

Andrew Luttrell

Curriculum Vitae

Department of Psychological Science
Ball State University
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Academic Employment

Assistant Professor of Psychological Science, Ball State University	2017 – <i>present</i>
Visiting Assistant Professor of Psychology, College of Wooster	2016 – 2017

Education

Ph.D. in Social Psychology Ohio State University, Columbus, Ohio Advisor: Richard E. Petty Minor Field: Quantitative Psychology	2016
M.A. in Social Psychology Ohio State University, Columbus, Ohio Advisor: Richard E. Petty	2012
B.A. in Psychology, <i>summa cum laude</i> Eastern Illinois University, Charleston, Illinois	2010

Research Funding

Digital Scholarship Lab Fellowship (Ball State University): *The language of persuasive communication*. (\$10,844; Role: PI), 2018

Society for Personality and Social Psychology (SPSP) Small Research Grant: *Using moral arguments to persuade people with moral conviction: A test of matching effects vs. attitude strength* (\$980; Role: PI), 2017

OSU Decision Sciences Collaborative: *Dimensions of charitable giving: The roles of perceived need and efficacy* (\$3,000; Role: PI), 2015

Publications

Peer-Reviewed Articles

Luttrell, A., Petty, R. E., & Xu, M. (2017). Replicating and fixing failed replications: The case of need for cognition and argument quality. *Journal of Experimental Social Psychology, 69*, 178-183.

Luttrell, A., Petty, R. E., Briñol, P., & Wagner, B. (2016). Making it moral: Merely labeling an attitude as moral increases its strength. *Journal of Experimental Social Psychology, 65*, 82-93.

- Selected media coverage: [Washington Post](#), [TODAY](#), [Top of Mind \(BYURadio\)](#)

Horcajo, J., & **Luttrell, A.** (2016). The effect of elaboration on the strength of doping-related attitudes: Resistance to change and behavioral intentions. *Journal of Sport and Exercise Psychology, 38*(3), 236-246.

Luttrell, A., Stillman, P. E., Hasinski, A., & Cunningham, W. A. (2016). Neural dissociations in attitude strength: Distinct regions of cingulate cortex track ambivalence and certainty. *Journal of Experimental Psychology: General, 145*(4), 419-433.

Luttrell, A., Petty, R. E., & Briñol, P. (2016). Ambivalence and certainty can interact to predict attitude stability over time. *Journal of Experimental Social Psychology, 63*, 56-68.

Durso, G. R. O., **Luttrell, A., & Way, B.** (2015). Over-the-counter relief from pains and pleasures alike: Acetaminophen blunts evaluation sensitivity to both negative and positive emotional stimuli. *Psychological Science, 26*(6), 750-758.

- Selected media coverage: [New York Times](#), [NPR](#), [CNN](#), [The Guardian](#), [BBC](#), [Wall Street Journal](#), [Huffington Post](#), [TIME](#)

Luttrell, A., Briñol, P., Petty, R. E., Cunningham, W., & Díaz, D. (2013). Metacognitive confidence: A neuroscience approach. *International Journal of Social Psychology (Revista de Psicología Social), 28*(3), 317-332.

Book Chapters

- Luttrell, A. (2018). Dual process models of persuasion. In *Oxford Research Encyclopedia of Psychology*. Oxford University Press
- Cunningham, W. & Luttrell, A. (2015). Attitudes. In Arthur W. Toga (Ed.), *Brain Mapping: An Encyclopedic Reference*. Oxford: Elsevier.
- Luttrell, A., Briñol, P., & Petty, R. E. (2014). Mindful vs. mindless thinking and persuasion. In A. Ie, C. T. Ngunoumen, & E. J. Langer (Eds.), *The Wiley Blackwell Handbook of Mindfulness*. Wiley Blackwell, Chichester, UK.

Manuscripts Under Review

- Luttrell, A., Philipp-Muller, A., & Petty, R. E. (under review). *Challenging moral attitudes with moral messages: Matching vs. strength effects in persuasion*. *Psychological Science*.
- See, Y. H. M., & Luttrell, A. (under review). *Dueling emotions or conflicting beliefs? When intra-component conflict predicts ambivalence*. *Social Cognition*.
- Wallace, L. E., Patton, K. M., Luttrell, A., Sawicki, V., Fabrigar, L. R., Teeny, J., MacDonald, T. K., Petty, R. E., & Wegener, D. T. (under review). *Ambivalence attenuates the relation between knowledge and attitude-behavior consistency*. *Personality and Social Psychology Bulletin*.

Manuscripts in Preparation

- Luttrell, A., Teeny, J. D., & Petty, R. E. *Morality matters in the marketplace: The influence of morally based attitudes on purchase intentions*.
- Luttrell, A., Petty, R. E., & Briñol, P. *The effects of perceived bases for certainty on resistance to persuasion*.
- Luttrell, A., Petty, R. E., & Briñol, P. *Distinct dimensions of subjective ambivalence*.
- Luttrell, A., & Petty, R. E. *Preferences to intervene in one-country vs. two-country conflicts driven by perceived intervention efficacy*.

Sawicki, V. **Luttrell, A.**, & Patton, K. *Sending mixed messages: Generating arguments when feeling ambivalent.*

Rocklage, M. D., Durso, G. R. O., **Luttrell, A.**, & Way, B. M. *Examining the signal value of attitude emotionality in behavior: A social neurochemical approach with acetaminophen.*

Barden, J. H., **Luttrell, A.**, Kopp, B., & Petty, R. E. *A non-elaborative path to attitude confidence: Attitude certainty via actual and perceived accessibility.*

Other Writing

Luttrell, A. (April, 2018). The validation of hate. *Ball Bearings Magazine.*

Luttrell, A. (December, 2016). Making it moral: How morality can harden attitudes and make them more influential. *The Jury Expert: The Art and Science of Litigation Advocacy.* [[link](#)]

Luttrell, A. (June, 2015 – present). *Be a People Expert.* [Weekly social psychology blog; [link](#)]

Conference Presentations

Oral Presentations

Luttrell, A. & Petty, R. E. (2018, April). *Dimensions of charitable giving: Perceived need and efficacy.* Talk presented at the Midwestern Psychological Association, Chicago, IL.

Stillman, P., **Luttrell, A.**, Cranmer, S., & Petty, R. E. (2017, June). *Investigating the dynamic interplay between political ideology and one's social network: A longitudinal study of college freshmen.* Talk presented at the Political Networks Conference, Columbus, OH.

Luttrell, A., Petty, R. E., & Xu, M. (2017, April). *To think or not to think: Need for cognition and message elaboration.* Talk presented at the Midwestern Psychological Association, Chicago, IL.

Petty, R. E., Briñol, P., **Luttrell, A.**, & Durso, G. R. O. (2016, September). *Confidence moderates the impact of ambivalence on behavior.* Talk presented at the Society of Experimental Social Psychology, Santa Monica, CA.

Petty, R. E., Brinol, P. **Luttrell, A.**, & Durso, G. R. O. (2016, July). *Confidence + Ambivalence: Additive or interactive?* Talk presented at the 5th EASP meeting on the Psychology of Attitudes. Cologne, Germany.

- Luttrell, A.,** Briñol, P., & Petty, R. E. (2016, May). *Perceived reasons for attitude certainty and resistance to persuasion*. Talk presented at the Midwestern Psychological Association, Chicago, IL.
- Sawicki, V., & **Luttrell, A.** (2016, May). *Persuasive content when the persuasive source is (un)conflicted*. Talk presented at the Midwestern Psychological Association, Chicago, IL.
- Durso, G. R. O., **Luttrell, A.,** & Way, B. M. (2016, May). *Acetaminophen blunts regret-related discomfort by affecting self-reported recall clarity*. Talk presented at the Midwestern Psychological Association, Chicago, IL.
- Luttrell, A.,** & Petty, R. E. (2015, May). *The role of perceived efficacy in willingness to intervene in single (vs. multi-) country conflicts*. Talk presented at the Midwestern Psychological Association, Chicago, IL.
- Luttrell, A.,** Briñol, P., & Petty, R.E. (2014). *Perceived reasons for attitude certainty and resistance to persuasion*. Talk presented at the General Meeting of the European Association of Social Psychology, Amsterdam, The Netherlands.
- Luttrell, A.,** Briñol, P., & Petty, R. E. (2014). *The effects of perceived bases of certainty*. Talk presented at the Attitudes and Social Influence Conference, Catalina Island, CA.
- Teeny, J., **Luttrell, A.,** & Petty, R. E. (2014). *When do we try to convince others?: Attitude certainty as an antecedent to proselytism*. Talk presented at the Attitudes and Social Influence Conference, Catalina Island, CA.
- Luttrell, A.,** Briñol, P., & Petty, R.E. (2014). *Attitude change over time: The role of ambivalence and certainty*. Talk presented at the Midwestern Psychological Association Annual Meeting, Chicago, IL.
- Luttrell, A.,** Briñol, P., & Petty, R.E. (2014). *The role of ambivalence and certainty in predicting attitude stability*. Talk presented at the Attitudes Preconference of the Society for Personality and Social Psychology Annual Meeting, Austin, TX.
- Gandarillas, B., Briñol, P., Petty, R. E., & **Luttrell, A.** (2013). *The impact of thoughts in consumer evaluation as a function of ease*. Talk presented at the European Conference of the Association for Consumer Research, Barcelona, Spain.
- Luttrell, A.** & Petty, R. E. (2013). *Resisting persuasion: The role of attitude certainty bases*. Talk presented at the Midwestern Psychological Association Annual Meeting, Chicago, IL.

Luttrell, A. & Petty, R. E. (2012). *Willingness to intervene in conflict: An intra-group vs. inter-group distinction.* Talk presented at the Midwestern Psychological Association Annual Meeting, Chicago, IL.

Luttrell, A. (2010). *Impact of cognitive dispositions on critical evaluation of evidence.* Talk presented at the Mid-America Undergraduate Psychology Research Conference, Evansville, IN.

Poster Presentations

Luttrell, A., Craig, M. A., Zhou, S., & Bodenhausen, G. V. (2018). *Credibility of racial minority communicators and persuasion on gendered topics.* Poster presented at the Society for the Psychological Study of Social Issues Summer Conference, Pittsburgh, PA.

Luttrell, A., & Petty, R. E. (2016). *The roles of perceived need and efficacy in charitable donation decisions.* Poster presented at the Decision Sciences Collaborative Spring Research Forum, Columbus, OH.

Luttrell, A., Petty, R. E., & Briñol, P. (2016). *Making it moral: Mere perception of moral foundation induces resistance to persuasion.* Poster presented at the Society for Personality and Social Psychology Annual Meeting, San Diego, CA.

Durso, G. R. O., **Luttrell, A., & Way, B. M. (2016).** *Acetaminophen blunts regret-related discomfort by affecting self-reported recall clarity.* Poster presented at the Society for Personality and Social Psychology Annual Meeting, San Diego, CA.

Luttrell, A., & Petty, R. E. (2015). *Effects of cognitive dissonance on attitude strength.* Poster presented at the Society for Personality and Social Psychology Annual Meeting, Long Beach, CA.

Durso, G. R. O., **Luttrell, A., & Way, B. M. (2015).** *Over-the-counter relief from pains and pleasures alike: Tylenol blunts evaluation sensitivity to both negative and positive stimuli.* Poster presented at the Society for Personality and Social Psychology Annual Meeting, Long Beach, CA.

Teeny, J. D., **Luttrell, A., Petty, R. E., & Briñol, P. (2015).** *Exploring the antecedents of proselytism: Attitude certainty on one's willingness to propagate an attitude.* Poster presented at the Society for Personality and Social Psychology Annual Meeting, Long Beach, CA.

Barden, J., **Luttrell, A., Kopp, B., & Petty, R. E. (2015)** *Perceived ease reflecting attitude accessibility: A distinct mechanism from persuasion antecedents to strength consequences.* Poster presented at the Society for Personality and Social Psychology Annual Meeting, Long Beach, CA.

Luttrell, A., Petty, R. E., & Briñol, P. (2013). *Perceived bases for attitude certainty and resistance to persuasive communication.* Poster presented at the Society for Personality and Social Psychology Annual Meeting, New Orleans, LA.

VanDeursen, M., Rauch, S. M., Kim, E., Franz, H., & **Luttrell, A. (2010).** *The role of benevolent sexism in the 2008 election.* Poster presented at the Society for Personality and Social Psychology Annual Meeting, Las Vegas, NV.

Invited Presentations

2018, May	Universidad Autónoma de Madrid, Spain
2017, February	College of Wooster
2017, January	Ball State University
2016, December	Salisbury University
2016, March	Stevens Institute of Technology
2016, February	College of Wooster
2013, July	Universidad Autónoma de Madrid, Spain
2012, May	Skepticamp Ohio

Academic Honors, Awards, and Fellowships

3 Minute Thesis Competition, 1st Place, Graduate School, OSU (2016) [[link](#)]
Summer Institute of Social and Personality Psychology (SISPP), Northeastern University (2015)
SPSP Outstanding Research Award, Society of Personality and Social Psychology (2014) [[link](#)]
Outstanding Research Mentor Award, Undergraduate Research Office, OSU (2014) [[link](#)]
Brewer Summer Fellowship Award, Department of Psychology, OSU (2014, 2015)
Graduate Associate Teaching Award (nominated), Graduate School, OSU (2013, 2014, 2015)
Graduate Student Research Forum Award, 2nd Place, Department of Psychology, OSU (2012)
University Fellowship, OSU (2010-2011)
Critical Thinking Education Scholarship Award, James Randi Educational Foundation (2010)
Spencer-McGown-Wilson Student Scholarship, Eastern Illinois University (2010)
Social Science Writing Award, Eastern Illinois University (2010)
Mensa Education & Research Foundation Award, Mensa (2009)

Teaching

Courses Taught

(Developed and Independently Taught My Own Course)

Ball State University

- Psychology of Prejudice and Discrimination (Fall 2017; Spring 2017)
- Attitudes and Persuasion (Fall 2018)
- Statistics (Spring 2017)
- Research Methods in Psychological Science (Spring 2017)
- Diversity Issues in Psychological Research (Fall 2017; Fall 2018) – *Graduate Seminar*
- Attitudes (Fall 2018) – *Graduate Seminar*

College of Wooster

- Attitudes and Persuasion (Fall 2016; Spring 2017)
- Statistics and Experimental Design (Fall 2016; Spring 2017)
- Stereotypes and Prejudice (Spring 2017)

Ohio State University

Average university-administered student evaluations: 4.8/5.0

- Introduction to Social Psychology, *Writing-Intensive* (Fall 2012; Fall 2013)
- Introduction to Social Psychology (Fall 2014)
- Stereotyping and Prejudice (Spring 2015)

Course Assistant

(Assisted with Grading and Guest Lecturing)

Ohio State University

- Judgment and Decision Making (Spring 2013)

Undergraduate Theses Advised

College of Wooster

- Bacon-Ehlers, Sarah (2017). *Empathy and similarity-attraction within a group setting.*
- Brouse, Linea (2017). *The effects of video games on group perception and prejudice reduction.*
- Hopper, Benjamin (2017). *Inquiries in the psychological mechanisms of small money political donations.*
- Schriber, Victoria (2017). *The relationship between self-esteem, ambivalence, and relationship outcomes within romantic partnerships.*
- Zhou, Siyan (2017). *Persuasion by racial minority sources: The role of gendered stereotypes.*

Ohio State University

- Yang, Huidong (2013). *Understanding culture matching effects in advertising.*
- *Recipient of a *Summer Research Fellowship* by OSU Undergraduate Research Office
 - *Recipient of an *Arts and Sciences Undergraduate Research Scholarship* for his thesis
 - *Co-advisor with Richard Petty

Service

Field

Ad hoc reviewer for:

Journal of Experimental Psychology: General
Personality and Social Psychology Bulletin
Journal of Experimental Social Psychology
Social Psychological and Personality Science
Psychological Bulletin
Political Psychology
Social Influence
International Journal of Public Opinion Research
Journal of Cognitive Neuroscience
Journal of Cognitive Psychology
Review of General Psychology
Assessment
Environment and Behavior
Mindfulness
Journal for Social Action in Counseling and Psychology
Cross-Cultural Research
British Journal of Social Psychology
International Journal of Social Psychology
The Spanish Journal of Psychology
Asian Journal of Social Psychology

Co-organizer, SPSP Attitudes and Social Influence Pre-Conference (2018 – *present*)

Reviewer, Midwest Psychological Association (MPA) Psi Chi Poster Submissions (2017)

Reviewer, Society for Personality and Social Psychology (SPSP) Student Poster Awards (2016, 2017)

Volunteer, Society for Experimental Social Psychology (SESP) Conference, Columbus, OH (2014)

Volunteer, European Conference of the Association for Consumer Research, Barcelona, Spain (2013)

Ph.D. Student Advisory Board, International Conference on Persuasive Technology (2011)

University

Ball State University

Institutional Review Board (IRB): Alternate Representative for Psychological Science (2018 – *present*)

Ohio State University

Volunteer Coach, Ohio State Speech & Debate Team (2010-2016)

Department

Ball State University Department of Psychological Science

Research Participation Committee (2018 - *present*)

Ohio State University Department of Psychology

Colloquium Chair (2015-2016)

President, Social Behavior Interest Group (2015-2016)

In-House Colloquium Coordinator (2014-2015)

President, Group for Attitudes and Persuasion (2014-2016)

Treasurer, Group for Attitudes and Persuasion (2012-2014)

Panelist, Career Exploration in Psychology Ph.D. Student Panel (2014, 2015)

Judge, Psychology Undergraduate Research Colloquium (2012, 2013)

Publicity Chairperson, Social Behavior Interest Group (2011-2014)

Wine and Cheese Committee, Social Behavior Interest Group (2010-2011)

Advanced Quantitative Skills

Linear and logistic regression

Statistical mediation and conditional process analysis

Mixed effects modeling / multilevel modeling / hierarchical linear modeling

Text/sentiment analysis

Longitudinal data analysis

Exploratory and confirmatory factor analysis

Structural equation modeling (SEM)

Proficient in *R*, *SPSS*, and *Excel*.

Professional Affiliations

Society for Personality and Social Psychology (SPSP)

Association for Psychological Science (APS)

Midwestern Psychological Association (MPA)

Ohio State Decision Sciences Collaborative

Psi Chi, national psychology honors society