

Adam Alter
Curriculum Vitae

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Education

- 2004 **B.Sc.** in Psychology; Law minor (Honors Class I, University Medal)
University of New South Wales
- 2006 **M.A.** in Social Psychology
Princeton University
- 2009 **Ph.D.** in Social Psychology
(expected) Princeton University

Honors, Fellowships, and Awards

- 2009 Society for Personality and Social Psychology Student Travel Grant
- 2008-2009 Charlotte Elizabeth Procter Honorific Dissertation Fellowship
- 2008 Princeton University Dean's Fund for Scholarly Travel
- 2007-2009 Woodrow Wilson Scholars Society Dissertation Fellowship
- 2004 Young Investigator Grant, American Society of Trial Consultants
- 2004 University of New South Wales Medal (1st place in undergraduate degree)
- 2003 Australian Psychological Society Prize for first place in psychology honors
- 2003 Joseph Forgas Prize for best honors thesis in social psychology
- 2003 University of New South Wales scholarship to complete psychology honors
- 2002 University of New South Wales Prize for first place in third year psychology
- 2002 Joseph Forgas Prize for first place in third year social psychology
- 1999 Four year Co-op Scholarship to complete actuarial science (ultimately declined)

Publications

- Alter, A. L., & Oppenheimer, D. M.** (in press). Suppressing secrecy through metacognitive ease: Cognitive fluency encourages self-disclosure. *Psychological Science*.
- Darley, J. M. & **Alter, A. L.** (in press). Behavioral issues of punishment and deterrence. In E. Shafir (Ed.), Behavioral foundations of policy.
- Alter, A. L., & Kwan, V. S. Y.** (2009). Cultural sharing in a global village: Extracultural cognition in European Americans. *Journal of Personality and Social Psychology, 96*, 742-760.
- Alter, A. L., & Oppenheimer, D. M.** (2008). Easy on the mind, easy on the wallet: Effects of fluency on valuation judgments. *Psychonomic Bulletin and Review, 15*, 985-990.
- Subject of a feature article on *Irrational Economics* in *The Economist*, April 3, 2008.
- Alter, A. L. & Oppenheimer, D. M.** (2008). Effects of fluency on psychological distance and mental construal (or why New York is a large city, but *New York* is a civilized jungle). *Psychological Science, 19*, 161-167.
- Alter, A. L., Oppenheimer, D. M., Epley, N., & Eyre, R. N.** (2007). Overcoming intuition: Metacognitive difficulty activates analytic reasoning. *Journal of Experimental Psychology: General, 136*, 569-576.
- Alter, A. L. & Forgas, J. P.** (2007). On feeling happy but fearing failure: The effects of mood on self-handicapping strategies. *Journal of Experimental Social Psychology, 43*, 947-954.
- Alter, A. L., Kernochan, J., & Darley, J. M.** (2007). Morality influences how people apply the ignorance of the law defense. *Law and Society Review, 41*, 819-864.
- Alter, A. L., Kernochan, J., & Darley, J. M.** (2007). Transgression wrongfulness outweighs its harmfulness as a determinant of sentence severity. *Law and Human Behavior, 31*, 319-335.
- Alter, A. L. & Oppenheimer, D. M.** (2006). From a fixation on sports to an exploration of mechanism: The past, present and future of hot hand research. *Thinking and Reasoning, 12*, 431-444.
- Alter, A. L., & Oppenheimer, D. M.** (2006). Predicting short-term stock fluctuations by using processing fluency. *Proceedings of the National Academy of Sciences, 103*, 9369-9372.
- Selected as a *PNAS: In This Week* feature article.
 - Paper featured in *Nature* news, May 30th 2006.
 - Interviewed on U.S. and Australian television and British radio, and research featured in international newspapers and popular journals, including *The New York Times*, *Wall Street Journal*, *Los Angeles Times*, *The Guardian* (United Kingdom).

Manuscripts Under Review

Alter, A. L., & Oppenheimer, D. M. (under review). Uniting the tribes of fluency to form a metacognitive nation.

Alter, A. L., Oppenheimer, D. M., & Zemla, J. C. (under review). The illusion of explanatory depth in social cognition.

Alter, A. L., & Darley, J. M. (under review). When the association between appearance and outcome contaminates social judgment: A bidirectional model linking group homogeneity and collective treatment.

Alter, A. L., & Kwan, V. S. Y. (under review). Marketing with symbols: Images prime thoughts, feelings, and motives more powerfully than words.

Laham, S., **Alter, A. L., & Goodwin, G. P.** (under review). Easy on the mind, easy on the wrongdoer: Unexpectedly fluent violations are deemed less morally wrong.

Manuscripts in Preparation and Current Research

Simmons, J. P., & **Alter, A. L.** How to decide when more information is too much: Predicting the performance of Jeopardy! contestants from minimal information

Alter, A. L., Aronson, J., & Darley, J. M. Ameliorating stereotype threat by presenting the threat as a challenge.

Laham, S., & **Alter, A. L.** Fluency-induced construal mediates action identification processes.

Aronson, J., Darley, J. M., & **Alter, A. L.** Race and expectancy confirmation.

Alter, A. L. Confirmed and violated expectations create polarized responses to similar targets.

Selected Conference Papers and Chaired Symposia

- Alter, A. L., & Oppenheimer, D. M.** (2008). Easy on the mind, easy on the wallet: Fluency predicts stock and currency valuation. Talk presented at the Association of Consumer Research annual conference, San Francisco.
- Oppenheimer, D. M., Shah, A. K., & **Alter, A. L.** (2008). Fluency and psychological distance. Paper presented at annual meeting of the Cognitive Science Society, Washington, D. C.
- Alter, A. L.,** Oppenheimer, D. M., Epley, N., & Eyre, R. N (2008). Chaired symposium on *Metacognition and Judgment*, and paper presented on Overcoming intuition: Metacognitive difficulty activates analytical reasoning, at Society of Personality and Social Psychology annual conference, Albuquerque, NM.
- Alter, A. L. & Oppenheimer, D. M.** (2007). New York \neq nEW yORK (or the effects of fluency on perceptions of distance and psychological construal). Paper presented at Society for Judgment and Decision Making annual conference, Long Beach, CA.
- Darley, J. M., & **Alter, A. L.** (2007). Behavioral issues of punishment and deterrence. Paper presented at Behavioral Foundations of Policy Conference.
- Kwan, V. S. Y., & **Alter, A. L.** (2007). Imported cultural symbols affect everyday decisions. Paper presented at Society of Experimental Social Psychology annual conference, Chicago, IL.
- Kwan, V. S. Y., & **Alter, A. L.** (2007). Imported cultural symbols affect everyday decisions. Invited paper presented at Culture preconference, Society of Personality and Social Psychology annual conference, Memphis, Tennessee.
- Alter, A. L.,** Oppenheimer, D. M., Epley, N., & Eyre, R. N. (2006). Overcoming intuition: Metacognitive difficulty activates analytic reasoning. Poster presented at Society of Judgment and Decision Making annual conference, Houston, Texas.
- Alter, A. L.,** Kernochan, J., & Darley, J. M. (2006). Wrongfulness and harmfulness as determinants of sentencing. Paper presented at International Social Justice Conference, Humboldt University, Berlin, Germany.
- Alter, A. L., & Oppenheimer, D. M.** (2006). Predicting short-term stock fluctuations by using stock fluency. Paper presented at Behavioral Decision Research and Management Conference, Santa Monica, California.

Invited Talks

MIT, Sloan School of Management, May 2008
Yale University, School of Management, August 2008
Cornell University, Johnson School of Business, September 2008
University of California, San Diego, Rady School of Management, October 2008
New York University, Stern School of Business, October 2008
Stanford University, Graduate School of Business, October 2008
Harvard University, Negotiation, Organizations and Markets Unit, November 2008
MIT, Sloan School of Management, November 2008
Carnegie Mellon University, Department of Social and Decision Sciences, November 2008
New York University, Social Psychology, March 2009

Selected Employment & Experience

Ad-Hoc Journal Reviewing

European Journal of Social Psychology
Group Processes and Intergroup Relations
Journal of Experimental Psychology: Applied
Journal of Experimental Social Psychology
Law and Human Behavior
Psychological Science
Psychology, Public Policy and the Law
Quarterly Journal of Experimental Psychology
Social and Personality Psychology Compass

Ad-Hoc Grant Reviewing

Netherlands Organization for Social Research
Research Foundation of City University New York

Teaching Assistantships

Introduction to Social Psychology, Fall 2005 and Fall 2006 (mean student ratings both 4.6/5.0).
Quantitative Methods for Psychology, Spring 2006 (mean student rating 4.7/5.0).
Psychology of Morality and Politics, Spring 2007 (mean student rating 4.5/5.0).

Mentoring

Princeton University Psychology Department graduate student statistics tutor, 2004-2006, and head tutor, 2006-2008.
Peer writing tutor to graduate and undergraduate students at the Princeton University Writing Center.

Memberships & Committees

Member, Association for Consumer Research
Member, Society for Consumer Psychology
Member, American Psychological Association
Member, Association for Psychological Science
Member, Society of Personality and Social Psychology
Member, American Society of Trial Consultants
Member, New York Academy of Sciences
Member, Society of Judgment and Decision Making
Member, American Association for the Advancement of Science
Graduate Associate, Princeton Program in Law and Public Affairs
Graduate Fellow, Mathey College, 2006-2007.
Graduate Social Psychology Departmental Representative, Princeton University Psychology Department, 2005-2006.

Selected Media Attention

Television

Live interview on Kudlow and Company, CNBC, June 2006
Interview on Nightly Business Report, PBS, June 2006

Radio:

Live interview on Drivetime Money segment, BBC Radio, UK, May 2006

Print:

New York Times
Wall Street Journal
The Economist
Newsweek
The Guardian, UK
Los Angeles Times
Spero News, Spain
Innovations Report, Germany
LiveScience.com
Discovery Reports, Canada
CBC Toronto, Canada
Fox News
China Post, Taiwan
Sunday Business Post, Ireland
Sydney Morning Herald, Australia
Smart Money, Russia.