

# 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 - <i>present</i>
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

**Digital Scholarship Lab Fellowship (Ball State University):** *The language of persuasive communication.* (\$10,844; Role: PI), 2018

**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

**Luttrell, A.** (2018). Dual-process models of persuasion. In *Oxford Research Encyclopedia of Psychology*. Oxford University Press.

**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 \(BYURadio\)](#)

**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.

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.

\*Denotes equal contribution

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](#)

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. Ie, C. T. Ngnoumen, & E. J. Langer (Eds.), *The Wiley Blackwell Handbook of Mindfulness*. Wiley Blackwell, Chichester, UK.

**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.

## **Manuscripts Under Review**

**Luttrell, A.,** Philipp-Muller, A., & Petty, R. E. (under review, 2<sup>nd</sup> round). *Challenging moral attitudes with moral messages: Matching vs. strength effects in persuasion.* *Psychological Science.*

**Luttrell, A.,** Teeny, J. D., & Petty, R. E. (invited revision) *Morality matters in the marketplace: The influence of morally based attitudes on purchase intentions.* *Journal of Consumer Psychology.*

**Luttrell, A.,** Petty, R. E., & Briñol, P. (under review). *The interactive effects of ambivalence and certainty on political opinion stability.* *Political Psychology.*

## **Manuscripts in Preparation**

(Preprints Available Upon Request)

**Luttrell, A.,** Petty, R. E., Chang, J., & Togans, L. J. *The role of culture and dialecticism in objective and subjective attitudinal ambivalence.*

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

**Luttrell, A.,** & Teeny, J. D. *Consumers' willingness to give ethical gifts.*

Stillman, P., **Luttrell, A.,** Cranmer, S., & Petty, R. E. *Emerging social connections and voting in the 2016 presidential election: A longitudinal social network analysis.*

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

See, Y. H. M., & **Luttrell, A.** *When dueling emotions and conflicting beliefs predict subjective ambivalence.*

Wallace, L. E., Patton, K. M., **Luttrell, A.,** Sawicki, V., Fabrigar, L. R., Teeny, J., MacDonald, T. K., Petty, R. E., & Wegener, D. T. *Ambivalence attenuates the relation between knowledge and attitude-behavior consistency.*

## Other Writing

Luttrell, A. (April, 2018). The validation of hate. *Ball Bearings Magazine*. [[link](#)]

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. (2015 – 2017). *Be a People Expert*. [Weekly social psychology blog; [link](#)]

## Conference Presentations

### Oral Presentations

Luttrell, A. (2019). *Moral attitudes and resistance to persuasion*. Talk presented at the Midwestern Psychological Association, Chicago, IL.

\*Invited talk

Schultz, T. \*, & Luttrell, A. (2019). *Making charitable donation decisions: Does efficacy and need matter?* Talk presented at the Midwestern Psychological Association, Chicago, IL.

Luttrell, A. (2018). *Perceiving a moral basis for one's attitudes: Effects on intentions and persuasion*. Talk presented at the Person Memory Interest Group, Union, WA.

Teeny, J., Luttrell, A., & Petty, R. E. (2018). *Morality matters in the marketplace: The influence of morally based attitudes on consumer purchase intentions*. Talk presented at the Association for Consumer Research, Dallas, TX.

Luttrell, A. & Petty, R. E. (2018). *Dimensions of charitable giving: Perceived need and efficacy*. Talk presented at the Midwestern Psychological Association, Chicago, IL.

Stillman, P., Luttrell, A., Cranmer, S., & Petty, R. E. (2017). *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). *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). *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). *Confidence + Ambivalence: Additive or interactive?* Talk presented at the 5<sup>th</sup> EASP meeting on the *Psychology of Attitudes*. Cologne, Germany.
- Luttrell, A.**, Briñol, P., & Petty, R. E. (2016). *Perceived reasons for attitude certainty and resistance to persuasion*. Talk presented at the Midwestern Psychological Association, Chicago, IL.
- Sawicki, V., & **Luttrell, A.** (2016). *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). *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). *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**

Whitley, B. E., Schultz, T. \*, & **Luttrell, A.** (2019). *Multiculturalism is differentially related to cultural and social assimilation.* Poster presented at the Midwestern Psychological Association, Chicago, IL.

**Luttrell, A.,** Craig, M. A., Zhou, S., & Bodenhausen, G. V. (2018). *Credibility of racial minority communicators and persuasion on gendered topics.* Poster presented at the Society for the Psychological Study of Social Issues Summer Conference, Pittsburgh, PA.

Philipp-Muller, A., **Luttrell, A.,** & Petty, R. E. (2018). *Persuading the moral consumer: Matching messages to attitude bases.* Poster presented at the Association for Consumer Research, Dallas, TX.

**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 Research Presentations

2018, May	Universidad Autónoma de Madrid, Spain
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, 1<sup>st</sup> 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, 2<sup>nd</sup> Place**, Department of Psychology, OSU (2012)

University Fellowship, OSU (2010-2011)

Critical Thinking Education Scholarship Award, James Randi Educational Foundation (2010)

Social Science Writing Award, Eastern Illinois University (2010)

## Teaching

### Courses Taught

(Developed and Independently Taught My Own Course)

#### Ball State University

- Statistics (Spring 2018)
- Research Methods in Psychological Science (Spring 2018)
- Psychology of Prejudice and Discrimination (Fall 2017; Spring 2018; Spring 2019)
- Attitudes and Persuasion (Spring 2019)
- Diversity Issues in Psychological Research (Fall 2017; Fall 2018) – *Graduate Seminar*
- Attitudes (Fall 2018) – *Graduate Seminar*

#### College of Wooster

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

#### Ohio State University

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

### Course Assistant

#### Ohio State University

- Judgment and Decision Making (Spring 2013): *Assisted with grading and guest lecturing*

### Undergraduate Theses (Primary Supervisor)

#### 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

### Editorial and Reviewing

Article editor for:

*SAGE Open*

Ad hoc reviewer for:

*Assessment*

*British Journal of Social Psychology*

*Cross-Cultural Research*

*Environment and Behavior*

*International Journal of Public Opinion Research*

*International Journal of Social Psychology*

*Journal of Cognitive Neuroscience*

*Journal of Cognitive Psychology*

*Journal of Experimental Psychology: General*

*Journal of Experimental Social Psychology*

*Journal for Social Action in Counseling and Psychology*

*Mindfulness*

*Personality and Social Psychology Bulletin*

*Political Communication*

*Political Psychology*

*Psychological Bulletin*

*Review of General Psychology*

*Social Influence*

*Social Psychological and Personality Science*

*The Spanish Journal of Psychology*

### Service to Professional Societies

Co-organizer, Society for Personality and Social Psychology (SPSP) Attitudes and Social Influence Pre-Conference (2018 – present)

Reviewer, Regeneron Science Talent Search (Society for Science and the Public) (2018)

\*Reviewed high school research projects in *Behavioral and Social Sciences*

Awards Committee Member, Attitudes and Social Influence Interest Group (2018 – present)

Reviewer, Midwest Psychological Association (MPA) Psi Chi Poster Submissions (2017, 2018)

Reviewer, SPSP Student Poster Awards (2016, 2017)

Volunteer, Society for Experimental Social Psychology (SESP) Meeting, 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**

### **Ball State University**

Institutional Review Board (IRB): Alternate Representative (2018 - *present*)

### **Ohio State University**

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

## **Department**

### **Ball State University Department of Psychological Science**

Research Participation Committee (2018 - *present*)

### **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)

## **Professional Affiliations**

Society for Personality and Social Psychology (SPSP)

Association for Psychological Science (APS)

Midwestern Psychological Association (MPA)

Ohio State Decision Sciences Collaborative

Psi Chi, national psychology honors society