

Marlone D. Henderson, Ph.D.

Associate Professor
Department of Psychology
The University of Texas at Austin

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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
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

* Graduate student advisee

Peer-Reviewed Journal Articles

Namkoong, J., & Henderson, M.D. (in press). Task interruption and resumption paradigm for testing cognitive goals. *Journal of Visual Experiments*

*Seo, E., Patall, E. A., **Henderson, M. D.**, & Steingut, R. R. (in press). The effects of goal origins and implementation intentions on goal commitment, effort, and performance. *Journal of Experimental Education*

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

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

Publications in Preparation

*Jung, H., & **Henderson, M.D.** Donors' mental state impacts their choice of restricted versus unrestricted contributions: A construal level story

*Jung, H., & Henderson, M.D. Donors' mental state interacts with a charity's expenditure freedom to motivate giving: A construal level account of restricted and unrestricted contributions

Namkoong, J., Ro, J.H., & **Henderson, M.D.** Leveraging twitter to make friends and influence others in times of uncertainty.

*Netter, M., **Henderson, M.D.**, Cullum, K., D'Mello, S., & Yeager, D.S. Self-regulation predicts less cheating on skill development tasks.

Grants

Extramural awards

National Science Foundation 2015 - 2018
Marlone D. Henderson, PI
The Role of Construal Level in Philanthropy (BCS- 1451827)
Total costs: \$305,078

Raikes Foundation 2013 - 2015
David Yeager, PI
Marlone D. Henderson, Co-PI
Signey D'Mello, Co-PI
Geoff Cohen, Co-PI
Angela Duckworth, Co-PI
Promoting Mindsets About the Purpose of Schoolwork and Assessing

Academic Perseverance: Experiments in Urban District Middle Schools
Total costs: \$ 691,000

The Center for Decision Research 2013 - 2015
at The University of Chicago Booth
School of Business
David Yeager, PI
Marlone D. Henderson, Co-PI
Signey D'Mello, Co-PI
Angela 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

National Science Foundation 2010 – 2012
Marlone D. Henderson, PI
The Positive and Negative Impact of Distance on Negotiation (BCS-1023611)
Total costs: \$50,000

Fellowships, Awards, and Honors

Elected to Society for Experimental Social Psychology	2012
Stuart Cook Award for Excellence in Research in Social Psychology. New York University	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

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)

All conference presentations involve review and acceptance of submitted abstracts. Talks and posters are noted. First authors served as presenting authors.

*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 (Present – 2018)

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)

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)
- Cognitive Science (2011-Present)
- European Journal of Social Psychology (2011 – Present)
- International Journal of Conflict Management (2009)
- Journal of Applied Social Psychology (2008 - Present)
- Journal of Behavioral Decision Making (2009 – Present)
- Journal of Experimental Psychology General (2009- 2010)
- Journal of Experimental Psychology: Learning, Memory, and Cognition (2013)
- Journal of Experimental Social Psychology (2010 – Present)
- Journal of Personality and Social Psychology (2007 – Present)
- Organizational Behavior and Human Decision Processes (2011 – 2012)
- Personality and Social Psychology Bulletin (2009 – Present)
- Psychological Science (2008 – 2010)
- Social Cognition (2010 – 2012)
- Social Psychological and Personality Science (2009- Present)
- Political Psychology (2012)

Grant Reviewing

- Reviewer for Ford Foundation 2016
- Reviewer for National Science Foundation 2012
- Reviewer for Israel Science Foundation 2011
- Reviewer for Israel Science Foundation 2010

Department and University Service (UT Austin)

- Promotion Committee 2016
- Summer Undergraduate Research Experience Program, Director 2014 - Present
- Department of Psychology Subject Pool Committee 2013
- Department of Psychology Fellowships and Awards Committee 2012 – 2014
- Summer Undergraduate Research Experience Program, Presenter 2012
- University of Texas Global Ethics and Conflict Resolution Summer Camp, Presenter 2009 - Present
- Presentation at the University of Texas Student Psychological Association 2009
- Coordinator of Annual Social Psychologists in Texas Meeting 2009

Courses Taught

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