

## **NICOLE L. MEAD**

Department of Psychology  
1107 W. Call Street  
Florida State University  
Tallahassee, Florida 32306-4301

Phone: 850.345.0211  
Fax: 850.644.7739  
email: mead@psy.fsu.edu

### **EDUCATION**

PhD, Social Psychology, Florida State University (Expected Summer 2009)  
Committee Chair: Roy F. Baumeister (Francis Eppes Eminent Scholar)  
Committee Members: Thomas E. Joiner, Jon K. Maner, Pamela Perrewe, and  
Dianne M. Tice

MS, Social Psychology, Florida State University (January 2008)  
Committee Chair: Roy F. Baumeister (Francis Eppes Eminent Scholar)  
Committee Members: Thomas E. Joiner and Dianne M. Tice

BA, Honors Psychology, University of British Columbia (May 2004)  
Thesis title: "Effects of Money on Internal States and Behavior: Conformity and  
Helping"  
Advisor: Kathleen D. Vohs (McKnight-Land Grant Professor)

### **PUBLICATIONS**

Mead, N. L., Baumeister, R. F., Gino, F., Schweitzer, M. E., & Ariely, D. (in press). Too tired to tell the truth: Self-control resource depletion and dishonesty. *Journal of Experimental Social Psychology*.

Baumeister, R. F., DeWall, C. N., Mead, N. L., & Vohs, K. D. (2008). Social rejection can reduce pain and increase spending. Further evidence that money, pain, and belongingness are interrelated. *Psychological Inquiry*, 19, 145-147.

Vohs, K. D., Mead, N. L., & Goode, M. R. (2008). Merely activating the concept of money changes personal and interpersonal behavior. *Current Directions in Psychological Science*, 17, 208-212.

Vohs, K. D., Mead, N. L., & Goode, M. R. (2006). The psychological consequences of money. *Science*, 314, 1154-1156.

### **CHAPTERS**

Mead, N. L., Alquist, J. L., & Baumeister, R. F. (in press/2009). Ego depletion and the limited resource model of self-control. In R. Hassin, K. Ochsner, & Y. Trope (Eds.), *From Society to Brain: The New Sciences of Self-Control*.

- Gailliot, M. T., Mead, N. L., & Baumeister, R. F. (2008). Self-regulation. In O. John, R. Robins, & L. Pervin (Eds.), *Handbook of personality: Theory and research* (3rd Ed, pp. 472-491). New York: Guilford.
- Mead, N. L. (2007). Reactance. In R. F. Baumeister & K. D. Vohs (Eds.) *Encyclopedia of Social Psychology*. Thousand Oaks, CA: Sage.
- Mead, N. L., & Baumeister, R. F. (2007). Unrequited love. In R. F. Baumeister & K. D. Vohs (Eds.) *Encyclopedia of Social Psychology*. Thousand Oaks, CA: Sage.
- Rawn, C. D., Mead, N. L., Kerkhof, P., & Vohs, K. D. (2007). Decision making trade offs after ego threat: Taking care of the self versus taking care of others depends on level of self-esteem. In K. D. Vohs, R. F. Baumeister, & G. Loewenstein (Eds.), *Do Emotions Help or Hurt Decision Making? A Hedgefoxian perspective*. New York: Russell Sage Foundation Press.

### **UNDER REVIEW**

- Dewall, C. N., Baumeister, R. F., Mead, N. L., & Vohs, K. D. Power and self-regulation: The positive, negative, and depleting aspects of power. Invited for revision, *Journal of Personality and Social Psychology*.
- Maner, J. K., & Mead, N. L.<sup>1</sup> From personal dominance to group dominance: When “me versus you” becomes “us versus them”.
- Mead, N. L., Baumeister, R. F., Vohs, K. D., Stillman, T. F., & Rawn, C. D. Does a broken heart lead to an empty wallet? The effect of social exclusion on personal spending. Invited for revision, *Journal of Consumer Research*.

### **MANUSCRIPTS IN PREPARATION (DATA COLLECTED)**

- Mead, N. L., Caruso, E. M., Baumeister, R. F., & Vohs, K. D. There is no “you” in money: The effect of money reminders on intrapersonal processes that serve interpersonal functions. Manuscript in preparation, Florida State University.
- Mead, N. L., Vohs, K. D., Stillman, T. F., & Baumeister, R. F. Money activates an exchange orientation. Manuscript in preparation, Florida State University.
- Vohs, K. D., Mead, N. L., Schmeichel, B., & Ramanathan, S. Extreme judgments as a result of self-regulatory depletion. Manuscript in preparation, University of Minnesota.

### **RESEARCH FELLOWSHIPS**

- European Association for Social Psychology Summer Institute, Cardiff, Wales (August 2008).  
Summer Institute in Informed Patient Choice Fellowship, Dartmouth College (Summer 2007).

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<sup>1</sup> Both authors contributed equally to this manuscript. Order of authorship is alphabetical.

Doctoral Fellowship from Social Sciences and Humanities Research Council of Canada (SSHRC; \$60,000 CAD). Funding period September 2006 through August 2009.

## **SCHOLARSHIPS AND AWARDS**

SPSP Sponsorship to EASP Summer School, 2008  
Brigham Award for Excellence in Research (Honorable Mention), 2008  
SPSP Student Travel Award, 2008  
JDM Student Travel Award for the 2008 JDM Preconference at SPSP, 2008  
Florida State University Graduate Grant, January 2008  
Brigham Award for Excellence in Research, 2007  
Florida State University Graduate Grant, September 2006  
North American Society for Psychotherapy Research, Sol L. Garfield Memorial Award for best student paper, 2005  
Canadian Psychological Association, Academic Excellence Award for Undergraduate Thesis, 2004

## **CHAired SYMPOSIA**

Mead, N. L. (October, 2007). Homo Consumicus: Emerging Research in Evolutionary Consumer Behavior. Symposium to be presented at the Association for Consumer Research Conference, Memphis, TN. Speakers: Nicole L. Mead, Suresh Ramanathan, Vladas Griskevicius, and Bram Van den Bergh. Discussant: Darren Dahl.

## **ORAL PRESENTATIONS**

Mead, N. L., & Ariely, D. (November 2008). Too tired to tell the truth: Self-control resource depletion and dishonest behavior. *Society for Judgment and Decision Making*, Chicago, IL.

Mead, N. L., & Baumeister, R. F. (October 2008). Reminders of money reduce self-presentation and interpersonal likability. *Association for Consumer Research*, San Francisco, CA.

Mead, N. L., & Vohs, K. D. (November 2007). I won't think about you unless I need you: Money influences social information processing. *Society for Judgment and Decision Making*, Long Beach, CA.

Mead, N. L., Vohs, K. D., Baumeister, R. F., & Rawn, C. D. (October 2007). Reconnection Through Consumption: Socially Excluded People Adapt Consumption Patterns to Serve Affiliation Needs. *Association for Consumer Research*, Memphis, TN.

Mead, N. L., & Vohs, K. D. (May 2007). Self-regulatory depletion makes people more extreme in their emotions and judgments. *Yale Whitebox Conference on Behavioral Science*, New Haven, CT.

Mead, N. L., & Maner, J. K. (May 2007). When what's good for one isn't good for all: Maintaining dominance at the expense of group performance. *Human Behavior and Evolution Society*, Williamsburg, VA.

Mead, N. L., Hewitt, P. L., Flynn, C., & Flett, G. (May 2005). Treatment outcome predictors for perfectionists undergoing group therapy: Perfectionism and interpersonal problems. *Society for Psychotherapy Research International Annual Meeting*, Montreal, QC, Canada.

## **POSTER PRESENTATIONS**

Mead, N. L., & Ariely, D. (February 2009). Too tired to tell the truth: Self-control resource depletion and dishonest behavior. *Society for Personality and Social Psychology Annual Meeting*, Tampa, FL.

Mead, N. L., & Vohs, K. D. (February 2008). I won't think about you unless I need you: The effect of money on social perception. *Judgment and Decision Making Preconference at the Society for Personality and Social Psychology's Annual Meeting*, Long Beach, CA.

Mead, N. L., Vohs, K. D., & Baumeister, R. F. (February 2008). Does a broken heart lead to an empty wallet? Social exclusion affects personal spending patterns. *Society for Personality and Social Psychology Annual Meeting*, Albuquerque, NM.

Lee-Baggley, D. L., Hewitt, P. L., Mead, N. L., & Flett, G. (May 2007). Perfectionism and headaches: The mediating role of perceived discrepancies. *87th Annual Convention of the Western Psychological Association*, Vancouver, BC, Canada.

Mead, N. L., & Vohs, K. D. (January 2007). Priming money heightens attention toward self. *Society for Personality and Social Psychology Annual Meeting*, Memphis, TN.

Mead, N. L., Vohs, K. D., & Baumeister, R. F. (September 2006). Does a Broken Heart Lead to an Empty Wallet? Social Exclusion Affects Impulsive Spending. *Association for Consumer Research*, Orlando, FL.

Mead, N. L. & Vohs, K. D. (January 2006). Priming Money Leads to Helping Others Less. *Society for Personality and Social Psychology Annual Meeting*, Palm Springs, CA.

Mead, N. L. & Vohs, K. D. (November 2005). Extreme judgments as a result of self-regulatory resource depletion. *Society for Judgment and Decision Making Annual Meeting*, Toronto, ON, Canada.

## **INVITED ADDRESSES**

Mead, N. L. (April 2009). Socially excluded people use consumption as an affiliation tool. Tilburg University, Tilburg, Netherlands.

Mead, N. L. (January 2009). When the self takes precedence over others: How money and power influence interpersonal motivations. London Business School, London, United Kingdom.

Mead, N. L. (June 2008). The psychological consequences of money. Heymans Colloquia Series, University of Groningen, Groningen, Netherlands.

## **PROFESSIONAL TRAINING**

European Association for Social Psychology (EASP) Summer School, Cardiff, Wales (August 2008).

Summer Institute in Informed Patient Choice Fellow, Dartmouth College. Hanover, NH (Summer 2007).

Visiting Graduate Student, Carlson School, Marketing and Logistics Management, University of Minnesota (Summer 2006). Supervisor: Dr. Kathleen D. Vohs.

## **SERVICE**

Organizer and Moderator of Graduate Research Day, Florida State University (2009)

Co-organizer and Moderator of Graduate Research Day, Florida State University (2008)

Brain Awareness Week Committee Member, 2008-Present

Ad-hoc reviewer for Journal of Social Psychology, 2007-Present

## **PROFESSIONAL MEMBERSHIPS**

Association for Psychological Science, Student Member, 2007-Present

Association for Consumer Research, Student Member, 2006-Present

Society for Judgment and Decision Making, Student Member, 2005-Present

Society for Personality and Social Psychology, Student Member, 2005-Present

## **TEACHING**

Sensation and Perception (Teaching Assistant), Fall 2007

Honors Social Psychology (Teaching Assistant), 2005-2007

Introduction to Marketing (Teaching Assistant; Sauder School of Business), Fall 2004