

CURRICULUM VITAE

Edward R. Hirt

January, 2019

Personal Background

Birthdate: April 29, 1960
 Place of Birth: Cincinnati, Ohio
 Address: Department of Psychology
 Indiana University
 Bloomington, IN 47405
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Educational Background

1977-1981 University of Dayton
 B.S., magna cum laude, 1981
 Psychology
 1982-1986 Indiana University
 Ph.D., Social Psychology, 1987
 Minors in Statistics, Cognitive Psychology, and Telecommunications

Academic Positions

1986-1987 Instructor of Psychology
 Pennsylvania State University
 1987-1991 Assistant Professor of Psychology
 University of Wisconsin-Madison
 1991-1996 Assistant Professor of Psychology
 Indiana University
 1996-2008 Associate Professor of Psychology
 Indiana University
 2008-present Professor of Psychology
 Indiana University
 2011-2012 Associate Chair & Director of Undergraduate Studies
 Department of Psychological and Brain Sciences
 Indiana University
 2018-present Director of Instruction
 Department of Psychological and Brain Sciences
 Indiana University

Professional Affiliations and Services

Memberships in: American Psychological Association
 Association for Psychological Science
 Midwestern Psychological Association, Fellow
 Society for Personality and Social Psychology (APA Division 8), Fellow
 Society for Experimental Social Psychology (SESP)

Program committee, Midwestern Psychological Association, 1991-1994
 Council member, Midwestern Psychological Association, 2013-16
 Executive Committee, SESP, 2014-17

Associate Editor, Journal of Personality and Social Psychology, 2001-2005
 Associate Editor, Journal of Experimental Social Psychology, 2009-2013
 Consulting Editor, Journal of Personality and Social Psychology, 1993-2000, 2006-present
 Consulting Editor, Journal of Consumer Psychology, 1996-2004
 Consulting Editor, Journal of Experimental Social Psychology, 1998-2002, 2004-2008, 2014-15

Ad hoc Reviewer: Social Psychology Quarterly
Social Cognition
Personality and Social Psychology Bulletin
Memory and Cognition
Communication Research
Journal of Abnormal Psychology
Motivation and Emotion
Cognition and Emotion
Journal of Personality
Organizational Behavior and Human Decision Processes
Journal of Experimental Psychology: Human Perception and Performance
Journal of Experimental Psychology: Applied
Basic and Applied Social Psychology
Journal of Research in Personality
Psychological Review
Self and Identity
Group Processes and Intergroup Relations
National Science Foundation
European Journal of Social Psychology
Social Influence
Psychonomic Bulletin and Review

Reviewer, APS Program Committee, 1991-1997
 Reviewer, APA Program Committee, 1995-1998
 Member, APA Fellows Committee, 2004-2005
 Membership Committee Chair, SESP, 2015, 2017
 Program Committee Chair, SESP, 2016

Courses Taught

Introduction to Psychology (5 times)
 Methods of Experimental Psychology
 Social Psychology (30+ times)
 Social Psychology and Individual Differences (10 times)
 Advanced Social Psychology (3 times)
 Research Methods in Social Psychology (2 times)
 Consumer Psychology
 Undergraduate Seminar - Human Judgment and Decision Making
 Undergraduate Seminar - Social Influence Processes (2 times)
 Undergraduate Seminar - The Role and Development of Expertise
 Undergraduate Seminar - Research Methods in Social Psychology
 Graduate Seminar - Social Perception and Social Cognition (7 times)
 Graduate Seminar - The Psychology of Expertise
 Graduate Seminar - Perspectives on the Self in Social Psychology (3 times)
 Graduate Seminar - Social Memory and Retrieval Processes
 Graduate Course - Classic Issues in Social Psychology
 Graduate Course - Decision Making under Uncertainty (7 times)
 Graduate Course - Teaching of Psychology (3 times)

Fellowships and Awards

Presidential Scholarship, University of Dayton, 1977-1981

Raymond Roesch Award for Excellence in Psychology, University of Dayton, 1981

Indiana University Graduate Fellowship, 1982

Predocctoral Fellowship, NIMH Training Program in Identity, Self, Role, and Mental Health (through the IU Department of Sociology), 1984-1985

Graduate School Research Fellowship, Indiana University, Summer 1985

Graduate School Dissertation Research Grant, Indiana University, Fall 1985

Finalist, Society of Experimental Social Psychology Dissertation Award, 1987

Esther L. Kinsley, Ph.D. Dissertation Award, Indiana University, 1987

Irving J. Saltzman Award for Outstanding Graduate Achievement, Indiana University, Department of Psychology, 1988

Summer Faculty Fellowship, Indiana University, Summer 1991

Summer Faculty Grant Writing Fellowship, Indiana University, Summer 1994

Summer Writing-Teaching Fellowship, Indiana University, Summer 1997

APA Fellow, Division 8 (Society for Personality and Social Psychology), 2004

Fellow, Society of Experimental Social Psychology, 2009

Fellow, Midwestern Psychological Association, 2011

Consulting Experience

Expert witness, 6 cases

The Board of Trustees of the University of Alabama v. New Life Art, Inc., and Daniel A. Moore

Texas Tech University v. John Spiegelberg d/b/a Red Raider Outfitter

University of Kansas and Kansas Athletics v. Larry Sinks, Victory Sportswear, LLC, and Larry Sinks Enterprises, Inc. (collectively d/b/a Joe-College.com)

Virginia Tech University v. Hokie Real Estate, Inc.

The University of Cincinnati v. Hamburg Tea Co.

Expert commentary provided for 1 additional case

LSU et al. v. Smack Apparel Co.

Professional Service

I routinely provide interviews and commentary to various media sources regarding fan behavior, including ESPN the Magazine and ESPN.com as well as NPR, newspapers (Boston Globe, New York Times, Washington Post, Chicago Tribune and Chicago Sun-Times, LA Times, Atlanta Journal-Constitution, Philadelphia Inquirer, Wall Street Journal, Indianapolis Star), and radio and TV stations.

Research Interests

Attitude formation and change; attitude-behavior consistency; cognitive heuristics; decision making under uncertainty; eyewitness testimony; goal-directed behavior; human judgment processes; hypothesis testing and information seeking; mental depletion and self-regulation; mood effects (esp. in relation to creativity); reconstructive memory; self-handicapping; social cognition; sports psychology.

Publications

Sherman, J., Hirt, E. R., Clarkson, J. J., Eyink, J., & Culp, A. (in prep). "You chose poorly": Belief in free will drives conservatives' internal attributions of victims of misfortune.

Petrocelli, J., Hirt, E. R., & Waton, H. (revision submitted). Self-regulatory aspects of bullshitting and bullshit detection. Journal of Experimental Social Psychology.

Hirt, E. R., & Ruiz Guerava, H. (in press). Prediction. In Kardes, R. R., Herr, P. M., & Schwarz, N. (Eds.). Handbook of Research Methods in Consumer Psychology. Routledge.

Clarkson, J. J., Buechner, B., Ho, C., Otto, A. S., & Hirt, E. R. (submitted). Through the eye of the beholder: Understanding the attentional processes that differentiate conservatives and liberals. Journal of Experimental Psychology: General.

- Eyink, J. E., Hirt, E. R., Crawford, J., & Heltzel, G. (submitted). Give me your best effort (or not): Sex differences in compliance with injunctive and descriptive norms. Personality and Social Psychology Bulletin.
- Jia, L., Hirt, E. R., & Fishbach, A. (revision submitted). Investigating self-control exertion as an efficient process: Brief self-control activates selective motivational allocation. Journal of Experimental Social Psychology.
- Jia, L., Hirt, E. R., & Koh, A. H. Q. (2018). How to have your cake and eat it: Strategic indulgence in big time collegiate sports among academically successful students. Social Psychology and Personality Science.
<https://doi.org/10.1177%2F1948550618789403>
- Karpen, S., Hirt, E. R., Bryan, M., & Hendrix, K. S. (under review). When change is perceived as incompetence. Journal of Experimental Social Psychology.
- Lewis, N. H., & Hirt, E. R. (2018). Sacred sports: Moral responses to sports media content. Journalism and Mass Communication Quarterly.
<https://doi.org/10.1177/1077699018802256>
- Koh, A. H. Q., Jia, L., & Hirt, E. R. (2017). Where do desires come from? Positivity offset and negativity bias predict implicit attitude toward temptations. Motivation and Emotion, *41*, 431-442.
- Eyink, J., R. Hirt, E. R., Hendrix, K. S., & Galante, E. (2017). Circadian variations in the use of self-handicapping: Exploring the strategic use of stress as an excuse. Journal of Experimental Social Psychology, *69*, 102-110.
- Quintanilla, V., Allen, R., & Hirt, E. R. (2017). The signaling effect of *pro se* status. Law and Social Inquiry
- Zhang, Y., Cole, S., Hirt, E., & Bilgihan, A. (2017). Self-determined travel facilitation with mental construal priming. Tourism Management.
- Clarkson, J. J., Otto, A. S., Egan, P. M., & Hirt, E. R. (2016). The malleable efficacy of willpower theories: A fluency perspective. Personality and Social Psychology Bulletin, *42*, 1490-1504.
- Clarkson, J. J., Otto, A. S., Hassey, R., & Hirt, E. R. (2016). The truth of perception: The consequences of perceived mental fatigue for self-control performance. In Hirt, E. R., Clarkson, J.J., & Jia, L. (Eds.), *Self-regulation and ego control* (pp. 185-202). San Diego, CA: Elsevier.
- Egan, P. M., & Hirt, E. R. (2016). On the relation between 'mental' and 'physical' self-control. In Hirt, E. R., Clarkson, J.J., & Jia, L. (Eds.), *Self-regulation and ego control* (pp. 347-370). San Diego, CA: Elsevier.
- Jia, L., & Hirt, E. R. (2016). Depletion suspends the comparator mechanism in monitoring: The role of chronic self-consciousness in sequential self-regulation. Journal of Personality and Social Psychology, *111*, 284-300.

- Jia, L., Yu, R., Hirt, E. R., & Fishbach, A. (2016). Motivational tuning in response to ego depletion. In Hirt, E. R., Clarkson, J.J., & Jia, L. (Eds.), *Self-regulation and ego control* (pp. 143-164). San Diego, CA: Elsevier.
- Hirt, E. R., Clarkson, J. J., & Jia, L. (2016). *Self-regulation and ego control*. San Diego, CA: Elsevier.
- Hirt, E. R., Egan, P. M., & Clarkson, J. J. (2016). Restoration effects following depletion: Adventures in the uncanny resilience of man. In Hirt, E. R., Clarkson, J.J., & Jia, L. (Eds.), *Self-regulation and ego control* (pp. 227-251). San Diego, CA: Elsevier.
- Clarkson, J. J., Chambers, J. R., Hirt, E. R., Otto, A. S., Kardes, F. R., & Leone, C. (2015). The self-control consequences of political ideology. *PNAS*, *112*, 8250-8253.
- Egan, P. M., Clarkson, J. J., & Hirt, E. R. (2015). Revisiting the restorative effects of positive mood: An expectancy-based approach to self-control restoration. *Journal of Experimental Social Psychology*, *57*, 87-99.
- Egan, P. M., & Hirt, E. R. (2015). Flipping the switch: Power, social dominance orientation, and expectancies of mental energy change. *Personality and Social Psychology Bulletin*, *41*, 336-350.
- Jia, L., Hirt, E. R., & Evans, D. E. (2014). Putting the freeze on priming: The role of need for cognitive closure on the prime-norm dynamic. *Personality and Social Psychology Bulletin*, *40*, 931-942.
- Pfeiffer, B. E., Deval, H., Kardes, F. R., Hirt, E. R., Karpen, S., & Fenis, B. M. (2014). No product is perfect: The positive influence of acknowledging the negative. *Thinking and Reasoning*, *20*, 500-512.
- Egan, P. M., Karpen, S., & Hirt, E. R. (2012). Taking a fresh perspective: Vicarious restoration as a means of recovering self-control. *Journal of Experimental Social Psychology*, *457-465*.
- Jia, L., & Hirt, E. R. (2011). The creative side of House: It's the last muse on the right. In E. Cascio & L. L. Martin (Eds), *House and Psychology: Humanity is overrated* (pp. 37-55). Hoboken, NJ: Wiley.
- Jia, L., Karpen, S., & Hirt, E. R. (2011). Beyond an anti-Muslim sentiment: Opposing the Ground Zero mosque as a means to pursuing a stronger America. *Psychological Science*, *22*, 1327-1335.
- Kwak, D. H., Kim, Y. K., & Hirt, E. R. (2011). Exploring the role of emotions on sport consumers' behavioral and cognitive responses to marketing stimuli. *European Sport Management Quarterly*, *11*, 225-250.
- Clarkson, J.J., Hirt, E. R., Chapman, D. A., & Jia, L. (2011). The impact of illusory fatigue on executive control: Do perceptions of depletion impair working memory capacity? *Social Psychological and Personality Science*, *2*, 229-238.
- McCrea, S. M., & Hirt, E. R. (2011). Limitations on the substitutability of self-protective processes: Self-handicapping is not reduced by related-domain self-affirmations. Special issue of *Social Psychology: Limits of Intentionality – An Interdisciplinary Approach*, *42*, 9-18.

- Hirt, E. R., & Clarkson, J. J. (2010). The psychology of fandom: Understanding the etiology, motives, and implications of fanship. In L. Kahle & A. Close (Eds.), Consumer Behavior Knowledge for Effective Sports and Event Marketing (pp. 59-85). New York: Routledge.
- Clarkson, J. J., Hirt, E. R., Jia, L., & Alexander, M. E. (2010). When perception is more than reality: The effects of perceived versus actual resource depletion on self-regulatory behavior. Journal of Personality and Social Psychology, 98, 28-46.
- Hirt, E. R., & Hendrix, K. S. (2009). Why do we sabotage success? Mental Notes, 3, 20-21.
- Hirt, E. R., & McCrea, S. M. (2009). Man smart, woman smarter?: Getting to the root of gender differences in self-handicapping. Social and Personality Psychology Compass, 3, 1-15.
- Jia, L., Hirt, E. R., & Karpen, S. C. (2009). Lessons from a faraway land: The effect of spatial distance on creative cognition. Journal of Experimental Social Psychology, 45, 1127-1131.
- McCrea, S. M., & Hirt, E. R. (2009). Match madness: Probability matching in the prediction of a sporting event. Journal of Applied Social Psychology, 39, 2809-2839.
- McCrea, S. M., Myers, A. L., & Hirt, E. R. (2009). Self-handicapping as an anticipatory self-protection strategy. In E. P. Lamont (Ed.), Social Psychology: New Research (pp. 31-53). Hauppauge, NY: Nova Science.
- Hendrix, K., & Hirt, E. R. (2009). Stressed out over possible failure: The role of regulatory fit on claimed self-handicapping. Journal of Experimental Social Psychology, 45, 51-59.
- Hirt, E. R., & Reilly, T. (2008). Reciprocal determinism. In N. Salkind (Ed.), Encyclopedia of Educational Psychology (vol. 2, pp. 842-843). Thousand Oaks, CA: Sage.
- Hirt, E. R., Devers, E., & McCrea, S. M. (2008). I want to be creative: Exploring the role of hedonic contingency theory in the positive mood-cognitive flexibility link. Journal of Personality and Social Psychology: Attitudes and Social Cognition, 94, 214-230.
- McCrea, S. M., Hirt, E. R., Hendrix, K., Milner, B., & Steele, N. (2008). The worker scale: Developing a measure to explain gender differences in behavioral self-handicapping. Journal of Research in Personality, 42, 949-970.
- McCrea, S. M., Hirt, E. R., & Milner, B. J. (2008). She works hard for the money: Valuing effort underlies gender differences in self-handicapping. Journal of Experimental Social Psychology, 44, 292-311.
- Kardes, F. R., Fenis, B. M., Hirt, E. R., Tormala, Z. L., & Bullington, B. (2007). The role of the need for cognitive closure in the effectiveness of the disrupt-then-reframe influence technique. Journal of Consumer Research, 34, 377-385.
- Kimble, C. E., & Hirt, E. R. (2005). Self-focus, gender, and habitual self-handicapping: Do they make a difference in behavioral self-handicapping. Social Behavior and Personality, 33, 43-56.
- Hirt, E. R., Kardes, F. R., & Markman, K. D. (2004). Activating a mental simulation mindset through generation of alternatives: Implications for debiasing in related and unrelated domains. Journal of Experimental Social Psychology, 40, 374-383.

- Hirt, E. R., McCrea, S. M., & Boris, H. I. (2003). "I know you self-handicapped last exam." Gender differences in reactions to self-handicapping. Journal of Personality and Social Psychology, 84, 177-193.
- Hirt, E. R., & McCrea, S. M. (2002). Positioning self-handicapping within the self-zoo: Exactly what kind of animal is it? In J. P. Forgas & K. D. Williams (Eds.), The social self: Cognitive, interpersonal, and intergroup perspectives (pp. 97-120). Philadelphia: Psychology Press.
- Markman, K. D., & Hirt, E. R. (2002). Social prediction and the "allegiance bias." Social Cognition, 20, 58-86.
- Hirt, E. R., & Steele, N. L. (2001). Sports and media effects. In J. R. Schement (Ed.), Encyclopedia of Communication and Information. New York: MacMillan.
- McCrea, S. M., & Hirt, E. R. (2001). The role of ability judgments in self-handicapping. Personality and Social Psychology Bulletin, 27, 1378-1389.
- Hirt, E. R., & McCrea, S. M. (2000). Beyond hedonism: Broadening the scope of affect regulation. Psychological Inquiry, 11, 180-183.
- Hirt, E. R., McCrea, S. M., & Kimble, C. E. (2000). Public self-focus and sex differences in behavioral self-handicapping: Does increasing self-threat still make it "just a man's game?" Personality and Social Psychology Bulletin, 26, 1131-1141.
- Hirt, E. R. (1999). Mood. In M. A. Runco & S. R. Pritzker (Eds.), Encyclopedia of Creativity (pp. 241-250). San Diego, CA: Academic Press.
- Hirt, E. R., Lynn, S. J., Payne, D. L., Krackow, E., & McCrea, S. M. (1999). Expectancies and memory: Inferring the past from what must have been. In I. Kirsch (Ed.), How expectancies shape experience (pp. 93-124). Washington, DC: APA Books.
- Hirt, E. R., & McCrea, S. M. (1999). Social cognition. In C. Kimble, E. Hirt, R. Diaz-Loving, H. Hosch, G. W. Lucker, & M. Zarate (Eds.), Social psychology of the Americas (pp. 69-103). Needham Heights, MA: Pearson.
- Kimble, C., Hirt, E., Diaz-Loving, R., Hosch, H., Lucker, G. W., & Zarate, M. (1999). Social psychology of the Americas. Needham Heights, MA: Pearson.
- Hirt, E. R., McDonald, H. E., Levine, G. M., Melton, R. J., & Martin, L. L. (1998). One person's enjoyment is another person's boredom: Mood effects on responsiveness to framing. Personality and Social Psychology Bulletin, 25, 76-91.
- Hirt, E. R., McDonald, H. E., & Markman, K. D. (1998). Expectancy effects in reconstructive memory: When the past is just what we expected. In S. Lynn & D. McConkey (Ed.), Truth in Memory (pp. 62-89). New York: Guilford.
- Hirt, E. R., Levine, G. M., McDonald, H. E., Melton, R. J., & Martin, L. L. (1997). The role of mood in quantitative and qualitative aspects of performance: Single or multiple mechanisms? Journal of Experimental Social Psychology, 33, 602-629.

- McDonald, H. E., & Hirt, E. R. (1997). Motivated use of expectancy information in reconstructive memory. Journal of Personality and Social Psychology, 72, 5-23.
- Hirt, E. R., Melton, R. J., McDonald, H. E., & Harackiewicz, J. M. (1996). Processing goals, task interest, and the mood-performance relationship: A mediational analysis. Journal of Personality and Social Psychology, 71, 245-261.
- Hirt, E. R., McDonald, H. E., & Melton, R. J. (1996). Processing goals and the affect-performance link: Mood as main effect or mood as input? In L. L. Martin & A. Tesser (Eds.), Striving and Feeling: Interactions among goals, affect, and self-regulation (pp. 303-328). Hillsdale, NJ: Erlbaum.
- Hirt, E. R., & Markman, K. D. (1995). Multiple explanation: A consider-an-alternative strategy for debiasing judgments. Journal of Personality and Social Psychology, 69, 1069-1086.
- Hirt, E. R., McDonald, H. E., & Erickson, G. E. (1995). How do I remember thee?: The role of encoding set and delay in reconstructive memory processes. Journal of Experimental Social Psychology, 31, 379-409.
- Evett, S. R., Devine, P. G., Hirt, E. R., & Price, J. (1994). The role of the hypothesis and the evidence in the trait hypothesis testing process. Journal of Experimental Social Psychology, 30, 456-481.
- Hirt, E. R., & Ryalls, K. R. (1994). Highly allegiant fans and sports team evaluation: The mediating role of self-esteem. Perceptual and Motor Skills, 79, 24-26.
- Hirt, E. R. (1993). Social judgment reaches adolescence: "Look how much you've grown!" (A review of Martin and Tesser's The Construction of Social Judgments.) Contemporary Psychology, 38, 1288-1290.
- Hirt, E. R., Erickson, G. A., & McDonald, H. E. (1993). The role of expectancy timing and outcome consistency on expectancy-guided retrieval. Journal of Personality and Social Psychology, 65, 640-656.
- Hirt, E. R., Zillmann, D., Erickson, G. A., & Kennedy, C. (1992). Costs and benefits of allegiance: Changes in fans' self-ascribed competencies after team victory versus defeat. Journal of Personality and Social Psychology, 63, 724-738.
- Hirt, E. R., Deppe, R. K., & Gordon, L. J. (1991). Self-reported versus behavioral self-handicapping: Empirical evidence for a theoretical distinction. Journal of Personality and Social Psychology, 61, 981-991.
- Devine, P. G., Hirt, E. R., & Gehrke, E. M. (1990). Diagnostic and confirmation strategies in trait hypothesis testing. Journal of Personality and Social Psychology, 58, 952-963.
- Hirt, E. R. (1990). Do I see only what I expect?: Evidence for an expectancy-guided retrieval model. Journal of Personality and Social Psychology, 58, 937-951.
- Hirt, E. R., & Kardes, F. R. (1990). Social cognition: The study of social judgments. In C. E. Kimble (Ed.), Social Psychology: Studying human interaction (pp. 97-137). Dubuque, IA: Wm. C. Brown.

- Murray, N., Sujan, H., Hirt, E. R., & Sujan, M. (1990). The influence of mood on categorization: A cognitive flexibility interpretation. Journal of Personality and Social Psychology, 59, 411-425.
- Devine, P. G., & Hirt, E. R. (1989). Message strategies for information campaigns: A social psychological analysis. In C. T. Salmon (Ed.), Information campaigns: Balancing social values and social change (Sage Annual Review of Communication Research, Vol. 18, pp. 229-258). Newbury Park, CA: Sage Publications.
- Hirt, E. R., & Castellan, N. J., Jr. (1988). Probability and category redefinition in the fault tree paradigm. Journal of Experimental Psychology: Human Perception and Performance, 14, 122-131.
- Hirt, E. R., & Sherman, S. J. (1985). The role of prior knowledge in explaining hypothetical events. Journal of Experimental Social Psychology, 21, 519-543.
- Hirt, E. R., & Sherman, S. J. (1985). A study guide to P320: Social Psychology (Available from the Independent Study Program, School of Continuing Studies. Indiana University, Bloomington, IN).
- Kimble, C. E., Arnold, E. M., & Hirt, E. R. (1985). An attributional perspective on interpersonal attraction using Kelley's cube. Basic and Applied Social Psychology, 6, 131-144.
- Kimble, C. E., Hirt, E. R., & Arnold, E. M. (1985). Self-consciousness, public and private self-awareness, and memory in a social setting. Journal of Psychology, 119, 59-69.
- Sherman, S. J., Zehner, K. S., Johnson, J., & Hirt, E. R. (1983). Social explanation: The role of timing, set, and recall on subjective likelihood estimates. Journal of Personality and Social Psychology, 44, 1127-1143.

Symposia Chaired

- “Self-regulation and ego control.” Conference held at Indiana University, Bloomington, IN, July, 2015.
- "Mental Processes in Creative Performance: Fit, Focus, and Flexibility." Symposia chaired at the meeting of the Society of Experimental Social Psychology, Sacramento, CA, October 2008.
- “Affective and motivational influences on creativity.” Symposia presented at the meeting of the Society of Experimental Social Psychology, Spokane, Washington, October 2001.

Invited Talks and Colloquia

- Hirt, E. R., & Jia, L. (2018, May). How to have your cake and eat it too: Strategic indulgence in big time collegiate sports. Invited talk given at the annual meeting of the Association for Psychological Science, San Francisco, CA.
- Hirt, E. R., & Jia, L. (2018, May). Brief self-control activates selective motivational allocation. Invited talk given at the annual meeting of the Association for Psychological Science, San Francisco, CA.
- Hirt, E. R. (2017, November). Counteracting depletion: Adventures in resilience. Invited talk given to the Department of Psychology, DePauw University, Greencastle, IN.

- Hirt, E. R., Clarkson, J. J., Jia, L., & Otto, A. S. (2017, October). Spotlighting self-regulatory needs: How expectations shape restoration through resource reallocation. Invited talk given at the meeting of the Society of Experimental Social Psychology, Boston, MA.
- Hirt, E. R. (2017, May). Wipe out: Washing your depletion away. Invited talk given at the Duck Conference for Social Cognition, Duck, NC.
- Hirt, E. R. (2017, May). Panel member in a symposium titled “The limited resource model of self-regulation: Where do we go from here?” at the annual Association for Psychological Science (APS) conference, Boston, MA.
- Hirt, E. R. (2017, March). Counteracting depletion: Adventures in resource replenishment. Invited talk given to the Department of Psychology, University of Konstanz, Konstanz, Germany.
- Hirt, E. R. (2017, March). Counteracting depletion: Adventures in resource replenishment. Invited talk given to the Department of Psychology, University of Zurich, Zurich, Switzerland.
- Hirt, E. R. (2016, February). Counteracting depletion: Adventures in resource replenishment. Invited talk given to the Department of Psychology, The Ohio State University, Columbus, OH.
- Hirt, E. R. (2016, January). Counteracting depletion: Adventures in resource replenishment. Invited talk given at the Self-Regulation Preconference at SPSP, San Diego, CA.
- Hirt, E. R. (2015, November). Counteracting depletion: Adventures in resilience. Invited talk given at the Institute for Social Research, University of Michigan, Ann Arbor, MI.
- Hirt, E. R. (2015, October). Restoration effects following depletion: The curious case of spontaneous resource recovery. Invited talk given to the Department of Psychology, University of Georgia, Athens, GA.
- Hirt, E. R. (2015, September). Restoration effects following depletion: The curious case of spontaneous resource recovery. Invited talk given to the Department of Psychology, National University of Singapore, Singapore.
- Hirt, E. R. (2015, July). Restoration effects following depletion: Adventures in the uncanny resilience of man. Invited talk given at the conference on Self-Regulation and Ego Control, Indiana University, Bloomington, IN.
- Clarkson, J., Chambers, J., Hirt, E., & Otto, A. (2015, February). Self-control consequences of political ideology. Invited talk at the meeting of the Society for Personality and Social Psychology, Long Beach, CA.
- Hirt, E. R. (2015, February). The curious case of spontaneous resource recovery: When expectancies create realities. Invited talk given at the Social Cognition Preconference at the meeting of the Society for Personality and Social Psychology, Long Beach, CA.
- Hirt, E. R., & Jia, L. (2014, October). A spotlight model of depletion: Protecting high and abandoning low commitment goal pursuit in response to ego depletion. Invited talk given at the Annual

Meeting of the Society of Experimental Social Psychology, Columbus, OH.

- Egan, P., Clarkson, J. J., & Hirt, E. R. (2012, October). The role of restoration expectancies in the emergence of spontaneous resource replenishment: A regulatory stimulant hypothesis. Invited talk given at the Annual Meeting of the Society of Experimental Social Psychology, Austin, TX.
- Hirt, E. R. (2011, October). The experience of mental depletion: How perceptions drive “that 2:30 feeling.” Invited talk to the Advisory Board of the Department of Psychological and Brain Sciences, Indiana University, Bloomington, IN.
- Hirt, E. R. (2009, October). Man smart, woman smarter: Gender differences in the use of and reactions to self-handicapping. Invited talk given to the Department of Psychology, DePauw University, Greencastle, IN.
- Hirt, E. R. (2008, November). I want to be creative: The role of hedonic contingency theory in cognitive flexibility. Invited talk given to the Department of Psychological Sciences, Purdue University, West Lafayette, IN.
- Hirt, E. R. (2008, October). I want to be creative: Hedonic contingency theory and cognitive flexibility. Invited talk at the meeting of the Society of Experimental Social Psychology, Sacramento, CA.
- Hirt, E. R. (2006, October). Tradeoffs in self-handicapping: What’s in it for me? Invited presentation at the Self Preconference, Society of Experimental Social Psychology conference, Philadelphia, PA.
- Hirt, E. R. (2005, May). Portrait of the self-handicapper as a young man. Invited talk presented at the meeting of the Midwestern Psychological Association, Chicago, IL.
- Hirt, E. R. (2004, November). Activating a Mental Simulation Mind-Set: Implications for Debiasing. Invited colloquium, University of Chicago Graduate School of Business.
- Hirt, E. R. (2003, April). Portrait of the self-handicapper as a young man. Keynote address given at the meeting of the Social Psychologists of Indiana, West Lafayette, IN.
- Hirt, E. R. (2001, October). Positive mood and creativity: Reliable effect in search of a mechanism. Invited talk given as part of a symposium entitled “Affective and motivational influences on creativity” at the meeting of Society of Experimental Social Psychology, Spokane, Washington.
- Hirt, E. R., & McCrea, S. M. (2001, March). Positioning self-handicapping within the self-zoo: Just what kind of animal are we dealing with here? Talk given at the 4th annual Sydney Symposium of Social Psychology entitled “The Social Self: Cognitive, interpersonal, and intergroup perspectives,” Sydney, Australia.
- Hirt, E. R., & McCrea, S. M. (1999, May). Self-handicapping and its effects on self-evaluation: Testing the predictions of a confluence model. Invited talk given as part of a symposium entitled “Self-concept structure, functions, and implications” (Wendi Gardner & Allen McConnell, Moderators) at the meeting of the Midwestern Psychological Association, Chicago, IL.
- Hirt, E. R. (1998, April). Clarifying the role of mood in quantitative and qualitative measures of performance: Single vs. multiple mechanisms. Invited talk given as part of a symposium entitled “When main effects don’t cut it: Complex views on the relationship between affect and cognition” (Ralph Erber, Organizer) at the meeting of the Midwestern Psychological Association, Chicago, IL.

- Hirt, E. R. (1998, January). Antecedents and consequences of self-handicapping behavior: Is it all it's cracked up to be? Talk given at the Social Psychology Winter Conference, Park City, UT.
- Hirt, E. R. (1997, November). Antecedents and consequences of self-handicapping behavior: Is it all it's cracked up to be? Talk given to the Department of Sociology, Indiana University.
- Hirt, E. R. (1997, February). The role of mood in task performance: Is mood as input enough? Talk given to the Department of Psychology, Purdue University.
- Hirt, E. R. (1995, July). Comments on "Fragile self-regard: Causes and consequences." Talk given as part of a symposium (titled above) at the meeting of the American Psychological Society, New York, New York.
- Hirt, E. R., & McDonald, H. E. (1995, March). Motivational determinants of expectancy use in reconstructive memory. Talk given to the Social Cognition Research Group, University of Illinois.
- Hirt, E. R. (1995, January). Motivational determinants of expectancy use in reconstructive memory. Talk given at the Social Psychology Winter Conference, Park City, Utah.
- Hirt, E. R., & McDonald, H. E. (1994, May). Processing goals and their effects on the mood-categorization relationship. Talk given as part of an invited symposium entitled "Affect, Goals, and Information Processing" at the meeting of the Midwestern Psychological Association, Chicago, Illinois.
- Hirt, E. R. (1994, April). Processing goals and the mood-performance link: Mood as main effect or mood as input? Talk given to the Department of Psychology, University of Dayton.
- Hirt, E. R., & McDonald, H. E. (1994, January). Processing goals and their effects on the affect-performance relationship: Mood as input or mood as main effect? Talk given at the Goals and Affect Conference, University of Georgia.
- Hirt, E. R. (1993, October). The mediational role of task interest in the relationship between mood and categorization. Talk given to the Marketing Department, Indiana University.
- Hirt, E. R. (1993, September). Costs and benefits of fanship. Talk given to the Marketing Department, University of Cincinnati.
- Hirt, E. R. (1993, February). Exploring the parameters of expectancy-guided retrieval. Talk given to the Department of Psychology, Ohio State University.
- Hirt, E. R. (1992, January). Exploring the parameters of expectancy-guided retrieval. Talk given at the Social Psychology Winter Conference, Park City, Utah.
- Hirt, E. R. (1990, November). Toward an expectancy-guided retrieval model of reconstructing the past. Talk given to the Department of Psychology, Indiana University.
- Hirt, E. R. (1989, May). Self-handicapping: Antecedents and consequences. Talk given at the Sixty-First Annual Meeting of the Midwestern Psychological Association, Chicago, Illinois.

- Hirt, E. R. (1988, May). Hypothesis-testing: A trait-specific approach. Talk given at the Seventh International Conference on Social Cognition, Nags Head, North Carolina.
- Hirt, E. R. (1987, May). Reconstructing the past: Implications for the accuracy of memories. Talk given at the Sixth International Conference on Social Cognition, Nags Head, North Carolina.
- Hirt, E. R. (1987, March). Techniques of reconstructing the past: Implications for the accuracy of memories. Talk given to the Department of Psychology, University of Wisconsin-Madison.
- Hirt, E. R. (1986, March). The role of knowledge in social explanation: Impression-based versus memory-based judgments and their implications for the recall-judgment relationship. Talk given to the Department of Psychology, University of Oregon.
- Hirt, E. R. (1986, February). The role of knowledge in social explanation: Impression-based versus memory-based judgments and their implications for the recall-judgment relationship. Talk given to the Department of Psychology, Pennsylvania State University.
- Hirt, E. R. (1986, January). The role of knowledge in social explanation: Impression-based versus memory-based judgments and their implications for the recall-judgment relationship. Talk given to the Department of Psychology, Yale University.

Manuscripts to be revised

- Bizer, G. Y., Hirt, E. R., Shand, J. M., & Holterman, L. A. Acknowledging the qualifier: Directional and accuracy motivations as moderators of the innuendo effect. Social Influence.
- Egan, P. M., Han, D. H., & Hirt, E. R. Construal, depletion, and self-control: The role of person-situation fit. Personality and Social Psychology Bulletin.

Manuscripts in Preparation

- Boucher, K. L., Rydell, R. J., & Hirt, E. R. When success fails to inspire: Performance feedback's impact on motivation and subsequent performance for women under stereotype threat.
- Clarkson, J.J., Hirt, E. R., Alexander, M. E., & Jia, L. Metacognitive effects in resource depletion: Being tired isn't enough.
- Devers, E., & Hirt, E. R. Examining the empathic accuracy of self-handicappers: Unskilled and unaware of it?
- Hirt, E. R., Devers, E., Egan, P., & Hennes, E. "I'm nothing like you": Strategic distancing from self-handicappers under conditions of threat.
- Hirt, E. R., Eyink, J., & Crawford, J. Women do what's right, men do whatever works: Gender differences in reactions to injunctive and descriptive norms.
- Hirt, E. R., Eyink, J., Milner, B., Crawford, J., & Karpen, S. Gender differences in audience effects on behavioral self-handicapping: Further evidence of the old double standard.
- Jia, L., & Hirt, E. R. I know I cannot resist temptation: Ego depletion as an embodied cue for

counteractive self-control.

Research Grants Awarded

- 1988-1989 University of Wisconsin Graduate School Biomedical Research Support Grant for study of "The nature of self handicapping: When is too much of a good thing?" (\$3,100 total direct costs).
- 1988-1989 NSF Grant SES87-22438 for study of "Pretrial exposure to mass media and legal decision making" (Co-Principal Investigator with Dr. Steven Penrod, \$59,000 total direct costs).
- 1988-1989 University of Wisconsin Graduate School Biomedical Research Support Grant for study of "Multiple explanation: A technique for improving risk perception in a medical decision making task" (\$5,425 total direct costs).
- 1989-1990 University of Wisconsin Graduate School Research Committee award for the study of "The effects of mood on estimates of personal risk" (\$1,200 total direct costs).
- 1990-1991 University of Wisconsin Graduate School Research Committee grant for study of "Making trait judgments in social perceptions: A methodology for assessing on-line hypothesis testing" (\$7,096 total direct costs).
- 1991-1992 Indiana University Graduate School Biomedical Research Support Grant for study of "Consequences of self-handicapping for self and others" (\$5000 total direct costs).
- 1995-1996 NIMH B/START Grant for study of "Motivational determinants of expectancy use" (\$24,996 total direct costs).
- 2006-2008 Faculty Research Support Grant for the study of "The social context in persuasion and resistance" (co-PI with Zak Tormala, \$26, 851 total direct costs).
- 2016-18 APS Small Grant for study of "Improving student motivation through social norm messaging" (co-PI with Rob Goldstone, Ben Motz, and David Landy, \$11,000 total direct costs"
- 2017-18 Grant from Academic Consortium: American Athletic Conference for the study of "The mental benefits of physical exertion: How athletic performance motivates academic success" (Co-PI with Josh Clarkson, \$10,000 direct costs)