

# Neal J. Roese

Professor

Department of Psychology  
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## **EXPERTISE:**

- Bias in decision-making
- Counterfactual reasoning, hindsight bias, causal inference

## **POSITIONS:**

2005- Professor, University of Illinois at Urbana-Champaign  
2002-2005 Associate Professor, University of Illinois at Urbana-Champaign  
2000-2002 Associate Professor and Canada Research Chair in Social Psychology, Simon Fraser University, Canada  
1994-2000 Assistant Professor, Northwestern University  
1993-1994 Postdoctoral Fellow, University of California, Santa Barbara

## **EDUCATION:**

1993 Ph.D., University of Western Ontario, Canada  
1990 M.A., University of Manitoba, Canada  
1987 B.Sc., University of British Columbia, Canada

## **HONORS:**

2008-2009 Associate, Center for Advanced Study, University of Illinois at Urbana-Champaign  
2007 Fellow, Association for Psychological Science  
2006, 2004 List of Teachers Rated as Excellent by Students, University of Illinois at Urbana-Champaign  
2000 Canada Research Chair in Social Psychology (the first endowed CRC chair offered to a social psychologist)  
1997 First Independent Research Support and Transition Award, National Institute of Mental Health (awarded to “newly independent investigators” for “distinct research endeavor”)  
1993 Social Sciences and Humanities Research Council of Canada Postdoctoral Research Fellowship (held at University of California, Santa Barbara)  
1993 Dissertation Research Award, American Psychological Association

## **GRANTS:**

2008-2010 *National Science Foundation*: “Forensic animation: Hindsight bias and counterfactual thinking in judgments of dynamically unfolding events.” Direct cost: \$213,674 (PI).  
2004-2009 *National Institute of Mental Health*: “A 2-stage model of counterfactual thinking.” Direct cost: \$756,000 (PI).  
2003-2004 *Research Board*, University of Illinois at Urbana-Champaign: “Counterfactual thinking: Relation to other forms of comparative judgment,” Award: \$25,000 (PI).  
2002-2004 *Ford Foundation / SSRC Information and Communication Technologies Research Grant*: “ICTs and global civil society: Security and design of global networks.” Direct cost:

- \$150,000 (R. J. Deibert, PI).
- 2001 *British Columbia Knowledge Development Fund*, equipment matching funds. Award: \$80,000 (PI). (Declined funding due to resignation from Canada Research Chair position).
- 2001 *Canadian Foundation for Innovation*, equipment grant: "Social cognition multimedia facility," PI. Award: \$350,000 (PI). (Declined funding due to resignation from Canada Research Chair position).
- 2001-2004 *Social Sciences and Humanities Research Council of Canada*, 3-yr regular grant: "Sex differences in counterfactual thinking." Direct cost: \$91,000 (PI).
- 2000-2002 *Canada Research Chair*. Award: \$200,000 (PI).
- 1998-1999 *Social Sciences and Humanities Research Council of Canada*: "Decline in public trust." Award: \$5000 (PI).
- 1997-2002 *National Institute of Mental Health*: "A 2-stage model of counterfactual thinking." Direct cost: \$306,000 (PI).
- 1993-1995 *Social Sciences and Humanities Research Council of Canada*, Postdoctoral Fellowship. (Declined second year of funding to accept faculty position at Northwestern University).

**EDITORIAL:**

- 2007- Consulting editor, *Perspectives on Psychological Science*
- 2005- Consulting editor, *Psychology and Marketing*
- 2005- Consulting editor, *Social Cognition*
- 2002- Consulting editor, *Psychological Inquiry*
- 2000- Consulting editor, *Personality and Social Psychology Bulletin*
- 2000 Guest editor, *Psychology and Marketing* (Special Issue: Counterfactual thinking, decision-making, and marketing).
- 1998-2001 Consulting editor, *Organizational Behavior and Human Decision Processes*.
- 1996- Consulting editor, *Journal of Personality and Social Psychology: Attitudes and Social Cognition*.

**PANELS:**

- 2007-2010 National Science Foundation, Social Psychology Advisory Panel.
- 2004 National Science Foundation, Human and Social Dynamics Competition, Cognitive Interactions Panel.

**BOOKS:**

- Roese, N. J. (2005). *If Only*. New York: Broadway Books.
- \*\*German translation: Roese, N. J. (2007). *Ach, hätt' ich doch! Wie man Zweifel in Chancen verwandelt*. Frankfurt, Germany: Eichborn Press.
- \*\*Japanese translation (in press), Nakanishiya Shuppan.
- \*\*Korean translation (in press), Book 21 Publishing.
- Roese, N. J., & Olson, J. M. (Eds.). (1995). *What might have been: The social psychology of counterfactual thinking*. Mahwah, NJ: Erlbaum.

**ENCYCLOPEDIA ENTRIES:**

- Summerville, A., & Roese, N. J. (in press). "Counterfactual" and "Regret" In *Cambridge dictionary of psychology*. New York: Cambridge University Press.
- Fessel, F., & Roese, N. J. (2007). Counterfactual thinking. In R. F. Baumeister and K. D. Vohs (Ed.), *Encyclopedia of social psychology* (Vol. 1, pp. 196-198). New York: Sage.

- Roese, N. J., & Smallman, R. (2007). Bogus pipeline. In R. F. Baumeister & K. D. Vohs (Eds.), *Encyclopedia of social psychology* (Vol. 1, pp. 123). New York: Sage.
- Roese, N. J., & Olson, J. M. (2003). Counterfactual thinking. In L. Nadel, D. Chalmers, P. Culicover, B. French, & R. Goldstone (Eds.), *Encyclopedia of cognitive science* (pp. 858-861). New York: Macmillan.

### **ARTICLES and CHAPTERS:**

- Hur, T., Roese, N. J., & Namkoong, J. E. (in press). Regrets in the East and West: The role of intrapersonal versus interpersonal norms. *Asian Journal of Social Psychology*.
- Roese, N. J., & Amir, E. (in press). Speculations on human-android interaction in the near and distant future. *Perspectives on Psychological Science*.
- Roese, N. J., Epstude, K., Fessel, F., Morrison, M., Smallman, R., Summerville, A., Galinsky, A., & Segerstrom, S. (in press). Repetitive regret, depression, and anxiety: Findings from a nationally representative survey. *Journal of Social and Clinical Psychology*.
- Smallman, R., & Roese, N. J. (in press). Preference invites categorization. *Psychological Science*.
- Epstude, K., & Roese, N. J. (2008). The functional theory of counterfactual thinking. *Personality and Social Psychology Review*, 12, 168-192.
- Roese, N. J., Park, S., Smallman, R., & Gibson, C. (2008). Schizophrenia involves impairment in the activation of intentions by counterfactual thinking. *Schizophrenia Research*, 103, 343-344.
- Saffrey, C., Summerville, A., & Roese, N. J. (2008). Praise for regret: People value regret above other negative emotions. *Motivation and Emotion*, 32, 46-54.
- Summerville, A., & Roese, N. J. (2008). Dare to compare: Fact-based versus simulation-based comparison in daily life. *Journal of Experimental Social Psychology*, 44, 664-671.
- Summerville, A., & Roese, N. J. (2008). Self-report measures of individual differences in regulatory focus: A cautionary note. *Journal of Research in Personality*, 42, 247-254.
- Epstude, K., & Roese, N. J. (2007). Beyond rationality: Counterfactual thinking and behavior regulation. *Behavioral and Brain Sciences*, 30, 457-458.
- Roese, N. J. (2007). Hätte ich doch...! Warum Reue ein nützliches Gefühl ist. [If only ...! Why regret is a useful emotion]. *Psychologie Heute* (March), pp. 20-25.
- Roese, N. J., & Olson, J. M. (2007). Better, stronger, faster: Self-serving judgment, affect regulation, and the optimal vigilance hypothesis. *Perspectives on Psychological Science*, 2, 124-141.
- Roese, N. J., & Sherman, J. W. (2007). Expectancy. In A. W. Kruglanski & E. T. Higgins (Eds.), *Social psychology: A handbook of basic principles* (Vol. 2, pp. 91-115). New York: Guilford Press.
- Roese, N. J., Summerville, A., & Fessel, F. (2007). Regret and behavior: Comment on Zeelenberg and Pieters. *Journal of Consumer Psychology*, 17, 25-28.
- Burrus, J., & Roese, N. J. (2006). Long ago it was meant to be: The interplay between time, construal and fate beliefs. *Personality and Social Psychology Bulletin*, 32, 1050-1058.
- Chen, J., Chiu, C. Y., Roese, N. J., Tam, K., & Lau, I. Y. (2006). Culture and counterfactuals: On the importance of life domains. *Journal of Cross-Cultural Psychology*, 37, 75-84.
- Roese, N. J., Fessel, F., Summerville, A., Kruger, J., & Dilich, M. A. (2006). The propensity effect: When foresight trumps hindsight. *Psychological Science*, 17, 305-310.  
\*Editor's Choice (2006). *Science*, 311, 1677.
- Roese, N. J., Pennington, G., Coleman, J., Janicki, M., Li, N., & Kenrick, D. T. (2006). Sex differences in regret: All for love or some for lust? *Personality and Social Psychology Bulletin*, 32, 770-780.
- Roese, N. J., Sanna, L. J., & Galinsky, A. D. (2005). The mechanics of imagination: Automaticity and control in counterfactual thinking. In R. R. Hassin, J. S. Uleman, & J. A. Bargh (Eds.), *The new unconscious* (pp. 138-170). New York: Oxford University Press.
- Roese, N. J., & Summerville, A. (2005). What we regret most ... and why. *Personality and Social*

- Psychology Bulletin*, 31, 1273-1285.
- Galinsky, A., Liljenquist, K., Kray, L. J., & Roese, N. J. (2005). Finding meaning in mutability: Making sense and deriving significance through counterfactual thinking. In D. R. Mandel, D. J. Hilton, & P. Catellani (Eds.), *The psychology of counterfactual thinking* (pp. 110-125). London: Routledge.
- Roese, N. J. (2004). Twisted pair: Counterfactual thinking and the hindsight bias. In D. Koehler & N. Harvey (Eds.), *Blackwell handbook of judgment and decision making* (pp. 258-273). Oxford: Blackwell.
- Pennington, G. L., & Roese, N. J. (2003). Counterfactual thinking and regulatory focus. In Spencer, S. J., Fein, S., Zanna, M. P., & Olson, J. M. (Eds.), *Motivated social perception: The Ontario Symposium* (Vol 9, pp. 277-298). Mahwah, NJ: Erlbaum.
- Pennington, G. L., & Roese, N. J. (2003). Regulatory focus and temporal perspective. *Journal of Experimental Social Psychology*, 39, 563-576.
- Olson, J. M., & Roese, N. J. (2002). Relative deprivation and counterfactual thinking. In I. Walker & H. J. Smith (Eds.), *Relative deprivation: Specification, development, and integration* (pp. 265-287). New York: Cambridge University Press.
- Roese, N. J. (2002). Canadians' shrinking trust in government: Causes and consequences. In N. Nevitte (Ed.), *Value change and governance in Canada* (pp. 149-163). Toronto: University of Toronto Press.
- Roese, N. J. (2001). The crossroads of affect and cognition: Counterfactuals as compensatory cognitions. In G. Moskowitz (Ed.), *Cognitive social psychology: The Princeton Symposium on the legacy and future of social cognition* (pp. 307-316). Mahwah, NJ: Erlbaum.
- Hooker, C., Roese, N. J., & Park, S. (2000). Impoverished counterfactual thinking is associated with schizophrenia. *Psychiatry*, 63, 326-335.
- Olson, J. M., Buhrmann, O., & Roese, N. J. (2000). Comparing comparisons: An integrative perspective on social comparison and counterfactual thinking. In J. Suls & L. Wheeler (Eds.), *Handbook of social comparison: Theory and research* (pp. 379-398). New York: Plenum.
- Roese, N. J. (2000). Counterfactual thinking and marketing. *Psychology and Marketing*, 17, 277-280.
- Quinn, K. A., Roese, N. J., Pennington, G. L., & Olson, J. M. (1999). The personal/group discrimination discrepancy: The role of informational complexity. *Personality and Social Psychology Bulletin*, 25, 1430-1440.
- Roese, N. J. (1999). Counterfactual thinking and decision making. *Psychonomic Bulletin and Review*, 6, 570-578.
- Roese, N. J., Hur, T., & Pennington, G. L. (1999). Counterfactual thinking and regulatory focus: Implications for action versus inaction and sufficiency versus necessity. *Journal of Personality and Social Psychology*, 77, 1109-1120.
- Roese, N. J., & Morris, M. W. (1999). Impression valence constrains social explanations: The case of discounting versus conjunction effects. *Journal of Personality and Social Psychology*, 77, 437-448.
- Roese, N. J., Sherman, J. W., & Hur, T. (1998). Direction of comparison asymmetries in relational judgment: The role of linguistic norms. *Social Cognition*, 16, 353-362.
- Roese, N. J. (1997). Counterfactual thinking. *Psychological Bulletin*, 121, 133-148.
- Roese, N. J., & Maniar, S. D. (1997). Perceptions of purple: Counterfactual and hindsight judgments at Northwestern Wildcats football games. *Personality and Social Psychology Bulletin*, 23, 1245-1253.
- Roese, N. J., & Hur, T. (1997). Affective determinants of counterfactual thinking. *Social Cognition*, 15, 274-290.
- Roese, N. J., & Olson, J. M. (1997). Counterfactual thinking: The intersection of affect and function. *Advances in experimental social psychology*, 29, 1-59.

- Maio, G. R., Roese, N. J., Seligman, C., & Katz, A. (1996). Rankings, ratings, and the measurement of values: Evidence for the superior validity of ratings. *Basic and Applied Social Psychology, 18*, 171-181.
- Olson, J. M., Roese, N. J., & Deibert, R. J. (1996). Psychological biases in counterfactual thought experiments. In P. E. Tetlock & A. Belkin (Eds.), *Counterfactual thought experiments in world politics: Logical, methodological, and psychological perspectives* (pp. 296-300). Princeton, NJ: Princeton University Press.
- Olson, J. M., Roese, N. J., & Zanna, M. P. (1996). Expectancies. In E. T. Higgins & A. W. Kruglanski (Eds.), *Social psychology: Handbook of basic principles* (pp. 211-238). New York: Guilford.
- Roese, N. J., & Olson, J. M. (1996). Counterfactuals, causal attributions, and the hindsight bias: A conceptual integration. *Journal of Experimental Social Psychology, 32*, 197-227.
- Olson, J. M., & Roese, N. J. (1995). The perceived funniness of humorous stimuli. *Personality and Social Psychology Bulletin, 21*, 908-913.
- Olson, J. M., Roese, N. J., Meen, J., & Robertson, D. J. (1995). The preconditions and consequences of relative deprivation: Two field studies. *Journal of Applied Social Psychology, 25*, 944-964.
- Roese, N. J., & Olson, J. M. (1995). Counterfactual thinking: A critical overview. In N. J. Roese & J. M. Olson (Eds.), *What might have been: The social psychology of counterfactual thinking* (pp. 1-55). Mahwah, NJ: Erlbaum.
- Roese, N. J., & Olson, J. M. (1995). Functions of counterfactual thinking. In N. J. Roese & J. M. Olson (Eds.), *What might have been: The social psychology of counterfactual thinking* (pp. 169-197). Mahwah, NJ: Erlbaum.
- Roese, N. J., & Olson, J. M. (1995). Outcome controllability and counterfactual thinking. *Personality and Social Psychology Bulletin, 21*, 620-628.
- Lanca, M., Alksnis, C., Roese, N. J., & Gardner, R. C. (1994). Effects of language choice on acculturation: A study of Portuguese immigrants in a multicultural setting. *Journal of Language and Social Psychology, 13*, 315-330.
- Roese, N. J. (1994). The functional basis of counterfactual thinking. *Journal of Personality and Social Psychology, 66*, 805-818.
- Roese, N. J., & Olson, J. M. (1994). Attitude importance as a function of repeated attitude expression. *Journal of Experimental Social Psychology, 30*, 39-51.
- Tett, R. P., Meyer, J. P., & Roese, N. J. (1994). Applications of meta-analysis: 1987-1992. In C. L. Cooper & I. T. Robertson (Eds.), *International Review of Industrial and Organizational Psychology* (Vol. 9, pp. 71-112). New York: Wiley.
- Roese, N. J., & Jamieson, D. W. (1993). Twenty years of bogus pipeline research: A critical review and meta-analysis. *Psychological Bulletin, 114*, 363-375.  
\*\*Reprinted in Title: Roberts, C. & Jowell, R. (Eds.) (2008). *Attitude measurement*. London: Sage.
- Roese, N. J., & Olson, J. M. (1993). Self-esteem and counterfactual thinking. *Journal of Personality and Social Psychology, 65*, 199-206.
- Roese, N. J., & Olson, J. M. (1993). The structure of counterfactual thought. *Personality and Social Psychology Bulletin, 19*, 312-319.
- Roese, N. J., & Sande, G. N. (1993). Backlash effects in attack politics. *Journal of Applied Social Psychology, 23*, 632-653.
- Kim, C. K., Pines, J. P. J., & Roese, N. J. (1992). Bidirectional contingent cross-tolerance between the anticonvulsant effects of pentobarbital and ethanol. *Pharmacology, Biochemistry, and Behavior, 41*, 127-132.
- Roese, N. J., Olson, J. M., Borenstein, M. N., Martin, A., & Shores, A. L. (1992). Same-sex touching behavior: The moderating role of homophobic attitudes. *Journal of Nonverbal Behavior, 16*, 249-

259.

- Sharpe, D., Adair, J. G., & Roese, N. J. (1992). Twenty years of deception research: A decline in subjects' trust? *Personality and Social Psychology Bulletin*, 18, 585-590.
- Grabowski, K. L., Roese, N. J., & Thomas, M. R. (1991). The role of expectancy in hypnotic hypermnesia. *International Journal of Clinical and Experimental Hypnosis*, 39, 193-197.

### **PAPERS IN PROGRESS:**

- Fessel, F., Epstude, K., & Roese, N. J. Hindsight bias redefined: It's about time.
- Morrison, M., Smallman, R., & Roese, N. J. Hindsight bias and affect regulation in the 2006 U.S. midterm elections.
- Roese, N. J. Hindsight bias: Implications and strategies for decision-makers.
- Smallman, R., & Roese, N. J. Counterfactual thinking facilitates the formation of intentions.
- White, K., & Roese, N. J. The social side of counterfactual thinking.

### **ADDRESSES:**

- Roese, N. J. (2008, March). Hindsight bias in decision-making: The roles of "technology" and "timing." Presented at McCombs School of Business, University of Texas at Austin.
- Roese, N. J. (2008, February). Hindsight bias in decision-making: The roles of "technology" and "timing." Presented at Marshall School of Business, University of Southern California.
- Roese, N. J. (2007, February). Regret and counterfactual thinking: Implications for consumer preference. Presented at the Graduate School of Business, Stanford University.
- Roese, N. J. (2007, March). The functional basis of counterfactual thinking. Presented at the Motivation in Context conference, Ascona, Switzerland.
- Roese, N. J. (2007, March). Regret and counterfactual thinking: From "if only" to action. Presented at the Department of Psychology, University of Cologne, Germany.
- Roese, N. J. (2006, April). Regret and mental health: Insights from a nationally representative survey. Presented at the Department of Psychology at University of Chicago.
- Roese, N. J. (2007, May). Computer animation and the hindsight bias: Judgments of dynamically unfolding events. Presented at the Graduate School of Business, University of Chicago.
- Roese, N. J. (2007, May). Regret and counterfactual thinking: Implications for consumer preference. Presented at the Kellogg Graduate School of Management, Northwestern University.
- Roese, N. J. (2007, September). The propensity effect: When foresight trumps hindsight. Presented at the Department of Psychology, University of Western Ontario, Canada.
- Roese, N. J. (2007, September). Preference invites categorization. Presented at the Department of Psychology, Northwestern University.
- Roese, N. J. (2007, November). Hindsight bias in decision-making: The roles of "technology" and "timing." Presented at Cox School of Business, Southern Methodist University.
- Roese, N. J. (2007, November). Preference invites categorization. Presented at the Haas School of Business, University of California, Berkeley.
- Roese, N. J. (2007, December). Preference invites categorization. Presented at College of Business, University of Illinois at Urbana-Champaign.
- Roese, N. J. (2006, May). The functional basis of counterfactual thinking. Invited colloquium presented at the Max Planck Institute for Human Development, Berlin, Germany.
- Roese, N. J. (2006, September). Regret and mental health: Insights from a nationally representative survey. Presented at the Departments of Psychology at Northwestern University.
- Roese, N. J. (2006, November). Regret and mental health: Insights from a nationally representative survey. Presented at the Department of Psychology at University of Toronto.
- Roese, N. J. (2005, January). What we regret most. Invited lecture presented at Society for Personality

- and Social Psychology annual meeting, New Orleans, LA.
- Roese, N. J. (2005, March). Counterfactual thinking: Implications for mental health. Colloquium presented at Department of Psychology, Vanderbilt University.
- Roese, N. J. (2005, April). Forensic animation: Hindsight bias and counterfactual thinking in legal judgment. Presented at the Haas School of Business, University of California, Berkeley.
- Roese, N. J. (2005, April). Hindsight bias in legal decision making. Presented at the American Law Firm Association Transportation Practice Group annual seminar, Amelia Island, FL.
- Roese, N. J. (2005, September). The propensity effect: When foresight trumps hindsight. Presented at the Department of Psychology, Northwestern University, and at the Social Psychology Winter Conference, Park City, UT.
- Roese, N. J. (2004, Sept). What we regret most. Presented at Department of Psychology, Northwestern University.
- Roese, N. J. (2003, January – May). An anomalous asymmetry in self-serving judgments of event impact. Presented at the Departments of Psychology at Loyola University Chicago, Purdue University, University of Chicago, and at the Social Psychology Winter Conference, Park City, UT.
- Roese, N. J. (2003, Sept-2004, Jan). Sex differences in regret: All for love? Presented at the Departments of Psychology at Northwestern University, University of Illinois at Chicago, and at the Society for Personality and Social Psychology annual meeting, Austin, TX.
- Roese, N. J. (2002, March). Comparing comparisons: Social, counterfactual, and temporal comparison. Presented at the Social Psychology Winter Conference, Whistler, BC, Canada.
- Roese, N. J. (2002, May). Motivated self-serving judgment: In search of theoretical parsimony. Invited lecture, Midwestern Psychological Association conference, Chicago.
- Roese, N. J. (2002, September). Festinger's regret: Comparing social, counterfactual, and temporal comparison. Presented at Department of Psychology, Northwestern University.
- Roese, N. J. (2001, January-February). Counterfactual thinking: Underlying mechanisms and overarching themes. Presented at the Departments of Psychology at the Universities of Illinois, Maryland, and Missouri.
- Roese, N. J. (2001, May). Counterfactuals as entertainment. Presented at the European Association for Experimental Social Psychology Small Group Meeting on Counterfactual Thinking, Aix en Provence, France.
- Roese, N. J. (2001, October). An asymmetry in self-serving impact judgments reflects valence-dependent processing of self-relevant information. Presented at the Person Memory pre-conference, Society of Experimental Social Psychology annual meeting, Spokane, WA.
- Roese, N. J. (2000, January). Affect and counterfactual thinking: An overview of theoretical developments. Presented at the Social Psychology Winter Conference, Park City, UT.
- Roese, N. J. (2000, May). Counterfactual thinking and regulatory focus. Presented at the Ontario Symposium on Personality and Social Psychology: Motivated Social Perception, University of Waterloo, Canada.
- Roese, N. J. (2000, November). Affect and counterfactual thinking: An overview of theoretical developments. Invited lecture at the Instituto Superior de Psicologia Aplicada, Lisbon, Portugal, and the Universidad de Malaga, Malaga, Spain.
- Roese, N. J. (1999, February). Counterfactual thinking and the hindsight bias. Presented at the Department of Psychology, Harvard University.
- Roese, N. J. (1999, July). Counterfactual thinking: Implications for comparison and attribution. Presented at the conference of the European Association of Experimental Social Psychology, Oxford University, Oxford, UK.
- Roese, N. J. (1999, August). Counterfactual thinking and decision-making. Presented at the Sauder School of Business, University of British Columbia, Canada.

- Roese, N. J. (1999, October-2000, January). Affect and counterfactual thinking: An overview of theoretical developments. Presented at the Departments of Psychology at Dartmouth College, Indiana University, University of Illinois, University of Wisconsin.
- Roese, N. J. (1998, January). The crossroads of affect and cognition: Counterfactuals, attributions, plans, and social functioning. Presented at the Future Directions in Social Cognition conference, Princeton University.
- Roese, N. J. (1998, April). Motivational underpinnings of the person-group judgmental discrepancy. Presented at the annual meeting of the Social Psychologists of Chicago, Loyola University.
- Roese, N. J. (1998, June). The grand unification of theories of self-other judgmental discrepancy. Presented at the Duck Conference on Social Cognition, Duck, NC.
- Roese, N. J. (1997, May). Counterfactual thinking and the hindsight bias. Invited address, Midwestern Psychological Association conference, Chicago, IL.
- Roese, N. J. (1997, November). Counterfactual thinking: The roles of affect and function. Presented at the Graduate School of Business, University of Chicago.
- Roese, N. J. (1997, December). Impact of affect on social judgment: Current research and new directions. Invited address, conference on New Ideas in Decision Making, sponsored by the Cognitive Science Program and the Kellogg Graduate School of Management, Northwestern University.
- Roese, N. J. (1996, August). From what might have been to what may be: Inference and learning from counterfactual thinking. Invited address, Academy of Management conference, Cincinnati, OH.
- Roese, N. J. (1995, October – 1996, February). Counterfactual thinking: The intersection of affect and function. Presented at the University of British Columbia, the University of Illinois at Chicago, and Purdue University.
- Roese, N. J. (1994, January-February). The functional basis of counterfactual thinking. Presented at Carnegie-Mellon University, Northwestern University, University of Minnesota, and Yale University.
- Roese, N. J. (1993, August). The functionality of counterfactual thinking. Presented at Counterfactual thinking: Current issues and recent research (Symposium chaired by N. J. Roese and J. M. Olson), American Psychological Association convention, Toronto, Canada.
- Roese, N. J. (1993, May). Outcome controllability and counterfactual thinking. Brendan Rule prize address, Canadian Psychological Association convention, Montreal, Canada.
- Roese, N. J. (1991, June). Self-esteem and counterfactual thinking. Brendan Rule prize address, Canadian Psychological Association convention, Calgary, Canada.

#### **CONFERENCE PRESENTATIONS:**

- Roy, M., Benjamin, A., & Roese, N. J. (2008, March). Regulatory fit, cognitive flexibility and the mirror effect. Paper presented at the Eastern Psychological Association, Boston, MA.
- Morrison, M., Smallman, R., & Roese, N. J. (2008, February). Hindsight bias and retroactive pessimism: The affective benefits of uncertainty reduction. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Smallman, R., & Roese, N. J. (2008, February). Preference invites categorization. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Summerville, A., & Roese, N. J. (2008, February). There are worse things than regret: Reducing uncertainty versus avoiding regret in decision-making. Poster presented at the Judgment and Decision-Making Pre-conference, annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Smallman, R., & Roese, N. J. (2007, January). The functional basis of counterfactual thinking: The implementation intention mechanism. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Memphis, TN.

- Summerville, A. & Roese, N. J. (2007, January). Dare to compare: Frequencies of comparative judgments in daily life. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Essex, B., Gibson, C., Roese, N. J., & Park, S. (2006, June). Neural correlates of counterfactual thinking: A near infrared optical imaging study. Poster presented at the 12<sup>th</sup> annual Organization for Human Brain Mapping, Florence, Italy.
- Fessel, F., Hur T., & Roese, N. J. (2006, May). The interplay between regulatory focus and counterfactual direction of comparison. Poster presented at the Association for Psychological Science annual meeting, New York.
- Roese, N. J., Fessel, F., Summerville, A., Kruger, J., & Dilich, M. A. (2006, January). The propensity effect: When foresight trumps hindsight. Poster presented at the Judgment and Decision-Making preconference, Society for Personality and Social Psychology annual meeting, Palm Springs, CA.
- Smallman, R., & Roese, N. J. (2006, January). Judgment of the impact of life events: Evidence for valence-dependent self-scrutiny. Poster presented at the Society for Personality and Social Psychology annual meeting, Palm Springs, CA.
- Smallman, R., & Roese, N.J. (2006, May). Judgment of the impact of life events. Symposium lecture (given by Smallman), Midwestern Psychological Association conference, Chicago.
- Summerville, A., & Roese, N. J. (2006, January). Individual differences in regulatory focus: A comparative assessment of currently available self-report scales, and a proposal for a new scale. Poster presented at the Society for Personality and Social Psychology annual meeting, Palm Springs, CA.
- Summerville, A. & Roese, N. J. (2006, May). A tale of two theories: Regulatory focus theory and approach/avoidance motivation. Symposium lecture (given by Summerville), Midwestern Psychological Association conference, Chicago.
- Burrus, J., & Roese, N. J. (2005, January). The lightness (and heaviness) of being: Fate, counterfactual possibility, and construal level. Poster presented at the Society for Personality and Social Psychology annual meeting, Savannah, GA.
- Dilich, M. A., Goebelbecker, J., & Roese, N. J. (2005, January). A distorted perception of foreseeability. Paper presented at the annual meeting of the Transportation Research Board, Washington DC.
- Cantone, J., & Roese, N. J. (2005, March). Stop and think about it: A look at counterfactual thinking and impulsivity. Poster presented at the American Psychology and Law Society Annual Conference, La Jolla, CA.
- Janicki, M. G. & Roese, N. (2005, June). Sex differences in counterfactual thinking: Romantic vs. academic regrets. Poster presented at the Human Behavior and Evolution Society Annual Meeting, Austin, TX.
- Pennington, G. L., Aaker, J., & Roese, N. J. (2003, February). "Desiring the best" versus "not settling for less": The role of purchase timing and level of construal in determining the effectiveness of promotion- versus prevention-focused appeals. Paper presented at the Society for Consumer Psychology Winter Meeting, New Orleans, LA.
- Pennington, G. L., Aaker, J., & Roese, N. J. (2003, October). When does "not so bad" seem awfully good?: Purchase proximity, temporal construal and the persuasiveness of prevention-framed information. Presented at the Association for Consumer Research annual meeting, Toronto, Canada.
- Pennington, G. L., Roese, N. J., & Gardner, W. L. (2002, February). The production of additive and subtractive counterfactual thoughts as a function of self-construal salience. Poster presented at the Society for Personality and Social Psychology annual meeting, Savannah, GA.
- Pennington, G. L., & Roese, N. J. (2001, October). Regulatory focus and temporal perspective. Paper presented at the Association for Consumer Research Annual Meeting, Austin, TX.

- Pennington, G., Hur, T., & Roese, N. J. (2000). Regulatory focus and counterfactual thinking. Poster presented at the convention of Society for Personality and Social Psychology, Nashville, TN.
- Pennington, G., & Roese, N. J. (1999, May). Self-serving judgments of event impact: The person/group discrimination discrepancy and beyond. Poster presented at the Midwestern Psychological Association conference, Chicago, IL.
- Hur, T., & Roese, N. J. (1998, May). Cross-cultural differences in the effect of norm violation on regret. Poster presented at the American Psychological Society convention, Washington, DC.
- Maniar, S., Roese, N. J., & Curry, L. (1997, September). After-the-fact predictions of sport outcomes: Counterfactual and hindsight judgments of basketball and football performance. Paper presented at the annual conference of the Association for the Advancement of Applied Sport Psychology, San Diego, CA.
- Hur, T., & Roese, N. J. (1996, June). Affect and counterfactual thinking. Paper presented at the Korean Psychological Association convention, Seoul, Korea.
- Roese, N. J., & Hur, T. (1996, July). Affective determinants of counterfactual thinking. Paper presented at the American Psychological Society convention, San Francisco.
- Roese, N. J., Olson, J. M., Grabowski, K. L., & Sherman, J. W. (1996, August). The most popular person in the class: In search of the trait structure of charisma. Paper presented at the annual conference of the International Society for the Study of Personal Relationships, Banff, Canada.
- Olson, J. M., Roese, N. J., & Deibert, R. J. (1995, January). Naturally occurring counterfactual thoughts. Paper presented at the conference on Counterfactual Thought Experiments in World Politics, University of California at Berkeley.
- Roese, N. J. (1995, August). Control and counterfactual thinking: Implications for functionalist perspectives. Poster presented at the American Psychological Association convention, New York.
- Olson, J. M., Roese, N. J., Meen, J., & Robertson, D. J. (1994, October). The preconditions and consequences of relative deprivation: Two field studies. Paper presented at the annual meeting of the Society for Experimental Social Psychology, Lake Tahoe.
- Roese, N. J., & Olson, J. M. (1993, May). Outcome controllability and counterfactual thinking. Paper presented at the Canadian Psychological Association convention, Montreal, Canada.
- Roese, N. J., & Olson, J. M. (1992, June). The structural basis of counterfactual thought. Paper presented at the Canadian Psychological Association convention, Quebec City PQ, Canada.
- Lanca, M., Roese, N. J., Alksnis, C., & Gardner, R. C. (1992, June). Acculturation in a multicultural context. Paper presented at the Canadian Psychological Association convention, Quebec City, Canada.
- Roese, N. J., & Jamieson, D. W. (1991, August). Twenty years of bogus pipeline research: Review and meta-analysis. Paper presented at the American Psychological Association convention, San Francisco, CA.
- Roese, N. J., & Olson, J. M. (1991, June). Motivation, self-esteem, and counterfactual thinking. Paper presented at the Canadian Psychological Association convention, Calgary, Canada.
- Roese, N. J., & Sande, G. N. (1990, June). Negative campaigning: Effects of rhetorical insults on voters' impressions of political candidates. Paper presented at the Canadian Psychological Association convention, Ottawa, Canada.

### **CONFERENCES and SYMPOSIA:**

- 2005-present Judgment and Decision-Making Pre-conference, Society for Personality and Social Psychology annual meeting, 2005-present. (co-organizer).
- 2005 Symposium: "The experience and regulation of regret," organized for Society for Personality and Social Psychology conference, New Orleans, LA. (co-organized with Marcel Zeelenberg, Tilburg University, Netherlands).

- 2004 Symposium: "Loves lost, games botched, and exams blown: Counterfactual thinking in everyday life," organized for Society for Personality and Social Psychology conference, Austin, TX.
- 2003 Social Psychologists Around the Midwest (SPAM). Co-organized conference held at University of Illinois, Champaign, IL.
- 2002 Social Psychology Winter Conference, Whistler, Canada (co-organized with Steve Heine, University of British Columbia, Canada).
- 2001 The Vancouver Symposium on Motivation and Social Cognition, Simon Fraser University, Vancouver, Canada.
- 1995,1999 Social Psychologists of Chicago (SPOC), founding member' first conference held March 1995, held annually ever since at rotating location within Chicago.
- 1993 Symposium: "Counterfactual thinking: Current issues and recent research," organized for American Psychological Association conference, Toronto, Canada. (co-organized with James Olson).

#### **ADMINISTRATION (at University of Illinois):**

- 2005-2008 Chair, Human Subjects Committee
- 2003-2007 Division Coordinator: Social, Personality, and Industrial-Organizational Psychology
- 2005-2007 University Senate
- 2003-2005 Courses and Curricula Committee, College of Liberal Arts and Sciences

#### **TEACHING:**

Undergraduate courses taught: Introductory psychology, introductory social psychology, research methods, interpersonal relations, social cognition.

Graduate courses taught: Theory in social psychology, research methods, judgment and decision-making.

Ph.D. students supervised: Taekyun Hur (Ph.D., Northwestern, 2000); Ginger Pennington (Ph.D., Northwestern, 2002); Amy Summerville (Ph.D., 2008).

Current Ph.D. students: Florian Fessel, Michael Morrison, Rachel Smallman (University of Illinois).

Post-doctoral researchers supervised: Kai Epstude (Ph.D., University of Wurzburg), 2006-2008.

#### **MEDIA COVERAGE:**

Multiple radio appearances: including NPR, CBC (Canada), and other independent stations.

Multiple newspaper appearances: including Chicago Tribune, Los Angeles Times, New York Times, Toronto Globe and Mail, Vancouver Sun.

Research featured in popular magazines: *AARP – the magazine, Fitness, Glamour, Glow, Ladies Home Journal, Marie Claire, Men's Health, "O" (Oprah) magazine, Psychology Today, Shape, Spirituality & Health.*

Editor's choice (G. Chin & J. Yeston, eds.), "Misjudging Priors", *Science*, 311 (24 March 2006), pp. 1675. (description of research published in Roese et al., 2006, *Psych Sci*).

Cover story, *Psychologie Heute* (German: *Psychology Today*), March 2007, pp. 20-25.