

SHANA L. COLE

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Education

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|---------------------------|-----------------------------------|--------|
| New York University | PhD, Social Psychology | 9/2014 |
| Ohio University | M.S., Experimental Psychology | 8/2009 |
| The College of New Jersey | B.A., Psychology, Summa Cum Laude | 5/2003 |

Post-Baccalaureate Research Positions

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|---|-------------|
| Abramson Cancer Center, The University of Pennsylvania <i>Clinical Research Coordinator</i> | 2005 – 2007 |
| Trenton Youth Community-Based Research Corps, The College of New Jersey <i>Assistant Director</i> | 2003 – 2005 |

Fellowships, Honors, and Awards

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| NYU Stuart Cook Award, for outstanding achievement by a PhD student | 2014 |
| SPSP Outstanding Research Award | 2014 |
| APA Dissertation Research Award | 2013 |
| SocialSci Participant Pool Award | 2013 |
| SPSP Poster Award | 2013 |
| Bernard Lander Award for outstanding graduate research | 2012 |
| Friends of Katzell Summer Fellowship Award, New York University | 2012 |
| SPSP Poster Award, Runner-Up | 2011 |
| APA Basic Psychological Science Research Grant, Honorable Mention | 2011 |
| SPSP Student Travel Award | 2010 |
| NYU Henry MacCracken Graduate Fellowship | 2009 -2014 |
| University Travel Award from the Graduate School of Arts & Sciences, New York University | 2009, 2013 |
| Engberg Award, New York University, awarded to an outstanding incoming graduate student | 2009 |
| Moates Fellowship, Ohio University, awarded to an outstanding incoming graduate student | 2007 |
| Nominated and selected, Psychology Department Commencement Speaker, The College of New Jersey | 2003 |
| New Jersey Bloustein Scholar, The College of New Jersey | 1999-2003 |
| TCNJ Outstanding Scholar, The College of New Jersey | 1999-2003 |

Publications

JOURNAL ARTICLES AND BOOK CHAPTERS (*undergraduate collaborator)

- Cole, S., *Riccio, M., & Balcetis, E. (2014). Focused and fired up: The influence of attention on distance perception and goal-relevant action. *Motivation and Emotion*, 38, 815-822.
- Balcetis, E., Granot, Y., & Cole, S. (2014). Fostering professional advancement, self-discovering, and retention: Learning communities after graduation. In Miller, R.L. (Ed). *Academic Advising: A Handbook for Advisors and Students* American Psychological Association, Washington, D.C.

- Balcretis, E., Cole, S., & *Sherali, S. (2014). The motivated and mindful perceiver: Relationships among motivated perception, mindfulness, and self-regulation. In E. Langer, C. Ngunjiri, & A. Le (Eds.). *Handbook of Mindfulness*. (pp. 200-215). New York: Wiley.
- Balcretis, E., & Cole, S. (2014). Motivated distance perception serves action regulation. In Forgas, J. & Harmon-Jones, E. (Eds). *The Control Within: Motivation and its Regulation*. New York, Psychology Press.
- Cole, S. & Balcretis, E. (2013). Sources of resources: Bioenergetic and psychoenergetic resources influence distance perception. *Social Cognition, 31*, 711-722.
- Balcretis, E., Cole, S., *Chelberg, M. B., & Alicke, M. (2013). Searching out the ideal: Awareness of ideal body standards predicts lower global self-esteem in women. *Self and Identity, 12*, 99-113.
- Cole, S., Balcretis, E., & Dunning, D. (2013). Affective signals of threat increase perceived proximity. *Psychological Science, 24*, 34-40.
- Cole, S., Balcretis, E., & *Zhang, S. (2013). Visual perception and regulatory conflict: Motivation and physiology influence distance perception. *Journal of Experimental Psychology: General, 142*, 18-22.
- *Riccio, M., Cole, S., & Balcretis, E. (2013). Seeing the expected, the desired, and the feared: Influences on perceptual interpretation and directed attention. *Social and Personality Psychology Compass, 7*, 401-414.
- Stern, C., Cole, S., Gollwitzer, P., Oettingen, G., & Balcretis, E. (2013). Effects of implementation intentions on anxiety, perceived proximity, and motor performance. *Personality and Social Psychology Bulletin, 39*, 623-635.
- Balcretis, E., & Cole, S. (2013). On misers, managers, and monsters: The social cognition of visual perception. In Carlston, D. (Ed.) *The Oxford Handbook of Social Cognition*. (pp. 329-351). Oxford: Oxford University Press.
- Cole, S., & Balcretis, E. (2010). Of visions and desires: Biased perceptions can serve self-protective functions. In C. Sedikides & M. Alicke (Eds.), *Handbook of Self-Enhancement and Self-Protection*. (pp. 155-173). New York: Guilford Press.
- Balcretis, E., & Cole, S. (2009). Body in mind: The role of embodied cognition in self-regulation. *Social and Personality Psychology Compass, 3*, 759-774.

OTHER PEER-REVIEWED PUBLICATIONS

- Cole, S., & Balcretis, E. (2014). Seeing mountains in molehills: Embodied visual perception of the environment. *In-Mind Magazine, Issue 20*.
- Cole, S. & Balcretis, E. (2014). Leakage. In T.R. Levine & J. Golson (Eds.), *Encyclopedia of Deception*. (pp. 589-592). Thousand Oaks: Sage
- Cole, S., & Balcretis, E. (2013). Cultural differences in the self-serving bias. In K. Keith (Ed.) *Encyclopedia of Cross-Cultural Psychology*. New York: Wiley-Blackwell
- Balcretis, E., & Cole, S. (2010). Teaching and learning guide for "Body in mind: The role of embodied cognition in self-regulation." *Social and Personality Psychology Compass, 4*, 499-505.

Manuscripts in Development (Advanced Stages)

PRIMARY INVESTIGATOR

In Revision

Cole, S., Balcretis, E. Alter, A., & Trope, Y. (in prep). Seeing is for self-regulating: Motivated visual processing in the service of goal pursuit. *Psychological Bulletin*.

In Preparation

Cole, S., & Balcretis, E. (in prep). Perceptions of distance to tempting and healthy food items

Cole, S., & Balcretis, E. (in prep). Affective reactions to positive feedback and motivated processing of information

- Cole, S., Balcetis, E., Clark, C., & Miller, R. (in prep). Friend as foe: Friend-directed sabotage as a strategic reaction to self-threat
- Cole, S., Balcetis, E., & Trope, Y. (in prep). In the eye of the beholder: Perceptual downgrading in romantic self-control conflicts
- Cole, S., Granot, Y., Caruso, E., Jost, J., & Balcetis, E. (in prep). Ideology shapes representations of visual information: Amplifying threats to mobilize action

SECONDARY INVESTIGATOR

In Revision

- Balcetis, E., Cole, S., Fujita, K., & Alter, A. (in revision). Marking motivated engagement and rejection: Why controllable threats feel close and uncontrollable threats feel far. *Journal of Experimental Social Psychology*
- Stern, C., Balcetis, E., Cole, S., West, T., & Caruso, E. (in prep). Government instability shifts representations of political candidates' skin tone and voting intentions. *Journal of Personality and Social Psychology*

In Preparation

- Balcetis, E., & Cole, S. (in prep). Relationships among nation-level indices of individualism, masculinity, and individual self-superiority.
- Balcetis, E., & Cole, S. (in prep). When time drags on: Dissonance-induced arousal elongates perception of time.
- Balcetis, E., Cole, S., & Dunning, D. (in prep). More than meets the ear: Desires bias auditory perception.
- Balcetis, E., Cole, S., Hasinki, A., & Ferguson, M. (in prep). Mimicry as social repair: Testing linguistic mimicry in social interactions.
- Brady, W., Balcetis, E., & Cole, S. (in prep). Relationship conflict and perception of emotions

Conference Presentations

CHAired SYMPOSIA

- New insights into mechanisms for promoting self-control. (2014, October). Society for Experimental Social Psychology Conference, Columbus, OH. (Co-chaired with Tali Kleiman).
- Embodying motivation: How bodily experiences shape our goals and desires. (2014, February). Society for Personality and Social Psychology Conference, Austin TX. (Co-chaired with Lotte Veenstra)
- When, how, and why motivation influences sensory perception. (2011, May). Society for the Study of Motivation Conference, Washington, D.C. (Co-chaired with Emily Balcetis.)

PAPER PRESENTATIONS AND INVITED TALKS

- Cole, S., & Balcetis, E. (2015, May). Near and nothing to it: Perceived proximity increases goal-directed effort by increasing ease and efficacy. Talk to be presented at the Association for Psychological Science, New York, NY.
- Cole, S., & Balcetis, E. (2015, February). Seeing is for self-control: Motivated perceptual processes during self-control conflicts. Talk to be presented at the Social Cognition Pre-Conference at the Society for Personality and Social Psychology Conference, Long Beach, CA.
- Cole, S. & Balcetis, E. (2014, October). Lead us not close to temptation: Perceptual distancing during self-control conflicts. Society for Experimental Social Psychology Conference, Columbus, OH.
- Cole, S., Balcetis, E., Riccio, M., Brafman, L., & Mulaimovic, S. (2014, February). Eyes on the prize: Attentional narrowing influences distance perception in the service of regulating exercise behavior. Society for Personality and Social Psychology Conference, Austin, TX.
- Cole, S., Balcetis, E., & Fujita, K., & Alter, A. (2013, May). Fear makes the distance grow shorter: Influences and function of psychological proximity. Association for Psychological Science Convention, Washington, D.C.
- Balcetis, E., & Cole, S. (2013, May). The will and the way: Motivation and effort influence distance perception. Association for Psychological Science convention, Washington, D.C.

- Cole, S., Balcetis, E., & Trope, Y. (2013, May). In the eye of the beholder: Perceptual biases during self-control conflicts. Four College Conference, Princeton, NJ
- Balcetis, E., Cole, S., & Dunning, D. (2013, January). Affective signals of threat produce perceived proximity. Emotion Pre-Conference at the Society for Personality and Social Psychology, New Orleans, LA.
- Balcetis, E., & Cole, S. (2013, January). Sources of resources: Bioenergetic and psychoenergetic resources influence distance perception. Embodiment Pre-Conference at the Society for Personality and Social Psychology, New Orleans, LA.
- Balcetis, E. & Cole, S. (2012, October). Motivated perception for self-regulation. Person Memory Interest Group, Austin, TX
- Balcetis, E. & Cole, S. (2012, October). Motivated perception for self-regulation. Society for Experimental and Social Psychology, Austin, TX
- Cole, S., & Balcetis, E. (2012, October). Ideology shapes representations of perceptual information: Exaggerating threat to mobilize action. Greater New York Conference on Behavioral Research, New York, NY
- Cole, S. (2011, December). Frighteningly close: Affective signals of threat produce perceived proximity. Columbia University, New York, NY.
- Balcetis, E., & Cole, S. (2011, July). Motivated visual perception in the service of energy and goal regulation. European Association on Social Psychology, Stockholm, Sweden.
- Cole, S. & Balcetis, E. (2011, May). Motivated perception and the mobilization of goal-directed action. Society for the Study of Motivation Conference, Washington, D.C.
- Balcetis, E., & Cole, S. (2011, January). Seeing is for doing: Motivated perception and action regulation. Society for Personality and Social Psychology Conference, San Antonio, TX.
- Balcetis, E., Cole, S., & Caruso, E. (2011, January). Eye-deology: Motivated perception in political contexts. Judgment and Decision Making Preconference at the Society for Personality and Social Psychology Conference, San Antonio, TX.
- Balcetis, E., & Cole, S. (2011, January). Motivated perception for self-regulation. Winter Social Cognition Conference, Park City, UT.
- Balcetis, E., & Cole, S. (2010, September). Motivated perception for self-regulation. Predictions and Motives in Perception Conference, Ithaca, NY.
- Balcetis, E., & Cole, S. (2010, April). Anosognosia of the people: The everyday occurrence of biased perception in the service of self-deception. Midwestern Psychological Association conference, Chicago, IL.
- Cole, S., & Balcetis, E. (2010, April). It doesn't feel good if it's not true: Affective reactions to praise as evidence of accuracy motivations. Midwestern Psychological Association Conference, Chicago, IL.
- Cole, S., & Balcetis, E. (2008, May). Fit or Fat? The influence of motivations to be healthy on distance perception. Midwestern Psychological Association Conference, Chicago, IL.

POSTER PRESENTATIONS

- Cole, S., Balcetis, E., & Trope, Y. (2013 January). You aren't so beautiful to me: Biased perceptions of temptations as less appealing. Society for Personality and Social Psychology Conference, New Orleans, LA ***Poster Award Winner**
- Riccio, M., Balcetis, E., & Cole, S. (2013, January). The influence of attentional scope on distance perception and goal-relevant behavior. Society of Personality and Social Psychology Conference, New Orleans, LA.
- Cole, S., Balcetis, E., & Dunning, D. (2012, January). Seeing is for moving: Biased distance perception, affective signals, and optimal action. Society for Personality and Social Psychology Conference, San Diego, CA. *** Poster Award Runner-Up**
- Chelberg, M. B., Cole, S., & Balcetis, E. (2012, January). It's not what I know, but how much I believe: Internalization of the thin ideal predicts lower self-esteem in women. Society for Personality and Social Psychology Conference, San Diego, CA.

- Cole, S., Balcetis, E., & Alter, A. (2011, January). Fondness makes the distance grow shorter: Desired locations seem closer because they are more vivid. Society for Personality and Social Psychology Conference, San Antonio, TX. ***Travel Award**
- Cole, S., & Balcetis, E. (2010, January). When praise falls on deaf ears: Is the hedonic impact of compliments muted when it matters most? Society for Personality and Social Psychology Conference, Las Vegas, NV.
- Cole, S., & Balcetis, E. (2009, May). Emotional reactivity and perception of emotional expressions. Association for Psychological Science Conference, San Francisco, CA.
- Cole, S., & Balcetis, E. (2009, February). "You have to say that, you're my mom": Investigating compliment source effects. Society for Personality and Social Psychology Conference, Tampa, FL.

Teaching Experience

INSTRUCTOR

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| Self Regulation and Self-Control, Rutgers University | Spring 2015 |
| Lab in Personality and Social Psychology, New York University | Summer 2012 |

TEACHING ASSISTANT

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|---|-------------------------------------|
| Lab in Personality and Social Psychology, New York University | Fall 2011, Spring 2012, Fall 2013 |
| Social Psychology, New York University | Spring 2013 |
| Intro to Statistics, Ohio University | Spring 2008, Fall 2009, Spring 2009 |

GUEST LECTURER

Self and Social Judgment, Social Psychology, Honors Seminar, Lab in Personality and Social Psychology, Intro to Statistics

Undergraduate Mentorship

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| Co-Coordinator, SPAM Lab Summer Internship Program 37 summer interns supervised | Summers 2010-2013 |
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| Master's Thesis students supervised: Stephan Plantin | 2010-2011 |
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| Undergraduate Honors Thesis students supervised*: Shanice Beaumont, Panel Winner, Undergraduate Research Conference | 2013-2014 |
| Frances Mallari, Panel Winner, Undergraduate Research Conference | 2011-2012 |
| Lindsay Macklin, Poster Winner, Undergraduate Research Conference | 2011-2012 |
| Matthew Riccio | 2011-2012 |
| Thomas Geib | 2010-2011 |
| Sam Zhang | 2010-2011 |

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| Undergraduate independent student projects supervised*: Chase Brennick | 2013-2014 |
| Abigail Bisi | 2013-2014 |
| Lily Brafman | 2012-2013 |
| Peter Lindner, Poster Winner, Undergraduate Research Conference | 2012-2013 |
| Chadly Stern | 2010-2011 |

All students winners of Dean's Undergraduate Research Fund awards (\$1000-\$1500)

Undergraduate Research Assistants supervised: 54
Master's Student Research Assistants supervised: 11

Professional Affiliations

Society for Personality and Social Psychology
Association for Psychological Science
American Psychological Association
Society for the Study of Motivation

Service

Program co-chair for the Society of the Study of Motivation Conference (2015-2016)

Ad hoc reviewer for:

Journal of Experimental Psychology: General
Journal of Experimental Social Psychology
Personality and Social Psychology Bulletin
Motivation and Emotion
Addictive Behaviors
SPSP Poster Award
SPSP Travel Award
Society for the Study of Motivation Posters

Rutgers University, Honors Thesis Committee
NYU Social Psychology Department, PhD Admissions Committee
NYU Social Psychology Department, Social Ambiance Committee