

David A. Reinhard

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Psychology of Peace and Violence Program
Department of Psychological and Brain Sciences
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Education

Ph.D. University of Virginia

Social Psychology, 2017

Dissertation: *The Influence of Temporal Group Identities on Goal-Pursuit*

Committee: Benjamin Converse (Chair), Gerald Clore, Shigehiro Oishi, Kieran O'Connor

M.A. University of Virginia

Social Psychology, 2014

Thesis: *Activating Mental Representations of Rivals Increases Motivation*

Committee: Benjamin Converse (Chair), Gerald Clore, Timothy Wilson

B.A. University of Michigan

Honors Program

Psychology (High Honors), 2010

Thesis: *The Influence of Weight Cues on Product Perceptions*

Advisor: Norbert Schwarz

Academic and Professional Appointments

University of Massachusetts Amherst

Psychology of Peace and Violence Program, Department of Psychology

Postdoctoral Research Associate, 2017-Present

PI: Bernhard Leidner

University of Michigan

Research Center for Group Dynamics, Institute for Social Research

Research Associate (Lab Manager), 2010-2011

PI: Stephanie Brown, Sara Konrath

Research Interests

Motivation and Goal Pursuit, Rivalry, Temporal Collective Identities, Social Cognition, Emotion

Fellowships and Grants

University of Virginia Presidential Fellowship in Data Science (\$28,000). "The role of emotions in political discourse". 2016-2017

The Society for Personality and Social Psychology, Small Research Grant (\$1,500). "De-escalating Conflict in International Rivalries". 2018

Publications

Clore, G.L. & Reinhard, D.A. (in press). Emotional intensity: It's the thought that counts. In R. Davidson, A. Shackman, A. Fox, & R. Lapate (Eds.), *The Nature of Emotion: A volume of short essays addressing fundamental questions in emotion*. Oxford: Oxford University Press.

Converse, B. A. & Reinhard, D. A. (2016). On rivalry and goal pursuit: Shared competitive history, legacy concerns, and strategy selection. *Journal of Personality and Social Psychology*, 110, 191-213.

Open Science Collaboration. (2015). Estimating the reproducibility of psychological science. *Science*, 349, aac4716.

Wilson, T. D., Reinhard, D., Westgate, E. C., Gilbert, D., Ellerbeck, N., Hahn, C., Brown, C., & Shaked, A. (2014). Just think: The challenges of the disengaged mind. *Science*, 345, 75-77.

Wilson, T. D., Gilbert, D., Reinhard, D., Westgate, E. C., & Brown, C. (2014). Would you fund this movie? A reply to Fox et al. (2014). *Frontiers in Psychology*, 5, 1428.

Reinhard, D., Konrath, S., Lopez, W., & Cameron, H. (2012). Expensive Egos: Narcissistic Males Have Higher Cortisol. *PLoS ONE*, 7, e30858.

Chandler, J., Reinhard, D., & Schwarz, N. (2012). To judge a book by its weight you need to know its content: Knowledge moderates the use of embodied cues. *Journal of Experimental Social Psychology*, 48, 948-952.

Invited Talks & Presentations

Reinhard, D. & Converse, B. (2014, December). *Revved up by Rivalry: Thinking about Rivals Encourages Action-Oriented Goal Pursuit*. Students' Choice Colloquium, University of Virginia, Charlottesville, VA.

Reinhard, D., & Brown, S. (2011, September). *Trends in social science and medicine: Value and feasibility of combining neuroendocrine, cardiovascular, facial EMG, and neuroimaging methods for studying compassion*. Invited presentation at Stony Brook University Medical School.

Posters

Reinhard, D. & Converse, B. (2016, January). *Strategic and motivational consequences of rivalry*. Poster presented at The Society for Personality and Social Psychology Self-Regulation Pre-Conference, San Diego, California.

- Reinhard, D. & Clore, G. (2015, February). *Emotional intensity varies with the mental content of affected vs. unaffected domains*. Poster presented at The Society for Personality and Social Psychology conference, Long Beach, California.
- Converse, B. & Reinhard, D. (2014, March). *Revved up by rivalry: Thinking about rivals encourages action-oriented goal pursuit*. Poster presented at the University of Virginia Arts and Sciences Huskey Exhibition, Charlottesville, Virginia.
- Reinhard, D. & Converse, B. (2014, February). *Priming rival targets – Even without mention of competition – Increases effort*. Poster presented at The Society for Personality and Social Psychology conference, Austin, Texas.
- Converse, B. & Reinhard, D. (2014, February). *Revved up by rivalry: Thinking about rivals encourages action-oriented goal pursuit*. Poster presented at The Society for Personality and Social Psychology Self-Regulation Pre-Conference, Austin, Texas.
- Westgate, E., Reinhard, D., Brown, C., & Wilson, T. (2014, February). *The pain of doing nothing: Preferring negative stimulation to boredom*. Poster presented at The Society for Personality and Social Psychology conference, Austin, Texas.
- Reinhard, D. & Converse, B. (2013, March). *Just do it: Adding rivalry to competition increases action*. Poster presented at the University of Virginia Arts and Sciences Huskey Exhibition, Charlottesville, VA.
- Reinhard, D. & Converse, B. (2013, March). *Just do it: Adding rivalry to competition increases action*. Poster presented at the Social Psychology at the University of North Carolina and Duke University conference, Durham, North Carolina.
- Reinhard, D. Chandler, J., & Schwarz, N. (2012, January). *Knowing what's inside counts: Prime awareness diminishes effects of embodied metaphors*. Poster presented at The Society for Personality and Social Psychology conference, San Diego, California.
- Reinhard, D., Konrath, S., Lopez, W., Cameron, H., & Brown, S. (2011, May). *Expensive egos: Narcissistic males have high cortisol*. Poster presented at the Association for Psychological Science conference, Washington, D.C.
- Reinhard, D., Chandler, J., & Schwarz, N. (2011, May). *The effects of visual cues on the perception of weight*. Poster presented at the Midwestern Psychological Society Annual conference, Chicago, IL.

Selected Media Coverage

New York Times (2014, July)
NPR (2014, July)
Boston Globe (2014, July)
The Atlantic (2014, July)
Nature News (2014, July)
Huffington Post (2014, July)
Washington Post (2014, July)
TIME (2012, January; 2014, July)

Wall Street Journal (2012, January; 2014, July; 2015, November)
USA Today (2012, January)

Honors and Awards

University of Virginia

- 2014 The Society for Personality and Social Psychology travel award
- 2014 Student Choice Colloquium Speaker, University of Virginia
- 2014 Huskey Research Exhibition Social and Behavioral Sciences Poster Award (2nd Place).
- 2013 Huskey Research Exhibition Social and Behavioral Sciences Poster Award (2nd Place).

University of Michigan

- 2010 Tanner Memorial Award (grant to complete honors thesis)
- 2008 University Honors
- 2007 University Honors

Teaching

Graduate Teaching Assistant, University of Virginia

- 2014-2016 *Introduction to Social Psychology*
- 2014 *Research Methods and Data Analysis I*
- 2012-2013 *Research Methods and Data Analysis II*
- 2011 *Introduction to Cognition*

Undergraduate Teaching Assistant, University of Michigan

- 2009-2010 *The Psychology of Interpersonal Relationships*

Professional Activities and Service

Ad hoc reviewer *Journal of Personality and Social Psychology*
 Journal of Experimental Social Psychology
 Journal of Sports Management

- 2011-2016 Social Committee, Department of Psychology, University of Virginia

Professional Affiliations

The Society for the Psychological Study of Social Issues
Society of Personality and Social Psychology
Association for Psychological Society

References

- Benjamin Converse, Ph.D. Assistant Professor, Frank Batten School of Leadership and Public Policy; Department of Psychology, University of Virginia
Email: converse@virginia.edu
- Gerald Clore, Ph.D. Commonwealth Professor of Psychology, University of Virginia
Email: gc4q@virginia.edu
- Timothy D. Wilson, Ph.D. Sherrell J. Aston Professor of Psychology, University of Virginia
Email: tdw@virginia.edu