

VITA (Updated, 1-6-11)

NAME: Paul R. Nail

MARITAL STATUS: Married, three children

HOME ADDRESS: 4405 Emerald Garden Road
Conway, AR 72034

HOME PHONE: (501) 329-4003

UNIVERSITY ADDRESS: Department of Psychology and Counseling
University of Central Arkansas
Conway, AR 72035

UNIVERSITY PHONE: (501) 450-5414

email pnail@uca.edu

DEGREES: Texas Christian University
Ph.D., Experimental Psychology, 1981
Southwestern Oklahoma State University
M.S., Applied Psychology, 1978
M.Ed., Psychometry, 1978
B.S.Ed., Elementary Education, 1974

PROFESSIONAL EXPERIENCE:

2005-present Faculty Member, Current Rank: Associate Professor
Department of Psychology and Counseling
University of Central Arkansas

1980-2005 Faculty Member, highest rank: Professor
Department of Psychology
Southwestern Oklahoma State University

1979-1980 NIMH Traineeship
Department of Psychology
Texas Christian University

1978-1979 Research Fellow
Institute of Behavioral Research
Texas Christian University

1976-1978 Teaching Assistant

Department of Psychology
Southwestern Oklahoma State University

**PROFESSIONAL
MEMBERSHIPS:**

Society of Experimental Social Psychology
Society for Personality and Social Psychology
Society of Southwestern Social Psychologists
(President, 1989-90)
Southwestern Psychological Association
(President, 2005-2006; President's Council Member, 2004-
2007; Executive Committee Member, 2001-2007;
Oklahoma Delegate, 2001-2004)

HONOR SOCIETY:

Psi Chi. Faculty Sponsor, UCA Chapter, 2005-2009

HONORS:

2009

Declared a *Fellow* in the Society of Experimental Social Psychology

2009

Awarded *Lifetime Member* in the Southwestern Psychological Association

2008-Present

Appointed Associate Editor *Social Influence*, a professional research journal.

2007

Book chapter nominated for the Outstanding Integrative Paper Award for 2007, Society of Personality and Social Psychology: Nail, P. R. & MacDonald, G. (2007). On the development of the social response context model: New directions for social influence theory and research. In A. R. Pratkanis (Ed.), *The science of social influence: Advances and future progress* (pp. 193-221). Philadelphia: Psychology Press.

2002

Selected for Advanced Training Institute in Social Psychology, National Science Foundation, California State University, Fullerton, CA, August 1-5, 2002

2000

Inducted, Society of Experimental Social Psychology

2000

Who's Who Among America's Teachers

2000

Directory of American Scholars

- 1998** *Who's Who in American Education*
- 1993** *Who's Who in Science and Technology*
- 1979-1980** National Institute of Mental Health Traineeship, Texas Christian University
- 1978-1979** Institute of Behavioral Research, Research Fellowship, Texas Christian University
- 1978** Robert S. Tyler Outstanding Psychology Student, Southwestern Oklahoma State University

PROFESSIONAL COLLABORATORS/COAUTHORS:

Joshua Aronson	New York University
Geoffrey Cohen	Yale University
Steve Cole	Texas Christian University
Barry E. Collins	University of California-Los Angeles
Helen C. Harton	University of Northern Iowa
David A. Levy	Pepperdine University
Les M. Levy	Southwestern Oklahoma State University
Geoff MacDonald	University of Toronto, Canada
Denise Marigold	University of Waterloo, Canada
Ian McGregor	York University, Canada
Amy B. Powell	Capital One Services, Inc.
Marilyn Pugh	Texas Wesleyan University
Lynn Ruch	Wellspring Psychological Services & Consulting, LLC
Ray Russin	Dana College
Marilyn Van Leeuwen	William Woods University

WORK IN PROGRESS:

Current and/or former students are designated by *.

Nail, P. R., & MacDonald, G. (in progress). Proposal of a double diamond model of social response.

McGregor, I., Nail, P. R., Haji, R., & Kocalar, D. (in progress). I'm OK, I'm OK: Praise causes callous disregard for suffering others among classically narcissistic individuals.

PROFESSIONAL PUBLICATIONS:

Refereed Journal Articles or Chapters:

- MacDonald, G., Nail, P. R., & Harper, J. (in press). Do people use reverse psychology? An exploration of strategic self-anticonformity. *Social Influence*.
- Nail, P. R. (2010). On the importance of priming effects regarding shifts in political attitudes following threat. *North American Journal of Psychology*, 12, 199-208.
- Nail, P. R., & McGregor, I. (2009). Conservative shift among liberals and conservatives following 9/11/01. *Social Justice Research*, 22, 231-240.
- Nail, P. R., McGregor, I., *Drinkwater, A. E., *Steele, G. M., & *Thompson, T. W. (2009). Threat causes liberals to think like conservatives. *Journal of Experimental Social Psychology*, 45, 901-907.
- Harton, H. C., & Nail, P. R. (2008). Political orientation and contemporary racism in America. In T. G. Morrison & M. A. Morrison (Eds.), *Psychology of modern prejudice* (pp. 51-75). Hauppauge, NY: Nova Science Publishers.
- Nail, P. R., Harton, H. C., & *Barnes, A. (2008). A Test of Dovidio and Gaertner's integrated model of racism. *North American Journal of Psychology*, 10, 197-220.
- McGregor, I., Nail, P. R., Marigold, D. C., & Kang, S.-J. (2005). Defensive pride and consensus: Strength in imaginary numbers after self-threat. *Journal of Personality and Social Psychology*, 89, 978-996.
- MacDonald, G., & Nail, P. R. (2005). Attitude change and the public-private attitude distinction. *British Journal of Social Psychology*, 44, 15-28.
- Nail, P. R., *Misak, J. E., & *Davis, R. M. (2004). Self-affirmation versus self-consistency: A comparison of two competing self-theories of dissonance phenomena. *Personality and Individual Differences*, 36, 1893-1905.
- MacDonald, G., Nail, P. R., & Levy, D. A. (2004). Expanding the scope of the social response context model. *Basic and Applied Social Psychology* 26, 77-92.
- Nail, P. R., Harton, H. C., & *Decker, B. (2003). Political orientation and aversive versus modern racism: Tests of Dovidio and Gaertner's integrated model. *Journal of Personality and Social Psychology*, 84, 754-770.
- Nail, P. R., *Bedell, K. E., & *Little, C. D. (2003). Should President Clinton be prosecuted for perjury? The effects of preference for consistency, self-esteem, and political party affiliation. *Personality and Individual Differences*, 35, 1821-1831.

- Nail, P. R., *Correll, J. S., *Drake, C. E., *Glenn, S. B., *Scott, G. M., & *Stuckey, C. (2001). A validation study of the preference for consistency scale. *Personality and Individual Differences, 31*, 1193-1202.
- Nail, P. R., MacDonald, G., & Levy, D. A. (2000). Proposal of a four-dimensional model of social response. *Psychological Bulletin, 126*, 454-470.
- Nail, P. R., & *Scott, G. M. (2000). A social-psychological analysis of President Clinton's remarkable 1998 job approval ratings. *North American Journal of Psychology, 2*, 393-402.
- Nail, P. R., & *Helton, W. B. (1999). On the distinction between behavioral contagion, conversion conformity, and compliance conformity. *North American Journal of Psychology, 1*, 87-94.
- Levy D. A., Collins, B. E., & Nail, P. R. (1998). A new model of interpersonal influence. *Journal of Social Behavior and Personality, 13*, 715-733.
- Nail, P. R., *Van Leeuwen, M. D., & *Powell, A. B. (1996). The effectance versus the self-presentational view of reactance: Are importance ratings influenced by anticipated surveillance? *Journal of Social Behavior and Personality, 11*, 573-584.
- Cole, S. G., Nail, P. R., & *Pugh M. (1995). Coalition preference as a function of expected values in a tetradic weighted majority game. *Basic and Applied Social Psychology, 16*, 109-120.
- Nail, P. R., & *Van Leeuwen, M. D. (1993). An analysis and restructuring of the diamond model of social response. *Personality and Social Psychology Bulletin, 19*, 106-116.
- Levy, D. A., & Nail, P. R. (1993). Contagion: A theoretical and empirical review and reconceptualization. *Genetic, Social and General Psychology Monographs, 119*, 235-284.
- Nail, P. R., & *Ruch, G. L. (1992). Social influence and the diamond model of social response: Toward an extended theory of informational influence. *British Journal of Social Psychology, 31*, 171-187.
- Nail, P. R., & *Ruch, G. L. (1990). A demonstration of the reformulated diamond model of social response. *Journal of Social Behavior and Personality, 5*, 711-722.
- Nail, P. R., & *Thompson, P. L. (1990). An analysis and empirical demonstration of the concept of self-anticonformity. *Journal of Social Behavior and Personality, 5*, 151-162.
- Nail, P. R. (1986). Toward an integration of some models and theories of social response. *Psychological Bulletin, 100*, 190-206.

Nail, P. R., & Cole, S. G. (1985a). A critical comparison of bargaining theory and the weighted probability model of coalition behaviour. *British Journal of Social Psychology*, 24, 259-266.

Nail, P. R. & Cole, S. G. (1985b). Three theories of coalition behaviour: A probabilistic extension. *British Journal of Social Psychology*, 24, 181-190.

Nail, P. R., Levy, L. M., Russin, R., & Crandall, R. (1981). Time estimation and obesity. *Personality and Social Psychology Bulletin*, 7, 139-146.

Invited Book Chapters or Articles

Nail, P. R., & Boniecki, K. (in press). Cognitive dissonance theory. Invited chapter to appear in D. Chadee (Ed.), *Selected theories in social psychology*. Oxford, England: Blackwell Publishing.

Nail, P. R. (2009). Anticonformity. In J. M. Levine & M. A. Hogg (Eds.), *Encyclopedia of group processes and intergroup relations*. Thousand Oaks, CA: Sage.

Nail, P. R. (2009). Reader's report 4.2. In R. B. Cialdini, *Influence: Science and practice* (5th ed., p. 119). Boston, MA: Pearson Education Inc.

Nail, P. R. (2008). Background of the Saul B. Sells' Lecture. SWPA Website. Available at http://www.swpsych.org/conv_highlights.php.

Nail, P. R. (2008). Message from a Past President: You can see a lot by observing. *Southwestern Psychological Association Summer Newsletter*, 1, 7-9.

Nail, P. R. & MacDonald, G. (2007). On the development of the social response context model: New directions for social influence theory and research. In A. R. Pratkanis (Ed.), *The science of social influence: Advances and future progress* (pp. 193-221). Philadelphia: Psychology Press.

Aronson, J., Cohen, G., & Nail, P. R. (1999). Self-affirmation theory: An update and appraisal. In E. Harmon-Jones & J. Mills (Eds.) *Cognitive dissonance: Progress on a pivotal theory in social psychology* (pp. 127-147). Washington, DC: American Psychological Association.

Cole, S. G., & Nail, P. R. (1983). Social learning vs. direct experience as determinants of aspiration level and bargaining behavior. In R. Tritz (Ed.), *Aspiration levels in bargaining and economic decision making: Lecture notes in economics and mathematical systems* (pp. 231-242). Berlin-Heidelberg-New York: Springer Publishing Co.

PROFESSIONAL PRESENTATIONS AND INVITED ADDRESSES:

- Nail, P. R., Bihm, E. M., & Simon, J. B. (2011, June). *A test of the compensation model of school-yard bullying*. Paper presented at the 5th Annual International Conference on Psychology, Athens Institute for Education and Research, Athens, Greece.
- Marsden, M., Nail, P. R., Bihm, E. M. (2011, April). *A test of the compensation model of school-yard bullying*. Poster presented at the Southwestern Psychological Association, San Antonio, Texas.
- *Zunick, P., & Nail, P. R. (2010, April). *Happiness and other psychological correlates of political orientation*. Poster presented at the meeting of the Southwestern Psychological Association, Dallas, Texas.
- Nail, P. R. (2009, October). *Influencing difficult people: The strategic self-anticonformity technique*. Invited address, Society of Experimental Social Psychology, Portland, Maine.
- Nail, P. R. (2009, October). *Threat causes liberals to think like conservatives*. Paper presented at the Society of Experimental Social Psychology, Portland, Maine.
- Son Hing, L., Zanna, M. P., & Nail, P. R. (2009, October). *Using implicit attitudes to disambiguate prejudice on the right and on the left*. Invited address, Society of Experimental Social Psychology, Portland, Maine.
- Nail, P. R., Broussard, B. G., & Edgin, G. (2009, April). *Mortality salience causes anti-gay sentiment among psychological liberals*. Poster presented at the meeting of the Southwestern Psychological Association, San Antonio, Texas.
- Zunick, P., & Nail, P. R. (2009, April). *Effects of modern racism and political orientation on voting intentions in 2008*. Poster presented at the meeting of the Southwestern Psychological Association, San Antonio, Texas.
- Nail, P. R., & Smith, D. (2008, April). *Conservative shift following 9/11/01*. Poster presented at the meeting of the Southwestern Psychological Association, Kansas City, Missouri.
- Nail, P. R. (2007, January). *Are political conservatives more defensive than liberals?* Poster presented at the meeting of the Society for Personality and Social Psychology, Memphis, Tennessee.
- Nail, P. R. (2006, November). *Experimental psychology*. Invited presentation, Career Pathways in Psychology Conference, Arkansas Psychological Association, University of Central Arkansas, Conway, Arkansas.
- Nail, P. R. (2006, April). *Explorations in cognitive dissonance (Whatever that means?)*. Presidential Address, Southwestern Psychological Association Convention, Austin, Texas.

- Nail, P. R. (2006, April). *Cognitive dissonance, the jigsaw classroom, the Columbine massacre, and George W. Bush: An interview with Elliot Aronson*. Invited Address: Southwestern Psychological Association Convention, Austin, Texas.
- Harton, H. C., & Nail, P. R. (March, 2006). *Political orientation and racism: Are liberals less prejudiced than conservatives?* Graduate Faculty Lecture Series, University of Northern Iowa, Cedar Falls, Iowa.
- Nail, P. R., *Morris, E. E. (2005, November). *A threat to the justice system increases in-group bias only among narcissists*. Invited Address, Society of Southeastern Social Psychologists Convention, Atlantic Beach, Florida.
- Harton, H. C., & Nail, P. R. (2005, November). *Liberals, conservatives, and racism: Who expresses what, how?* Invited Address, Wartburg College, Waverly, Iowa.
- Harton, H. C., & Nail, P. R. (2005, May). *Are liberals really nonracist?* Invited Address, Midwestern Psychological Association Convention, Chicago, Illinois.
- Turek, G. M., Nail, P. R., & Pool, G. J. (2005, March). *Social influence: New theory and research applied to current events*. Invited Symposium, Southwestern Psychological Association Convention, Memphis, Tennessee.
- Nail, P. R. (2005, January). *On the development of the double diamond model of social response*. Invited address, University of Wyoming, Laramie, Wyoming.
- Harton, H. C., & Nail, P. R. (2004, November). *Political orientation and the expression of prejudice*. Invited address, Loyola University, Chicago.
- Parkin, J. L., Harton, H. C., & Nail, P. R. (2004, May). *Political orientation and the acceptance of African Americans displaying traditional vs. nontraditional values*. Poster presented at the meeting of the American Psychological Society, Chicago, Illinois.
- Bedell, K. E., & Nail, P. R. (2004, April). *Should Trent Lott have been forced to resign his U.S. Senate seat?* Presented at the Southwestern Psychological Association Convention, San Antonio, TX.
- Harton, H. C., Nail, P. R., Smith, M., & Cullum J. (2003, September). *Political orientation and the integrated model of racism: Further tests*. Invited address, The University of Wyoming, Laramie, WY.
- Cullum, J., Harton, H. C., & Nail, P. R. (2003, February). *Political orientation and the nature of prejudice*. Poster presented at the Society for Personality and Social Psychology Convention, Los Angeles.

- MacDonald, G., & Nail, P. R. (2002, August). *Why public and private attitudes matter: The social response context model*. Invited address, Tenth Brisbane Symposium on Social Identity, University of Queensland, Brisbane, Australia.
- Nail, P. R., Harton, H., & *Decker, B. (2002, February, May). *Political Orientation and Modern versus Aversive Racism: Tests of Dovidio and Gaertner's Integrated Model*. Poster presented at the Society for Personality and Social Psychology Convention, Savannah, GA, and paper presented at the Midwestern Psychological Association Convention, Chicago.
- Nail, P. R., Harton, H., & *Decker, B. (2002, April). *Political Orientation and Aversive versus Modern Racism: Physiological evidence*. Paper presented at the Southwestern Psychological Association Convention, Corpus Christi, TX.
- Nail, P. R., MacDonald, G., & Levy, D. A. (2001, February). *Proposal of a Four-Dimensional Model of Social Response*. Poster presented at the Society of Personality and Social Psychology Convention, San Antonio, TX.
- Nail, P. R., & Chad E. Drake (2000, October). *A Validation Study of the Preference for Consistency Scale*. Invited address. Oxford Society of Scholars Forum, Oxford Graduate School, Crystal Springs, Tennessee.
- Nail, P. R., MacDonald, G., & Levy, D. A. (2000, May, June). *On the Development of a Four-Dimensional Model of Social Response*. Invited address, Midwestern Psychological Association, Chicago, and the 23rd International Nags Head Conference on Groups Networks and Organizations.
- Nail, P. R., MacDonald, G., & Levy, D. A. (2000, March). *Proposal of a Four-Dimensional Model of Social Response*. Invited address, University of Oklahoma, Norman.
- Nail, P. R., & Decker, B. P. (2000, January/April). *Race, political orientation, and double jeopardy*. Invited address, Oxford Reading and Research Seminar, Oxford University, Oxford, England. Also presented at the annual meeting of the Southwestern Psychological Association, Dallas, TX.
- MacDonald, G., & Nail, P. R. (1999, November). *Describing responses to social influence: Why four dimensions are necessary*. Invited address, University of Waterloo, Waterloo, Ontario, Canada.
- Nail, P. R., MacDonald, G., & Levy, D. A. (1999, October). *The synthetic model of social response: An update*. Invited address, University of Texas-Arlington, Arlington, Texas.
- Nail, P. R., MacDonald, G., & Levy, D. A. (1999, June). *Some varieties of conformity and nonconformity: Theoretical arguments and empirical support*. Invited address presented at the 22nd International Nags Head Conference on Groups, Networks, and Organizations, Highland Beach, FL.

- Nail, P. R., MacDonald, G., & Levy, D. A. (1999, April). *Proposal of a four-dimensional model of social influence*. Poster presented at the Midwestern Psychological Association Convention, Chicago.
- *Ridenour, C., *Lewis, R. H., & Nail, P. (1998, April). *A further test between two competing theories of dissonance phenomena*. Paper presented at the Southwestern Psychological Association Convention, New Orleans.
- Nail, P. R., *Ridenour, C., *Lewis, R. H. (1997, May). *Self-consistency vs. self-affirmation: Empirical tests between two competing theories of dissonance phenomena*. Invited address presented at the 20th International Nags Head Conference on Attitudes and Attitude Change, Highland Beach, Florida.
- Nail, P. R. (1997, May). *Descriptive models of social response: Progress and problems*. Invited address, Florida Atlantic University, Boca Raton, Florida.
- Nail, P. R., & Levy, D. A. (1995, March). *Toward an integrated model of interpersonal influence*. Poster presented at the Western Psychological Association Convention, Los Angeles, California.
- Nail, P. R., & Levy, D. A. (1993, April). *Proposal of an integrated model of social influence*. Poster presented at the Southwestern Psychological Association Convention, Corpus Christi, Texas.
- *Fountain, J. M., *Adams, P. A., & Nail, P. R. (1992, April). *Proposal and test of an extended theory of informational social influence*. Paper presented at the Southwestern Psychological Association Convention, Austin, Texas.
- Nail, P. R. (1991, October). *Social influence and political change*. Invited address, the University of Missouri-Rolla, Rolla, Missouri.
- Nail, P. R. (1990, June). *On the distinction between behavioral contagion and conformity*. Invited address, the 13th Nags Head International Conference on Groups, Networks, and Organizations, Kill Devil Hills, North Carolina.
- Nail, P. R., & *Van Leeuwen, M. D. (1990, April). *The effectance versus the self-presentational view of reactance*. Invited address, the Southwestern Psychological Association Convention, Dallas, Texas.
- Nail, P. R. (1989, June). *An analysis and reformulation of the diamond model of social response*. Invited address, the 12th Nags Head International Conference on Groups, Networks, and Organizations, Kill Devil Hills, North Carolina.
- Nail, P. R. (1989, April). *On the development of the reformulated diamond model of social response*. Invited address, the Southwestern Psychological Association Convention, Houston, Texas.

- *Thompson, P. L., *Ruch, G. L., & Nail, P. R. (1989, April). *Self-anticonformity and mundane realism*. Paper presented at the Southwestern Psychological Association Convention, Houston, Texas.
- Nail, P. R., & *Ruch, G. L. (1988, May). *The diamond model of social response: Clarification and experiment*. Invited address, the Nags Head Conference on Personality and Social Behavior, Kill Devil Hills, North Carolina.
- *Ruch, G. L., & Nail, P. R. (1988, April). *A test of Willis's diamond model of social response*. Paper presented at the Southwestern Psychological Association Convention, Tulsa, Oklahoma.
- Nail, P. R., & *Ruch, G. L. (1987, November). *Willis's self-anticonformity: A clarification and experimental demonstration of the concept*. Invited address, the University of Oklahoma, Norman, Oklahoma.
- Nail, P. R. (1986, October). *On the development of a descriptive theory of response to social pressure*. Invited address, Texas Christian University, Fort Worth, Texas.
- Nail, P. R. (1985, March). *A synthetic model of social response*. Invited address, the Oklahoma Psychological Association Convention, Edmond, Oklahoma.
- Ellinger, R. J., & Nail, P. R. (1985, November). *An analysis of reading strategies*. Paper presented at the South Central Modern Language Association Convention, Tulsa, Oklahoma.
- Nail, P. R. (1984, October). *Toward an integration of some models and theories of social influence*. Invited address, the University of Pittsburgh, Pittsburgh, Pennsylvania.
- Nail, P. R., & Cole, S. G. (1984, May). *Problems of coalition formation research employing a probabilistic format and earned resources*. Invited address presented at a symposium on coalition formation at the Midwestern Psychological Association Convention, Chicago, Illinois.
- Cole, S. G., & Nail, P. R. (1983, May). *Coalition formation as a function of expected value in a simple tetradic bargaining game*. Poster presented at the Midwestern Psychological Association Convention, Chicago, Illinois.
- Nail, P. R., & *Powell, A. B. (1983, November). *Gender differences in social influence: The male gender role*. Invited address, Texas Christian University, Fort Worth, Texas.
- Nail, P. R., *Bush, R., & Cole, S. G. (1982, April). *Coalition formation research and ecological validity*. Paper presented at the Southwestern Psychological Association Convention, Dallas, Texas.

Jones, A., Nail, P. R., Hilton, T. F., & Bruni, J. R. (1979, September). *How client preferences for counselors affect client outcomes*. Paper presented at the American Psychological Association Convention, New York, New York.

Nail, P. R., & Crandall, R. (1979, November). *Performance attributions for group members and newcomers*. Invited address, the University of Texas, Austin, Texas.

Nail, P. R., & Levy, L. M. (1978, April). *Time estimation by obese, overweight, and normal weight males and females in a minimal external cues context*. Paper presented at the Southwestern Psychological Association Convention, New Orleans, Louisiana.

PRESENTATIONS AT STUDENT RESEARCH FORUMS:

Fuqua, W. (2010, April). *Does inequality cause differences between conservatives and liberals in happiness?* Finalist, Psi Chi Regional Undergraduate Research Competition, Dallas, TX. Faculty sponsor: Paul R. Nail.

Cameron, B. P. (2010, April). *Anticipated interaction and Dovidio and Gaertner's (2005) integrated model of racism*. Award Winning Paper, Psi Chi Regional Undergraduate Research Competition, Dallas, TX. Faculty sponsor: Paul R. Nail.

Crunkleton, J. H. (2010, April). *To deceive or not to deceive? Testing cognitive dissonance theory without deception*. First Place, Undergraduate Research Competition, Southwestern Psychological Association, Dallas, TX. Faculty sponsor: Paul R. Nail.

Honey, T. M. (2010, April). *No need to lie: Testing cognitive dissonance theory without deception*. Award Winning Paper, Psi Chi Regional Undergraduate Research Competition, Dallas, TX. Faculty sponsor: Paul R. Nail.

Zunick, P. (2010, April). *Political orientation and prejudice: A test of the integrated model of racism*. Finalist, Graduate Research Competition, Southwestern Psychological Association, Dallas, TX. Faculty sponsor: Paul R. Nail.

Acklin, W. T. (April, 2009). *Patriotism: A shift in the right direction?* Third Place, Undergraduate Research Competition, Southwestern Psychological Association, Ft. Worth, TX. Faculty sponsor: Paul R. Nail.

Fuqua, W. (April, 2009). *Defensiveness under threat: Support for the Jost et al. (2003) motivated social cognition model*. Finalist, Psi Chi Regional Undergraduate Research Competition, San Antonio, TX. Faculty sponsor: Paul R. Nail.

Koppers, S., & Cato, B. A. (April, 2008). *Trivialization is not a trivial means of dissonance reduction*. Award Winning Paper, Psi Chi Regional Undergraduate Research Competition, Kansas City, MO. Faculty sponsor: Paul R. Nail.

- Broussard, B., Edgin, G. W., & Braswell, D. E. (April, 2008). *Evidence that preference for consistency reflects a defensive personality structure*. Finalist, Psi Chi Regional Undergraduate Research Competition, Kansas City, MO. Faculty sponsor: Paul R. Nail.
- Smith, D. L., Brown, R. A., & Wilson, J. F. (April, 2008). *Preference for consistency as psychological conservatism*. Finalist, Undergraduate Research Competition, Southwestern Psychological Association, Kansas City, MO. Faculty sponsor: Paul R. Nail
- Leonard, M. M., Thompson, A. W., & Wolfe, B. L. (April, 2007). *Relationship between political orientation and defensiveness*. Award Winning Paper, Psi Chi Regional Undergraduate Research Competition, Ft. Worth, TX. Faculty sponsor: Paul R. Nail.
- Drinkwater, A. E., Steele, M. G., & Short, K. E. (April, 2007). *Defensiveness as a function of political orientation*. Third Place, Undergraduate Research Competition, Southwestern Psychological Association, Ft. Worth, TX. Faculty sponsor: Paul R. Nail
- Issen, L. A. (April, 2006). *Modeling the effects of distance and clutter on visual conspicuity*. Undergraduate Research Competition, Southwestern Psychological Association, Austin, Texas. Faculty sponsor: Paul R. Nail
- Carter, J., Desai, A., Stermer, P., & Nail, P. R. (April, 2005). *Political orientation, race, and political ideology as determinants of attraction*. Presented at the Student Research/Scholarly Activity Fair, Southwestern Oklahoma State University, Weatherford, OK.
- Morris, E. E. (March, April, 2005). *Why does positive self-feedback reduce defensiveness?* Second Place, Undergraduate Research Competition, Southwestern Psychological Association, Memphis, TN. Also presented at the Student Research/Scholarly Activity Fair, Southwestern Oklahoma State University, Weatherford, OK. Faculty sponsor: Paul R. Nail
- Barnes, A. L., & Phillips, C. L. (April, 2004). *A further test of Dovidio and Gaertner's (1998) integrated model of racism*. Undergraduate Research Competition, Southwestern Psychological Association, San Antonio, TX. Faculty sponsor: Paul R. Nail
- Black, D. R., Ferrero, J. V., Ingraham, E. R., LoVecchio, J. L., Morris, E. E., & Nail, P. R. (April, 2004). *Should Trent Lott have been forced to resign his U.S. Senate seat?* Presented at the Student Research/Scholarly Activity Fair, Southwestern Oklahoma State University, Weatherford, OK.
- Bedell, K. E. (April, 2003). *Should President Clinton be prosecuted for perjury? The effects of preference for consistency, self-esteem, and political party affiliation*. Second Place, Undergraduate Research Competition, Southwestern Psychological Association, New Orleans, LA. Also presented at the Student Research/Scholarly Activity Fair,

Southwestern Oklahoma State University, Weatherford, OK. Faculty sponsor: Paul R. Nail.

Barnes, A., Miller, S., Phillips, C., & Nail, P.R. (April, 2003). *Support for increased military spending before and after 9/11 as a function of political orientation*. Poster presented at the Student Research/Scholarly Activity Fair, Southwestern Oklahoma State University, Weatherford, OK.

Misak, J. E., & Davis, R. M. (2002, April). *A comparison of two competing self-theories of dissonance*. First Place, Undergraduate Research Competition, Southwestern Psychological Association, Corpus Christi, TX. Faculty sponsor: Paul R. Nail.

Bedell, K. E., Little, C. D., & McCook, R. S., Nail, P. R. (2002, March). *Should President Clinton be prosecuted for perjury: The effects of preference for consistency, self-esteem, and political party affiliation*. Poster presented at the Student Research/Scholarly Activity Fair, Southwestern Oklahoma State University, Weatherford, Oklahoma.

Drake, C. E., Glenn, S. B. (2001, April). *A validation study of the preference for consistency scale*. First place, Undergraduate Research Competition, Southwestern Psychological Association, Houston. Faculty sponsor: Paul R. Nail.

Bedell, K., & Nail, P. R. (2001, March). *Proposal of a four-dimensional model of social response*. Poster presented at the Student Research/Scholarly Activity Fair, Southwestern Oklahoma State University, Weatherford, Oklahoma.

Davis, R. M., Misak, J. E., & Nail, P. R. (2001, March). *A test between two self theories of dissonance*. Poster presented at the Student Research/Scholarly Activity Fair, Southwestern Oklahoma State University, Weatherford, Oklahoma.

Correll, J. S., Drake, C. Glenn, S. B., McCord M. R., Richardson, A. K., Scott, G. M., Stuckey, C. S., & Nail, P. R. (2000, March). *A validation study of the preference for consistency scale*. Paper presented at the Student Research/Scholarly Activity Fair, Southwestern Oklahoma State University, Weatherford, Oklahoma.

Decker, B. P., & Nail, P. R. (1999, March). *Race, political orientation, and double jeopardy: An examination of biased and unbiased social perception*. Paper presented at the Student Research/Scholarly Activity Fair, Southwestern Oklahoma State University, Weatherford, Oklahoma.

Ridenour, C., & Lewis, R. H. (1998, April). *Self-consistency versus self-affirmation: II. A further test between two competing theories of dissonance phenomena*. First place, Graduate Research Competition, Southwestern Psychological Association, New Orleans. Faculty sponsor: Paul R. Nail. This paper was also presented at the Student Research/Scholarly Activity Fair, March, 1998, Southwestern Oklahoma State University, Weatherford, Oklahoma.

- Ridenour, C., Lewis, R. H., Helton, W., Regier, S., & Nail, P. R. (1997, March). *Dissonance and the O. J. Simpson criminal trial*. Poster to be presented at the Student Research/Scholarly Activity Fair, Southwestern Oklahoma State University, Weatherford, Oklahoma.
- Ridenour, C., & Russi, A. (1996, April). *Self-consistency vs. self-affirmation: A test between two competing theories of dissonance phenomena*. First place, Undergraduate Research Competition, Southwestern Psychological Association, Houston. Faculty sponsor: Paul R. Nail. This paper was also presented at the Student Research/Scholarly Activity Fair, March 1996, Southwestern Oklahoma State University, Weatherford, Oklahoma.
- Dixon, R. C., Hughes, J., Russi, A. L., Salinas, R., Wellman, M. K., Zacharias, A., & Nail, P. R. (March, 1995). *To donate or not to donate: The (non)effects of commitment and time on the decision to donate blood*. Poster to be presented at the Student Research/Scholarly Activity Fair, Southwestern Oklahoma State University, Weatherford, Oklahoma.
- Fountain, J. M., Adams, P. A., & Nail, P. R. (March, 1994). *Proposal and test of an extended theory of informational social influence*. Poster presented at the Student Research/Scholarly Activity Fair, Southwestern Oklahoma State University, Weatherford, Oklahoma.
- Hayhurst, B., Higgins, K., & Nail, P. R. (1988, April). *A preliminary examination of Willis's self-anticonformity*. Paper presented at the Oklahoma Psychological Association Convention, Oklahoma City, Oklahoma.
- Van Leeuwen, M. D., & Nail, P. R. (1987, April). *An examination of gender differences in response to threatening communications*. Paper presented at the Oklahoma Psychological Association Convention, Oklahoma City, Oklahoma.

COURSES TAUGHT:

- 1300 General Psychology
- 3012 Contemporary Problems in Psychology
- 3013 Developmental Psychology
- 3331 Psychology of Business and Industry
- 3332 Research Methods
- 3325 Cognitive Psychology
- 3351 Psychology of Learning
- 3360 Social Psychology
- 3433 Adolescent Psychology
- 3503 Industrial/Organizational Psychology
- 4003 Intermediate Statistics
- 4371-4 Psychological Research
- 4380 Independent Readings
- 4382 Independent Research
- 4391 Advanced Seminar in Psychology (research competition)
- 5112 Introduction to Research

5123 Research Methods
5143 Psychological Statistics
5311 Professional Seminar in Psychology

SERVICE TO THE UNIVERSITY AND COMMUNITY

Department

Member, Undergraduate Curriculum Committee (2005 – present)
Member, Undergraduate Scholars Committee (2005 – present)
Member, Experimental Psychology Search Committee (2006 – 2007)
Grader, Comprehensive Exams, Social Psychology Section, Counseling Psychology Program (2005 – present), Community Counseling Program (2009 – present)
Member, Experimental Psychology Search Committee, SWOSU (2002 – 2003)

College

Member, Curriculum Committee (2005 – 2007)
Member, Outstanding Student Committee (2005 – 2006)
Member, Who's Who Committee, SWOSU (1996 – 2004)

University

Member, Athletic Council, UCA, (2008 – present)
Member, Academic Appeals Committee, SWOSU (2004 – 2005)
Member, Appellate Committee on the Dismissal of Tenured Faculty, SWOSU (2004 – 2005)
Member, Intellectual Property Committee, SWOSU (2000 – 2003)
Chair, Copyright Sub-Committee, SWOSU (2002 – 2003)
Member, Dean of Arts and Sciences Search Committee, SWOSU (2002 – 2003)

University service activities

Faculty Advisor, Psychology Club/Psi Chi (2005 – 2009)
Technology Faculty Associate (2006 – present)

Community service activities for which my *professional preparation* was essential

Local

Volunteer/Tutor, Boys and Girls Club of Conway (2005 – present)
Leader, Faculty Small Group Discussions, Welcome Week, UCA (2006 – present)
Recruiter/Participant, Walk-A-Thon, Conway Human Development Center (2006 – present) Volunteer; Drafted formal goals for the undergraduate psychology program at UCA (2007, February)
Invited Discussant, Faith and Psychology Conference, Hendrix College (2005, October)
Guest Speaker, "Piaget's theory of cognitive development." Zion Amish-Mennonite Church, Thomas, OK (2005, February)

Guest Speaker, "Psychology of illusions." National Association of Retired Federal Employees, Weatherford, OK (2004, June)

Guest Speaker, "The new psychology of birth order." Red Moon Culture Club, Hammon, OK (2004, March)

Guest Speaker, "Psychology at Southwestern Oklahoma State University." Lions Club, Weatherford, OK (2003, May)

Other Local, Non-Professional Community Service

Volunteer, F.A.S.T. Movers, UCA (2006 – present)

Volunteer, Upward Youth Basketball (2006 – present)

Volunteer, Conway Human Development Center (2005 – present)

State

Invited Presenter, "Experimental Psychology," Career Pathways in Psychology Conference, Arkansas Psychological Association, University of Central Arkansas, Conway, AR (2006, November)

Judge, Arkansas State Science Fair, University of Central Arkansas, Conway, AR (2006, March)

Regional

Chair, Invited Speakers Committee, Southwestern Psychological Association (2005 – 2008)

Member, President's Council, Southwestern Psychological Association (2004 – 2007)

Member, Executive Council, Southwestern Psychological Association (2001 – 2007)

President, Southwestern Psychological Association (2005 – 2006)

Judge, Graduate Research Competition, Southwestern Psychological Association (2007, April)

Judge, Poster Competition, Society of Southeastern Social Psychologists (2005, November)

Judge, Graduate Research Competition, Southwestern Psychological Association (2005, March)

Oklahoma Representative, Southwestern Psychological Association (2001 – 2004)

National/International

Associate Editor, *Social Influence*

Journal reviewer:

Cultural Diversity & Ethnic Minority Psychology (2007 – present)

European Journal of Social Psychology (2006 – present)

Group Dynamics (2005 – present)

Journal of Applied Social Psychology (2007 – present)

Journal of Personality (2007 – present)

Journal of Personality and Social Psychology (2005 – present)

Personality and Social Psychology Bulletin (2004 – present)

Psychological Science (2005 – present)

Social Behavior and Personality: An International Journal (2005 – present)

Social Influence (2005 – present)

Social Psychology and Personality Science
Social Science & Medicine (2002 – present)

Proposal Reviewer:

Book proposals, M. E. Sharpe Publishers (2004 – present)

Grant proposals, National Science Foundation (2002 – present)

REFERENCES:

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