

# David J. Hauser

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## Academic positions

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|-----------|---|
| 2018-     | <b>Queen's University</b>   Department of Psychology   Assistant Professor of Social/Personality Psychology   |
| 2017-2018 | <b>University of Southern California</b>   Dornsife Mind and Society Center   Postdoctoral Research Associate |

## Education

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| 2011-2017 | <b>University of Michigan</b>   Ph.D. in Psychology<br>Dissertation committee: Phoebe Ellsworth, Norbert Schwarz, Nick Ellis, & Sonya Dal Cin |
| 2004-2008 | <b>Gettysburg College</b>   B.A. in Psychology<br>Thesis advisor: Brian P. Meier  |

## Awards and honors

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| 2018          | Hot Paper badge for "Attentive Turkers", Web of Science<br><i>for papers published in the past two years and receiving enough citations in January/February 2018 to place it in the top 0.1% of papers in the academic field of Psychiatry/Psychology.</i> |
| 2017          | Postdoctoral Scholar Training & Travel Award, University of Southern California  |
| 2016          | Rackham One-Term Dissertation Fellowship, University of Michigan   |
| 2015          | Alumni Spotlight, Gettysburg College Website ( <i>story link <a href="#">here</a></i> )  |
| 2015          | ISR-Rackham Summer Training Award, ICPSR Summer Program  |
| 2015          | Travel Award, Society for Personality and Social Psychology  |
| 2014          | Philip Brickman Memorial Prize, University of Michigan   |
| 2012, 13 (x2) | National Science Foundation Graduate Research Fellowship Honorable Mention Award   |
| 2012-17 (x6)  | Rackham Conference Travel Grant, University of Michigan  |
| 2012          | Rackham Outstanding Graduate Student Instructor (GSI) Award Nomination, University of Michigan   |
| 2007          | Psi Chi Junior Award, Gettysburg College   |

## Grants

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- 2018      **Co-I**, “How does participant prospection and non-naivete affect the reliability and robustness of results?”  
SSHRC Insight Development Grant  
Total amount: \$44,000 CAD
- 2014      **PI**, “The language of the mind: How words impact reasoning”  
Rackham Graduate Student Research Grant, University of Michigan  
Total amount: \$3,000 USD
- 2014      **PI**, “IT’S A TRAP!: Exploring the unintended effects of attention checks”  
Undergraduate Research Opportunity Program Research Grant, University of Michigan  
Total amount: \$500 USD
- 2013      **PI**, “Examining the metaphoric landscape of disease and health”  
Undergraduate Research Opportunity Program Research Grant, University of Michigan  
Total amount: \$500 USD
- 2012      **PI**, “Situated embodiment: how incidental sensory state effects depend upon situated information inputs and salience of metaphors”  
Rackham Graduate Student Research Grant, University of Michigan  
Total amount: \$1,500 USD
- 2012      **PI**, “Weight, importance, and need for cognition”  
Undergraduate Research Opportunity Program Research Grant, University of Michigan  
Total amount: \$500 USD
- 2011      **PI**, “The social cognitive mechanisms underlying embodiment effects”  
Undergraduate Research Opportunity Program Research Grant, University of Michigan  
Total amount: \$500 USD
- 2007      **Co-I**, “Tactile verticality and inferences of valence and religiosity”  
J. Douglas Shand Fellowship for Faculty-Student Summer Research in Psychology,  
Gettysburg College  
Total amount: \$4,250 USD

## Research interests

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Judgment and Decision-Making, Social Cognition, Communication, Language, Experimental Methods

## Publications

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- Hauser, D. J.**, Ellsworth, P. C., & Gonzalez, R. (2018). Are manipulation checks necessary?. *Frontiers in Psychology*, 9, 998.  
- [\[researchgate pdf\]](#) [\[PsyArXiv\]](#) [\[article\]](#)
- Hauser, D. J.** & Schwarz, N. (2018). How seemingly innocuous words can bias judgment: Semantic prosody and impression formation. *Journal of Experimental Social Psychology*, 75, 11-18.  
- [\[researchgate pdf\]](#)  
- Media: [dispute resolution magazine](#)

**Hauser, D. J.**, Nesse, R. M., & Schwarz, N. (2017). Lay theories and metaphors of health and illness. In Zedelius C., Muller, B., & Schooler J. W. (Eds.) *The science of lay theories -- How beliefs shape our culture, cognition, and health*. (pp. 341-354). Springer.

- [\[researchgate pdf\]](#)

**Hauser, D. J.**, Sunderrajan, A., Natarajan, M., & Schwarz, N. (2016). Prior exposure to instructional manipulation checks does not attenuate survey context effects driven by satisficing or Gricean norms. *methods, data, analyses*, 10, 195-220.

- [\[researchgate pdf\]](#)

**Hauser, D. J.** & Schwarz, N. (2016). Medical metaphors matter: Experiments can determine the impact of metaphors on bioethical issues. *American Journal of Bioethics*, 16, 18-19.

- [\[researchgate pdf\]](#)

**Hauser, D. J.** & Schwarz, N. (2016). Semantic prosody and judgment. *Journal of Experimental Psychology: General*, 145, 882-896.

- [\[researchgate pdf\]](#)
- Media: [persuasion blog](#)

**Hauser, D. J.** & Schwarz, N. (2016). Attentive Turkers: MTurk participants perform better on online attention checks than do subject pool participants. *Behavior Research Methods*, 48, 400-407.

- [\[researchgate pdf\]](#).
- Media: [Stirling Behavioural Science Blog](#)
- Web of Science "Hot Paper" badge for being published in the past two years and receiving enough citations in January/February 2018 to place it in the top 0.1% of papers in the academic field of Psychiatry/Psychology.

**Hauser, D. J.** & Schwarz, N. (2015). It's a trap! Instructional manipulation checks prompt systematic thinking on "tricky" tasks. *SAGE Open*, 5, 1-6.

- [\[article\]](#).
- Media: [experimental turk blog](#), [university record](#)

**Hauser, D. J.** & Schwarz, N. (2015). Elaborative thinking increases the impact of physical weight on importance judgments. *Social Cognition*, 33, 120-132.

- [\[researchgate pdf\]](#)

**Hauser, D. J.** & Schwarz, N. (2015). The war on prevention: Bellicose cancer metaphors hurt (some) prevention intentions. *Personality and Social Psychology Bulletin*, 41, 66-77.

- [\[researchgate pdf\]](#).
- Media: [Medscape](#), [WEMU](#), [NY Mag](#), [TIME](#), [reddit](#)
- [interview on NPR's On The Media](#)
- [Q & A with Cancer Today magazine](#)
- Mentioned in [Guardian Op-Ed](#) (Hauser & Wassersug ~ Do we need to end the 'war' on cancer?)

**Hauser, D. J.**, Preston, S. D., Stansfield, R. B. (2014). Altruism in the wild: When affiliative motives to help positive people overtake empathic motives to help the distressed. *Journal of Experimental Psychology: General*, 143, 1295-1305.

- [\[researchgate pdf\]](#).
- Media: [APA PeePs - Issue 30](#)
- Winner of the Philip Brickman Memorial Prize for best research paper in the University of Michigan social psychology department

**Hauser, D. J.**, Carter, M. S., & Meier, B. P. (2009). Mellow Monday and furious Friday: The approach-related link between anger and time representation. *Cognition and Emotion*, 23, 1166-1180.

- Media: [BPS Research Digest - Issue 147](#)

Meier, B. P., **Hauser, D. J.**, Robinson, M. D., Friesen, C. K., & Schjeldahl, K. (2007). What's "up" with

God?: Vertical Space as a representation of the divine. *Journal of Personality and Social Psychology*, 93, 699-710.

- [\[researchgate pdf\]](#).
- *Media: [APA Monitor - Vol 38](#)*

## Conference talks and invited talks

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**Hauser, D. J.** (April, 2018). Common concerns with MTurk as a participant pool: Evidence and solutions. Guest lecture in the Psychology of self-report: Asking and answering questions in behavioral research class of Prof. Norbert Schwarz, University of Southern California, Los Angeles, CA.

**Hauser, D. J.** & Schwarz, N. (May, 2018). The impact of metaphoric rhetoric on conceptualizations of health and disease. Talk in symposium *Leveraging Physical Experiences to Live a Better Life: Demonstrations and Mechanisms in Intrapersonal Goal Pursuit and Interpersonal Emotion Detection* (chair: Spike W. W. Lee). Presentation at the Association for Psychological Science, San Francisco, California.

**Hauser, D. J.** & Schwarz, N. (March, 2018). Fight like hell or give up?: How enemy metaphors for cancer affect perceptions of cancer and health. Talk in symposium *Do war metaphors for cancer foster helpful or harmful beliefs?* (chair: **David Hauser**). Presentation at the Society of Personality and Social Psychology, Atlanta, Georgia.

**Hauser, D. J.** (December, 2017). Semantic prosody and judgment: How past contexts guide current social evaluations. Invited talk at Department of Psychology at St. John's University, Queens, New York.

**Hauser, D. J.** (November, 2017). Semantic prosody and judgment: How past contexts guide current social evaluations. Invited talk at Department of Psychology at Queen's University, Kingston, Ontario, Canada.

**Hauser, D. J.**, Chandler, J., & Schwarz, N. (January, 2017). Manipulative manipulation checks: Prior exposure to instructional manipulation checks lessens intuitive responses. Talk in symposium *Cheating, Fraud, Honest Lies, and Omission in Mechanical Turk Data* (chair: **David Hauser**). Presentation at the Society for Personality and Social Psychology, San Antonio, TX.

- *Entire symposium can be found [on YouTube](#)*

**Hauser, D. J.**, & Schwarz, N. (November, 2016). The war on prevention: Bellicose cancer metaphors and prevention behaviors. Invited talk in symposium *How We Talk About Cancer* (chair: Elena Semino). Presentation at the National Cancer Research Institute Cancer Conference, Liverpool, UK.

Bayer, J. B., **Hauser, D. J.**, Shah, K., O'Donnell, M. B., & Falk E. B. (November, 2016). Social exclusion increases online sharing with close friends. Presentation at the National Communication Association Annual Convention, Philadelphia, PA.

**Hauser, D. J.** (April, 2016). The war on prevention: Bellicose cancer metaphors and prevention behaviors. Invited talk at the Berkeley Social Science Matrix's Seminar. University of California, Berkeley, CA.

**Hauser, D. J.** (April, 2016). The war on prevention: Bellicose cancer metaphors and prevention behaviors. Invited talk at the Winter Hillman Seminar Series. Hillman Scholars Program at the University of Michigan School of Nursing, Ann Arbor, MI.

**Hauser, D. J.** (March, 2016). Incidental influence: How minor contextual information affects judgment and decision-making. Invited talk at Department of Management and Technology at Bocconi University, Milan, Italy.

**Hauser, D. J.** & Schwarz, N. (January, 2016). Semantic prosody and social evaluations: Why is “producing” work good, but “causing” work bad?. Presentation at the Attitudes and Social Influence Pre-conference at the Annual meeting of the Society for Personality and Social Psychology, San Diego, CA.

Schwarz, N. & **Hauser, D. J.** (November, 2015). Online attention checks: Attentive Turkers and unintended consequences. Invited talk at IMBS Conference on Crowdsourcing, Big Data, and Social Media in the Behavioral Sciences: Applications, Methods, and Theory. Institute for Mathematical Behavioral Sciences, University of California, Irvine, CA.

**Hauser, D. J.** & Schwarz, N. (November, 2015). IT’S A TRAP! Instructional manipulation checks prompt systematic thinking on “tricky” tasks. Presentation at Society for Judgment and Decision Making, Chicago, IL.

**Hauser, D. J.** & Schwarz, N. (October, 2014). Elaborative thinkers are more susceptible to metaphor-driven effects of heaviness on judgments of importance. In symposium *The Meaning Behind Action: Processes Driving Embodiment Effects* (chair: Adam Duhachek). Presentation at Association for Consumer Research, Baltimore, MD.

Schwarz, N., **Hauser D. J.**, Sunderrajan, A., & Zhang, C. Y. (August, 2013). CASM truisms revisited: Respondent motivation, metaphors, and survey response. Invited keynote, 7th MESS Workshop, Scheveningen, The Netherlands.

**Hauser, D. J.** (November, 2012). Embodied Cognition. Guest Lecture in the Introduction to Social Psychology class of Prof. Allison Earl, University of Michigan, Ann Arbor, MI.

**Hauser, D. J.** & Schwarz, N. (January, 2012). Heavy thought on weighty issues: Need for cognition moderates the embodiment of importance. Presentation at the Embodiment in Social and Personality Psychology Pre-conference at the annual meeting of the Society for Personality and Social Psychology, San Diego, CA.

**Hauser, D. J.** (November, 2011). Mellow Monday and furious Friday: The approach-related link between anger and time representation. Invited talk at the Research Center for Group Dynamics Seminar Series: Embodiment and Metaphors in Social Life, University of Michigan, Ann Arbor, MI.

**Hauser, D. J.** (April, 2008). The approach-related grounding of anger and ego-moving time representation. Presentation at the Gettysburg College Psychology Department Honors Research Symposium, Gettysburg College, Gettysburg, PA.

## Teaching

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WI 2016	<b>General Psychology</b> (Lead Graduate Student Instructor with Prof. Marion Perlmutter)
Fall 2014, 13	<b>Intermediate Statistics</b> (Lead Graduate Student Instructor with Dr. Joshua Rabinowitz)
WI 2014, 13	<b>Intro to Psychology</b> (Lead Graduate Student Instructor with Dr. Shelly Schreier)
Fall 2012	<b>Social Psychology</b> (Graduate Student Instructor with Prof. Allison Earl)

## Advising and mentoring

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Undergraduate Senior Honors Theses Students:

- 2014 **Aashna Sunderrajan**, B.A., Psychology, University of Michigan - Research on the effects of trap questions on survey satisficing behavior
- 2014 **Madhuri Natarajan**, B.A., Psychology, University of Michigan - Research on the effects of trap questions on survey Gricean norm behavior

## Professional activities

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### Ad hoc reviewer (journals):

*Perspectives on Psychological Science*  
*Journal of Personality and Social Psychology*  
*Social Psychological and Personality Science*  
*Social Cognitive and Affective Neuroscience*  
*Behavior Research Methods*  
*International Journal of Psychology*  
*Journal of Consumer Psychology*  
*Acta Psychologica*

*Journal of Experimental Psychology: General*  
*Current Psychology*  
*Cognition and Emotion*  
*Environmental Communication*  
*Social Psychology*  
*Journal of Experimental Social Psychology*  
*SAGE Open*  
*Journal of Experimental Psychology: Learning, Memory, and Cognition*

### Ad hoc reviewer (fellowships):

*Doctoral Fellowship Programme of the Austrian Academy of Sciences*

### Professional Memberships:

*American Psychological Association*  
*Association for Psychological Science*  
*Society for Judgment and Decision Making*  
*Society for Personality and Social Psychology*  
*Association for Consumer Research*  
*Psi Chi*

### Service to the University of Michigan:

- 2016 Panelist on “Graduate school in psychology” discussion for the UM Undergraduate Research Opportunity Program
- 2015 Spring Research Symposium Poster Judge for UM Undergraduate Research Opportunity Program
- 2015 Panelist on “Grad student life” workshop @ UM recruitment weekend
- 2015, 16 Graduate student research presenter @ UM recruitment weekend
- 2014 Panelist on “How to get into grad school” workshop for UM Psychology Honors program
- 2014 Social Psychology Junior Faculty Search Committee member @ UM
- 2013 Panelist on “How to be a good research mentor” discussion for the UM Undergraduate Research Opportunity Program
- 2013, 14 Panelist on “Participant recruitment strategies” discussion for UM graduate personality and social psychology methods class
- 2013, 12 Mentor to undergraduates in the Michigan Association of Psychology Scholars @ UM

### Service to Gettysburg College:

- 2008, 07 Psychology Faculty Search Committee student member @ Gettysburg College
- 2007 Psychology Department Student Advocate for prospective students @ Gettysburg College

### Service to the public:

- 2015 Contributor to NPR program *On the Media*, The Cancer Show: Part 1

<http://www.onthemedial.org/story/war-prevention/>

## Consulting

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- 2013 - 14      *Longitudinal Data Consultant* for the School of Social Work at U of Michigan  
Prepared and consolidated sixteen survey datasets into eight wave dyadic longitudinal dataset, conducted preliminary analyses, designed data management protocols
- 2008 - 11      *Data Analyst* for New York City Criminal Justice Agency in New York, NY  
Conducted data management and analysis for agency reports (such as the juvenile offenders report, the forensic biology report, the annual report, etc), designed specialized data gathering programs for building recidivism datasets, prison release datasets, domestic violence datasets, etc), prepared data for figures and tables.