

Andrew Luttrell

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Academic Employment

- 2023– Associate Professor of Psychological Science, Ball State University
Affiliated Faculty:
Department of Counseling Psychology, Social Psychology, and Counseling
Department of Women's, Gender, and African American Studies
- 2017–23 Assistant Professor of Psychological Science, Ball State University
- 2016–17 Visiting Assistant Professor of Psychology, College of Wooster

Education

- 2016 Ph.D. in Social Psychology, Ohio State University
Dissertation: *Judgment certainty: Perceptions of its origins and why they matter*
- 2012 M.A. in Social Psychology, Ohio State University
Thesis: *Perceived bases for attitude certainty and resistance to persuasive communication*
- 2010 B.A. in Psychology, summa cum laude, Eastern Illinois University

Research Funding and Support

- 2023 **Time-Sharing Experiments for the Social Sciences, National Science Foundation.** *A direct replication of moral reframing and extension via message sampling.* (Co-PI with J. Teeny)
- 2021–24 **Binational Science Foundation.** *Unpacking the dimensions of subjective psychological (in)consistency: An attitude ambivalence perspective.* (\$150,000; Co-PI with G. Itzchakov)
- 2021–26 **National Science Foundation.** *Data-driven modeling to improve understanding of human behavior, mobility, and disease spread.* (\$2,293,819; Senior Personnel; PIs: T. Anderson, S. Luke, D. Pfoser, A. Roess, and A. Zuefle)
- 2020–21 **Aspire Junior Faculty Research Award, Ball State University.** *The use of moral arguments in social change advocacy.* (\$14,922; PI)
- 2018–19 **Digital Scholarship Lab Fellowship, Ball State University.** *The language of persuasive communication.* (\$10,844; PI)
- 2017 **Society for Personality and Social Psychology Small Research Grant.** *Using moral arguments to persuade people with moral conviction: A test of matching effects vs. attitude strength* (\$980; PI)
- 2015 **Decision Sciences Collaborative, Ohio State University.** *Dimensions of charitable giving: The roles of perceived need and efficacy* (\$3,000; PI)

Publications

*Equal authorship, †Graduate student co-author, ‡Undergraduate student co-author

Books

Maio, G., Haddock, G., Verplanken, B., & **Luttrell, A.** (2025). *The Psychology of Attitudes and Attitude Change, 4th edition*. London, UK: SAGE Publications. [[URL](#)]

Petty, R. E., **Luttrell, A.**, & Teeny, J. D. (Eds.) (2025). *The Handbook of Personalized Persuasion: Theory and Application*. New York, NY: Routledge. [[URL](#)]

Journal Articles

Adisa, R. †, & **Luttrell, A.** (in press). Partner attitude certainty and implications for relationship satisfaction, mental health, and longitudinal stability. *Journal of Social and Personal Relationships*. [[PDF](#)] [[DOI](#)]

Sawicki, V.*, & **Luttrell, A.*** (2026). Generating arguments when feeling ambivalent: Examining attitude-message congruency. *Self & Identity*, 25(3), 309-326. [[PDF](#)] [[DOI](#)]

Grizzard, M., Frazer, R., **Luttrell, A.**, Monge, C. K., Matthews, N. L., Francemone, C. J., & Frazer, M. E. (2025). ChatGPT does not replicate human moral judgments: The importance of examining metrics beyond correlation to assess agreement. *Scientific Reports*, 15, 40965. [[PDF](#)] [[DOI](#)]

Luttrell, A., & Teeny, J. D. (2025). Effects of morally reframed arguments on environmental attitudes: A message sampling design. *Nature Human Behavior*. [in-principle acceptance, Stage 1 Registered Report]

Gustafson, A., Goldberg, M. H., Lee, S., Remshard, M., **Luttrell, A.**, Rosenthal, S. A., & Leiserowitz, A. (2025). Testing the durability of persuasion from moral appeals about renewable energy. *Science Communication*, 47(6), 800-827. [[PDF](#)] [[DOI](#)]

Luttrell, A., & Trentadue, J. T. ‡ (2024). Advocating for mask-wearing across the aisle: Applying moral reframing in health communication. *Health Communication*, 39(2), 270-282. [[PDF](#)] [[DOI](#)]

Whitley, B., **Luttrell, A.**, & Schultz, T. † (2023). The measurement of racial colorblindness. *Personality and Social Psychology Bulletin*, 49(11), 1531–1551. [[PDF](#)] [[DOI](#)]

Susmann, M. W., Xu, M., Clark, J. K., Blankenship, K. L., Philipp-Muller, A. Z., **Luttrell, A.**, Wegener, D. T., & Petty, R. E. (2022). Persuasion amidst a pandemic: Insights from the Elaboration Likelihood Model. *European Review of Social Psychology*, 33(2), 323-359. [[PDF](#)] [[DOI](#)]

- Luttrell, A.,** Sacchi, S., & Brambilla, M. (2022). Changing impressions in competence-oriented domains: The primacy of morality endures. *Journal of Experimental Social Psychology*, 98, 104246. [\[PDF\]](#) [\[DOI\]](#)
- Luttrell, A.,** Petty, R. E., Chang, J., & Togans, L. J.[†] (2022). The role of dialecticism in objective and subjective attitudinal ambivalence. *British Journal of Social Psychology*, 61(3), 826-841. [\[PDF\]](#) [\[DOI\]](#)
- See, Y. H. M.* & **Luttrell, A.*** (2021). When dueling emotions and conflicting beliefs predict subjective ambivalence: The role of meta-bases. *Journal of Experimental Social Psychology*, 97, 104204. [\[PDF\]](#) [\[DOI\]](#)
- Luttrell, A.,** & Petty, R. E. (2021). Evaluations of self-focused versus other-focused arguments for social distancing: An extension of moral matching effects. *Social Psychological and Personality Science*, 12(6), 946-954. [\[PDF\]](#) [\[DOI\]](#)
Selected media coverage: [Los Angeles Times](#), [Insider](#)
- Luttrell, A.,** Teeny, J. D., & Petty, R. E. (2021). Morality matters in the marketplace: The role of moral metacognition in consumer purchasing. *Social Cognition*, 39(3), 328-351. [\[PDF\]](#) [\[DOI\]](#)
- Rocklage, M. D.* & **Luttrell, A.*** (2021). Attitudes based on feelings: Fixed or fleeting? *Psychological Science*, 32(3), 364-380. [\[PDF\]](#) [\[DOI\]](#)
- Luttrell, A.,** & Togans, L. J.[†] (2021). The stability of moralized attitudes over time. *Personality and Social Psychology Bulletin*, 47(4), 551-564. [\[PDF\]](#) [\[DOI\]](#)
- Luttrell, A.,** Petty, R. E., & Briñol, P. (2020). The interactive effects of ambivalence and certainty on political opinion stability. *Journal of Social and Political Psychology*, 8(2), 525–541. [\[PDF\]](#) [\[DOI\]](#)
- Luttrell, A.*** & Sawicki, V.* (2020). Attitude strength: Distinguishing predictors versus defining features. *Social and Personality Psychology Compass*, 14(8), e12555. [\[PDF\]](#) [\[DOI\]](#)
- Wallace, L. E., Patton, K. M., **Luttrell, A.,** Sawicki, V., Fabrigar, L. R., Teeny, J. D., MacDonald, T. K., Petty, R. E., & Wegener, D. T. (2020). Perceived knowledge moderates the relation between subjective ambivalence and the “impact” of attitudes: An attitude strength perspective. *Personality and Social Psychology Bulletin*, 46(5), 709-722. [\[PDF\]](#) [\[DOI\]](#)
- Luttrell, A.,** Philipp-Muller, A., & Petty, R. E. (2019). Challenging moral attitudes with moral messages. *Psychological Science*, 30(8), 1136-1150. [\[PDF\]](#) [\[DOI\]](#)
Selected media coverage: [The Trendline with Kristen Soltis Anderson](#)

- Luttrell, A.,** Petty, R. E., & Xu, M. (2017). Replicating and fixing failed replications: The case of need for cognition and argument quality. *Journal of Experimental Social Psychology*, *69*, 178-183. [\[PDF\]](#) [\[DOI\]](#)
- Luttrell, A.,** Petty, R. E., & Briñol, P. (2016). Ambivalence and certainty can interact to predict attitude stability over time. *Journal of Experimental Social Psychology*, *63*, 56-68. [\[PDF\]](#) [\[DOI\]](#)
- Luttrell, A.,** Petty, R. E., Briñol, P., & Wagner, B. (2016). Making it moral: Merely labeling an attitude as moral increases its strength. *Journal of Experimental Social Psychology*, *65*, 82–93. [\[PDF\]](#) [\[DOI\]](#)
Selected media coverage: [Washington Post](#), [TODAY](#), [Top of Mind \(BYURadio\)](#)
- Horcajo, J., & **Luttrell, A.** (2016). The effect of elaboration on the strength of doping-related attitudes: Resistance to change and behavioral intentions. *Journal of Sport and Exercise Psychology*, *38*(3), 236-246. [\[PDF\]](#) [\[DOI\]](#)
- Luttrell, A.***, Stillman, P. E.*, Hasinski, A., & Cunningham, W. A. (2016). Neural dissociations in attitude strength: Distinct regions of cingulate cortex track ambivalence and certainty. *Journal of Experimental Psychology: General*, *145*(4), 419-433. [\[PDF\]](#) [\[DOI\]](#)
- Durso, G. R. O., **Luttrell, A.**, & Way, B. (2015). Over-the-counter relief from pains and pleasures alike: Acetaminophen blunts evaluation sensitivity to both negative and positive emotional stimuli. *Psychological Science*, *26*(6), 750-758. [\[PDF\]](#) [\[DOI\]](#)
Selected media coverage: [New York Times](#), [NPR](#), [CNN](#), [The Guardian](#), [BBC](#), [Wall Street Journal](#), [Huffington Post](#), [TIME](#)
- Luttrell, A.,** Briñol, P., Petty, R. E., Cunningham, W., & Díaz, D. (2013). Metacognitive confidence: A neuroscience approach. *International Journal of Social Psychology (Revista de Psicología Social)*, *28*(3), 317-332. [\[PDF\]](#) [\[DOI\]](#)

Book Chapters and Other Publications

- Luttrell, A.** (2025). Appealing to morality and values: A personalized matching account. In R. E. Petty, A. Luttrell, & J. Teeny (Eds.), *The handbook of personalized persuasion: Theory and application*. Routledge. [\[PDF\]](#) [\[URL\]](#)
- Luttrell, A.,** Teeny, J. D., & Petty, R.E. (2025). An introduction to personalized persuasion. In Petty, R. E., Luttrell, A., & Teeny, J. D. (Eds.) *The handbook of personalized persuasion: Theory and application*. Routledge. [\[PDF\]](#) [\[URL\]](#)
- Teeny, J. D., **Luttrell, A.,** & Petty, R.E. (2025). The present and future landscape of personalized persuasion. In Petty, R. E., Luttrell, A., & Teeny, J. D. (Eds.) *The handbook of personalized persuasion: Theory and application*. Routledge. [\[URL\]](#)

- Luttrell, A., & McRobert, C.†** (2025). Elaboration Likelihood Model. In A. Nai, M. Grömping, & D. Wirz (Eds.), *Elgar Encyclopedia of Political Communication*. Cheltenham: Edward Elgar Publishing. [\[Preprint\]](#) [\[URL\]](#)
- Siev, J. J., Xu, M., **Luttrell, A.**, & Petty, R. E. (2024). The role of attitude strength in addressing the COVID-19 pandemic. In M. T. Miller (Ed.), *The social science of the COVID-19 pandemic: A call to action for researchers*. Oxford, UK: Oxford University Press. [\[Preprint\]](#)
- Luttrell, A.** (2018). Dual-process models of persuasion. In *Oxford Research Encyclopedia of Psychology*. Oxford University Press. [\[PDF\]](#) [\[DOI\]](#)
- Cunningham, W. & **Luttrell, A.** (2015). Attitudes. In A. W. Toga (Ed.), *Brain Mapping: An Encyclopedic Reference*. Oxford: Elsevier. [\[PDF\]](#) [\[DOI\]](#)
- Luttrell, A.**, Briñol, P., & Petty, R. E. (2014). Mindful vs. mindless thinking and persuasion. In A. Ie, C. T. Ngunomen, & E. J. Langer (Eds.), *The Wiley Blackwell Handbook of Mindfulness*. Wiley Blackwell, Chichester, UK. [\[PDF\]](#) [\[DOI\]](#)

Manuscripts Under Review

- Buckley, T., **Luttrell, A.**, & Rosenberg, B. (under review). Values under threat: Reactance to freedom-restricting messages depends on self-direction values. *Current Psychology*.
- Harris, K., **Luttrell, A.**, Mende-Siedlecki, P., & Hackel, L. M. (under review). Reward learning positively biases widespread impressions and social choice. *Journal of Experimental Social Psychology*.
- Liu, Y., Charlesworth, T., Koch, A., **Luttrell, A.**, & Jackson, J. C. (under review, second round). The content, structure, and history of English trait words. *Journal of Personality and Social Psychology: Personality Processes and Individual Differences*.
- Luttrell, A.**, Philipp-Muller, A., & Teeny, J. D. (submitted). The tendency to moralize: A dispositional component to attitude moralization. *Journal of Experimental Psychology: General*.
- Rocklage, M. D., Durso, G. R. O., Way, B. M., & **Luttrell, A.** (under review). Affective re-experiencing in attitudes: Pharmacological evidence. *Journal of Personality and Social Psychology*.

Manuscripts in Preparation

- Luttrell, A.**, & Deer, R.† *Discussing issues of (dis)agreement: The divergent effects of needs to learn and express attitudes.*
- Luttrell, A.**, Petty, R. E., & Briñol, P. *Perceived bases for certainty and resistance to persuasion.*

Luttrell, A. *Perceiving a moral basis for one's political worldview: Associations with moral foundations and persuasion.*

Luttrell, A., & Teeny, J. D. *Testing the generalizability of the agreement bias: A demonstration and blueprint for topic sampling designs.*

Luttrell, A., & Wallace, L. E. *Source confidence affects perceived bias and trustworthiness.*

Conference Presentations

†Indicates graduate student co-author

Chaired Symposia

Conversation as a mechanism for bridging opinion divides: Promises and challenges. (2022). Society of Experimental Social Psychology. Philadelphia, PA.

Moral support and outrage: The social dynamics of divisive issues. (2021). Society for Personality and Social Psychology. Virtual. Co-chair: Matthew Rocklage

Is morality always important? Qualifying the psychological primacy of morality. (2020). Society for Personality and Social Psychology. New Orleans, LA. Co-chair: Skylar Brannon

Selected Talks

Luttrell, A., & Teeny, J. D. (2026). *The generalizability of agreement effects.* Talk presented at the Society for Personality and Social Psychology, Chicago, IL.

Buckley, T., **Luttrell, A., & Rosenberg, B.** (2025). *Elevating the role of personal values: How self-direction shapes reactance to freedom-restricting messages.* Talk presented at the National Communication Association, Denver, CO.

Luttrell, A., & Goering, T.† (2024). *Dynamically generated person profiles: A novel method for drawing generalizable conclusions about social evaluation.* Talk presented at the EASP small group meeting on “The facets of social evaluation: Taking stock and shaping future research,” Louvain-la-Neuve, Belgium.

Luttrell, A., & Teeny, J. D. (2024). *The generalizability of attitude agreement effects on interpersonal impressions.* Talk presented at the Midwestern Psychological Association, Chicago, IL.

Luttrell, A., Sacchi, S., & Brambilla, M. (2024). *Impression updating still shows moral primacy in competence-oriented domains.* Talk presented at the Society for Personality and Social Psychology, San Diego, CA.

Deer, R.†, & **Luttrell, A.** (2023). *Anticipating (dis)agreement: Distinct effects of needs to learn versus express.* Talk presented at the Midwestern Psychological Association, Chicago, IL.

Luttrell, A., & Deer, R.[†] (2022). *Needs to express versus learn attitudes and evaluations of conversation partners with opposing views*. Talk presented at the Society of Experimental Social Psychology, Philadelphia, PA.

Luttrell, A., Philipp-Muller, A., & Petty, R. E. (2022). *Dispositional moralizing and openness to moral arguments*. Talk presented at the Annual Meeting of Media and Morality, East Lansing, MI.

Luttrell, A. (2022). *Political moralization moderates the persuasive effects of moral reframing*. Talk presented at the International Communication Association Conference, Paris, France (Hybrid).

Luttrell, A. (2022). *Moralized attitudes: Strong or susceptible to change?* Talk presented at the Attitudes and Social Influence Preconference, Society for Personality and Social Psychology (Virtual).
**Invited talk*

Rousseau, T.[†], Thiem, K., & **Luttrell, A.** (2021). *Credibility judgments across source gender and sexual orientation*. Talk presented at the Midwestern Psychological Association (Virtual).

Luttrell, A., Philipp-Muller, A., & Petty, R. E. (2021). *Dispositional moralizing and openness to moral arguments*. Talk presented at the Society for Personality and Social Psychology (Virtual).

Luttrell, A., & Petty, R. E. (2020). *Evaluations of self-focused versus other-focused arguments for social distancing: An extension of moral matching effects*. Talk presented at the Rapid, Virtual Conference for Sharing Insights on COVID Messaging.

Luttrell, A., Philipp-Muller, A., & Petty, R. E. (2020). *Challenging moral attitudes with moral messages*. Talk presented at the Society for Personality and Social Psychology, New Orleans, LA.

Rocklage, M. D. R., & **Luttrell, A.** (2019). *Attitudes based on feelings: Fixed or fleeting?* Talk presented at the Association for Consumer Research, Atlanta, GA.

Luttrell, A. (2019). *Moral attitudes and resistance to persuasion*. Talk presented at the Midwestern Psychological Association, Chicago, IL.
**Invited talk*

Schultz, T.[†], & **Luttrell, A.** (2019). *Making charitable donation decisions: Does efficacy and need matter?* Talk presented at the Midwestern Psychological Association, Chicago, IL.

Luttrell, A. (2018). *Perceiving a moral basis for one's attitudes: Effects on intentions and persuasion*. Talk presented at the Person Memory Interest Group, Union, WA.

- Luttrell, A.** & Petty, R. E. (2018). *Dimensions of charitable giving: Perceived need and efficacy*. Talk presented at the Midwestern Psychological Association, Chicago, IL.
- Stillman, P., **Luttrell, A.**, Cranmer, S., & Petty, R. E. (2017). *Investigating the dynamic interplay between political ideology and one's social network: A longitudinal study of college freshmen*. Talk presented at the Political Networks Conference, Columbus, OH.
- Luttrell, A.**, Petty, R. E., & Xu, M. (2017). *To think or not to think: Need for cognition and message elaboration*. Talk presented at the Midwestern Psychological Association, Chicago, IL.
- Luttrell, A.**, Briñol, P., & Petty, R. E. (2016). *Perceived reasons for attitude certainty and resistance to persuasion*. Talk presented at the Midwestern Psychological Association, Chicago, IL.
- Sawicki, V., & **Luttrell, A.** (2016). *Persuasive content when the persuasive source is (un)conflicted*. Talk presented at the Midwestern Psychological Association, Chicago, IL.
- Luttrell, A.**, & Petty, R. E. (2015). *The role of perceived efficacy in willingness to intervene in single (vs. multi-) country conflicts*. Talk presented at the Midwestern Psychological Association, Chicago, IL.
- Luttrell, A.**, Briñol, P., & Petty, R.E. (2014). *Perceived reasons for attitude certainty and resistance to persuasion*. Talk presented at the General Meeting of the European Association of Social Psychology, Amsterdam, The Netherlands.
- Luttrell, A.**, Briñol, P., & Petty, R.E. (2014). *The role of ambivalence and certainty in predicting attitude stability*. Talk presented at the Attitudes Preconference of the Society for Personality and Social Psychology Annual Meeting, Austin, TX.
- Luttrell, A.** & Petty, R. E. (2013). *Resisting persuasion: The role of attitude certainty bases*. Talk presented at the Midwestern Psychological Association Annual Meeting, Chicago, IL.
- Luttrell, A.** (2010). *Impact of cognitive dispositions on critical evaluation of evidence*. Talk presented at the Mid-America Undergraduate Psychology Research Conference, Evansville, IN.

Selected Poster Presentations

- Harris, K.[†], **Luttrell, A.**, Mende-Siedlecki, P., & Hackel, L. (2025). *Trait learning promotes more flexible social choice than reward learning across relevant dimensions*. Poster presented at the Social and Affective Neuroscience Society, Chicago, IL.

- Harris, K.[†], **Luttrell, A.**, Mende-Siedlecki, P., & Hackel, L. (2024). *Trait learning promotes more flexible social choice than reward learning*. Poster presented at the Social and Affective Neuroscience Society, Toronto, ON.
- Goering, T.[†], & **Luttrell, A.** (2024). *Ambivalent morality versus competence: Feeling conflicted in impression formation*. Poster presented at the Midwestern Psychological Association, Chicago, IL.
- McRobert, C.[†], & **Luttrell, A.** (2024). *Privileging the past?: Perceptions of historic and modern wisdom*. Poster presented at the Midwestern Psychological Association, Chicago, IL.
- Deer, R.[†], & **Luttrell, A.** (2022). *Evaluations of conversation partners with opposing views: Divergent effects of the needs to express versus learn evaluations*. Poster presented at the Society for Personality and Social Psychology Annual Meeting, Atlanta, GA.
- Whitley, B. E., Schultz, T.[†], & **Luttrell, A.** (2019). *Multiculturalism is differentially related to cultural and social assimilation*. Poster presented at the Midwestern Psychological Association, Chicago, IL.
- Luttrell, A.**, Craig, M. A., Zhou, S.[†], & Bodenhausen, G. V. (2018). *Credibility of racial minority communicators and persuasion on gendered topics*. Poster presented at the Society for the Psychological Study of Social Issues Summer Conference, Pittsburgh, PA.
- Luttrell, A.**, & Petty, R. E. (2016). *The roles of perceived need and efficacy in charitable donation decisions*. Poster presented at the Decision Sciences Collaborative Spring Research Forum, Columbus, OH.
- Luttrell, A.**, Petty, R. E., & Briñol, P. (2016). *Making it moral: Mere perception of moral foundation induces resistance to persuasion*. Poster presented at the Society for Personality and Social Psychology Annual Meeting, San Diego, CA.
- Luttrell, A.**, & Petty, R. E. (2015). *Effects of cognitive dissonance on attitude strength*. Poster presented at the Society for Personality and Social Psychology Annual Meeting, Long Beach, CA.
- Barden, J., **Luttrell, A.**, Kopp, B., & Petty, R. E. (2015) *Perceived ease reflecting attitude accessibility: A distinct mechanism from persuasion antecedents to strength consequences*. Poster presented at the Society for Personality and Social Psychology Annual Meeting, Long Beach, CA.
- Luttrell, A.**, Petty, R. E., & Briñol, P. (2013). *Perceived bases for attitude certainty and resistance to persuasive communication*. Poster presented at the Society for Personality and Social Psychology Annual Meeting, New Orleans, LA.

Public Engagement

Ongoing

- 2023– Associate Editor of *Character & Context*: A blog run by the Society for Personality and Social Psychology, publishing three articles per week by researchers communicating their recent research to the public. [[link](#)]
- 2020– Producer and Host of *Opinion Science*: A biweekly podcast about the psychology of attitudes and persuasion [[link](#)]
- 2019–2021 Co-Author of *A Difference of Opinion*: A blog operated by Psychology Today summarizing key ideas from the psychology of attitudes and persuasive communication. [[link](#)]
- 2015–2018 Author of *Be a People Expert*: A weekly independent blog summarizing findings from research in social psychology.

Individual Contributions

- Luttrell, A., & Teeny, J.** (June 2025). The dangers of AI personalization. *TIME*. [[link](#)]
- Gustafson, A., Goldberg, M., Lee, S., Remshard, M., **Luttrell, A.**, Rosenthal, S., & Anthony, L. (July 2023). Messages about harms of fossil fuels increase support for renewables, with or without a moral emphasis. *Yale Program on Climate Change Communication*. [[link](#)]
- Philipp-Muller, A., & **Luttrell, A.** (November 2022). How companies can counter consumers' moral convictions. *Wall Street Journal*. [[link](#)]
- Luttrell, A.** (June 2021). Advancing magic through science. *Science of Magic Association*. (Public talk)
- Luttrell, A.** (June 2020). That's your opinion. *Columbus Science Pub.* (Public research talk)
- PathosLab (April 2020). 19 Tips to Message COVID-19. [[link](#)]
- Luttrell, A.** (September 2019). To change moral opinions, use moral arguments. *Character and Context Blog (SPSP)*. [[link](#)]
- Luttrell, A.** (April 2018). The validation of hate. *Ball Bearings Magazine*. [[link](#)]
- Luttrell, A.** (December 2016). Making it moral: How morality can harden attitudes and make them more influential. *The Jury Expert: The Art and Science of Litigation Advocacy*. [[link](#)]

Invited Research Presentations

- 2025, December Indiana University
- 2024, April Moral Media Conference (Keynote)
- 2024, February Indiana State University

2023, April	Mid-America Undergraduate Psychology Research Conference (Keynote)
2022, November	Miami University
2022, October	University of Illinois at Chicago
2022, March	Montreal Behavioral Medicine Center
2021, October	International Moral Psychology Seminar
2021, October	Kellogg School of Management (Northwestern University)
2021, March	New York University
2021, January	“Nudge it North” (Behavioral Science Conference)
2019, October	Indiana University
2019, October	Ohio State University
2018, May	Universidad Autónoma de Madrid, Spain
2017, February	College of Wooster
2017, January	Ball State University
2016, December	Salisbury University
2016, March	Stevens Institute of Technology
2016, February	College of Wooster
2013, July	Universidad Autónoma de Madrid, Spain

Academic Honors, Awards, and Fellowships

2025	Elected Fellow, <i>Midwestern Psychology Association (MPA)</i>
2024	Eric and Wendy Schmidt Award for Excellence in Science Communications, <i>National Academies of Sciences, Engineering, and Medicine</i>
2022	Outstanding Junior Faculty Award (Finalist), <i>Ball State University</i>
2022	Rising Star, <i>Association for Psychological Science (APS)</i>
2021	Elected Fellow, <i>Society of Experimental Social Psychology (SESP)</i>
2020	Admired Scholar, <i>Diversity and Climate Committee Reception (SPSP conference)</i>
2016	3 Minute Thesis Competition (1st Place), <i>Graduate School, OSU</i>
2015	Selected Participant, <i>Summer Institute of Social and Personality Psychology, Northeastern University</i>
2014	Outstanding Research Award, <i>Society for Personality and Social Psychology (SPSP)</i>
2014	Outstanding Research Mentor Award, <i>Undergraduate Research Office, OSU</i>
2014–15	Brewer Summer Fellowship Award, <i>Department of Psychology, OSU</i>
2013–15	Graduate Associate Teaching Award (Nominated), <i>Graduate School, OSU</i>
2012	Graduate Student Research Forum Award (2nd Place), <i>Department of Psychology, OSU</i>
2010–11	University Fellowship, <i>OSU</i>
2010	Critical Thinking Education Scholarship Award, <i>James Randi Educational Foundation</i>

Teaching

Ball State University

Statistics

Research Methods in Psychological Science
Psychology of Prejudice and Discrimination
Attitudes and Persuasion
Research Seminar [Senior Capstone]
Industrial Psychology
Diversity Issues in Psychological Research – *Graduate Seminar*
Attitudes – *Graduate Seminar*

College of Wooster

Statistics and Experimental Design
Stereotypes and Prejudice
Attitudes and Persuasion

Ohio State University

Introduction to Social Psychology, Writing-Intensive
Introduction to Social Psychology
Stereotyping and Prejudice

Research Mentoring

Master's Theses (Primary Supervisor)

- 2025 Adeesa, Rasheedah. *The strength of attitudes about one's close relationship partner and implications for mental health.*
- 2023 Deer, Rylan. *Measuring perceptions of the identity threat and safety cues in a university context.* [co-advised with Kelsey Thiem]
- 2023 Hovermale, Olivia. *Moral arguments and perceived system changeability in advocating for prison reform.*
- 2019 Schultz, Tollie. *Ideological certainty as an amplifier of moral message matching.*
- 2019 Richard, Keith. *Certainty effects on perceived bias and downstream effects on persuasion.*

Undergraduate Theses (Primary Supervisor)

- 2023 Pittman, Kyle. *Racial biases in selective exposure to entertainment media.*
- 2023 Zent, Madisen. *Effects of affective vs. cognitive appeals on jury decision-making: A matching perspective.*
- 2022 Lopez, Brianna. *Examining whether statistical or narrative messages generate greater concern about the Black-White wealth gap.*
*Recipient of an Aspire Student Research Award

- 2021 Burton, Bobbie. *The effect of moral versus self-interested reasons for diversity on institutional trust and organizational commitment.*
- 2021 Robinson-Stevens, Paulie. *Gender, social status, and attributions of responsibility in an instance of sexual assault.*
 *Recipient of an Aspire Student Research Award
 *Winner of top entry in the Ball State University Student Symposium
- 2021 Trentadue, Joseph. *COVID-19 and mask-wearing support: Using moral foundations in persuasion.*
 *Recipient of an Aspire Student Research Award
- 2019 Beaver, Jessica. *Accent stereotypes and their accompanying effect on persuasion.*
- 2017 Bacon-Ehlers, Sarah. *Empathy and similarity-attraction within a group setting.*
- 2017 Brouse, Linea. *The effects of video games on group perception and prejudice reduction.*
- 2017 Hopper, Benjamin. *Inquiries in the psychological mechanisms of small money political donations.*
- 2017 Schriber, Victoria. *The relationship between self-esteem, ambivalence, and relationship outcomes within romantic partnerships.*
- 2017 Zhou, Siyan. *Persuasion by racial minority sources: The role of gendered stereotypes.*
- 2013 Yang, Huidong. *Understanding culture matching effects in advertising.*
 *Recipient of Summer Research Fellowship by OSU Undergraduate Research Office

Professional Service

Service to Professional Societies

- 2021–22 Member of Program Committee, *Midwestern Psychological Association*
- 2020– Member of Summer Institute for Social and Personality Psychology (SISPP) Committee, *Society for Personality and Social Psychology*
- 2019–22 Co-Organizer of Attitudes and Social Influence Pre-Conference, *Society for Personality and Social Psychology.*
- 2018–19 Member of Awards Committee, *Attitudes and Social Influence Interest Group*
- 2019 Reviewer for Travel Awards, *Society for Personality and Social Psychology*
- 2018 Reviewer for Regeneron Science Talent Search, *Society for Science and the Public*
- 2017–19 Reviewer for Psi Chi Poster Submissions, *Midwest Psychological Association*
- 2016–17 Reviewer for Student Poster Awards, *Society for Personality and Social Psychology*
- 2014 Volunteer for Annual Meeting (Columbus, OH), *Society for Experimental Social Psychology*
- 2013 Volunteer for Annual Meeting (Barcelona, Spain), *European Conference of the Association for Consumer Research*
- 2011 Member of Ph.D. Student Advisory Board, *International Conference on Persuasive Technology*

Editorial and Reviewing

Associate editor for:

European Journal of Social Psychology (2024 - present)

Guest article editor for:

Journal of Personality and Social Psychology
Psychological Science
SAGE Open

Ad hoc grant reviewer for:

National Science Foundation
Israeli Science Foundation
Time-Sharing Experiments for the Social Sciences
Binational Science Foundation

Ad hoc article reviewer for:

Annals of the International Communication Association
American Political Science Review
American Psychologist
Asian Journal of Social Psychology
Assessment
Behavioral Methods
Behavior Research Methods
British Journal of Social Psychology
Cerebral Cortex
Cognitive Processing
Communication Research
Cross-Cultural Research
Current Research in Ecological & Social Psychology
Cyberpsychology, Behavior, and Social Networking
Ecological and Social Psychology
Emotion
Environment and Behavior
European Journal of Social Psychology
Group Processes & Intergroup Relations
Health Psychology
Heliyon
Human Brain Mapping
Human Communication Research
Intl. Journal of Psychology
Intl. Journal of Public Opinion Research
Intl. Journal of Social Psychology
Journal for Social Action in Counseling & Psychology
Journal of Applied Social Psychology
Journal of Cognitive Neuroscience
Journal of Cognitive Psychology
Journal of Contingencies & Crisis Management
Journal of Experimental Political Science
Journal of Experimental Psychology: Applied
Journal of Experimental Psychology: General
Journal of Experimental Social Psychology
Journal of Personality
Journal of Personality and Social Psychology
Journal of Research in Personality
Journal of Social Action
Journal of Social Psychology
Journal of Theoretical Social Psychology
Mass Communication and Society
Media Psychology
Mindfulness
Motivation and Emotion
Narrative Inquiry
Nature
Personality and Social Psychology Bulletin
Personality and Social Psychology Review
PLOS One
Political Communication
Political Psychology
Proceedings of the National Academy of Sciences
Psychological Bulletin
Review of General Psychology
Scientific Reports
SN Social Science
Social Cognition
Social Influence
Social Psychological and Personality Science
Social Psychology
The Social Science Journal
The Spanish Journal of Psychology
Vaccine

University Service

Ball State University

- 2022 Member of Non-Tenure Line Search Committee, *Department of Psychological Science*
- 2022–23 Chair of Graduate Program Committee, *Department of Psychological Science*
- 2022–23 Member of Diversity, Equity, and Inclusion Committee, *Department of Psychological Science*
- 2021– Chair of Research, Resources, and Enrichment Committee, *Department of Psychological Science*
- 2021–22 Member of Inclusive Excellence Task Force, *Department of Psychological Science*
- 2020–21 Chair of Resources and Enrichment Committee, *Department of Psychological Science*
- 2019–20 Member of Resources and Enrichment Committee, *Department of Psychological Science*
- 2019–20 Mentor for the PhD Pathways Program, *Office of Inclusive Excellence*
- 2019–22 Member of Graduate Program Committee, *Department of Psychological Science*
- 2018–21 Member of Research Participation Committee, *Department of Psychological Science*
- 2018– Department Representative, *Institutional Review Board*

Ohio State University

- 2015–16 Chair, *Social Psychology Colloquium Series*
- 2010–16 Volunteer Coach, *Speech & Debate Team*
- 2014–15 In-House Colloquium Coordinator, *Social Psychology Area*
- 2014–16 President, *Group for Attitudes and Persuasion*
- 2014–15 Panelist, *Career Exploration in Psychology Ph.D. Student Panel*
- 2012–14 Treasurer, *Group for Attitudes and Persuasion*
- 2012–13 Judge, *Psychology Undergraduate Research Colloquium*
- 2011–14 Publicity Chairperson, *Social Behavior Interest Group*

Professional Affiliations

- Association for Consumer Research (ACR)
- Association for Psychological Science (APS)
- International Communication Association (ICA)
- Midwestern Psychological Association (MPA)
- Society for Experimental Social Psychology (SESP)
- Society for Personality and Social Psychology (SPSP)