

CURRICULUM VITAE

MARK J. LANDAU

CONTACT INFORMATION

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EDUCATION

- Ph.D. Psychology, University of Arizona (2007)
Major Area: Social Psychology; Minor Area: Cognitive Science
- M.A. Psychology, University of Colorado (2002)
- B.A. Psychology, Skidmore College (1999)

EMPLOYMENT HISTORY

- Full Professor, University of Kansas (2019-present)
- Associate Professor, University of Kansas (2013-2019)
- Assistant Professor, University of Kansas (2007-2013)
- Research Associate, University of Arizona (2003-2007); University of Colorado (2001-2002)

PROFESSIONAL ORGANIZATIONS

- Society for Personality and Social Psychology
- Society of Experimental Social Psychology
- International Society for Self and Identity
- KU Cancer Center (Cancer Control and Population Health Program)

RESEARCH

AWARDS AND HONORS

- Winner, *Self & Identity*'s 2018 Paper of the Year Award, Landau et al., "Why life speeds up: Chunking and the passage of autobiographical time."
- Recipient, 2018 Friends of the Life Span Institute Investigator Award (\$7,500).
- Recipient, 2017 American Psychological Association Award for Distinguished Scientific Early Career Contributions to Psychology (a.k.a. APA Early Career Award).
- Honorable Mention, K. Barbara Schowen Undergraduate Research Mentor Award (2018).
- Winner, Outstanding Presentation Award at the Research Symposium of the KU Center for Undergraduate Research (Theisen & Landau, 2017).
- Recipient, Leading Light Award, Office of the Provost, University of Kansas (2014).
- PI on an NIH / National Cancer Institute R01 (R01 CA185378) for project entitled "Cognitive and emotional processes of metaphoric cancer communications." (\$1.4 million over 4 years beginning June 2014).
- Recipient, 2013 Outstanding Early Career Award, International Society for Self and Identity (May 2013).
- PI on a National Science Foundation R01 (BCS-1222047) for project entitled "Examining how exposure to metaphorical framing influences attitudes toward sociopolitical issues." (\$395,685 over 3 years beginning Fall 2012).
- Recipient, SPSSI's 2012 Otto Klineberg Award for Sullivan, Landau et al., "Competitive Victimhood as a Response to Accusations of Ingroup Harmdoing": \$1000.
- Recipient, 2012 SPSP Graduate Student Committee Student Poster Award for Keefer & Landau ("Attachment to objects as compensation...").
- Recipient, 2011 Sage Young Scholars Award: \$5000.
- Recipient, 2011 SPSP Theoretical Innovation Prize: \$750.
- Member, Fall Faculty Colloquium, Hall Center for the Humanities, University of Kansas: \$1000 (Fall 2011).
- New Faculty General Research Fund Award ("Exploring the Cognitive Underpinnings of the Self-Concept"), University of Kansas: \$8,000 (March, 2009).
- 2008 Dissertation Award finalist, Society for Experimental Social Psychology.
- 2004 Student Publication Award, Society of Personality and Social Psychology: \$750.
- 2004 Top Paper Award, National Communication Association, Miller & Landau (2005).
- 2001 Outstanding Graduate Student Award, Psychological Society of the Pikes Peak Region.

PUBLICATIONS

PEER-REVIEWED JOURNAL ARTICLES AND INVITED BOOK CHAPTERS

* *Graduate Student Co-author*

φ *Equal Authorship*

^ *Undergraduate Co-author*

IN PRESS

112. Pyszczynski, T., & **Landau, M.J.** (in press). In his own image: An existential evolutionary perspective on the origins and function of religion. In K. Vail & C. Routledge (Eds.), *The science of religion, spirituality, and existentialism*. Elsevier Press.

111. Greenberg, J., Helm, P.J., **Landau, M.J.**, & Solomon, S. (in press). Dwelling in the house of the lord forever: On the terror management function of religion. In K. Vail & C. Routledge (Eds.), *The science of religion, spirituality, and existentialism*. Elsevier Press.

110. Axt, J.R., **Landau, M.J.**, & Kay, A.C. (in press). Fake news attributions as a source of nonspecific structure. In R. Greifeneder, M. Jaffé, E. J. Newman, & N. Schwarz (Eds.), *The psychology of fake news: Accepting, sharing, and correcting misinformation*. London: Routledge.

109. Laurin, K., Kay, A.C., & **Landau, M.J.** (in press). ML2 Commentary: Structure and goal pursuit: Individual and cultural differences. *Advances in Methods and Practices in Psychological Science*.

108. Mosley, A.J.*, Swanson, T.J.*, & **Landau, M.J.** (in press). Embodied health. In K. Sweeny & M. Robbins (Eds.), *Wiley Encyclopedia of Health Psychology (Vol. 2)*.

107. Swanson, T.J.*, & **Landau, M. J.** (in press). Terror management motivation fuels structure-seeking. In C. Routledge & M. Vess (Eds.), *The handbook of terror management theory*. Elsevier.

2019

106. DeFrain, M.^, **Landau, M.J.**, & Greenberg, J. (2019). A harrowing journey into the heart of motherhood: Tully. *Ernest Becker Foundation Newsletter*, 26, 5-6.

105. **Landau, M.J.**, Cameron, L.D., Arndt, J., Hamilton, W.K.*, Swanson, T.J.*, & Bultmann, M.* (2019). Beneath the surface: Abstract construal mindset increases receptivity to metaphors in health communications. *Social Cognition*, 37, 314-340.

2018

104. Baumeister, R., & **Landau, M.J.** (2018). Finding the meaning of meaning: Emerging insights into four grand questions. *Review of General Psychology*, 22, 1-10.
103. **Landau, M.J.**, Khenfer, J.*, Keefer, L.A., Swanson*, T.J., & Kay, A.C. (2018). When and why does belief in a controlling god strengthen goal commitment? *Journal of Experimental Social Psychology*, 75, 71-82.
102. **Landau, M.J.**, Zhong, C. B., & Swanson, T. J.* (2018). Conceptual metaphors shape consumer psychology. *Consumer Psychology Review*, 1, 54-71.
101. **Landau, M.J.**, Arndt, J., & Cameron, L.D. (2018). Do metaphors in health messages work? Exploring emotional and cognitive factors. *Journal of Experimental Social Psychology*, 74, 135-149.
100. Baldwin, M., **Landau, M.J.**, & Swanson, T.J.* (2018). Metaphors can give life meaning. *Self and Identity*, 17, 163-193.
99. Spina, M.* Arndt, J., **Landau, M.J.**, & Cameron, L.D. (2018). Enhancing health message framing with metaphor and cultural values: Impact on Latinas' cervical cancer screening. *Annals of Behavioral Medicine*, 52, 106-115.
98. Greenberg, J., Schmader, T., Arndt, J., & **Landau, M.J.** (2018). *Social psychology: The science of everyday life*, 2nd Edition (textbook). New York, NY: Worth.
97. **Landau, M.J.**, Arndt, J., Swanson, T.J.*, & Bultmann, M.N.* (2018). Why life speeds up: Chunking and the passage of autobiographical time. *Self and Identity*, 17, 294-309. Winner of *Self & Identity*'s 2018 Paper of the Year Award.
96. **Landau, M.J.** (2018). Using metaphor to find meaning in life. *Review of General Psychology*, 22, 62-72.

2017

95. Keefer, L.A.*, Mosley, A.J.*, & **Landau, M.J.** (2017). Fetishism and gender. In K. Nadal (Ed.), *The SAGE Encyclopedia of Psychology and Gender* (pp. 578-580).
94. Zestcott, C.A.*, Stone, J., & **Landau, M.J.** (2017). The role of conscious attention in how weight serves as an embodiment of importance. *Personality and Social Psychology Bulletin*, 43, 1712-1723.
93. **Landau, M.J.**, Barrera, J.^, & Keefer, L.A. (2017). On the road: Combining possible identities and metaphor to motivate disadvantaged middle-school students. *Metaphor and Symbol*, 34, 276-290.

92. Ma, A.*, **Landau, M.J.**, Narayanan, J.*, & Kay, A. C. (2017). Thought-control difficulty motivates structure-seeking. *Journal of Experimental Psychology: General*, 146, 1067-1072.

91. **Landau, M.J.** (2017). *Conceptual metaphor in social psychology: The poetics of everyday life*. New York, NY: Routledge.

90. **Landau, M.J.**, Keefer, L.A.*, Swanson, T.J.* (2017). “Undoing” a rhetorical metaphor: Testing the metaphor extension strategy. *Metaphor and Symbol*, 32, 63-83.

2016

89. Sullivan, D.*, Stewart, S.A.^, **Landau, M.J.**, Liu, S., Yang, Q., & Diefendorf, J.^ (2016). Exploring repressive suffering construal as a function of collectivism and social morality. *Journal of Cross-Cultural Psychology*, 47(7), 903-917.

88. Keefer, L.A.*, & **Landau, M.J.** (2016). Metaphor and analogy in everyday problem solving. *WIREs Cognitive Science*, 7, 394-405.

87. White, M.H.*, & **Landau, M.J.** (2016). Metaphor in intergroup relations. *Social and Personality Psychology Compass*, 10, 707-721.

86. Kosloff, S., **Landau, M.J.**, & Burke, B.L. (2016). Terror management and politics: Comparing and integrating the ‘conservative shift’ and ‘political worldview defense’ hypotheses. In L. Harvell & G. Nisbett (Eds.), *Denying death: An interdisciplinary approach to terror management theory* (pp. 28-46). New York, NY: Routledge.

85. Sullivan, D.*, **Landau, M.J.**, & Kay, A.C. (2016). When enemies go viral (or not): A real-time experiment during the “Stop Kony” campaign. *Psychology of Popular Media Culture*, 5, 15-26.

84. Greenberg, J., **Landau, M.J.**, Kosloff, S., Soenke, M.*, & Solomon, S. (2016). How our means for feeling transcendent of death foster prejudice, stereotyping, and intergroup conflict: Terror management theory. In T. Nelson (Ed.), *Handbook of prejudice, stereotyping, and discrimination: 2nd edition* (pp. 107-148). New York, NY: Taylor & Francis.

2015

83. Rothschild, Z.K.*, **Landau, M.J.**, Sullivan, D.*, & Keefer, L.A.* (2015). Another’s punishment cleanses the self: Evidence for a moral cleansing function of punishing moral transgressors. *Motivation and Emotion*, 39, 722-741.

82. **Landau, M.J.**, Nelson, N.M., & Keefer, L.A.* (2015). Divergent effects of metaphoric company logos: Do they convey what the company does or what I need? *Metaphor and Symbol*, 30, 314-338.

81. Baldwin, M.* , Biernat, M. ^φ & **Landau, M. J.** ^φ (2015). Remembering the real me: Nostalgia offers a window to the intrinsic self. *Journal of Personality and Social Psychology*, *108*, 128-147.
80. Keefer, L.A.* , & **Landau, M.J.** (2015). Frighteningly similar: Relationship metaphors elicit defensive information processing. *Social Psychological and Personality Science*, *6*, 931-939.
79. Rangan, P.* , Singh, S.N., **Landau, M.J.**, & Choi, J. (2015). Impact of death-related television programming on advertising evaluation. *Journal of Advertising*, *44*, 326-337.
78. Greenberg, J., Schmader, T., Arndt, J., & **Landau, M.J.** (2015). *Social psychology: The science of everyday life* (textbook). New York, NY: Worth.
77. **Landau, M.J.**, Kay, A.C., & Whitson, J.A. (2015). Compensatory control and the appeal of a structured world. *Psychological Bulletin*, *141*, 694-722.
76. **Landau, M.J.**, & Keefer, L.A.* (2015). The persuasive power of political metaphors. In J. P. Forgas, W. Crano, & K. Fiedler (Eds.), *Social psychology and politics* (pp. 129-142). New York, NY: Psychology Press.
75. **Landau, M.J.**, & Keefer, L.A.* (2015). Situations change thought and behavior through metaphor. In K. Reynolds & N. Branscombe (Eds.), *The psychology of change: Life contexts, experiences, and identities* (pp. 189-208). New York, NY: Taylor & Francis.
74. Kay, A.C., Sullivan, D.* , & **Landau, M.J.** (2015). Psychological importance of beliefs in control and order: Historical and contemporary perspectives in social and personality psychology. In E. Borgida & J. Bargh (Eds.), *APA handbook of personality and social psychology: Attitudes and social cognition* (Vol. 1; pp. 309-337). Washington, DC: APA.

2014

73. **Landau, M.J.**, Oyserman, D., Keefer, L. A.* , & Smith, G.C.* (2014). The college journey and academic engagement: How metaphor use enhanced identity-based motivation. *Journal of Personality and Social Psychology*, *106*, 679-698.
72. Sullivan, D.* , **Landau, M.J.**, Young, I. F.^ , & Stewart, S. A.^ (2014). The dramaturgical perspective in relation to self and culture. *Journal of Personality and Social Psychology*, *107*, 767-790.
71. Keefer, L. A.* , **Landau, M. J.**, Sullivan, D.* , & Rothschild, Z. K.* (2014). Embodied metaphor and abstract problem solving: Testing a metaphoric fit hypothesis in the health domain. *Journal of Experimental Social Psychology*, *55*, 12-20.
70. **Landau, M. J.**, & Keefer, L. A.* (2014). This is like that: Metaphors in public discourse shape attitudes. *Social and Personality Psychology Compass*, *8*, 463-473.

69. Keefer, L. A.*, & **Landau, M. J.**, Sullivan, D.*, & Rothschild, Z. K.* (2014). The object of affection: Subjectivity uncertainty increases objectification in close relationships. *Social Cognition*, 32, 484-504.

68. **Landau, M. J.**, Keefer, L. A.*, & Rothschild, Z. K.* (2014). Epistemic motives moderate the effect of metaphoric framing on attitudes. *Journal of Experimental Social Psychology*, 53, 125-138.

67. Keefer, L. A.*, & **Landau, M. J.** (2014). Non-human support: Broadening the scope of attachment theory. *Social and Personality Psychology Compass*, 8, 524-535.

66. **Landau, M. J.**, & Sullivan, D.* (2014). Terror management motivation at the core of personality. In L. Cooper & R. Larsen (Eds.), *APA handbook of personality and social psychology: Personality processes and individual differences* (Vol. 4; pp. 209-230). Washington, DC: APA.

65. Sullivan, D.*, **Landau, M. J.**, Rothschild, Z. K.*, & Keefer, L. A.* (2014). Searching for the root of all evil: An existential-sociological perspective on political enemyship and scapegoating. In J. van Prooijen & P. A. M. van Lange (Eds.), *Power, politics, and paranoia: Why people are suspicious of their leaders* (pp. 292-311). Cambridge, UK: Cambridge University Press.

64. Kay, A. C., Laurin, K., Fitzsimons, G. M., & **Landau, M. J.** (2014). A functional basis for structure-seeking: Exposure to structure promotes willingness to engage in motivated action. *Journal of Experimental Psychology: General*, 143, 486-491.

63. Baldwin, M.*, & **Landau, M. J.** (2014). Exploring nostalgia's influence on psychological growth. *Self and Identity*, 13, 162-177.

62. **Landau, M. J.**, Robinson, M., & Meier, B. (2014). Metaphor research in social-personality psychology: The road ahead. In M. J. Landau, M. D. Robinson, & B. P. Meier (Eds.), *The power of metaphor: Examining its influence on social life* (pp. 269-286). Washington, DC: APA Press.

61. **Landau, M. J.**, Robinson, M., & Meier, B. (2014). Introduction. In M. J. Landau, M. D. Robinson, & B. P. Meier (Eds.), *The power of metaphor: Examining its influence on social life* (pp. 3-16). Washington, DC: APA Press.

60. **Landau, M. J.**, Robinson, M., & Meier, B. (Eds.) (2014). *The power of metaphor: Examining its influence on social life*. Washington, DC: APA Press.

2013

59. Solomon, S., & **Landau, M. J.** (2013). *Little Murders: Cultural animals in an existential age*. In D. Sullivan & J. Greenberg (Eds.), *Death in classic and contemporary film: Fade to black* (pp. 55-72). New York: Palgrave Macmillan.

58. Sullivan, D.*, **Landau, M. J.**, Branscombe, N. R., Rothschild, Z. K.*, Cronin, T.J.* (2013). Self-harm focus leads to greater collective guilt: The case of the U.S.-Iraq conflict. *Political Psychology*, *34*, 573-587.
57. Greenberg, J., **Landau, M.**, & Arndt, J. (2013). Mortal cognition: Viewing self and the world from the precipice. In D. Carlston (Ed.), *The Oxford handbook of social cognition* (pp. 680-701). New York: Oxford University Press.
56. Rothschild, Z. K.*, **Landau, M. J.**, Molina, L., Branscombe, N. R., & Sullivan, D.* (2013). Displacing blame over the ingroup's harming of a disadvantaged group can fuel moral outrage at a third-party scapegoat. *Journal of Experimental Social Psychology*, *49*, 898-906.
55. Burke, B. L., Kosloff, S., & **Landau, M. J.** (2013). Death goes to the polls: A meta-analysis of mortality salience effects on political attitudes. *Political Psychology*, *34*, 183-200.
54. Soenke, M.*, **Landau, M. J.**, & Greenberg, J. (2013). Sacred armor: Religion's role as a buffer against the anxieties of life and the fear of death. In K. Pargament (Ed.-in-Chief), J. Exline & J. Jones (Assoc. Eds.), *APA handbooks in psychology: APA handbook of psychology, religion, and spirituality: Vol 1* (pp. 105-122). Washington, DC: American Psychological Association.
53. Arndt, J., **Landau, M. J.**, Vail, K. E., Vess, M. (2013). An edifice for enduring personal value: A terror management perspective on the human quest for multilevel meaning. Invited chapter in K. D. Markman, T. Proulx, & M. J. Lindberg (Eds.), *The psychology of meaning* (pp. 49-69). New York: APA books.

2012

52. **Landau, M. J.**, Sullivan, D.*, Keefer, L. A.*, Rothschild, Z. K.*, & Osman, M. R. (2012). Subjectivity uncertainty theory of objectification: Compensating for uncertainty about how to positively relate to others by downplaying their subjective attributes. *Journal of Experimental Social Psychology*, *48*, 1234-1246.
51. Sullivan, D.*, **Landau, M. J.**, Kay, A. C., & Rothschild, Z. K.* (2012). Collectivism and the meaning of suffering. *Journal of Personality and Social Psychology*, *103*, 1023-1039.
50. Sullivan, D.*, **Landau, M. J.**, & Kay, A. C. (2012). Toward a comprehensive understanding of existential threat: Insights from Paul Tillich. *Social Cognition (special issue: Threat-compensation in social psychology: Is there a core motivation?)*, *30*, 734-757.
49. Keefer, L. A.*, **Landau, M. J.**, Rothschild, Z. K.*, & Sullivan, D.* (2012). Attachment to objects as compensation for close others' perceived unreliability. *Journal of Experimental Social Psychology*, *48*, 912-917.
48. Reysen, S.*, **Landau, M. J.**, Branscombe, N. R. (2012). Copycatting as a threat to public identity. *Basic and Applied Social Psychology*, *34*, 226-235.

47. Sullivan, D.*, **Landau, M. J.**, Branscombe, N. R., & Rothschild, Z. K.* (2012). Competitive victimhood as a response to accusations of ingroup harmdoing. *Journal of Personality and Social Psychology*, *102*, 778-795. Winner of the 2012 Otto Klineberg Intercultural and International Relations Award from SPSSI.

46. Rothschild, Z. K.*, **Landau, M. J.**, Sullivan, D.*, & Keefer, L. A.* (2012). A dual-motive model of scapegoating: Displacing blame to reduce guilt or increase control. *Journal of Personality and Social Psychology*, *102*, 1148-1163.

45. **Landau, M. J.**, Sullivan, D.*, Rothschild, Z. K.*, & Keefer, L. A.* (2012). Deriving solace from a nemesis: Having scapegoats and enemies buffers the threat of meaninglessness. In P. R. Shaver & M. Mikulincer (Eds.), *Meaning, mortality, and choice: The social psychology of existential concerns* (pp. 183-202). Washington, D.C.: APA.

44. Ismail, I., Martens, A., **Landau, M. J.**, Greenberg, J., & Weise, D. R.* (2012). Exploring the effects of the naturalistic fallacy: Evidence that genetic explanations increase the acceptability of killing and male promiscuity. *Journal of Applied Social Psychology*, *42*, 735-750.

43. **Landau, M. J.**, Rothschild, Z. K.*, & Sullivan, D.* (2012). The extremism of everyday life: Fetishism as a defense against existential uncertainty. In M. Hogg & D. Blaylock (Eds.), *Extremism and the psychology of uncertainty* (pp. 131-146). Boston, MA: Wiley-Blackwell.

2011

42. Gillath, O., **Landau, M. J.**, Selcuk, E., & Goldenberg, J. L. (2011). Effects of a low survivability cues and participant sex on physiological and behavioral responses to sexual stimuli. *Journal of Experimental Social Psychology*, *47*, 1219-1224.

41. Rothschild, Z. K.*, **Landau, M. J.**, & Sullivan, D.* (2011). By the numbers: Structure-seeking individuals prefer quantitative over qualitative representations of personal value to compensate for the threat of unclear performance contingencies. *Personality and Social Psychology Bulletin*, *37*, 1508-1521.

40. Keefer, L. A.*, **Landau, M. J.**, Sullivan, D.*, Rothschild, Z. K.* (2011). Exploring metaphor's epistemic function: Uncertainty moderates metaphor-consistent priming effects on social perceptions. *Journal of Experimental Social Psychology*, *47*, 657-660.

39. **Landau, M. J.**, Keefer, L. A.*, & Meier, B. P. (2011). Wringing the perceptual rags: Reply to IJzerman and Koole (2011). *Psychological Bulletin*, *137*, 362-365.

38. **Landau, M. J.**, Kosloff, S., & Schmeichel, B. J. (2011). Imbuing everyday actions with meaning in response to existential threat. *Self and Identity*, *10*, 64-76.

37. **Landau, M. J.**, Vess, M., Arndt, J., Rothschild, Z. K.*, Sullivan, D.*, & Atchley, R. A. (2011). Embodied metaphor and the "true" self: Priming entity expansion and protection

influences intrinsic self-expressions in self-perceptions and interpersonal behavior. *Journal of Experimental Social Psychology*, 47, 79-87.

36. Shepherd, S.*, Kay, A. C., & **Landau, M. J.**, Keefer, L. A.* (2011). Evidence for the specificity of control motivations in worldview defense: Distinguishing compensatory control from uncertainty management and terror management processes. *Journal of Experimental Social Psychology*, 47, 949-958.

2010

35. **Landau, M. J.**, Meier, B. P., & Keefer, L. A.* (2010). A metaphor-enriched social cognition. *Psychological Bulletin*, 136, 1045-1067. Winner of the 2011 Theoretical Innovation Prize from SPSP

34. **Landau, M. J.**, Sullivan, D.*, & Solomon, S. (2010). On graves and graven images: A terror management analysis of the psychological functions of art. *European Review of Social Psychology*, 21, 114-154.

33. **Landau, M. J.**, Sullivan, D.*, & King, L. A. (2010). Terror management and personality: Variations in the psychological defense against the awareness of mortality. *Social and Personality Psychology Compass*, 4, 906-917.

32. Sullivan, D.*, **Landau, M. J.**, & Rothschild, Z. K.* (2010). An existential function of enemyship: Evidence that people attribute influence to personal and political enemies to compensate for threats to control. *Journal of Personality and Social Psychology*, 98, 434-449.

31. **Landau, M. J.**, & Greenberg, J., & Kosloff, S. (2010). Coping with life's one certainty: A terror management perspective on the existentially uncertain self. In R. M. Arkin, K. C. Oleson, & P. J. Carroll (Eds.), *Handbook of the uncertain self* (pp. 195-215). Lawrence Erlbaum Associates.

30. Greenberg, J., Kosloff, S., Solomon, S., Cohen, F., & **Landau, M.** (2010). Toward understanding the fame game: The effect of mortality salience on the appeal of fame. *Self and Identity*, 9, 1-18.

2009

29. **Landau, M.J.**, Sullivan, D.*, & Greenberg, J. (2009). Evidence that self-relevant motives and metaphoric framing interact to influence political and social attitudes. *Psychological Science*, 20, 1421-1427.

28. Vess, M., Routledge, C., **Landau, M.J.**, & Arndt, J. (2009). The dynamics of death and meaning: The effects of death-relevant cognitions and personal need for structure on perceptions of meaning in life. *Journal of Personality and Social Psychology*, 97, 728-744.

27. **Landau, M.J.**, Greenberg, J., Sullivan, D.*, Routledge, C., & Arndt, J. (2009). The protective identity: Evidence that mortality salience heightens the clarity and coherence of the self-concept. *Journal of Experimental Social Psychology*, *45*, 796-807.
26. **Landau, M.J.**, Greenberg, J., & Rothschild, Z. K.* (2009). Motivated cultural worldview adherence and culturally loaded test performance. *Personality and Social Psychology Bulletin*, *35*, 442-453.
25. Sullivan, D.*, Greenberg, J., & **Landau, M.J.** (2009). Toward a new understanding of two films from the dark side: Utilizing terror management theory to analyze *Rosemary's Baby* and *Straw Dogs*. *Journal of Popular Film and Television*, *37*, 189-198.
24. **Landau, M.J.**, Greenberg, J., & Sullivan, D*. (2009). Defending a coherent autobiography: When past events appear incoherent, mortality salience prompts compensatory bolstering of the past's significance and the future's orderliness. *Personality and Social Psychology Bulletin*, *35*, 1012-1020.
23. Kosloff, S., **Landau, M.J.**, Weise, D., Sullivan, D.*, & Greenberg, J. (2009). Eight years in the wake of 9/11: A terror management analysis of the psychological repercussions of the 9/11 attacks. In M.J. Morgan (Ed.), *The impact of 9/11 on psychology and education: The day that changed everything?* (pp. 7-22). New York: Palgrave Macmillan.
22. Greenberg, J., & **Landau, M.**, Kosloff, S., & Sheldon, S. (2009). How our dreams of death transcendence breed prejudice, stereotyping, and conflict: Terror management theory. In T. Nelson (Ed.), *Handbook of prejudice, stereotyping, and discrimination* (pp. 309-332). New York, NY: Taylor & Francis.
21. **Landau, M. J.**, Greenberg, J., & Sullivan, D.* (2009). Managing terror when self-worth and worldviews collide: Evidence that mortality salience increases reluctance to self-enhance beyond authorities. *Journal of Experimental Social Psychology*, *45*, 68-79.

2008

20. Schimel, J., **Landau, M.**, & Hayes, J. (2008). Self-esteem: A human solution to the problem of death. *Social and Personality Psychology Compass*, *2*, 1-17.
19. **Landau, M. J.**, & Greenberg, J., & Solomon, S. (2008). The Never-Ending Story: A terror management perspective on the psychological function of self-continuity. In F. Sani (Ed.), *Self-continuity: Individual and collective perspectives* (pp. 87-100). New York, NY: Taylor & Francis.
18. Miller, C. H., & **Landau, M. J.** (2008). Communication and the causes and costs of terrorism: A terror management theory perspective. In D. O'Hair, R. Heath, K. Ayotte, & G. Ledlow (Eds.), *Terrorism: Communication and rhetorical perspectives* (pp. 93-130). NJ: Hampton Press.

17. Kosloff, S., **Landau, M. J.**, Sullivan, D., & Greenberg, J. (2008). A terror management perspective on the quiet ego and the loud ego: Implications of ego volume control for personal and social well-being. In H. Wayment & J. Bauer (Eds.), *Transcending self-interest: Psychological explorations of the quiet ego* (pp. 33 – 42). Washington, D.C.: APA.

2007

16. **Landau, M. J.**, Solomon, S., Pyszczynski, T., & Greenberg, J. (2007). On the compatibility of terror management theory and perspectives on human evolution. *Evolutionary Psychology*, 5, 476-519.

15. Martens, A., Kosloff, S., Greenberg, J., **Landau, M. J.**, & Schmader, T. (2007). Killing begets killing: Evidence from a bug-killing paradigm that initial killing fuels subsequent killing. *Personality and Social Psychology Bulletin*, 33, 1251-1264.

14. **Landau, M. J.** (2007). Theory of mind. In R. F. Baumeister & K. D. Vohs (Eds.), *Encyclopedia of Social Psychology*. Thousand Oaks, CA: Sage.

2006

13. **Landau, M. J.**, & Greenberg, J. (2006). Play it safe or go for the gold? A terror management perspective on self-enhancement and self-protective motives in risky decision making. *Personality and Social Psychology Bulletin*, 32, 1633-1645.

12. Goldenberg, J. L., Hart, J., Pyszczynski, T., Warnica, G. W., **Landau, M.**, & Thomas, L. (2006). Ambivalence towards the body: Death, neuroticism, and the flight from physical sensation. *Personality and Social Psychology Bulletin*, 32, 1264-1277.

11. **Landau, M. J.**, Greenberg, J., Solomon, S., Pyszczynski, T. & Martens, A. (2006). Windows into nothingness: Terror management, meaninglessness, and negative reactions to modern art. *Journal of Personality and Social Psychology*, 90, 879-892.

10. **Landau, M. J.**, Goldenberg, J. L., Greenberg, J., Gillath, O., Solomon, S., Cox, C., Martens, A., & Pyszczynski, T. (2006). The siren's call: Terror management and the threat of men's sexual attraction to women. *Journal of Personality and Social Psychology*, 90, 129-146.

9. Pinel, E. C., Long, A. E, **Landau, M. J.**, Alexander, K., & Pyszczynski, T. (2006). Seeing I to I: A pathway to interpersonal connectedness. *Journal of Personality and Social Psychology*, 90, 243-257.

2005 and Prior

8. Miller, C.H., & **Landau, M. J.** (2005). Communication and terrorism: A terror management theory perspective. *Communication Research Reports*, 22, 79-88. Top Paper Award, National Communication Association.

7. Martens, A., Greenberg, J., Schimel, J., & **Landau, M. J.** (2004). Ageism and death: Effects of mortality salience and perceived similarity to elders on reactions to elderly people. *Personality and Social Psychology Bulletin*, *30*, 1524-1536.
6. **Landau, M. J.**, Solomon, S., Greenberg, J., Cohen, F., Pyszczynski, T., Arndt, J., Miller, C. H., Ogilvie, D. M., & Cook, A. (2004). Deliver us from evil: The effects of mortality salience and reminders of 9/11 on support for President George W. Bush. *Personality and Social Psychology Bulletin*, *30*, 1136-1150. Student Publication Award, Society of Personality and Social Psychology.
5. **Landau, M. J.**, Johns, M., Greenberg, J., Pyszczynski, T., Martens, A., Goldenberg, J. L., & Solomon, S. (2004). A function of form: Terror management and structuring the social world. *Journal of Personality and Social Psychology*, *87*, 190-210.
4. Figueredo, A. J., **Landau, M. J.**, & Sefcek, J. A. (2004). Apes and angels: Adaptationism versus Panglossianism: Comment. *Behavioral and Brain Sciences*, *27*, 334-335.
3. **Landau, M. J.**, Greenberg, J., & Solomon, S. (2004). The motivational underpinnings of religion: Comment. *Behavioral and Brain Sciences*, *27*, 743-744.
2. Pinel, E. C., Long, A. E., **Landau, M. J.**, & Pyszczynski, T. (2004). I-sharing, the problem of existential isolation, and their implications for interpersonal and intergroup phenomena. In J. Greenberg, S. Koole, & T. Pyszczynski (Eds.), *Handbook of experimental existential psychology* (pp. 352-368). New York: Guilford Press.
1. Goldenberg, J. L., **Landau, M. J.**, Pyszczynski, T., Cox, C. R., Greenberg, J., Solomon, S., & Dunnam, H. (2003). Gender-typical responses to sexual and emotional infidelity as a function of mortality salience induced self-esteem striving. *Personality and Social Psychology Bulletin*, *29*, 1585-1595.

PRESENTATIONS

*Graduate students marked with an **

INVITED TALKS

Landau, M. J. (2019). Applying metaphor theory to improve health communication. Invited symposium talk given at the annual meeting for the Society of Experimental Social Psychology, Toronto, Canada.

Landau, M.J. (2019). Conveying the science of everyday life. Invited Keynote address to the Society for the Teaching of Psychology Preconference, held at the meeting of the Society for Personality and Social Psychology, Portland, OR

Landau, M. J. (2018). Metaphoric thinking in everyday life. Invited address at Harvard University, Cambridge, MA.

Landau, M. J. (2016). Metaphor gives life meaning. Invited address at the 10th Triennial Invitational Choice Symposium, Alberta, Canada.

Landau, M. J. (2016). The poetics of existence: Using conceptual metaphor to give life meaning. Invited address at “The Meaning of Meaning” symposium, John Templeton Foundation, Barcelona, Spain.

Landau, M. J., & Keefer, L.A.* (2016). Metaphor’s impact on political attitudes. Invited address presented at the Politics Preconference held at the 17th annual meeting of the Society for Personality and Social Psychology, San Diego, CA.

Landau, M. J. (2015). Metaphor in social thought and behavior. Invited presentation at the University of Missouri Social Psychology Pro-seminar, Columbia, MO.

Landau, M. J. (2015). Metaphor in social thought and behavior. Invited presentation at the University of Arizona Psychology Department Colloquium, Tucson, AZ.

Landau, M. J. (2015). The role of metaphor in political attitudes. Invited address presented at the Attitudes Preconference held at the 16th annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.

Landau, M. J. (2015). Five strategies for conveying the science of everyday life. Invited address presented at the 16th annual meeting of the Society for Personality and Social Psychology, Long Beach, CA.

Landau, M. J. (2015). Metaphoric cancer messages: How and when they motivated prevention behavior. Invited presentation given at the colloquium series of the Cancer Control and Population Health group. KU Medical Center.

Landau, M. J. (2014). Metaphor's role in sociopolitical attitudes. Invited presentation given at the University of Maryland, College Park, as part of the SDOS Brown Bag series.

Landau, M. J. (2014). Self-continuity from metaphor. Invited symposium talk given at the annual meeting for the Society of Experimental Social Psychology, Columbus, OH.

Landau, M. J. (2014). What drives political metaphors' persuasive power? Invited symposium talk given at the 15th biennial conference of the International Society for Justice Research, New York University, NY.

Landau, M. J. (2014). Metaphors in the public discourse shape our political attitudes. Invited presentation given at the "Distinguished Alumni" colloquium series at the University of Colorado. Colorado Springs, CO.

Landau, M. J. (2014). Metaphor's impact on political attitudes. Invited address presented to the Canadian Institute for Advanced Research, Toronto, Canada.

Landau, M. J. (2014). Four insights into the self. Invited award address (Outstanding Early Career Award) presented at the Self and Identity Pre-conference held at the 15th annual meeting of the Society for Personality and Social Psychology, Austin, TX.

Landau, M. J. (2013). Demonstrating an independent program of research. Invited talk presented at the Training Preconference of the 14th annual meeting for the Society for Personality and Social Psychology, New Orleans, LA.

Landau, M. J. (2012). Research on embodied metaphor: Challenges and opportunities. Invited discussant at the symposium, "Situating cognition: The significance of physical and social cues on cognitive processes," held at the 24th annual convention of the Association for Psychological Science, Chicago IL.

Landau, M. J. (2012). Meaning from metaphor. Invited talk given at the 24th annual convention of the Association for Psychological Science, Chicago IL.

Landau, M. J. (2012). More than words: Metaphorical thought in social life. Invited talk at the Political Psychology Workshop hosted by the University of Chicago.

Landau, M. J. (2012). More than words: Metaphorical thought in social life. Invited talk at Tulane University.

Landau, M. J. (2011). More than words: Metaphorical thought in social life. Invited talk at Duke University's Fuqua School of Business.

Landau, M. J. (2011). More than words: Metaphorical thought in social life. Invited talk at Stanford University's Graduate School of Business.

Landau, M. J. (2011). More than words: Metaphorical thought in social life. Invited talk at the University of Michigan's Research Center for Group Dynamics.

Landau, M. J., Sullivan, D., Rothschild, Z. K., & Keefer, L. K. (2011). Deriving solace from a nemesis: Having scapegoats and enemies buffers against the threat of meaninglessness. Talk presented at the Fourth Annual Symposium for Social Psychology, The Interdisciplinary Center, Tel Aviv, Israel.

Landau, M. J. (2011). Fatal attraction: Fear of death and political preferences. Talk presented at an Invited Symposium at the 83rd annual meeting of the Midwestern Psychological Association, Chicago, IL.

Landau, M. J. (2011). Exploring the role of existential motivation in attitudes toward political rivals. Talk presented at an Invited Symposium at the 83rd annual meeting of the Midwestern Psychological Association, Chicago, IL.

Landau, M. J., Sullivan, D.*, & Rothschild, Z. K.* (2009). The existential function of enemyship: Evidence that people attribute influence to personal and political enemies to compensate for threats to control. Invited talk at the Conference on Uncertainty and Extremism, sponsored by the Society for the Psychological Study of Social Issues, hosted by Claremont Graduate University, Los Angeles.

Landau, M. J. (2008). Terror management theory and the conflict between preserving meaning and striving for self-esteem. Invited presentation at the conference for the International Network on Personal Meaning. Toronto, ON, Canada.

Landau, M. J. (2007). The poetics of intergroup bias: Conceptual metaphor links individual threat and intergroup bias. Invited address at the 2007 Workshop on Individual Threat and Intergroup Behavior, Jena, Germany.

Landau, M. J., & Greenberg, J. (2007). A terror management perspective on art's psychological function. Invited address at the American Psychological Association conference, San Francisco, CA.

SYMPOSIA ORGANIZED

Vail, K., & **Landau, M.J.** (2020). Existential Psychology. Co-chaired preconference at the meeting of the Society for Personality and Social Psychology, New Orleans, LA.

Vail, K., & **Landau, M.J.** (2019). Existential Psychology. Co-chaired preconference at the meeting of the Society for Personality and Social Psychology, Portland, OR.

Landau, M.J. (2017). False beliefs, true believers: Why we know what ain't so, and how to know better. Invited chaired symposium at the meeting of the Society of Experimental Social Psychology, Boston, MA.

Landau, M. J., & Oyserman, D. (2012). Will any path do?: Integrating identity, conceptual metaphor, metacognition, and culture to predict academic performance. Invited chaired symposium at the meeting of the Society of Experimental Social Psychology, Austin, TX.

Landau, M. J. (2011). The embodiment of social thought and attitudes: Empirical advances and conceptual refinements. Invited chaired symposium at the conference for the Society of Experimental Social Psychology, Washington, DC.

Landau, M. J., & Kay, A. C. (2008). Religiosity: Motivational roots and sociopolitical impact. Chaired symposium at the Society for Experimental Social Psychology conference, Sacramento, CA.

Landau, M. J. (2008). The self in time: exploring the cognitive, emotional, and motivational dimensions of temporally extended self-conceptions. Chaired Symposium at the Society for Personality and Social Psychology conference, Albuquerque, NM.

PRESENTATIONS AT NATIONAL/INTERNATIONAL CONFERENCES

Hess, R. A.[^], **Landau, M. J.**, & Carter, N. T. (2019, April). Conscientiousness and performance: Regulatory focus as a moderator of curvilinearity. In Xiaoyuan (Susan) Zhu (Chair), *Understanding Curvilinear Relationships in Selection Research and Practice*. Symposium conducted at the Society for Industrial and Organizational Psychology Annual Conference (Washington, D.C.).

Bultmann, M.N.*, Arndt J., **Landau, M. J.**, & Cameron, L. D. (2019). Beneath the surface: Abstract construal mindset increases receptivity to metaphors in health communications. Symposium paper presented at the 40th annual meeting of the Society of Behavioral Medicine, Washington DC.

Mosley, A.J.*, **Landau, M.J.**, Dovidio, J. (2019, February). The dramaturgical perspective and women's endorsement of benevolent sexism. Data Blitz presented at the meeting for the Society for Personality and Social Psychology, Portland, OR.

Landau, M.J., Arndt, J., Cameron, L.D., & Swanson, T.J.* (2018). Why does a journey metaphor strengthen goal pursuit? Exploring mechanisms of identity connection and self-efficacy. Talk presented at the 30th Annual Meeting of the Association for Psychological Science, San Francisco, CA.

Cameron, L.D., **Landau, M.J.**, & Arndt, J. (2017). Metaphor use in skin cancer prevention messages: Mediating and moderating roles of affective risk appraisals. Paper presented at the Annual Meeting of the Society of Behavioral Medicine, San Diego, CA.

Landau, M.J., & Kay, A.C. (2016). When does belief in a controlling God strengthen goal pursuit? The role of predictability. Talk presented at the annual meeting of the Society of Experimental Social Psychology, Santa Monica, CA.

Jackson, J. C.*, **Landau, M. J.**, & Gelfand, M. J. (2016). Metaphor and negotiation: The role of sports. Symposium presentation given at the 3rd IOBC Conference, Leon Recanati Graduate School of Business Administration at Tel-Aviv University.

Keefer, L. A., & **Landau, M. J.** (2015). Subjectivity uncertainty increases objectifying perceptions of relationship partners. Talk presented at the 87th annual meeting of the Midwestern Psychological Association, Chicago, IL.

Baldwin, M.*, & **Landau, M. J.** (2014). Investigating the effects of metaphor on perceptions of meaning in life. Talk presented at the 86th annual meeting of the Midwestern Psychological Association, Chicago, IL.

Keefer, L. A.*, **Landau, M. J.**, & Jennings, T. J. (2014). Material objects as a defense against attachment anxiety. Talk presented at the 86th annual meeting of the Midwestern Psychological Association, Chicago, IL.

Keefer, L. A.*, & **Landau, M. J.** (2013). The effect of depression metaphors on the perception of treatment options. Talk presented at the 85th annual meeting of the Midwestern Psychological Association, Chicago, IL.

Landau, M. J., Oyserman, D., Keefer, L. A.*, & Smith, G. (2013). On the road: Identity, metaphor, and academic motivation. Talk presented at the 14th annual meeting of the Society of Personality and Social Psychology, New Orleans, LA.

Landau, M. J. (2012). Evidence that the true self is represented metaphorically as a core-like physical entity. Talk presented at the meeting of the Society of Experimental Social Psychology, Austin, TX.

Keefer, L. A.*, **Landau, M. J.**, Oyserman, D., & Smith, G. *, (2012). On the road: Identity-based motivation, conceptual metaphor, and academic engagement. Talk presented at the meeting of the Society of Experimental Social Psychology, Austin, TX.

Landau, M. J. (2011). Research on embodied metaphor: Challenges and opportunities. Talk presented at the conference for the Society of Experimental Social Psychology, Washington, DC.

Landau, M. J. (2011). Research on embodied metaphor: Challenges and opportunities. Talk presented at the Embodiment Preconference of the 12th annual meeting of the Society for Personality and Social Psychology (San Antonio, TX).

Burke, B. L., Kosloff, S., & **Landau, M. J.** (2011). Death and politics: How terror management affects voting and political attitudes. Talk presented at the Rocky Mountain Psychological Association Convention. Salt Lake City, UT (April 14-17).

Landau, M. J. (2010). Keep your enemies close: Having political enemies helps sustain perceived personal control. Talk presented at the annual meeting of the Society for Experimental Social Psychology, Minneapolis, October.

Rothschild, Z. K.*, **Landau, M. J.**, & Sullivan, D.* (2010). Exploring a dual defensive model of scapegoating. Talk presented at the annual meeting of the Midwestern Psychological Association, Chicago, IL.

Sullivan, D.*, **Landau, M.J.**, Branscombe, N.R., Rothschild, Z. K.*, & Cronin, T.J. (2010). Victim and executioner: Self-harm focus leads to greater collective guilt. Talk presented at the Annual Meeting of the Midwestern Psychological Association, Chicago.

Landau, M. J. (2010). Metaphor and the psychological foundation of virtue. Talk presented at the conference for the Arete Initiative's "New Science of Virtue" project. University of Chicago.

Rothschild, Z. K.*, & **Landau, M. J.** (2010). I am a person of value, $p < .05$: Epistemic ambiguity and the quantification of self-esteem. Talk presented at the Annual Meeting of the Society for Personality and Social Psychology, Las Vegas.

Landau, M. J. (2009). Evidence that self-relevant motives and metaphoric framing interact to influence social attitudes. Talk presented at the annual meeting for the Association for Psychological Science, San Francisco, CA.

Landau, M. J., (2009). Seeking solace in a nemesis: The existential function of having personal and political enemies. Talk presented at the Social Psychology around the Midwest Conference, Fayetteville, AK.

Landau, M. J. (2008). Things can't fall apart: Existential uncertainty and terror management. Talk presented at the conference for the American Psychological Association, Boston, MA.

Landau, M. J. (2008). A terror management perspective on meaningful conceptions of action. Talk presented at the conference of the Midwestern Psychological Association, Chicago, IL.

Landau, M. J. (2008). The Neverending story: Denying death through meaningful conceptions of the self in time. Talk presented at the Society for Personality and Social Psychology conference, Albuquerque, NM.

Landau, M. J. (2007). Managing terror when worldviews and self-esteem collide. Talk presented at the Society for Experimental Social Psychology conference, Chicago, IL.

Landau, M. J., & Goldenberg, J. L. (2007). Existential embodied cognition: The body as a reminder of mortality and a vehicle for death-transcending meaning. Talk presented at the Society for Personality and Social Psychology conference, Memphis, TN.

Greenberg, J., & **Landau, M. J.** (2006). The eternal story: Striving for self-worth and self-continuity in response to the awareness of death. Talk presented at the Society for Experimental Social Psychology conference, Philadelphia, PA.

Landau, M. J. (2006). A thousand points of light, all shining on me: Terror management and support for charismatic leaders. Talk presented at the Attitudes Pre-conference during the Society for Personality and Social Psychology conference, Palm Springs, CA.

Landau, M. J., & Greenberg, J., Solomon, S., & Pyszczynski, T. (2006). The denial of meaninglessness as the denial of death. Talk presented at the Society for Personality and Social Psychology conference, Palm Springs, CA.

Miller C.H., & **Landau, M. J.** (2004). Communication and the nature of terrorism: A terror management theory perspective. Talk presented at the National Communication Association conference, Chicago, IL.

INTRA/INTER-DEPARTMENTAL & COMMUNITY PRESENTATIONS

Landau, M. J. (2019). Metaphoric thinking in everyday life. Talk presented at the Social Psychology Program Meeting, University of Kansas.

Theisen, D., & **Landau, M. J.** (2017). The restless monkey: Applying conceptual metaphor to mindfulness meditation. Presentation given at the Undergraduate Research Symposium of the KU Center for Undergraduate Research. Winner: Outstanding Presentation Award.

Landau, M. J. (2013). Competitive victimhood in response to accusations of ingroup harmdoing. Invited lecture presented the Hall Center for the Humanities' seminar, "Facing genocide and its aftermath."

Landau, M. J. (2011). Understanding metaphor's role in writing and thinking. Invited guest lecture at the University of Kansas, English 203: Metaphor in thought, action, and composition (instructor: Erin Williams).

Landau, M. J. (2010). Conceptual metaphors in everyday thought. Talk presented to the KU English Department's honors undergraduate seminar (Eng 498), instructor Jim Hartman.

Landau, M. J. (2010). The terror management functions of creativity. Talk presented to the KU English Department's graduate seminar (Eng 904), instructor Amy Devitt.

Landau, M. J. (2010). The solace of a nemesis: Evidence that people attribute influence to enemies to compensate for existential threats. Talk presented at the Psi Chi meeting (KU Chapter), April.

Landau, M. J. (2009). Metaphors of expansion in the representation of the intrinsic self-concept. Talk presented at the Social Psychology Program Meeting, University of Kansas.

Landau, M. J. (2009). Exploring the psychological dimensions of *The Borderland*. Invited address at the Kansas City Repertory Theater's Scholar's Forum. Kansas City, MO.

Landau, M. J. (2008). The self in time and the problem of death. Talk presented as part of the Time/Frame exhibition sponsored by the Spencer museum of art and the Hall Center for the Humanities, University of Kansas.

Landau, M. J. (2008). Psychological dimensions of “49up”. Talk presented as part of the Time/Frame exhibition sponsored by the Spencer museum of art and the Hall Center for the Humanities, University of Kansas.

Landau, M. J. (2007). Why do people care what they are doing? Terror management theory and action identification. Talk presented to the Psi Chi association of the University of Kansas.

POSTERS

Chang, Y*., & **Landau, M.** (2020, February). The role of intrinsic motives in persuasion. Poster to be presented at the 2020 meeting of Society for Personality and Social Psychology, New Orleans, LA.

Washington, C.D.*., & **Landau, M.J.** (2019). Math is language: A metaphor-based intervention to promote women’s interest in math. Poster presented at the annual meeting for the Society for Personality and Social Psychology, Portland, OR.

Rodriguez, J.E.*., & **Landau, M.J.** (2019). Testing the interaction of personal control and external structure on workplace self-efficacy. Poster presented at the University of Kansas Spring Undergraduate Research Poster Session, Lawrence, KS.

Rodriguez, J.E.*., **Landau, M.J.**, & Swanson, T.J.*., (2019). Examining the effect of external structure on responses to thought-control difficulty. Poster presented at the 91st Annual Midwestern Psychological Association Conference, Chicago, IL.

Rodriguez, J.E.*., **Landau, M.J.**, & Swanson, T.J.*., (2019). Examining the effect of external structure on responses to thought-control difficulty. Poster presented at the Society for Personality and Social Psychology 2019 Annual Convention, Portland, OR.

Rodriguez, J.E.*., **Landau, M.J.**, & Swanson, T.J.*., (2019). Examining the effect of external structure on responses to thought-control difficulty. Poster presented at the Society for Personality and Social Psychology 2019 Existential Psychology Preconference, Portland, OR.

Rodriguez, J.E.*., **Landau, M.J.**, & Swanson, T.J.*., (2018). Examining the effect of external structure on responses to thought-control difficulty. Poster presented at the University of Kansas Summer Undergraduate Research Poster Session, Lawrence, KS.

Hess, R.A.*., **Landau, M. J.**, & Carter, N. T. (2019, May). Conscientiousness and performance: Regulatory focus as a moderator of curvilinearity. Poster presented at the European Association of Work and Organizational Psychology 2019 Congress, Turin, Italy.

Gebauer, F., & **Landau, M. J.** (2017). Detect, mark and separate: How contamination metaphors reinforce conservatives' demand to segregate refugees at the border. Poster presented at the annual meeting for the Society for Personality and Social Psychology, San Antonio, TX.

Mosley, A.*, **Landau, M.J.**, & Dovidio, J. (2016). Play my part: The dramaturgical perspective increases women's assimilation to benevolent sexism. Poster presented at the 17th annual convention of the Society for Personality and Social Psychology, San Diego, CA.

Swanson, T.*, **Landau, M.J.**, & Mosley, A.* (2016). Suppressing a morbid mentality: The effects of avoiding existential concerns on cognitive depletion and restoration. Poster presented at the 17th annual convention of the Society for Personality and Social Psychology, San Diego, CA.

Keefer, L.A.*, & **Landau, M.J.** (2016). Frighteningly similar: Relationship metaphors elicit defensive information processing. Poster presented at the 17th annual convention of the Society for Personality and Social Psychology, San Diego, CA.

Rothschild, Z.K.*, **Landau, M. J.**, Molina, L., Branscombe, N. R., & Sullivan, D.* (2014). Hypocritical outrage: Blaming a scapegoat for ingroup harm-doing channels feelings of collective guilt into feelings of moral outrage. Poster presented at the 15th annual meeting of the Society for Personality and Social Psychology, Austin, TX.

Keefer, L. A.* , **Landau, M. J.**, Sullivan, D.* & Rothschild, Z.K.* (2014). Metaphors bias evaluations of treatments for depression. Poster presented at the 15th annual meeting of the Society for Personality and Social Psychology, Austin, TX.

Keefer, L. A.* , & **Landau, M. J.** (2013). The effect of depression metaphors on the perception of treatment options. Talk presented at the 85th annual meeting of the Midwestern Psychological Association, Chicago, IL.

Keefer, L. A.* , **Landau, M. J.**, Sullivan, D.* & Rothschild, Z. K.* (2013). Instrumental objectification in response to subjectivity uncertainty: Attachment anxiety motivates objectifying perceptions of close others. Poster presented at the 14th annual meeting for the Society of Personality and Social Psychology, New Orleans, LA.

Keefer, L. A.* , & **Landau, M. J.** (2012). An (In)secure Base?: Materialism Buffers the Effects of Attachment Anxiety. Poster presented at the 2012 APS Annual Convention, May 24 - 27, 2012 in Chicago, IL.

Landau, M. J. (2012). Exploring nostalgia's growth function: Evidence that nostalgia increases the past self's perceived authenticity. Poster presented at the 13th annual meeting for the Society of Personality and Social Psychology, San Diego, CA.

Keefer, L. A.* , & **Landau, M. J.** (2012). Attachment to objects as compensation for threats to close interpersonal relationships. Poster presented at the 13th annual meeting of the Society of

Personality and Social Psychology, San Diego, CA. Winner SPSP Graduate Student Committee Student Poster award.

Sullivan, D.*, **Landau, M.J.**, & Kay, A. C. (2012). Vertical collectivism and repressive suffering construal. Poster presented at the 13th annual meeting of the Society of Personality and Social Psychology, San Diego, CA.

Rothschild, Z. K.*, **Landau, M. J.**, Keefer, L. A.*, & Sullivan, D.* (2012). Punishing others to cleanse the self: Evidence for a moral cleansing account of scapegoating. Poster presented at the 13th annual meeting of the Society of Personality and Social Psychology, San Diego, CA.

Sullivan, D., **Landau, M. J.**, Branscombe, N. R., & Rothschild, Z. K. (2011). Competitive victimhood as a response to accusations of ingroup harm doing. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology (San Antonio, TX).

Sullivan, D.*, **Landau, M.J.**, & Rothschild, Z. K.* (2010). An existential function of enemyship: Evidence that people attribute influence to personal and political enemies to compensate for threats to control. Poster presented at the Annual Meeting of the Society for Personality and Social Psychology, Las Vegas.

Landau, M. J. (2010). Improving graduate student seminars when students possess different background knowledge. Poster presented at the Fourth Annual Greater Kansas City Symposium on Teaching and Learning, May.

Landau, M. J. et al. (2009). Semantically instantiated conceptual metaphors shape representations of the intrinsic self-concept. Poster presented at the Annual Meeting of the Psychonomic Society, Boston, MA.

Vess, M., Arndt, J., **Landau, M. J.**, Greenberg, J. (2009). Conceptual metaphor and the self: Evidence that metaphors shape the representation of the intrinsic self. Poster presented at the conference of the Society for Personality and Social Psychology. Tampa, FL.

Reysen, S., **Landau, M. J.**, Branscombe, N. R. (2009). Identity theft: When similarity breeds contempt. Poster presented at the conference of the Society for Personality and Social Psychology. Tampa, FL.

Martens, A., Greenberg, J., Kosloff, S., **Landau, M.**, & Schmader, T. (2006). Killing begets killing. Poster presented at the Society for Personality and Social Psychology conference, Palm Springs, CA.

Landau, M. J., Greenberg, J., & Martens, A. (2005). Terror management, action identification, and the perception of meaning. Poster presented at the Society for Personality and Social Psychology conference, New Orleans, LA.

Goldenberg, J., & **Landau, M. J.** (2001). Gender-typical responses to sexual and emotional infidelity as a function of mortality salience induced self-esteem striving. Poster presented at the American Psychological Association conference, San Francisco, CA.

TEACHING AND ADVISING

A. Courses Taught

i. The University of Kansas: Regularly meeting classes

SST = Student Survey of Teaching. Nine items. Departmental expectations focus on SST Items 1 (“Content and materials were useful and organized”) and 5 (“Teaching was clear, understandable, and engaging”). Scoring: 1 = Strongly Disagree; 5 = Strongly Agree.

** Mean score on this SST item is above the 95% confidence interval for the departmental mean for comparison classes.*

*** For this course, scores on **ALL NINE** SST items were significantly higher than the 95% C.I. for the departmental mean for comparison classes.*

n/a 95% C.I.s for comparison classes not available

Semester	Course	Title	Credit	Enrolled	C×E	SST#1	SST#5
Spring 2019	PSYC 360	Social Psychology	3	240	720	4.86**	4.89**
Spring 2019	PSYC 775	Advanced Social Psych. II	3	9	27	5.00**	5.00**
Fall 2018	PSYC 622	Experimental Psychology	6	12	72	4.92**	4.92**
Spring 2018	PSYC 360	Social Psychology	3	201	606	4.91**	4.94**
Spring 2018	PSYC 775	Advanced Social Psych. II	3	9	27	4.78**	5.00**
Fall 2017	PSYC 622	Experimental Psychology	6	10	60	4.80**	4.90**
Spring 2017	PSYC 775	Advanced Social Psych. II	3	9	18	5.00**	4.75**
Spring 2017	PSYC 580/780	Research Lab (undergrad & grad)	3	9	27	N/A	N/A
Fall 2016	PSYC 622	Experimental Psychology	6	12	72	4.83**	4.83**
Spring 2016	PSYC 360	Social Psychology	3	187	561	4.80**	4.82**
Spring 2016	PSYC 775	Advanced Social Psych. II	3	12	36	4.58	4.50
Fall 2015	PSYC 993	Graduate seminar on the Self	3	3	9	5.00**	5.00**
Spring 2015	PSYC 580/780	Research Lab (undergrad & grad)	3	12	36	N/A	N/A
Fall 2014	-no teaching-	<i>Sabbatical</i>	-	-	-	N/A	N/A
Spring 2014	PSYC 360	Social Psychology	3	162	486	4.84**	4.83**
Spring 2014	PSYC 775	Advanced Social Psych. II	3	10	30	5.00*	4.78
Fall 2013	PSYC 622	Experimental Psychology	6	8	48	4.75**	4.88**
Spring 2013	PSYC 580/780	Research Lab (undergrad & grad)	3	8	24	N/A	N/A
Spring 2013	PSYC 775	Advanced Social Psych. II	3	13	39	4.62*	4.77*
Fall 2012	PSYC 622	Experimental Psychology	6	10	60	4.80*	4.70*
Spring 2012	PSYC 775	Advanced Social Psych. II	3	4	12	5.00**	5.00**
Spring 2012	PSYC 360	Social Psychology	3	171	513	4.96**	4.96**
Fall 2011	PSYC 622	Experimental Psychology	6	10	60	4.90**	4.90**
Spring 2011	PSYC 775	Advanced Social Psych. II	3	10	30	4.33	4.78*
Spring 2011	PSYC 690	Human Motivation	3	7	21	5.00**	5.00**
Fall 2010	-no teaching-	<i>Research Intensive Semester</i>	-	-	-	N/A	N/A
Spring 2010	PSYC 360	Social Psychology	3	79	237	4.85**	4.90**
Spring 2010	PSYC 775	Advanced Social Psych. II	3	10	30	4.78*	4.44
Fall 2009	PSYC 622	Experimental Psychology	6	7	42	5.00**	4.83**
Spring 2009	PSYC 775	Advanced Social Psych. II	3	12	36	4.92**	4.58**
Spring 2009	PSYC 690	Human Motivation	3	10	30	4.88**	5.00**

Fall 2008	PSYC 622	Experimental Psychology	6	14	84	4.92**	4.83**
Spring 2008	PSYC 993	Social Psychology of Language	3	11	33	4.91 ^{n/a}	4.73 ^{n/a}
Spring 2008	PSYC 993	Social Proseminar	3	11	33	N/A	N/A
Fall 2007	PSYC 993	Social Proseminar	3	7	21	N/A	N/A
Fall 2007	PSYC 690	Human Motivation	3	18	54	5.00 ^{n/a}	5.00 ^{n/a}

ii. The University of Kansas: Other teaching; e.g., independent studies, thesis hours)

Since Spring 2011

Semester	Course	Title	Enroll ed	SCH
Summer 2019	PSYC 999	Dissertation	1	3
Summer 2019	PSYC 480	Independent Study	1	1
Spring 2019	PSYC 580	Research Lab	1	1
Spring 2019	PSYC 999	Dissertation	1	8
Spring 2019	PSYC 481	Research Practicum	3	9
Spring 2019	PSYC 480	Independent Study	3	7
Spring 2019	PSYC 899	Thesis	1	2
Fall 2018	PSYC 480	Independent Study	8	22
Fall 2018	PSYC 481	Research Practicum	2	5
Fall 2018	PSYC 899	Thesis	1	2
Fall 2018	PSYC 980	Special Problems in Psychology	1	1
Summer 2018	PSYC 480	Independent Study	2	6
Summer 2018	PSYC 999	Dissertation	1	1
Spring 2018	PSYC 480	Independent Study	3	9
Spring 2018	PSYC 999	Dissertation	1	9
Fall 2017	PSYC 481	Research Practicum	2	6
Summer 2017	PSYC 980	Special Problems in Psychology	1	1
Summer 2017	PSYC 480	Independent Study	1	3
Spring 2017	PSYC 980	Special Problems in Psychology	1	3
Fall 2016	PSYC 480	Independent Study	5	15
Fall 2016	PSYC 481	Research Practicum	1	3
Fall 2016	PSYC 980	Special Problems in Psychology	2	6
Summer 2016	PSYC 980	Special Problems in Psychology	1	1
Spring 2016	PSYC 480	Independent Study	9	27
Spring 2016	PSYC 481	Research Practicum	2	6
Spring 2016	PSYC 899	Thesis	1	3
Spring 2016	PSYC 980	Special Problems in Psychology	2	3
Fall 2015	PSYC 481	Research Practicum	6	18
Fall 2015	PSYC 899	Thesis	2	6
Fall 2014	PSYC 480	Independent Study	5	15
Fall 2014	PSYC 481	Research Practicum	2	5
Summer 2014	PSYC 999	Dissertation	1	3
Spring 2014	PSYC 480	Independent Study	5	15
Spring 2014	PSYC 481	Research Practicum	2	6
Spring 2014	PSYC 999	Dissertation	1	3
Fall 2013	PSYC 480	Independent Study	3	4
Fall 2013	PSYC 481	Research Practicum	3	9
Fall 2013	PSYC 999	Dissertation (Kefer)	1	9
Summer 2013	PSYC 480	Independent Study (T. Jennings)	1	3
Summer 2013	PSYC 999	Dissertation (Sullivan, Kefer)	2	6
Spring 2013	PSYC 999	Dissertation (Sullivan & Rothschild)	2	14

Fall 2012	PSYC 999	Dissertation (Sullivan)	1	9
Fall 2012	PSYC 980	Special Problems (Keefer; Rothschild; Sakaluk; Young)	4	16
Fall 2012	PSYC 480	Independent Study	3	8
Summer 2012	PSYC 980	Special Problems in Psych. (Sullivan)	1	3
Summer 2012	PSYC 480	Independent Study	1	3
Spring 2012	PSYC 980	Special Problems/Psych. (Sullivan; Rothschild; Keefer)	3	7
Spring 2012	PSYC 481	Research Practicum	4	14
Spring 2012	PSYC 480	Independent Study	2	6
Fall 2011	PSYC 480	Independent Study	3	9
Fall 2011	PSYC 481	Research Practicum	3	9
Fall 2011	PSYC 980	Special Problems in Psych. (Sullivan; Rothschild)	2	8
Summer 2011	PSYC 480	Independent Study	2	6
Spring 2011	PSYC 480	Independent Study	8	24
Spring 2011	PSYC 899	Thesis (Lucas Keefer)	1	3
Spring 2011	PSYC 980	Special Problems in Psych (Sullivan; Rothschild)	2	6

ii. The University of Arizona

PSYC 360: *Social psychology* (Summer 2006, Fall 2005, Summer 2005)

PSYC 290: *Research methods* (Summer 2004, Summer 2003, Spring 2003)

B. Undergraduate Advising

• **Honors Thesis Advisor:**

Kate O’Keefe (2019-2020)

Emily Brenman (2019-2020)

Adam McMorris (2019-2020)

Jordan Rodriguez (2018-2019)

Abhay Alaukik (2018-2019)

Lindsey Gollwitzer (2018-2019)

Alex Ogan (Fall 2017-Spring 18); Winner: Undergraduate Research Award for Spring 2018 (\$1,000)

Riley Hess (Fall 2017-Spring 2018)

Kelby Clements (Fall 2017-Spring 18); Winner: Undergraduate Research Award for Spring 2018 (\$1,000)

Makayla Reed (Fall 2016)

Brittney Railsback (Summer/Fall 2016)

Ariana Turner (Scripts College Summer Independent Study; Summer 2015)

Kylie Hiatt (Spring 2015)

Alex Chase (Fall 2012-Spring 2013)

Ryan Folmsbee (Fall 2011-Spring 2012)

Hilary Schloemer (Fall 2011-Spring 2012)

Megan Waggy (Fall 2011-Spring 2012)

Isaac Young (Fall 2011-Spring 2012)

Alex Taylor (October 2010-May 2011)

Joseph Tennant (Fall 2008-Spring 2009)

Cameron Pestinger (Fall 2008-Spring 2009)

- **McNair Honors Program Advisor:**

Jordan Rodriguez (Spring 2018)

Carrie Mendoza (2008-2009)

• **Independent Study (PSYC 480) and/or Research Practicum (PSYC 481) and/or Research Lab (PSYC 580)** I have served as an advisor for hundreds of undergraduates since appointment to the University of Kansas. I mentor them on the day-to-day operations of running the lab, which include data management and analysis, conducting experimental sessions, and conducting background scholarship on methods and research findings. Of these students, several have met with me for career-related meetings that focus on long-term goals and professional development.

C. Graduate and Postgraduate Advising Record

- **Chair: Dissertation Defense Committee**

Lucas Keefer (defended dissertation 07/07/2014)

Daniel Sullivan (defended dissertation 06/26/13)

Zachary Rothschild (defended dissertation 05/31/13)

- **Chair: Master's Thesis Defense Committee**

Cory Washington (Defended Master's thesis 05/2019)

Ariel Mosley (defended Master's thesis 08/2016)

Trevor Swanson (defended Master's thesis 04/2016)

Lucas Keefer (defended Master's thesis 04/2011)

Daniel Sullivan (defended Master's thesis 06/2010)

- **Chair: Master's Advisory Committee**

Cory Washington (Spring 2019)

Trevor Swanson (Fall 2015)

Ariel Mosley (Fall 2015)

- **Dissertation Defense Committee**

Chelsie Bright (Dept. of Political Science; Spring 2015)

Matthew Baldwin (Spring 2015)

Owen Cox (Summer 2013)

Angela Bahns (Spring 2011)

Amanda Sesko (Summer 2011)

Tracey Cronin (August 2010)

Stephen Reyson (Spring 2009)

- **Master's Thesis Defense Committee**

Ting Ai (Fall 2019)

Jason Miller (Summer 2018)
Ali Imran (Spring 2012)
Matt Baldwin (Spring 2011)
Kate Pickett (Spring 2008)

• **Master's Advisory Committee**

Kate Helmstetter (Fall 2019)
Jason Miller (Fall 2017)

• **Comprehensive Exam Committee**

Trevor Swanson (Chair; Fall 2019)
Jonathan Huffman (Counseling Psychology; Spring 2019)
Laura Van Berkel (Fall 2015)
Ali Imran (Fall 2013)
Lucas Keefer (Chair; Fall 2013)
Matt Baldwin (Fall 2013)
Daniel Sullivan (Chair; Fall 2012)
Zach Rothschild (Chair; Fall 2012)
Owen Cox (Summer 2011)
Amanda Sesko (Fall 2010)
Iva Katzarska-Miller (Summer 2008)

• **Chair, contract committee**

Trevor Swanson (Spring 2016)
Cory Washington (Spring 2018)
Lucas Keefer
Daniel Sullivan
Zach Rothschild
Ariel Mosley

• **Contract committee, member**

Charlotte Moser (Spring 2018)
Navante Peacock (Spring 2018)

• **Independent Study Advisor**

John Sakaluk (Fall 2012)

D. Honors and Awards for Teaching

- Winner, KU Psychology Dept. Teaching Development Award: \$500 (Fall 2011).
- My Social Psychology class (*PSYC 360*) was nominated by former students to fulfill the Certificate in Service Learning as administered by the Center for Service Learning. With this certification, my class helps students to complete KU's Core Goal 5, which is to learn about themes of privilege, societal inequities, and systems of oppression (Fall 2018).
- Honorable Mention, K. Barbara Schowen Undergraduate Research Mentor Award (2018).

SERVICE

University of Kansas Service

Psychology Department's Academic Misconduct/Grievance Hearing Board Member.
(2015 - Present).

Faculty Evaluation Committee Member (2012; 2018).

Psychology Department Promotion and Tenure Committee. Member. (2013 – 2015;
2019-2020).

Judge for the Annual Symposium for Undergraduate Psychology Engagement and
Research (SUPER). (2017; 2018).

Committee for SUPER symposium. (2010; 2011).

Member of Psychology Search Committee: Edwards Campus multi-year lecturer position
(2015 - 2016).

Psychology recognition ceremony committee. Member (2009; 2010).

Two prospective student advising appointments (Fall 2019)

Chair, Social Psychology Program graduate admissions committee. (2013; 2014; 2015;
2016).

Member, Social Psychology Program graduate admissions committee. (2007; 2008; 2010,
2011; 2018-2019).

Co-organizer (along with C. Crandall), 2019 SPAM-Brehm Social Psychology
Conference, Lawrence, KS (2018-2019).

Social Psychology Program summer fellowships committee. (2010 - Present).

Social Psychology Program student travel awards committee. (2009 - Present).

Jack Brehm endowment fund committee. (2010 - Present).

Jack Brehm basic research in social psychology award committee. (2011 - Present).

School/College Service

Behavioral Sciences General Research Fund Committee. Member. (2010; 2011; 2018;
2019).

Professional Service outside the University

Co-Founder and Vice President of a new scientific society, titled the *International
Society for the Science of Existential Psychology*

Guest Editor, *Journal of Social and Clinical Psychology, Special Issue on Existential
Motives and Health* (2019)

Editorial Board Member, *Journal of Social Psychology* (2018 - Present).

Guest Editor, *Journal of Research in Personality* (2018).

Editorial Board Member, *Journal of Personality and Social Psychology: Personality
Processes and Individual Differences*. (2016 – 2020).

Editorial Board Member, *Journal of Personality and Social Psychology: Interpersonal
Relations and Group Processes*. (2015 - 2017).

Editorial Board Member, *Journal of Experimental Psychology: General* (2011 - Present).

Editorial Board Member, *Basic and Applied Social Psychology*. (2007 - Present).
 Guest Editor, *Review of General Psychology, Special Issue on Meaning*. (2016 - 2018).
 Member of the Outstanding Early Career Award Selection Committee, International Society for Self and Identity (2014; 2016)
 SPSP Theoretical Innovation Prize Nominal Panel, Board Member. (2012).
 Received “Certificate of Excellence in Reviewing” from the *Journal of Experimental Social Psychology* (Spring 2013).

• Ad Hoc Reviewer:

Year	Journal or Funding Agency Name	Annual total # Assignments
2014-present	Many	Many
2013	Journal of Personality and Social Psychology (5) Journal of Experimental Psychology: General (3) Journal of Experimental Social Psychology (5) Social and Personality Psychology Science (1) European Journal of Social Psychology (1) Basic and Applied Social Psychology (1) Journal of Language and Social Psychology (1) European Review of Social Psychology (1)	18
2012	The National Science Foundation (1) Journal of Personality and Social Psychology (4) Journal of Experimental Psychology: General (6) Journal of Experimental Social Psychology (7) Psychological Science (1) Personality and Social Psychology Review (1) Basic and Applied Social Psychology (1) Social Psychological and Personality Science (1) Organizational Behavior and Human Decision Making (1) Social and Personality Compass (1) Political Psychology (1) Journal of Language and Social Psychology (1)	26
2011	The National Science Foundation (1) Journal of Personality and Social Psychology (5) Psychological Science (5) Journal of Experimental Psychology: General (6) Personality and Social Psychology Bulletin (2) Journal of Experimental Social Psychology (7) Basic and Applied Social Psychology (1)	27
2010	Journal of Personality and Social Psychology (3) Journal of Experimental Social Psychology (6) Psychological Science (1) Self and Identity (1) Basic and Applied Social Psychology (1) European Journal of Social Psychology (1)	13
2009	Journal of Personality and Social Psychology (3) Personality and Social Psychology Bulletin (4) Journal of Experimental Social Psychology (1) Personality and Social Psychology Compass (1) Basic and Applied Social Psychology (3) Self and Identity (1) Journal of Personality (1)	14

2008	Journal of Experimental Social Psychology (4) Personality and Social Psychology Bulletin (2) Self and Identity (1) Cognition and Emotion (1) Journal of Personality (1)	9
2007	The National Science Foundation (1) Journal of Personality and Social Psychology (1) Personality and Social Psychology Bulletin (1) Journal of Experimental Social Psychology (2) Basic and Applied Social Psychology (1) Journal of Applied Social Psychology (1) Political Psychology (1)	8