

CURRICULUM VITAE September 2006 (english version)

Diederik Alexander Stapel

Born: 19 October 1966, Oegstgeest, The Netherlands

Sex: Male

Married (03 October 1997) to Marcelle T.M. Hendrickx,

Father of Sanne R.D. Stapel & Maartje L.M. Stapel

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Education

- 1985 High School Graduation (VWO), Rijnlands Lyceum Oegstgeest, The Netherlands
- 1985 - 86 Drama, Media Studies, University of East Stroudsburg, Pennsylvania, U.S.A.
- 1986 - 91 Psychology, University of Amsterdam, The Netherlands
- 1986 - 91 Communication Science, University of Amsterdam, The Netherlands
- 1989 - 90 Testamur in Psychology, University of Exeter, United Kingdom
With Distinction
- 1991 "Doctoraal Examen" (M.A.) Psychology, University of Amsterdam
Cum Laude
- 1991 "Doctoraal Examen" (M.A.) Communication Science, University of Amsterdam
Cum Laude
- 1991 - 92 Behavioral Decision Making Program, Graduate School of Business, University of Chicago, U.S.A.
- 1993 - 97 Ph.D. Psychology, University of Amsterdam, The Netherlands
Cum Laude
- 1997 Certificate Graduate School Social Psychology, Kurt Lewin Institute, Certificate Teaching course, Centrum voor Nascholing, Hogeschool van Amsterdam / University of Amsterdam, The Netherlands

2003 - 06 Cmoor Consultants, Mission Management, Organizational change, Improving Leadership Skills, Motivating People, Personal Effectiveness

Academic & other positions

1991 Lecturer
(Toegevoegd Docent)
Communication Science, University of Amsterdam, The Netherlands

1992 - 93 From Project Executive to Account manager
Research International Marketing Consulting Group, Rotterdam,
The Netherlands
(Clients e.g.: McKinsey, ING Bank, Unilever, Dutch Government, Belgian
Government)

1993 - 97 PhD student
(Onderzoeker in Opleiding)
Social Psychology, University of Amsterdam, The Netherlands

1995 Visiting Researcher
Institute for Social Research, University of Michigan, Ann Arbor, U.S.A.

1997 - 98 PostDoc (awarded by Dutch National Science Foundation)
(Persoonlijke PostDoc, NWO)

1998 - 00 Fellow of the Royal Dutch Academy of Arts and Sciences
(Akademie-onderzoeker, KNAW)

2000 - 03 Van der Leeuw Professor Cognitive Social Psychology
Social & Organizational Psychology, University of Groningen, The Netherlands

2004 - Professor Cognitive Social Psychology
Social & Organizational Psychology, University of Groningen, The Netherlands

2006 - Research Professor Consumer Science
Tilburg University, The Netherlands

2006 - Director
Tilburg Institute for Behavioral Economics Research (TIBER)
Tilburg University, The Netherlands

Awards and Honors

1986 Study Grant (Tuition waver, Stipend, Travel costs), Netherlands America
Academic Educational Exchange (NACEE), University of East Stroudsburg,
Pennsylvania, USA

1988 Study Grant (to attend conference), Department of Sociological Sciences,
University of Amsterdam

1989 Erasmus Study and Travel Grant, European Union, University of Exeter

1991 Travel Grant (to attend conference and present paper based on MA thesis),
Department of Social Psychology, University of Amsterdam

1995 Fulbright Grant Institute for Social Research, University of Michigan

1997 Winner ASPO Best Dissertation Award, Associatie voor Sociaal
Psychologische Onderzoekers (Dutch association of social psychologists)

1999 Winner Jos Jaspars Early Career Award, European Association for
Experimental Social Psychology (awarded once every three years)

2003 Winner Pionier Grant, NWO (Dutch National Science Foundation)

Professional Interests

Affect & emotion, Context and accessibility effects, Person perception, Self processes, Social comparison, Motivation & performance, Political psychology, Consumer behavior

Teaching Experience

1991 Lecturer, Communication Science, University of Amsterdam
1991 - 92 Workshops en seminars, Center for Decision Research, University of Chicago
1992 - 93 Workshops for executives, Research International, Netherlands
1994 - 00 Seminars, Individual student projects, Social Psychology, University of Amsterdam
1996 - 98 Invited guest lectures, Environmental Psychology, Technical University, Eindhoven
1997 - 99 Invited guest lectures, Communication Science, University of Amsterdam
1997 - 00 Lecturer, Social Psychology, University of Amsterdam
2000 - Professor, Social & Organizational Psychology, University of Groningen
Teaching undergraduate courses:
Introduction to Social Psychology (first year BA)
Social Cognition (third year BA)

Graduate courses taught

1997 – 2005 One-day workshop *How to publish*
Kurt Lewin Institute, University of Amsterdam/Groningen
1998 One-day workshop *How to teach Psychology*
Kurt Lewin Institute, University of Amsterdam
2001 Two-days workshop *Social Comparison*
Kurt Lewin Institute, University of Groningen
2002 Invited State of the Art Lecture
Attention for Emotions: Social cognition and affective processing
Kurt Lewin Institute, Free University of Amsterdam
2002 Two-days workshop *Self, Cognition, Judgment*
Kurt Lewin Institute, University of Groningen
2003- 2005 One-day workshop *Writing for the General Public*
Kurt Lewin Institute, University of Groningen
2004 Organizer/Dean *Summer School* European Association of Experimental Social Psychology (EAESP), Groningen, The Netherlands
2004 Co-Teacher (with Brett Pelham) *Summer School* European Association of Experimental Social Psychology (EAESP), Groningen, the Netherlands
2005- 2006 *Cognition, Motivation, Emotion*
Research Masters, University of Groningen

Postdocs

- 2003 - 06 David Marx (now at San Diego State University)
Stereotyping, social comparison, stereotype threat
- 2004 - 06 Michael Haefner (now at Utrecht University)
Perceptual fluency, role model effects in advertising, emotional processing
- 2006 - 08 Kirsten Ruys (Amsterdam Graduate)
Affective priming, unconscious emotions

PhD students Groningen / Tilburg

- 2002 - Saskia Schwinghammer, Marcus Maringer, Debra Trampe, Judith Grob, Carina Wiekens, Marret Noordewier, Margriet Ekkens, Elanor Kamans, Joris Lammers, Hilbrand Oldenhuis, Arne van den Bos, Janneke Jolij, Sei Jin Ko, Lennart Renkema, Sytske van der Velde, Lida van den Broek (external), Femke van Horen

Professional Activities

Member:

“Bestuur” (Board) Vereniging van Akademie-Onderzoekers
(Dutch Royal Academy of Sciences) (1997- 2001)
“FaculteitsRaad” (University Department Council) Faculteit Psychologie en Sociale Wetenschappen (Department of Behavioral and Social Sciences Groningen (2001 – 2003)

Member:

American Psychological Association (APA)
Personality and Social Psychology Society APA (SPSP)
Society for the Psychological Study of Social Issues APA (SPSSI)
European Association of Experimental Social Psychology (EAESP)
Associatie voor Sociaal Psychologisch Onderzoek (ASPO Netherlands) (President 2002- 2006)

Full member of Kurt Lewin Institute (KLI, Dutch Research School in Social and Applied Psychology)

Full member of Research School Behavioral Cognitive NeuroScience (BCN, Groningen Research School in behavioral cognitive neuroscience)

Organizer, Dean 2-week Summer School in Social Psychology, Groningen, The Netherlands, August 2004, sponsored by European Association for Experimental Social Psychology, (80 participants from all over the world, 10 Professors)

Organizer, 3-day Autumn School on Emotion & Attention, Doorwerth, The Netherlands, October 2005, sponsored by NWO Cognition Task Force (60 participants 2 key note lectures, 6 workshops)

Ad hoc reviewer:

Book proposals for Amsterdam University Press, Blackwell, Cambridge University Press, Freeman, Guilford, Oxford University Press, Psychology Press, Worth Publishers, Wiley

Acta Psychologica, American Psychologist, Applied Cognitive Psychology, Basic and Applied Social Psychology, British Journal of Psychology, British Journal of Educational Psychology, British Journal of Social Psychology, Cognition and Emotion, European Journal of Personality, Journal of Applied Psychology, Journal of Applied Social Psychology, Journal of Behavioral Decision Making, Journal of Experimental Social Psychology, Journal of Personality and Social Psychology, Nature, New Ideas in Psychology, Organizational Behavior & Human Decision Processes, Perception & Psychophysics, Personality and Social Psychology Bulletin, Personality and Social Psychology Review, Psychological Bulletin, Psychological Review, Psychological Science, Psychonomic Bulletin & Review, Science, Sex Roles, Social Cognition

Editorial Board:

European Journal of Social Psychology (1998 -)
Self & Identity (2000 -)
British Journal of Social Psychology (2001 -)
Personality & Social Psychology Bulletin (2001 -)
Journal of Personality & Social Psychology (2005 -)

Editor:

Fundamentele Sociale Psychologie (1998 - 2001)
Jaarboek Sociale Psychologie (2002 - 2004) (Founding editor)
Jaarboek "Over de grenzen van het weten" KNAW (1998 - 2001)

Associate Editor:

British Journal of Social Psychology (1999 - 2001)
Personality and Social Psychology Bulletin (2006 -)
Psychological Science (2007 -)

President:

Associatie Sociaal Psychologische Onderzoekers
Dutch Association of Social Psychologists (2002 - 2007)

Research Director:

Kurt Lewin Institute
Graduate School for Social Psychology and its applications (2005 - 2006)
(Responsible for monitoring of 100 PhD students)

Research Director:

Interpersonal Behavior Group, University of Groningen (2005 - 2006)
(Responsible for research Personality, Environmental & Traffic, Organizational, Experimental Social, Applied Social Psychology Areas)

Director:

Tilburg Institute for Behavioral Economics Research (TIBER) (2006 -)

International affiliate (Invited)

Centre for Research on Self and Identity (CRSI)
University of Southampton

Board of Scientific Advisors (Invited)

Research Institute for Psychology of health
University of Iowa

Co-founder of Societeit De Sleutel (www.societeitdesleutel.nl)

Society for “thinking out of the box” and intellectual debate in Groningen
Currently 60 members (open minds from all walks of life and age groups) who meet monthly to talk about a specific theme.

Publications (Chronological)

- (01) Stapel, D.A., Reicher, S.D., & Spears, R. (1994). Social identity, availability and the perception of risk. *Social Cognition, 12*, 1-17.
- (02) Stapel, D.A., Reicher, S.D., & Spears, R. (1995). Contextual determinants of strategic choice: Some moderators of the availability bias. *European Journal of Social Psychology, 25*, 141-158.
- (03) Stapel, D.A., & Spears, R. (1995). Reflected or deflected glory?: The impact of analogies on the perception of politicians and their policies. *Politics, Groups and the Individual, 5*, 21-30
- (04) Stapel, D.A., & Koomen, W. (1996). Differential consequences of trait inferences: A direct test of the trait-referent hypothesis. *European Journal of Social Psychology, 26*, 827-838.
- (05) Stapel, D.A., Koomen, W., & Van der Pligt, J. (1996). The referents of trait inferences: The impact of trait concepts versus actor-trait links on subsequent judgments. *Journal of Personality and Social Psychology, 70*, 437-450.
- (06) Stapel, D.A., & Spears, R. (1996). Event accessibility and context effects in causal inference: Judgment of a different order. *Personality and Social Psychology Bulletin, 22*, 979-992.
- (07) Stapel, D.A., & Spears R. (1996). Guilty by disassociation (and innocent by association): The impact of relevant and irrelevant analogies on political judgments. *Political Behavior, 18*, 289-310
- (08) Stapel, D.A., & Velthuisen, A.S. (1996). As if it happened to me: The impact of vivid and self-relevant information on risk judgments. *Journal of Social and Clinical Psychology, 15*, 102-119.
- (09) Stapel, D.A. (1997). The construction of social judgments: A constructive perspective for behavioral decision research? *Journal of Behavioral Decision Making, 10*, 355-357.
- (10) Stapel, D.A. (1997). *What we talk about when we talk about knowledge accessibility effects*. Amsterdam Heap Publishers.
- (11) Stapel, D.A., & Koomen, W. (1997). Social categorization and perceptual judgment of size: When perception is social. *Journal of Personality and Social Psychology, 73*, 1177-1190.
- (12) Stapel, D.A., & Koomen, W. (1997). Using primed exemplars during impression formation: Interpretation or comparison? *European Journal of Social Psychology, 27*, 357-367.

- (13) Stapel, D.A., Koomen, W., & Van der Pligt (1997). Categories of category accessibility: The impact of trait versus exemplar priming on person judgments. *Journal of Experimental Social Psychology*, 33, 44-76.
- (14) Stapel, D.A., Koomen, W., & Velthuisen, A.S. (1997). The context of advertising: An analysis of assimilation and contrast effects. In G. Antonides, W.F. van Raay and S. Maital (Eds.), *Advances in Economic Psychology* (pp. 81-96). Chichester: Wiley.
- (15) Dijksterhuis, A., Spears, R., Postmes, T., Stapel, D.A., Koomen, W., Van Knippenberg, A., Scheepers, D. (1998). Seeing one thing and doing another: Contrast effects in automatic behavior. *Journal of Personality and Social Psychology*, 75, 862-871.
- (16) Koomen, W., Stapel, D.A., Jansen, S.S., In 't Veld, K.H.R. (1998). Priming and timing: A test of two perspectives. *European Journal of Social Psychology*, 28, 681-686.
- (17) Martin, L.L., & Stapel, D.A. (1998). Metacognition and correction processes in social judgment: Are people naive dogmatists or naive empiricists? In V. Yzerbyt, G. Lories & B. Dardenne (Eds.), *Metacognition: Cognitive and social dimensions* (pp. 228-247). London: Sage.
- (18) Stapel, D.A., & Koomen, W. (1998). When stereotype activation results in (counter)stereotypical judgments: Priming stereotype relevant traits and exemplars. *Journal of Experimental Social Psychology*, 34, 136-163.
- (19) Stapel, D.A., Koomen, W., & Velthuisen, A.S. (1998). Assimilation or contrast?: Comparison relevance, distinctness, and the impact of accessible information on consumer judgments. *Journal of Consumer Psychology*, 7, 1-24.
- (20) Stapel, D.A., & Koomen, W., & Zeelenberg, M. (1998). The impact of accuracy motivation on interpretation, comparison, and correction processes: Accuracy motivation x knowledge accessibility effects. *Journal of Personality and Social Psychology*, 74, 878-893.
- (21) Stapel, D.A., Martin, L.L., & Schwarz, N. (1998). The smell of bias: What instigates correction processes in social judgments? *Personality and Social Psychology Bulletin*, 24, 797-806.
- (22) Stapel, D.A., & Schwarz, N. (1998). Similarities and differences between trait concept and expectancy priming: What matters is whether the target stimulus is ambiguous or mixed. *Journal of Experimental Social Psychology*, 34, 227-245.
- (23) Stapel, D.A., & Schwarz, N. (1998). The Republican who did not want to become President: An inclusion/exclusion analysis of Colin Powell's impact on evaluations of the Republican party and Bob Dole. *Personality and Social Psychology Bulletin*, 24, 690-699.
- (24) Stapel, D.A., & Winkielman, P. (1998). Assimilation and contrast as a function of context-target similarity, distinctness, and dimensional relevance. *Personality and Social Psychology Bulletin*, 24, 634-646.
- (25) Stapel, D.A., & Koomen, W. (1998). Interpretation versus reference framing: Assimilation and contrast effects in the organizational domain. *Organizational Behavior and Human Decision Making Processes*, 76, 132-148.
- (26) Stapel, D.A., & Koomen, W. (1999). Correction processes in person judgments: The role of timing. *European Journal of Social Psychology*, 29, 131-138.
- (27) Stapel, D.A., Koomen, W., & Spears, R. (1999). Framed and misfortuned: Self-categorization and the whiff of scandal. *European Journal of Social Psychology*, 2-3, 397-402.

- (28) Stapel, D.A. (2000). Moving from fads and fashions to integration: Illustrations from knowledge accessibility research. *European Bulletin of Social Psychology*, 12, 4-27.
- (29) Stapel, D.A., & Koomen, W. (2000). How far do we go beyond the information given? The impact of knowledge activation on interpretation and inference. *Journal of Personality and Social Psychology*, 78, 19-37.
- (30) Koomen, W., Visser, M., & Stapel, D.A. (2000). The credibility of newspapers and fear of crime. *Journal of Applied Social Psychology*, 30, 921-934.
- (31) Stapel, D.A., & Koomen, W. (2000). The impact of opposites: Implications of trait inferences and their antonyms for person judgment. *Journal of Experimental Social Psychology*, 36, 439-464
- (32) Stapel, D.A., & Koomen, W. (2000). Distinctness of others and malleability of selves: Their impact on social comparison effects. *Journal of Personality and Social Psychology*, 79, 1068-1087.
- (33) Martin, L.L., Strack, F., & Stapel, D.A. (2001). What's on our mind and how did it get there? The role of knowledge accessibility in social psychological phenomena. In A. Tesser & N. Schwarz (Eds.), *Blackwell Handbook of Social Psychology: Intraindividual processes* (pp. 236-256). Malden, MA: Blackwell.
- (34) Gordijn, E., Koomen, W., & Stapel, D.A. (2001). Level of prejudice in relation to knowledge of cultural stereotypes. *Journal of Experimental Social Psychology*, 37, 150-157.
- (35) Stapel, D.A., & Koomen, W. (2001). Let's not forget the past when we go to the future: On our knowledge of knowledge accessibility effects. In G. Moskowitz (Ed.), *Cognitive social psychology*. (pp. 229-246). Mahwah, NJ: Erlbaum.
- (36) Stapel, D.A., & Koomen, W. (2001). The impact of interpretation versus comparison goals on knowledge accessibility effects. *Journal of Experimental Social Psychology*, 37, 134-149.
- (37) Stapel, D.A., & Koomen, W. (2001). I, we, and the effects of others on me: How self-construal moderates social comparison effects. *Journal of Personality and Social Psychology*, 80, 766-781.
- (38) Stapel, D.A., & Koomen, W. (2001). When we wonder what it all means: Interpretation goals facilitate accessibility and stereotyping effects. *Personality and Social Psychology Bulletin*, 8, 915-929.
- (39) Stapel, D.A., & Tesser, A. (2001). Self-activation increases social comparison. *Journal of Personality and Social Psychology*, 81, 742-750.
- (40) Stapel, D.A., Koomen, W., & Ruys, K. (2002). The effects of diffuse and distinct affect. *Journal of Personality and Social Psychology*, 83, 60-74. (featured in De Volkskrant, Dagblad van het Noorden, UniversiteitsKrant Groningen)
- (41) Tesser, A., Stapel, D.A., & Wood, J.V. (Eds.) (2003). *Psychological perspectives on motivation and identity*. Washington, DC, USA: American Psychological Association.
- (42) Stapel, D.A. (2003). Making sense of hot cognition: Why and when description influences our feelings and judgments. In J.P. Forgas, K.D. Williams, and W. von Hippel (Eds.), *Social judgments: Implicit and explicit processes* (pp. 227-250). New York, NY, USA: Cambridge.
- (43) Spears, R., Gordijn, E., Stapel, D.A., & Dijksterhuis, A.P. (2004). Reaction in action: Intergroup contrast in automatic behavior. *Personality and Social Psychology Bulletin*, 30, 605-616.
- (44) Stapel, D.A., & Schwinghammer, S.A. (2004). Defensive social comparison and the constraints of reality. *Social Cognition*, 22, 147-167.

- (45) Stapel, D.A., & Blanton, H. (2004). From seeing to being: Subliminal social comparisons affect implicit and explicit self-evaluations. *Journal of Personality and Social Psychology*, 87, 468-481. (featured in APA Monitor)
- (46) Stapel, D.A., & Suls, J. (2004). Method matters: Effects of implicit versus explicit social comparisons on activation, behavior, and self-views. *Journal of Personality and Social Psychology*, 87, 860-875.
- (47) Tesser, A., Wood, J.V., & Stapel, D.A., (Eds.) (2005). *On Building, Defending and Regulating the Self*. New York, NY, USA: Psychology Press.
- (48) Marx, D.M., & Stapel, D.A., & Muller, D. (2005). We can do it: The interplay of construal orientation and social comparison under threat. *Journal of Personality and Social Psychology*, 88, 432-446. (featured in Psychology Today)
- (49) Stapel, D.A., & Koomen, W. (2005). Competition, cooperation, and the effects of others on me. *Journal of Personality and Social Psychology*, 88, 1029-1038. (featured in APA Monitor)
- (50) Stapel, D.A., & Koomen, W. (2005). When less is more: The consequences of affective primacy for subliminal priming effects. *Personality and Social Psychology Bulletin*, 31, 1286-1295.
- (51) Stapel, D.A., & Koomen, W. (2005). Multiple ambiguity and an impression formation focus make inapplicable primes useful. *Social Cognition*, 4, 324-335.
- (52) Schwinghammer, S.A., & Stapel, D.A., & Blanton, H. (2006). Different selves have different effects: Self-activation and defensive social comparison effects. *Personality and Social Psychology Bulletin*, 32, 27-39.
- (53) Stapel, D.A., & Van der Zee, K.I. (2006). The Self Salience Model of other-to-self effects: Integrating self-enhancement, complementarity, and imitation principles. *Journal of Personality and Social Psychology*, 90, 258-271.
- (54) Stapel, D.A., & Koomen, W. (2006). The flexible unconscious: Investigating the judgmental impact of varieties of unaware perception. *Journal of Experimental Social Psychology*, 42, 112-119.
- (55) Stapel, D.A., & Marx, D.M. (2006). Hardly thinking about others: On target closeness and cognitive busyness in social comparison effects. *Journal of Experimental Social Psychology*, 42, 397 - 405.
- (56) Marx, D.M., & Stapel, D.A. (2006). Distinguishing stereotype threat from priming effects: On the role of the social self and threat-based concerns. *Journal of Personality and Social Psychology*, 91, 243-254.

In press

- Gordijn, E.H., & Stapel, D.A. (2006). Behavioral effects of automatic interpersonal versus intergroup social comparison. *British Journal of Social Psychology*, in press.
- Johnson, C., & Stapel, D.A. (2006). When Different is Better: Performance Following Upward Comparison. *European Journal of Social Psychology*, in press.
- Marx, D.M., & Stapel, D.A. (2006). It depends on your perspective: The role of self-relevance in stereotype-based underperformance. *Journal of Experimental Social Psychology*, in press.
- Marx, D.M., & Stapel, D.A. (2006). Timing is everything: Emotional reactions to stereotype threat before and after taking a test. *European Journal of Social Psychology*, in press.
- Marx, D.M., & Stapel, D.A. (2006). Understanding stereotype lift: The role of the social self. *Social Cognition*, in press.

- Schwinghammer, S.A., & Stapel, D.A. (2006). The Effects of Different Types of Self-activation on Social Comparison Orientation. *Social Cognition*, in press.
- Stapel, D.A., & Marx, D.M. (2006). Making sense of war: Using the Interpretation Comparison Model to understand the Iraq conflict. *European Journal of Social Psychology*, in press.
- Stapel, D.A., & Marx, D.M. (2006). Distinctiveness is key: How different types of similarity moderate social comparison effects. *Personality and Social Psychology Bulletin*, in press.
- Stapel, D.A., & Blanton, H. (Eds.) (2006). *Key readings in social comparison*. New York, NY, USA: Psychology Press.
- Stapel, D.A., & Suls, J. (Eds.) (2006). *Assimilation and contrast in social psychology*. New York, NY, USA: Psychology Press.
- Stapel, D.A., & Johnson, C.S. (2006). When nothing compares to me: How defensive motivations and similarity shape social comparison effects. *European Journal of Social Psychology*, in press.
- Maringer, M., & Stapel, D.A. (2006). Unfinished business: how completeness affects the impact of emotional states and emotion concepts on social judgments. *Journal of Experimental Social Psychology*, in press.
- Gordijn, E.H., & Stapel, D.A. (2006). When controversial leaders with charisma are effective: The influence of terror on the need for vision and impact of mixed attitudinal messages. *European Journal of Social Psychology*, in press.
- Häfner, M., & Stapel, D. A. (2006). Attraktive Models in der Werbung: Auswirkungen auf den Betrachter und die beworbenen Produkte [Attractive models in advertisements: Consequences for perceivers and products]. In S. Trepte & E. H. Witte (Eds.), *Sozialpsychologie und Medien* [Social Psychology and the Media]. Lengerich: Pabst, in press.

Dutch Publications (Chronological)

- (01) Stapel, D.A. (1993). Informatie door introspectie: Het gebruik van cognitieve responsanalyse in marktonderzoek. *Onderzoek*, 11 (12), 20-25.
- (02) Stapel, D.A. (1994). Marketing en mentaal boekhouden. *Tijdschrift voor Marketing*, 28 (1), 12-17.
- (03) Stapel, D.A., & Hendrickx, M.T.M. (1994). Het marketingbeleid van universiteiten is te eenzijdig: De universiteit als wasmiddel. *Tijdschrift voor Marketing*, 28 (6), 25-29.
- (04) Stapel, D.A., & Velthuisen, A.S. (1994). "Maar wat heeft dat met mij to maken?": Persoonlijke en onpersoonlijke impact van krant artikelen op risico-oordelen. *Massacommunicatie*, 23, 214-227.
- (05) Stapel, D.A. (1995). Het Verschil tussen Zeggen en Doen: De discrepantie tussen attitude en gedrag in onderzoek naar brievenbusreclame. *Onderzoek*, 13 (1/2), 11-14.
- (06) Stapel, D.A., Koomen, W., Van Beek, S., Heuts, L., Mydosh, K., Nordahl Johnsen, L., Poulsen, H., & Van der Pligt, J. (1995). De consequenties van spontane en intentionele categorisatie: Assimilatie en contrast. In N.K. de Vries, C.K.W. de Dreu, N. Ellemers, R. Vonk (Eds.): *Fundamentele sociale psychologie: Deel 9*, pp. 221-234. Tilburg: Tilburg University Press.
- (07) Stapel, D.A., Zeelenberg, M., & Koomen, W. (1996). Verdunning of omdraaiing?: Het effect van nauwkeurigheidmotivatie en (re)activatie van informatie op persoonsoordelen. In N.K. de Vries, C.K.W. de Dreu, C. Stroebe, R. Vonk (Eds.):

- Fundamentele sociale psychologie: Deel 10*. pp. 46-58. Tilburg: Tilburg University Press.
- (08) Stapel, D.A., Koomen, W., & Winkielman, P. (1997). Moderne evolutieer: Apen en mensen verschillen alleen wanneer ze vergelijkbaar zijn. In C.K.W. de Dreu, N.K. de Vries, W. Stroebe, R. Vonk (Eds.): *Fundamentele sociale psychologie: Deel 11*, pp. 178-189. Tilburg: Tilburg University Press.
- (09) Stapel, D.A., & Koomen, W. (1998). Context en framing: Referentie- of interpretatiekader? D. van Knippenberg, C. Martijn, C. Rutte, & C.K.W. de Dreu (Eds.): *Fundamentele sociale psychologie: Deel 12*, pp. 55-65. Tilburg: Tilburg University Press.
- (10) Stapel, D.A., & Koomen, W. (1999). Antonymen en het belang van descriptieve relevantie voor het optreden van activatieeffecten. C. Rutte, D. van Knippenberg, C. Martijn, & D.A. Stapel (Eds.): *Fundamentele sociale psychologie: Deel 13*, pp. 76-85. Tilburg: Tilburg University Press.
- (11) Klamer, M., Molema, I., Spreeuw, R., & Stapel, D.A. (Eds.) (1999). *Over de grenzen van het weten. Jaarboek 1998. Vereniging van Akademie-Onderzoekers*. Amsterdam: Edita Publishers.
- (12) Rutte, C., Van Knippenberg, D., Martijn, C., & Stapel, D.A. (Eds.) (1999). *Fundamentele sociale psychologie: Deel 13*. Tilburg, The Netherlands: Tilburg University Press.
- (13) Stapel, D.A., & Koomen, W. (1999). Antoniemen en het belang van descriptieve relevantie voor het optreden van activatieeffecten. In C. Rutte, D. van Knippenberg, C. Martijn, & D.A. Stapel (1999). *Fundamentele sociale psychologie: Deel 13* (pp. 76-85). Tilburg, The Netherlands: Tilburg University Press.
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- (15) Martijn, C., Rutte, C.G., Stapel, D.A., Van Dijk, E. (Eds.) (2000). *Fundamentele sociale psychologie: Deel 14*. Tilburg, The Netherlands: Tilburg University Press.
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Selected Conference Presentations and Invited Talks (Chronological)

Papers presented at Annual Meeting Dutch Society for Social Psychology (ASPO) from 1993 to now. Presentations at several Dutch, European, and North-American universities and conferences, and the following invited papers:

- Stapel, D. A. (1995, September). *Going beyond the Donald given: Knowledge activation, interpretation, and inference*. Invited paper presented at the Psychology Department of the University of Michigan, Ann Arbor, USA.
- Stapel, D.A., Koomen, W., & Van der Pligt, J. (1995, October). *Consequences of 'doing' versus 'being': Impact of trait concepts and actor-trait links on subsequent person judgments*. Invited paper presented at the joint SESP/EAESP conference, Washington, DC, USA.
- Stapel, D.A. (1995, December). *Trait versus expectancy priming: The impact of interpretation, selection, and correction processes on person judgments*. Invited paper presented at the Psychology Department of the University of Waterloo, Waterloo, Canada.
- Stapel, D.A. (1997, May). *Everything is relative, even perception: Context effects in perception and judgment*. Invited paper presented at Catholic University of Louvain, Department of Psychology, Louvain-la-Neuve, Belgium.
- Stapel, D.A. (1997, July). *What we say when we say that everything is relative*. Invited paper presented at Psychology Department, Indiana University, Bloomington, Indiana, USA.
- Stapel, D.A. (1998, January). *Let's not forget the past when we go to the future: On our knowledge of knowledge accessibility effects*. Invited paper presented at "Future directions in Social Cognition" conference, Princeton University, Department of Psychology, Princeton, New Jersey, USA.
- Stapel, D.A. (1998, February). *The relativity of everyday life: Context effects in perception and judgment*. Invited paper presented at Psychology Department, New York University, New York, New York, USA.
- Stapel, D.A. (1998, April). *Alles is relatief, maar hoe?: Assimilatie en contrast in de sociale waarneming*. [Everything is relative, but how?: Assimilation and contrast in social perception.] Invited paper presented at The Amsterdam meeting of the Royal Dutch Academy of Sciences, University of Amsterdam.
- Stapel, D.A. (1999, February). *Interpretation/Comparison effects on behavior and judgment*. Invited paper presented at Psychology Department, University of Georgia, Athens, Georgia, USA.
- Stapel, D.A. (1999, March). *When you are me: More and less motivated social comparison effects*. Invited paper presented at Institute for Behavioral Research, University of Georgia, Athens, Georgia, USA.
- Stapel, D.A. (1999, March). *Automatic and controlled aspects of self-other comparisons*. Invited paper presented at the Psychology Department, University of North Carolina, Chapel Hill, North Carolina, USA.

- Stapel, D.A. (1999, May). *Hot and cold social comparison: The (a)symmetry of self-other effects*. Invited paper presented at Psychology Department, New York University, New York, New York, USA.
- Stapel, D.A. (1999, July). *Moving from Fads and Fashions to Integration: Illustrations from knowledge accessibility research*. Jos Jaspars Award address, Twelfth General Meeting of the European Association for Experimental Social Psychology, Oxford, UK.
- Stapel, D.A. (2000, May). *A new perspective on social comparison effects*. Invited paper presented at Psychology Department, University of Kent, Canterbury, UK.
- Stapel, D. A. (2001, March). *On the quick-quick-slow of social cognition research: Trying to be a modest imperialist*. Invited paper presented at Symposium New directions in social psychology, British Psychological Society Centenary Conference, Glasgow, Scotland.
- Stapel, D.A. (2001, August). *The self and social comparison: Who am I?* Invited paper presented at Psychology Department, University of Maastricht, The Netherlands.
- Stapel, D.A. (2001, November). *Varieties of unconscious affect: When and why it matters whether affect is diffuse or distinct*. Invited paper presented at Psychology Department, University of Southampton, Southampton, UK.
- Stapel, D.A. (2001, November). *Social comparison: Strategic self-to-other effects*. Invited paper presented at Psychology Department, University of Southampton, Southampton, UK.
- Stapel, D.A. (2002, April). *Using social cognition*. Paper presented at KLI workshop, Groningen, The Netherlands.
- Stapel, D.A., & Schwinghammer, S.A. (2002, June). *When do defensive social comparison effects occur?* Paper presented at the general meeting of the European Association for Experimental Social Psychology, San Sebastian, Spain.
- Stapel, D.A. (2003, January). *The secret life of emotions*. Invited paper presented at Psychology Department, Erlangen University, Erlangen, Germany.
- Stapel, D.A. (2003, April). *The constraints of reality: Defensiveness and self-other similarity*. Paper presented at KLI conference, Egmond aan Zee, The Netherlands
- Stapel, D. A. (2003, August). *Surrounded by norms*. Paper presented at Psychology Department, University of Groningen, Groningen, The Netherlands.
- Stapel, D.A. (2003, October). *From seeing to being: Subliminal social comparisons affect implicit and explicit selfevaluations*. Paper presented at Person Memory Interest Group, Whispering Pines, Rhode Island, USA.
- Stapel, D.A. (2004, February). *The secret life of emotions*. Invited paper presented at Psychology Department, Ohio State University, Columbus, OH, USA.
- Stapel, D.A. (2004, June). *Politics and preferences in times of terror*. Invited paper presented at Psychology Department, University of Amsterdam, Amsterdam, The Netherlands.
- Stapel, D.A. (2004, October). *The similarity hypothesis revisited*. Invited paper presented at 50 years Social Comparison Theory Symposium, Society of Experimental Social Psychology Conference, Dallas-Forth Worth, Texas, USA.
- De Bruin, E., & Stapel, D.A. (2004, October). *How to deal with the media*. Invited paper presented at Society of Experimental Social Psychology Conference, Dallas-Forth Worth, Texas, USA.
- Stapel, D.A. (2005, January). *Motivated similarity concerns in social comparison*. Paper presented at Society of Personality and Social Psychology Conference, New Orleans, Louisiana, USA.
- Marx, D. M., & Stapel, D.A. (2005, January). *Social comparisons under threat: Consequences for behavior, self-evaluations, and health*. Symposium organized for

- the meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Stapel, D.A. (2005, April). *The Dutch Disease: Three reasons why talented women do not get to the top in Dutch Universities*. Invited paper for University of Groningen, Groningen, The Netherlands
- Stapel, D.A. (2005, July). *Similar differences, different similarities: Why distinctiveness is key in social comparison effects*. Paper presented at the general meeting of the European Association for Experimental Social Psychology, Würzburg, Germany.
- Marx, D. M., & Stapel, D.A. (2005, July). *Understanding Stereotype Threat: The Role of Cognition, Arousal, and Self-Evaluative Concerns*. Symposium organized for the general meeting of the European Association for Experimental Social Psychology, Würzburg, Germany.
- Stapel, D.A. (2005, September). *Broken windows and social disorder: When and how feelings of injustice lead to stereotyping and prejudice*. Invited paper, Symposium Dutch Association of Social Psychologists, Justice and Feeling: An emotional revolution, Utrecht, The Netherlands
- Marx, D. M., & Stapel, D.A. (2006, January). *Understanding stereotype threat*. Symposium organized for the meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Stapel, D.A. (2006, March). *From speaking to seeing: The magic spell of language and its perceptual consequences*. Paper presented at Psychology Department, Utrecht University, The Netherlands.
- Stapel, D.A. (2006, April). *The flexible unconscious*. Paper presented at Psychology Department, Free University Amsterdam, The Netherlands.
- Stapel, D.A. (2006, April). *Interpreting Crash: Bringing social psychology to the movie theatre*. Paper presented at Studium Generale, University of Groningen, The Netherlands.
- Stapel, D.A. (2006, May). *Can Katja sell computers?* Paper presented at Marketing Department, Tilburg University.
- Stapel, D.A. (2006, September). *The beginning of a beautiful research program: The role of the alarm system in justice and other judgments*. Reply Paper presented at opening Linschoten Institute, Utrecht University.
- Stapel, D. A. (2007, October). *Wanneer winnen inspireert [When winning inspires]*. Invited paper, Symposium Dutch Association of Social Psychologists, Motivational science, Groningen, The Netherlands.
- Stapel, D.A. (2007, November). *Cooperation in scientific contexts: Some notes on optimal distinctiveness in competitive contexts*. Paper presented at Cooperation Symposium, Amsterdam, The Netherlands.