and Social Interaction: The Legacy of Ned Jones," Princeton University.
- Haddock, G., & Zanna, M. P. (May 1995). The impact of negative campaigning on attitudes toward politicians: The 1993 Canadian federal election. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago.
- MacDonald, T. K., Zanna, M. P., & Fong, G. T. (May 1995). The effects of alcohol intoxication on attitudes and intentions toward using condoms: A laboratory and field experiment. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago.
- Telford, W., MacDonald, T. K., & Zanna, M. P. (June 1995). The link between alcohol intoxication and acquaintance rape: An empirical approach. Paper presented at the annual meeting of the Canadian Psychological Association, Charlottetown, PEI (Abstract published in Canadian Psychology, 1995, 36 (2a), 117).
- Weber, M., & Zanna, M. P. (June 1995). Have you been born again? The salience of religious identity and the autobiographical remaking of the self. Paper presented at the annual meeting of the Canadian Psychological Association, Charlottetown, PEI (Abstract published in Canadian Psychology, 1995, 36 (2a), 118).

Rohan, M. J., & Zanna, M. P. (June 1995). Husbands and wives sometimes but not always have similar value profiles. Paper presented at the annual meeting of the American Psychological Society, New York.

MacDonald, T. K., & Zanna, M. P. (August 1995). Alcohol and ambivalence: Does restricting cognitive capacity affect attitudinal ambivalence? Paper presented at the annual meeting of the American Psychological Association, New York.

MacDonald, T. K., Zanna, M. P., & Fong, G. T. (August 1995). Understanding the implications of alcohol on health-risk behaviors. Symposium paper presented at the annual meeting of the American Psychological Association, New York.

Rohan M. J., & Zanna, M. P. (August 1995). Value priorities, worldviews, and the content and expression of goals. Paper presented at the annual meeting of the American Psychological Association, New York.

Haddock, G., & Zanna, M. P. (August 1995). Comparing open-ended and semantic differential measures of attitudinal components. Paper presented at the annual meeting of the American Psychological Association, New York.

Zanna, M. P. (October 1995). Alcohol myopia: Does intoxication lead to "risky business"? Symposium paper presented at the joint meeting of the Society of Experimental Social Psychology/European Association of Experimental Social Psychology, Washington, DC.

Newby, I. R., McGregor, I., & Zanna, M. P. (April 1996). The relation between felt ambivalence and dissonant cognitions is moderated by the simultaneous accessibility of the dissonant cognitions. Paper presented at the Waterloo-Western Social Psychology Conference, University of Waterloo, Waterloo, Ontario.

Hamilton, D. L., Holmes, D. E., Wyer, N. A., Thakkar, V., & Zanna, M. P. (April 1996). The "warm-cold" effect is really a "warm" effect. Paper presented at the European Association of Experimental Social Psychology small group meeting on Social Cognition, Schiermonnikoog, The Netherlands.

MacDonald, T. K., & Zanna, M. P. (May 1996). Behavioral implications of holding ambivalent attitudes toward social groups: Can ambivalence affect hiring decisions? Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago.

Stanley, D. J., Davey, L. M., Zanna, M. P., & Bobocel, D. R. (June 1996). Prejudicial and merit-based objections to affirmative action. Paper presented at the 60th Anniversary Convention of The Society for the Psychological Study of Social Issues, The University of Michigan, Ann Arbor, MI.

Zanna, M. P. (Chair and Organizer) (June 1996). The Practical Theorists. Symposium presented at the Society of Personality and Social Psychology Preconference, San Francisco.

- Telford, W. L., & Zanna, M. P. (August 1996). Alcohol and sexual arousal: Precursors to acquaintance rape. Paper presented at the annual meeting of the American Psychological Association, Toronto.
- Rohan, M. J., & Zanna, M. P. (August 1996). A new (short) two-dimensional measure of global self-esteem. Paper presented at the annual meeting of the American Psychological Association, Toronto.
- Fong, G. T., MacDonald, T. K., & Zanna, M. P. (August 1996). Experimental evidence for a causal relationship between alcohol and risky sex. Symposium paper presented at the annual meeting of the American Psychological Association, Toronto.
- MacDonald, T. K., Zanna, M. P., & Fong, G. T. (August 1996). Investigating the process mediating the relationship between alcohol and unprotected sex. Symposium paper presented at the annual meeting of the American Psychological Association, Toronto.
- Zanna, M. P. (Discussant). (August 1996). Attitude functions. Symposium presented at the annual meeting of the American Psychological Association, Toronto.
- Zanna, M. P. (August 1996). Revisiting "On Managing the Faculty-Graduate Student Research Relationship." Invited talk presented at the annual meeting of the American Psychological Association, Toronto.
- Davey, L. M., Bobocel, D. R., Stanley, D. J., & Zanna, M. P. (August 1996). Development and validation of two resource allocation surveys. Paper presented at the XXVI International Congress of Psychology, Montreal (Abstract published in International Journal of Psychology, 31 (no. 3 & 4), 154.110).
- Zanna, M. P., Murray, S. L., & Haddock, G. (August 1996). When the going gets tough, value-expressive individuals get committed. Invited symposium paper presented at the XXVI International Congress of Psychology, Montreal (Abstract published in International Journal of Psychology, 31 (no. 3 & 4), 406.1).
- Zanna, M. P. (Discussant, "The Concern for Justice: Cause or Rationalization?") (August 1996). Research on social justice and deservingness: Theoretical advances and empirical findings. Invited symposium presented at the XXVI International Congress of Psychology, Montreal.
- Zanna, M. P. (January 1997). The multiple psychologies of opposition to affirmative action. Paper presented at the Social Psychology Winter Conference, Park City, Utah.
- Zanna, M. P. (March 1997). Must conflicting cognitions be simultaneously accessible for ambivalence to be experienced (and dissonance to be aroused)? Invited paper presented at the conference on "Cognitive Dissonance 40 Years Later: A Revival with Revisions and Controversies." University of Texas at Arlington, Arlington, Texas.
- MacDonald, T. K., MacDonald, G., Zanna, M. P., & Fong, G. T. (May 1997). Alcohol and unsafe sex: Implications for interventions designed to increase condom use. Paper

presented at the Society for Consumer Psychology's conference on "Advertising, Consumer Psychology, and Health," Columbus, Ohio.

Zanna, M. P. (Chair and Organizer) (May 1997). Motivated reasoning. Symposium presented at the Society of Personality and Social Psychology Preconference. Washington, DC.

Davey, L. M., Bobocel, D. R., Stanley, D. J., & Zanna, M. P. (June 1997). Reactions to an affirmative action program beneficiary. Paper presented at the annual meeting of the Canadian Psychological Association, Toronto (Abstract published in Canadian Psychology, 1997, 38, (2a)).

Bobocel, D. R., Son Hing, L. S., Davey, L. M., & Zanna, M. P. (July 1997). The concern for justice: Cause or rationalization? Paper presented at the 6th meeting of the International Society for Social Justice Research, University of Potsdam, Potsdam, Germany.

Son Hing, L. S., Bobocel, D. R., Zanna, M. P., & Davey, L. M. (August 1997). The psychologies of opposition to affirmative action. Paper presented at the annual meeting of the American Psychological Association, Chicago.

Newby-Clark, I., McGregor, I., & Zanna, M. P. (August 1997). The relation between felt ambivalence and conflicting cognitions is moderated by the simultaneous accessibility of the conflicting cognitions. Symposium paper presented at the annual meeting of the American Psychological Association, Chicago.

MacDonald, G., MacDonald, T. K., Zanna, M. P., & Fong, G. T. (August 1997). Alcohol, physical attractiveness: Influences on intentions to use condoms. Paper presented at the annual meeting of the American Psychological Association, Chicago.

McGregor, I., Zanna, M. P., & Holmes, J. G. (April 1998). Identity threat and attitude polarization: An alternative account of terror management phenomena. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago.

Son Hing, L. S., Bobocel, D. R., Zanna, M. P., & Davey, L. M. (May 1998). Opposition to affirmative action: The roles of justice, prejudice, and construal. Paper presented at the Waterloo-Western Social Psychology Conference, University of Waterloo, Waterloo, Ontario.

Bobocel, D. R., Son Hing, L. S., & Zanna, M. P. (May 1998). Objections to the violation of justice norms: The moderating effect of perceptions of bias in the workplace. Symposium paper presented at the 7th meeting of the International Society for Justice Research, Denver, Colorado.

MacDonald, G., Holmes, J. G., & Zanna, M. P. (June 1998). An experimental test of the role of alcohol in relationship conflict. Paper presented at the meeting of the 9th annual meeting of the International Conference on Personal Relationships, Skidmore College, Saratoga Springs, NY.

- Son Hing, L. S., Bobocel, D. R., & Zanna, M. P. (June 1998). Selling affirmative action. Paper presented at the biennial Convention of The Society for the Psychological Study of Social Issues, University of Michigan, Ann Arbor, MI.
- Bobocel, D. R., Son Hing, L. S., & Zanna, M. P. (June 1998). Justice-based opposition to affirmative action: Absolute or conditional effects? Symposium paper presented at the annual meeting of the Canadian Psychological Association, Edmonton (Abstract published in *Canadian Psychology*, 1998, *39* (2a), 19).
- Son Hing, L. S., Bobocel, D. R., & Zanna, M. P. (August 1998). Affirmative action schemas. Paper presented at the annual meeting of the American Psychological Association, San Francisco.
- MacDonald, T. K., Fong, G. T., Zanna, M. P., Martineau, A., MacDonald, G. (March 1999). Alcohol myopia and safe sex: Investigating the effects of alcohol on intentions to use condoms. Symposium paper presented at the Annual Meeting of the Society of Behavioral Medicine, San Diego.
- MacDonald, T. K., Zanna, M. P., Fong, G. T., & Martineau, A. M. (May 1999). Can alcohol intoxication lead to safer sex? A field approach. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago.
- Strahan, E. J., Spencer, S. J., & Zanna, M. P. (May 1999). Testing the effectiveness of a 'tag-team' approach to persuasion. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago.
- McGregor, I., Zanna, M. P., & Holmes, J. G. (May 1999). Identity confrontation causes attitude rigidity and intergroup bias: Mortality salience, temporal extension, and deliberative mindset from the perspective of Identity Consolidation Theory. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago.
- Zanna, M. P. (May 1999). Subliminal priming and persuasion. Paper presented at the 2nd annual Social Psychology Preconference to the annual meeting of the Canadian Psychological Association, Halifax.
- Strahan, E. J., Spencer, S. J., & Zanna, M. P. (June 1999). Subliminal priming and persuasion. Paper presented at the 3rd annual conference of the Association for the Scientific Study of Consciousness, London, Ontario.
- MacDonald, G., Holmes, J. G., & Zanna, M. P. (June 1999). Alcohol and relationship conflict. Symposium paper presented at the 10th annual conference of the International Network on Personal Relationships, University of Kentucky, Louisville, KY.
- Son Hing, L. S., Wilson, A. E., & Zanna, M. P. (August 1999). Social dominance orientation and threat-based opposition to immigration. Paper presented at the SPSSI Conference on Immigration, Toronto.

- Wilson, A. E., Son Hing, L. S., & Zanna, M. P. (August 1999). Prejudice and unemployment concerns as determinants of opposition toward immigrants. Paper presented at the SPSSI Conference on Immigration, Toronto.
- Son Hing, L. S., Zanna, M. P., & Li, W. (February 2000). Can hypocrisy reduce prejudice, especially for those low in explicit, but high in implicit prejudice. Paper presented at the 1st annual meeting of the Society of Personality and Social Psychology, Nashville, TN.
- MacDonald, G., Zanna, M. P., & Holmes, J. G. (February 2000). Alcohol and reflected appraisal threats as causal factors in heightening relationship conflict and aggression. Paper presented at the 1st annual meeting of the Society of Personality and Social Psychology, Nashville, TN.
- MacDonald, T. K., MacDonald, G., Zanna, M. P., & Fong, G. T. (February 2000). Alcohol, sexual arousal, and intentions to use condoms: Applying alcohol myopia to risky sexual behavior. Paper presented at the 1st annual meeting of the Society of Personality and Social Psychology, Nashville, TN.
- Newby-Clark, I. R., McGregor, I., & Zanna, M. P. (February 2000). Ambivalence as an instance of cognitive dissonance. Paper presented at the 1st annual meeting of the Society of Personality and Social Psychology, Nashville, TN.
- Strahan, E. J., Spencer, S. J., & Zanna, M. P. (February 2000). Can subliminal priming enhance persuasion? Paper presented at the 1st annual meeting of the Society of Personality and Social Psychology, Nashville, TN.
- Bobocel, D. R., Son Hing, L. S., & Zanna, M. P. (April 2000). Understanding justice-based opposition to affirmative action. Symposium paper presented at the 15th annual meeting of the Society for Industrial and Organizational Psychology, New Orleans, LA.
- Son Hing, L. S., Bobocel, D. R., & Zanna, M. P. (May 2000). How does the perception of discrimination affect attitudes toward affirmative action?: It depends on the nature of the program. Paper presented at the Conference on Psychological and Organizational Perspectives on Discrimination in the Workplace, Rice University, Houston, TX.
- Son Hing, L. S., Bobocel, D. R., & Zanna, M. P. (June 2000). Discrimination perceptions mitigate justice-based opposition to affirmative action. Paper presented at the biennial Convention of the Society for the Psychological Study of Social Issues, University of Minnesota, Minneapolis, MN.
- MacDonald, T. K., Zanna, M. P., & Fong, G. T. (February 2001). Alcohol myopia and condom use: Alcohol intoxication may not always lead to risky behavior. Paper presented at the 2nd annual meeting of the Society of Personality and Social Psychology, San Antonio, TX.

- Hoshino-Browne, E., Zanna, A. S., Spencer, S. J., & Zanna, M. P. (February 2001). Cognitive dissonance from a cross-cultural perspective. Paper presented at the 2nd annual meeting of the Society of Personality and Social Psychology, San Antonio, TX.
- MacDonald, T. K., Zanna, M. P., & Fong, G. T. (May 2001). Alcohol intoxication and intentions to engage in unprotected sexual intercourse: Implications for designing effective change programs. Paper presented at the Conference on Promoting Public Health: A Social-Psychological Perspective, Chambéry, France.
- Hoshino-Browne, E., Zanna, A. S., Spencer, S. J., & Zanna, M. P. (May 2001). Cognitive dissonance from a cross-cultural perspective. Invited paper presented at the Conference on New Perspectives on Dissonance and Culture, Kyoto University, Japan.
- Son Hing, L. S., Bobocel, D. R., & Zanna, M. P. (June 2001). Social dominance orientation and unethical decision making. Paper presented at the annual meeting of the American Psychological Society, Toronto.
- Strahan, E. J., Gadsby, A., & Zanna, M. P. (June 2001). Enhancing persuasion by using hypocrisy to create a teachable moment. Paper presented at the annual meeting of the American Psychological Society, Toronto.
- Jordan, C. H., Spencer, S. J., & Zanna, M. P. (June 2001). Using explicit and implicit self-esteem to identify defensive individuals. Paper presented at the annual meeting of the American Psychological Society, Toronto.
- Zanna, A. S., Hoshino-Browne, E., Zanna, M. P., & Spencer, S. J. (June 2001). A Cross-cultural perspective on cognitive dissonance. Paper presented at the annual meeting of the American Psychological Society, Toronto (Winner of the APS Student Caucus RiSE-UP Award [Research on Socially and Economically Underrepresented Populations]).
- Bobocel, D. R., Son Hing, L. S., & Zanna, M. P. (February 2002). Justice concerns and reactions to affirmative action. Paper presented at the first biennial Justice Pre-conference at the annual meeting of the Society of Personality and Social Psychology, Savannah, GA.
- Newby-Clark, I. R., McGregor, I., & Zanna, M. P. (February 2002). Parallels of ambivalence and cognitive dissonance. Symposium paper presented at the annual meeting of the Society of Personality and Social Psychology, Savannah, GA.
- Jordan, C. H., Spencer, S. J., & Zanna, M. P. (February 2002). Self-esteem and defensiveness: The roles of implicit and explicit self-esteem. Symposium paper presented at the annual meeting of the Society of Personality and Social Psychology, Savannah, GA.
- Hoshino-Browne, E., Zanna, A. S., Spencer, S. J., & Zanna, M. P. (February 2002). Cognitive dissonance from a cross-cultural perspective: Influences of cultural make-up of self

- among easterners and westerners. Symposium paper presented at the annual meeting of the Society of Personality and Social Psychology, Savannah, GA.
- Zanna, M. P. (Discussant). (February 2002). A new look at cognitive dissonance: The role of culture and intergroup relationships in the experience of dissonance. Symposium presented at the annual meeting of the Society of Personality and Social Psychology, Savannah, GA.
- Spencer, S. J., Strahan, E., & Zanna, M. P. (February 2002). Subliminal priming and persuasion. Symposium paper presented at the annual meeting of the Society of Personality and Social Psychology, Savannah, GA.
- Dal Cin, S., Zanna, M. P., & Fong, G. T. (February 2002). Perceiver-based and stimulus-based individual differences in transportation. Symposium paper presented at the annual meeting of the Society of Personality and Social Psychology, Savannah, GA.
- Son Hing, L. S., Bobocel, D. R., & Zanna, M. P. (February 2002). An authoritarian lethal union. Paper presented at the annual meeting of the Society of Personality and Social Psychology, Savannah, GA.
- Dixon, M. J., Myles, K. M., Smilek, D., Zanna, M. P., Duffy, P. L., & Merikle, P. M. (April 2002). Same shape—different colours: Both meaning, and form, determine the colours of graphemes in alphanumeric-colour synaesthesia. Poster presented at the annual meeting of the Cognitive Neuroscience Society, San Francisco, CA.
- Dixon, M. J., Myles, K. M., Smilek, D., Zanna, M. P., & Merikle, P. M. (May 2002). Synaesthetic photisms and context. Poster presented at the annual meeting of the Vision Sciences Society, Sarasota, FL (Abstract published in *Journal of Vision*, *2* (7), 224a).
- Fong, G. T., Cameron, R., Brown, K. S., Campbell, S., Zanna, M. P., Murnaghan, D., MacDonald, M., Madill, C., Driezen, P., & Clayton, R. R. (June 2002). Effects of the Canadian graphic warning labels among high school students: Initial results of a quasi-experimental longitudinal survey. Paper presented at the First Interdisciplinary Health Research Conference, University of Waterloo, Waterloo, ON.
- Fong, G. T., Cameron, R., McDonald, P., Campbell, S., Brown, K. S., Zanna, M. P. (June 2002). The CIHR tobacco research training program: A transdisciplinary training program. Paper presented at the First Interdisciplinary Health Research Conference, University of Waterloo, Waterloo, ON.
- Lee, W. B., Fong, G. T., & Zanna, M. P. (June 2002). Content analysis of Korean and North American print advertisements: Are Koreans now more North American than North Americans? Paper presented at the Tenth Ontario Symposium on Personality and Social Psychology, University of Western Ontario, London, ON.
- Son Hing, L. S., Li, W., & Zanna, M. P. (June 2002). Reducing prejudicial behavior against Asians. Symposium paper presented at the biennial Convention of the Society for the Psychological Study of Social Issues, Toronto, ON.

- Zweig, D., Lau, A., & Zanna, M. P. (June 2002). Prejudice reduction via the internet. Symposium paper presented at the biennial Convention of the Society for the Psychological Study of Social Issues, Toronto, ON.
- Son Hing, L. S., Bobocel, D. R., & Zanna, M. P. (June 2002). High SDO leaders and high RWA followers: A lethal union for unethical decision making. Symposium paper presented at the biennial Convention of the Society for the Psychological Study of Social Issues, Toronto, ON.
- Spencer, S. J., Strahan, E. J., & Zanna, M. P. (October 2002). Subliminal priming and choice. Symposium paper presented at the annual meeting of the Association for Consumer Research, Atlanta, GA. (Published in Punan Anand Keller & Dennis W. Rook (Eds.), Advances in Consumer Research, vol. 30, p. 152, 2003, Valdosta, GA: Association of Consumer Research.)
- Fong, G. T., Cameron, R., Brown, K. S., Campbell, S., Zanna, M. P., Murnaghan, D., & Clayton, R. R. (November 2002). Effects of the Canadian graphic warning labels among high school students: A quasi-experimental longitudinal survey. Paper presented at the National Conference on Tobacco or Health, San Francisco, CA.
- Hoshino-Browne, E., Zanna, A. S., Spencer, S. J., & Zanna, M. P. (December 2002). Cognitive dissonance and self-affirmation: Consequences of cross-culturally divergent self-concepts among Asian-Canadians and European-Canadians. Paper presented at the International Symposium on Socio-Cultural Foundations of Cognition, Kyoto, Japan.
- Dal Cin, S., Zanna, M. P., Fong, G. T., & Gibson, B. (February 2003). Narrative persuasion and overcoming resistance. Paper presented at the annual meeting of the Society of Personality and Social Psychology, Los Angeles, CA.
- Strahan, E., Spencer, S., & Zanna, M. P. (February 2003). Selling thinness: How media images increase beauty as a basis of women's self-esteem and decrease their body satisfaction and eating. Paper presented at the annual meeting of the Society of Personality and Social Psychology, Los Angeles, CA.
- Lee, W. B., Fong G. T., & Zanna, M. P. (February 2003). Promotion and prevention focus in Korean and North American magazine ads. Paper presented at the annual meeting of the Society of Personality and Social Psychology, Los Angeles, CA.
- Son Hing, L. S., Chung-Yan, G. A., Grunfeld, R., Robichaud, L., & Zanna, M. P. (March 2003). Exploring the discrepancy between explicit and implicit prejudice: A test of aversive racism theory. Paper presented at the Sydney Symposium on Social Psychology, Sydney, Australia.
- Spencer, S. J., Fein, S., Strahan, E. J., & Zanna, M. P. (March 2003). The role of motivation in the unconscious: How our motives control the activation of our thoughts and shape our actions. Paper presented at the Sydney Symposium on Social Psychology, Sydney, Australia.

- Chung-Yan, G. A., Son Hing, L. S., & Zanna, M. P. (April 2003). The role of aversive racism in discriminatory selection decisions. Paper presented at the annual meeting of the Society of Industrial/Organizational Psychology, Orlando, FL.
- Lee, W. B., Fong G. T., & Zanna, M. P. (May 2003). Cultural differences in persuasion: Analysis of North American and Korean print ads. Paper presented at the annual meeting of the American Psychological Society, Atlanta, GA. (Winner of the APS Student Caucus RiSE-UP Award [Research on Socially and Economically Underrepresented Populations]).
- Son Hing, L. S., Chung-Yan, G. A., Grunfeld, R., Robichaud, L., & Zanna, M. P. (June 2003). Testing aversive racism theory: Implicit prejudice, explicit prejudice and discrimination. Invited paper presented at the 2003 Canadian Psychological Association Social/Personality Preconference, McMaster University, Hamilton, ON.
- Dal Cin, S., Gibson, B., Zanna, M. P., & Fong, G. T. (August 2003). Narrative persuasion and attitudes toward smoking. Symposium paper presented at the annual meeting of the American Psychological Association, Toronto, ON.
- Lee, W. B., Fong, G. T., & Zanna, M. P. (December 2003). Regulatory focus in Korean and North American ads. Paper presented at the International Symposium on Self, Cognition, and Emotion, University of Michigan, Ann Arbor, MI.
- Bobocel, D. R., Son Hing, L. S., & Zanna, M. P. (January 2004). Revisiting the role of justice-based opposition to affirmative action. Symposium paper presented at the annual meeting of the Society of Personality and Social Psychology, Austin, TX.
- Dal Cin, S., Fong, G. T., Zanna, M. P., Elton, T. E., & MacDonald, T. K. (January 2004). Tie a string around your finger (or wrist): Increasing the efficacy of a safer sex intervention. Paper presented at the annual meeting of the Society of Personality and Social Psychology, Austin, TX.
- Lackebauer, S., Hoshino-Browne, E., Zanna, M. P., & Spencer, S. J. (January 2004). Self-affirmation and dissonance: Do sex differences in self-construals determine the type of affirmation that will take the 'sting' out of dissonance? Paper presented at the annual meeting of the Society of Personality and Social Psychology, Austin, TX.
- Lee, W. B., Fong, G. T., & Zanna, M. P. (January 2004). Culture and persuasion with respect to regulatory focus theory. Paper presented at the annual meeting of the Society of Personality and Social Psychology, Austin, TX.
- Martens, A., Jonas, E., Zanna, M. P., & Greenberg, J. (January 2004). Investigating the association between death denial and cultural worldview defense. Paper presented at the annual meeting of the Society of Personality and Social Psychology, Austin, TX.
- Dal Cin, S., Fong, G. T., & Zanna, M. P. (February 2004). Smoking characters in the movies increase automatic identification with smoking: An experimental study using implicit

- measures. Paper presented at the meeting of the Society for Research on Nicotine and Tobacco, Scottsdale, AZ.
- Fong, G. T., Hammond, D., Zanna, M. P., & Borland, R. for the ITCPEs Research Team (February 2004). The near-universal experience of regret among smokers in four countries: Findings from the International Tobacco Control Policy Evaluation Survey. Paper presented at the meeting of the Society for Research on Nicotine and Tobacco, Scottsdale, AZ.
- Hammond, D., Fong, G. T., Elton, T. E., & Zanna, M. P. for the ITCPEs Research Team (February 2004). Tobacco denormalization and intentions to quit among smokers from four countries: Findings from the International Tobacco Control Policy Evaluation Survey. Paper presented at the meeting of the Society for Research on Nicotine and Tobacco, Scottsdale, AZ.
- Spencer, S. J., Strahan, E., & Zanna, M. P. (May 2004). Subliminal priming and persuasion. Invited paper presented at the Advertising and Consumer Psychology Conference, Montreal.
- Jordan, C. H., Spencer, S. J., & Zanna, M. P. (June 2004). Explicit and implicit self-esteem moderate self-esteem regulation mechanisms: On managing the self-zoo. Paper presented at the Implicit Attitudes Conference, Madrid, Spain.
- Son Hing, L. S., Gee, S., Bobocel, D. R., & Zanna, M. P. (June 2004). But she's incompetent: Investigating opposition to affirmative action. Paper presented at the biennial meeting of the Society for the Psychological Study of Social Issues, Washington, DC.
- Bobocel, R., Son Hing L., & Zanna, M. P. (July 2004). Attitudes toward affirmative action: Revisiting the role of justice-based objections. Paper presented at the annual meeting of the International Society of Justice Research, Regina, Saskatchewan.
- Correll, J., Zanna, M. P., & Spencer, S. J. (October 2004). An affirmed self and an open mind: Self-affirmation and sensitivity to argument strength. Paper presented at the annual meeting of the Society of Experimental Social Psychology, Ft. Worth, TX.
- Spencer, S. J., Jordan, C. H., Logel, C. R., & Zanna, M. P. (October 2004). Nagging doubts and a glimmer of hope: The role of implicit self-esteem in self-image maintenance processes. Paper presented at the annual meeting of the Society of Experimental Social Psychology, Ft. Worth, TX.
- Logel, C., Spencer, S. J., & Zanna, M. P. (January 2005). Implicit self-esteem and depression: A longitudinal study. Paper presented at the annual meeting of the Society of Personality and Social Psychology, New Orleans, LA.
- Jordan, C. H., Spencer, S. J., & Zanna, M. P. (January 2005). Types of self-esteem and self-assurance: Explicit and implicit self-esteem moderate reactions to threat. Paper presented

at the annual meeting of the Society of Personality and Social Psychology, New Orleans, LA.

Dal Cin, S., Fong, G. T., Lee, W. B., Zanna, M. P., Hammond, D., Siahpush, M., Borland, R., & Hyland, A. (February 2005). Stress due to world events predicts smoking relapse: Findings from the International Tobacco Control Policy Evaluation Survey. Paper presented at the meeting of the Society for Research on Nicotine and Tobacco. Prague, CZ.

Elton-Marshall, T. E., Fong, G. T., Zanna, M. P., Borland, R., Hyland, A., & McNeill, A. (February 2005). Quit attempts and quitting behaviour of "light" versus "regular" cigarette smokers: Findings from the International Tobacco Control Policy Survey. Paper presented at the meeting of the Society for Research on Nicotine and Tobacco. Prague, CZ.

Yoshida, E., Peach, J., Spencer, S. J., & Zanna, M. P. (May 2005). Automatic evaluations of what most people like: Developing an implicit measure of norms. Paper presented at the annual meeting University of Waterloo/University of Western Ontario Social Psychology Divisions, University of Waterloo, Waterloo, Ontario.

Gunn, G., Hoshino-Browne, E., & Zanna, M. P. (June 2005). The effects of self-concept priming on cognitive dissonance among European-Canadians. Paper presented at the annual meeting of the Canadian Psychological Association, Montreal.

Hamilton, L. H., Son Hing, L. S., & Zanna, M. P. (June 2005). Explicit and implicit prejudice as predictors of hiring discrimination. Paper presented at the annual meeting of the Canadian Psychological Association, Montreal.

Dal Cin, S., Fong, G. T., Zanna, M. P., & Perdicakis, L. (June 2005). Smoking on television: An experimental examination of effects on smoking-related outcomes. Paper presented at the 4th National Conference on Tobacco or Health, Ottawa.

Elton-Marshall, T., Fong, G. T., Zanna, M. P. (June 2005). Do beliefs about "light" cigarettes influence adolescent smoking progression?: Findings from the North American student smoking survey. Paper presented at the 4th National Conference on Tobacco or Health, Ottawa.

Son Hing, L. S., Chung-Yan, G. A., Hamilton, L. K., & Zanna, M. P. (January 2006). Employing implicit and explicit prejudice measures to test the aversive and the modern racism effects. Paper to be presented at the annual meeting of the Society of Personality and Social Psychology, Palm Springs, CA.

Peach, J. M., Yoshida, E., Zanna, M. P., & Spencer, S. J. (January 2006). Cultural norms and personal attitudes as distinct influences on the IAT score. Paper presented at the annual meeting of the Society of Personality and Social Psychology, Palm Springs, CA.

Yoshida, E., Peach, J. M., Spencer, S. J., & Zanna, M. P. (January 2006). Automatic evaluation of what most people like: Developing an implicit measure of norms. Paper presented at

the annual meeting of the Society of Personality and Social Psychology, Palm Springs, CA.

Dal Cin, S., Zanna, M. P., & Fong, G. T. (January 2006). Sex, smoke, and the City: Exposure to smoking in a television show influences women's implicit and explicit perceptions of smoking and their intentions to smoke. Paper presented at the annual meeting the Society of Personality and Social Psychology, Palm Springs, CA.

Lee, W. B., Newby-Clark, I., Zanna, M. P. (January 2006). Cross-cultural differences in the relation between potential and felt ambivalence. Paper presented at the annual meeting of the Society of Personality and Social Psychology, Palm Springs, CA.

Logel, C., Spencer, S. J., Zanna, M. P., Wood, J. V., & Holmes, J. G. (January 2006). Implicit self-esteem and success: A longitudinal study. Paper presented at the annual meeting of the Society of Personality and Social Psychology, Palm Springs, CA.

Costello, M-J., Fong, G. T., Zanna, M. P., & McDonald, P. W. (February 2006). Perceived risk and smoking behaviour: Findings from the ITC four country survey. Paper presented at the annual meeting of the Society for Research on Nicotine and Tobacco. Orlando, FL.

Batho, L., Elton-Marshall, T., Zanna, M. P., & Fong, G. T. (February 2006). Tobacco in video games: Where there's smoking, there's drinking. Paper presented at the annual meeting of the Society for Research on Nicotine and Tobacco. Orlando, FL.

Lee, W. B., Zanna, M. P., Fong, G. T., Borland, R., et al. (July 2006). Regret, rationalization, and intentions to quit among smokers in Malaysia and Thailand: Findings from the ITC Southeast Asia survey. Paper presented at the 13th World Conference on Tobacco or Health, Washington, DC.

Costello, M-J., Fong, G. T., McDonald, P., & Zanna, M. P. (July 2006). A prospective cohort study investigating factors that predict perceived risk: Findings from the ITC survey. Paper presented at the 13th World Conference on Tobacco or Health, Washington, DC.

Elton-Marshall, T., Fong, G. T., Zanna, M. P., Young, D., Borland, R., Hyland, A., & Cummings, R. (July 2006). The complex relationship between "light" cigarettes, quit intentions and quitting behavior: Findings from the ITC four country survey. Paper presented at the 13th World Conference on Tobacco or Health, Washington, DC.

Elton-Marshall, T., Fong, G. T., & Zanna, M. P. (July 2006). Influence of the belief that "light" cigarettes are healthier than regular cigarettes on adolescent smoking initiation: Evidence from the North American Student Smoking Survey. Paper presented at the 13th World Conference on Tobacco or Health, Washington, DC.

Thrasher, J., Hammond, D., Cummings, K. M., Fong, G. T., Zanna, M. P., Hastings, G., & Brown, A. (November 2006). Tobacco policy influences on normative perceptions of tobacco products, of smoking, and of the tobacco industry: Findings from the ITC project. Paper to be presented at the annual meeting of the American Public Health Association, Boston, MA.

Lee, W. B. Zanna, M. P., Fong, G. T., Elton-Marshall, T., Borland, R., Sirirassamee, B., Omar, M. & Kin, F. (November 2006). Regret, rationalization, and intentions to quit among smokers in Malaysia and Thailand: Findings from the ITC Southeast Asia survey. Paper to be presented at the 9th International Congress of Behavioral Medicine, Bangkok, Thailand.

Yoshida, E., Peach, J., Spencer, S. J., & Zanna, M. P. (January 2007). The cross-cultural differences in the influence of implicit norms on eating behavior. Paper to be presented at the annual meeting of the Society of Personality and Social Psychology, Memphis, TN.

Peach, J., Yoshida, E., Zanna, M. P., & Spencer, S. J. (January 2007). A double-edged sword: Perceived negative implicit norms towards one's group increases collective action. Paper to be presented at the annual meeting of the Society of Personality and Social Psychology, Memphis, TN.

Lau, G., Spencer, S. J., & Zanna, M. P. (January 2007). The fleeting self-doubts of individuals with defensive self-esteem. Paper to be presented at the annual meeting of the Society of Personality and Social Psychology, Memphis, TN.

Elton-Marshall, T., Fong, G. T., & Zanna, M. P. (January 2007). A prospective cohort study examining how beliefs about "light" cigarettes influence adolescent smoking initiation. Paper to be presented at the annual meeting of the Society of Personality and Social Psychology, Memphis, TN.

Zanna, M. P. (January 2007). Culture and dissonance. Symposium paper to be presented at the annual meeting of the Society of Personality and Social Psychology, Memphis, TN.

Invited Colloquia

Purdue University, Fall, 1969, “Attention, Distraction, and Dissonance,” and “On Inferring One’s Beliefs from One’s Behavior.”

Princeton University, Fall, 1969, “On Inferring One’s Beliefs from One’s Behavior.”

Princeton University, Fall, 1971, “Situational Analysis of Fear of Success.”

University College London, Spring, 1973, “Self-fulfilling Prophecies in Interracial Interaction.”

London School of Economics, Spring, 1973, “Positivity and Negativity Effects in Impression Formation.”

University of Virginia, Spring, 1974, “Self-fulfilling Prophecies in Male-Female Interactions.”

University of Pennsylvania, Spring, 1974, “Self-Fulfilling Prophecies in Male-Female Interactions.”

University of Waterloo, Spring, 1975, “Toward a Situational Analysis of Apparent Sex Differences in Behavior.”

New York University, Spring, 1975, “Toward a Situational Analysis of Apparent Sex Differences in Behavior.”

Columbia University, Spring, 1975, “Toward a Situational Analysis of Apparent Sex Differences in Behavior.”

The Ohio State University, Winter, 1976, “Dissonance and the Attribution Process.”

University of Western Ontario, Winter, 1976, “Dissonance and the Attribution Process.”

University of Michigan, Winter, 1976, “Dissonance and the Attribution Process.”

University of Toronto, 1977, “Dissonance and the Attribution Process.”

University of California, Berkeley, Spring, 1977, “Dissonance and the Attribution Process.”

Stanford University, Spring, 1977, “Dissonance and the Attribution Process.”

University of Michigan, Winter, 1978, “Motivated Selectivity in Exposure to and Learning of Attitudinally Relevant Information.”

University of Guelph, Winter, 1979, “Self-Perception, Dissonance, and Ego Defensive Style.”

McMaster University, Winter, 1979, “Self-Perception, Dissonance, and Ego Defensive Style.”

University of California, Santa Barbara, Spring, 1979, "Self-Perception, Dissonance, and Ego Defensive Style."

Adelphi University, Fall, 1979, "Self-Perception, Dissonance, and Ego Defensive Style."

State University of New York at Buffalo, Winter, 1980, "Self-Perception, Dissonance, and Ego Defensive Style."

University of Iowa, Fall, 1980, "Self-Perception, Dissonance, and Ego Defensive Style."

University of Rochester, Winter, 1981, "Self-Perception, Dissonance and Ego Defensive Style."

Carnegie-Mellon University, Winter, 1981, "Self-Perception, Dissonance and Ego Defensive Style."

Princeton University, Fall, 1981, "Self-Perception, Dissonance and Ego Defensive Style."

New York University, Fall, 1981, "Self-Perception, Dissonance and Ego Defensive Style."

Rutgers University, Fall, 1981, "Self-Perception, Dissonance and Ego Defensive Style."

University of California, Santa Barbara, Winter, 1982, "Direct Experience and Attitude-Behavior Consistency."

University of California, Berkeley, Winter, 1982, "Direct Experience and Attitude-Behavior Consistency."

Yale University, Winter, 1984, "A New Look at Dissonance Theory."

University of Manitoba, Winter, 1985, "A New Look at Dissonance Theory."

McGill University, Spring, 1986, "Do Groups Experience Dissonance?"

University of Minnesota, Fall, 1988, "Need for Closure and the Attitude-Behavior Relation."

Indiana University, Fall, 1988, "Need for Closure and the Attitude-Behavior Relation."

The Ohio State University, Fall, 1988, "Need for Closure and the Attitude-Behavior Relation."

New York University, Fall, 1989, "Need for Closure and the Attitude-Behavior Relation."

Princeton University, Fall, 1991, "The Persistence of Persuasion," and "Let's Not Be Indifferent About (Attitudinal) Ambivalence."

The Ohio St. University, Winter, 1992, "The Persistence of Persuasion," and "Let's Not Be Indifferent About (Attitudinal) Ambivalence."

University of Maryland, Winter, 1992, “The Persistence of Persuasion,” and “Let's Not Be Indifferent About (Attitudinal) Ambivalence.”

Queens University, Fall, 1992, “On the Psychology of Prejudice.”

Wilfrid Laurier University, Fall, 1992, “On the Psychology of Prejudice.”

University of Western Ontario, Winter, 1993, “The Persistence of Persuasion.”

Dalhousie University, Winter, 1993, “On the Psychology of Prejudice.”

Princeton University, Fall, 1993, “Intoxication and Behavioural Intentions.”

University of Minnesota, Spring, 1994, “Alcohol Myopia: Does Intoxication Lead to ‘Risky Business’”?

McMaster University, Fall, 1994, “Alcohol Myopia: Does Intoxication Lead to ‘Risky Business’”?

Queens University, Fall, 1995, “Alcohol Myopia: Does Intoxication Lead to ‘Risky Business’”?

University of Michigan, Fall, 1995, “Alcohol Myopia: Does Intoxication Lead to ‘Risky Business’”?

University of California, Santa Cruz, Spring, 1996, “Alcohol Myopia: Does Intoxication Lead to ‘Risky Business’”?

Stanford University, Spring, 1996, “Alcohol Myopia: Does Intoxication Lead to ‘Risky Business’”?

University of California, Santa Barbara, Spring, 1996, “Alcohol Myopia: Does Intoxication Lead to ‘Risky Business’”?

City University of New York (The Graduate Center), Winter, 1997, “The Multiple Psychologies of Opposition to Affirmative Action.”

Princeton University, Winter, 1997, “The Multiple Psychologies of Opposition to Affirmative Action.”

Columbia University, Winter, 1997, “Alcohol Myopia: Does Intoxication Lead to ‘Risky Business’”?

Rutgers University, Winter, 1997, “Alcohol Myopia: Does Intoxication Lead to ‘Risky Business’”?

The Ohio State University, Fall, 2001, “Subliminal Priming and Persuasion: Striking When the Iron is Hot.”

University of Arizona, Winter, 2002, "Subliminal Priming and Persuasion: Striking When the Iron is Hot."

Arizona State University, Winter, 2002, "Defensive Self-Esteem."

Washington University of St. Louis, Fall, 2002, "Subliminal Priming and Persuasion: Striking When the Iron is Hot."

York University, Fall, 2003, "An Affirmed Self and an Open Mind."

University of Virginia, Winter, 2004, "Testing Mediation Hypotheses in Social Psychology."

Invited Lecture Series

University of Amsterdam, Fall, 1994, “On the Psychology of Prejudice,” “The Persistence of Persuasion,” “Alcohol Myopia: Does Intoxication Lead to ‘Risky Business’?”, and “Intoxication, Sexual Arousal, & Date Rape.”

University of Minnesota, Spring, 1995, “Let's Not Be Indifferent About (Attitudinal) Ambivalence,” “On the Psychology of Prejudice,” “The Persistence of Persuasion,” “Alcohol Myopia: Does Intoxication Lead to ‘Risky Business’?”, and “Intoxication, Sexual Arousal, & Date Rape.”

University of California, Santa Cruz, Spring, 1996, “Let's Not Be Indifferent About (Attitudinal) Ambivalence,” “On the Psychology of Prejudice,” “The Persistence of Persuasion,” and “Intoxication, Sexual Arousal, & Date Rape.”

Princeton University, Spring, 1997, “Alcohol Myopia: Does Intoxication Lead to ‘Risky Business’?”, “Let's Not Be Indifferent About (Attitudinal) Ambivalence,” “On the Psychology of Prejudice,” “Must Conflicting Cognitions be Simultaneously Accessible for Ambivalence to be Experienced (and Dissonance to be Aroused)”, “The Persistence of Persuasion,” and “Intoxication, Sexual Arousal, & Date Rape.”

Research, Technical, & Grant Reports

Zanna, M.P., & Hamilton, D.L. (1973). Attribute dimensions, attribute desirability, and patterns of trait inferences. Report #10, Research Report Series, Princeton University.

Zanna, M.P. (1973). Intellectual competition and the female student. Final Report to the U.S. Department of Health, Education, and Welfare, ERIC Reproduction Document No. ED 072 389.

Olson, J.M., & Zanna, M.P. (1981). Promoting physical activity: A social psychological perspective. Toronto: Ontario Ministry of Culture and Recreation.

Olson, J.M., & Zanna, M.P. (1983). Predicting adherence to a program of physical exercise: An empirical study. Toronto: Ontario Ministry of Culture and Recreation.

Strahan, E. J., Fabrigar, L. R., Fong, G. T, Zanna, M. P., & Cameron, A. J. R. (March, 1999). Enhancing the effectiveness of message labels on tobacco packaging. Technical Report prepared for the Centre for Behavioural Research and Program Evaluation of the National Cancer Institute of Canada.

Research Monograph

COMMIT Research Group (1995). Community-based Interventions for Smokers: The COMMIT field experience. Smoking and Tobacco Control Monograph 6. Bethesda, MD: National Institutes of Health.

Former Graduate Students and Postdoctoral Fellows

PhD Students

Michel Alain	University of Quebec at Trois Rivieres
Daniel Batson	University of Kansas, USA
Michael Conway	Concordia University
Sonya Dal Cin	Dartmouth College, USA (Postdoctoral Fellow)
Nancy DeCourville	Brock University
Richard Detweiler	Hartwick College, USA
Don DiTecco	Bell Canada, Montreal
Robert Ellis	University of Northern British Columbia
Rich Ennis (ABD)	University of Waterloo
Russell Fazio	Ohio State University, USA
Geoff Haddock	University of Cardiff, UK
Etsuko Hoshino-Browne	Swarthmore College, USA
Karen Howe	The College of New Jersey, USA
David Jamieson	Environics Research Group, Toronto
Christian Jordan	Wilfrid Laurier University
John Lydon	McGill University
Geoff MacDonald	University of Toronto
Tara MacDonald	Queen's University
Kim Matheson	Carleton University
Ian McGregor	York University
James Olson	University of Western Ontario
Meg Rohan	University of New South Wales, Australia
Gerald Sande	University of Manitoba
Fiore Sicoly	Georgian College
Leanne Son Hing	University of Guelph
Erin Strahan	Wilfrid Laurier University
Shelagh Towson	University of Windsor

Postdoctoral Fellows

Victoria Esses	University of Western Ontario
Connie Kristiansen	Carleton University
Steven Neuberg	Arizona State University, USA

Career Administrative Contributions

A. Social Psychology:

1. In 1978, with Tory Higgins of UWO and Peter Herman of UT, I conceived and created the *Ontario Symposium on Personality and Social Psychology* (which was first held in August, 1978 at UWO).

2. In 1994, as a member of the Executive Committee of the Society of Personality and Social Psychology, I conceived and initiated the development of a new journal, *Personality and Social Psychology Review* (which was first published in January, 1997).

3. In 1997, as President of the Society of Personality and Social Psychology, I conceived and initiated the development of the Annual Meeting of the Society of Personality and Social Psychology (which was first held in Nashville in February, 2000).

4. In 2000 I conceived and initiated the development of the Society of Personality and Social Psychology's 'Psychology of Attitudes Preconference' (which was first held in San Antonio in February, 2001).

B. Social Psychology Division at the University of Waterloo:

5. In approximately 1993, as Chair of the Social Psychology Division, I conceived and initiated the development of the annual University of Waterloo-University of Western Ontario Graduate Student Conference.

C. Department of Psychology at the University of Waterloo:

6. In 1984, as the Associate Chair for Undergraduate Affairs, I hired the incomparable Heather Smith, to administer undergraduate affairs.

7. In 1985, as the Associate Chair for Undergraduate Affairs, I conceived and initiated the development of the Annual Convocation Luncheon Reception.

D. University of Waterloo

8. In 1984 (with Allan Best and Ron Schlegel) I helped create the Center for Applied Health Research (CAHR).

Professional References

Dr. Russell H. Fazio
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