

Andrew Luttrell

Curriculum Vitae

Department of Psychological Science
Ball State University
Muncie, IN 47306

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Academic Employment

Assistant Professor of Psychological Science, Ball State University	2017 – present
Visiting Assistant Professor of Psychology, College of Wooster	2016 – 2017

Education

Ph.D. in Social Psychology Ohio State University, Columbus, Ohio Advisor: Richard E. Petty Minor Field: Quantitative Psychology	2016
M.A. in Social Psychology Ohio State University, Columbus, Ohio Advisor: Richard E. Petty	2012
B.A. in Psychology, <i>summa cum laude</i> Eastern Illinois University, Charleston, Illinois	2010

Research Funding

Society for Personality and Social Psychology (SPSP) Small Research Grant: *Using moral arguments to persuade people with moral conviction: A test of matching effects vs. attitude strength* (\$980; Role: PI), 2017

OSU Decision Sciences Collaborative: *Dimensions of charitable giving: The roles of perceived need and efficacy* (\$3,000; Role: PI), 2015

Publications

Peer-Reviewed Articles

Luttrell, A., Petty, R. E., & Xu, M. (2017). Replicating and fixing failed replications: The case of need for cognition and argument quality. *Journal of Experimental Social Psychology*, *69*, 178-183.

Luttrell, A., Petty, R. E., Briñol, P., & Wagner, B. (2016). Making it moral: Merely labeling an attitude as moral increases its strength. *Journal of Experimental Social Psychology*, *65*, 82-93.

- Selected media coverage: [Washington Post](#), [TODAY](#), [Top of Mind \(BYURadio\)](#)

Horcajo, J., & Luttrell, A. (2016). The effect of elaboration on the strength of doping-related attitudes: Resistance to change and behavioral intentions. *Journal of Sport and Exercise Psychology*, *38*(3), 236-246.

Luttrell, A., Stillman, P. E., Hasinski, A., & Cunningham, W. A. (2016). Neural dissociations in attitude strength: Distinct regions of cingulate cortex track ambivalence and certainty. *Journal of Experimental Psychology: General*, *145*(4), 419-433.

Luttrell, A., Petty, R. E., & Briñol, P. (2016). Ambivalence and certainty can interact to predict attitude stability over time. *Journal of Experimental Social Psychology*, *63*, 56-68.

Durso, G. R. O., Luttrell, A., & Way, B. (2015). Over-the-counter relief from pains and pleasures alike: Acetaminophen blunts evaluation sensitivity to both negative and positive emotional stimuli. *Psychological Science*, *26*(6), 750-758.

- Selected media coverage: [New York Times](#), [NPR](#), [CNN](#), [The Guardian](#), [BBC](#), [Wall Street Journal](#), [Huffington Post](#), [TIME](#)

Luttrell, A., Briñol, P., Petty, R. E., Cunningham, W., & Díaz, D. (2013). Metacognitive confidence: A neuroscience approach. *International Journal of Social Psychology (Revista de Psicología Social)*, *28*(3), 317-332.

Book Chapters

Luttrell, A. (forthcoming). Dual process models of persuasion. *Oxford Research Encyclopedia of Psychology*.

Cunningham, W. & **Luttrell, A.** (2015). Attitudes. In Arthur W. Toga (Ed.), *Brain Mapping: An Encyclopedic Reference*. Oxford: Elsevier.

Luttrell, A., Briñol, P., & Petty, R. E. (2014). Mindful vs. mindless thinking and persuasion. In A. Le, C. T. Ngnoumen, & E. J. Langer (Eds.), *The Wiley Blackwell Handbook of Mindfulness*. Wiley Blackwell, Chichester, UK.

Manuscripts Under Review

Luttrell, A., & Petty, R. E. (invited revision). Preferences to intervene in one-country vs. two-country conflicts driven by perceived intervention efficacy. *Journal of Applied Social Psychology*.

Manuscripts in Preparation

Luttrell, A., Petty, R. E., & Briñol, P. *The effects of perceived bases for certainty on resistance to persuasion*.

Luttrell, A., Petty, R. E., & Briñol, P. *The interactive effects of ambivalence and certainty on opinion stability: Evidence in the 1999 Florida Voter Panel Study*.

See, Y. H. M., & **Luttrell, A.** *Dueling emotions or conflicting beliefs? When intra-component conflict predicts ambivalence*.

Sawicki, V. **Luttrell, A.**, Wegener, D., & Patton, K. *Sending mixed messages: Generating arguments when feeling ambivalent*.

Wallace, L. E., Patton, K. M., **Luttrell, A.**, Sawicki, V., Fabrigar, L. R., Teeny, J., MacDonald, T. K., Petty, R. E., & Wegener, D. T. (under review). Ambivalence attenuates the relation between knowledge and attitude-behavior consistency. *Journal of Experimental Social Psychology*.

Barden, J. H., **Luttrell, A.**, Kopp, B., & Petty, R. E. *A non-elaborative path to attitude confidence: Attitude certainty via actual and perceived accessibility*.

Other Writing

Luttrell, A. (December, 2016). Making it moral: How morality can harden attitudes and make them more influential. *The Jury Expert: The Art and Science of Litigation Advocacy*. [[link](#)]

Luttrell, A. (June, 2015 – present). *Be a People Expert*. [Weekly social psychology blog; [link](#)]

Conference Presentations

Oral Presentations

Stillman, P., Luttrell, A., Cranmer, S., & Petty, R. E. (2017, June). *Investigating the dynamic interplay between political ideology and one's social network: A longitudinal study of college freshmen*. Talk presented at the Political Networks Conference, Columbus, OH.

Luttrell, A., Petty, R. E., & Xu, M. (2017, April). *To think or not to think: Need for cognition and message elaboration*. Talk presented at the Midwestern Psychological Association, Chicago, IL.

Petty, R. E., Briñol, P., Luttrell, A., & Durso, G. R. O. (2016, September). *Confidence moderates the impact of ambivalence on behavior*. Talk presented at the Society of Experimental Social Psychology, Santa Monica, CA.

Petty, R. E., Briñol, P., Luttrell, A., & Durso, G. R. O. (2016, July). *Confidence + Ambivalence: Additive or interactive?* Talk presented at the 5th EASP meeting on the *Psychology of Attitudes*. Cologne, Germany.

Luttrell, A., Briñol, P., & Petty, R. E. (2016, May). *Perceived reasons for attitude certainty and resistance to persuasion*. Talk presented at the Midwestern Psychological Association, Chicago, IL.

Sawicki, V., & Luttrell, A. (2016, May). *Persuasive content when the persuasive source is (un)conflicted*. Talk presented at the Midwestern Psychological Association, Chicago, IL.

Durso, G. R. O., Luttrell, A., & Way, B. M. (2016, May). *Acetaminophen blunts regret-related discomfort by affecting self-reported recall clarity*. Talk presented at the Midwestern Psychological Association, Chicago, IL.

Luttrell, A., & Petty, R. E. (2015, May). *The role of perceived efficacy in willingness to intervene in single (vs. multi-) country conflicts*. Talk presented at the Midwestern Psychological Association, Chicago, IL.

Luttrell, A., Briñol, P., & Petty, R. E. (2014). *Perceived reasons for attitude certainty and resistance to persuasion*. Talk presented at the General Meeting of the European Association of Social Psychology, Amsterdam, The Netherlands.

Luttrell, A., Briñol, P., & Petty, R. E. (2014). *The effects of perceived bases of certainty*. Talk presented at the Attitudes and Social Influence Conference, Catalina Island, CA.

Teeny, J., **Luttrell, A.,** & Petty, R. E. (2014). *When do we try to convince others?: Attitude certainty as an antecedent to proselytism*. Talk presented at the Attitudes and Social Influence Conference, Catalina Island, CA.

Luttrell, A., Briñol, P., & Petty, R.E. (2014). *Attitude change over time: The role of ambivalence and certainty*. Talk presented at the Midwestern Psychological Association Annual Meeting, Chicago, IL.

Luttrell, A., Briñol, P., & Petty, R.E. (2014). *The role of ambivalence and certainty in predicting attitude stability*. Talk presented at the Attitudes Preconference of the Society for Personality and Social Psychology Annual Meeting, Austin, TX.

Gandarillas, B., Briñol, P., Petty, R. E., & **Luttrell, A.** (2013). *The impact of thoughts in consumer evaluation as a function of ease*. Talk presented at the European Conference of the Association for Consumer Research, Barcelona, Spain.

Luttrell, A. & Petty, R. E. (2013). *Resisting persuasion: The role of attitude certainty bases*. Talk presented at the Midwestern Psychological Association Annual Meeting, Chicago, IL.

Luttrell, A. & Petty, R. E. (2012). *Willingness to intervene in conflict: An intra-group vs. inter-group distinction*. Talk presented at the Midwestern Psychological Association Annual Meeting, Chicago, IL.

Luttrell, A. (2010). *Impact of cognitive dispositions on critical evaluation of evidence*. Talk presented at the Mid-America Undergraduate Psychology Research Conference, Evansville, IN.

Poster Presentations

Luttrell, A., & Petty, R. E. (2016). *The roles of perceived need and efficacy in charitable donation decisions*. Poster presented at the Decision Sciences Collaborative Spring Research Forum, Columbus, OH.

Luttrell, A., Petty, R. E., & Briñol, P. (2016). *Making it moral: Mere perception of moral foundation induces resistance to persuasion*. Poster presented at the Society for Personality and Social Psychology Annual Meeting, San Diego, CA.

Durso, G. R. O., **Luttrell, A.**, & Way, B. M. (2016). *Acetaminophen blunts regret-related discomfort by affecting self-reported recall clarity*. Poster presented at the Society for Personality and Social Psychology Annual Meeting, San Diego, CA.

Luttrell, A., & Petty, R. E. (2015). *Effects of cognitive dissonance on attitude strength*. Poster presented at the Society for Personality and Social Psychology Annual Meeting, Long Beach, CA.

Durso, G. R. O., **Luttrell, A.**, & Way, B. M. (2015). *Over-the-counter relief from pains and pleasures alike: Tylenol blunts evaluation sensitivity to both negative and positive stimuli*. Poster presented at the Society for Personality and Social Psychology Annual Meeting, Long Beach, CA.

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

Barden, J., **Luttrell, A.**, Kopp, B., & Petty, R. E. (2015) *Perceived ease reflecting attitude accessibility: A distinct mechanism from persuasion antecedents to strength consequences*. Poster presented at the Society for Personality and Social Psychology Annual Meeting, Long Beach, CA.

Luttrell, A., Petty, R. E., & Briñol, P. (2013). *Perceived bases for attitude certainty and resistance to persuasive communication*. Poster presented at the Society for Personality and Social Psychology Annual Meeting, New Orleans, LA.

VanDeursen, M., Rauch, S. M., Kim, E., Franz, H., & **Luttrell, A.** (2010). *The role of benevolent sexism in the 2008 election*. Poster presented at the Society for Personality and Social Psychology Annual Meeting, Las Vegas, NV.

Invited Presentations

2017, February	College of Wooster
2017, January	Ball State University
2016, December	Salisbury University
2016, March	Stevens Institute of Technology
2016, February	College of Wooster
2013, July	Universidad Autónoma de Madrid, Spain
2012, May	Skepticamp Ohio

Academic Honors, Awards, and Fellowships

3 Minute Thesis Competition, 1st Place, Graduate School, OSU (2016) [[link](#)]
Summer Institute of Social and Personality Psychology (SISPP), Northeastern University (2015)
SPSP Outstanding Research Award, Society of Personality and Social Psychology (2014) [[link](#)]
Outstanding Research Mentor Award, Undergraduate Research Office, OSU (2014) [[link](#)]
Brewer Summer Fellowship Award, Department of Psychology, OSU (2014, 2015)
Graduate Associate Teaching Award (nominated), Graduate School, OSU (2013, 2014, 2015)
Graduate Student Research Forum Award, 2nd Place, Department of Psychology, OSU (2012)
University Fellowship, OSU (2010-2011)
Critical Thinking Education Scholarship Award, James Randi Educational Foundation (2010)
Spencer-McGown-Wilson Student Scholarship, Eastern Illinois University (2010)
Social Science Writing Award, Eastern Illinois University (2010)
Mensa Education & Research Foundation Award, Mensa (2009)

Teaching

Courses Taught

(Developed and Independently Taught My Own Course)

Ball State University

- Stereotypes and Prejudice (Fall 2017)
- Diversity Issues in Psychological Research (Fall 2017) - Graduate Seminar

College of Wooster

- Attitudes and Persuasion (Fall 2016; Spring 2017)
- Statistics and Experimental Design (Fall 2016; Spring 2017)
- Stereotypes and Prejudice (Spring 2017)

Ohio State University

Average university-administered student evaluations: 4.8/5.0

- Introduction to Social Psychology, *Writing-Intensive* (Fall 2012; Fall 2013)
- Introduction to Social Psychology (Fall 2014)
- Stereotyping and Prejudice (Spring 2015)

Course Assistant

(Assisted with Grading and Guest Lecturing)

Ohio State University

- Judgment and Decision Making (Spring 2013)

Undergraduate Theses Advised

College of Wooster

- Bacon-Ehlers, Sarah (2017). *Empathy and similarity-attraction within a group setting.*
- Brouse, Linea (2017). *The effects of video games on group perception and prejudice reduction.*
- Hopper, Benjamin (2017). *Inquiries in the psychological mechanisms of small money political donations.*
- Schriber, Victoria (2017). *The relationship between self-esteem, ambivalence, and relationship outcomes within romantic partnerships.*
- Zhou, Siyan (2017). *Persuasion by racial minority sources: The role of gendered stereotypes.*

Ohio State University

- Yang, Huidong (2013). *Understanding culture matching effects in advertising.*
- *Recipient of a Summer Research Fellowship by OSU Undergraduate Research Office
 - *Recipient of an Arts and Sciences Undergraduate Research Scholarship for his thesis
 - *Co-advisor with Richard Petty

Service

Field

Ad hoc reviewer for:

Journal of Experimental Social Psychology
Social Psychological and Personality Science
Political Psychology
Social Influence
International Journal of Public Opinion Research
Journal of Cognitive Neuroscience
Journal of Cognitive Psychology
Review of General Psychology
Environment and Behavior
Mindfulness
International Journal of Social Psychology
The Spanish Journal of Psychology
Asian Journal of Social Psychology

- Co-organizer, SPSP Attitudes and Social Influence Pre-Conference (2018 – present)
- Reviewer, Midwest Psychological Association (MPA) Psi Chi Poster Submissions (2017)
- Reviewer, Society for Personality and Social Psychology (SPSP) Student Poster Awards (2016)
- Volunteer, Society for Experimental Social Psychology (SESP) Conference, Columbus, OH (2014)
- Volunteer, European Conference of the Association for Consumer Research, Barcelona, Spain (2013)

Ph.D. Student Advisory Board, International Conference on Persuasive Technology (2011)

University

Ohio State University

Volunteer Coach, Ohio State Speech & Debate Team (2010-2016)

Department

Ohio State University Department of Psychology

Colloquium Chair (2015-2016)

President, Social Behavior Interest Group (2015-2016)

In-House Colloquium Coordinator (2014-2015)

President, Group for Attitudes and Persuasion (2014-2016)

Treasurer, Group for Attitudes and Persuasion (2012-2014)

Panelist, Career Exploration in Psychology Ph.D. Student Panel (2014, 2015)

Judge, Psychology Undergraduate Research Colloquium (2012, 2013)

Publicity Chairperson, Social Behavior Interest Group (2011-2014)

Wine and Cheese Committee, Social Behavior Interest Group (2010-2011)

Advanced Quantitative Skills

Linear and logistic regression

Statistical mediation and conditional process analysis

Mixed effects modeling / multilevel modeling / hierarchical linear modeling

Longitudinal data analysis

Exploratory and confirmatory factor analysis

Structural equation modeling (SEM)

Proficient in *R*, *SPSS*, and *Excel*.

Professional Affiliations

Society for Personality and Social Psychology (SPSP)

American Psychological Association (APA)

Midwestern Psychological Association (MPA)

Ohio State Decision Sciences Collaborative

Psi Chi, national psychology honors society

References

Dr. Richard E. Petty, Department of Psychology, Ohio State University
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Dr. Duane T. Wegener, Department of Psychology, Ohio State University
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Dr. Russell H. Fazio, Department of Psychology, Ohio State University
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Dr. Baldwin M. Way, Department of Psychology, Ohio State University
way.37@osu.edu

Dr. Amber Garcia, Department of Psychology, College of Wooster
AGarcia@wooster.edu