

Jacob D. Teeny

teeny.1@osu.edu

www.EverydayPsych.com

Education

B.S. Santa Clara University, *Honors College*
Majors: Psychology & Philosophy
Summa Cum Laude
GPA: 3.91/4.00
Degree: June 2012

M.A. Ohio State University
Major: Social Psychology
Minor: Consumer Behavior
GPA: 3.85/4.00
Degree: May 2015

Awards & Fellowships

- | | |
|------|--|
| 2017 | <i>SPSP Graduate Travel Award</i> <ul style="list-style-type: none">- My research was independently reviewed and deemed excellent enough for funding to travel to the <i>Society of Personality and Social Psychology</i> conference of 2018 |
| 2017 | <i>Colloquium Co-Chair Fellowship</i> <ul style="list-style-type: none">- Awarded to the most advanced graduate student in the department in regards to research, service, and teaching; provides funding for the entire school year |
| 2017 | <i>Invitational Hayes Research Forum, Ohio State University</i> <ul style="list-style-type: none">- Awarded 1st place in the business category for the campus-wide, invitational graduate school competition |
| 2017 | <i>Summer Institute of Social and Personality Psychology (SISPP)</i> <ul style="list-style-type: none">- Recipient of two-week fellowship to attend an intensive training course on a specific subfield in social psychology |
| 2016 | <i>Spring Graduate Student Research Forum, Ohio State University</i> <ul style="list-style-type: none">- Awarded 3rd place for the presentation of my thesis amongst Masters level psychology graduate students |
| 2016 | <i>Invitational Hayes Research Forum, Ohio State University</i> <ul style="list-style-type: none">- Awarded 1st place in the business category for the campus-wide, invitational graduate school competition |
| 2015 | <i>Invitational Hayes Research Forum, Ohio State University</i> <ul style="list-style-type: none">- Awarded honorable mention in the social sciences category for the campus-wide, invitational graduate school competition |
| 2013 | <i>University Fellowship, Ohio State University</i> <ul style="list-style-type: none">- Awarded to incoming PhD-track graduate students who have demonstrated remarkable performance prior to admittance, covering tuition and a monthly stipend |
| 2012 | <i>Psychology Academic Excellence Award, Santa Clara University</i> <ul style="list-style-type: none">- Awarded to the senior psychology major with top GPA and excellence in class work and participation |
| 2012 | <i>Philosophy Sourisseau Award, Santa Clara University</i> <ul style="list-style-type: none">- Awarded to the senior philosophy major with the most outstanding work and participation in the department |

2011

Hackworth Fellowship for Applied Ethics, Santa Clara University

- Awarded to a senior applicant for funding a year-long project to actively bring ethics to the college campus

Publications

Teeny, J. & Petty, R. (2018). The role of perceived attitudinal bases on spontaneous and requested advocacy. *Journal for Experimental Social Psychology*, 76 (in press), p.175-85. doi.org/10.1016/j.jesp.2018.02.003

Zunick, P., **Teeny, J.**, & Fazio, R. (2017). Are some attitudes more self-defining than others? Assessing self-related attitude functions and their consequences. *Personality and Social Psychology Bulletin*. 43 (8), 1136-49. doi.org/10.1177/0146167217705121

Petty, R. E., Briñol, P., **Teeny, J.**, & Horajo, J (2017). The elaboration likelihood model: Implications for exercising, dieting, and doping. In J. Dimmock & B. Jackson (Eds.). *Persuasion and Communication in Sport and Physical Activity*. Routledge: University of Wolverhampton, UK

Teeny, J., Briñol, P., & Petty, R. E. (2016). The elaboration likelihood model: Understanding consumer attitude change. In C. Jansson-Boyd & M. Zawisza (Eds.). *International handbook of consumer psychology*. Cambridge: Cambridge University Press

Manuscripts under Review

Teeny, J. & Petty, R. (2018). *Do opposers make sorer losers? Valence framing on expectations for and reactions to election outcomes.*

Wallace, W., Patton, K., Luttrell, A. Sawicki, V., Fabrigar, L., **Teeny, J.**, MacDonald, T., Petty, R., & Wegener, D. (2017). *Ambivalence attenuates the relation between knowledge and attitude-behavior consistency.*

Manuscripts in Preparation

Teeny, J., Fawez, A., Lanzalota, J., & Petty, R. *The influence of attitude inferences on advocacy behavior: Morally based attitudes on perceptions of certainty and extremity* (Manuscript in preparation)

Teeny, J., Briñol, P., & Petty, R. *How do our motivations to persuade others end up influencing our own self-persuasion? Selfish versus otherish motives on thought reliance.* Manuscript in preparation.

Teeny, J., Deng, X., & Unnava, R. *The buzz behind “the buzz” matters: Energetic and tense arousal as two distinct motivations for word of mouth.* [Winner of the Hayes Invitational Research Forum]

Teeny, J. & Petty, R. (2016) *An attitude strength approach to positive and negative word of mouth for hedonic and utilitarian products.* Manuscript in preparation. [Winner of the Hayes Invitational Research Forum]

Rovenpor, D., **Teeny, J.**, & Petty, R. *Opposition framing in the marketplace: How negative framing increases willingness to pay*. Manuscript in preparation.

Luttrell, A., **Teeny, J.**, & Petty, R. *The moral consumer is more important than the moral product: The influence of moral bases on consumer purchases*. Manuscript in preparation

Conference Presentations

Oral Presentations

Teeny, J., Deng, X., & Unnava, R. (2018). *Explaining arousal's influence on word of mouth: The motivations elicited by energetic and tense arousal*. Talk presented at Attitudes and Social Influence pre-conference at the Society for Personality and Social Psychology, Atlanta, GA.

Teeny, J. & Petty, R. (2018). *Do opposers make sorer losers? Valence framing on reactions to a preferred candidate's loss*. Talk accepted at the Midwestern Psychological Association annual meeting, Chicago, IL.

Teeny, J. (2017). *The not so scarlet A: Using self-persuasion to reduce the stigma surrounding academic success*. Talk presented at the Intervention Colloquium at the Summer Institute for Social and Personality Psychology, Los Angeles, CA.

Teeny, J., Briñol, P., & Petty, R (2017). *Selfish versus altruistic goals influence thought use in self-persuasion*. Talk presented at the Midwestern Psychological Association, Chicago, IL.

Teeny, J., Deng, X., & Unnava, R. (2016). *The buzz behind the "buzz" matters: Energetic and tense arousal as two routes to word of mouth*. Talk presented at the Hayes Graduate Research Forum, Columbus, OH.

Teeny, J., Deng, X., & Unnava, R. (2016). *Energetic and tense arousal as separate predictors of positive and negative word-of-mouth*. Talk presented at the Attitudes Cavalcade, Columbus, OH.

Teeny, J. & Petty, R. (2016). *What gets people to actively convince you of their beliefs?* Talk presented at the Three Minute Thesis Competition, Columbus, OH

Teeny, J. & Petty, R. (2016). *Advocating Hedonic versus Utilitarian Objects after Positive and Negative Experiences*. Talk presented at the Midwestern Psychological Association, Chicago, IL.

Teeny, J. & Petty, R. (2016). *Engaging in word-of-mouth after positive and negative experiences: Product type on WOM likelihood*. Talk presented at the Business section of the Hayes Invitational Research Forum, Columbus, OH. [awarded 1st place]

Teeny, J. & Petty, R. (2015). *Proactive and reactive advocacy: The attitudinal properties that lead to persuasion attempts.* Talk presented at the Midwestern Psychological Association Conference, Chicago, IL.

Teeny, J. & Petty, R. (2015) *When do people try to convince you of their beliefs?: The differential effects of affect and cognition on two types of advocacy.* Talk presented at the Social and Behavioral Sciences section at the Invitational Hayes Research Forum, Columbus, OH. [awarded 4th place]

Teeny, J. & Petty, R. (2015). *Getting a grasp on advocacy: Some first steps toward understanding when sources try to convince others.* Talk presented at the Conference for Attitudes Research, Columbus, OH

Teeny, J., Luttrell, A. & Petty, R. (2014). *Believe what I believe!: Correctness and clarity as two paths to proselytism.* Talk presented at the Attitudes and Social Influence Conference, Catalina Island, CA.

Zigterman, J., **Teeny, J.**, Bercovitz, K. & Simone P. (2012). *The effects of distributed practice on older and younger adults.* Talk presented at the Western Psychological Association, Burlingame, CA

Poster Presentations

Teeny, J. & Petty, R. (2018). *When a preferred candidate loses: How valence framing can influence expectations for and reactions to election outcomes.* Poster presented at the Society for Personality and Social Psychology Annual Meeting, Atlanta, GA.

Teeny, J. & Petty, R. (2017). *Lay theories of attitudinal bases and types of advocacy intention.* Poster presented at the Society for Personality and Social Psychology Annual Meeting, San Antonio, TX.

Teeny, J. & Petty, R. (2016). *Manipulating attitudinal bases and how that results in differential advocacy attempts.* Poster presented at the Society for Personality and Social Psychology Annual Meeting, San Diego, CA

Teeny, J., Luttrell, A., Petty, R., & Brinol, P. (2015). *Exploring the antecedents to proselytism: Attitude certainty on willingness to propagate an attitude.* Poster presented at the Society for Personality and Social Psychology Annual Meeting, Long Beach, CA

Bercovitz, K., Zigterman, J., **Teeny, J.** & Bell M. (2011). *Comparative memory retention in am/pm twelve-hour delay.* Poster presented at the Western Psychological Conference, Moraga, CA

Journal Reviews

Primary

Social Influence (1)

Ad Hoc

Journal of Personality and Social Psychology (1); *Journal of Experimental Social Psychology* (1); *Cognitive Science* (1); *Political Psychology* (1)

Teaching

Courses Taught

Ohio State University

Introduction to Social Psychology and Writing (Fall, 2015; Spring, 2017)

- Upper level psychology course
- Second level writing course
- *Fall 2015*: average university-administered student evaluation: 5.0/5.0
- *Spring 2017*: average university-administered student evaluation: 4.6/5.0¹

Mentoring

Mentor and supervisor of undergraduate research assistants (7 total)

Department of Psychology, Ohio State University

University Service

Ohio State University

Colloquium Co-Chair (2017 – Present)

President, Group for Attitudes and Persuasion (2017 – 2018)

Treasurer, Group for Attitudes and Persuasion (2016 – 2017)

Vice President, Group for Attitudes and Persuasion (2015 – 2016)

Co-Coordinator, Prospective Graduate Student Recruitment (2014 – 2016)

Publicity Chairperson, Social Behavior Interest Group (2015 – 2017)

Food and Drinks Management, Social Behavior Interest Group (2013 – 2015)

Advanced Qualitative Analysis

Linear and logistical regression

Statistical mediation and conditional process analysis

Multilevel modeling / hierarchical linear modeling

Mixed-model analysis

Longitudinal data analysis

Exploratory and confirmatory factor analysis

Public Outreach in Science

[Everyday] Psych•o•philosophy (2012 – Present)

Weekly blog that communicates social psychological research to lay audiences, encouraging them to introspect on this knowledge and apply it to their everyday life

ACI Scholarly Blog Index (2018 – Present)

Under strict editorial review, my blog was indexed on The ACI Scholarly Blog website service, which provides access to high quality blog articles written by researchers and academic organizations across a wide variety of disciplines.

¹ Removing the single outlier, and the average is 4.9/5.

The Science of Persuading Teenagers (2017)

In this two-part podcast, I'm interviewed by the website, "Talking to Teens," where I discuss some fundamental aspects of persuasion and how they can be applied to things like convincing teenagers to clean their rooms, be honest with their parents, and more.

Lifevise: Resisting Persuasion (2017)

This brief article discusses some easy "tricks" to help resist being persuaded by others. An audio recording was made of this article and is free to download on the hosting site

Trial by Science -- How to Win Over Jurors: Secrets from the Science of Attraction (2016)

Featured alongside some of the world's most prominent psychologists (e.g., Daniel Kahneman, Robert Cialdini, Dan Airely), my article and interview applies the science of attraction (particularly, the psychological phenomenon of similarity) to lawyers, witnesses, and clients, and how this knowledge can influence courtroom verdicts

Highbrow: The Psychology of Persuasion (2016)

Wrote and published a 10-day course for lay audiences on the empirical research of the psychology of persuasion. Over 14k people have signed up for this course, meaning over 113k emails with my content have been distributed

Highbrow: Attraction Science (2016)

Wrote and published a 10-day course for lay audiences on the empirical research of the psychology of love and attraction; this course has become one of the most popular courses on the entire site

Lifevise: The Science of Friendship (2016)

Wrote and published an 8-day course for lay audiences on the empirical research of the psychology of friendships. Lifevise is a site that provides expert advice on a variety of topics in everyday life

States of Consciousness: Noba's Introduction to Psychology (2016)

Co-wrote a module (i.e., condensed textbook chapter) that is used in introductory psychology classrooms across the country to teach about different states of consciousness

Noba "Teaching Psychology" Film Award Recipient (2015)

Won 2nd place in an international film competition for a short film that communicates the psychology of persuasion to undergraduate students

The Fear of Looking Stupid in Class (2015)

Essay published on the national psychology website, *Noba*, that uses psychological research to help students feel less afraid to speak up in class

Consultant Work

UPRIGHT Posture Training

Designed, conducted, and analyzed a longitudinal study on the psychological benefits (e.g., confidence, mental wellbeing) of using a device (i.e., the UPRIGHT) to improve one's posture over the course of multiple weeks

Oren Klaff (author of "Pitch Anything")

Provided insight from social psychology and consumer behavior in preparation for his new book on *The Guide to Enlightened Power* (Random House Publishing)