

Andrew Edward White

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EDUCATION

Ph.D. Social Psychology, *Arizona State University*, Anticipated May 2014

M.S. Social Psychology, *Arizona State University*, May 2011

B.S. Psychology (Major) and Zoology (Minor), *University of Florida*, May 2008
Summa Cum Laude and Highest Honors in Psychology

RESEARCH INTERESTS

Social Influence
Resource Scarcity
Emotion

Persuasion Appeals
Goals and Motivation

PUBLICATIONS

White, Andrew Edward, Douglas T. Kenrick, Rebecca Neel, and Steven L. Neuberg (forthcoming), "From The Bedroom to the Budget Deficit: Mate Competition Changes Men's Attitudes Toward Economic Redistribution," Forthcoming in *Journal of Personality and Social Psychology*.

White, Andrew Edward, Douglas T. Kenrick, and Steven L. Neuberg (forthcoming), "Beauty at the Ballot Box: Disease Threats Increase Preferences for Physically Attractive Leaders," Forthcoming in *Psychological Science*.

White, Andrew Edward, Yexin Jessica Li, Vladas Griskevicius, Douglas T. Kenrick, and Steven L. Neuberg (2013), "Putting All Your Eggs in One Basket: Life History Strategies, Bet Hedging, and Economic Diversification," *Psychological Science*, 24, 715-722.

White, Andrew Edward, Douglas T. Kenrick, Yexin Jessica Li, Chad R. Mortensen, Steven L. Neuberg, and Adam B. Cohen (2012), "When Nasty Breeds Nice: Threats of Violence Amplify Agreeableness at National, Individual, and Situational Levels," *Journal of Personality and Social Psychology*, 103, 622-634.

Hill Sarah E., Chris Rodeheffer, Vladas Griskevicius, Kristina M. Durante, and Andrew Edward White (2012), "Boosting Beauty in an Economic Decline: Mating, Spending, and the Lipstick Effect," *Journal of Personality and Social Psychology*, 103, 275-291.

Griskevicius, Vladas, Joshua M. Tybur, Joshua M. Ackerman, Andrew W. Delton, Theresa E. Robertson, and Andrew Edward White (2012), "The Financial Consequences of too Many Men: Sex Ratio Effects on Saving, Borrowing, and Spending," *Journal of Personality and Social Psychology*, 102, 69-80.

Kwan, Virginia .S.Y., Yexin Jessica Li, Andrew Edward White, and Ryan P. Jacobson (2012), "View the World Through the Cultural Lens of your Consumers," In A.Y. Lee & S.Ng (eds.), *Handbook of Culture and Consumer Behavior*. New York: Oxford University Press

Kenrick, Douglas T., Yexin Jessica Li, Andrew Edward White, and Steven L. Neuberg (2012), "Economic Subselves: Fundamental Motives and Deep Rationality," In J. Forgas, K. Fiedler, & C. Sedikides (eds.). *Social thinking and interpersonal behavior: The 14th Sydney Symposium of Social Psychology*. New York: Psychology Press

Johnson, Kathryn A., Andrew Edward White, Brenna M. Boyd, and Adam B. Cohen (2011), "Matzah, Meat, Milk, and Mana: Psychological Influences on Religious Food Consumption," *Journal of Cross Cultural Psychology*, 42, 1421-1436.

Kenrick, Douglas T. and Andrew Edward White, (2011), "A Single Self-Deceived or Several Subselves Divided?," *Behavioral and Brain Sciences*, 34, 1-56.

MANUSCRIPTS UNDER REVIEW

Li, Yexin Jessica, Joshua M. Ackerman, Andrew Edward White, Steven L. Neuberg, and Douglas T. Kenrick, "The Culinary Immune System: Disease Concerns Reduce Preferences for Unfamiliar Foods," Invited revision at the *Journal of Marketing Research*.

White, Andrew Edward, Andrea C. Morales, and Patti Williams, "Apocalypse Now: Incidental Fear Reduces Choice Deferral," Manuscript under review at the *Journal of Consumer Research*

DISSERTATION

The Effectiveness of Reciprocity Appeals in Economic Booms and Busts
Committee Members: Douglas Kenrick, Robert Cialdini, Andrea Morales, Steven Neuberg

Reciprocity is considered one of the most potent weapons of social influence. Yet, little is known about when reciprocity appeals are more or less effective. A functional evolutionary approach suggests that reciprocity helps people survive in resource-scarce environments: When resources are limited, a person may not be able to obtain enough resources on their own, and reciprocal relationships can increase the odds of survival. If true, people concerned about resource scarcity may increasingly engage in reciprocal relationships and feel more compelled to reciprocate the favors done for them by others. In a series of lab and field experiments, I test this hypothesis and

demonstrate that: (1) chronic concerns about resource scarcity (low socioeconomic status) predict increased reciprocity, (2) experimentally activating resource scarcity enhances the effectiveness of reciprocity appeals, (3) this effect is moderated by cues of persuasive intent, and (4) this relationship is mediated by increased gratitude.

MANUSCRIPTS IN PREP OR IN PROGRESS

Durante, Kristina M., Vladas Griskevicius, Joseph P. Redden, and Andrew Edward White, “I Love You Both Equally But... Parental Spending on Girls vs. Boys in Economic Recessions,” In prep. Five studies complete. Target journal: *Journal of Consumer Research*

Li, Yexin Jessica, Andrew Edward White, and Virginia S.Y. Kwan, “One in a Million or One of a Million: The “I” and “We” of Gift-Giving,” In prep. Six studies complete. Target journal: *Journal of Marketing Research*

White, Andrew Edward, Douglas T. Kenrick, Robert Cialdini and Andrea C. Morales, “The Effectiveness of Reciprocity Appeals in Economic Booms and Busts,” In progress. Seven studies complete. Target journal: *Journal of Marketing Research*

Li, Yexin Jessica, Vladas Griskevicius, Andrew Edward White, Steven L. Nueberg, and Douglas T. Kenrick, “Kin Care and Consumer Decision-Making,” In prep. Five studies complete. Target journal: *Journal of Consumer Research*.

White, Andrew Edward, Douglas T. Kenrick, and Robert Cialdini, “Kin-Based Appeals in Tough Economic Times,” In progress. Four studies complete. Target journal: *Journal of Personality and Social Psychology*

White, Andrew Edward, Douglas T. Kenrick, and Steven L. Neuberg, “Mate Competition, Status, and the Compromise Effect,” In progress. Four studies complete. Target journal: *Journal of Consumer Research*.

White, Andrew Edward, Douglas T. Kenrick, and Steven L. Neuberg, “Economic Recessions and Variety Seeking,” In progress. Three studies complete. Target journal: *Journal of Consumer Research*.

White, Andrew Edward and Douglas T. Kenrick, “Sex Ratio, Prosocial Behavior, and Attitudes toward Economic Fairness,” In progress. Four studies complete. Target journal: *Journal of Personality and Social Psychology*.

HONORS AND AWARDS

2013 Linder Graduate Fellowship for Outstanding Student in Social Psychology

2009 Arizona State University Graduate Student Association Grant
for Independent Research (\$1,500)

- 2008 Research Excellence Fellowship, Arizona State University (\$25,000)
- 2008-2013 Travel Grants
 Graduate Student Association, Arizona State University
 Graduate College, Arizona State University
 Department of Psychology, Arizona State University
- 2008 University of Florida College of Liberal Arts and Sciences Four Year Scholar
- 2004-2008 Florida Bright Futures Scholarship (\$6,000 annually)
- 2004-2008 Florida Top Scholar Award (\$1,200 annually)
- 2004-2008 Robert C. Bird Honors Scholarship (\$1,500 annually)

TEACHING EXPERIENCE

Teaching interests: Consumer Behavior, Advertising, Marketing Research, Marketing Strategy, Research Methods, Principles of Marketing

Instructor: Social Psychology, Spring 2011, *Arizona State University*
Overall Evaluation: 1.10 (1–5 scale, 1 = perfect evaluation)

Instructor: Research Methods in Experimental Psychology, Spring 2013, *Arizona State University*
Overall Evaluation: 1.60 (1–5 scale, 1 = perfect evaluation)

REFEREED CONFERENCE PRESENTATIONS

White, Andrew Edward, and Virginia S.Y. Kwan, “The Social Cognition of Global, Modern Disasters: Financial Meltdowns, Environmental Crises, and Viral Pandemics” Chair and Organizer of symposium at the Society for Personality and Social Psychology, January 2013.

White, Andrew Edward, and Virginia S.Y. Kwan, “Doomsday is More Dangerous in 7 Days than 1 Week: Psychological Distance and Construal-Level Influence Perceived Danger” Society for Personality and Social Psychology, January 2013

Durante, Kristina M., Vladas Griskevicius, Joseph P. Redden, and Andrew Edward White. “I Love You Both Equally But... Parental Spending on Girls Vs. Boys In Economic Recessions,” Association for Consumer Research, October 2012

Griskevicius, Vladas, Joshua M. Tybur, Joshua M. Ackerman, Andrew W. Delton, Theresa E. Robertson, and Andrew Edward White, “The Financial Consequences of too Many Men: Sex Ratio Effects on Saving, Borrowing, And Spending,” Association for Consumer

Research, October 2012

White, Andrew Edward, Yexin Jessica Li, Vladas Griskevicius, Douglas T. Kenrick, and Steven L. Neuberg, "Putting All Your Eggs in One Basket: Life History Strategies, Bet Hedging, And Diversification," Human Behavior and Evolution Society, June 2012

Griskevicius, Vladas., Joshua M. Tybur, Joshua M. Ackerman, Andrew W. Delton, Theresa E. Robertson, and Andrew Edward White, "The Financial Consequences of too Many Men: Sex Ratio Effects on Saving, Borrowing, And Spending," Human Behavior and Evolution Society, June 2012

Hill Sarah E., Chris Rodeheffer, Vladas Griskevicius, Kristina M. Durante, and Andrew Edward White, "Boosting Beauty in an Economic Decline: Mating, Spending, and the Lipstick Effect," Human Behavior and Evolution Society, June 2012

Li, Yexin Jessica, Joshua A. Ackerman, Andrew Edward White, Steven L. Neuberg, and Douglas T. Kenrick, "We Eat What We Are: Disease Concerns Shift Preferences for (Un)Familiar Foods," Society for Personality and Social Psychology, January 2012

Pirlott, Angela G., Andrew Edward White, Camille Basillo, and Virginia S.Y. Kwan, "Dating Ecology Factors' Influence on Sexual Health Decision Making," Society for Personality and Social Psychology, January 2012

White, Andrew Edward, Yexin Jessica Li, Chad R. Mortensen, Steven L. Neuberg, and Douglas T. Kenrick, "When Nasty Breeds Nice: Physical Safety Threats Predict Individual and Cross-National Expression of Agreeableness," Group Processes and Intergroup processes Preconference, Society for Personality and Social Psychology, January 2012

Griskevicius, Vladas, Joshua M. Ackerman, and Andrew Edward White, "Sex Ratio and the Financial Consequences of too Many Men," Association for Consumer Research, October 2011

Hill, Sarah E., Chris Rodeheffer, Vladas Griskevicius, Kristina Durante, and Andrew Edward White. "Economic Recessions Increase Spending on Beauty Products: Experimental Evidence for the Lipstick Effect," Association for Consumer Research, October 2011

White, Andrew Edward, Yexin Jessica Li, Chad R. Mortensen, Steven L. Neuberg, and Douglas T. Kenrick, "When Agreeable is Selfish: Physical Safety Threats Predict Individual and Cross-National Expression of Agreeableness," Human Behavior and Evolution Society, June 2010

FUNDED RESEARCH POSITIONS

2013 Research Assistant, Arizona State University Office of Enrollment Management and Communications

- 2009-2012 Research Assistant on NSF Grant R01 “Fundamental Goals and Decision Making” P.I.s: Douglas T. Kenrick and Steven L. Neuberg
- 2009 Research Assistant on NIMH Grant “Fundamental Goals and Social Perception” P.I.s: Douglas T. Kenrick and Steven L. Neuberg
- 2008 Research Assistant, Bureau of Economic and Business Research, University of Florida Survey Research Center

PROFESSIONAL SERVICE

Guest Editor: Special issue of *Social Cognition* (2012) entitled “The social cognition of global modern disasters”

Ad-Hoc Reviewer, *Psychological Science*

Ad-Hoc Reviewer, *Personality and Social Psychology Bulletin*

Ad-Hoc Reviewer, *Social Cognition*

Grant Reviewer, Arizona State University Graduate and Professional Student Association

GRADUATE TRAINING

Seminars:

Consumer Behavior (Dr. Andrea Morales), Marketing Management (Dr. Douglas Olsen), Intrapersonal Processes (Dr. Steven Neuberg), Interpersonal Processes (Dr. Michelle Shiota), Evolutionary Psychology (Dr. Douglas Kenrick), Cultural Psychology (Dr. Adam Cohen), Social and Self-Perception (Dr. Virginia Kwan), Embodied Cognition (Dr. Arthur Glenberg)

Quantitative Training:

Regression (Dr. Leona Aiken), Multivariate Statistics (Dr. Leona Aiken), Psychometrics (Dr. Roger Milsap), Analysis of Variance (Dr. Sanford Braver)

Methodological Training:

Research Methods (Dr. Michelle Shiota), Quasi-Experimental Design (Dr. Stephen G. West),

SELECTED MEDIA COVERAGE

USA Today, Boston Globe, Psychology Today, Scientific American, Huffington Post, Minneapolis Star, NBC Phoenix 12 News

PROFESSIONAL AFFILIATIONS

American Marketing Association (AMA)

American Psychological Association (APA)

American Psychological Society (APS)

Association for Consumer Research (ACR)

Society for Consumer Psychology (SCP)

Society for Personality and Social Psychology (SPSP)

REFERENCES

Dr. Douglas Kenrick, Department of Psychology, Arizona State University
Dr. Robert Cialdini, Department of Psychology and Marketing, Arizona State University
Dr. Vidas Griskevicius, Department of Marketing, University of Minnesota
Dr. Andrea Morales, Department of Marketing, Arizona State University
Dr. Patti Williams, Department of Marketing, University of Pennsylvania
Dr. Steven Neuberg, Department of Psychology, Arizona State University