

Anne L. Zell

Curriculum Vitae

CONTACT INFORMATION

Department of Psychology
Augustana University
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Sioux Falls, SD 57197

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Please note change of last name from Geyer to Zell.

EMPLOYMENT

Assistant Professor of Psychology, Augustana University, Sioux Falls, SD, 2007-2013
Associate Professor of Psychology, Augustana University, Sioux Falls, SD, 2013 – present

EDUCATION

Ph.D. Social Psychology, Florida State University, Tallahassee, FL, 2007
Dissertation title: Pride and humility: Possible mediators of the motivating effect of praise
Advisor: Dr. Dianne M. Tice

M.A. Psychology, Case Western Reserve University, Cleveland, OH, 2003
Thesis title: Interpersonal strategies for reducing discomfort related to superior performance
Advisor: Dr. Julie Juola Exline

B.A. Psychology, *summa cum laude*, Gordon College, Wenham, MA, 2001
Dual degree in Biblical Studies, minor in English

RESEARCH

PUBLICATIONS

Zell, A. L., & Moeller, L. (2016). Are you happy for me... on Facebook? The potential importance of “Likes” and comments. Manuscript under review.

Zell, A. L., Exline, J. J., & Lobel, M. (in press). Navigating the perils of outperformance. Chapter to be included in J. Suls, R. L. Collins, & L. Wheeler (Eds.) *Social Comparison in Judgment and Behavior*. Oxford University Press.

Zell, A. L., & Moeller, L. (in press). Narcissism and “Likes”: Entitlement/Exploitativeness predicts both desire for and dissatisfaction with responses on Facebook. *Personality and Individual Differences*.

Zell, A. L., & Exline, J. J. (2014). Sparing others through social comparison. In Z. Krizan & F. Gibbons (Eds.), *Communal Functions of Social Comparison* (pp. 95-118). New York: Cambridge University Press.

Zell, A. L., & Baumeister, R. F. (2013). How religion can support self-control and moral behavior. In R. Paloutzian & C. Park (Eds.). *Handbook of Psychology of Religion and Spirituality* (2nd ed., pp. 498-516). New York: Guilford Press.

Exline, J. J., **Zell, A. L.**, & Lobel, M. (2013). Sidestepping awkward encounters: Avoidance as a response to outperformance-related discomfort. *Journal of Applied Social Psychology*, *43*, 706-720.

Exline, J. J., & **Zell, A. L.** (2012). Who doesn't want to be envied? Personality correlates of emotional responses to outperformance scenarios. *Basic and Applied Social Psychology*, *34*, 236-253.

Exline, J. J., **Zell, A. L.**, Bratslavsky, E., Hamilton, M., & Swenson, A. (2012). People-pleasing through eating: Sociotropy predicts greater eating in response to perceived social pressure. *Journal of Social and Clinical Psychology*, *31*, 169-193.

Zell, A. L., & Exline, J.J. (2010). How does it feel to be outperformed by a "good winner? Prize sharing and self-deprecating as appeasement strategies. *Basic and Applied Social Psychology*, *32*, 69-85.

Exline, J.J., & **Zell, A. L.** (2009). Empathy, self-affirmation, and forgiveness: The moderating roles of gender and entitlement. *Journal of Social and Clinical Psychology*, *28*, 1071-1099.

Exline, J. J., & **Zell, A. L.** (2008). Antidotes to Envy: A Conceptual Framework. In Smith, R. (Ed.), *Envy: Theory and Research* (pp. 315-331). New York: Oxford.

Exline, J. J., Baumeister, R. F., **Zell, A. L.**, Kraft, A., & Witvliet, C. V. O. (2008). Not so innocent: Does seeing one's own capability for wrongdoing predict forgiveness? *Journal of Personality and Social Psychology*, *94*, 495-515.

Exline, J. J., & **Zell, A. L.** (2008). Does a humble attitude promote forgiveness? Challenges, caveats, and the role of gender. In W. Malcolm, N. De Courville, & K. Belicki (Eds.), *Women's perspectives on forgiveness and reconciliation: The complexities of restoring power and connection* (pp. 235-251). New York: Routledge.

Schmeichel, B. J., & **Zell, A.** (2007). Trait self-control predicts performance on behavioral tests of self-control. *Journal of Personality*, *75*, 743-755.

Baumeister, R. F., Tice, D. L., & **Zell, A. L.** (2007). How emotions facilitate and impair self-regulation. In Gross, J.J. (Ed.), *Handbook of Emotion Regulation* (pp. 408-426). New York: Guilford.

Hodges B. H., & **Geyer, A. L.** (2006). A nonconformist account of the Asch experiments: Values, pragmatics, and moral dilemmas. *Personality and Social Psychology Review*, *10*, pp. 2-19.

Geyer, A. L., & Baumeister, R. F. (2005). Religion, Morality, and Self-Control: Values, Virtues, and Vices. In Paloutzian & Park (Eds.), *Handbook of the Psychology of Religion and Spirituality* (pp. 412-432). New York: Guilford.

Exline, J. J., Single, P. B., Lobel, M., & **Geyer, A. L.** (2004). Glowing praise and the envious gaze: Social dilemmas surrounding the public recognition of achievement. *Basic and Applied Social Psychology*, *26*, 119-130.

Exline, J. J., & **Geyer, A. L.** (2004). Perceptions of humility: A preliminary study. *Self and Identity*, *3*, 95-114.

CONFERENCE PRESENTATIONS & INVITED TALKS

Hanson, M., Kunkel, J., Tinaglia, L., Johnson, C., Garcia, M., & **Zell, A. L.** (May 2016). Inducing humility: Relationship affirmation increases openness to critical feedback. Poster presented at the annual meeting of the Midwestern Psychological Association, Chicago, IL.

Zell, A. L., & Fleming, S. (February 2015). Forgiveness motives matter: Prayer, caring, and religious obligation – but not self-interest – reduced unforgiveness one week later. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.

Entringer, A., Goodwin, J., Truelson, Z., & **Zell, A. L.** (May 2013). Lie hard: Predictors of responses to Presidential candidates' deceptive claims. Poster presented at the annual meeting of the Midwestern Psychological Association, Chicago, IL.

Zell, A. L., & Jerke, M. (January, 2013). Outperforming a narcissistic, sociotropic, or autonomous friend: Strategies people use to handle this sticky situation and their associated outcomes. Poster presented at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.

Zell, A. L. (March, 2011). Why courage is important and how to get it: Insights from psychological research. Workshop presented at the annual meeting of the Nobel Peace Prize Forum, Decorah, IA.

Zell, A. L., Schultz, P., Hubbling, M., Obler, J., Nelson, R., & Ask, J. (January, 2011). How can you ease others' agony of defeat? Comparing relationship-building, other-enhancing, and self-lowering appeasement strategies. Poster presented at the annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.

- Zell, A. L., & Sorensen, S.** (January, 2010). Who cares if presidential candidates lie? Predicting moral judgments of deceptive claims. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Las Vegas, NV.
- Zell, A. L.** (December 2009). Positive psychology and Christian perspectives on the self. Invited talk given at the University of Sioux Falls Forum for Conversations in Theology and Science, Sioux Falls, SD.
- Zell, A. L., Simpkins, B., & Tice, D. M.** (2008). Gazing up at the stars: Developing a manipulation of humility. Paper presented at the annual meeting of the Midwest Psychological Association, Chicago, IL.
- Geyer, A. L.** (2006). People high versus low in humility respond more constructively when their faults are made salient. Poster presented at the annual meeting of the International Positive Psychology Summit, Washington, DC.
- Geyer, A. L.** (2006). Proud and humble, not proud versus humble: Positive effects of receiving deserved praise from a respected source. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Butz, D., & **Geyer, A. L.** (2005). Power and appeasement: Perceptions of winner are affected by winners' use of appeasement strategies. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago, IL.
- Geyer, A. L., & Exline, J. J.** (2005). Is it always good to be a "good winner"? Effects of appeasing behaviors depend upon outperformed persons' level of competitiveness. Poster presented at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Geyer, A. L., & Exline, J. J.** (2004). Appeasement in competitive contexts: Effects of prize sharing and self-deprecation on outperformed persons. Poster session presented at the annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Hodges, B. H., & **Geyer, A. L.** (2003). A nonconformist interpretation of the Asch experiments: Values, pragmatics, and moral dilemmas. Poster session presented at the annual meeting of the American Psychological Society, Atlanta, GA.
- Exline, J. J., & **Geyer, A. L.** (2003). Who's afraid of being envied? Trait and demographic correlates of STTUC discomfort. Poster session presented at the annual meeting of the Society for Personality and Social Psychology, Los Angeles, CA.
- Geyer, A. L., & Exline, J. J.** (2003). Being a good winner: Appeasement, sociotropy, and discomfort about competitive success. Poster session presented at the annual meeting of the Society for Personality and Social Psychology, Los Angeles, CA.
- Exline, J. J., & **Geyer, A. L.** (2002). Humility: Virtue or vice? Poster session presented at the annual meeting of the American Psychological Society, New Orleans, LA.
- Geyer, A. L.** (2001). Complexity of Christian students' attitudes toward psychology. Poster session presented at the annual meeting of the American Psychological Society, Toronto, Canada.
- Phillips, S., & **Geyer, A. L.** (2001). What is the difference between psychological and spiritual problems? A lay perspective. Poster session presented at the annual meeting of the American Psychological Society, Toronto, Canada.
- Geyer, A. L.** (2000). The persuasive power of metaphor. Poster session presented at the annual meeting of the Eastern Psychological Association, Baltimore, MD.

COURSES TAUGHT

PSYC 115 General Psychology
PSYC 125 Lifespan Human Development
PSYC 192/292/361/362 Directed Research
PSYC 297/397 Positive Psychology

PSYC 297/300/250 Social Psychology

PSYC 305 Psychology & Christianity

GENL 492 Understanding Good and Evil (Capstone, co-taught with Dr. Stephen Minister)

OTHER PROFESSIONAL ACTIVITIES

AD HOC REVIEWING

Current Directions in Psychological Science

International Journal of Psychology

International Journal for the Psychology of Religion

John Templeton Foundation

Journal of Adolescence

Journal of Experimental Social Psychology

Journal for the Scientific Study of Religion

Motivation & Emotion

Psychology of Women Quarterly

Psychological Science

Social Sciences and Humanities Research Council of Canada

Social Influence

GRANTS AND AWARDS

Augustana Research and Artist Fund grand, Augustana College, 2016

Augustana Research and Artist Fund grand, Augustana College, 2015

Augustana Research and Artist Fund grand, Augustana College, 2013

Augustana Research and Artist Fund grant, Augustana College, 2010

Augustana Research and Artist Fund grant, Augustana College, 2009

Fellow, International Positive Psychology Summit, 2006

College of Arts and Sciences Teaching Fellowship, Florida State University, 2003

Congress of Graduate Students Presentation Grants, Florida State University, 2003

Alumni Fund Travel Award, Case Western Reserve University, 2002

New England Psychological Association Honorary Undergraduate Fellows Award, 2001

Gordon Scholarship of Merit, Gordon College, 1996

STUDENT CIVITAS PROJECTS SUPERVISED

Zack Truelson

Lisa Moeller

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