

**Marlone D. Henderson, Ph.D.**

Associate Professor  
 Department of Psychology  
 The University of Texas at Austin

Phone: (512) 471-6447  
 Fax: (512) 471-5935  
 email: marlone.henderson@utexas.edu

**Academic Degrees**

---

**Ph.D., New York University** 2000 – 2006  
 Department of Psychology (Social Psychology)

**B.A., Michigan State University** 1999  
 Major: Psychology, with honors

**Professional Appointments**

---

Associate Professor 2014 - Present  
 Department of Psychology  
 The University of Texas at Austin

Assistant Professor 2008 - 2014  
 Department of Psychology  
 The University of Texas at Austin

Assistant Professor 2006 – 2008  
 Department of Psychology  
 The University of Chicago

**Publications**

---

\*Current/former student collaborator

***Journal Articles in prep/review process***

\*Arndt, A., & **Henderson, M.D.** (2020). Reading between the lines: Perceptions of gender in gender-fair language. Invited revision at *Journal of Language and Social Psychology*

\*Arndt, A., & **Henderson, M.D.** (2020). The role of perceived gender during integrative negotiations. In preparation

\*Arndt, A., & **Henderson, M.D.** (2020). Identity from a distance: How people perceive the gender of others during non-face-to-face communication. In preparation

**Henderson, M.D.**, & \*Jung, A.H. (2020). Using a social cognitive framework to predict how much donors give when solicited for restricted versus unrestricted gifts. In preparation

**Henderson, M.D.**, \*Tahtouh, C., & \*Cunningham-Erdogdu, P. (2020). Whether people are more helpful after learning of others who help someone of a different versus the same ethnicity depends on their moral foundations. Under review

\*Jung, A.H., & **Henderson, M.D.** (2020). Your everyday life up for sale: How mere awareness of time-saving services undermine intrinsic motivation. In preparation

### ***Published Peer-Reviewed Journal Articles***

**Henderson, M.D.**, \*Jung, A. H., \*Baker, E., & Wakslak, C.J. (2021). Anticipated effort and morality of segregated versus aggregated volunteering. *Journal of Behavioral Decision Making*. In press

\*Jung, A. H., \*Seo, E., \*Eunjoo, H., **Henderson, M.D.**, & Patall, E. (2020). Prosocial modeling: A meta-analytic review and synthesis. *Psychological Bulletin*, 146, 635-663.

\*Reeves, L.S., **Henderson, M.D.**, Cohen, G.L., \*Steingut, R.R., \*Hirschi, Q., & Yeager, D.S. (2020). Psychological affordances help explain where a self-transcendent purpose intervention improves performance. *Journal of Personality and Social Psychology*. Advance online publication available here:  
<https://doi.org/10.1037/pspa0000246>

\*Namkoong, J., & **Henderson, M.D.** (2019). Responding to causal uncertainty through abstract thinking. *Current Directions in Psychological Science*, 28, 547-551.

\*Namkoong, J., \*Ro, J.H., & **Henderson, M.D.** (2019). Responding to causal uncertainty in the Twitterverse: When abstract language and social prominence increase message engagement. *Journal of Interactive Marketing*, 45, 81-98.

- \*Seo, E., Patall, E. A., **Henderson, M. D.**, & \*Steingut, R. R. (2018). The effects of goal origins and implementation intentions on goal commitment, effort, and performance. *Journal of Experimental Education*, 86, 386-401.
- \*Namkoong, J., & **Henderson, M.D.** (2017). Task interruption and resumption paradigm for testing cognitive goals. *Journal of Visual Experiments*, 122, e55650
- \*Namkoong, J., & **Henderson, M.D.** (2016). Wanting a bird's eye to understand why: Causal uncertainty motivates abstract thinking. *Journal of Experimental Social Psychology*, 64, 57-71.
- Yeager, D. S., **Henderson, M. D.**, Paunesku, D., Walton, G. M., D'Mello, S., Spitzer, B. J., & Duckworth, A. L. (2014). Boring but important: A self-transcendent purpose for learning fosters academic self-regulation. *Journal of Personality and Social Psychology*, 107(4), 559-580.
- Henderson, M.D.**, & \*Burgoon, E.M. (2014). Why the door-in-the-face technique sometimes backfires: A construal level account. *Social Psychological and Personality Science*, 5, 475-483.
- \*Ireland, M., & **Henderson, M.D.** (2014). Language style matching, engagement, and impasse in negotiations. *Negotiation and Conflict Management Research*, 7, 1-16.
- \*Namkoong, J., & **Henderson, M.D.** (2014). It's simple and I know it!: Abstract construals reduce causal uncertainty. *Social Psychological and Personality Science*, 5, 352-359.
- \*Burgoon, E.M., **Henderson, M.D.**, & Markman, A.B. (2013). There are many ways to see the forest for the trees: A tour guide for abstraction. *Perspectives on Psychological Science*, 8, 501-520.
- \*Burgoon, E.M., **Henderson, M.D.**, & Wakslak, C.J. (2013). How do we want others to decide? Geographical distance influences evaluations of decision-makers. *Personality and Social Psychology Bulletin*, 6, 826-838.
- Henderson, M.D.** (2013). When seeing the forest reduces the need for trees: The role of construal level in attraction to choice. *Journal of Experimental Social Psychology*, 49, 676-683.
- Henderson, M. D.**, \*Huang, S., & Chang, C. (2012). When others cross psychological distance to help: Highlighting prosocial actions toward outgroups encourages philanthropy. *Journal of Experimental Social Psychology*, 48, 220-225.

- Fishbach, A., **Henderson, M.D.**, & Koo, M. (2011). Pursuing goals with others: Group identification and motivation resulting from things done versus things left undone *Journal of Experimental Psychology: General*, *140*, 520-534.
- Henderson, M.D.** (2011). Mere physical distance and integrative agreements: When more space improves negotiation outcomes. *Journal of Experimental Social Psychology*, *47*, 7-15.
- Henderson, M.D.**, Wakslak, C.J., Fujita, K., & \*Rohrbach, J. (2011). Construal level theory and spatial distance: Implications for mental representation, judgment, and behavior. *Social Psychology*, *42*, 165-173.
- Tormala, Z.L., Clarkson, J. J., & **Henderson, M.D.** (2011). Does fast or slow evaluation foster greater certainty? *Personality and Social Psychology Bulletin*, *37*, 422-434.
- Henderson, M.D.**, & Wakslak, C.J. (2010). Over the hills and faraway: The link between physical distance and abstraction. *Current Directions in Psychological Science*, *19*(6), 390-394.
- Henderson, M.D.**, & Wakslak, C.J. (2010). Psychological distance and priming: When do semantic primes impact social evaluations? *Personality and Social Psychology Bulletin*, *36*, 975-985.
- Henderson, M.D.** (2009). Psychological distance and group judgments: The effect of physical distance on beliefs about common goals. *Personality and Social Psychology Bulletin*, *35*, 1330-1341.
- Henderson, M.D.**, & Trope, Y. (2009). The effects of abstraction on integrative agreements: When seeing the forest helps avoid getting tangled in the trees. *Social Cognition*, *27*, 398-413.
- Henderson, M.D.**, Liver, Y.D., Gollwitzer, P.M. (2008). The effects of an implemental mind-set on attitude strength. *Journal of Personality and Social Psychology*, *94*, 396-411.
- Henderson, M.D.**, Gollwitzer, P.M., & Oettingen, G. (2007). Implementation intentions and disengagement from a failing course of action. *Journal of Behavioral Decision Making*, *20*, 81-102.
- Fujita, K., **Henderson, M.D.**, \*Eng, J., Trope, Y., & Liberman, N. (2006). Spatial distance and mental construal of social events. *Psychological Science*, *17*, 278-282.
- Henderson, M.D.**, Fujita, K., Trope, Y., & Liberman, N. (2006). Transcending the "here": The effect of spatial distance on social judgment. *Journal of Personality and Social Psychology*, *91*, 845-856.

**Henderson, M.D.**, Trope, Y., & Carnevale, P.J. (2006). Negotiation from a near and distant time perspective. *Journal of Personality and Social Psychology*, 91, 712-729.

### **Book Chapters**

\*Arndt, A., & **Henderson, M.D.** (2021). Spontaneous gender inferences. In E. Balci et al. & G. Moskowitz (Eds.), *The handbook of impression formation: A social psychological approach*. Routledge Press. In preparation

**Henderson, M. D.** & Lount, R. B., Jr. (2011). Physical distance in intragroup and intergroup negotiations: Implications for negotiator judgment and behavior. In B. Mannix, M. Neale, & J. Overbeck, (Eds.), *Research on Managing Groups and Teams: Ethics and Groups*, (Vol. 14, pp. 35-56). Emerald Press.

**Henderson, M. D.**, & Trope, Y. (2009). Construal level theory. In D. Matsumoto (Ed.), *Cambridge Dictionary of Psychology* (pp. 129-130). Cambridge University Press.

Oettingen, G., Bulgarella, C., **Henderson, M.**, & Gollwitzer, P.M. (2004). The self-regulation of goal pursuit. In R.A. Wright, J. Greenberg, & S.S. Brehm (Eds.), *Motivational Analyses of Social Behavior: Building on Jack Brehm's Contributions to Psychology* (pp. 225-244). Mahwah, NJ: Lawrence Erlbaum Associates.

Todorov, A., Chaiken, S., & **Henderson, M.D.** (2002). The heuristic-systematic model of social information processing. In J. Dillard & M. Pfau (Eds.), *The Persuasion Handbook: Developments in Theory and Practice* (pp. 195-211). Thousand Oaks, CA: Sage

## Grants

---

### ***Extramural awards***

William and Melinda Gates Foundation

D. Yeager, PI

M. Murphy, Co-PI

J. Porter, Co-PI

M. Giani, Co-PI

C. Bryan, Co-PI

**M.D. Henderson**, Co-PI

R. Crosnoe, Co-PI

C. Muller Co-PI

*The Texas Mindset Initiative*

Total costs: \$1,500,000 (Date: 2020-2022).

National Science Foundation

**M.D. Henderson**, PI

*The Role of Construal Level in Philanthropy* (BCS- 1451827)

Total costs: \$305,078 (Date: 2015-2018)

Raikes Foundation

D. Yeager, PI

**M.D. Henderson**, Co-PI

S. D'Mello, Co-PI

G. Cohen, Co-PI

A. Duckworth, Co-PI

*Promoting Mindsets About the Purpose of Schoolwork and  
Assessing*

*Academic Perseverance: Experiments in Urban District Middle  
Schools*

Total costs: \$ 691,000 (Date: 2013-2015)

The Center for Decision Research

At the University of Chicago Booth School of Business

D. Yeager, PI

**M.D. Henderson**, Co-PI

S. D'Mello, Co-PI

A. Duckworth, Co-PI

*It's tedious but it matters: Can purpose promote the grit  
required to build Math and Science skills?*

Total costs: \$148,083 (Date: 2013-2015)

National Science Foundation

**M.D. Henderson**, PI

*The Positive and Negative Impact of Distance on Negotiation* (BCS-1023611)

Total costs: \$50,000 (Date: 2010-2012)

**Fellowships, Awards, and Honors**

---

Elected to Society for Experimental Social Psychology Stuart Cook Award for Excellence in Research in Social Psychology. New York University	2012 2006
National Science Foundation Predoctoral Fellowship	2000
Henry Mitchell MacCracken Fellowship New York University	2000
Outstanding Senior in Psychology Award, Michigan State University	2000
Social Science Dean's Assistantship, Michigan State University	1999

**Scholarly Presentations**

---

***Invited Talks***

UCLA, Anderson School of Management (December 2020)  
 Stony Brook University, Department of Psychology (October, 2020)  
 University of Buffalo, Department of Psychology (October, 2020)  
 Texas A&M University, Department of Psychology (November, 2019)  
 University of North Texas, Department of Psychology (November, 2017)  
 University of Michigan, Department of Psychology (October, 2016)  
 University of Toronto, Department of Psychology (April, 2016)  
 Waterloo University, Department of Psychology (April, 2016)  
 University of Pennsylvania, Department of Psychology (February, 2015)  
 Cornell University, Department of Psychology (December, 2013)  
 University of Texas, Department of Marketing (2013, April)  
 University of Texas, Department of Human Development and Family Sciences  
 (2012, October)  
 Texas A&M, Department of Psychology, (2011, October)  
 University of Texas, Austin McCombs School of Business (2010, October)  
 Columbia Business School (2009, March)  
 Texas A&M University (2009, March)  
 Cornell University, Johnson Graduate School of Management (2008, April)  
 University of Chicago American Politics Workshop (2008, April)  
 Purdue University Psychology Department (2008, April)  
 University of Southern California Marshall School of Business (2008, March)  
 University of Texas, Austin Psychology Department (2008, March)  
 Indiana University Psychology Department (2007, October)  
 University of Waterloo Psychology Department (2007, September)  
 University of Toronto Rotman School of Management (2007, June)  
 University of Aberdeen Social Cognition Group (2007, May)  
 Michigan State University Psychology Department (2007, March)  
 Northwestern University Psychology Department (2006, November)  
 University of Chicago Graduate School of Business (2006, October)  
 Stanford University Graduate School of Business (2006, January)  
 Florida Atlantic University Wilkes Honors College (2005, December)



**Conference presentations (2008 – present)**

- Jung, H., & **Henderson, M.D.** (2018, October). When do people learn more from others' prosocial behavior? A meta-analysis of the prosocial modeling effect. Annual meeting of Consumer Research. Atlanta, GA.
- Jung, H., & **Henderson, M.D.** (2018, October). Effortful but valuable: How perceptions of effort affect charitable gift choice and valuations of charity. Annual meeting of Consumer Research. Atlanta, GA.
- Namkong, J., Ro, J.H., & **Henderson, M.D.** (2018, August). Using Twitter in times of casual uncertainty: The role of abstract language in communication effectiveness. Annual meeting of American Psychological Association, San Francisco, CA.
- Namkoong, J., & **Henderson, M.D.** (2014, October). A bird's eye to understand why: A bidirectional link between abstraction and causal uncertainty about the past. Annual meeting of Society of Experimental Social Psychology, Columbus, OH.
- Henderson, M. D.**, Huang, S., & Chang, C. (2013, January). When others cross psychological distance to help: Highlighting prosocial actions toward outgroups encourages philanthropy. Annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Henderson, M.D.** (2012, October). How do we want others to decide? Geographical distance influences evaluations of decision-makers. Annual meeting of Personal Memory Interest Group, New Braunfels, TX.
- Henderson, M.D.**, Fishbach, A.F., Koo, M. (2011, October). Pursuing goals with others: Motivation resulting from things done versus things left undone. Annual meeting of Society of Experimental Social Psychology, Washington, D.C.
- Henderson, M.D.** (2011, October). Magnifying the partisan divide from afar: Subjective distance from politicians increases the impact of ideology on constituents' reactions. Annual meeting of Society of Experimental Social Psychology. Washington, D.C.
- Henderson, M.D.** (2011, August). The role of geographical distance in judgment and behavior during negotiation. Annual meeting of Academy of Management, San Antonio, TX.
- Henderson, M.D.** (2011, April). The impact of distance on initial attraction in friendship settings. Annual meeting of Social Psychologists in Texas, San Antonio, TX.
- Burgoon, E., **Henderson, M.D.**, & Wakslak, C.J. (2011, January). The influence of information type on reactions to near and distant decision-makers. Poster presented at the Judgment and Decision-Making Preconference at the annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.

- Henderson, M. D.** (2010, June). The effects of physical distance on integrative agreements. Paper presented at the annual meeting of the International Association of Conflict Management, Boston, MA.
- Ireland, M. E. & **Henderson, M. D.** (2010, January). Language style matching in negotiations. Symposium presented at the annual meeting of the Society for Personality and Social Psychology, Las Vegas, NV.
- Tormala, Z., **Henderson, M.D.**, and Clarkson, J. (2009). It's not just the speed that counts: Perceived evaluation duration and attitude certainty. Paper presented at the annual meeting of the Association for Consumer Research, Pittsburgh, PA.
- Henderson, M. D.** (2009, February). Implemental mind-set and attitude strength: When making a decision to act produces stronger attitudes overall. Symposium presented at Attitudes Pre-conference for Society for Personality and Social Psychology. Annual Meeting, Tampa, Florida.
- Henderson, M. D.** (2008, May). Advances in Mind-set Research: Cognitive Carryover Effects on Attitudes, Decisions, and Behavior. Chair for symposium at Association for Psychological Science. Annual Meeting, Chicago, Illinois.
- Henderson, M. D.**, Liver, Y.d, & Gollwitzer, P. M. (2008, January). The effects of self-regulatory mind-sets on attitude strength. Poster presented at the Society for Personality and Social Psychology. Annual Meeting, Albuquerque, New Mexico.

**Service**

---

***Editorial Boards***

- Journal of Experimental Social Psychology, Associate Editor (2019 - Present)
- Motivational Science, Editorial Board (2017- Present)
- Journal of Personality and Social Psychology, Editorial Board (2020 – Present)

***Grant Reviewing***

- Panel for National Science Foundation (Fall, 2018 - Present)
- Reviewer for National Science Foundation (2012 – Present)
- Reviewer for Israel Science Foundation (2010 – Present)
- Reviewer for Ford Foundation (2016 – Present)

***Professional Memberships***

- Society for Personality and Social Psychology (2007 – Present)
- Society of Experimental Social Psychology (2012 – Present)
- International Association of Conflict Management (2010 – Present)
- International Social Cognition Network (2011 – Present)
- Society for the Science of Motivation (2020 – Present)

***Conference Committee***

- Host Committee for Society for Experimental Social Psychology 2012
- Poster Review Committee for Society for Personality and Social Psychology 2011
- Host Committee for Social Psychology in Texas 2009
- Host Committee for Society for Experimental Social Psychology 2007
- Paper Review for Academy of Management Conflict Resolution Division 2011

***Journal Reviewing***

- Basic and Applied Social Psychology (2011 - Present)
- Cognitive Science (2011-Present)
- European Journal of Social Psychology (2011 – Present)
- International Journal of Conflict Management (2009 - Present)
- Journal of Applied Social Psychology (2008 - Present)
- Journal of Behavioral Decision Making (2009 – Present)
- Journal of Experimental Psychology General (2009- Present)
- Journal of Experimental Psychology: Learning, Memory, and Cognition (2013- Present)
- Journal of Experimental Social Psychology (2010 – Present)

**Marlone D. Henderson  
Curriculum Vitae**

- Journal of Personality and Social Psychology (2007 – Present)
- Journal of Consumer Research (2016 – Present)
- Journal of Consumer Behaviour (2017 – Present)
- Organizational Behavior and Human Decision Processes (2011 – Present)
- Personality and Social Psychology Bulletin (2009 – Present)
- Psychological Science (2008 – Present)
- Social Cognition (2010 – Present)
- Social Psychological and Personality Science (2009- Present)
- Political Psychology (2012 - Present)

**Department and University Service (UT Austin)**

- Faculty Undergraduate Advisor (Fall 2018 -Present)
- Department Promotion Committee (2016 – Present)
- Summer Undergraduate Research Experience Program Director (2014 -Present)
- Department Fellowships and Awards Committee (2012-2014)
- University of Texas Global Ethnics and Conflict Resolution Presenter (2009-2010)
- University of Texas Student Psychological Association Presenter (2009 – Present)
- Judge for College of Liberal Arts Undergraduate Research Showcase (2019)

**Courses Taught**

- Introduction to Psychology
- Social Psychology
- Self-regulation
- Prosocial Behavior