

CURRICULUM VITAE Kathleen D. Vohs

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Education

Dartmouth College Ph.D., Psychological and Brain Sciences, 2000
Gustavus Adolphus College B.A., *summa cum laude*, 1996

Employment Experience

- Case Western Reserve University, Post-Doctoral Fellow, 2000-2002
- University of Utah, Post-Doctoral Fellow, 2002-2003
- University of British Columbia, Sauder School of Business, *Canada Research Chair in Marketing Science and Consumer Psychology*, Assistant Professor of Marketing, Associate Faculty in Psychology, 2003-2005
- University of Minnesota, Carlson School of Management, Assistant Professor, 2005–2008
- University of Minnesota, *McKnight Land-Grant Professor*, 2007 – 2009
- University of Minnesota, *McKnight Presidential Fellow*, Associate Professor, 2008 – 2011
- University of Minnesota, Carlson School of Management, Professor, 2011-present
- University of Minnesota, Carlson School of Management, *Land O' Lakes Professor of Excellence in Marketing*, 2011-2014
- *Honorary Chair in Experimental Consumer Research*, Department of Marketing, Faculty of Economics and Business, Groningen University, July 2012 – present
- University of Minnesota, Carlson School of Management, *Land O' Lakes Chair in Marketing*, 2014 – present
- University of Minnesota, *Distinguished McKnight University Professor*, 2016 – present

Honors and Awards

- Named one of [25 Top Behavioral Economists](#) by thebestschools.org, a member of the National Association for College Admission Counseling, 2018
- *Faculty of the Year*, as voted by the graduating class of part-time MBA students, 2018
- *Distinguished Scientist Award*, Society for Consumer Psychology (SCP), 2018
- Inaugural speaker, joint psychology/marketing annual seminar, Ohio State University, 2018
- [Highly Cited Researcher](#), Thomson Reuters ISI Web of Science, 2017. According to their website, this honor is bestowed to the top 1% of scholars worldwide in terms of citations
- Keynote speaker, Eastern Psychological Association, 2017
- Business Week Undergraduate Faculty of the Year Nominee, 2017

- *Professor Dame Sandra Dawson Honorary Visiting Professorship*, Judge Business School, University of Cambridge, UK (Honorary Fellow, Cambridge Sidney Sussex College), 2016
- Awarded the University of Minnesota *Distinguished McKnight University Professor*, 2016
- *Faculty of the Year*, as voted by the graduating class of part-time MBA students, 2016
- Midwestern Psychological Association's (MPA) Presidential Speaker, 2016
- Society for Personality and Social Psychology (SPSP) annual meeting featured presentation, 2016
- [Highly Cited Researcher](#), Thomson Reuters ISI Web of Science, 2016. According to their website, this honor is bestowed to the top 1% of scholars worldwide in terms of citations
- Selected as mentor by the Graduate Student Council, Society for Personality and Social Psychology (SPSP), 2016
- [Highly Cited Researcher](#), Thomson Reuters ISI Web of Science, 2015. According to their website, this honor is bestowed to the top 1% of scholars worldwide in terms of citations
- *Top Researcher Award*, Carlson School of Management, University of Minnesota, 2015
- Best Presentation of the Year, Marketing Science Institute (MSI), 2015
- Association for Consumer Research (ACR) annual meeting post-tenure workshop speaker, 2015
- Featured in SPSP Member Spotlight, 2015
- Editorial Board member, *Journal of Personality and Social Psychology: Intergroup Relations and Group Processes*, 2015 to 2017
- Association for Consumer Research Post-Tenure Workshop speaker, 2015
- Society for Personality and Social Psychology Spotlitged Member, 2015
- Google SciFoo invitee and chosen speaker, Mountain View, CA, 2015
- Keynote speaker, Psychology Outside the Box conference, Ottawa, 2015
- Awarded the *Land O' Lakes Chair in Marketing*, 2014
- 10th most cited researcher according to Journal of Marketing Education, 2014
- Named one of 7 [Breakthrough Business Thinkers to Watch](#), Inc.com, 2014
- Top productive author in premier marketing journals 2010-2014, American Marketing Association, (AMA), 2014
- Featured in book "How to Publish High Quality Research," American Psychological Association, (APA), 2014
- University of Miami (OH) Elizabeth Burckhardt Distinguished Speaker, Farmer School of Business and Department of Psychology, 2014
- St. Olaf College Jutta R. Millert Memorial Distinguished Lecturer, Department of Psychology, 2014
- Minnesota Public Radio's Green Line Scholarship Expert, 2014
- Association for Psychological Science, Convention Program Social Psychology Chair, 2014-2017
- One of the 40 Best Business School Professors Under 40, Poets and Quants, 2014
- Selected as mentor by the Graduate Student Council, Society for Personality and Social Psychology (SPSP), 2014
- *Anneliese Maier Research Award* from the Alexander von Humboldt Foundation, German Federal Ministry of Education and Research. €250,000 (~\$340,000), direct costs, 2014-2019
- Russell Sage Foundation fellow, 2013-2014

- One of the Top 6 Psychology Findings of 2013, *thedailymuse.com*, for Vohs, Redden, and Rahinel, 2013, *Psychological Science*.
- One of the 15 Best Behavioral Science Graphs of 2010-2013 for Hofmann, Vohs, and Baumeister, 2013, *Psychological Science*.
- One of the Top Scientific Insights of 2013 from the Science of a Meaningful Life for Baumeister, Vohs, Aaker, and Garbinsky, *Journal of Positive Psychology*.
- American Marketing Association DocSig "Top Author Productivity for 2009-2013."
- Winner of 2013 Free Will Essay Prize, Templeton Foundation: Shariff and Vohs (2014) "What Would You Do If You Didn't Have Free Will?" *Scientific American*
- "Star Series" Speaker, Bocconi University, 2013
- "Does High Self-esteem Cause Better Performance, Interpersonal Success, Happiness, or Healthier Lifestyles?" (Baumeister, Campbell, Krueger, & Vohs, 2003): #1 most cited article per year of any APS journal article, and most cited APS journal article published in the 10 years since its publication
- Selected as mentor by the Graduate Student Council, Society for Personality and Social Psychology (SPSP), 2013
- USC Marshall School of Business Distinguished Marketing Ph.D. Mentor, 2013
- *Honorary Chair in Experimental Consumer Research*, Faculty of Economics and Business, Groningen University, January 2012 – present
- Selected as mentor by the Graduate Student Council, Society for Personality and Social Psychology (SPSP), 2012
- American Marketing Association's Sheth Consortium faculty fellow, 2011
- Editorial Review Board member, *Journal of Experimental Psychology: General*, 2011-2016
- Named *Land O' Lakes Professor of Excellence in Marketing*, 2011-2016
- Gustavus Adolphus College's Distinguished Kendall lecture, 2011
- Affiliated faculty of the University of Minnesota Law School, 2011
- Selected as mentor by the Graduate Student Council, Society for Personality and Social Psychology (SPSP), 2011
- Elected as Fellow, Society for Personality and Social Psychology, 2010
- Selected as mentor by the Graduate Student Council, Society for Personality and Social Psychology (SPSP), 2010
- Minnesota Psychological Association Distinguished Scholar lecture, 2010
- Top researcher award; Carlson School of Management, University of Minnesota, 2009
- Outstanding reviewer award from *Journal of Consumer Research*, 2010
- Editorial Board member, *Journal of Personality and Social Psychology: Attitudes and Social Cognition*, 2011 to present
- Selected as mentor by the Graduate Student Council, Society for Personality and Social Psychology (SPSP), 2009
- Best of 2009: "[Study: Your Brain Thinks Money is a Drug.](#)" National Public Radio
- Editorial Review Board member, *Journal of Experimental Social Psychology*, 2009-2014
- Society for Medical Decision Making annual meeting travel award, 2009
- Associate, Behavioral and Brain Sciences, 2009
- Elected as Fellow, Society for Experimental Social Psychology, 2009
- Elected as Fellow, Association for Psychological Science, 2009

- Editorial Review Board member, *Psychological Science*, 2009-present
- Editorial Review Board member, *Journal of Neuroscience, Psychology, and Economics*, 2009-present
- *McKnight Presidential Fellowship*, University of Minnesota, 2008-2011
- International Society for Self and Identity Outstanding Early Career Award, 2009
- SAGE Young Scholars Award, in conjunction with the Foundation for Social and Personality Psychology, 2008
- Honorable mention, Theoretical Innovation Prize, Society for Personality and Social Psychology (SPSP), with Baumeister, Dewall, and Zhang, 2008
- Early Career Award Finalist, International Society for Self and Identity, part of the Society for Personality and Social Psychology (SPSP), 2008
- Editorial Board member *Journal of Consumer Research*, 2008 to 2018
- Editorial Board member, *Journal of Personality and Social Psychology: Intergroup Relations and Group Processes*, 2007 to 2014
- University of Minnesota, Carlson School Faculty Media Star Award, 2007
- Advisory Board Member, University of Minnesota Law School Institute for Law and Rationality, 2007
- *McKnight Land-Grant Professorship*, University of Minnesota, 2007-2009
- Member of the graduate faculty, Interpersonal Relationships Research, University of Minnesota
- Selected as mentor by the Graduate Student Council, Society for Personality and Social Psychology (SPSP), 2007
- Affiliate Member, Center for Cognitive Sciences, University of Minnesota, 2006
- Associate Member, Interpersonal Relationships research stream, Institute for Child Development, University of Minnesota, 2006
- First Decade Award Finalist, Gustavus Adolphus College, 2006
- International Affiliate, Centre for Research on Self and Identity, University of Southampton, England, 2005
- Center for Advanced Study in the Behavioral Science Summer Scholar: Institute on Emotions and Decision Making, 2004
- MENSA Award for Research in Excellence, with Schmeichel and Baumeister, 2004
- *Canada Research Chair in Marketing Science and Consumer Psychology*, 2003
- Editorial Board member *Journal of Personality and Social Psychology: Personality Processes and Individual Differences*, 2003 to 2009
- 1st Alumni Recognition Address, Gustavus Adolphus College, 2003
- Finalist, Nicosia Award, Best Competitive Paper, Assoc. for Consumer Research, 2002
- Hannah T. Croasdale Graduate Scholar Award, Dartmouth College, 2000
- American Psychological Association (APA) Dissertation Research Award, 1999
- Society for Personality and Social Psychology (SPSP) Student Travel Award, 1999
- Society for Personality and Social Psychology (SPSP) Student Travel Award, 1998
- Phi Beta Kappa Society, 1996

Research Grants

- "Self-Regulatory Resources and Interpersonal Functioning," **K. D. Vohs** (PI). Individual Post-Doctoral National Research Service Award, National Institutes of Mental Health, #MH12794. Funding period July 2000 to July 2003.
- "Effects of Money on Self and Identity," **K. D. Vohs** (PI). Humanities and Social Science Research Grant/ HSS Small Grants Bridging Program. Funding period October 2003 – March 2004. \$2,000 CND.
- "Self-Esteem and Purchasing Decisions," **K. D. Vohs** (PI), HSS Small Research Award. Funding period April 2004 – April 2005. \$1,294.49 CND.
- "Effects of Money on Control, Efficacy, Power, and Behaviour," **K. D. Vohs** (PI). Social Sciences and Humanities Research Council of Canada. Funding period 2003-2005. \$97,000 CND.
- "Destructive Effects of Social Rejection," R Baumeister (PI); **K. D. Vohs**, Consultant. National Institutes of Health, #MH65559. \$960,621. Funding period 2003 – 2007.
- "On Resisting and Yielding to Temptation: A Resource-Depletion Account of the Impact of Social Influence Techniques," Dr. Bob Fennis (PI); **K. D. Vohs**, Consultant. Netherlands Organization for Scientific Research (NWO). Funding period 2005 – 2009. \$169,000 Euro.
- "Making Choices and Self-Control," **K. D. Vohs** (PI). Institute for Research in Marketing, Carlson School of Management, University of Minnesota. Summer 2006. \$3,428.
- "A Tripartite Model of Compulsive Spending: What Predicts Who Will Develop Overspending Problems?" **K. D. Vohs** (PI). Transformative Consumer Research Grant, Association for Consumer Research. Funding period 2006 – 2008. \$2,500.
- "The Importance of Self-Regulation for Preventing Skin Cancer," **K. D. Vohs** (PI). American Cancer Society Institutional Research Grant. Funding period January 2007 – December 2007. \$18,345.
- "The Neuroanatomical Basis of Anti-Drug Media Messages: The Impact of Effectiveness and Risk Factors," A. W. MacDonald & M. Yzer (co-PIs), **K. D. Vohs** (I). National Institutes of Drug Abuse (NIH). Funding period September 2007 – April 2012. \$1,120,000.
- "The Role of Self-Control and Exchange-Based Processes in Close Relationships," **K. D. Vohs** (PI). Netherlands Organization for Scientific Research (NWO). Funding period 2008. \$9,000 Euro.
- "The Economics and Psychology of Deductibles and the Coverage Gap in Medicare Part D," **K. D. Vohs** & R. J. Town (PIs), Medical Industry Leadership Institute of Carlson School of Management, University of Minnesota. Funding period 2009-2010. \$19,229.

- “Draining the Will for Peace or War: Understanding How Social Influence and Self-Regulation Processes Interact in Conflict,” W. Louis (PI), J. Smith (I), & **K. D. Vohs (I)**, Australian Research Council Discovery Projects. Funding period 2009 – 2013. \$90,000(AU).
- “A Multi-Dimensional Construct and Measurement Scale of Impulse Purchases,” K. A. Machleit, F. R. Kardes, J. B. Dinsmore, & **K. D. Vohs**. Marketing Science Institute (MSI). Funding period 2011 – 2013. \$7,667.
- “The Psychology of Free Will: Beliefs about Free Will and Behavioral Effects of Altering those Beliefs,” **K. D. Vohs**, T. Nadelhoffer, E. Nahmias, & J. Schooler (PIs), John Templeton Foundation. Funding period 2011-2013. \$293,209.
- “From Free Will Beliefs to Virtuous Behaviors,” R. F. Baumeister & **K. D. Vohs** (PIs), John Templeton Foundation. Funding period 2012- 2014. \$249,599.
- “The Symbolic Meaning of Money and Control: Research on Money as a Psychological Resource Used in Self-Regulation,” A. Gasiorowska (PI), **K. D. Vohs**, T. Zaleskiewicz, & P. Kesebir (co-PIs). Polish National Science Center. Funding period 2014-2016. 332,440 PLN (ca. \$110,000 USD).
- “The Consequences of the Repeated Activation of the Concept of Money,” A. Kuzminska (PI) and **K. D. Vohs** (I). Polish National Science Center. Funding period 2014-2016. 67,040 PLN (ca. \$22,100 USD).
- “Adaptive Prospectation: Wisdom, Intensity Bias, and Forecasting Accuracy,” I. Grossmann and **K. D. Vohs** (PIs). John Templeton Foundation. Funding period 2014-2016. \$164,676.
- “Endocrinal Reactions to Handling Money and their Effect on Risk Tolerance,” J. Dinsmore (PI), E. Stenstrom, J. Kunstman, and **K. D. Vohs** (Is). Wright State University/Rike Consumer Research Foundation. Funding period 2015-2017, \$14,280.
- “Complementary Benefits of First- and Third-Person Perspectives for Self-Control,” E. J. Masicampo, S. Nichols, & **K. D. Vohs** (PIs). John Templeton Foundation. Funding period 2015-2017, \$201,491.
- “Cognitive and Self-Regulatory Mechanisms of Obesity Study (COSMOS)”. M Hawkins (PI), **K. D. Vohs** (Consultant). National Institute of Diabetes and Digestive and Kidney Diseases. Funding period 2015-2020. \$852,157 (Direct Costs).
- “Fighting Over-Indebtedness: Self-Regulation and the Consumer Environment.” M. Ferreira, PI, **K. D. Vohs**, co-I. Portuguese Science Foundation. Funding period 2015-2018. \$217,000 (Direct Costs).

- “Eat the Rich: On the moral motivation to punish the beneficiaries of inequality rather than help its victims.” Shariff, A., Aknin, L., Lee, K., & **K. D. Vohs** (PIs). Tobin Project on Inequality. Funding period 2016-2018. \$20,000.

Teaching Grants

- Teaching/Professional Development Grant. Office of the Dean, University of Minnesota Carlson School of Management (\$3,030). Funding period 2016-2017.

Conference Grants

- Emotion and Decision Making Conference. G. Loewenstein, R. F. Baumeister, and **K. D. Vohs** (PIs). University of California-Berkeley July 08 – 14, 2005. Sponsored by Russell Sage Foundation. (\$20,000).
- The Meaning of Money: State of the Field Conference. **K. D. Vohs** (PI). Russell Sage Foundation, Winter 2013. Sponsored by Russell Sage Foundation (\$16,000), Wells Fargo Bank (\$20,000), and the Carlson School of Management’s Institute for Research in Marketing (\$2,500).

Refereed Articles

1. **Vohs, K. D.**, Bardone, A.M., Joiner, T.E., Jr., Abramson, L.Y., & Heatherton, T.F. (1999). Perfectionism, perceived weight status, and self-esteem interact to predict bulimic symptoms: A model of bulimic symptom development. *Journal of Abnormal Psychology, 108*, 695-700.
2. **Vohs, K. D.**, & Heatherton, T.F. (2000). Self-regulatory failure: A resource-depletion approach. *Psychological Science, 11*, 249-254.
3. Heatherton, T.F., & **Vohs, K. D.** (2000). Interpersonal evaluations following threats to self: Role of self-esteem. *Journal of Personality and Social Psychology, 78*, 725-736.
4. Joiner, T.E., Jr., **Vohs, K. D.**, & Schmidt, N.B. (2000). Social appraisal as correlate, antecedent, and consequence of mental and physical health outcomes. *Journal of Social and Clinical Psychology, 19*, 336-351.
5. Joiner, T.E., Jr., **Vohs, K. D.**, & Heatherton T.F. (2000). Three studies on the factorial distinctiveness of binge eating and bulimic symptoms among non-clinical men and women. *International Journal of Eating Disorders, 27*, 198-205.
6. Bardone, A.M., **Vohs, K. D.**, Abramson, L.Y., Heatherton, T.F., & Joiner, T.E. (2000). The confluence of perfectionism, body dissatisfaction, and low self-esteem predicts bulimic symptoms: Clinical implications. *Behavior Therapy, 31*, 265-280.
7. **Vohs, K. D.**, & Heatherton, T.F. (2001). Self-esteem and threats to self: Implications for self-construals and interpersonal perceptions. *Journal of Personality and Social Psychology, 81*, 1103-1118.

8. Baumeister, R.F., Catanese, K., & **Vohs, K. D.** (2001). Is there a gender difference in strength of sex drive? Theoretical views, conceptual distinctions, and a review of relevant evidence. *Personality and Social Psychology Review*, 5, 242-273.
9. **Vohs, K. D.**, Heatherton, T.F., & Herrin, M. (2001). Disordered eating and the transition to college: A prospective study. *International Journal of Eating Disorders*, 29, 280-288.
10. Baumeister, R.F., Bratslavsky, E., Finkenauer, C., & **Vohs, K. D.** (2001). Bad is stronger than good. *Review of General Psychology*, 5, 323-370.
11. **Vohs, K. D.**, Voelz, Z.R., Pettit, J.W., Bardone, A.M., Katz, J., Abramson, L.Y., Heatherton, T.F., & Joiner, T.E., Jr. (2001). Perfectionism, body dissatisfaction, and self-esteem: An interactive model of bulimic symptom development. *Journal of Social and Clinical Psychology*, 20, 476-497.
12. Baumeister, R.F., & **Vohs, K. D.** (2002). The collective invention of language to access the universe of possible ideas. *Behavioral and Brain Sciences*, 25, 675-676.
13. **Vohs, K. D.**, & Schmeichel, B.J. (2003). Self-regulation and the extended now: Controlling the self alters the subjective experience of time. *Journal of Personality and Social Psychology*, 85, 217-230.
14. **Vohs, K. D.**, & Heatherton, T.F. (2003). The effects of self-esteem and ego threat on interpersonal appraisals of men and women: A naturalistic study. *Personality and Social Psychology Bulletin*, 29, 1407-1420.
15. Baumeister, R.F., Campbell, J.D., Krueger, J.I., & **Vohs, K. D.** (2003). Does high self-esteem cause better performance, interpersonal success, happiness, or healthier lifestyles? *Psychological Science in the Public Interest*, 4, 1-44.
16. Schmeichel, B.J., **Vohs, K. D.**, & Baumeister, R.F. (2003). Intellectual performance and ego depletion: Role of the self in logical reasoning and other information processing. *Journal of Personality and Social Psychology*, 85, 33-46.
17. Joiner, T.E., Jr., **Vohs, K. D.**, Katz, J., Kwon, P., & Kline, J.P. (2003). Excessive self-enhancement in roommate relationships: Her virtue is his vice? *Self and Identity*, 2, 21-30.
18. Joiner, T.E., Jr., **Vohs, K. D.**, Rudd, M.D., Schmidt, N.B., & Pettit, J.W. (2003). Problem-solving and cognitive scars in mood and anxiety disorders: The sting of mania. *Journal of Social and Clinical Psychology*, 22, 192-212.
19. Schuchardt, J., DeVaney, S., **Vohs, K. D.**, Faber, R.J., Gutter, M., & Finke, M. (2003). The economic and psychological determinants of household savings behavior. *Consumer Interests Annual*, 49, 230-231.

20. **Vohs, K. D.**, & Heatherton, T.F. (2004). Ego threat elicits different social comparison processes among high and low self-esteem people: Implications for interpersonal perceptions. *Social Cognition*, 22, 168–191.
21. Baumeister, R.F., Zhang, L., & **Vohs, K. D.** (2004). Gossip as cultural learning. *Review of General Psychology*, 8, 111-121.
22. Baumeister, R.F., & **Vohs, K. D.** (2004). Sexual economics: Sex as female resource for social exchange in heterosexual interactions. *Personality and Social Psychology Review*, 8, 339 – 363.
23. Baumeister, R.F., Campbell, J.D., Krueger, J.I., & **Vohs, K. D.** (2005). Exploding the self-esteem myth. *Scientific American*, 292, 84 – 91. Reprinted in *Scientific American Mind: Thought, ideas, brain science* (2005), Vol 16, No. 4, pp. 50-57.
24. **Vohs, K. D.**, Baumeister, R.F., & Ciarocco, N. (2005). Self-regulation and self-presentation: Regulatory resource depletion impairs impression management and effortful self-presentation depletes regulatory resources. *Journal of Personality and Social Psychology*, 88, 632 - 657.
25. Perez, M., **Vohs, K. D.**, & Joiner, T.E. (2005). Discrepancies between self- and other-esteem as correlates of aggression. *Journal of Social and Clinical Psychology*, 24, 607-620.
26. Wallace, H.M., **Vohs, K. D.**, & Baumeister, R.F. (2005). Audience support and choking under pressure: A home disadvantage? *Journal of Sports Sciences*, 23, 429-438.
27. Holt-Denoma, J.M., Gordon, K.H., Bardone, A.M., **Vohs, K. D.**, Abramson, L.Y., Heatherton, T.F., & Joiner, T.E. (2005). A test of an interactive model of bulimic symptomatology in adult women. *Behavioral Therapy*, 36, 311 – 321.
28. Heine, S. J., Proulx, T., & **Vohs, K. D.** (2006). Meaning maintenance model: On the coherence of social motivations. *Personality and Social Psychology Review*, 10, 88-110.
29. Bardone-Cone, A.M., Abramson, L.Y., **Vohs, K. D.**, Heatherton, T.F., & Joiner, T.E., Jr. (2006). Predicting bulimic symptoms: An interactive model of self-efficacy, perfectionism, and perceived weight status. *Behavior Research and Therapy*, 44, 27-42.
30. Bruyneel, S., Dewitte, S., **Vohs, K. D.**, & Warlop, L. (2006). Sweet instigator. Choosing increases susceptibility to affective product features. *International Journal of Research in Marketing*, 23, 215-225.
31. **Vohs, K. D.**, Mead, N. L., & Goode, M. R. (2006). The psychological consequences of money. *Science*, 314, 1154 - 1156.
32. **Vohs, K. D.** & Faber, R.J. (2007). Spent resources: Self-regulatory resource availability affects impulse buying. *Journal of Consumer Research*, 33, 537-547. This article was the most cited article one year later of those published in *JCR* in 2008.

33. Baumeister, R. F., **Vohs, K. D.**, DeWall, N., & Zhang, L. (2007). How emotion shapes behavior: Feedback, anticipation, and reflection, rather than direct causation. *Personality and Social Psychology Review, 11*, 167 - 203.
34. **Vohs, K. D.**, Baumeister, R. F., & Chin, J. (2007). Feeling duped: Emotional, motivational, and cognitive aspects of being exploited by others. *Review of General Psychology, 11*, 127 - 141.
35. Baumeister, R. F. & **Vohs, K. D.** (2007). Self-regulation, ego depletion, and motivation. *Social and Personality Psychology Compass, 1*, 115-128.
36. Baumeister, R. F., **Vohs, K. D.**, & Funder, D. C. (2007). Psychology as the science of self-reports and finger movements: Whatever happened to actual behavior? *Perspectives on Psychological Science, 2*, 396 - 403. REPRINTED IN. Agnew, C. R., Carlston, D. E., Graziano, W. G., & Kelly, J. R. (Eds.), *Then a miracle occurs: Focusing on behavior in social psychological theory and research* (pp. 12-27). New York: Oxford University Press.
37. Baumeister, R. F., **Vohs, K. D.** & Tice, D. M. (2007). The strength model of self-control. *Current Directions in Psychological Science, 16*, 351–355.
38. **Vohs, K. D.**, Baumeister, R. F., Schmeichel, B. J., Twenge, J. M., Nelson, N. M., & Tice, D. M. (2008). Making choices impairs subsequent self-control: A limited resource account of decision making, self-regulation, and active initiative. *Journal of Personality and Social Psychology, 94*, 883 - 898.
39. **Vohs, K. D.** & Schooler, J. W. (2008). The value of believing in free will: Encouraging a belief in determinism increases cheating. *Psychological Science, 19*, 49 - 54.
40. **Vohs, K. D.**, Mead, N. L., & Goode, M. R. (2008). Merely activating the concept of money changes personal and interpersonal behavior. *Current Directions in Psychological Science, 17*, 208 - 212.
41. Holm-Denoma, J.M., Joiner, T.E., **Vohs, K.D.**, & Heatherton, T.F. (2008). The 'freshman fifteen' (the freshman five actually): Predictors and possible explanations. *Health Psychology, 27*, S3 – S9.
42. Krueger, J. I., **Vohs, K. D.**, & Baumeister, R. F. (2008). The allure of self-esteem: A mirage after all? *American Psychologist, 63*, 64-65.
43. Janssen, L., Fennis, B. M., Pruyn, A. Th. H., & **Vohs, K. D.** (2008). The role of regulatory resource depletion in the effectiveness of social influence techniques. *Journal of Business Research, 61*, 1041-1045.

44. DeWall, C. N., Baumeister, R.F., & **Vohs, K. D.** (2008). Satiated with belongingness? Effects of acceptance, rejection, and task framing on self-regulatory performance. *Journal of Personality and Social Psychology*, *95*, 1367-1382.
45. Cain, A.S., Bardone-Cone, A.M., Abramson, L.Y., **Vohs, K.D.**, & Joiner, Jr., T.E. (2008). Refining the relationships of perfectionism, self-efficacy, and stress to dieting and binge eating: Examining the appearance, interpersonal, and academic domains. *International Journal of Eating Disorders*, *41*, 713 - 721.
46. Fennis, B. M., Janssen, L., & **Vohs, K. D.** (2009). Acts of benevolence: A limited-resource account of compliance with charitable requests. *Journal of Consumer Research*, *35*, 906 - 924.
47. Schmeichel, B. J. & **Vohs, K.** (2009). Self-affirmation and self-control: Affirming core values counteracts ego depletion. *Journal of Personality and Social Psychology*, *96*, 770-782.
48. Zhou, X. **Vohs, K. D.**, & Baumeister, R. F.* (2009). The symbolic power of money: Reminders of money alter social distress and physical pain. *Psychological Science*, *20*, 700-706. *Authorship input equal.
49. Fennis, B.M., Janssen, L., & **Vohs, K.D.** (2009). Impaired self-control can promote prosocial and health-fostering behavior. *Psychology and Health*, *24*, 25.
50. Dahl, D., Sengupta, J., & **Vohs, K. D.*** (2009). Sex in advertising: Gender differences and the role of relationship commitment. *Journal of Consumer Research*, *36*, 215 - 231. *Authorship input equal. REPRINTED IN, Recherche et Applications en Marketing, Journal of the French Marketing Association, 2010, 25.
51. Cain, A.S., Bardone-Cone, A.M., Abramson, L.Y., **Vohs, K.D.**, & Joiner, Jr., T.E. (2010). Prospectively predicting dietary restraint: The role of interpersonal self-efficacy, weight/shape self-efficacy, and interpersonal stress. *International Journal of Eating Disorders*, *43*, 505-512.
52. Stillman, T. F., Baumeister, R. F., **Vohs, K. D.**, Lambert, N. M., Fincham, F. D., & Brewer, L. E. (2010). Personal philosophy and personnel achievement: Belief in free will predicts better job performance. *Social Psychological and Personality Science*, *1*, 43-50.
53. Harakeh, Z., Engels, R. M., van Baaren, R. Sargent, J. D., & **Vohs, K. D.** (2010). Exposure to movie smoking, antismoking ads, and smoking intensity: An experimental study with a factorial design. *Tobacco Control*, *19*, 185 - 190.
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Invited Articles

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91. Baumeister, R. F., Maxwell, J. A., Thomas, G. P., & **Vohs, K. D.** (in press). The mask of love and sexual gullibility. In J. Forgas & R. F. Baumeister (Eds.), *The psychology of gullibility*, New York: Routledge Press.

Books

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3. Baumeister, R. F. & **Vohs K. D.** (2007). *Encyclopedia of Social Psychology*. Thousand Oaks, CA: Sage.
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Other Scholarly Publications

Vohs, K. D. (2002). *Test item file to accompany psychological science* (M.S. Gazzaniga & T.F. Heatherton, textbook authors; 1st edition), Norton.

Vohs, K. D. (2002). *Test item file to accompany social psychology* (S.L. Franzoi, textbook author; 3rd edition), McGraw Hill.

Journal Editorships

Vohs, K. D. & Baumeister, R. F. (2007). Emotion and decision making: Special issue. *Review of General Psychology*.

Baumeister, R. F. & **Vohs, K. D.** (2016). The science of prospection: Special issue. *Review of General Psychology*.

Conference Organizer

Vohs, K. D. & R. F. Baumeister (July 2005). *Emotion and Decision Making Conference*. University of California-Berkeley. Sponsored by Russell Sage Foundation and UC-Berkeley's XLab.

Wolford II, G. L. & **Vohs, K. D.** (June 2007). Summer institute for informed patient choice. Dartmouth College/Center for Evaluative Clinical Sciences, Dartmouth Medical School.

Vohs, K. D. & Baumeister, R. F. (January 2014). *Meaning of money*. Russell Sage Foundation, New York City.

Baumeister, R. F. & **Vohs, K. D.** (October 2014). *Science of prospection*. Sponsored by John Templeton Foundation. Barcelona.

Vohs, K. D. (May 2015). Association for Psychological Science Annual Convention, social area program chair. New York City. 5,000 Attendees.

Baumeister, R. F. & **Vohs, K. D.** (April 2016). *Meaning of meaning*. Sponsored by John Templeton Foundation. Barcelona.

Vohs, K. D. (May 2016). Association for Psychological Science Annual Convention, social area program chair. Chicago. 4,400 Attendees.

Vohs, K. D. (May 2017). Association for Psychological Science Annual Convention, social area program chair. Boston.

Competitive Presentations

1. Heatherton, T.F., & **Vohs, K. D.** (October 1997). Do we really love those who love themselves? New England Social Psychological Association, Williams College, Williamstown, MA.
2. Heatherton, T.F., & **Vohs, K. D.** (October 1997). The exhausted executor gives into temptation. Society of Experimental Social Psychology, Toronto, Ont.
3. Heatherton, T.F., & **Vohs, K. D.** (May 1998). The exhausted executor gives into temptation. American Psychological Society, Washington, DC.
4. Joiner, T.E., Jr., **Vohs, K. D.**, Bardone, A.M., Abramson, L.Y., & Heatherton, T.F. (November 1998). Perfectionism, perceived weight status, and self-esteem: Predicting bulimic symptoms. Society for Psychopathology Research, Boston, MA.
5. **Vohs, K. D.**, Joiner, T.E., Jr., Bardone, A.M., & Abramson, L.Y. (February 2000). Predicting bulimic symptoms from perfectionism, perceived weight status, and self-esteem. Society for Personality and Social Psychology, Nashville, TN.
6. **Vohs, K. D.**, & Heatherton, T.F. (February 2001). The transition to college and disordered eating patterns: A longitudinal study. Society for Personality and Social Psychology, San Antonio, TX.
7. Joiner, T.E., Perez, M., **Vohs, K. D.**, Voelz, Z., Pettit, J., Bardone, A., Katz, J., Abramson, L., & Heatherton, T.F. (February 2001). Perfectionism, body dissatisfaction, and self-esteem: An interactive model of bulimic symptom development. Society for Personality and Social Psychology, San Antonio, TX.
8. Abramson, L., Bardone, A., **Vohs, K. D.**, Joiner, T., & Heatherton, T.F. (February 2001). An interactive model of perfectionism, perceived weight status, and self-efficacy in the prediction of bulimic symptoms. Society for Personality and Social Psychology, San Antonio, TX.
9. Schmeichel, B.J., & **Vohs, K. D.** (May 2001). Self-regulation and subjective time experience. Midwestern Psychological Association, Chicago, IL.
10. Baumeister, R.F., & **Vohs, K. D.** (May 2001). Self-regulation and intertemporal choice. Intertemporal Choice Meeting, New York City, NY.
11. **Vohs, K. D.** (June 2001). Nonconscious self-regulation: A resource depletion approach. American Psychological Society, Toronto, ONT.

12. **Vohs, K. D.**, & Heatherton, T.F. (October 2001). Self-esteem, self-construals, and interpersonal functioning: High and low self-esteem people self-protect differently against threat. Society of Experimental Social Psychology, Spokane, Wash.
13. **Vohs, K. D.**, & Heatherton, T.F. (February 2002). Self-esteem, self-construals, and interpersonal functioning: High and low self-esteem people self-protect differently against threat. Society of Personality and Social Psychology, Savannah, GA. (also symposium chair and organizer)
14. **Vohs, K. D.**, & Heatherton, T.F. (June 2002). Self-esteem, self-construals, and interpersonal functioning: Differences in how high and low self-esteem people cope with threat. European Association for Experimental Social Psychology, San Sebastian, Spain.
15. **Vohs, K. D.**, & Faber, R. (October 2002). Self-regulation and impulsive spending patterns. Association for Consumer Research, Atlanta, GA.
16. **Vohs, K. D.**, & Schmeichel, B.J. (October 2002). Self-regulation and the subjective experience of time. Self Preconference at Society for Experimental Social Psychology, Columbus, OH.
17. **Vohs, K. D.** & Schmeichel, B.J. (January 2003). Self-regulation and the subjective experience of time: Time crawls when you're self-regulating. Social Psychology Winter Conference, Park City, UT.
18. **Vohs, K. D.**, Ciarocco, N.J., & Baumeister, R.F. (February 2003). Self-regulation and impression management: A resource-depletion account. Self Preconference at Society for Personality and Social Psychology, Los Angeles, CA.
19. **Vohs, K. D.**, & Schmeichel, B.J. (February 2003). Self-regulation and the subjective experience of time. Society for Personality and Social Psychology, Los Angeles, CA. (also symposium chair and organizer)
20. Baumeister, R.F., & **Vohs, K. D.** (November 2003). Decision fatigue: Making choices consumes a limited resource. Society for Judgment and Decision Making, Vancouver, BC.
21. **Vohs, K. D.** (January 2004). The health of romantic relationships relies on self-regulation. Society for Personality and Social Psychology, Austin, TX. (also symposium chair and organizer)
22. **Vohs, K. D.**, (February 2004). Do we love those who love themselves? American Association for the Advancement of Science, Seattle, WA.
23. **Vohs, K. D.**, Baumeister, R.F., & Faber, R.J. (November 2004). Making choices impairs subsequent self-regulation: Evidence of a decision-fatigue effect. Society for Judgment and Decision Making, Minneapolis, MN.

24. **Vohs, K. D.** (January 2005). Self-presentation and self-regulation: Presenting oneself effectively consumes self-regulatory resources. Winter Conference in Social Psychology, Park City, Utah.
25. **Vohs, K. D.,** Baumeister, R.F., Twenge, J., Schmeichel, B., & Tice, D. (January 2005). Decision fatigue: Making choices consumes a limited resource. Society for Personality and Social Psychology, New Orleans, LA.
26. **Vohs, K. D.** (March 2005). Self-esteem, threat, and interpersonal perceptions: Using the interpersonal context to change feelings about the self. 8th Annual Sydney Symposium of Social Psychology (“Hearts and Minds”), Sydney, New South Wales.
27. DeWall, C. N., **Vohs, K. D.,** & Baumeister, R. F. (May 2005). Recovering from rejection: Undoing the self-regulation deficits stemming from social exclusion. Annual Meeting of the Midwestern Psychological Association. Chicago, IL.
28. **Vohs, K. D.,** Mead N. L., Schmeichel, B., & Bruyneel, S. (October 2005). Self-regulatory resource depletion makes people more extreme in their emotions and judgments: A possible mechanism for depletion. Association for Consumer Research. San Antonio, Tx.
29. **Vohs, K. D.** & Crocker, J. (November 2005). Two faces of choice. Society for Judgment and Decision Making. Toronto ONT, Canada.
30. **Vohs, K. D.** (January 2006). Nonconscious and conscious self-regulation and the depletion of self-regulatory resources. Society for Personality and Social Psychology, Palm Springs, CA.
31. **Vohs, K. D.** & Faber, R. (February 2006). Spent resources: A loss of self-regulatory resources leads to impulsive spending. Society for Consumer Psychology, Miami, FL (Carnival Cruise Lines).
32. **Vohs, K. D.,** Mead N., Schmeichel, B., & Bruyneel, S. (February 2006). Self-regulatory resource depletion leads to more extreme emotions and judgments. Society for Consumer Psychology, Miami, FL (Carnival Cruise Lines).
33. **Vohs, K. D.** (May 2006). Making choices impairs self-regulation: A limited-resource approach. Association for Psychological Science, New York.
34. **Vohs, K. D.** & Kim, J. (September 2006). The bidirectional nature of making choices and self-regulation. Association for Consumer Research, Orlando, FL.
35. **Vohs, K. D.** & Gailliot M. (September 2006). A loss of self-regulatory resources makes people passive. Association for Consumer Research, Orlando, FL.

36. Baumeister, R. F. & **Vohs, K. D.** (January 2007). Beyond the Group Self: Do Groups Promote Differentiated Selves? Annual Meeting of Society for Personality and Social Psychology, Memphis TN. (Vohs chaired the session.)
37. **Vohs, K. D.** (June 2007). Money changes personal and interpersonal behavior. Fundamental Dimensions of Social Judgment meeting, Namur, Belgium.
38. **Vohs, K. D.** (July 2007). Who will develop overspending problems? A tripartite model of compulsive spending. Transformative Consumer Research conference, Tuck School of Business, Dartmouth College, Hanover NH.
39. **Vohs, K. D.** (October 2007). How money transforms social relations, Society for Experimental Social Psychology, Chicago IL.
40. **Vohs, K. D.**, Mead, N. L., & Goode, M. (October 2007). Money changes the self. Association for Consumer Research, Memphis TN. (Vohs chaired the session.)
41. **Vohs, K. D.** (October 2007). Self-regulation over long periods of time: Practicing a controlled activity reduces depletion of self-regulatory resources. Association for Consumer Research, Memphis TN.
42. **Vohs, K. D.**, Finkenauer, C., & Burger, N. (October 2007). Sexual behavior as predicted by a social exchange model: Three tests of sexual economics. Association for Consumer Research, Memphis TN.
43. Mead, N L., **Vohs, K. D.**, Baumeister, R. F., & Rawn, C. D. (October 2007). Reconnection through consumption: Socially excluded people adapt consumption patterns to serve affiliation needs. Association for Consumer Research, Memphis TN.
44. **Vohs, K. D.**, Fennis, B., & Janssen, L. (January 2008). A resource depletion account of social influence techniques. Winter Conference in Social Psychology, Park City, Utah.
45. **Vohs, K. D.** (January 2008). Self-regulation and selfishness. Kurt Lewin Institute Workshop, Radboud University, Nijmegen, NL.
46. **Vohs, K. D.** (January 2008). Self-regulation and selfishness. Kurt Lewin Institute Workshop, Radboud University, Nijmegen, NL.
47. Baumeister, R. F., **Vohs, K. D.**, DeWall, C. N., & Zhang, L. (February 2008). Does emotion cause behavior, or vice versa? A radical new theory of emotion. Society for Personality and Social Psychology Annual Meeting, Albuquerque, New Mexico. (**Vohs** chaired the session.)
48. **Vohs, K. D.** (June 2008). Self-regulation and impression management: A resource depletion account. European Association for Experimental Social Psychology, Opatija, Croatia.

49. **Vohs, K. D.** & Baumeister, R. F. (June 2008). Effects of power on self-control. European Association for Experimental Social Psychology, Opatija, Croatia.
50. **Vohs, K. D.**, Mead, N. L., & Schmeichel, B. J. (July 2008). Self-regulatory resource depletion makes people feel things more: A possible mechanism for self-regulatory resource depletion. International Congress for Psychology, Berlin, Germany.
51. **Vohs, K. D.**, Fennis, B., & Janssen, L. (October 2008). Why do people fall prey to social influence techniques? A limited-resource account of compliance. Association for Consumer Research, San Francisco, CA.
52. **Vohs, K. D.**, Rawn, C. D., & Nelson, N. M. (October 2008). Why do choices tax self-regulatory resources? Three tests of candidates to explain decision fatigue. Association for Consumer Research, San Francisco, CA.
53. Caruso, E., Mead, N. M., & **Vohs, K. D.** (October 2008). There's no "you" in money: Thinking of money increases egocentrism. Association for Consumer Research, San Francisco, CA.
54. Fransen, M., Fennis, B., & **Vohs, K. D.** (October 2008). "Fit for charity": The moderating role of private self-focus in the persuasiveness of regulatory fit. Association for Consumer Research, San Francisco, CA.
55. **Vohs, K. D.**, Amir, O., & Dhar, R. (November 2008). A breakdown of executive control leads to risk seeking. Society for Judgment and Decision Making Annual Conference, Chicago, IL.
56. **Vohs, K. D.**, Hamilton, R., Sellier, A.L., & Meyvis, T (January 2009). The cost of being of two minds: Switching mindsets exhausts self-regulatory resources. Association for Consumer Research - Asia, Hyderabad, India.
57. **Vohs, K. D.**, Dahl, D., & Sengupta, J. (February 2009). When will women tolerate gratuitous sexual images? Society for Personality and Social Psychology, Tampa FL. (Vohs chaired the session.)
58. **Vohs, K. D.**, Fennis, B., & Janssen, L. (February 2009). Why do people fall prey to social influence techniques? a limited-resource account of compliance. Society for Consumer Psychology, San Diego, CA. (Vohs chaired the session.)
59. **Vohs, K. D.**, Amir, O., & Dhar, R. (February 2009). Self-regulatory resource depletion and risk aversion. Society for Consumer Psychology, San Diego, CA.
60. Hedgcock, W. M., **Vohs, K. D.**, Rao, A. (September 2009). Neurological correlates of diminished self-control. Neuroeconomics, Evanston, IL.

61. **Vohs, K. D.** (October 2009). Small reminders of money alter pain perceptions. Society for Medical Decision Making, Hollywood, CA.
62. **Vohs, K. D.** (October 2009). Social rejection, physical pain, and desire for money. Association for Consumer Research, Pittsburgh, PA.
63. Mead, N. L., **Vohs, K. D.**, Savani, K., Stillman, T. F., Baumeister, R. F. (October 2009). Reminders of money weaken sociomoral responses. Association for Consumer Research, Pittsburgh, PA.
64. **Vohs, K. D.**, Zhou, X., & Baumeister, R. F. (January 2010). Money reminders affect social and physical pain. Society for Personality and Social Psychology, Las Vegas. (Vohs co-chaired the session.)
65. Schmeichel, B. J. & **Vohs, K. D.** (January 2010). Low levels of construal and ego depletion can improve self-control. Society for Personality and Social Psychology, Las Vegas.
66. **Vohs, K. D.**, Zhou, X., & Baumeister, R. F. (June 2010). Money is more than a financial resource: Merely thinking about money lessens pain. European Marketing Academy (EMAC), Copenhagen, Denmark.
67. Yzer, M., **Vohs, K. D.**, Luciana, M., Faber, R., Cuthbert, B., & MacDonald, A. (June 2010). Affective antecedents of the perceived effectiveness of antidrug advertisements: an analysis of adolescents, momentary and retrospective evaluations. International Communication Association's Matters of Communication: Political, Cultural and Technological Challenges. Singapore.
68. **Vohs, K. D.**, Baumeister, R. F., & Masicampo, E. J. (October 2010). Does consciousness cause behavior? Society for Experimental Social Psychology annual meeting. Minneapolis MN. (Vohs chaired the session.)
69. **Vohs, K. D.** & Converse, B. A. (October 2010). On ignorance and confusion in goal pursuit. Society for Experimental Social Psychology annual meeting. Minneapolis MN. (Vohs chaired the session.)
70. Paharia, N., Deshpandé, R., **Vohs, K. D.** (October 2010). Sweatshop labor is wrong unless the jeans are really cute: Motivated moral disengagement. Association for Consumer Research annual meeting, Jacksonville, FL.
71. Mead, N. L., Baumeister, R. F., **Vohs, K. D.**, Stillman, T. F., & Rawn, C. D. (October 2010). Does a broken heart lead to an empty wallet? Exclusion increases willingness to pay for unappealing and illegal products. Association for Consumer Research annual meeting, Jacksonville, FL.

72. Sundie, J., **Vohs, K. D.**, Griskevicius, V. (October 2010). Peacocks, Porsches and Thorstein Veblen: Conspicuous consumption as a mating signaling system. Association for Consumer Research annual meeting, Jacksonville, FL.
73. Aaker, J., **Vohs, K. D.**, & Mogilner, C. (October 2010). Non-profits are seen as warm and for-profits as competent: Firm stereotypes matter. Association for Consumer Research annual meeting. Jacksonville, FL.
74. **Vohs, K. D.**, Finkenauer, C., & Baumeister, R. B. (January 2011). The sum of friends' and lovers' self-control scores predicts relationship quality. Society for Personality and Social Psychology annual meeting, San Antonio TX. (Vohs co-chaired the session.)
75. **Vohs, K. D.** (June 2011). The psychology of money. International Conference on Behavioral Decision Making, Herzliya, Israel.
76. Hofmann, W., **Vohs, K. D.**, & Baumeister, R. F. (October 2011). Everyday temptations: An experience sampling study on how people control their desires. Association for Consumer Research Annual Conference, St. Louis, MO. (Vohs chaired the session.)
77. Lasaleta, J., **Vohs, K. D.**, & Sedikides, C. (October 2011). Nostalgia weakens the desire for money. Association for Consumer Research Annual Conference, St. Louis, MO.
78. **Vohs, K. D.**, Baumeister, R. F., Mead, N. L., Ramanathan, S., & Schmeichel, B. J. (October 2011). Engaging in self-control intensifies desires and feelings. Association for Consumer Research Annual Conference, St. Louis, MO. (Vohs chaired the session.)
79. **Vohs, K. D.** & Akpınar, E. (October 2011). Can religion and money substitute for each other? Association for Consumer Research Annual Conference, St. Louis, MO.
80. **Vohs, K. D.** (January 2012). Money talks! Competitive presentation at Society for Personality and Social Psychology Annual Meeting, San Diego. (Vohs chaired the session.)
81. **Vohs, K. D.** & Baumeister, R. F. (January 2012). A rollercoaster named desire: The interplay of motivation and self-regulation. Session organized at the Society for Personality and Social Psychology Annual Meeting, San Diego.
82. Hofmann, W., **Vohs, K. D.**, & Baumeister, R. F. (January 2012). Getting beeped with the hand in the cookie jar: Sampling desire, conflict, and self-control in everyday life. Competitive presentation at Society for Personality and Social Psychology Annual Meeting, San Diego. (Vohs chaired the session.)
83. Baumeister, R. F., **Vohs, K. D.**, Mead, N. L., Ramanathan, S., Hofmann, W., & Schmeichel, B. J. (January 2012). What depletion feels like: All desires and urges are amplified. Competitive presentation at Society for Personality and Social Psychology Annual Meeting, San Diego. (Vohs chaired the session.)

84. **Vohs, K. D.**, Hofmann, W. & Baumeister, R. F. (May 2012). Getting beeped with the hand in the cookie jar: Sampling desire, conflict, and self-control in everyday life. Competitive presentation at Association for Psychological Science Annual Meeting, Chicago. (Vohs chaired the session.)
85. Baumeister, R. F., **Vohs K. D.**, Mead, N. L., Ramanathan, S., Hofmann, W., & Schmeichel, B. J. (May 2012). What depletion feels like: All desires and urges are amplified. Competitive presentation at Association for Psychological Science Annual Meeting, Chicago. (Vohs chaired the session.)
86. **Vohs, K. D.**, Mogilner, C., Newman, G., & Aaker, J. (October 2012), Reminders of money focus people on what's functional. Association for Consumer Research Annual Conference, Vancouver, BC. (Vohs co-chaired the session.)
87. **Vohs, K. D.**, Yang, Q. Wu, X., Mead, N. L., & Baumeister, R. F. (October 2012). Clean and dirty money produce wildly different effects on behavior. Association for Consumer Research Annual Conference, Vancouver, BC. (Vohs co-chaired the session.)
88. Sarial-Abi, G. & **Vohs, K. D.** (October 2012). The mere presence of money motivates goal achievement. Association for Consumer Research Annual Conference, Vancouver, BC.
89. **Vohs, K. D.**, Baumeister, R. F., Schmeichel, B. J. (October 2012). Motivation, personal beliefs, and limited resources all contribute to self-control. Association for Consumer Research Annual Conference, Vancouver, BC. (Vohs co-chaired the session.)
90. **Vohs, K. D.**, Wang, Y., Gino, F., & Norton, M. (October 2012). Rituals enhance the experience of consumption. Association for Consumer Research Annual Conference, Vancouver, BC. (Vohs chaired the session.)
91. **Vohs, K. D.** & Fennis, B. (October 2012). Are the rich or poor the more generous ones? It depends on the way the appeal is framed. Association for Consumer Research Annual Conference, Vancouver, BC.
92. Trendel, O., Mazodier, M., & **Vohs, K. D.** (October 2012). Pictures versus words in changing implicit attitudes in ambush marketing disclosure: the role of valence of mental images. Association for Consumer Research Annual Conference, Vancouver, BC.
93. **Vohs, K. D.** (January 2013). Motivation, personal beliefs, and limited resources all contribute to self-control. Lay Theory Preconference Society for Personality and Social Psychology annual meeting, New Orleans LA. (Vohs co-organized the session.)
94. **Vohs, K. D.** (January 2013). Self-regulatory resource depletion amplifies feelings and urges. Self-Regulation Preconference Society for Personality and Social Psychology annual meeting, New Orleans LA. (Vohs co-organized the session.)

95. **Vohs, K. D.** (January 2013). What's really the difference between a happy life and a meaningful life? Society for Personality and Social Psychology annual meeting, New Orleans LA. (Vohs co-organized the session.)
96. Masicampo, E. J. & **Vohs, K. D.** (January 2013). Making plans helps goal attainment - But how? Mental simulations are the key. Society for Personality and Social Psychology annual meeting, New Orleans LA. (Vohs co-organized the session.)
97. Hedgcock, W. M. & **Vohs, K. D.** (January 2013). Reducing self-control depletion effects through enhanced sensitivity to implementation: Evidence from fMRI and behavioral studies. Society for Personality and Social Psychology annual meeting, New Orleans LA. (Vohs co-organized the session.)
98. Schooler, J. W., & **Vohs, K. D.** (January 2013). Why does discrediting free will affect behavior? Society for Personality and Social Psychology annual meeting, New Orleans LA.
99. **Vohs, K. D.** (May 2013). Money reminders kick people into functionality mode, making them more and less concerned with others. Association for Psychological Science, Washington DC. Vohs chaired the session.
100. Park, J. K., & **Vohs, K. D.** (October 2013). Effects of Self-Affirmation on the Personal Self & the Interpersonal Self Association for Consumer Research North American Conference, Chicago IL. (Vohs co-chaired the session.)
101. Park, J. K., & **Vohs, K. D.** (October 2013). Self-Affirmation has the Power to Offset the Harmful Effects of Money Reminders, Association for Consumer Research North American Conference, Chicago IL.
102. **Vohs, K. D.** (October 2013). Changing the Way We Think About Consumer Financial Decision-Making: Bridging Theory, Practice, & Relevance in Household Financial Decision-Making, Association for Consumer Research North American Conference, Chicago IL.
103. Ramanathan, S. & **Vohs, K. D.** (October 2013). How do Friends & Strangers Interpret Shared Experiences? Synchrony as Relationship-Bolstering or Experience-Heightening, Association for Consumer Research North American Conference, Chicago IL.
104. Torelli, C. & **Vohs, K. D.** (October 2013). Sex as Power: Attractive Women Link Sexuality & Power for Personal Gain, Association for Consumer Research North American Conference, Chicago IL.
105. **Vohs, K. D.** (October 2013). Mechanical Turk 2.0: Issues, Limitations, & Solutions for Collecting Data in a Mechanical World, Association for Consumer Research North American Conference, Chicago IL.

106. Olson, N. & **Vohs, K. D.** (October 2013). Choices & the Self from Cognition to Motivation to Physical Expression, Association for Consumer Research North American Conference, Chicago IL. (Vohs co-chaired this session.)
107. Olson, N. & **Vohs, K. D.** (October 2013). Thinking That Choices Reflect the Self Leads to Maximizing Behavior, Association for Consumer Research North American Conference, Chicago IL.
108. Goodman, J. & **Vohs, K. D.** (October 2013). One of Each: Variety Seeking to Avoid Choice Difficulty, Association for Consumer Research North American Conference, Chicago IL.
109. Shah, A. & **Vohs, K. D.** (October 2013). Beyond Reciprocity: Examining the Interplay Between Money & Relationships, Association for Consumer Research North American Conference, Chicago IL. (Vohs co-chaired this session.)
110. **Vohs, K. D.** (October 2013). With Friends Like These Who Needs Money? Three Tests of the Substitutability Hypothesis of Money & Social Support, Association for Consumer Research North American Conference, Chicago IL.
111. **Vohs, K. D.** (October 2013). Mere Exposure to Money Motivates Goal Attainment, Association for Consumer Research North American Conference, Chicago IL.
112. **Vohs, K. D.** (October 2013). Consumption Addiction: A Research Agenda of the Progression from Adaptive to Maladaptive Categories of Consumption Behaviors, Association for Consumer Research North American Conference, Chicago IL.
113. **Vohs, K. D.** & Zemack-Rugar, Y. (October 2013). Exploring the Self in Self-Regulation: Unexpected Impacts on Goal Engagement, Association for Consumer Research North American Conference, Chicago IL. (Vohs co-chaired this session.)
114. Mead, N. L. & **Vohs, K. D.** (October 2013). Monetary Cues Alter Interpersonal Harmony Because They Activate an Exchange-Oriented Association for Consumer Research North American Conference, Chicago IL.
115. Park, J. K. & **Vohs, K. D.** (October 2013). Self-Affirmation Can Enable Goal Disengagement, Association for Consumer Research North American Conference, Chicago IL.
116. **Vohs, K. D.** (February 2014). Everything You Always Wanted to Know About Self-Affirmation But Were Afraid to Ask: How Does It Work? Is It Always Good? & Why Should I Care? Society for Personality & Social Psychology, Austin TX. (Vohs chaired this session.)

117. **Vohs, K. D.** (February 2014). Rituals Make Life Better – By Enhancing Consumption, Communicating Social Norms, Treating Illness, & Relieving Grief, Society for Personality & Social Psychology, Austin TX. (Vohs chaired this session.)
118. **Vohs, K. D.** (February 2014). Like Water for the Fish: Features of the Environment Produce Big Effects on Cooperation, Attention, Self-Control & even Creativity Society for Personality & Social Psychology, Austin TX. (Vohs chaired this session.)
119. Wang, Y., & **Vohs, K. D.** (March 2014). Rituals enhance consumption. Society for Consumer Psychology annual meeting, Miami, FL.
120. Ward, M. K. & **Vohs, K. D.** (March 2014). Searching for meaning in a secondhand store: How consumption of vintage products offers personal meaning. Society for Consumer Psychology annual meeting, Miami, FL.
121. Ward, M. K. & **Vohs, K. D.** (March 2014). And now for something completely different: The meaning of life. Society for Consumer Psychology annual meeting, Miami, FL. (Ward and Vohs chaired the session.)
122. Kim, S., Yzer, M., MacDonald, A., & **Vohs, K. D.** (April 2014). Convincing Health Messages Reduce Effects of Psychological Reactance, Kentucky Conference on Health Communication. Lexington KY.
123. **Vohs, K. D.** (May 2014). You could be more creative: Four commonplace (but unexpected) factors that affect innovative and fresh creations. Association for Psychological Science, San Francisco. Vohs chaired the session.
124. **Vohs, K. D.**, Redden J. R., & Rahinel, R. (May 2014). Physical order and disorder: Healthy choices and doing what's expected versus creative outputs and preferring what's new. Association for Psychological Science, San Francisco. Vohs chaired the session.
125. **Vohs, K. D.**, Caruso, E., Waytz, A., Mogilner, C., Newman, G., & Aaker, J. (June 2014). Mere exposure to money increases support for free market systems and decreases concern for the socially disadvantaged: A functionality approach. International Society of Justice Research, New York, NY.
126. Morry, M. M., **Vohs, K. D.**, & Sucharyna, T. A. (July 2014). The interpersonal distancing effects of money: Distancing the dating partner or a stranger. International Association for Relationship Research, Melbourne.
127. **Vohs, K. D.**, Baumeister, R.F., & Alquist, J. (July 2014). The illusion of learning. Behavioral Decision Research in Management, London.
128. Wen Wan, E., Chen, Z. & **Vohs, K. D.** (October 2014). Socially excluded people value money for what it can do for them — restore belongingness or control. Association for Consumer Research North American Conference, Baltimore, MD.

129. Merdin, E., Abi, G. S., Canli, Z. G., & **Vohs, K. D.** (October 2014). Evaluations of iconic versus genuine experiences depend on attitude functions. Association for Consumer Research North American Conference, Baltimore, MD.
130. Polman, E. & **Vohs, K. D.** (October 2014). When choosing for others is more fun (and less depleting) than choosing for the self. Association for Consumer Research North American Conference, Baltimore, MD.
131. Wang, Y. & **Vohs, K. D.** (October 2014). Negative moods spur effortful attainment: A mood improvement strategy. Association for Consumer Research North American Conference, Baltimore, MD.
132. Baumeister, R. F., **Vohs, K. D.**, & Hofmann, W. (February 2015). What were you thinking? Past, present, and future in a random sample of everyday thoughts. Society for Personality & Social Psychology, Long Beach, CA.
133. Wang, Y. & **Vohs, K. D.** (February 2015). Who says bad moods always lead to self-control failure? Goal attainment cures a bad mood but people don't know it. Society for Personality & Social Psychology, Long Beach, CA. Vohs chaired the session.
134. Shariff, A., Greene, J., Karremans, J., Luguri, J., Clark, C., Schooler, J., Baumeister, R. & **Vohs, K. D.** (February 2015). The double-edged future of a world without free will. Society for Personality & Social Psychology, Long Beach, CA. Vohs chaired the session.
135. **Vohs, K. D.**, Gasiorowska, A., Zaleskiewicz, T., Wygrab, S., & Chaplin, L. (February 2015). Don't show them the money?: Kids from a former communist and a highly capitalistic culture get better at personal goals but worse at generosity after handling money. Society for Personality & Social Psychology, Long Beach, CA. Vohs co-chaired the session.
136. **Vohs, K. D.** (May 2015). Everyday temptations: An experience sampling study of people and their desires. Motivation Science Interdisciplinary Conference, Columbia University, New York City.
137. **Vohs, K. D.** (June 2015). Depletion intensifies urges and feelings. University of Cologne, social and economics colloquium, Cologne, Germany.
138. **Vohs, K. D.** (June 2015). The idea of money changes people's behavior. Google SciFoo unconference, Mountain View, CA.
139. **Vohs, K. D.**, van den Bos, K., Reinhard, M-A., & Müller, P. A. (September 2015). The uncertain self is good at detecting lies: The influence of personal uncertainty on the process of deception detection. Society for Experimental Social Psychology's annual meeting, Denver, CO. Vohs co-chaired the session.

140. Rudd, M., **Vohs, K. D.** (October 2015). Awe enhances openness to learning and experiential creation. Association for Consumer Research's annual meeting, New Orleans, LA.
141. **Vohs, K. D.**, Sarial-Abi, G., Ulqinaku, A., & Hamilton, R. (October 2015). Reminders of death stimulate intertemporal connections and a preference for vintage. Association for Consumer Research's annual meeting, New Orleans, LA.
142. **Vohs, K. D.** (November 2015). The illusion of learning. Society for Judgment and Decision Making's annual meeting, Chicago, IL.
143. **Vohs, K. D.** (May 2016). When choosing for others is less depleting (and more fun) than choosing for the self. Society for the Science of Motivation, Chicago, IL
144. Knobe, J., Grossmann, I., **Vohs, K. D.**, & Baumeister, R. F. (August 2016). Fresh looks at classic perspectives: Social dimensions of essentialism, reasoning, mental time travel, and consciousness. International Conference on Thinking, Providence RI. (Vohs organized and chaired the session.)
145. **Vohs, K.D.**, Baumeister, R.F., Hofmann, W., Summerville, A., Reiss, P. (August 2016). What were you thinking? Past, present, and future in a random sample of everyday thoughts. International Conference on Thinking, Providence RI. (Vohs organized and chaired the session.)
146. **Vohs, K.D.** (October 2016). With friends like these, who needs money? Feeling socially supported weakens the desire for money. Annual meeting of the Society of Experimental and Social Psychology, Santa Monica, CA. (Vohs chaired the session.)
147. **Vohs, K. D.** (October 2016). Belief in free will predicts tolerance of unethical behavior, desire to see criminals punished, and addictive tendencies: Data from large-scale, multi-country studies and experiments. Annual meeting of the Society of Experimental and Social Psychology, Santa Monica CA.
148. **Vohs, K.D.**, ten Brinke, L., & Carney, D.R. (November 2016). Can ordinary people detect deception after all? Society for Judgement and Decision Making Annual Conference, Boston, MA.
149. **Vohs, K.D.**, ten Brinke, L., & Carney, D.R. (January 2017). Maybe people can detect lies, after all. Society for Personality and Social Psychology, San Antonio TX. (Vohs chaired the session.)
150. Baumeister, R. F., **Vohs, K. D.**, & Ainsworth, S. E. (January 2017). Unique selfhood helps groups thrive. Society for Personality and Social Psychology, San Antonio TX. (Vohs chaired the session.)

151. **Vohs, K. D.**, & Bianchi, E. C. (January 2017) Social class and social worlds: Income predicts the frequency and nature of social contact. Society for Personality and Social Psychology, San Antonio TX.
152. **Vohs, K. D.**, Licht, J., & Leroy, S. (February 2017). The relational self is immoral too: Having an interdependent self-construal makes people behave unethically to benefit others. Society for Consumer Psychology annual meeting, San Francisco, CA.
153. **Vohs, K. D.** (March 2017). Group flourishing benefits from hope, wisdom, blame, and social roles. International Convention of Psychological Science, Vienna. (Vohs chaired the session.)
154. Trendel, O., Mazodier, M., & **Vohs, K. D.** (October 2017). Images change implicit attitudes more than text: Evidence from corrective advertising attempts. Association for Consumer Research annual meeting, San Diego. (Vohs chaired the session.)
155. Hagvdedt, H. and **Vohs, K. D.** (October 2017). Meaningfulness versus happiness: The psychological impact of high and low art. Association for Consumer Research annual meeting, San Diego.
156. **Vohs, K. D.** (March 2018). Depletion replication project. Society for Personality and Social Psychology, Atlanta. (Vohs chaired the session.)

Invited Addresses

1. **Vohs, K. D.** (October 2001). Self-regulation and impulse control: Possible effects for personal economics. Presented to National Family Economics Research Coordinating Committee Meeting, a division of the U.S. Department of Agriculture: Cooperative State Research, Education, and Extension Service, Economic and Community Systems. Washington DC.
2. **Vohs, K. D.** (July 2002). Nonconscious self-regulation: A resource-depletion approach. Presented to National Institutes of Health (NIDA) conference on Nonconscious Processes in Self-Regulation: Application to Drug Abuse and Addiction, Rockville, MD.
3. **Vohs, K. D.** (June 2003). Self-regulatory resources and psychopathology: Dieting, approach/avoidance, intensity of desire, and time perception. Keynote presentation at conference on “Impulse Control Failures, Impulsiveness, and Psychopathology,” Nijmegen, the Netherlands.
4. **Vohs, K. D.** (November 2003). Self-esteem and threats to the self: Interacting with high and low self-esteem people when they feel threatened. Alumni Recognition address, Gustavus Adolphus College, St. Peter MN.
5. **Vohs, K. D.** (December 2003). Self-regulation and impulsive spending. Presented to Department of Communication Sciences, Free University, Amsterdam, the Netherlands.

6. **Vohs, K. D.** (December 2003). The relationship between active choice and self-regulatory resources. Presented to Department of Applied Economics, Katholieke Universite Leuven, Belgium.
7. **Vohs, K. D.** (December 2003). Self-regulation and impulsive spending. Presented at the 7th Annual Marketing Wintercamp, Department of Economics, Katholieke Universite Leuven, Belgium.
8. **Vohs, K. D.** (August 2004). Self-esteem and threats to self: Implications for interpersonal relationships and self-construals. Presented at Psykologia, Annual Conference for the Finnish Psychological Society, Turku, Finland.
9. **Vohs, K. D.,** Catanese, K., & Baumeister, R.F. (December 2004). Sex exchange: An economic analysis of heterosexual sexual behaviour. Presented at the 8th Annual Marketing Wintercamp, Department of Applied Economics, Katholieke Universite Leuven, Belgium.
10. **Vohs, K. D.** (December 2004). Active choice depletes self-regulatory resources. Presented to Department of Communication Sciences, Free University, Amsterdam, Netherlands.
11. **Vohs, K. D.** (January 2005). Active choice depletes self-regulatory resources. Marketing Department colloquium series, University of Chicago.
12. **Vohs, K. D.,** Mead, N. L., & Selinger, M. (April 2005). Money and the self: Money makes people more self-reliant and less connected to others. London Business School, London England.
13. **Vohs, K. D.** (April 2005). Self-esteem, ego threat, and interpersonal perceptions: How high and low self-esteem people respond to threat determines perceptions of likability and personality traits. International workshops for The Behavioural Science Institute of the Radboud University. Nijmegen, Holland.
14. **Vohs, K. D.** (April 2005). Self-regulatory resources: Implications for overeating, overspending, impulse control, and interpersonal relationships. International workshops for The Behavioural Science Institute of the Radboud University. Nijmegen, Holland.
15. Heine, S. J., Proulx, T., & **Vohs, K. D.** (April 2005). Meaning maintenance: On the coherence of social motivations. Symposium presentation at the 6th Biennial conference of the Asian Association for Social Psychology, Wellington, New Zealand.
16. **Vohs, K. D.** (May 2005). Decision making and self-regulation: A limited resource account. Marketing Department seminar series, Duke University, Durham, NC.
17. **Vohs, K.D.** (July 2005). Money changes the self. Emotion and Decision Making Conference, Berkeley CA.

18. **Vohs, K. D.** (January 2006). Self-presentation and self-regulation. Seminar at Free University, Amsterdam, the Netherlands.
19. **Vohs, K. D.**, Mead, N. L., & Selinger, M. (January 2006). Money makes the self more independent and less interdependent. Self and Identity Preconference; Society for Personality and Social Psychology, Palm Springs, CA
20. **Vohs, K. D.** (February 2006). Making choices impairs self-regulation: A limited resource approach. Marketing department seminar series Stanford University, Palo Alto, CA.
21. **Vohs, K. D.** (February 2006). Making choices impairs self-regulation: A limited resource approach. Marketing department seminar series, Wharton School of Business, University of Pennsylvania, Philadelphia, PA.
22. **Vohs, K. D.** (February 2006). Money makes people more self-sufficient but less connected to others. Psychology department colloquium, Texas A&M University, College Station, TX.
23. **Vohs, K. D.** (May 2006). Spent resources: Self-regulatory resource availability affects impulsive spending. Marketing department colloquium, Tulane University, New Orleans, LA.
24. **Vohs, K. D.** (May 2006). Making choices impairs self-regulation: A limited resource approach. Marketing department colloquium, Kellogg School of Business, Northwestern University, Chicago.
25. **Vohs, K. D.**, Mead, N. L., & Selinger, M. (June 2006). Money makes people more independent and less interdependent. Applied economics department colloquium, Katholieke Universite Leuven, Belgium.
26. **Vohs, K. D.** (June 2006). Making choices impairs self-regulation: A limited-resource approach. INSEAD Summer Marketing Camp, INSEAD Singapore.
27. **Vohs, K. D.**, Mead, N.L., & Goode, M. R. (August 2006). The psychological consequences of money. Dartmouth College.
28. **Vohs, K. D.** (November 2006). The limited-resource model of self-regulation: Implications for eating, spending, and making choices. Small Group Meeting in Consumer Psychology: Unconscious and Controlled Processes, University of Twente, Enschede, the Netherlands.
29. **Vohs, K. D.** (January 2007). Self-esteem and threats to the self: An interpersonal perspective. Radboud University, Nijmegen, Netherlands.
30. **Vohs, K. D.** (January 2007). Money changes personal and interpersonal behavior. Behavioral Science Institute seminar. Radboud University, Nijmegen, Netherlands.

31. **Vohs, K. D.** (January 2007). Money changes personal and interpersonal behavior. Behavioral Law seminar series. University of Minnesota Law School. Minneapolis MN.
32. **Vohs, K. D.**, Mead, N. L., & Goode, M. R. (February 2007). The psychological consequences of money. Institute for Research in Marketing Board of Directors meeting. University of Minnesota, Minneapolis MN.
33. **Vohs, K. D.**, Mead, N. L., & Goode, M. R. (March 2007). Money changes personal and interpersonal behavior. Department of Psychology, Arizona State University, Tempe AZ.
34. **Vohs, K. D.** (March 2007). How and why people fail at self-control: A limited-resource approach. Department of Marketing, W. P Carey School of Business, Arizona State University, Tempe AZ.
35. **Vohs, K. D.**, Mead, N. L., & Goode, M. R. (March 2007). Money changes personal and interpersonal behavior. Colloquium, Macalaster College, Minneapolis MN.
36. **Vohs, K. D.** (April 2007). Sexual economics: Heterosexual sexual behavior as predicted by basic economic principles. Self and Other: Cognitive Perspectives on Trust, Empathy and the Self. University of Minnesota, Institute for Law and Rationality. Minneapolis MN.
37. **Vohs, K. D.** (April 2007). Self-control is governed by a limited resource. University of Miami Small Group Meeting on Religion and Self-Control. Miami, FL.
38. **Vohs, K. D.** (April 2007). Money changes personal and interpersonal behavior. Kurt Lewin Institute workshop, Free University-Amsterdam, Holland.
39. **Vohs, K. D.** (April 2007). Selfishness and self-regulation. Kurt Lewin Institute workshop, Free University-Amsterdam, Holland.
40. **Vohs, K. D.** (April 2007), Money changes personal and interpersonal behavior. Tilburg University, Holland.
41. **Vohs, K. D.** (May 2007). Money changes personal and interpersonal behavior. Keynote address. Western Psychological Association, Vancouver BC.
42. **Vohs, K. D.** (May 2007). Money changes personal and interpersonal behavior. NYU Marketing Camp, New York.
43. **Vohs, K. D.** (January 2008). Making choices depletes the self. Department of Marketing, University of California Los Angeles, CA.
44. **Vohs, K. D.** (January 2008). Making choices depletes the self. Department of Marketing, University of California San Diego, CA.

45. **Vohs, K. D.** (February 2008). Sex exchange: Heterosexual sexual behavior as predicted by basic economic principles. University of Texas at Austin Marketing Department, Austin, TX.
46. **Vohs, K. D.** (February 2008). A limited-resource model of self-control: Implications for overeating, overspending, and the effects of choice. University of Texas at Austin Marketing Department, Austin, TX.
47. **Vohs, K. D.** (February 2008). Making choices depletes the self and harms self-regulation. Melbourne Business School, Departmental Colloquium, Melbourne, Australia.
48. **Vohs, K. D.** (February 2008). The psychological consequences of money. The Ohio State University, departmental colloquium.
49. **Vohs, K. D.** (March 2008). Sexual economics. Melbourne Social Psychology Group, Melbourne, Australia.
50. **Vohs, K. D.,** Fennis, B., Lasaleta, J., Mead, N., & Schmeichel, B. J. (March 2008). Self-regulatory resource depletion: Implications for the interpersonal self, feelings, and urges. 11th Annual Sydney Symposium in Social Psychology, Sydney, Australia.
51. **Vohs, K. D.** (April 2008). Sexual economics. Melbourne Social Psychology Group, Melbourne, Australia.
52. **Vohs, K. D.** (April 2008). A limited-resource model of self-control: Implications for time perception, rational thought, and making choices. Templeton Foundation meeting on Conscious Process and Free Action, Amelia Island, FL.
53. **Vohs, K. D.** (April 2008). Self-regulatory resource depletion heightens feelings and urges. Department of Social Psychology, Free (VU) University, Amsterdam Netherlands.
54. **Vohs, K. D.** (April 2008). Psychology, marketing, academia, and the rest of life. Workshop, Tilburg University, Tilburg, the Netherlands.
55. **Vohs, K. D.** (April 2008). Sexual economics: Heterosexual men and women in a sexual marketplace, Kurt Lewin Institute keynote speech, Zeist, the Netherlands.
56. **Vohs, K. D.** (May 2008). Self-regulatory resource depletion heightens feelings and urges. TIBER Presentation, Tilburg University, Tilburg, the Netherlands.
57. **Vohs, K. D.** (May 2008). Making choices depletes the self. Department of Psychology, University of Koln, Germany.
58. **Vohs, K. D.** (June 2008). Mere reminders of money change personal and interpersonal behavior. Department of Psychology colloquium, University of Heidelberg, Germany.

59. **Vohs, K. D.** (June 2008). Making choices depletes the self. Department of Psychology colloquium, University of Basel, Switzerland.
60. **Vohs, K. D.** (June 2008). Mere reminders of money change personal and interpersonal behavior. Graduiertenprogramm Oberrhein (Graduate Workshop), University of Basel, Switzerland.
61. **Vohs, K. D.** (June 2008). Sexual economics and heterosexual sexual behavior. Graduiertenprogramm Oberrhein (Graduate Workshop), University of Basel, Switzerland.
62. **Vohs, K. D.** (July 2008). Money changes personal and interpersonal behavior. Department of Psychology, Leiden University, Leiden, the Netherlands.
63. **Vohs, K. D.** (August 2008). Self-regulation and the limited-resource model: An overview. Department of Psychology, University of Bergen, Bergen, Norway.
64. **Vohs, K. D.** (September 2008). Money changes personal and interpersonal behavior. Department of Marketing, Desautels Faculty of Management, McGill University.
65. **Vohs, K. D.** (October 2008). Money talks: Even small reminders of money change people. The Market Research Event, Anaheim, CA.
66. **Vohs, K. D.** (October 2008). Roundtable: Understanding and improving consumer personal finances. Association for Consumer Research, San Francisco, CA.
67. **Vohs, K. D.** (October 2008). Sexual economics: Using sex-based advertising to uncover notions about sex and exchange. University of Chicago, Booth School of Business, Marketing Seminar.
68. **Vohs, K. D.** (October 2008). Money talks: Even small reminders of money change people. Northwestern University, Kellogg School of Management, Marketing Seminar.
69. **Vohs, K. D.** (November 2008). Small reminders of money change people. University of Chicago, Booth School of Business, MOB Seminar.
70. **Vohs, K. D.** (November 2008). Money changes personal and interpersonal behavior. University of British Columbia, Department of Psychology.
71. **Vohs, K. D.** (December 2008). Sexual economics: Using sex-based advertising to uncover notions about sex and exchange. Radboud University Nijmegen, Behavioral Science Institute Seminar.
72. **Vohs, K. D.** (February 2009). The prepotent self. International Society for Self and Identity preconference early career award address, Society for Personality and Social Psychology, Tampa FL.

73. **Vohs, K. D.** (February 2009). Money changes personal and interpersonal behavior: Evidence from helping, work, play, physical distance, perspective taking, likability, and pain tolerance. Society for Judgment and Decision Making, Society for Personality and Social Psychology, Tampa FL.
74. **Vohs, K. D.** (March 2009). Small reminders of money change personal behavior. Stanford University Psychology social laboratory seminar.
75. **Vohs, K. D.** (March 2009). Small reminders of money change personal behavior. Washington University, Economics department colloquium.
76. **Vohs, K. D.** (March 2009). Reminders of money change personal behavior. MIT Management Science seminar.
77. **Vohs, K. D.** (April 2009). Money changes personal behavior. University of Toronto Rotman School of Business, Marketing Department seminar.
78. **Vohs, K. D.** (April 2009). Career advice for postgraduate students. Society of Australasian Social Psychology, Melbourne Australia.
79. **Vohs, K. D.** (April 2009). Small reminders of money change personal and interpersonal behaviour. Keynote address, Society of Australasian Social Psychology, Melbourne, Australia.
80. **Vohs, K. D.** (May 2009). Small reminders of money change behavior. Collaborative and Multidisciplinary Research Conference, Yale University, New Haven, CT.
81. **Vohs, K. D.** (May 2009). Engaging in self-control uses limited resources: New perspectives. University of Groningen, the Netherlands.
82. **Vohs, K. D.** (May 2009). Engaging in self-control uses limited resources. Free University Amsterdam, Marketing Department, the Netherlands.
83. **Vohs, K. D.** (May 2009). Key participant in Ignite09: A Symposium on the Convergence of Behavioral Economics and Healthcare. Capitol Hill, Washington DC.
84. **Vohs, K. D.** (June 2009). Self-control as a limited resource. Language Research Center, Georgia State University.
85. **Vohs, K. D.** (June 2009). Writing for publication. Psychology Department, Sun Yat-Sen University, Guangzhou, China.
86. **Vohs, K. D.** (June 2009). Money changes people's behavior. Psychology Department, Sun Yat-Sen University, Guangzhou, China.

87. **Vohs, K. D.** (June 2009). Self-control and choices. Psychology Department, Sun Yat-Sen University, Zhuhai, China.
88. **Vohs, K. D.** (July 2009). Free will beliefs change people's behavior. Templeton meeting on neuroscience, psychology, and experimental philosophy. New York City.
89. **Vohs, K. D.** (August 2009), Money changes people's behavior. Marketing Department, Erasmus University, Rotterdam, the Netherlands.
90. **Vohs, K. D.** (September 2009). The science of money and self-control. Tutorial, Marketing Department, Erasmus University, Rotterdam, the Netherlands.
91. **Vohs, K. D.** (September 2009). Do consumers make rational decisions based on economics? Buyers Health Care Action Group Employer Leadership Summit, Minneapolis MN.
92. **Vohs, K. D.** (September 2009). Depletion of self-control resources increases impulsive spending. University of Michigan, Psychology Series on Storing, Spending and Saving: The Psychology and Evolution of Decisions about Resources. Ann Arbor, MI.
93. **Vohs, K. D.** (September 2009). Money changes people's behavior. Harvard Business School workshop on Leadership and Corporate Accountability. Cambridge, MA.
94. **Vohs, K. D.** (October 2009). Social influence techniques and self-regulation. Speech, Language, and Hearing Sciences. University of Minnesota, Minneapolis, Minnesota.
95. **Vohs, K. D.** (October 2009). Self-regulation: A limited resource account. Center for Cognitive Science. University of Minnesota, Minneapolis, Minnesota.
96. **Vohs, K. D.** (October 2009). Studying self-regulation in the laboratory: The case of the materialistic consumer. Doctoral Symposium, Association for Consumer Research, Pittsburgh, PA.
97. **Vohs, K. D.** (November 2009). The psychological consequences of money. SITE International Conference. Aruba, Dutch Antilles.
98. **Vohs, K. D.** (January 2010). Depletion strengthens urges and feelings. Winter Conference in Social Psychology, Park City, Utah.
99. Baumeister, R. F., Masicampo, E. J., & **Vohs, K. D.** (January, 2010). Can consciousness cause behavior? Winter Conference in Social Psychology, Park City, Utah.
100. Baumeister, R. F., Masicampo, E. J., & **Vohs, K. D.** (January, 2010). Can consciousness cause behavior? Experimental Philosophy Conference, Tallahassee, FL.
101. **Vohs, K. D.** (January 2010). Lay belief in free will. Experimental Philosophy Conference, Tallahassee, FL.

102. **Vohs, K. D.** (February 2010). The very thought of money makes people less prosocial. Stanford Graduate School of Business Conference: Small Steps, Big Leaps: The Science of Getting People to Do the Right Thing. Palo Alto, CA
103. **Vohs, K. D.** (March 2010). Neural underpinnings of self-regulatory resource depletion. MRI users group, University of Minnesota, Minneapolis MN.
104. **Vohs, K. D.** (April 2010). Free will beliefs and morality. Law and Economics Seminar Series, University of Minnesota Law School, Minneapolis MN.
105. **Vohs, K. D.** (May 2010). Money reminders and consumer behavior. Marketing Department, University of Groningen, the Netherlands.
106. **Vohs, K. D.** (June 2010). The role of self-control in impulsive spending. Marketing Science Institute's (MSI) Shopper Marketing Meeting, New York.
107. **Vohs, K. D.** (July 2010). Self-control as a limited resource. Brisbane Symposium on Self and Identity. University of Queensland, Brisbane, QLD.
108. **Vohs, K. D.** (September 2010). The role of self-control in impulsive spending. Institute for Research in Marketing Board Meeting, Minneapolis MN.
109. Hofmann, W., **Vohs, K. D.**, Förster, G., & Baumeister, R. F. (September 2010). Everyday temptations: An experience sampling study on how people control their desires. Invited talk at the Department of Psychology, Leiden University, Leiden, The Netherlands.
110. **Vohs, K. D.** (October 2010). Small reminders of money change people's behavior. Distinguished Scholar lecture for the Minnesota Psychological Association, Minneapolis Minnesota.
111. **Vohs, K. D.** (October 2010). A limited resource model of self-control. Marketing Department, Southern Methodist University, Dallas TX.
112. **Vohs, K. D.** (November 2010). Temporary depletion of self-control leads to overeating among dieters. Meeting on Experimental Research into the Psychopathology of Obesity at the Royal Netherlands Academy of Arts and Sciences, Amsterdam, NL.
113. **Vohs, K. D.** (November 2010). Small reminders of money bring about big changes in people's behavior. Marketing Department, London Business School, London, UK.
114. **Vohs, K. D.** (November 2010). Small reminders of money bring about big changes in people's behavior. London Judgment and Decision Making group, University College London, UK.

115. **Vohs, K. D.** (November 2010). Free will beliefs influence cognition and behavior. Psychology Department, University of Southampton, Southampton, UK.
116. **Vohs, K. D.** (November 2010). Targeting low self-control people with sustainable behaviors initiatives. TransForum Multiple Selves and Sustainability Development Symposium, Amsterdam, NL.
117. MacDonald, A.W., III, Ramsay, I, Steen, M. Faber, R.J., Luciana, M., **Vohs, K. D.**, & Yzer, M.C. (November 2010). Persuasion Neuroscience? Functional MRI of effective and ineffective anti-drug messages in adolescents. Presentation at the nanosymposium, "Opiates: Diversity of Approaches and Treatment Implications" at Neuroscience 2010. San Diego, CA.
118. **Vohs, K. D.** (January 2011). Small reminders of money produce big changes in behavior. Fisher College of Business Marketing Research Camp at The Ohio State University, Columbus, Ohio.
119. **Vohs, K. D.**, Baumeister, R. F., & Masicampo, E. J. (January 2011). Does consciousness cause behavior? Consciousness Preconference for the Society for Personality and Social Psychology annual meeting, San Antonio TX. (Vohs co-organized the preconference.)
120. **Vohs, K. D.** (February 2011). Small reminders of money produce big changes in behavior. Department of Psychology colloquium, University of Manitoba, Winnipeg, MB.
121. **Vohs, K. D.** (February 2011). Small reminders of money produce big changes in behavior. Kendall honorary lecture, Psychology Department, Gustavus Adolphus College, St. Peter, MN.
122. Preuss, G. S., Stillman, T. F., Mead, N. L., & **Vohs, K. D.** (February 2011). Fool me once, shame on me: Development of the sucker rumination scale. Society for Consumer Psychology meeting, Atlanta, GA.
123. Hedgcock, W., **Vohs, K. D.**, & Rao, A. (February 2011). Neurological correlates of diminished self-control. Society for Consumer Psychology meeting, Atlanta, GA.
124. **Vohs, K. D.** (March 2011). A lack of self-control can make people more persuadable. Amsterdam School of Communications Research Distinguished Lecture Series, "The Entertainization of Society," University of Amsterdam.
125. Louis, W. R., Smith, J. R., & **Vohs, K. D.** (April 2011). Bring it on baby! Does exposure to intergroup, interpersonal, and intrapersonal conflict heighten self-regulation? Society for Australasian Social Psychology, Sydney, Australia.
126. **Vohs, K. D.** (April 2011). Reminders of money change consumers' behavior. Marketing Camp, Wharton School of Business, University of Pennsylvania, Philadelphia, PA.

127. **Vohs, K. D.** (April 2011). Reminders of money change consumers' behavior. Marketing Department Colloquium, Haas School of Business, University of California, Berkeley.
128. **Vohs, K. D.** (May 2011). Reminders of money change consumers' behavior. Marketing Camp, Columbia School of Business, Columbia University, New Paltz, NY.
129. **Vohs, K. D.** (June 2011). Reminders of money change consumers' behavior. Marketing Department Colloquium, Grenoble Ecole de Management, Grenoble, France.
130. Louis, W. R., Smith, J. R., **Vohs, K. D.**, Beaton, J., & Leggett, J. (July 2011). Collective action evokes apathy and resistance from outside and within the disadvantaged group. Symposium at European Association of Experimental Social Psychology, Stockholm, Sweden.
131. **Vohs, K. D.** (July 2011). A limited resource model of self-control: Implications for better eating. The 13th Annual Postgraduate Nutrition Symposium: Your Brain Can Help You Eat Better, Harvard Medical School.
132. **Vohs, K. D.** (July 2011). Self-regulatory resource depletion intensifies feelings and urges. Yale School of Management, New Haven, CT.
133. **Vohs, K. D.** (August 2011). Seven thousand desires: Urges and control over them in everyday life. Psychology Department colloquium, University of Queensland, Brisbane, Australia.
134. **Vohs, K. D.** (September 2011). Self-regulatory resource depletion intensifies feelings and urges. Kellogg School of Management, Northwestern University, Chicago.
135. **Vohs, K. D.** & Liu, J. E. (November 2011). What are the psychological meanings of money? Meaning Conference, Tilburg University, Tilburg, the Netherlands.
136. Hofmann, W., **Vohs, K. D.**, & Baumeister, R. F. (January 2012). Everyday temptations. Utah Winter Conference, Park City, Utah.
137. **Vohs, K. D.** (February 2012). Money talks but isn't very cooperative: Mere reminders of money make people feel threatened and reactant against social influence. Marketing Department colloquium, University of San Antonio.
138. **Vohs, K. D.** (March 2012). Secret things that money does to your head. American Association of Individual Investors (Denver chapter). Webinar.
139. **Vohs, K. D.** (April 2012). Self-regulatory resource depletion amplifies feelings and urges. Institute for Child Development, University of Minnesota, Minneapolis.
140. **Vohs, K. D.** (May 2012). Money talks, and has lots to say — about personal motivation and interpersonal connections, Rice University Inaugural Marketing Camp, Houston.

141. **Vohs, K. D.** (May 2012). Money talks, and has lots to say — about personal motivation and interpersonal connections. Catolica Universidade Marketing Department, Lisbon.
142. **Vohs, K. D.** (May 2012). How do psychologists think about creativity? How can people be more creative more often? Grüter Institute Conference on Innovation, Economic Growth and Human Behavior, Squaw Valley, CA.
143. **Vohs, K. D.** (June 2012). A general (but limited) resource model of self-control. Clinical Child and Family Studies, VU University, Amsterdam.
144. **Vohs, K. D.** (August 2012). Money talks, and has lots to say — about goals, motivation, and dealings with others. Keynote speech at 4th Biennial Symposium on Personality and Social Psychology, Kazimierz Dolny, Poland.
145. **Vohs, K. D.** (August 2012). Self-control as a limited resource: Review and some fresh new findings. Forschergruppe Research Unit on Decision Making, University of Mannheim, Germany.
146. **Vohs, K. D.** (September 2012). Money talks, and has lots to say — about goals, motivation, and dealings with others. Kahneman Lecture (Keynote) at International Association for Research in Economic Psychology, Wroclaw, Poland.
147. **Vohs, K. D.** (September 2012). Money talks, and has lots to say — about goals, motivation, and dealings with others. Marketing Department Colloquium, Ivey School of Business, University of Western Ontario, London, Ontario, Canada.
148. **Vohs, K. D.** (October 2012). Misperceptions and mistakes. Doctoral Symposium Panel, Association for Consumer Research Annual Conference, Vancouver, BC.
149. **Vohs, K. D.** (January 2013). Free will belief manipulations and findings: The good, the bad, the ugly. Templeton Free Will Symposium, Florida State University, Tallahassee, FL.
150. **Vohs, K. D.** (January 2013). Motivation, personal beliefs, and limited resources all contribute to self-control. Lay Theory Preconference Society for Personality and Social Psychology annual meeting, New Orleans LA.
151. **Vohs, K. D.** (January 2013). Self-regulatory resource depletion amplifies feelings and urges. Self-Regulation Preconference Society for Personality and Social Psychology annual meeting, New Orleans LA.
152. **Vohs, K. D.** (February 2013). The psychology of money. Law School Colloquium, University of Minnesota.
153. **Vohs, K. D.** (February 2013). The psychology of money. Sponsored Projects Conference Keynote speaker, University of Minnesota.

154. **Vohs, K. D.** (February 2013). Self-control as a limited resource. Carlson School Breakfast Series, University of Minnesota.
155. **Vohs, K. D.** (February 2013). Money talks: The psychology of money. Minne-College UMN-Arizona Day speaker, Phoenix, AZ.
156. **Vohs, K. D.** (February 2013). Self-control as a limited resource. Institute for Research in Marketing, Carlson School of Management, University of Minnesota.
157. **Vohs, K. D.** (March 2013). Money talks, and has lots to say — about goals, motivation, and dealings with others. Marketing Department Colloquium, Pompeu Fabra University, Barcelona, Spain.
158. **Vohs, K. D.** (June 2013). Money talks. Marketing Department, Star Series speaker. Bocconi University, Milan, Italy.
159. **Vohs, K. D.** (July 2013). Money talks. Marketing Department speaker. National University Singapore.
160. **Vohs, K. D.** (September 2013). Rituals enhance consumption. Gollwitzer Oettingen lab meeting, New York University.
161. **Vohs, K. D.** (September 2013). Is there anything good about mess? Columbia University Marketing.
162. **Vohs, K. D.** (October 2013). Depletion enhances urges and feelings. Social Psychology Colloquium, New York University.
163. **Vohs, K. D.** (October 2013). The psychology of money. Jencks Meeting on Inequality, Harvard Kennedy School.
164. **Vohs, K. D.** (October 2013). Behavioral economics. Keynote panelist, The Market Research Event, Nashville.
165. **Vohs, K. D.** (October 2013). The psychology of money. Russell Sage Foundation, New York.
166. **Vohs, K. D.** (October 2013). Looking back: What I am glad I did and wish I hadn't, Association for Consumer Research, Chicago IL.
167. **Vohs, K. D.** (November 2013). Mindset switching. Harvard Learning Innovation Laboratory.
168. **Vohs, K. D.** (November 2013). Negative affect can improve self-control. Trope lab meeting, New York University.

169. **Vohs, K. D.** (November 2013). Sexual economics. Sprouts lab meeting, School of Management, Yale University.
170. Schooler, J. W. & **Vohs, K. D.** (December 2013). Free will belief manipulations & findings: The good, the bad, the ugly (redux). Templeton Free Will Symposium, Florida State University, Tallahassee, FL.
171. **Vohs, K.D.** (January 2014). Messy and tidy environments: Is there anything good about mess? Katz Marketing Camp, Katz Graduate School of Business, University of Pittsburg, Pittsburg, PA.
172. **Vohs, K. D.** (January 2014). Money & the Agentic self: Kids, God, esteem, and affirmation. Meaning of money meeting, Russell Sage Foundation, New York City. (Vohs organized the meeting.)
173. **Vohs, K.D.** (February 2014). Self-control as a limited resource: Review and some fresh new findings. Department of Economics, University of Heidelberg, Heidelberg, Germany.
174. **Vohs, K.D.** (February 2014). The meanings of money. Center for Wealth and Inequality workshop, Columbia University, New York, NY.
175. **Vohs, K.D.**, Redden, J., Rahinel, R., Labroo, A., Lu, J., Abrahamson, E., & Dhar, R. (February 2014). Messy and tidy environments: Is there anything good about mess? Marketing Department, New York University Stern School of Business, New York, NY.
176. **Vohs, K.D.** (March 2014). Is there anything good about mess? “Art, Mind & Markets,” Yale University, New Haven, CT.
177. **Vohs, K.D.** (March 2014). The meaning of money: Beyond pragmatics. Management Department, Columbia University, New York, NY.
178. **Vohs, K.D.** (April 2014). Is there anything good about mess? WU Wien Department of Marketing, University of Vienna, Vienna, Austria.
179. **Vohs, K.D.** (April 2014). The meaning of money: Beyond pragmatics. Paduano Symposium, New York University, New York, NY.
180. **Vohs, K.D.** (April 2014). The meaning of money: Beyond pragmatics. WU Wien Department of Marketing, University of Vienna, Vienna, Austria.
181. **Vohs, K.D.** (May 2014). The meaning of money: Beyond pragmatics. Meaning of Money Meeting, Association for Psychological Science Annual Convention, San Francisco, CA.
182. **Vohs, K. D.** (July, 2014) Depletion Amplifies Urges and Emotions. Psychology Department, University of Heidelberg.

183. **Vohs, K. D.** (July 2014). The meaning of money: Beyond pragmatics. Psychology Department, Social Psychology, University of Heidelberg, Heidelberg, Germany.
184. **Vohs, K. D.** (July 2014). Money, creativity, charity: Overview and stimulation. Minnesota Public Radio, Minnesota.
185. **Vohs, K. D.** & Grossman, I. (August 2014). Adaptive prospection: Wisdom and forecasting accuracy. Prospection Seminar, University of Pennsylvania, Philadelphia, PA.
186. **Vohs, K. D.** (September 2014). Self-control is governed by a limited inner resource. Anneliese Maier Award Ceremony, Heidelberg University, Heidelberg, Germany.
187. **Vohs, K. D.** (September 2014). Depletion stimulates urges and feelings. Elizabeth Burckhardt Distinguished Speaker, Miami University, Oxford, OH.
188. **Vohs, K. D.** (September 2014). Money: Beyond the pragmatic. Elizabeth Burckhardt Distinguished Speaker, Miami University, Oxford, OH.
189. **Vohs, K. D.** (September 2014). Sex exchange: Heterosexual sexual behavior as predicted by basic economic principles. Heidelberg University Social Psychology Group, Heidelberg, Germany.
190. **Vohs, K. D.** (September 2014). The meaning of money: Beyond pragmatics. University of Mannheim Social Psychology Group, Mannheim, Germany.
191. **Vohs, K. D.** (October 2014). Depletion and failures to consider the future. Barcelona Prospection Meeting, Barcelona, Spain (Vohs organized the meeting).
192. **Vohs, K. D.** (October 2014). Self-control depletion affects healthy eating, wise spending, social interactions at work, and the brain. HelloWallet Forum Series: Benefits and Behavioral Change, Minneapolis, MN.
193. **Vohs, K. D.** (October 2014), Faculty participant in Research Scrums. Doctoral Symposium, Association for Consumer Research North American Conference, Baltimore, MD.
194. Sweeny, K., & **Vohs, K. D.** (February 2015). On near misses and completed tasks: The nature and consequences of relief. Invited presentation and Target Article for the Time, Tense, and the Psychology of Relief workshop, University of Warwick, Coventry, UK.
195. Grossmann, I. & **Vohs, K. D.** (August 2015). Adaptive prospection: Wisdom, intensity bias, and forecasting accuracy. University of Pennsylvania, John Templeton Foundation Prospection grant meeting, Philadelphia.

196. **Vohs, K. D.** (September 2015). Self-control is a limited resource. Presentation for Denver CO alumni chapter of Carlson School of Management, University of Minnesota.
197. **Vohs, K. D.** (September 2015). What underlies happiness from past experiences? Evidence from longitudinal and experimental studies of children. Colloquium, University of Colorado Boulder, Leeds School of Business, Marketing Department, Boulder, CO.
198. **Vohs, K. D.** (November 2015). Why is self-control so difficult? Investigations into humans' greatest strength. Carlson School Endowed Chair Research Lecture Series, University of Minnesota, Minneapolis.
199. **Vohs, K. D.** (April 2016). Meaning maintenance, meaningful thoughts & Meaningfulness: Making connections. Meaning of Meaning Conference, Barcelona, Spain (Vohs organized the meeting).
200. **Vohs, K. D.** (May 2016). Self-Control is a Depletable Inner Resource. Carlson School Alumni Presentation, Chicago.
201. **Vohs, K. D.** (May 2016). Methods and communication of discovery in business behavioral sciences. Judge School of Business, University of Cambridge, Cambridge, UK.
202. **Vohs, K. D.** (May 2016). What do people desire? 7000 experience sampling reports of everyday desire, conflict, restraint, and behavior. Judge School of Business, University of Cambridge, Cambridge, UK.
203. **Vohs, K. D.** (May 2016). The mind on money: Money as a window into large group sociality. Presidential invited keynote at Midwestern Psychological Association's annual meeting, Chicago.
204. Shariff, A., Mercier, B., Wiwad, D., Aknin, L., Lee, K., & **Vohs, K.D.**, (August 2016). Punitive inequity aversion: Do Americans want to eat the rich? Inequality and decision making, a Tobin Project Conference, Cambridge MA.
205. **Vohs, K.D.** (October 2016). The costs of decision fatigue for leadership, wisdom, and control. Keynote to the Association of Governing Boards of Universities and Colleges, at the request of the University of Minnesota Board of Regents, Minneapolis MN.
206. **Vohs, K.D.** (December 2016). Meaning: Making connections. Hong Kong University of Science and Technology.
207. **Vohs, K. D.** (January 2017). Here We Are (with Shane Mauss), Live Podcast.
208. **Vohs, K. D.** (February 2017). The costs of decision fatigue for leadership, wisdom and control. First Tuesday Luncheon, Minneapolis MN.

209. **Vohs, K.D.** (February 2017). The surprising costs of decision making. Emotion, Health and Psychophysiology Lab, University of California, San Francisco, San Francisco CA.
210. **Vohs, K. D.** (February 2017). The costs of decision fatigue for leadership, wisdom and control. Talk to the San Francisco Bay area alumni chapter of Carlson School of Management, San Francisco, CA.
211. Rudd, M., **Vohs, K. D.**, & Hildebrand, C. (February 2017). Inspired to create: Awe enhances openness to learning and the desire for experiential creation. Society for Consumer Psychology annual meeting, San Francisco, CA.
212. **Vohs, K. D.** (March 2017). Can ordinary people detect lies, after all? Keynote at the Eastern Psychological Association annual meeting, Boston MA.
213. **Vohs, K. D.** (March 2017). What underlies happiness from past experiences? Evidence from longitudinal and experimental studies of children. University of Kentucky Gatton College of Business and Economics, Marketing Department, Lexington, KY.
214. **Vohs, K. D.** (April 2017). What money does to you. Women, Wine, and Wise Words, Office of President, hosted by Karen Kaler. University of Minnesota.
215. **Vohs, K. D.** (April 2017). How consumers find meaning in material goods and art. HEC Paris annual Marketing Research Camp, Paris.
216. **Vohs, K.D.** (April 2017). Beliefs and preferences across cultures and development. University of Toronto's Rotman School of Management, Toronto.
217. **Vohs, K. D.** (April 2017). Differences between a happy and meaningful life. Women's Leadership Conference, Carlson School of Management, University of Minnesota, Minneapolis.
218. **Vohs, K. D.** (May 2017). Where do we go from here? Future of ego depletion. Association for Psychological Science annual convention. Boston, MA.
219. **Vohs, K. D.** (May 2017). The decision making hangover: Consumer fatigue in the wake of choice. Keynote, CEB Sales and Marketing Summit, Las Vegas NV.
220. **Vohs, K. D.** (May 2017). How can you be more creative more often? Keynote, Studio BV Annual Retreat, Minneapolis.
221. **Vohs, K. D.** (October 2017). What money does to you. Carlson School of Management Board of Overseers meeting, Minneapolis.
222. **Vohs, K. D.** (October 2017). Friends with money: The interplay of social and financial well-being. Roundtable, Association for Consumer Research annual meeting, San Diego, CA.

223. **Vohs, K. D.** (February 2018). Writing the killer paper. Society for Consumer Psychology's annual conference, Doctoral Consortium, Dallas.
224. **Vohs, K. D.** (February 2018). Writing for general audiences. Society for Consumer Psychology's annual conference, Preconference, Dallas.
225. **Vohs, K. D.** (February 2018). Distinguished Scientific Contribution Award address. Society for Consumer Psychology's annual conference, Doctoral Consortium, Dallas.
226. **Vohs, K. D.** (March 2018). Consuming art can enhance meaning in life (or happiness). Harvard Business School, Marketing.
227. **Vohs, K. D.** (April 2018). Happiness from past events: Longitudinal and experimental investigations of kids. Inaugural joint psychology and marketing seminar, Fisher College of Business, Ohio State University.
228. **Vohs, K. D.** (April 2018). Consuming art can enhance meaning in life (or happiness). 2nd annual Studio BV retreat, Minneapolis MN.
229. **Vohs, K. D.** (May 2018). Costs of decision making for wisdom, leadership, and control. Carlson Day at 3M, St Paul MN.
230. **Vohs, K. D.** (May 2018). Images change implicit attitudes more than text: Evidence from corrective advertising attempts. Foster School of Business Marketing Camp, University of Washington, Seattle.

Editorial Roles

Associate Editorship

Journal of Personality and Social Psychology: Attitudes and Social Cognition (2014-2017)

Guest Editorship

Review of General Psychology (2007, 2016, 2017)

Journal of the Association of Consumer Research (2016)

Editorial Board Member

Journal of Experimental Psychology: General (2011 to present)

Journal of Personality and Social Psychology: Attitudes and Social Cognition (2011 to 2014)

Psychological Science (2009 to present)

Journal of Neuroscience, Psychology, and Economics (2009 to present)

Journal of Consumer Research (2008 to present)

Compass, Blackwell Publishing (2006 to present)

Journal of Personality and Social Psychology: Intergroup Relations and Group Processes (2007 to 2014)

Journal of Experimental Social Psychology (2009 to 2014)

Journal of Personality and Social Psychology: Personality Processes and Individual Differences
(2003 to 2010)

Personality and Social Psychology Bulletin (2003-2005)

Professional Services

Organizer: *Emotion and Decision Making Conference*. University of California-Berkeley July 08 – 14, 2005. Sponsored by Russell Sage Foundation and UC-Berkeley Haas School of Business's Xlab.

2008, Association for Consumer Research (ACR) annual meeting, Associate Editor for Competitive Paper track.

2001, 2002, 2003, 2005, 2009, 2011, Society for Personality and Social Psychology (SPSP), program committee.

2009, 2011, 2012, 2015, Society for Consumer Psychology (SCP) program committee.

2011, Association for Consumer Research (ACR) Doctoral Symposium co-chair.

2012, Society for Personality and Social Psychology (SPSP) program co-chair.

2012, Association for Consumer Research (ACR) special session reviewing committee.

2013, Society for Personality and Social Psychology (SPSP) past program co-chair.

2013-2017 Society for Personality and Social Psychology (SPSP) media award committee.

2017-present, Society for Personality and Social Psychology (SPSP) communications advisory board.