

TRAVIS J. CARTER

CURRICULUM VITA

PERSONAL INFORMATION

Current Position

Postdoctoral Research Associate and
Decision Research Lab Manager

Office Address

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EDUCATION

Cornell University

PhD in Social Psychology, 2009

The University of Chicago

AB in Psychology with Honors, 2001
Phi Beta Kappa

PROFESSIONAL ACTIVITIES

Professional Society Membership

Society for Personality and Social Psychology
Association for Psychological Science
International Social Cognition Network
International Society of Political Psychologists
Midwestern Psychological Association

Peer Reviewer

Behavioral and Brain Sciences
Journal of Experimental Social Psychology
Political Psychology
Emotion
Basic and Applied Social Psychology

RESEARCH INTERESTS

SOCIAL COGNITION

Automatic operation of cognitive functions
Influence of motivations of implicit processes

SOCIAL JUDGMENT/DECISION MAKING

Consumer behavior and happiness
Metacognition

PUBLICATIONS (PUBLISHED OR IN PRESS)

Converse, B., Risen, J. & Carter, T. J. (in press). *Investing in karma: When wanting promotes virtuous action*. Manuscript in press at Psychological Science.

Carter, T. J., & Gilovich, T. (in press). *I am what I do, not what I have: The centrality of experiential purchases to the self-concept*. Manuscript in press at the Journal of Personality and Social Psychology.

Carter, T. J., Ferguson, M. J., & Hassin, R. R. (2011). A single exposure to the American flag shifts support toward Republicanism up to 8 months later. *Psychological Science*, 22(8), 1011-1018.

Carter, T. J., Ferguson, M. J., & Hassin, R. R. (2011). Implicit nationalism as system justification: The case of the United States of America. *Social Cognition*, 29(3), 341-359.

Savitsky, K., Keysar, B., Epley, N., Carter, T. J., & Swanson, A.T. (2011). The closeness-communication bias: Increased egocentrism among friends versus strangers. *Journal of Experimental Social Psychology*, 47, 269-273.

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- Carter, T. J., & Gilovich, T. (2010). The relative relativity of material and experiential purchases. *Journal of Personality and Social Psychology*, 98(1), 146-159.
- Hassin, R. R., Ferguson, M. J., Kardosh, R., Porter, S. C., Carter, T. J., & Dudareva, V. (2009). Précis to implicit nationalism. Invited paper appearing in *Annals of the New York Academy of Sciences*, 1167, 135-145.
- Ferguson, M. J., Carter, T. J., & Hassin, R. R. (2009). On the automaticity of nationalist ideology: The case of the USA. In J. T. Jost, A. C. Kay, and H. Thorisdottir's (Eds.), *Social and psychological bases of ideology and system justification*. New York: Oxford University Press.
- Carter, T. J., & Dunning, D. (2008). Faulty self-assessment: Why evaluating one's own competence is an intrinsically difficult task. *Social and Personality Psychology Compass*, 2, 346-360.
- Carter, T. J. (2007). Public goods. In R. Baumeister & K. Vohs (Eds.), *Encyclopedia of social psychology*. Thousand Oaks, CA: Sage.

MANUSCRIPTS (UNDER REVIEW OR UNDER REVISION)

- Carter, T. J., Ferguson, M. J., & Hassin, R. R. (2011). *Automatic super power: On the implicit association in memory between America and the desire for power*. Manuscript under revision.

MANUSCRIPTS (IN PREP)

- Porter, S., Ferguson, M. J., Carter, T. J., & Hassin, R. R. (2011). *Unintended American bias: American cues implicitly increase prejudice*. Manuscript in preparation.
- Carter, T. J. & Fishbach, A. (2011). *The role of self-deception in the exercise of self-control*. Manuscript in preparation.
- Carter, T. J., Ferguson, M. J., & Hassin, R. R. (2011). *Implicit influence of the American flag on the definition and acceptability of torture*. Manuscript in preparation.
- Carter, T. J., & Pope, D. (2011). *A fairness heuristic: Pre/post-ejection bias in umpires' strike zones*. Manuscript in preparation.
- Carter, T. J., & Dunning, D. (2009). *Non-conscious inhibition of threatening concepts: A social-cognitive take on Freudian repression*. Manuscript in preparation.

DATA COLLECTED

- Carter, T. J., Ferguson, M. J., & Hassin, R. R. (2010). *Implicit and explicit predictors of voting behavior in the 2008 presidential election*. Manuscript in preparation.
- Carter, T. J., Ferguson, M. J., & Hassin, R. R. (2010). *The dissociation between implicit and explicit nationalistic attitudes*. Manuscript in preparation.
- Carter, T. J., & Dunning, D. (2009). *The metacognitive fluency of handwriting quality on test grades*. Manuscript in preparation.

CHAired SYMPOSIA

- Carter, T. J., & Ferguson, M. J. (2009, February). *Automaticity in the public sphere: Implicit influences of context on political behavior and judgments*. Symposium to be co-chaired at the Society for Personality and Social Psychology Conference, Tampa Bay, FL.
- Carter, T. J., & Ferguson, M. J. (2007, July). *On the implicit nature of political ideologies*. Symposium co-chaired at the Annual Meeting of the International Society for Political Psychology, Portland, OR.

PRESENTATIONS

- Carter, T. J., & Gilovich, T. D. (2012, Feb). *I am what I do, not what I have: The role of experiential and material purchases in defining the self*. Paper to be presented at the Society for Consumer Psychology Annual Conference, Las Vegas, NV.
- Carter, T. J. & Pope, D. (2012, Jan). *A fairness heuristic: Pre/post-ejection bias in umpires' strike zones*. Poster to be presented at the Society for Personality and Social Psychology Conference, San Diego, CA.
- Carter, T. J., & Gilovich, T. D. (2011, May). *I am what I do, not what I have: Relationship between experiential and material purchases to the self*. Paper presented at the Midwestern Psychological Association Annual Conference, Chicago, IL.
- Carter, T. J., Ferguson, M. J., & Hassin, R. R. (2011, January). *Long-term effects of a single exposure to the American flag on political behavior and judgment*. Informal paper presented at the Social Cognition Preconference at the Society for Personality and Social Psychology Conference, San Antonio, TX.
- Carter, T. J. & Fishbach, A. (2010, November). *Taking advantage of ambiguity: The role of self-deception in failures of self-control*. Poster presented at the Society for Judgment and Decision Making Annual Conference, St. Louis, MO.
- Carter, T. J., Ferguson, M. J., & Hassin, R. R. (2010, July). *Long-term effects of a single exposure to the American flag on political behavior and judgment*. Paper presented at the Annual Meeting of the International Society for Political Psychology, San Francisco, CA.
- Ferguson, M. J., Carter, T. J., & Hassin, R. R. (2010, January). The elephant in the room: the effect of the American flag on political behavior in the 2008 American presidential election. Paper in symposium *The psychological meaning of things and places*, A. Ledgerwood (Chair). Society for Personality and Social Psychology Conference, Las Vegas, NV.
- Carter, T. J., & Gilovich, T. D. (2010, January). *I am what I do, not what I have: Defining oneself by experiential rather than material purchases*. Poster presented at the Society for Personality and Social Psychology Conference, Las Vegas, NV.
- Carter, T. J., Ferguson, M. J., & Hassin, R. R. (2010, January). *Long-term effects of a single exposure to the American flag on political behavior and judgment*. Invited presentation at the University of Chicago Political Psychology Workshop, Chicago IL.
- Carter, T. J., & Gilovich, T. D. (2010, January). *I am what I do, not what I have: The centrality of experiential purchases to the self-concept*. Poster presented at the Society for Judgment and Decision Making Annual Conference, Boston, MA.

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- Carter, T. J., Ferguson, M. J., & Hassin, R. R. (2009, May). Implicit attitudes and American cues on voting behaviors in the 2008 election. Poster presented at the Association for Psychological Science Annual Convention, San Francisco, CA.
- Carter, T. J., Ferguson, M. J., & Hassin, R. R. (2009, February). The automatic relationship between America and Power. Paper in symposium *Automaticity in the public sphere: Implicit influences of context on political behavior and judgments*, T. J. Carter & M. J. Ferguson (chairs). Society for Personality and Social Psychology Conference, Tampa Bay, FL.
- Savitsky, K., Keysar, B., Epley, N., Carter, T. J., & Swanson, A. (2009, February). The perils of (perceived) self-other similarity: Egocentrism among friends and strangers. Paper in symposium *The difference between you and me: Comparing social and self perception*, M. Steffel (chair). Society for Personality and Social Psychology Conference, Tampa Bay, FL.
- Carter, T. J., & Gilovich, T. (2009, February). *Relative Relativity of Material and Experiential Purchases*. Poster presented at the Judgment and Decision-Making Preconference before the Society for Personality and Social Psychology Conference, Tampa Bay, FL.
- Gilovich, T., & Carter, T. J. (2008, August). *The relative relativity of material and experiential purchases*. Paper presented at the Meaning of Consumption Conference, Ithaca, NY.
- Dunning, D., Balcetis, E., & Carter, T. J. (2008, July). Motivated reasoning below awareness. Paper in invited symposium *Motivation, recall, and information processing*, R. Sanitioso (chair). Annual Convention of the International Congress of Psychology, Berlin, Germany.
- Carter, T. J., & Ferguson, M. J. (2008, May). *Implicit ideology and the pursuit of power and status: The case of American nationalism*. Paper presented at the Midwestern Psychological Association Annual Conference, Chicago, IL.
- Carter, T. J., & Gilovich, T. (2008, February). *Comparative difficulty: Choice strategies and invidious comparisons in material and experiential purchases*. Poster presented at the Society for Personality and Social Psychology Conference, Albuquerque, NM.
- Ferguson, M. J., Hassin, R. R., Carter, T. C., & Porter, S. C. (2008). On the automaticity of nationalist ideologies. Paper in symposium *Priming Ideology: Demonstrating the Malleability of Political Ideology*, C. Bryan & C. Dweck (chairs). Society for Personality and Social Psychology Conference, Albuquerque, New Mexico.
- Carter, T. J., & Ferguson, M. J. (2007, July). *Implicit American nationalism: Effect of the American flag on desire for power and status*. Paper presented at the Annual Meeting of the International Society for Political Psychology, Portland, OR.
- Carter, T. J., & Dunning, D. (2007, May). *Non-conscious inhibition of threatening concepts: A social-cognitive take on Freudian repression*. Poster presented at the Association for Psychological Science Annual Conference, Washington, DC.
- Carter, T. J., & Gilovich, T. D. (2007, May). *The persistence of difficulty in material and experiential purchases*. Paper presented at the Midwestern Psychological Association Annual Conference, Chicago, IL.
- Rapp, A., Balcetis, E., & Carter, T. J. (2007, May). *The red-blue divide: Disgust evokes the fundamental attribution error for Republicans, not Democrats*. Poster presented at the Ohio University Conference on Undergraduate Research, Athens, OH.

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- Carter, T. J., & Ferguson, M. J. (2007, April). *Implicit nationalism and the pursuit of power: The effect of the American flag on the desire for power and status*. Paper presented at the Psychology and Social Justice Conference, New York, NY.
- Carter, T. J., & Ferguson, M. J. (2007, January). *More power to you: Attractiveness of positions of power after exposure to the American flag*. Poster presented at the Society for Personality and Social Psychology Conference, Memphis, TN.
- Ferguson, M. J., Hassin, R. R., & Carter, T. J. (2006, October). Automatic effects of the United States flag on attitudes and behavior. Paper in symposium *Oh say can you see?: New directions in research on automaticity and nationalism*, M. J. Ferguson & R. Hassin (chairs). Society for Experimental Social Psychology Conference, Philadelphia, Pennsylvania.
- Dunning, D., Balcetis, E., Carter, T. J., & Hanko, K. (2006, January). *Motivated cognition below awareness*. Paper presented at the Self and Identity preconference associated with the Society for Personality and Social Psychology Conference, Palm Springs, CA.
- Carter, T. J., Ferguson, M. J. (2006, January). *Spending for your country: Automatic effects of American nationalism on materialism*. Poster presented at the Society for Personality and Social Psychology Conference, Palm Springs, CA.
- Ferguson, M. J., Hassin, R. R., & Carter, T. J. (2005, July). Automatic American nationalism. Invited paper in symposium *Psychological Basis of Ideology, Prejudice, and System Justification*, J. T. Jost (chair). International Society of Political Psychology Conference, Toronto, Canada.
- Keysar, B. Carter, T. J., & Swanson, A. (2004, November). *Perspective-taking among friends and strangers: The active monitoring hypothesis*. Paper presented at the Annual Meeting of the Psychonomic Society, Minneapolis, MN.

FELLOWSHIPS AND GRANTS

Fellowships

Sage Fellowship, Cornell University, 2005, 2008-2009

Grants

Departmental Research Grant, Cornell University, 2009

Conference Travel Grant, Cornell University, 2006, 2007, 2008, 2009

Richter Grant, University of Chicago, 2001

TEACHING

Introduction to Social Psychology

Psychology 2800 (Summer, 2009)

I co-taught Cornell University's introductory social psychology course, offered in the summer to undergraduates. It covers a wide range of topics in social psychology through a combination of lectures and discussion.

Introductory Psychology Seminar

The Dark Side of Human Nature (Fall, 2006)

I designed the syllabus and materials for this interactive seminar, which aims to discuss how research in social psychology can help explain the negative behaviors in some of the darker days in human history, including Nazi Germany, the Abu Ghraib prison abuses, cult suicides, and even more mundane acts of

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violence and deception. The course used historical examples and modern research to focus on the debate between internal and external causes for 'evil' acts, employing weekly readings, assignments, and projects.

Guest Lectures

Carter, T. J. (2008, April). *Power and politics*. Guest lecture for Cornell University Psychology 280: Introduction to Social Psychology, Ithaca, NY.

Carter, T. J. (2007, November). *Politics and emotions*. Guest lecture for Cornell University Psychology 385: Psychology of Emotion, Ithaca, NY.

Carter, T. J. (2007, January). *Political psychology*. Guest lecture for Ohio University Psychology 101: Introduction to Psychology, Athens, OH.

Carter, T. J. (2006, February). *The Milgram "experiment."* Guest lecture for Cornell University Psychology 491: Research Methods in Psychology, Ithaca, NY.

TEACHING ASSISTANTSHIPS

Psychology and Law (with David Dunning, Fall 2004)

Research Methods in Psychology (with David Dunning, Spring 2006)

Perception (with James Cutting, Spring, 2007)

Emotion (with David Pizarro, Fall, 2007)

Introduction to Social Psychology (with Thomas Gilovich and Dennis Reagan, Spring, 2008)

Negotiations (with Jane Risen, Winter, 2010; with Eugene Caruso, Summer, 2010, Summer, 2011)