

## DAPHNA OYSERMAN

Department of Psychology, University of Southern California SGM 803,  
3620 South McClintock Ave. Los Angeles, CA 90089-1061

Email: [oyserman@usc.edu](mailto:oyserman@usc.edu) website:

Daphna Oyserman Home Page <http://dornsife.usc.edu/daphna-oyserman>  
[Daphna Oyserman Sage Policy Profile](#)  
[Daphna Oyserman Google Scholar Profile](#)

Daphna Oyserman ORCID: [orcid.org/0000-0002-2727-2167](https://orcid.org/0000-0002-2727-2167)  
ScholarGPS [Oyserman](#)

A fully current version of my CV is always available at

[CVoysermancurriculum\\_vitae\\_](#)

Recent podcast from the Science of Perception

<https://open.spotify.com/episode/3yvdb9Y9mpA4mDjCfEycol>

## CURRENT POSITIONS

University of Southern California

Dean's Professor of Psychology

Co-Director, Dornsife Center for Mind and Society

Dornsife Director of Faculty Development in the Social Sciences

University of Michigan

Affiliated Research Professor, Research Center for Group

Dynamics, Institute for Social Research, University of Michigan

## EDUCATION and CERTIFICATION

Ph.D. Social Psychology & Social Work, University of Michigan, Ann Arbor, 1987

M.A. Social Psychology, University of Michigan, Ann Arbor, 1985

C.S.W. Certified Social Work, Michigan, 1985-2012

M.S.S.W. Hebrew University of Jerusalem, 1983 (cum laude)

B.S.S.W. Hebrew University of Jerusalem, 1981 (cum laude)

## HONORS

### Awards

2022 German Academy of Sciences Leopoldina, Member

2021 International Society for Self and Identity Distinguished  
Lifetime Career Award for Major Enduring Contributions to  
Understanding Self and Identity

- 2020 American Psychological Association's (APA) 2020 Distinguished Scientist Lecturer awarded by the APA Science Directorate and Board of Scientific Affairs (BSA)
- 2019 Graduate Student Mentoring Award, University of Southern California
- 2019 Fellow, American Educational Research Association (AERA)
- 2018 Application of Personality and Social Psychology Award, Society for Personality and Social Psychology
- 2018 Albert S. Raubenheimer Outstanding Faculty Award (in recognition of outstanding performance in teaching, scholarship and service), USC.
- 2016 Fellow, American Psychological Association, Division 8 (Society for Personality and Social Psychology)
- 2012 Fellow, Society for Personality and Social Psychology
- 2012-2015 Senior Fellow, Michigan Society of Fellows
- 2009 Humboldt Scientific Contribution Prize of the German Alexander von Humboldt Foundation
- 2009-2010 Fellow, Center for Advanced Studies in the Behavioral Sciences, Palo Alto, Ca.
- 2009 Faculty Fellowship Enhancement Award, Rackham Graduate Program, University of Michigan.
- 2009 Society for Social Work Research Best Scholarly Contribution Award  
Oyserman, D, Fryberg, S., & Yoder, N. (2007). Identity-based motivation and health. *Journal of Personality and Social Psychology, 93*, 1011-1027.
- 2009 Fellow, Society for Experimental Social Psychology.
- 2007 Edwin J. Thomas Collegiate Chair, School of Social Work and Department of Psychology, University of Michigan
- 2005 Fellow, Association for Psychological Science
- 2005 Society for Social Work Research Best Scholarly Contribution Award  
Oyserman, D., Bybee, D., & Terry, K. (2003). Gendered Racial Identity and Involvement with School. *Self and Identity, 2*, 1-18.
- 2001 Fellow, American Psychological Association, Division 9 (Society for the Psychological Study of Social Issues, SPSSI).
- 1995-2000 Research Scholar Award, W.T. Grant Foundation.
- 1986-1987 Warburg Foundation Doctoral Scholarship, Hebrew University of Jerusalem
- 1984-1986 Rackham Dissertation Award, University of Michigan
- 1982-1983 The Hebrew University of Jerusalem, Grant in Aid

1978-1979 American Friends of Hebrew University, Academic Scholarship

### Other Recognitions

- 2019 ISI Essential Science Indicators March/April 2019 top 1% of papers in the academic field of Psychiatry/Psychology for publications in the past decade. Oyserman & Lee (2008). Does culture influence what and how we think? Effects of priming individualism and collectivism. *Psychological Bulletin*, 134, 311-342 (cited again in 2019 as a highly cited paper)
- 2018 Social Issues and Policy Review, one of the top 20 most downloaded papers published in 2016-2017 and in 2017-2018 *Seeing the Destination AND the Path: Using Identity-Based Motivation to Understand and Reduce Racial Disparities in Academic Achievement*
- 2016 ISI Essential Science Indicators March/April 2016 top 1% of papers in the academic field of Psychiatry/Psychology for publications this year. Oyserman & Lee (2008). Does culture influence what and how we think? Effects of priming individualism and collectivism. *Psychological Bulletin*, 134, 311-342.
- 2014 *Journal of Consumer Psychology*, Most Cited JCP Articles Since 2009.
- 2014 ISI Essential Science Indicators Highly Cited Papers Last 10 Years Psychology/Psychiatry (Nov, 2014) for Oyserman, Lee (2008) Does Culture Influence What and How We Think: *Psychological Bulletin*, 134, 311-342.
- 2014 ISI Essential Science, Web of Science Indexed: Oyserman & \*Destin (2010). Identity-based motivation: Implications for intervention. *The Counseling Psychologist* 38 (7), 1001-1043 as 92nd out of 16,034, articles in the field of "Psychology, Applied" for papers published between 2010 and 2014.
- 2014 ISI Essential Science, Web of Science Indexed: Oyserman (2011) Culture as situated cognition: Cultural mindsets, cultural fluency, and meaning-making. *European review of social psychology* 22 (1), 164-214 as 408th out of 17,553 articles in the field of "Psychology, Social" or papers published between 2010 and 2014.
- 2013 *Survey methods in multinational, multiregional and multicultural contexts* (Edited volume in which I have two chapters, Schwarz, Oyserman & Peytcheva, 2010; Uskul, Oyserman, & Schwarz, 2010) received the 2013 American Association for Public Opinion Research (AAPOR) book award

- “to recognize influential books that have stimulated theoretical and scientific research in public opinion; and/or influenced our understanding or application of survey research methodology”
- 2011 *Journal of Consumer Psychology*, Top 20 most cited papers  
*Journal of Consumer Psychology*, 2006-2011
- 2004 ISI Essential Science Indicators: Top 3 Hot Papers Published in the last three years for Psychology/Psychiatry (Jan 2004).  
Oyserman, Coon, & Kimmelmeier. (2002). Rethinking Individualism and Collectivism: Evaluation of Theoretical Assumptions and Meta-Analyses. *Psychological Bulletin*, 128, 3-73.
- 2002 Hot Topic in Psychology/Psychiatric, ISI Web of Science. (July 2002).  
Oyserman, Coon, & Kimmelmeier. (2002). Rethinking Individualism and Collectivism: Evaluation of Theoretical Assumptions and Meta-Analyses. *Psychological Bulletin*, 128, 3-73.
- 2001-2005 Member, Russell Sage Foundation Working Group on Social Identity and Institutional Engagement.

## **EMPLOYMENT HISTORY**

### **Visiting Academic**

- 12/9-12/31 Visiting Scholar, Israel Institute for Advanced Study.  
Workgroup: Deconstructing and Reconstructing Consciousness: an Interdisciplinary Approach to a Perennial Puzzle.
- 12/16-12/16 Visiting Professor, Santa Fe Institute, Santa Fe New Mexico
- 5/11-7/12 Visiting Professor, University of Würzburg, Germany Humbolt Fellowship
- 4/11-7/11 Visiting Professor, University of Würzburg, Germany Humbolt Fellowship
- 5/11 Visiting Professor, Max Planck Institute for Human Development, Berlin
- 9/09-8/10 Fellow, Center for Advanced Studies in the Behavioral Sciences, Palo Alto, California
- 6/08-7/08 Visiting Professor, Sonderforschungsbereich 504 Rationality, Decision Making, and Economic Modeling Center, University of Mannheim, Germany
- 12/06-5/07 Visiting Professor, Department of Marketing, Business School, Hong Kong University of Science and Technology, Hong Kong, SAR China

7/00-6/01 Visiting Scholar, Department of Psychology, Stanford University

### **Regular Academic Prior to Current Position**

9-04-12/13 Professor, Department of Psychology. Research Professor, Institute for Social Research, Edwin J. Thomas Collegiate Professor of Social Work, University of Michigan

10/99-8/04 Associate Professor, Department of Psychology, University of Michigan

9/99-8/04 Associate Professor, School of Social Work, University of Michigan.

9/96-8/04 Associate Research Scientist, Institute for Social Research, University of Michigan.

9/03-8/04 Adjunct Associate Professor, Department of Sociology, University of Michigan

9/95 – 9/00 Adjunct Associate Professor, Psychology Department, Wayne State University.

9/92 -8/96 Research Scientist, Merrill-Palmer Research Institute, Wayne State University.

7/91 - 8/92 Research Associate, Merrill-Palmer Institute, Wayne State University.

2/88 - 9/93 Assistant Professor, Baerwald School of Social Work, Hebrew University of Jerusalem.

5/88 - 9/91 Research Director, Konrad Adenauer Foundation, Inter-group Conflict Project, Hebrew University of Jerusalem.

9/87- 12/87, 5-6/88-90 Lecturer, Psychology Department, University of Michigan.

8/86 - 9/86 Research Consultant, Teen Mother Project, Merrill Palmer Institute, Wayne State University.

9/83 - 2/88 Teaching/Research Assistant/Associate, School of Social Work/Psychology Department, University of Michigan.

10/81 - 7/83 Teaching/Research Assistant, Institute of Criminology/School of Social Work, Hebrew University of Jerusalem.

### **Clinical Appointments**

1/87 - 7/87 Interim Clinical Supervisor, Psychiatric Emergency Services, University of Michigan Hospitals, Ann Arbor, Michigan.

11/83 - 1/87 Psychiatric Social Worker, Psychiatric Emergency Services, University of Michigan Hospitals, Ann Arbor, Michigan.

### **CONSULTING**

2024-2025 Member, Advisory Panel on the Measurement of Cognitive/Social Skills for the National Longitudinal Survey of

Youth 1997 cohort (NORC), to support the Bureau of Labor Statistics.

- 2015-2019 A multi-faceted approach for the study of Thompson Scholars Learning Community Advisory Board, Warren Buffett Foundation Funded Center Grant, Rossier School of Education
- 2010-2015 YouthSave, Research Advisory Council, Center for Social Development, Washington University in St. Louis.
- 2014 National Council of Social Service, Singapore
- 2014 Second Step, Committee for Children
- 2013 "Future Me" Project WGBH Public Broadcasting Boston.
- 2012-2013 See It Be It Phase I: *"See it Be it: Interactive Technology to Increase School Engagement and Prevent Dropout"*: Phase I grant (1R43MD007143-01), NIMHHD/NICHD, Project: 7/5/12 – 1/31/13; Ndidi Okeke-Adeyanju (PI), Melissa DeRosier (co-I).
- 2012-2013 CASEL (Center for Advanced Study of Language), University of Maryland.
- 2011 -2014 Youth Communication (<http://www.youthcomm.org/>, nonprofit youth writing, and literacy program).
- 2009-2012 National CASA (Court Appointed National Advocate Association for children in the foster care system).
- 2007-2010 Advisory Board, Performance Enhancement for African American Students in Science PEASS) Research Project (NSF REC Grant 023110, Obed Norman PI) City of Baltimore.
- 2000-2004 Program for Prevention Research, Arizona State, Gonzales, PI, NIMH
- 2000-2004 Project Aim High, L. Clark PI, Centers for Disease Control.
- 2000-2002 National Clearinghouse on Families and Youth, Family and Youth Services Bureau, DHHS.
- 1995-1998 Advisory Board, Research. "Motivation: A matter of goals and strategies" City and the University of Amsterdam.

## GRANTS

### Research

- 2025 spring USC SOAR student funding
- 2024 spring USC SOAR student funding
- 2022 fall USC SOAR student funding (1 student, a second declined as the funding requires that the student not work and he needed more income)
- 2022 summer USC SURF student funding for Identities in Time and Over Time. \$3,000

- 2022 summer USC URAP student funding for Identity-based motivation: antecedents and consequences of interpretations of difficulty for identity and action. \$3,000
- 2021-2026 *Pathways-to-success* in the transition to high school: testing a strategy to scale an effective identity-based motivation intervention in diverse education settings (Oyserman PI & Sorensen co-PI). Department of Education, Education Innovation and Research Mid-Phase Grant (Grant Number S411B200027, total \$8,839,059.00).
- 2018-2022 Sanctifying everyday difficulties: motivational consequences of moralizing difficult experiences (Oyserman PI & Yan co-PI). John Templeton Foundation. (Grant number 61083, \$216,493)
- 2018-2025 Pathways to Success in the transition to high school: Testing efficacy for improving 8th and 9th-grade academic outcomes (Oyserman, D. PI & Sorensen, N. co-PI) Department of Education, Institute for Education Sciences (R305A180308, scored 1.55, \$3,300,000).
- 2016-2019 A Virtual Learning World for Tweens to Experience Possible Identities (ME GAMES) (Carter, L, PI & Oyserman, D., Schwartz, S. co-PIs). National Institute of Minority Health and Health Disparities, SIBR (2R44 MD008582-02, funded \$1,498,498.12, USC subgrant \$299,774)
- 2016-2020 Identity-Based Motivation Journey to Academic Success (Ahrens, S. and Oyserman, D. co-PIs). Department of Education, Investing in Innovation Fund (i3) Development Grants U411C150011 \$2,690,00
- 2014-2018 School-to-Jobs: Developing a Teacher-Led, Teacher-Trained Intervention to Improve School Attendance and Academic Achievement, Institute for Education Sciences, Department of Education (Oyserman PI, Sorensen co-PI) R305A140281 \$1,500,000
- 2015-2017 Measuring and improving adolescents' social-emotional imagination to foster flourishing: A mixed-method neuroimaging and psychosocial longitudinal study with school-based interventions (Immordino-Yang, M. H., Oyserman, D. co-PIs). Templeton Foundation \$200,000.
- 2015-2017 Applying moral pluralism to the study of self-control (Graham, J. PI, Doris, J. Monterosso, J., Dehghani, M. & Oyserman, D co-PIs) Templeton Foundation (Grant number 53-4873-1315, funded \$302,238.
- 2013-2014 "Identity-based motivation: from child savings to college and beyond" Center for Advancing Research and Social Solutions, University of Michigan (PI) \$41,000

- 2012-2013 "Preparing teens for success in school and at work: A writing and work readiness intervention" Pinkerton Foundation (subcontract).
- 2010-2011 "The monarchical heritage and the welfare state", co-PI, with Eileen McDonagh (PI), Sander Koole, and Norbert Schwarz; grant for data collection in the LISS panel, CentERdata, and NWO (Dutch Research Council).
- 2006-2010 "Pathways for youth, School-to-Jobs" Office of the Vice President for Research. \$34,500.
- 2001-2007 "Family functioning and youth social competence as antecedents of academic possible selves and racial identity in adolescence" PI with co-PI D. Bybee, Program Project in J. Jackson African American Mental Health Research Program. National Institute of Mental Health.
- 2000-2003 NIMH R01 MH58299, "Pathways for Youth: School-to-Jobs, A Prevention Model, Minority Supplement" to Dr. K. Harrison, NIMH.
- 2000-2001 "Supplement to NIMH R01 MH58299, Pathways for Youth: School-to-Jobs, A Prevention Model Diary method data collection" (PI) W.T. Grant Foundation, \$25,000
- 2001-2003 "Socio-cultural determinants, context of parenting and children's oral health" Oyserman, Belli, Ismail, Smith, Program Project 1 in Detroit Center for Research on Oral Health Disparities A. Ismail Center Director, Oyserman co-Director (resigned) NIH P50 DE14261-01 (Center total direct \$6,139,743).
- 2003 "Pathways for Youth: School-to-Jobs" (PI) Office of the Vice President for Research, University of Michigan, \$10,168
- 2000-2001 "Antecedents of successful adolescent transitions in African American youth" (PI) Office of the Vice President for Research, \$10,600.
- 2000-2003 "Pathways for Youth: School to Jobs, A Preventive Model;" PI, with co-PI D. Bybee; National Institute of Mental Health. Prevention Research. NIMH R01 MH58299 Direct \$795,326.
- 2000-2001 "Adolescent Supplement, National Survey of African Americans" co-Investigator, J. Jackson PI. National Institute of Mental Health. (total direct \$1,500,000).
- 1999 "Socio-cultural identities and social obligation"; PI with co-PI A. Lauffer. Office of the Vice President for Research, \$3,500.
- 1998-2001 "Pathways for youth: Risk and resilience;" PI, with co-PI C. Mowbray, D. Bybee, & P. Allen-Meares; National Institute of Mental Health. Basic Science. NIMH R01 MH57495 (total direct \$812,799)

- 1997-2001 "Women with a serious mental illness: Coping with parenthood;" co-PI with PI C. Mowbray. National Institute of Mental Health Division of Intervention Research. NIMH R01 54321 (total direct \$1,478,209)
- 1998-2003 "Blocked opportunities, persistence and moods;" co-PI with D. Williams & R. Nesse, PI-J. Jackson, African American Mental Health Research Program. National Institute of Mental Health.
- 1998 "Pathways for youth: Risk and resilience, pilot;" PI with co-PI C. Mowbray & P. Allen-Meares. Office of the Vice President for Research, \$5,000.
- 1999 "Pathways for youth: Risk and resilience, pilot;" PI with co-PI P. Allen-Meares & C. Mowbray. The Poverty Research Fund, \$6,380.
- 1999 "Pathways for youth: Risk and resilience, pilot;" PI with co-PI C. Mowbray & P. Allen-Meares. Office of the Vice President for Research, \$9,983.
- 1995-2000 "School persistence vs. risky behaviors in adolescence: The role of African American Identity." W.T. Grant Faculty Scholar Grant. Direct. \$250,000. (PI)
- 1995-1996 "Development of an Adoption Module for the Integrated Information System for Child Welfare;" with R. Benbenishty. Department of Health and Human Services, International Transfer of Technologies Grant #90-PD-0200. Direct \$75,000.
- 1994-1996 "The role of African American identity in the school to work transition" within the Michigan Prevention Research Center, PI - R. Price. National Institute of Mental Health Prevention Research P30MH38330. Direct \$175,061.
- 1994-1997 "Severely Mentally Ill Women: Coping with Parenthood." National Institute of Mental Health, Division of Intervention Research, Minority Supplement for Graduate Research Assistant, National Institute of Mental Health \$21,282.
- 1994-1998 "An Integrated Information System for Child Welfare Agencies in Michigan;" with R. Benbenishty. McGregor Fund. \$100,000.
- 1992-1995 "Development of a Clinical Monitoring System to Support Foster Care in Michigan;" with R. Benbenishty. Department of Health & Human Services, International Transfer of Technology, grant #90-PD-0200. \$300,000.
- 1988-1991 "Foster Families and Foster Children in Israel;" with R. Benbenishty. Warburg Fund, the Joint Distribution Committee, Israel, \$25,000.
- 1988-1989 "Design and Implementation of a National Clinical Information System to Support Foster Care in Israel;" with R. Benbenishty. Ministry of Labor and Social Welfare, Israel. \$60,000.

### **Training Grants**

2002-2007 “Michigan Mental Health Prevention Research Training Program” National Institute of Mental Health, Grant # T32-MH63057 direct cost \$1,756,654.

### **PROFESSIONAL ACTIVITIES**

#### **Scientific Societies**

2020-2021 *Society for Experimental Social Psychology*, Early Career Award Committee  
2020-2021 *Society for Experimental Social Psychology*, Dissertation Awards Committee  
2019-2020 *Society for Experimental Social Psychology*, Chair Career Award  
2019-2020 *Society for Experimental Social Psychology*, Dissertation Awards Committee  
2018-2019 *Society for Personality and Social Psychology*, Fellows Committee.  
2007-2014 *Society for Social Work and Research*, Committee on Publication.  
2004-2007 *Society for the Social Psychological Study of Social Issues*, Otto Klineberg Award Committee, Chair.

#### **Policy Board**

2014-2019 Society of Personality and Social Psychology representative, *Journal of Consumer Research* Policy Board  
2018-2019 *Journal of Consumer Research*, co-vice president, Policy Board

#### **Executive Committee**

2019-2022 *Society for Experimental Social Psychology*, Executive Committee

#### **Conference Organizing**

**2019 (Oct)** Conference committee, *Society for Experimental Social Psychology*.  
**2018 (March)** The social psychology of scaling up; *Society for Personality and Social Psychology Pre-Conference* (Neil Lewis, Jr. and Veronica Yan co-organizers)  
**2015 (Sept.)** 7<sup>th</sup> Annual China India Insights Program at the Yale School of Management with Yuxin Chen (NYU), Mushfiq Mobarak (Yale), Debu Purohit (Duke), K. Sudhir (Yale), and Baohong Sun (CKGSB)  
**2015 (May)** *Emerging Perspectives in Environmental Decision-Making* with Nicole Sintov and Paul Adler (USC).

**2010 (Sept.)** *Improving Low-Income Children's School Readiness: New Perspectives on an Enduring Challenge* with David Featherman (UM), Larry Aber (NYU), and Pamela Morris (NYU) as part of the School-Reform and Beyond Project of the Center for Advancing Research and Solutions for Society, University of Michigan.

### **Editorial Roles**

#### **Associate Editor**

*Psychological Bulletin* 2020-2024

#### **Consulting Editor**

*Personality and Social Psychology Bulletin* 2017-

*Journal of Consumer Psychology* 2013-2016

*Self & Identity* 2011-2015

*Social Service Review* 2010-2013

*Journal of the Society for Social Work and Research* 2009-2012

*Race and Social Problems* 2009-2012

*Social Psychological and Personality Science* 2009-2011

*Social Work Research*, 2002-2006

*Developmental Psychology*, 1998 -2002

*International Journal of Behavioral Development*, 1997-2002

*Review of Rehabilitation Research*, 1995- 2006

#### **Guest Editor**

2001 *Journal of Social Issues* "Stigma: An Insider's Perspective," 57(1) with J. Swim

2015 *Journal of Consumer Psychology* "Emotion, Self, and Identity" with D. (Mahesh) Maheswaran

#### **Occasional Reviewer**

**Journals** *Acta Psychologica; Academy of Management Review; Applied Developmental Science; AvodaVrevaha (Hebrew Language – Work and Welfare); Behavior Therapy; Child: Care, Health and Development; Child Development; Cognition and Emotion; Developmental Psychology; Du Bois Review; Economics of Education Review; Emotion; European Journal of Social Psychology; Evaluation and Program Planning; International Journal of Child Development; International Migration Review; Journal of Applied Behavioral Science; Journal of Applied Developmental Psychology; Journal of Applied Social Psychology; Journal of Consumer Psychology; Journal of Consumer Research; Journal of Community Psychology; Journal of Community and Applied Social Psychology; Journal of Cross*

*Cultural Psychology; Journal of Experimental Psychology: General; Journal of Experimental Social Psychology; Journal of Family Issues; Journal of Health Psychology; Journal of Official Statistics; Journal of Personality; Journal of Personality and Social Psychology; Journal of Research in Personality; Journal of Social and Personal Relationships; Learning and Individual Differences; Perceptual and Motor Skills; Personality and Individual Differences; Personality and Social Psychology Bulletin; Personality and Social Psychology Review; PLOSone; Psychological Bulletin; Psychological Review; Psychological Science; Review of General Psychology; Social Development; Social Psychology of Education; Social Psychology Quarterly; Social Service Review.*

**Publishers** Lawrence Erlbaum Associates; Sage Publishers, UK; Allyn & Bacon; Oxford.

**Conferences** La Londe Conference in Marketing Communications and Consumer Behavior 2011  
Society for Social Work Research 2007, 2008, 2009, 2010, 2011, 2012, 2013  
Society for Prevention Research, 2001-2005, 2008, 2009  
[Program subcommittees on the Role of Gender, Social Class, Culture, Rural/Urban and Ethnicity in Prevention Research, The role of culture, ethnicity and health disparities Basic Science and Community Needs, Community-Based Initiatives, Native Americans, Efficacy Trials.]  
Society for Research on Adolescence 2003 Annual Meetings, Panel 13 (Applied Research, Program Evaluation, and Public Policy), 2014 Annual Meeting Panel 12 (Identity, Self, and Personality)

### **Funding Agencies**

#### **Panel Member**

2015-2017 Hong Kong Research Grants Council, Humanities and Social Science Panel

2012 German National Science Foundation, GS 13 Humanities & Social Sciences, Review Panel for Doctoral Programs

#### **Ad hoc reviewer**

Research and Industrial Research Council, University of Leuven, Belgium

Center for Advanced Studies in the Behavioral Sciences (2010)  
NIH (2007, 2008, 2009)

NIDA F (June 2006)

National Institute of Health – Social and Developmental Psychology Pre and Post-Doc Fellowship Review Panel  
National Institute of Health – Family Dynamics and Human Development Special Panel  
National Institute of Health – Risk, Prevention and Health Behavior Pre and Post-Doc Fellowship Review Panel  
National Institute of Health – National Institute on Deafness and other Communication Disorders – Special Panel on Health Communications Research: Improved Strategies  
National Institute of Mental Health – Risk Prevention and Health Behavior (RPHB)  
National Institute of Mental Health – RBRPG  
National Institute of Mental Health – Social Psychology Special Review Section  
National Institute of Mental Health – Division of Mental Disorders, Behavioral Research and AIDS (DMDBA)  
National Institute of Mental Health – Special Review Panel Child/Adolescent Developmental Risk/Prevention Social Sciences and Mental Health National Research Service Award Research Foundation - Flanders (Belgium) (2008, 2010)  
National Science Foundation (2008, 2011, 2012, 2013)  
Dutch National Science Foundation (2012, 2013)  
German National Science Foundation (2013)  
Social Sciences and Humanities Research Council of Canada (2008, 2009, 2012)  
Israel Science Foundation (2008, 2016, 2017)  
United States-Israel Binational Science Foundation  
W.T. Grant Foundation (2008)  
Ontario Mental Health Foundation  
Research Grants Council of Hong Kong (2007, 2008, 2010, 2013)  
ORA (Open Research Area for the Social Sciences) a collaborative venture of the German, Dutch, French and British Research Councils ANR, DFG, ESRC and NWO  
Polish National Science Foundation  
University of Hong Kong, Best Research Award  
Hymen Milgrom Award University of Chicago (2015)

### **University Service**

2018-ongoing University of Southern California, Dornsife Director of Faculty Development in the Social Sciences  
2020 Fall Social Area Chair

2020	University of Southern California Faculty Mentoring Awards Selection Committee, USC Center for Excellence in Teaching
2018-2020	University of Southern California, Psychology Department, Awards Committee Chair
2018	University of Southern California, Graduate School Task Force for 2018 Ph.D. Achievement Awards
2017-2018	University of Southern California, Zumberge Junior Faculty Mentor
2014-2015	University of Southern California, Dornsife Social Sciences Promotion and Tenure Committee
2014-2015	University of Southern California, Psychology Department, Raubenheimer Awards Committee Chair
2010-2013	The University of Michigan, Center for Advancing Research and Social Solutions Steering Committee
2010-2012	University of Michigan, Schl of Social Work, Search Committee.
2011-2012	University of Michigan, Research Center for Group Dynamics, Executive Committee
2010-2011	University of Michigan, AIDS/HIV Cluster Hire, Search Committee.
2010-2011	The University of Michigan, Department of Psychology Augmented Executive Committee
2010, 2007	The University of Michigan, Department of Psychology, Social Area Admissions Committee
2005, 2004,	Committee (Chair 2010, 2007)
2010-2011	The University of Michigan, School of Social Work, 90 <sup>th</sup> Anniversary Planning Committee
2008-2010	University of Michigan, Rackham Graduate Committee on Student Awards
2008-2010	University of Michigan, Department of Psychology Graduate Committee
2008-2009	University of Michigan, Department of Psychology Augmented Executive Committee
2007-2008	University of Michigan, School of Social Work, Distinguished Faculty Award Committee
2007-2008	University of Michigan, School of Social Work, Work Group on Tenure and Promotion
2007-2008	University of Michigan, School of Social Work, Field Placement Work Group
2001-2005	University of Michigan, Institutional Review Board-Behavioral Sciences, Co-Chair
2005-2006	University of Michigan, Institutional Review Board-Behavioral Sciences, Member

2005	University of Michigan, Social Psychology Preliminary Examination Committee
2004	University of Michigan, School of Social Work Admissions Committee
2004-2006	University of Michigan, School of Social Work, Workgroup on Program Evaluation
2002-2005	University of Michigan, Department of Psychology Brickman Research Award Committee (Chair, 2005)
2003-2005	University of Michigan, Department of Psychology, Graduate Committee
2003-2004	University of Michigan, School of Social Work, Supervising Committee
2001-2005	University of Michigan, Institute for Social Research Policy Committee
2001-2003	University of Michigan, Mental Health Work Group, School of Social Work
1999-2000	University of Michigan, School of Social Work, Recruitment, Admissions, and Financial Aid Committee
1999-2000	University of Michigan, Institutional Review Board- Health, member
1998-1999	Institute for Social Research Library Committee
1989-1991	Hebrew University, School of Social Work Faculty Steering Committee
1989-1990	Hebrew University, School of Social Work Library Acquisitions and Audio-visual Committees
1988-1991	Hebrew University, School of Social Work Faculty Liaison, Osherow Child and Adolescent Field Placement

### **Community Service**

1995-1996	Midwest Inter-State Council for Adoption
1994-1995	Child Welfare League of America National Research Council Subcommittee on Quality Improvement, Work Group.
1991-2000	Research and Evaluation Board, Children's Center of Wayne County
1990-1991	Steering Committee, 1991 National Conference on Social Work with Groups (Israel).

### **PROFESSIONAL MEMBERSHIPS**

2000-	Society for the Psychological Study of Social Issues
2000-	Society for Prevention Research
2000-	Society for Social Work and Research
2000-	Society for Personality and Social Psychology
1996-	Society for Research on Child Development

1995-	Society for Experimental Social Psychology
1994-	American Psychological Society
1993-	American Psychological Association
1993-	Midwestern Psychological Association

## **COURSES TAUGHT**

### **The University of Southern California**

At USC, I have taught in psychology and in education --the Ph.D. class in social psychology (Psych 512, 2014, 2018, 2020, 2023), a Ph.D. class on self and motivation (Psych 612, 2015, 2018, 2022), a Ph.D. class on social psychological perspectives on culture (Psych 612 2019) and a Ph.D. class on translational intervention (Ed 599, 2016).

### **The University of Michigan**

While at UM, I taught undergraduate and Ph.D. classes in psychology and MSW and Ph.D. classes in social work. In psychology, this included a capstone undergraduate psychology major course on self and motivation (Psych 487), and the Ph.D. class in research methods for social psychology. In social work, these included a four-course sequence on preventive intervention, jointly listed in social work, psychology, and sociology and the core master's level social work class on the foundations of psychology (Human Differences, Social Relationships, Well-Being, and Change through the Life Course SW 500).

## **GRADUATE STUDENT AWARDS, POSTDOCTORAL FELLOWSHIPS**

### **Student pre-doctoral and doctoral dissertation awards**

- Daniel Brickman 2006 NSF honorable mention
- Kevin Choi Department award for Excellence in Scientific Writing 2024
- Aaron Celious 1999-2002 NSF
- Mesmin Destin, 05-09 NSF, 09-10 Rackham Dissertation Fellowship
- Adrienne Dougherty 2012-2015 NSF
- Kristen Elmore 2008-2010 U of Michigan Rackham Regents Fellowship, 2008 NSF honorable mention, 2009-2010 Institute for Research on Women and Gender Fellowship, 2014-2015 Institute for Social Research Robert Kahn Dissertation Award (U of Michigan)
- Tracy Lee Finlayson 03-07 Minority Supplement to NIH 5 U54 DE14261-02
- Leah James, 2011-2012 Rackham Dissertation Fellowship
- Elizabeth Johnson, 2004-2005 Rackham Dissertation Fellowship
- Shawna Lee, 2004-2005 Institute for Social Research Daniel Katz Dissertation Fellowship

- Spike Lee, 2006-2011, Sir Edward Youde Memorial Fund Council, Hong Kong National Award
- James Alvarez Mourey 2011-2012 Rackham Dissertation Fellowship, Society for Consumer Psychology Dissertation proposal award (2011)
- Alba Rueda-Riedle 1995-1999 NIMH
- George Smith, 2010-2014 NSF, 2014-2015 Institute for Social Research Daniel Katz Dissertation Fellowship
- Nicholas Sorensen, 2009-2010 Institute for Social Research Daniel Katz Dissertation Fellowship, 2011 SPSSI Dissertation Award
- Michelangelo Trujillo 11-15, Rackham Merit Scholar, University of Michigan
- Josh Wondra 2012, 2013 Summer ICPSR Fellowship

### **Postdoctoral fellows**

- Kathy Terry 1998-2000 NIMH
- Ulrich Kühnen 1999 German National Science Foundation
- Johannes Keller 2006 German National Science Foundation
- Cécile Nurra 2008 European Union Postdoctoral Fellowship
- Sheida Novin 2010-2011 Dutch National Science Foundation, 2013-2016 Marie Curie European Union Postdoctoral Fellowship
- Ayse Uksul '04-'06 Social Science & Humanities Research Council Canada
- Reda Satuniene 2011 Weiser Professional Development Fellow
- Marlon Mooijman 2015-2017 Templeton Foundation
- Veronica Yan 2015-2017 Mind and Society Fellow, USC
- Phillip Ehret 2018-2018 Department of Education
- Kimberly Wingert 2018-2020 Department of Education

### **Fulbright**

Shimin (Jasmine) Zhu 2013-2014

### **Career Awards for Former Students**

- Mesmin Destin APA Emerging Leader 2018, APS rising star 2019, APS Fellow 2018, ISSI Outstanding Early Career Award 20, 2025 SESP Diversity Science Award
- Neil Lewis Jr. APS Rising Star, SPSP Sage Early Career Award, SPSP Attitudes, and Social Influence Group Early Career Award, Janet Spence Award
- Veronica Yan, APS Rising Star 2021

### **PUBLICATIONS (*students noted with \**)**

## Refereed Journal Articles

### **WORKING PAPERS**

\*Lin, Y., Arieli, S., & Oyserman, D. Culture as connection: A tale of cultural fluency.

### **UNDER REVIEW**

\*Burbidge, A. & Oyserman, D. (under review). Identity-based motivation is context-dependent (state-like) and trait-like: Each matters [https://osf.io/preprints/psyarxiv/avymc\\_v1](https://osf.io/preprints/psyarxiv/avymc_v1)

Arieli, S. & Oyserman, D. (under review) Honor is upright, dishonor is down-left: from ancient roots to current preferences.

\*Choi, Y. S. K. & Oyserman, D. (revise and resubmit) Can I make the time or is it running out? That depends in part on what difficulty implies for me.

\*Jeon, A. & Oyserman, D. (under review) The good guys? accessibility effects on evaluations and judged credibility of public officials and the targets of their attention.

\*Jeon, A. & Oyserman, D. (under review) Collectivism and meaning-making: A search for moderators.

\*Karimi-Malekabadi, F, Oyserman, D., \*Ziabari, A. S., & \*Omrani, A., (under review) What doesn't kill us: harsh ecologies beget difficulty-as-improvement norms.

<https://www.researchsquare.com/article/rs-4110737/v1>

Oyserman, D., Burbidge, A., Huang, Y., & Sorensen, N. (under review). Supporting fidelity of implementation: Evidence from

*Pathways-to-Success* replications. [osf.io/preprints/psyarxiv/23trp\\_v1](https://osf.io/preprints/psyarxiv/23trp_v1)

Oyserman, D., Burbidge, A. & Sorensen, N. (under review). Repeating the benefits of investment: National datasets to support educational success.

Stolarski, M., Suddendorf, T., Wittmann, M., Oyserman, D., Joireman, J., Victor, K., Trope, Y. & Matthews, M. (revise and resubmit).

Perspectives on Time and Personality: Philip G. Zimbardo (1934-2024) In Memoriam. *Journal of Personality*.

### **IN PRESS 2025**

\*Karimi-Malekabadi, F. & Oyserman, D (in press). Costly morality theory of honor: an evolutionary, culture-as-situated cognition perspective. *Personality and Social Psychology Review*.

\*Kiper, G., \*Newman, D., & Oyserman, D. (2025). Difficulty-as-improvement in daily life: believing that difficulties are character-building supports well-being, effortful engagement, and experiencing successes. *Self and Identity*, 24(5), 449–476.

<https://doi.org/10.1080/15298868.2025.2487537>. OSF preprint

<https://osf.io/preprints/psyarxiv/4py95>, doi:

<https://doi.org/10.31234/osf.io/4py95>

Oyserman, D., Lai, M., Burbidge, A., & Sorensen, N. (In press) Supporting identity-based motivation matters: Next-year continuation effects of experiencing high-fidelity Pathways-to-Success intervention. *Journal of Experimental Education*. [osf.io/preprints/psyarxiv/pjcs5\\_v1](https://osf.io/preprints/psyarxiv/pjcs5_v1)

### **IN PRINT 2024**

Albarracin, D., Oyserman, D., & Schwarz, N. (2024) Health communication and behavioral change during the Covid-19 pandemic, *Perspectives on Psychological Science*. <https://doi.org/10.1177/17456916231215272>

Burbidge, A., \*Zhu, S., Cheung, S-H, & Oyserman, D. (2024) Believing that difficulty signals importance improves school outcomes by bolstering academic possible identities, a recursive analysis. *PLOS ONE*. <https://doi.org/10.1371/journal.pone.0308376>

\*Kiper, G., Oyserman, D., & \*Yan, V. X. (2024) I'll take the high road: Paths to goal pursuit and identity-based interpretations of difficulty *Self & Identity* <https://doi.org/10.1080/15298868.2024.2314920>

Oyserman, D. (2024). Identity-based motivation and the motivational consequences of difficulty. *Social and Personality Compass*. 18(12), e70028. <https://doi.org/10.1111/spc3.70028>

\*Wang, P., \*Atari, M., & Oyserman, D. (2024) Who can I count on: Honor, self-reliance, and family in the United States and Iran. *PLoS ONE* 19(8): e0306460. <https://doi.org/10.1371/journal.pone.0306460>

\*Yan, V. X., Oyserman, D., \*Kiper, G., & \*Atari, M. (2024). Difficulty-as-improvement: The courage to keep going in the face of life's difficulties. *Personality and Social Psychology Bulletin*, 50(7), 1006-1022. <https://doi.org/10.1177/01461672231153680>

### **IN PRINT 2023**

\*Choi, S. Y., Oyserman, D., (2023). Can I make the time or is it running out? The role of metacognitive experiences of difficulty. *ACR North American Advances*, 51, 266-267.

\*O'Donnell, S. C., \*Yan, V. X.; Bi, C., & Oyserman, D. (2023). Is difficulty mostly about impossibility? What difficulty implies may be culturally variant. *Personality and Social Psychology Bulletin*, 49(2), 309-328. <https://doi.org/10.1177/01461672211065595>

Oyserman, D. (2023). Culturally fluent theories, metascience, and scientific progress: A case example: Commentary on Macnamara and Burgoyne (2023) and Burnette et al. (2023). *Psychological Bulletin*, 149(3-4), 220–228. <https://doi.org/10.1037/bul0000376>

Oyserman, D. (2023). Switching: Cultural fluency sustains and cultural disfluency disrupts thinking fast. *Behavioral and Brain Sciences*, 46, E136. doi:10.1017/S0140525X22003119

Oyserman, D. & \*Horowitz, E. (2023). From possible selves and future selves to current action: An integrative review and identity-based motivation synthesis. *Advances in Motivation Science*, 10, 73-147. ISSN 2215-0919 <https://doi.org/10.1016/bs.adms.2022.11.003>

### **IN PRINT 2022**

\*Kiper, G., \*Atari, M., Yan, V. X., & Oyserman, D., (2022). The upside: How people make sense of difficulty matters in a crisis. *Self & Identity*. <http://dx.doi.org/10.1080/15298868.2022.2033309>.

\*O'Donnell, S. C., & Oyserman, D. (2022). Apt and actionable possible identities matter: The case of academic outcomes. *Journal of Adolescence*, 1– 18. <https://doi.org/10.1002/jad.12118>

Oyserman, D., & \*Jeon, A. Y. (2022). Culturally fluent real-world disparities can blind us to bias: Experiments using a cultural lens can help. *Behavioral and Brain Sciences*, 45, E86. DOI: <https://doi.org/10.1017/S0140525X21000819>

### **IN PRINT 2021**

\*Lin, Y., \*Zhang, C. & Oyserman, D. (2021). Seeing meaning even when none may exist: collectivism increases belief in empty claims. *Journal of Personality and Social Psychology*, <https://doi.org/10.1037/pspa0000280>

Oyserman, D., \*O'Donnell, S. C., Sorensen, N., & \*Wingert, K (2021). Process matters: Teachers benefit their classrooms and students when they deliver an identity-based motivation intervention with fidelity. *Contemporary Educational Psychology*, 66, 101993. [https://urldefense.com/v3/\\_https://authors.elsevier.com/sd/article/S0361-476X\(21\)00052-7\\_!!Llr3w8kk\\_Xxm!9LBSyV2n5Jlkd\\_gu8zRGYSzsQ\\_6t7wAm6Pcon2vaiSHZnDTWgbHHKY3ZE1-0te8\\$](https://urldefense.com/v3/_https://authors.elsevier.com/sd/article/S0361-476X(21)00052-7_!!Llr3w8kk_Xxm!9LBSyV2n5Jlkd_gu8zRGYSzsQ_6t7wAm6Pcon2vaiSHZnDTWgbHHKY3ZE1-0te8$)

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Oyserman, D. & Dawson, A. (2021) Successful learning environments both support and harness students' identity-based motivation. *Journal of Experimental Education*. 89(3), 508-522, <https://doi.org/10.1080/00220973.2021.1873091>  
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**IN PRINT 2020**

- Bi, C., Oyserman, D. \*Lin, \*Zhang, J. Y., \*Chu, B. H. & \*Yang, H. S., (2020). Left behind, not alone: Feeling, function and neurophysiological markers of self-expansion among left-behind children and not left-behind peers. *Social Cognitive and Affective Neuroscience*. nsaa062, <https://doi.org/10.1093/scan/nsaa062>
- \*Horowitz, E., Oyserman, D., Dehghani, M. & Sorensen, N. (2020). Changing academic trajectories: Which changes in possible selves matter? *Journal of Adolescence*, 79, 26-38.
- \*Lin, Y. & Oyserman, D. (2020). Upright and honorable. People use space to understand honor, affecting choice and perception. *Personality and Social Psychology Bulletin*, 47(1) <https://doi.org/10.1177/0146167220908389>
- Oyserman, D. & Schwarz, N. (2020). Identity-based motivation and the logic of conversations obfuscate loss of online privacy and what policy-makers can do about it. *Journal of Consumer Psychology*, DOI:10.1002/jcpy.1189

**IN PRINT 2019**

- Oyserman, D. (2019). The essentialized self: Implications for motivation and self-regulation. *Journal of Consumer Psychology* 29(2), 336-343. <https://doi.org/10.1002/jcpy.1093>
- Oyserman, D. & \*Dawson, A. (2019). Identity-based motivation and the paradox of the future self: Getting going requires thinking about time (later) in time (now). *Behavioral and Brain Sciences*, 42, e269. doi:10.1017/S0140525X19000633, e269.
- \*Lin, Y., Arieli, S., & Oyserman, D. (2019). Cultural fluency means all is okay, cultural disfluency implies otherwise. *Journal of Experimental and Social Psychology*, 84, article 103822
- \*Wolgast, A. & Oyserman, D. (2019). Seeing what other people see: Accessible cultural mindset affects perspective-taking. *Culture and Brain*. <https://doi.org/10.1007/s40167-019-00083-0>

**IN PRINT 2018**

- \*Horowitz, E., Sorensen, N., Yoder, N., & Oyserman, D. (2018). Teachers can do it: Scalable identity-based motivation intervention in the classroom, *Contemporary Educational Psychology*, 54, 12-28.
- \*Nurra, C., & Oyserman, D. (2018). From future self to current action: An identity-based motivation perspective. *Self and Identity*, 17(3), 343-364. <https://doi.org/10.1080/15298868.2017.1375003>

Oyserman, D., \*Novin, S., \*Elmore, K., \*Fisher, O., & \*Smith, G. C., (2018). Guiding people to interpret their experienced difficulty as importance highlights their academic possibilities and improves their academic performance. *Frontiers in Psychology, 9*, article 781. doi: 10.3389/fpsyg.2018.00781

### **IN PRINT 2017**

- \*Aelenei, C., \*Lewis Jr., N., & Oyserman, D. (2017). No pain no gain? Social demographic correlates and identity consequences of interpreting experienced difficulty as importance. *Contemporary Educational Psychology, 48*, 43-55. <http://dx.doi.org/10.1016/j.cedpsych.2016.08.004>
- \*Fisher, O., \*O'Donnell, S. C. & Oyserman, D. (2017) Social class and identity-based motivation. *Current Opinion in Psychology, 18*, 61-66. DOI: 10.1080/1047840X.2017.1337406
- \*Fisher, O. & Oyserman, D. (2017). Assessing interpretations of experienced ease and difficulty as motivational constructs. *Motivation Science, 3*(2), 133-163. DOI 10.1037/mot0000055

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[https://theconversation.com/do-challenges-make-school-seem-impossible-or-worthwhile-79893#comment\\_1356635](https://theconversation.com/do-challenges-make-school-seem-impossible-or-worthwhile-79893#comment_1356635)

Also discussed on Brigham Young University, Matt Townsend (August 28, 2017)

<http://www.byuradio.org/episode/a529c516-ee56-4058-a04d-4cc3c3a44f64/the-matt-townsend-show-hurricane-harvey-school-challenges-relationship-skill?playhead=3960&autoplay=true>

Republished in: *News24 (South Africa), Open University (United Kingdom), SF Gate, Madison, Go Skagit, Houston Chronicle, Idaho Press Tribune, Connecticut Post, Madison.com* and elsewhere:

<http://www.sfgate.com/news/article/Do-challenges-make-school-seem-impossible-or-11351119.php>

[http://host.madison.com/opinion/columnists/do-challenges-make-school-seem-impossible-or-worthwhile/article\\_583a3e43-cbf5-5953-aa8c-18d5f3600331.html](http://host.madison.com/opinion/columnists/do-challenges-make-school-seem-impossible-or-worthwhile/article_583a3e43-cbf5-5953-aa8c-18d5f3600331.html)

[http://www.goskagit.com/opinion/conversation/do-challenges-make-school-seem-impossible-or-worthwhile/article\\_25ceeeab-5449-5257-91b0-cdda8da7daf5.html](http://www.goskagit.com/opinion/conversation/do-challenges-make-school-seem-impossible-or-worthwhile/article_25ceeeab-5449-5257-91b0-cdda8da7daf5.html)

<http://www.chron.com/news/article/Do-challenges-make-school-seem-impossible-or-11351119.php>

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<http://www.ctpost.com/news/article/Do-challenges-make-school-seem-impossible-or-11351119.php>

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[http://host.madison.com/opinion/columnists/do-challenges-make-school-seem-impossible-or-worthwhile/article\\_583a3e43-cbf5-5953-aa8c-18d5f3600331.html](http://host.madison.com/opinion/columnists/do-challenges-make-school-seem-impossible-or-worthwhile/article_583a3e43-cbf5-5953-aa8c-18d5f3600331.html)

\*Mooijman, M., \*Meindl, P., Oyserman, D., Dehghani, M., Monterosso, J., Doris, J. M. & Graham, J. (2018). Resisting temptation for the good of the group: Binding moral values and the moralization of self-control. *Journal of Personality and Social Psychology*, 115(3), 585-599.

<http://dx.doi.org/10.1037/pspp0000149>

Oyserman, D (2017). Culture three ways: culture and subcultures within countries. *Annual Review of Psychology*, 68, 435–463. DOI 10.1146/annurev-psych-122414-033617

Oyserman, D., \*Lewis Jr., N. A., \*Yan, V. X., \*Fisher, O., \*O’Donnell, S. C., & \*Horowitz, E. (2017). An identity-based motivation framework for self-regulation. *Psychological Inquiry*, 28(2–3), 139–147. DOI: 10.1080/1047840X.2017.1337406

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News coverage and summaries include:

Salon (June 17, 2017) Can people like me go to college? Inequality and dreams of higher ed

[http://www.salon.com/2017/06/17/can-people-like-me-go-to-college-inequality-and-dreams-of-higher-ed\\_partner/](http://www.salon.com/2017/06/17/can-people-like-me-go-to-college-inequality-and-dreams-of-higher-ed_partner/)

Houston Chronicle (June 16, 2017) Can people like me go to college? Inequality and dreams of higher ed

<http://www.chron.com/news/article/Can-people-like-me-go-to-college-inequality-11215067.php>

News 9 Colorado (June 13, 2017) Can people like me go to college? Inequality and dreams of higher ed

<http://www.9news.com/news/nation-now/can-people-like-me-go-to-college-inequality-and-dreams-of-higher-ed/448365895>

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<http://www.abc10.com/news/nation-now/can-people-like-me-go-to-college-inequality-and-dreams-of-higher-ed/448365226>

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<http://www.npr.org/sections/goatsandsoda/2015/10/20/448545307/a-child-who-feels-left-behind-can-still-get-ahead>

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<http://psychcentral.com/news/2015/09/09/teens-with-a-plan-for-the-future-can-overcome-childhood-adversity/91994.html>

China Daily Sept 9, 2015, "Left-behind' youth can see success: study shows" (reporter Paul Welitzkin).

Asian Scientist Magazine Sept 22, 2015 Overcoming childhood adversity with a plan.

<http://www.asianscientist.com/2015/09/in-the-lab/china-left-children-overcoming-adversity/>

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<http://www.sciencedaily.com/releases/2015/09/150908135101.htm>

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News coverage and summaries include:

Breaking the Resolution Cycle: Experts Share Science-Based Tips for New Year Success

January 1, 2015 ScienceBlog.com

<https://scienceblog.com/552785/breaking-the-resolution-cycle-experts-share-science-based-tips-for-new-year-success/>

12 productivity hacks all managers need: 12 stress-tested work hacks to boost the output of you and your team (02/22/2018, Chartered Management Institute (CMI)

Jessica Stillman, Emily Hill, Gabrielle Lane)

<http://www.managers.org.uk/insights/news/2018/february/12-productivity-hacks-all-managers-need>

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In retirement it's save now or pay (a lot) later: Strategies to motivate yourself to save more sooner, drawing on the latest behavioral research. (1-20-2017, Wall Street Journal, Anne Tergesen)

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10 research-backed ways to beat procrastination for good (Business Insider, Pam Rachel Gillett)

<http://www.businessinsider.com/science-backed-tricks-to-beat-procrastination-2016-9/#break-it-into-steps-1>

When does the future begin? A study in maximising motivation

(Aeon, Pam Weintraub)

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Framing in days instead of years could spur action toward goal (4/28/2015, Science Daily, <http://www.sciencedaily.com/releases/2015/04/150428105901.htm>).

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Goal setting starts with expectations: shoot for days, not years (4/30/2015, Medical Daily, <http://www.medicaldaily.com/goal-setting-starts-expectations-shoot-days-not-years-331520>).

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The future is now: reining in procrastination (5/1/2016, Eureka Alert AAAS, [http://www.eurekaalert.org/pub\\_releases/2015-05/uosc-tfi050115.php](http://www.eurekaalert.org/pub_releases/2015-05/uosc-tfi050115.php))

How to motivate yourself to hit the bull's eye (5/3/2015, Economic Times, India Times, [http://articles.economictimes.indiatimes.com/2015-05-03/news/61768163\\_1\\_participants-future-event](http://articles.economictimes.indiatimes.com/2015-05-03/news/61768163_1_participants-future-event)).

Trick the urge to procrastinate by believing the future is now (5/3/2015, Deccan Chronicle, <http://www.deccanchronicle.com/150503/lifestyle-offbeat/article/trick-urge-procrastinate-believing-future-now>).

Are you a procrastinator? scientists say this brain hack can help you meet your goals 5/4/2015, The Huffington Post, [http://www.huffingtonpost.com/2015/05/04/how-to-avoid-procrastination\\_n\\_7204032.htm](http://www.huffingtonpost.com/2015/05/04/how-to-avoid-procrastination_n_7204032.htm).

Set your goals in days (5/4/2015, BYU Radio, <http://www.byuradio.org/episode/f2a3dc50-e0a8-4217-bf9c-c1d50cf0b23f?autoplay=true>).

Anyone can use a simple trick to save more money (5/8/2015, Business Insider, <http://www.businessinsider.com/mental-trick-to-save-more-money-2015-5>).

Want to be more productive? Try this trick (5/8/2015, The Fiscal Times, <http://www.thefiscaltimes.com/2015/05/08/What-Be-More-Productive-Try-Trick>).

Thinking of far-off goals in terms of days might increase your drive (5/8/2015, LifeHacker.com, <http://www.lifehacker.com.au/2015/05/thinking-of-far-off-goals-in-terms-of-days-might-increase-your-drive/>).

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### **Technical Reports**

- Oyserman, D. & \*Bigler, K. (1998). *Academic outcomes of youth of Southeastern Amsterdam: The influence of cultural frame, cultural capital and ethnic identity*. University of Michigan, Ann Arbor. (also translated into Dutch).
- Oyserman, D. & \*Bigler, K. (1998). *The situation of youth in Southeastern Amsterdam: Movement into secondary school*. University of Michigan, Ann Arbor (also translated into Dutch).
- Benbenishty, R., Oyserman, D., & \*Ben-Rabi, D. (1990). *The Clinical Situation of Children in Foster Care in Israel: Findings from the Clinical Monitoring System*. (Hebrew). Hebrew University of Jerusalem, Israel.
- Oyserman, D. (1990). *Teaching Democratic Values in Israel*, Konrad Adenauer Foundation. Hebrew University of Jerusalem, Israel.

### **Manuals**

- Oyserman, D (2014 to 2022, annually revised edition) Pathways-to-Success Implementation manual. University of Southern California.
- Oyserman, D. (2016-2022, annually revised edition, Pathways-to-Success Train-the-trainer manual. University of Southern California
- Oyserman, D. (2003, 2006) *School-to-Jobs Facilitators Manual*, revised edition. Ann Arbor: University of Michigan.
- Oyserman, D. (2000, 2006). *School-to-Jobs Facilitators Manual After-school program*. Ann Arbor: University of Michigan.
- Oyserman, D. (1991). *Leaders Manual: 11 Session Small Group Workshop on Inter-group Conflict*. (Hebrew). Hebrew University of Jerusalem, Israel.

## **SELECTED PRESENTATIONS**

### **Keynote Addresses, Named Lectures, Invited Workshops & Addresses**

- Oyserman, D. (June, 2025) Hold on or let go? Stick or shift? National Academy of Sciences Writers Workshop. Carlsbad, California
- Oyserman, D., Sorensen, N., & Burbidge, A. (Jan 2025). Quality of implementation supports: before, during, and after fidelity of implementation. Talk in PI Session, From Implementation to Impact: Supporting Sustained Program Success. Moderator E. Bruns. Institute for Education Science PI Meeting, Washington D.C. (cancelled due to snow in DC)
- Oyserman, D. (May, 2024). Culturally fluent theories impede and humility in inquiry supports scientific progress. Templeton Foundation Humility in Inquiry Working Group.

- Oyserman, D. (Feb 2024). Identity-based motivation: inferences people draw about themselves and goal pursuit when life is hard. Existential Psychology preconference. Society for Personality and Social Psychology, San Diego CA.
- Oyserman, D. (Oct, 2023). Identity-based motivation and the inferences people draw about themselves and goal pursuit when life is hard. The Hong Kong Polytechnic University, Marketing Department.
- Oyserman, D. (Oct, 2023). Identity-based motivation and making sense of difficulty. The Hong Kong University of Science And Technology, Marketing Department.
- Oyserman, D. (Oct, 2023). Identity-based motivation: using identity to do more and better. Chinese University of Hong Kong, Psychology Department
- Oyserman, D. (Oct, 2023) Identity-based motivation: creating an equitable and sustainable future applying identity-based motivation theory in the *Pathways-To-Success* universal intervention. International Conference On Social Welfare Policy, Practice, Research, And Education: Toward An Equitable And Sustainable Future. Chinese University of Hong Kong, School Of Social Welfare.
- Oyserman, D. & Schwarz, N. (March 2022) Rensis Likert Symposium, Institute for Social Research, University of Michigan, Ann Arbor.
- Oyserman, D. (2022, March) Identity-based motivation. Lifetime Career Award Address, Self and Identity Preconference, Society for Personality and Social Psychology, San Francisco.
- Oyserman, D. (2021, October) Culture three ways: Cultures and subcultures within countries. "We and the others" at the Leopoldina Centre for Science Studies, Halle, Germany (virtual).
- Oyserman, D. (2021, October) Culture as situated cognition. The Cross-culture Learning 2021 Conference, Southwest University, China (virtual).
- Oyserman, D. (2021, April) We think and act this way, so it is probably true: Identity and culture shape the effectiveness of persuasive attempts. APA Distinguished Lecture (virtual).
- Oyserman, D. (2021, Feb) Identity-based motivation theory: from the lab to real world effects. Tay Gavin Lecture, Center for Research on Families, University of Massachusetts, Amherst (virtual).
- <https://www.youtube.com/watch?v=raQ0c8DuAuw&t=1367s>
- Oyserman, D. (2019, July). Keynote: "We can do it so 'I' can too: Social reality powers identity-based motivation to change lives. 45th Annual Meeting of the Society for Philosophy and Psychology, University of California, San Diego, CA.

- Oyserman, D. (2018, Nov). Scientific Council for National Education (CSEN). International Conference on Metacognition and Self Confidence, Lycée Louis-Le-Grand, Amphitheater Patrice Chéreau, Paris, France.
- Oyserman, D. & Sorensen, N. (2018, Jan). Identity-based motivation: Dynamic construction, action-readiness and procedural readiness. Organizer, V. Chhabra (IES) Changing Students' Beliefs to Improve Outcomes. Institute for Educational Studies Annual PI Meeting
- Oyserman, D. (2017, Feb). Using technology to improve academic success by increasing identity-based motivation. Keynote lecture. Annual Chaise Conference. The Research Center for Innovation in Learning Technologies. The Open University of Israel.
- Oyserman, D. (2016, May). Identity-based motivation. Psychology Distinguished Speaker Series. University of California, Davis.
- Oyserman, D. (2016, March). Inferences from task difficulty: Metacognition and identity based motivation. Keynote opening presentation. GEBF- Association of Empirical Educational Research, Berlin, Germany
- Oyserman, D. (2015, Dec.) Identity-based motivation. From Foster Care to College: Unlocking the potential of every foster youth, Portland Oregon, Casey Foundation, Casey Family Programs.
- Oyserman, D. (2015, Nov.) Pathways to success through Identity-Based Motivation. Two public lectures (approx. 100 reservations each), ACT (Achieve, Connect, Thrive): Conference on At-Risk Youths. The Star Theater, Singapore.
- Oyserman, D. (2015, Sept). When does the future begin? Identity congruence mediates the effects temporal cues on saving and sustainability. 7<sup>th</sup> Annual China India Insights, Yale School of Management, New York, NY.
- Oyserman, D. (2015, June). Identity-based motivation: Pathways and implications for positive youth development and policy. The University of Hong Kong, Hong Kong, SAR, China.
- Oyserman, D. (2015, June). Inferences from task difficulty: Metacognition and Identity- Based Motivation. Institute for Advanced Study (IAS) Distinguished Lecture Hong Kong University for Science and Technology, Hong Kong, SAR, China.
- Oyserman, D. (2015, May). Identity-based motivation: Implications for sustainable behavior. *Emerging Perspectives in Environmental Decision-Making*, University of Southern California, Los Angeles.
- Oyserman, D. (2015, May). Identity-based motivation, implications for developing and evaluating intervention to improve academic outcomes. AIR-wide learning event. American Institutes for Research, Washington DC.

- Oyserman, D. (2015, April). Identity-based motivation: core processes and intervention examples. Kendon Smith Lecture Series, Department of Psychology, University of North Carolina, Greensboro, NC.
- Oyserman, D. (2015, March). Identity-based motivation, let the future take care of itself? Address to the Trustees of the University of Southern California.
- Oyserman, D. (2015, Feb.) Identity-based motivation, health and health disparities. Behavior Science and Policy Conference: Health and Well-being, Paper in Session 4: 'Social Class, Health, and Decision Making' University of Southern California, Los Angeles, CA
- Oyserman, D. (2014, July). Identity-based motivation. *Attitudes and Social Influence Conference*, Wrigley Institute for Environmental Studies, Catalina Island, California.
- Oyserman, D. (June, 2014). Identity-based motivation. Public Lecture, 150 attendees, National Council of Social Services, Singapore.
- Oyserman, D. (2014, March). Identity-based motivation. Keynote address, *Society for Identity Development, Society for Research on Adolescence*, Austin, Texas.
- Oyserman, D. (2014, Jan). Identity-based motivation: Why we start too late and invest too little. Inaugural Dean's Professorship Lecture, University of Southern California.
- Oyserman, D. (2013, June) *Developing a Research Program*. Invited, American Marketing Association, Doctoral Consortium, Ann Arbor Michigan.
- Oyserman, D. (2012, September). Identity-based motivation, implications for intervention. The Middle Shift, Hewlett-Packard Foundation, Palo Alto California.
- Oyserman, D. (2012, August). Culture as fluency cue. China India Consumer Insights Conference, Yale, New Haven.
- Oyserman, D. (2012, May) Culture as fluency cue. SoDoc (summer school for European doctoral students in social psychology), Wuerzburg, Germany.
- Oyserman, D. (2012, May) Culture as fluency cue, Social and Cultural Psychology, University of Leuven, Belgium.
- \*Destin, M. & Oyserman, D. (2012, May). Using identity to encourage school goals and behaviors. Invited talk, *Midwestern Psychological Association Annual Meeting*. Chicago, IL.
- Oyserman, D. (2012, April). From assets to school outcomes. Center for Social Development, Youth Save, Washington University, St Louis, MO.
- Oyserman, D. (2012, April). From assets to school outcomes: Implications of Identity-based motivation. University of Kansas, School of Social Welfare and Center for Social Development Washington University,

- Assets and Education Research Symposium*, Lawrence Kansas.
- Oyserman, D. (2010, July). *Culture as situated cognition*. Keynote Address. International Association of Cross-Cultural Psychology. Melbourne, Australia.
- Oyserman, D. (2010, June). Identity-based motivation: Implications for intervention. Society for Social Psychology Study of Social Issues (SPSSI), Presidential Invited Symposium. New Orleans, LA.
- Oyserman, D. (2010, Feb). Identity-based motivation: Small interventions with big effects. Russell Sage Foundation. New York, New York.
- Oyserman, D. (2009, May). *Culture as situated cognition*. Invited talk. Midwestern Psychological Association, Chicago, Ill.
- Oyserman, D. (2008, September). *Harnessing Possible Selves: Identity-based motivation and improved academic attainment*. Buchanan Ingersoll & Rooney Fall 2008 Speaker Series, Center on Race and Social Problems, University of Pittsburgh, Pittsburgh, PA.
- Oyserman, D. (2008, September). *Culture as situated cognition*. Hosmer Lecture Series, Ross Business School, University of Michigan, Ann Arbor, MI
- Oyserman, D. (May 2008). *Culture as situated cognition*. Marketing Division and Program in International Management, Distinguished Speaker Series, Leeds School of Business, University of Colorado, Boulder, Colorado.
- Oyserman, D. (Sept, 2007) *Culture as situated cognition*. Keynote Address. German Social Science Infrastructure Annual Meeting (GEISIS). Mannheim, Germany
- Oyserman, D. (Sept, 2007) *Culture as situated cognition*. Keynote Address. Social Psychology Division of German Psychological Association., Freiberg, Germany
- Oyserman, D. (April, 2007). Invited talk. *Identity-based motivation*. School of Social Work. University of North Carolina at Chapel Hill.
- Oyserman, D. (December, 2006). *Priming independence and interdependence: What have we learned and what does it tell us about culture?* International Conference on Cultural Influences on Behavior. Hong Kong University of Science and Technology. Hong Kong.
- Oyserman, D. (October, 2006). *Possible selves and identity-based motivation*. Invited Address Society for Experimental Social Psychology, Identity pre-conference. Philadelphia, Pa.
- Oyserman, D. (June, 2006). *Beyond social categories -- How culture and racial-ethnic identities may matter*. NIDA OEA Workgroup: Cultural and Ethical Considerations in the NIH Review Process, Washington, DC.
- Oyserman, D. (May, 2006). *Relationships between self concept and social context*. Canadian Institute for Advanced Research, Successful

Societies Program, Chicago, Illinois.

- Oyserman, D. (February, 2006). *Possible selves and social identities: When and how they promote school performance*. Invited Address to the 23rd Annual Cross-Cultural Winter Roundtable for Psychology and Education, Teachers College, Columbia University, NY, NY.
- Oyserman, D. (October, 2005). Plenary Address, *Possible selves and racial ethnic identity: Antecedents and impact in adolescence*. Sundberg Conference, University of Oregon and Oregon Research Institute. Eugene, OR.
- Oyserman, D. (October, 2005). Invited Address. *Keeping the promise to at-Risk youth*. Children Uniting Nations Conference, Washington, DC.
- Oyserman, D. (September, 2005). Invited Address to the Education of Students in Poverty Project. Center for Advancing Research and Solutions for Society (CARSS), Ann Arbor, MI.
- Oyserman, D. (2004, October). Invited Address. Cross-Cultural Survey Research Symposium Sheth Foundation/Sudman Symposium, School of Business, Survey Research Center, Urbana-Champaign, Illinois.
- Oyserman, D. (2004, September). *The Role of Culture in IB Research*. Plenary presentation. The 2nd Annual Emerging Research Frontiers in International Business Studies Conference, Advancing IB Theories, Constructs, and Methods, Michigan State University, East Lansing, MI.
- Oyserman, D. (2004, March). *Social identity and academic engagement: Activating social identity to improve outcomes for low-income and minority youth*. Presidential invited address. Society for Research on Adolescence, Baltimore Maryland.
- Oyserman, D. (2002, July). *Self and Change*. A week long series of lectures as part of the Defense Department funded exchange between the University of Michigan-ISR and the University of Warsaw, Poland.
- Oyserman, D. (2001, July). *Using basic behavioral science to develop culturally competent interventions*. Research Approaches to Early Treatment and Preventive Intervention of Mental Disorders for Children and Adolescents. National Institute of Mental Health.
- Oyserman, D. (1999, May). *Development of self-perceptions*. National Research Council: Panel on Juvenile Crime.
- Oyserman, D. (1997, April). *Cultural Identity in multicultural society*: Keynote address. Dutch Multicultural and Pluriform Society Conference organized by the Dutch Scientific Organization (NWO) and the Kurt Lewin Institute.
- Oyserman, D. (1997, Aug). *Implications of Stereotyping for the Stereotyped*. Invited Symposium Society for the Psychological Study of Social Issues in conjunction with the American Psychological Association.

#### **Departmental colloquia and talks**

- Oyserman, D. (2025, April) Identity-based motivation and making sense of difficulty. Colloquium in the Society & Choice Series, University of Basel, Switzerland (via zoom).
- Oyserman, D. (2025, March) Reaping the benefits of investment in intervention research: Implementation fidelity, contexts, participants, and implementers: Why it matters for policy, theory, and practice. Center for Economic Research and Social Psychology Joint Brown Bag, University of Southern California, CA
- Oyserman, D. (2025, Jan) Identity-based motivation: Using identity to do more and better. Westpoint, United States Military Academy. Character Conversations: Exploring Fresh Ideas and Different Perspectives on Character Development.
- Oyserman, D. (2024, Oct). Identity-based motivation and making sense of difficulty. University of Chicago, Booth. Roman Family Center for Decision Research. Behavioral Science Workshop.
- Oyserman, D. (2024, September) Fluency revisited: Metacognitive experiences in judgment and decision making. 53rd DGPs Congress / 15th ÖGP Conference 2024 at the University of Vienna (Universitätsring 1, 1010 Vienna, Austria, <https://dgps2024.univie.ac.at/home-news/> )
- Oyserman, D. (2023, March). Identity-based motivation theory: doing more, better, faster. Marketing Group at the University of Edinburgh Business School, Edinburgh Scotland.
- Oyserman, D. (2022, April) Identity-based motivation theory. University of Tennessee, Knoxville
- Oyserman, D. (2018, Nov.) Identity-based motivation. Paris Descartes University, CPSC, Institute of Psychology, Paris, France.
- Oyserman, D. (2018, Nov.) Identity-based motivation. CNRS, Paris, France.
- Oyserman, D. (2018, Nov). Identity-based Motivation. Université Blaise Pascal, Clermont-Ferrand, France.
- Oyserman, D. (2018, April). Identity-based Motivation. Texas A & M, College Station, Tx.
- Oyserman, D. (2017, Nov) Culture three ways. University of Wisconsin, Madison, WI.
- Oyserman, D. (2017, Oct) Culture three ways. University of California, Irvine.
- Oyserman, D. (2017, May) Identity-based motivation. Psychological Interventions in Educational Settings, Stanford University.
- Oyserman, D. (2017, Feb). Identity-based motivation and health. ISPA, William James Research Center, Extraordinary Lecture Series. Lisbon, Portugal.
- Oyserman, D. (2017, Feb). Nuts and bolts of using edu-games and other technology-assisted intervention to improve academic success by increasing identity-based motivation. Invited Seminar. Annual Chaise

- Conference. The Research Center for Innovation in Learning Technologies. The Open University of Israel.
- Oyserman, D. (2017, Feb). Culture three ways: culture and subcultures within countries. Invited Seminar. Department of Management and Economics. The Open University of Israel.
- Oyserman, D. (2016, Dec) Identity-based motivation and inferences from experienced difficulty. Sante Fe Institute, Santa Fe, New Mexico
- Oyserman, D. (2016, May). Identity-based motivation: Implications for health and health disparities. Research Center for Group Dynamics, University of Michigan, Ann Arbor, MI.
- Oyserman, D. (2016, April). Identity-based motivation. University of California, Berkeley, School of Social Welfare, Departmental Talk.
- Oyserman, D. (2016, April). Identity-based motivation. University of California, Los Angeles, Social Psychology Brown Bag.
- Oyserman, D. (2015, Nov). When does the future begin? Human time vs. science time. Center for Law and Social Science, University of Southern California, Gould School of Law.
- Oyserman, D. (2015, Oct.) Culture-as-situated cognition: Implications of cultural fluency. Psychology Departmental Colloquium, Southwest University, Chongqing China.
- Oyserman, D. (2015, Oct.) Identity-based motivation. Social Psychology Brownbag. Southwest University, Chongqing China.
- Oyserman, D. (2015, Sept). Identity-based motivation. [Institute of Personality and Social Research \(IPSR\), University of California Berkeley, CA](#)
- Oyserman, D. (2014, December). The path from poverty to school success: Identity-based motivation. In seminar series "Promising Programs to Reduce Intergenerational Transmission of Poverty" Institute for Research on Poverty, University of Wisconsin, Madison.
- Oyserman, D. (2014, February). Culture as Situated Cognition. Department of Psychology, Psychology Diversity Science Initiative Lecture Series. University of California, Los Angeles.
- Oyserman, D. (2013, October). Culture as Situated Cognition. Department of Psychology, Stanford, California.
- Oyserman, D. (2013, May). Identity-based motivation. Grenoble University, Department of Psychology. Grenoble, France.
- Oyserman, D. (2013, April). Culture as situated cognition. Virginia Tech University, Business School.
- Oyserman, D. (2013, March). Identity-based motivation: When small interventions can have large effects. Institute for Social Research, University of Michigan, Survey Research Center, Inequality Working Group

- Oyserman, D. (2013, March) Identity-based motivation: When small interventions can have large effects. University of Southern California, School of Education.
- Oyserman, D. (2013, February) Culture as situated cognition. University of Southern California, Department of Psychology.
- Oyserman, D. (2013, February) Social stratification consequences and implications of identity-based motivation. Research Center for Group Dynamics. University of Michigan.
- Oyserman, D. and Nurra, C. (2012, September) When does the future self matter? Bridging the gap between imagining the future and doing something about it. Thinking Back, Looking Forward: Perspectives on Mental Time Travel Interdisciplinary Symposium hosted by the Department of Comparative Literature, University of Michigan, Ann Arbor.
- Oyserman, D. (2012, April). Culture as fluency cue. Psych and Econ Day, Joint Symposium, Departments of Economics and Psychology, University of Michigan, Ann Arbor
- Oyserman, D. (2012, March). Culture as situated cognition. Hong Kong University of Science and Technology, Business School Marketing Department.
- Oyserman, D. (2012, March). Culture as situated cognition. Chinese University of Hong Kong, Business School Marketing Department.
- Oyserman, D. (2012, March). Culture as fluency cue. Polytechnic University of Hong Kong, Psychology Symposium.
- Oyserman, D. (2011, June). Identity-based motivation: Implications for judgment, intervention, and behavior. University of Wurzburg, Psychology
- Oyserman, D. (2011, May). Culture as situated cognition. Max Planck Institute, Berlin, Germany.
- Oyserman, D. (2011, April). Identity-based motivation: Small interventions can have big effects. The Ohio State University, Sociology Colloquia.
- Oyserman, D. (2011, April). Culture as situated cognition, The Ohio State University, Social Psychology Colloquia.
- Oyserman, D. (2011, Feb). *Identity-based motivation: Implications for intervention*. University of Pittsburgh, Psychology Departmental Colloquium.
- Oyserman, D. (2010, Oct). *Culture as Situated Cognition* Psychology Department, Peking University, Beijing, China.
- Oyserman, D. (2010, April) *Culture as Situated Cognition* Psychology Department, Colloquia Series, University of California San Diego, San Diego, CA.

- Oyserman, D. (2010, April) *Identity-based motivation: Implications for School Outcomes and Social Work Interventions*. School of Social Work, University of North Carolina at Chapel Hill, Chapel Hill, NC.
- Oyserman, D. (2010, February) *Identity-based motivation: Implications for action-readiness and procedural readiness*. Social Psychology, University of California Irvine, Irvine, California.
- Oyserman, D. (2009, November) *Identity-based motivation*. Psychology Department, Distinguished Speaker Colloquia Series, University of California at Santa Cruz, Santa Cruz, CA
- Oyserman, D. (2009, October). *Culture as Situated Cognition*. Center for Advanced Study in the Behavioral Sciences, Stanford University, Palo Alto, CA.
- Oyserman, D. (2009, October). *Identity-based motivation*. Developmental Psychology. Stanford University, Palo Alto, CA.
- Oyserman, D. (2009, September). *Culture as Situated Cognition*, Social Psychology, Stanford University, Palo Alto, CA.
- Oyserman, D. (2009, April) *Culture as situated cognition: Implications for marketing*. Colloquium, Business School, Marketing Department, Hong Kong City University of Science and Technology, Hong Kong, SAR China
- Oyserman, D. (2009, April) *Culture as situated cognition: Implications for applied social science*. Colloquium, Department of Applied Social Sciences, Polytechnic University of Hong Kong, Hong Kong, SAR China
- Oyserman, D. (2009, April) *Culture as situated cognition*. Colloquium, Department of Psychology, City University of Hong Kong, Hong Kong, SAR China.
- Oyserman, D. (2008, October) *Harnessing possible selves: Identity-based motivation and academic outcomes*. Combined Program in Education and Psychology, 50<sup>th</sup> Anniversary Celebration Talk, University of Michigan, Ann Arbor, MI.
- Oyserman, D. (2008, July) *Culture as situated cognition*. University of Marberg, Department of Psychology, Marberg, Germany.
- Oyserman, D. (2008, June) *Culture as situated cognition*. University of Vienna, Department of Psychology, Vienna, Austria.
- Oyserman, D. (2008, March). *Identity-based motivation and academic attainment*. University of North Carolina at Chapel Hill, School of Social Work, Chapel Hill, North Carolina
- Oyserman, D. (2008, March). *Culture as situated cognition*. University of North Carolina at Chapel Hill, School of Social Work, Chapel Hill, North Carolina.
- Oyserman, D. (2008, Feb). *Culture as situated cognition*. Department of Social Welfare, University of California, Los Angeles (UCLA).

- Oyserman, D. (2007, Dec) *Identity-Based Motivation and Academic Outcomes*. Research Center for Group Dynamics, University of Michigan
- Oyserman, D. (2007, November). *Fitting in matters: Identity-based motivation*. Social Psychology Area, Michigan State University
- Oyserman, D. (Sept, 2007). *Identity-based motivation and health promotion*. 2007 Center for Health Communications Research (CHCR) Seminar Series, University of Michigan.
- Oyserman, D. (2007, April). Departmental colloquium. *Identity-based motivation*. Department of Marketing. Hong Kong University of Science and Technology, Hong Kong, SAR China.
- Oyserman, D. (2007, April). Departmental colloquium. *Culture as situated cognition*. Department of Management of Organizations, Hong Kong University of Science and Technology, Hong Kong, SAR China.
- Oyserman, D. (2007, April). Departmental colloquium. *Culture as situated cognition*. Department of Marketing, National University of Singapore, Singapore.
- Oyserman, D. (2007, March). *Culture as situated cognition*. Departmental Research Seminar. Department of Psychology. The Chinese University of Hong Kong.
- Oyserman, D. (2006, November) *Identity-based motivation and positive youth development*. Beer Sheva University of the Negev. School of Education. Faculty symposium.
- Oyserman, D. (2006, November) *Identity-based motivation*. Tel Aviv University. School of Education. Faculty symposium.
- Oyserman, D. (2006, October). *Culture as situated cognition*. Hebrew University of Jerusalem. Department of Psychology, Social Psychology invited symposium.
- Oyserman, D. (2006, October) *Identity-based motivation: possible selves and racial-ethnic identity*. School of Social Service Administration, University of Chicago.
- Oyserman, D. (2006, October) *Identity-based motivation: possible selves and the short-term 'how' and the long term 'why' of self-regulation*. RW Johnson Clinical Scholars Colloquia, Medical School, University of Michigan.
- Oyserman, D. (2005, April). *Individualism and Collectivism: Self-Construal, Cognition, and Communication*. Management Departmental Colloquia, Business School, Columbia University.
- Oyserman, D. (2004, May). *Rethinking Individualism and Collectivism: Self-Construal, Cognition, and Communication*. Psychology, Departmental Colloquia. Hong Kong University, Hong Kong.
- Oyserman, D. (2004, May). *Culture as perceptual lens*. Chinese University of Hong Kong, Hong Kong.

- Oyserman, D. (2004, May). *Rethinking Individualism and Collectivism*. Hong Kong University of Science and Technology, Marketing Department, Hong Kong.
- Oyserman D. (2004, April). *Rethinking Individualism and Collectivism: Evaluation of Theoretical Assumptions, Meta-Analyses, and Working Model for Future Research*. Invited Address. Duke Center for International Business Research and Education, Duke University Business School, Raleigh-Durham.
- Oyserman, D. (Jan, 2004). Discussant *cultural history of race and schizophrenia*, (J. Metzl, presenter) in Bioethics Values & Society Faculty Seminar, Sponsored by the Life Sciences, Values & Society Program and the Bioethics Program.
- Oyserman, D. (Nov, 2003). *Racial-ethnic identity schemas*. Psychology Departmental Colloquium, University of Western Ontario, London, Canada.
- Oyserman, D. (Nov, 2003). *Self-regulation does not require self-esteem but may produce it*. Research Center for Group Dynamics Seminar, University of Michigan.
- Oyserman, D. (2003, May) *'Looking black' not 'acting white'*. 'Panel Research on Black Americans, Spring Symposium. University of Michigan, Institute for Social Research.
- Oyserman, D. (2003, March). *Changing possible selves changes school success: Two year effects of the School-to-Jobs preventive intervention*. University of Michigan, School of Social Work
- Oyserman, D. (2003, March). *From persuasion to action: Improving school behavior*. University of Michigan, Business School.
- Oyserman, D. (2001, Jan). *The self as motivational resource*. University of Michigan, Survey Research Center.
- Oyserman, D. (2000, Dec). *Using self-concept theories to motivate behavioral change: The School-to-Jobs Intervention*. Stanford University, Psychology Department, Culture Workgroup.
- Oyserman, D. (2000, Oct). *How we think about ourselves influences how we think*. Stanford University, Psychology Department.
- Oyserman, D. (2000, April). *Self focus influences behavior*. Institute for Social Research, Research Center for Group Dynamics, University of Michigan.
- Oyserman, D. (2000, April) *Racial identity, possible selves and academics*. Department of Psychology, Duke University.
- Oyserman, D. (2000, March). *How you think about yourself influences how you think*. School of Social Work, University of Michigan (Brown Bag).
- Oyserman, D. (1999, Nov) *Who am I and where do I belong?: Racial identity, possible selves and school involvement*. Department of Psychology and Child Studies Center, Yale University.

- Oyserman, D. (1998, Dec) *Ethnic minority identity: accommodation, opposition, and other resolutions*. Combined Program in Education and Psychology Colloquium, University of Michigan.
- Oyserman, D. (1998, Nov) *Subjective well-being in cultural context*. Mental Health Training Seminar, Sociology, University of Michigan.
- Oyserman, D. (1998, Oct.). *Why should cultural frame influence subjective well-being and life satisfaction?* Group Dynamics Seminar, Institute for Social Research, University of Michigan.
- Oyserman, D. (1996, Nov.). *Pathways for youth: possible selves in the adolescent transition*. Psychology Departmental Colloquium University of Waterloo.
- Oyserman, D. (1996, April). *Possible selves and the adolescent transition in cultural context*. Electrical Engineering and Computer Science Departments, University of Texas at El Paso.
- Oyserman, D. (1996, Mar). *Qualitative research on identity*. Culture and Cognition Program, University of Michigan.
- Oyserman, D. (1996, Feb.). *Adolescent transitions: The role of gendered ethnic identity*. Psychology Department, Michigan State University.
- Oyserman, D. (1996, Jan). *Social identity, possible selves, depression and achievement*. Culture and Cognition Program, University of Michigan.
- Oyserman, D. (1995, Dec.). *Possible selves, gendered ethnic identity and adolescent achievement*. Psychology Department, University of Amsterdam.
- Oyserman, D. (1994, Jan). *A socially contextualized model of African American Identity*. Group Dynamics Seminar, Institute for Social Research, University of Michigan.
- Oyserman, D. (1993, June). *Perspectives on the sociocultural self*. Psychology Department, Queens University, Belfast, N. Ireland.
- Oyserman, D. (1993, June). *Empirically based clinical practice: Development and implementation of a clinical information system*. School of Social Work, Queens University, Belfast, N. Ireland.

### **Conference Presentations**

- Burbidge, A. & Oyserman, D. (May 2025). Shift or engage: between- and within-person variability in the procedural-readiness aspects of identity-based motivation Paper presented at the Association for Psychological Science Annual Convention, Washington, D.C.
- Choi, S. Y. & Oyserman, D. (Feb 2025). To let go or to hold on: Interpretations of difficulty shape goal disengagement and sunk cost decisions. Society for Personality and Social Psychology, Denver, CO.
- Haque, O. & Oyserman, D. (Feb. 2025). Ease may only weaken *your* character, not mine. Society for Personality and Social Psychology, Denver, CO.

- Choi, S. Y. & Oyserman, D. (Nov 2024) Can I make the time or is it running out? inferences from metacognitive experiences (poster), Society for Judgment and Decision-making 2024 Conference, New York, NY.
- Jeon, A., Y. & Oyserman, D. (Nov, 2024). Decoding ambiguity: The role of collectivism in meaning-making. (poster), Society for Judgment and Decision-making 2024 Conference., New York, NY.
- Wingert, K. M., Oyserman, D., Ball, B. H. (May 23-26 2024). Metacognitive experience of difficulty and cognitive abilities. In K. M. Wingert (Chair) *Fueling the flame: Mechanisms and factors that promote learning* [Symposium]. Annual APS Convention. San Francisco, CA.
- Burbidge & Oyserman (Feb 2024) What does task-based difficulty imply today? Daily diary methods reveal consequences of difficulty-as-impossibility and difficulty-as-importance. Poster. *Society for Personality and Social Psychology*, San Diego, CA.
- Choi, S. Y. K. & Oyserman, D (Feb 2024). If it feels hard, can I find the time to do anything about it? Interpretations of difficulty shape beliefs about time. Poster. *Society for Personality and Social Psychology*, San Diego, CA.
- Haque, O. & Oyserman, D (Feb 2024). Taking the easy route may undermine your character (not mine). Poster. *Society for Personality and Social Psychology*, San Diego, CA.
- Hughes, M, Burbidge, A., & Oyserman, D. (Feb 2024). Research assistant morale in field studies. Poster. *Society for Personality and Social Psychology*, San Diego, CA.
- Jeon, A. Y. & Oyserman, D. (Feb 2023). How and when collectivism shapes processing of ambiguous messages. Society for Personality and Social Psychology, San Diego, CA.
- Jeon, A. Y. & Oyserman, D. (Nov 2023) How and when collectivism shapes processing of ambiguous messages. Poster. *Psychonomic Society* 64th. Annual Meeting. San Francisco, CA.
- Choi, S. Y. K., & Oyserman, D. (Oct 2023). Can I make the time or is time running out? The role of metacognitive experiences of difficulty. Competitive Paper. *Association for Consumer Research Annual Conference*, Seattle WA.
- Bachmakova, M., Kiper, G., Oyserman, D., & Schwarz, N. (Feb 2023). Do difficulty mindsets moderate inferences from metacognitive

- experience? Poster. Society for for Personality and Social Psychology Annual Conference, Atlanta GA.
- Burbidge., A., Oyserman, D., Sorensen, N., & Bae, M. (2023, Feb). Teachers can provide high-quality, identity-based motivation support across educational contexts. Poster. Society for for Personality and Social Psychology Annual Conference, Atlanta GA.
- Choi, S. Y. K., & Oyserman, D. (2023, Feb). Can I make the time or is time running out? That depends in part on how I think about difficulty. Poster. Society for for Personality and Social Psychology Annual Conference, Atlanta GA.
- Dawson, A., & Oyserman, D. (2023, Feb). A classroom is like a game. Poster. Society for for Personality and Social Psychology Annual Conference, Atlanta GA.
- Haque, O., & Oyserman, D. (2023, Feb). Developing measures of difficulty-as-improvement and ease-as-debilitation, the belief that life's difficulties can build character and that taking the easy path corrodes it. Poster. Society for for Personality and Social Psychology Annual Conference, Atlanta GA.
- Jeon, A. & Oyserman, D. (2023, Feb). The asymmetrical effect of hearing from the underdogs. Data Blitz talk, Political Psychology Preconference, Society for Personality and Social Psychology Annual Conference, Atlanta GA.
- Kiper, G., Newman, D., & Oyserman, D. (2023, Feb). Believing that difficulties are character-building supports wellbeing and positively frames daily life. Poster. Society for for Personality and Social Psychology Annual Conference, Atlanta GA.
- Malekabadi, F. M. & Oyserman D. (2023, Feb). Difficulty-as-improvement mindset across time and cultures. Poster, Historical Psychology Preconference, *Society for Personality and Social Psychology Annual Conference*, Atlanta, GA.
- Oyserman, D. (2022, Feb) Organizer, Symposium A culturally sensitive perspective on making sense difficulty: Universal themes and cultural variability. *Society for Personality and Social Psychology Annual Conference* San Francisco [virtual].
- \*Jeon, A. Y., & Oyserman, D. (2022, June). Accessible Perspective Matters in Shaping Downstream Judgments of the Subordinate. *Society for the Psychological Study of Social Issues Conference*, San Juan, Puerto Rico.

- \*Jeon, A. Y., & Oyserman, D. (2022, February). #BLM or #ALM: Accessible Perspective Shapes Downstream Judgment Even for People High in Social Dominance. Poster. *Society of Personality and Social Psychology Annual Conference*, San Francisco, CA.
- \*Kiper, G., \*Atari, M., \*Yan, V., & Oyserman, D. (2022, Feb). The upside: how people make sense of difficulty matters during a crisis. Paper in A culturally sensitive perspective on making sense difficulty: Universal themes and cultural variability (Oyserman, D. organizer). *Society for Personality and Social Psychology Annual Conference San Francisco* [virtual].
- \*O'Donnell, S. C., \*Yan, V., Bi, C., & Oyserman, D. (2022, Feb.) Is difficulty mostly about impossibility? What difficulty implies may be culturally variant. Paper in A culturally sensitive perspective on making sense difficulty: Universal themes and cultural variability (Oyserman, D. organizer). *Society for Personality and Social Psychology Annual Conference San Francisco* [virtual].
- Oyserman, D., \*Kiper, G., \* Atari, M., & \*Yan, V. (2022, Feb). Difficulty-as-improvement: a culture-based way of understanding life's difficulties. Paper in A culturally sensitive perspective on making sense difficulty: Universal themes and cultural variability (Oyserman, D. organizer). *Society for Personality and Social Psychology Annual Conference San Francisco* [virtual].
- \*Burbidge, A., Zhu, S., Cheung, S. H., Oyserman, D. (2022, Feb). How will my life unfold? How high-stakes testing affects children. *Society for Personality and Social Psychology Annual Conference San Francisco*
- \*Kiper, G., \*Atari, M., Yan, V. X., & Oyserman, D. (2021, February). Difficulty mindsets shape meaning-making and behaviors related to COVID-19 [Data blitz]. Existential Psychology Preconference, *Society for Personality and Social Psychology 2021 Annual Conference* (virtual, data blitz).
- \*O'Donnell, S. C. & Oyserman, D. (Oct, 2021). Bridging possible identities. Paper in Meta-cognitive self-regulation (P. Carroll, organizer). *Society for Experimental Social Psychology Annual Conference*, Santa Barbara, CA (virtual).
- \*Kiper, G., \*Atari, M., Yan, V., & Oyserman, D. (2021, February). Difficulty mindsets affect meaning-making and behaviors in pandemic times *Society for Personality and Social Psychology*, Austin, TX (virtual, poster presentation).
- Oyserman, D. (Feb, 2021). Identity-based motivation: from Experiments to interventions to scale. In the Preconference, *Intervention Science*:

- Harnessing Psychology to Address Real-World Social Problems. *Society for Personality and Social Psychology*, Austin, TX (virtual).
- Nurra, C., Oyserman, D., & Nunez-Regueiro, F. (July, 2020). When does a future self impel action? Feeling of connection between the current and the future self: a reciprocal effect. 19th *General Meeting of the European Association for Personality and Social Psychology*. Krakow, Poland.
- Lin, Y. Zhang, C. & Oyserman, D. (May, 2020). Seeing meaning when none exists: collectivism increases belief in claims with no truth value. Poster presented at 32nd Association for Psychological Science Annual Convention, Chicago.
- \*Kiper, G., \*Atari, M., Yan, V., & Oyserman, D. (Feb, 2020). Freeing the mind for creativity: Difficulty-as-sanctifying mindset. *Society for Personality and Social Psychology*, New Orleans, LA.
- Oyserman, D., \*O'Donnell, C. S., \*Wingert, K., & Sorensen, N. (Jan, 2020). Interventions matter through two channels: Students and classmates. Poster presented at the *Institute for Education Science Annual PI Meeting*, Washington, DC.
- Oyserman, D. (Oct, 2019). We think (and act) this way, so it is probably true: how culture and identity-based motivation shape effectiveness of persuasive attempts. in the symposium it feels true! intuitive processes in the acceptance and rejection of (mis)information (N. Schwarz, Chair). *Society for Experimental Social Psychology*, Toronto CA.
- Nurra, C., Oyserman, D., & Nunez-Regueiro, F. (Sept, 2019). Feeling of connection between present self and future self and action toward the future self : a reciprocal effect. Talk in Parallel Session: Self. 21st *European Social Cognition Network: Transfer of Knowledge Conference*, Bordeaux, France.
- Oyserman, D. (June 2019). The siren call of fake news: Identity-based motivation shapes what we believe, share, and accept. *Cologne Social Cognition Meeting*, Cologne, Germany.
- Sorensen, N., Eisner, R., Oyserman, D., & Walters, K. (April, 2019). The role of identity-based motivation in teachers' advanced math course placement decisions. In the *Symposium Access to accelerated mathematics course-taking in middle school and beyond* (organizers: D. Miller & N. Sorensen). American Educational Research Association, Toronto, Canada
- Fisher, O. & Oyserman, D. (Feb, 2019). When the going gets tough: How social class effects interpretations of experienced difficulty. In Symposium *The Psychological Consequences of Social Class for Cognition and Motivation* (organizers: O. Fisher and D. Oyserman). Society for Personality and Social Psychology, Portland, OR.

- \*Horowitz, E., Oyserman, D., Dehghani, M., & Sorensen, N. (Feb 2019). Using machine learning to harness the predictive power of possible selves. Society for Personality and Social Psychology, Portland, OR.
- \*Kiper, G., \*Atari, M., \*Yan, V., & Oyserman, D. (Feb, 2019). Sanctification of experienced difficulty: When difficulties make one a better person. *Society for Personality and Social Psychology*, Portland, OR.
- \*O'Donnell, S. C., Oyserman, D., Sorensen, N., & \*Wingert, K. (Feb, 2019). School is for us and we can do it: receiving an identity- based motivation intervention with fidelity changes students' difficulty mindsets. Poster presented at Society for Personality and Social Psychology, Portland, OR.
- \*Kiper, G., \*Atari, M., \*Yan, V., & Oyserman, D. (Sept, 2018). Sanctification of Experienced Difficulty: When Difficulties Build One's Character and Enhance One's Soul. Poster presented at the International Mind, Brain and Education Society Conference, Los Angeles, CA.
- Ausdemore, J., Ehret, P., & Oyserman, D. (Oct, 2018). Students who engage more in digital *Pathways* end the school year being more engaged and less disruptive in their classes. poster presented at USC Kortschak Center for Learning and Creativity Undergraduate Research Symposium.
- Lin, Y. & Oyserman, D. (May, 2018) Upright and Honorable: Representing Honor and Dishonor in Space. In symposium *Cultural Perspectives on Judgment and Decision-Making: Beyond Individualism and Collectivism* (organizers: K. Wu & D. Dunning). Association for Psychological Science Annual Meeting, Boston, MA.
- Sorensen, N., Oyserman, D., Eisner, R., Yoder, N, & \*Horowitz, E. (March, 2018). *Pathways to Success: Developing and Testing a Scalable Identity-Based Motivation Intervention in the Classroom*. Paper presented at the Society for Research on Education Effectiveness, Washington, D.C.
- \*Horowitz, E. & Oyserman, D. (March, 2018). Understanding teachers' metacognitive experiences to increase the utility of teacher feedback. Flash talk In symposium: The social and personality psychology of scaling up. (Oyserman, Lewis, Yan co-organizers). Society for Personality and Social Psychology Annual Meeting, Atlanta, GA.
- \*Lin, Y., \*Davani, A., Dehghani, M., & Oyserman, D. (March, 2018) *Situating honor in moral contexts*. Flash talk. Preconference. Society for Personality and Social Psychology Annual Meeting, Atlanta GA.

- \*Lin, Y., Oyserman, D., & Arieli, S. (March, 2018). *Cultural fluency means all is right with the world*. In symposium: Culture in a Globalizing World (K. Wu & E. Chang, co-organizers). Society for Personality and Social Psychology Annual Meeting, Atlanta, GA.
- \*O'Donnell, C. & Oyserman, D. (March, 2018). *Unskilled and unaware: Using insights from social psychology to create common ground in intervention scale-up*. Flash talk In symposium: The social and personality psychology of scaling up. (Oyserman, Lewis, Yan co-organizers). Society for Personality and Social Psychology Annual Meeting, Atlanta, GA.
- Oyserman, D., Lewis, N., & \*Yan, V. (March, 2018). *The social and personality psychology of scaling up*. In symposium: The social and personality psychology of scaling up. (Oyserman, Lewis, Yan co-organizers). Society for Personality and Social Psychology Annual Meeting, Atlanta, GA.
- Oyserman, D. & Sorensen, N. (March, 2018). *Identity-based motivation in the classroom*. In symposium: The social and personality psychology of scaling up. (Oyserman, Lewis, \*Yan co-organizers). Society for Personality and Social Psychology Annual Meeting, Atlanta, GA.
- Wang, P. Wang, C., Smith, P., & Oyserman, D. (March, 2018). *Eagerly pursuing honor, ignoring potential pitfalls: honor values are associated with promotion focus* (Poster). Society for Personality and Social Psychology Annual Meeting, Atlanta, GA.
- Oyserman, D. (Oct., 2017) *Identity-based motivation: Dynamic construction, action-readiness, and procedural-readiness*. In symposium Preparedness in social judgment and behavior (organizers: P. Carroll & P. Briñol). Society for Experimental Social Psychology Annual Meeting, Boston, MA.
- Oyserman, D. & Nurra, C. (April, 2017) *From future self to current action*. In symposium *The importance of envisioning the future: Development and adaptive function* (organizers: C. Coughlin & S Ghetti). SRCD Biennial Meeting Austin, Texas.
- Lewis, N. A., Jr., & Oyserman, D. (2017, January). Using identity-Based motivation to reduce health disparities. In symposium *Misperceptions and Missed Connections: Mechanisms that Perpetuate Health Disparities* (organizers: V. Derricks-Mosher & A. Earl). Society for Personality and Social Psychology, San Antonio, TX.

- \*Fisher, O & Oyserman, D. (2017, Jan). Making sense of the relationship between place in social hierarchy and health disparities: An identity-based motivation perspective (poster). *Society for Personality and Social Psychology*, San Antonio, TX.
- \*Lin, Y. & Oyserman, D. (2017, Jan). Upright and honorable: representing honor and dishonor in space. (poster). *Society for Personality and Social Psychology*, San Antonio, TX.
- \*Walman, M., \*Yan, V. X. & Oyserman, D. (2017, Jan). Am I That Kind of Learner? Guiding Interpretations of Experienced Difficulty to Enhance Desirably Difficult Learning (poster). *Society for Personality and Social Psychology*, San Antonio, TX.
- \*Yan, V. X. & Oyserman, D. (2017, Jan). Misinterpreting experienced difficulty as impossibility rather than importance undermines teaching and learning (poster). *Society for Personality and Social Psychology*, San Antonio, TX.
- \*Yan, V. X., Bjork, R. A., Bjork, E. L., & Oyserman, D. (2016, Nov). Does priming productive interpretations of difficulty support engagement in desirably difficult learning? Psychonomics (poster). Boston, MA.
- Oyserman, D. & \*Fisher, O. (Oct, 2016). Identity-based motivation and health. In Symposium: The role of intergroup relations in mental and physical health disparities: Experimental social psychological evidence (organizers N. Hagiwara & L. M. Rivera). Society for Experimental Social Psychology. Santa Monica, CA.
- \*Lin, Y. & Oyserman, D. (2016, July) When all is right with the world: Cultural fluency influences endorsement of the inherence heuristic (poster). *International Congress of Psychology*, Yokohama, Japan.
- Oyserman, D. (May, 2016) When does the future begin? Identity-based motivation. In Invited Symposium: Pulled by the Future: Prospection's Role in Social Judgment and Behavior. Association for Psychological Science, Annual Convention, Chicago, IL.
- Oyserman, D. (May, 2016) Identity-based motivation, implications for health. In Symposium Health in Context: New Perspectives on Healthy Thinking and Healthy Living (organizers A. Earl and N. Lewis, Jr). Association for Psychological Science, Annual Convention, Chicago, IL.
- Oyserman, D. & \*Novin, S. (May, 2016). In the Name of Honor: Activated honor mindsets matter even if honor is not valued. In symposium The Consequences and Cognitive Mechanics of Large Scale Social

- Constructs (organizer, Ran Hassin). Association for Psychological Science, Annual Convention, Chicago, IL.
- Oyserman, D. (May, 2016). Identity-based motivation. Tenth Triennial Invitational Choice Symposium. Lake Louise, Canada.
- Oyserman, D. (May, 2016). Identity-based motivation. Los Angeles Behavioral Economics Lab and Institute for Economic Policies Research, Sixth Annual Conference "Understanding cognition and decision making by children". University of Southern California, Los Angeles.
- Oyserman, D., \*Novin, S., \*Smith, G. C., \*Elmore, K., \*Nurra, C. (Oct, 2015). From difficulty to possibility: interpretation of experienced difficulty, motivation and behavior. In Symposium Consumer Wellbeing: Interpreting Difficulties, Being Resilient, Extending Forgiveness, and Pursuing a "Fresh Start" (Organizer, Linda Price). Association for Consumer Research, New Orleans, LA.
- Oyserman, D., & \*Horowitz, E. (Sept, 2015). See it, be it or maybe later? Why possible selves sometimes, but not always motivate action. In Symposium The Dimensions of Self-Focus: Implications for behavior, emotion and the brain. (Organizer, Jordan Leitner) Society for Experimental Psychology, Boulder Colorado.
- Oyserman, D. (May, 2015). Discussant Start Now or Wait Until Later? Future Mental Time Travel and Motivational Consequences (Symposium Organized by N. Lewis and D. Oyserman), Association for Psychological Science, New York, NY.
- \*Lewis, N. & Oyserman, D. (May, 2015). When does the future begin? In Symposium Start Now or Wait Until Later? Future Mental Time Travel and Motivational Consequences (Symposium Organized by N. Lewis and D. Oyserman), Association for Psychological Science, New York, NY.
- Oyserman, D., \*Lam, B., Chen, S., & \*Novin, S. (March, 2015), Accessible individualistic and collectivistic mindsets and complex reasoning . In Symposium Cultural Mindsets and Cognition (S. Novin & L. Krabbendam,co-organizers) *International Convention of Psychological Science* (ICPS), Amsterdam, NL
- \*Lewis, N. & Oyserman, D. (Feb, 2015). When does the future begin? Temporal granularity and psychological relevance of the future self. (poster) *Society for Personality and Social Psychology*, Long Beach, CA.
- Nurra, C. & Oyserman, D. (Feb, 2015). The future does not have to be near, it has to feel near: experienced temporal distance impacts felt connection between present and future self and investment in this

- future. (poster) *Society for Personality and Social Psychology, Long Beach, CA.*
- \*Lewis, N. & Oyserman, D. (November, 2014) Why small changes in child and family assets may have large consequences: identity-based motivation talk presented in (Shank, T. organizer) Symposium: From theory to practice: Lessons from Child Development Accounts. Association for Public Policy & Management (APPAM) Albuquerque, NM
- Oyserman, D. (October, 2014). Culture as situated cognition. In Symposium From culture as stable to culture as situated and malleable by context (D. Oyserman and K. van den Bos co-organizers). *Society for Experimental Social Psychology, Columbus, OH.*
- Oyserman, D. (September, 2014). Inferences from task difficulty: Metacognition and identity based motivation. Exploratory Conference on Metacognitive Diversity. Ecole Doctorale Philosophie et Sciences Sociales, EHESS, Institut Jean Nicod (EHESS-ENS-CNRS), Paris.
- Oyserman, D. (August, 2014). Making positive change in the classroom possible through identity-based motivation. In Symposium Complex Dynamic Systems Approach to Self and Motivation in Educational Settings: Promises and Challenges (A. Kaplan and J. Garner, Co-Organizers). *American Psychological Association, Division 15 (Educational Psychology) Washington, DC.*
- \*Elmore, K. & Oyserman, D. (2014, Feb). Interpretations of difficulty at school: The motivational impact of seeing difficult tasks as important, not impossible. (poster). *Society for Personality and Social Psychology, Austin, TX.*
- \*Lewis, N.. & Oyserman, D. (2014, Feb). Will I begin in 30 days or in a month? The effects of temporal framing on motivation to act. (poster). *Society for Personality and Social Psychology, Austin, TX.*
- \*Smith, G. & Oyserman, D. (2014, Feb). Just not worth my time? Experienced difficulty and time investment. (poster). *Society for Personality and Social Psychology, Austin, Texas.*
- \*Elmore, K. & Oyserman, D. (2014, Jan). When the going gets tough: Intervention to change adolescents' interpretations of difficulty at school. *Society for Social Work Research, San Antonio, TX.*
- \*Destin, M. & Oyserman, D. (2013, Sept). How socioeconomic contexts influence identity and motivation for youth in "Turning the Tables in Context: Examinations of Non-Dominant Group Members' Perspectives on Intergroup Attitudes, Identity, & Motivation" (J Richeson and K Olson co-organizers). *Society for Experimental Social Psychology, Berkeley, CA*
- Oyserman, D. (2013, Sept). Culture influences how Corporate Social Responsibility is perceived but in what way. Discussant *China India Insights Conference, New York, NY.*

- McDonagh, E., Schwarz, N. Oyserman, D., & Koole, S. (2013, August) Priming familial government: care-work, collectivism, and attachment. In "Framing, Priming, and Political Choice." *American Political Science Association*, Chicago, Ill.
- Oyserman, D. (2013, June). Discussant for Symposia "Sociocultural approaches to values, academic engagement, and health" (V. S. Y. Kwan, Organizer). *International Association for Cross-Cultural Psychology*, Los Angeles, CA.
- Landau, M., Oyserman, D., \*Keefer, M. J., & Smith, G. E. (2013, Jan). On the road: identity-based motivation, conceptual metaphor, and academic engagement Paper presented in symposium Shifting processes of evaluation, affect, and motivation through bodily and metaphorical cues (Janina Steinmetz, Spike W.S. Lee Organizers). *Society for Personality and Social Psychology*, New Orleans, LA.
- Oyserman, D. (2013, Jan). Identity-based motivation: implications for health and health disparities. Paper presented in symposium The meanings justify the ends: the effects of group identity and social meaning on attitudes and behavioral choices (Timothy Hayes, Wendy Wood Organizers). *Society for Personality and Social Psychology*, New Orleans, LA.
- Lam, C. P. B., Chen X. S., Novin, S., & Oyserman D. (2013, Jan). Getting smarter in just a minute: accessible individualistic mindset improves Raven's Matrix Performance. (Poster) *Society for Personality and Social Psychology*, New Orleans, LA.
- Nurra, C., & Oyserman, D. (2013, Jan). I'll be an adult at 21, does that matter for my math now when I am just 9?. (Poster) *Society for Personality and Social Psychology*, New Orleans, LA.
- Smith, G. C., & Oyserman, D. (2013, Jan). The influence of interpretations of difficulty on engagement with academic and health behaviors. Poster presented at the *Society for Personality and Social Psychology*, New Orleans, LA.
- Wondra, J., Novin, S., & Oyserman, D. (Jan, 2013). Getting more capable in just a minute: accessible collectivistic mindset improves perceptual perspective-taking skills. Poster presented at the *Society for Personality and Social Psychology*, New Orleans, LA.
- Oyserman, D. & \*Destin, M. (2013, Jan). The context-sensitive power of possible selves. Paper presented in symposium "Contexts where "people like me" succeed: Using the Identity-based Motivation theory to connect possible selves and behavior among diverse adolescents" (Kristen Elmore, organizer) *Society for Social Work and Research*, San Diego, CA.
- Oyserman, D., \*James, L., \*Smith, G. E., & \*Varnum, M. (2013, Jan). Give up or get going? Motivational effects of accessible uncertainty about self

- and world. Paper presented in symposium Explaining Economically Distressed Children's Educational and Career Choices: The Role of Financial Resources, Motivation, and School Characteristics (William Elliott III organizer) *Society for Social Work and Research*, San Diego, CA.
- Landau, M., Oyserman, D., \*Keefer, M. J., & \*Smith, G. E. (2012, Oct). On the road: Identity-based motivation, conceptual metaphor, and academic engagement, Paper presented in symposium Will any path do?: Integrating identity, conceptual metaphor, metacognition, and culture to predict academic performance (Mark J. Landau and Daphna Oyserman organizers). *Society for Experimental Social Psychology*, Austin, Tx.
- Oyserman, D. (2012, Oct). Seeing the destination but not the path. Paper presented in symposium Will any path do?: Integrating identity, conceptual metaphor, metacognition, and culture to predict academic performance (Mark J. Landau and Daphna Oyserman organizers). *Society for Experimental Social Psychology*, Austin, Tx.
- \*Wang, C., Oyserman, D. Liu Q., Li, H., & Han, S. (2012, June). The culturally situated brain: Self-construal priming modulates the default mode activity. 18th Annual Meeting of the Organization for Human Brain Mapping, Beijing, China
- \*Novin, S., \*Elmore, K., & Oyserman, D. (2012, May). From school difficulty to school possibility: Identity-based motivation and interpretation of difficulty in succeeding. (Poster) *Society for Personality and Social Psychology*.
- \*Destin, M. & Oyserman, D. (2012, April). How to excite school motivation and open pathways to future Talk in Symposium (organizer D Yeager) *American Educational Research Association*, Vancouver, Canada.
- \*Elmore, K. & Oyserman, D. (2012, April). If 'We' can do it, then so can 'I': Identity-Based Motivation and gender in the classroom. Talk in Symposium (organizer D Yeager) *American Educational Research Association*, Vancouver, Canada.
- \*Elmore, K., Oyserman, D., & \*Gullub, A. (2012, Jan). Skirts & slacks, heels & flats: How exposure to images of women's clothing affects women's future goals. *Society of Personality and Social Psychology*, San Diego, CA.
- \*Novin, S. & Oyserman, D. (2012, Jan). Hot Topic Talk at the *Society of Personality and Social Psychology* "Embodiment in Social and Personality Psychology" preconference, San Diego, CA.
- \*Nurra, C. & Oyserman, D. (2012, Jan). When does the future matter? Connecting future self to current action. (Poster) *Society of Personality and Social Psychology*, San Diego, CA.

- \*Smith, G., & Oyserman, D. (2012, Jan). Increasing student effort on identity congruent tasks *Society of Personality and Social Psychology*, San Diego, CA.
- \*Mourey, J. A. & Oyserman, D. (2011, Oct). If It Feels Right...Do It: Cultural congruence as a consumption cue. Paper in symposium Malleable memory and consumption decisions (Meng Zhu & Carey Morewedge co-organizers). Association for Consumer Research, St. Louis, MO.
- \*Elmore, K. & Oyserman, D. (2011, August). Identity in the classroom: Gender and Identity-based motivation. Paper in symposium Identity Formation in Educational Contexts (A. Kaplan, H. Blum organizers). American Psychological Association, Washington, DC.
- \*Nurra, C. & Oyserman, D. (2011, July). When does the future matter? Connecting future self to current behavior. Paper in Society for Self and Identity Preconference. European Association of Social Psychology, Stockholm, Sweden.
- Oyserman (2011, July). Not by intention alone. Identity-based motivation and the future self: How contexts shape action. In Symposium The discovery of the self: its bidirectional relation with culture and social identity (co-chairs: T. Postmes & N. Hansen). European Association of Social Psychology, Stockholm, Sweden.
- Oyserman, D. ,\*Mourey, J. &\*Lam, B. (2011, June) If it feels right do it! Cultural congruence as fluency. La Londe Conference in Marketing Communications and Consumer Behavior, La Londe les Maures, France.
- \*Destin, M. & Oyserman, D. (2011, March). The delicate relationship between future identities and current achievement amongst minority and low-SES youth. Paper presented in Symposium "Cross-Contextual Influences on Children's Academic Motivation" (L. Scharphorn chair). *Society for Research on Child Development*, Montreal Canada.
- Oyserman, D. (2011, March). Identity-Based Motivation: How small interventions can have large effects. Paper in symposium "Using Social Psychology to Improve Children's Lives: How Small Interventions Can Have Large Effects." S. Thomaes Chair. *Society for Research on Child Development*, Montreal, Canada.
- \*Mourey, J. & Oyserman, D. (2011, Feb) If it feels right... do it: Cultural Congruence As Consumption Cue. Paper in Symposium *Society for Consumer Research*, Atlanta, GA.
- \*Elmore, K. & Oyserman, D. (2011, Jan) Gender in the Classroom: An Identity-Based Motivation Approach. Paper in symposium "Connecting the Dots: Helping Adolescents Succeed in School by Connecting Current Action to Future Goals" (K. Elmore & D. Oyserman, Chairs). *Annual Conference of the Society for Social Work and Research* Tampa, FL.

- \*James, L., Oyserman, D., &\*Johnson, E. (2011, Jan). Seeing the Destination but Not the Path: Effects of Socioeconomic Disadvantage On School-Focused Possible Self Content and Linked Behavioral Strategies Paper in symposium "Connecting the Dots: Helping Adolescents Succeed in School by Connecting Current Action to Future Goals" (K. Elmore & D. Oyserman, Chairs). *Annual Conference of the Society for Social Work and Research* Tampa, FL.
- Oyserman, D. &\*Destin, M. (2011, Jan) Identity-Based Motivation and School Outcomes: Parental and Neighborhood Assets. Paper in symposium "Family and Neighborhood Assets: Implications for Child Outcomes" (Chair M. Grinstein-Weiss) *Annual Conference of the Society for Social Work and Research* Tampa, FL.
- Oyserman, D. (2011, Jan) Identity-Based Motivation and School Outcomes: When and Why Salient Possible Identities Enhance Current Task Engagement in Risky and Secure Contexts. In symposium Connecting the Dots: Helping Adolescents Succeed in School by Connecting Current Action to Future Goals (K. Elmore & D. Oyserman, Chairs). *Annual Conference of the Society for Social Work and Research* Tampa, FL.
- Oyserman (2011, Jan) Identity-based motivation: When small interventions can have big effects. Paper in symposium "Crossing the Threshold: Personality and Social Psychology Research Beyond the Laboratory" (M. H. Gonzales & S. Sinclair, Chairs). *Society for Personality and Social Psychology*, San Antonio, TX.
- Oyserman, D. &\*Alvarez-Mourey, J. (2011, Jan) Red light I stop, green light I go: The power of subtle contextual cues. Paper in symposium "Cognitive tuning: How contextual and embodied cues shift reasoning and decision making" (R. Mayo & N. Schwarz, Chairs). *Society for Personality and Social Psychology*, San Antonio, TX.
- Oyserman (2010, October) Identity-based motivation: Implications for intervention. Paper in symposium "Reaping Self-Growth from Wisely Sown Self-Goals. Intelligent (vs. Incompetent) Strategies of Goal Regulation" (P. Carroll, Chair). *Society for Experimental Social Psychology*. Minneapolis, MN.
- \*Nurra, C. & Oyserman, D. (2010, August). Lorsque le futur semble plus connecté : un effet sur les performances. (When the future feels more connected: An effect on performance) Paper presented at the *Huitième Congrès International de Psychologie Sociale en Langue Française (8th International Congress of French Language Social Psychology)*, Nice, France.
- \*James, L., Oyserman, D. &\*Johnson, E. (2010, March). Seeing the destination but not the path: Effects of socioeconomic disadvantage on school-focused possible selves and behavioral strategies.

- Interdisciplinary Group on Poverty and Inequality: Emerging Issues in Poverty and Inequality Conference, Ann Arbor, MI
- \*Alvarez, J., Yoon, C., & Oyserman, D. (2010, Feb). One without the other: The effects of priming and perceived relationships among products on consumer choice. Society for Consumer Psychology Conference, St. Petersburg Beach Florida.
  - \*Destin, M., & Oyserman, D. (Jan, 2010), Perceived educational payback drives early academic motivation. Society for Personality and Social Psychology, Las Vegas, Nevada.
  - \*James, L., & Oyserman, D. (Jan, 2010). Little coffee shop of horrors: Reminders of death increase preferences for risky options. Society for Personality and Social Psychology, Las Vegas, Nevada.
- Oyserman, D., \*Destin, M. & \*Nurra, C. (Jan, 2010). From assets to school outcomes: How finances shape children's perceived possibilities and intentions. Paper in symposium "Building Assets for Low-Income Children and Youth: Emerging Research and Implications for Social Work Policy and Practice" (chair M. Grinstein-Weiss). Society for Social Work Research, San Francisco, CA.
- \*Alvarez, J., Yoon, C., & Oyserman, D. (Oct, 2009). One without the other: The effect of priming individual and collective mindsets on consumer choice and valuation. 2009 Association for Consumer Research, Pittsburgh, PA
  - \*Destin, M. & Oyserman, D. (June, 2009). How financial information about college influences low-SES youth. National conference on children and youth savings, New York, NY.
  - \*Destin, M. & Oyserman, D. (May, 2009). Possible selves in context: When and how are feared selves beneficial? Poster presentation, Association for Psychological Science, San Francisco.
  - \*James, L. & Oyserman, D. (May, 2009). James, L. & Oyserman, D. (May, 2009). Effects of future uncertainty on self-productive and self-destructive behavior choice. Association for Psychological Science, San Francisco, CA.
  - \*Destin, M. & Oyserman, D. (March, 2009). High college costs and academic motivation among low-income youth. Presented in the panel on Child and Adolescent Poverty. Interdisciplinary Group on Poverty and Inequality: Emerging Issues in Poverty and Inequality Conference, Ann Arbor, MI
- Nurra, C., Oyserman, D., et al., (Feb, 2009). How does imagining oneself in the future influence current self-evaluation? Society for Personality and Social Psychology, Tampa, Florida.
- Allen-Meares, P., Bybee, D., Oyserman, D. (Jan, 2009). Resiliency outcomes for children of mothers with serious mental illness: Independent effects of father involvement. Paper in symposium "Resiliency in

- Outcomes Among Teenaged Children of Mothers with a Serious Mental Illness” D. Oyserman, chair, Annual Conference of the Society for Social Work and Research, New Orleans, LA.
- James, L., Oyserman, D., Bybee, D., & Allen-Meares, P. (Jan, 2009). Possible self content and action: Impact of maternal mental illness on youth mental-health focused possible selves and action strategies. Paper in symposium “Resiliency in Outcomes Among Teenaged Children of Mothers with a Serious Mental Illness” D. Oyserman, chair, Annual Conference of the Society for Social Work and Research, New Orleans, LA.
- Oyserman, D., James, L., & Bybee, D. (Jan, 2009). Depression hurts: self-concept correlates of depression among the teenaged children of mothers with serious mental illness. Paper in symposium “Resiliency in Outcomes Among Teenaged Children of Mothers with a Serious Mental Illness” D. Oyserman, chair, Annual Conference of the Society for Social Work and Research, New Orleans, LA.
- Oyserman, D. (Oct, 2008). Fitting in matters: Identity-based motivation. Paper in symposium “Broadening the Conceptualization of Bias: Within-Category Perspectives on Stereotyping, Prejudice, and Identity” C. Kaiser & K. Maddox chairs. Annual Conference of the Society for Experimental Social Psychology, Sacramento, CA.
- Finlayson, T., Lee, S. J., Oyserman, D. (Oct 2008). Abstract 183668, "Identity-based motivation and smoking among low income African American adults" Poster. American Public Health Association. San Diego, CA
- Oyserman, D. (July, 2008). Culture as situated cognition. Paper in symposium Motivation and cognition perspectives on culture, R. Sorrentino & S. Yamaguchi Chairs. International Association of Cross Cultural Psychology, Bremen, Germany.
- Lee, S. W. S., Oyserman, D., & Bond, M. (July, 2008). Language effects on salient self-concept content and motivations. Poster presented at the International Association of Cross Cultural Psychology, Bremen, Germany.
- Schwarz, N., & Oyserman, D. (June, 2008). Cognition, communication and culture. Presented as a Special Invited Paper at the International Conference on Survey Methods in Multicultural, Multinational, and Multiregional Contexts, Berlin, Germany.
- Uskul, A., Oyserman, D., & Schwarz, N. (June, 2008). Differential interactive effects of question context and question content on survey responding across cultures: Evidence from the US, Turkey and Hong Kong. Presented as a Special Invited Paper at the International Conference on Survey Methods in Multicultural, Multinational, and Multiregional Contexts, Berlin, Germany.

- Oyserman, D. (June, 2008). Culture as situated cognition. Paper in symposium Processing styles: The how of social cognition, T. Mussweiler Chair. European Association of Experimental Social Psychology. Opatia, Croatia.
- Oyserman, D. \*Lee, S. W. S., Oyserman, D., & Bond, M. (May, 2008). What does language prime? Paper presented at the Midwestern Psychological Association, Chicago, Illinois.
- Oyserman, D., \*Oliver, D., Caldwell, C., Faison, N., & Jackson, J. (2008, March). Hit or miss? Assessing the screening accuracy of the CES-D for psychopathology in Black American adolescents. Paper presented in symposium "A developmental look at the intersection of race and gender in psychopathology" (Chair, D. Oliver). Society for Research on Adolescence, Biennial Meeting, Chicago, Illinois.
- \*Brickman, D., \*Rhodes, M. & Oyserman, D. (Feb, 2008). When does thinking about the future influence academic motivation? The role of discrepancies between current states and future goals. Poster. Society for Personality and Social Psychology, Albuquerque, NM.
- \*Destin, M. & Oyserman, D. (Feb, 2008). The complexity of social class: how youth perceptions of higher education costs influence current goal pursuit. Paper presented in Symposium "The complexity of social class across sociocultural contexts symposium" (T. Griffin, M. Destin, & N. Bowman, chairs). Society for Personality and Social Psychology, Albuquerque, NM.
- Lee, S. W. S., Oyserman, D., & Bond, M. (Feb, 2008). What you speak now changes who you are and what you want: Cognitive and motivational effects of language as a culture-prime. (Poster) Society for Personality and Social Psychology, Albuquerque, NM.
- \*Uskul, A. K., Oyserman, D., Schwarz, N, & \*Lee, W. S. (Feb, 2008). Who is asked what in what way? Interactive effects of culture, question content and format on self-reports. (Poster) Society for Personality and Social Psychology, Albuquerque, NM.
- Oyserman, D. (Dec, 2007). Bringing in Self-Regulation and Socio-Emotional Learning. School Reform and Beyond Second Design Conference, Center for Advancing Research & Solutions for Society, University of Michigan, Ann Arbor MI.
- Oyserman, D. & \*Uskul, A. (July, 2007). Question comprehension and response: Implications of individualism and collectivism. Paper presented in Symposium "Perspectives on cognition and survey measurement: Looking at the past, present, and future (Chair, R. Belli). Society for Applied Research in Memory and Cognition, Lewiston, Maine.
- Oyserman, D. (July, 2007). Self-regulation and socio-emotional learning: Taking stock. Invited Discussant. School Reform and Beyond

- Conference, Center for Advancing Research & Solutions for Society, University of Michigan, Ann Arbor MI.
- Oyserman, D. (June, 2007). Identity-based motivation and choice. 7th Invitational Choice Symposium, Wharton School, University of Pennsylvania
- \*Uskul, A. K., Oyserman, D., & Schwarz, N. (June, 2007) Context effects in Surveys used in Cross-Cultural Research: Implications of Individualism and Collectivism. Paper. European Survey Research Association (ESRA) Conference, Prague.
- Oyserman, D. (June, 2007). How skin color affects social fit among low income Black and Hispanic males. Invited presentation in Symposium "Social Fit and School Success: What Young People of Color Believe about Purpose, Opportunity, Intellect, and their Places in the Society." (R. Ferguson, chair). Structures, Cultures, and Achievement Gaps: New Research with Implications for Public Engagement, Third Annual State of the Research Conference for the Achievement Gap Initiative at Harvard University, Cambridge, MA.
- Oyserman, D. (June, 2007). How enriched images of 'possible selves' can increase school engagement: Evidence from an experiment. Invited presentation in Symposium "Helping More Youth of Color Acculturate to High Achievement: Music, Behavior, Schooling, and 'Code Switching' for Academic Fit". (R.Ferguson, chair). Structures, Cultures, and Achievement Gaps: New Research with Implications for Public Engagement, Third Annual State of the Research Conference for the Achievement Gap Initiative at Harvard University, Cambridge, MA.
- \*Destin, M. & Oyserman, D. (May, 2007). Perceptions of higher education and the pursuit of current educational goals (poster). Association for Psychological Science, Washington, D.C.
- \*Sorensen, N. & Oyserman, D. (May, 2007). Boys stand up and are beaten down: Autonomy and boys academic underperformance (poster). Society for Prevention Research, Washington, D.C.
- \*Sorensen, N. & Oyserman, D. (May, 2007). The 'I' and 'We' in the GRE: Self-construal influences academic performance. (poster). Association for Psychological Science, Washington D.C.
- \*Yoder, N., Oyserman, D., \*Uskul, A., Nesse, R., & Williams, D. (April, 2007). Contextual effects of minority status: self-regulatory focus and unfair treatment. Paper presented in symposium "Families and School Culture: Issues, Perceptions and Experiences." (H. Walberg, Chair). 2007 American Education Research Association Annual Meeting and Exhibition, Chicago, IL.
- \*Uskul, A. & Oyserman, D. (July, 2006). Question comprehension and response: Implications of individualism and collectivism. Paper presented in Symposium "Making Sense – New Developments in

- Cognition and Culture.”(Organizer S. Brouwers) 18<sup>th</sup> International Congress of the International Association for Cross-Cultural Psychology, Isle of Spetses, Greece.
- Oyserman, D. (June, 2006). Possible selves and academic outcomes: How and when possible selves impel action. Paper presented in invited symposium ‘Possible selves and self-regulation’ (D. Oyserman, chair). Self-concept, Motivation, Social and Personal Identity for the 21st Century 4th International Biennial SELF Research Conference, Ann Arbor: MI.
- \*Brickman, D., Oyserman, D., & \*Rhodes, M. (June, 2006). The self-regulatory impact of proximal and distal feared possible selves. Paper presented in invited symposium ‘Possible selves and self-regulation’ (D. Oyserman, chair). Self-concept, Motivation, Social and Personal Identity for the 21st Century 4th International Biennial SELF Research Conference, Ann Arbor: MI.
- \*Destin, M. & Oyserman, D. (June, 2006). Motivational consequences of evoking possible selves in risky and safe contexts. Paper presented in invited symposium ‘Possible selves and self-regulation’ (D. Oyserman, chair). Self-concept, Motivation, Social and Personal Identity for the 21st Century 4th International Biennial SELF Research Conference, Ann Arbor: MI.
- \*Rhodes, M., Oyserman, D., & \*Brickman, D. (July, 2006). Possible selves in emerging adolescence. Paper presented in invited symposium ‘Possible selves and self-regulation’ (D. Oyserman, chair). Self-concept, Motivation, Social and Personal Identity for the 21st Century 4th International Biennial SELF Research Conference, Ann Arbor: MI.
- \*Brickman, D., Oyserman, D., Bybee, D. (May, 2006). Fitting in matters: Markers of in-group belonging promote academic outcomes. Poster. Association for Psychological Science. NY, NY.
- \*Destin, M. & Oyserman, D. (May, 2006). The gendered influence of expectations and possible selves on academic behavior. Poster. Association for Psychological Science. NY, NY.
- \*Rhodes, M., Oyserman, D. & \*Brickman, D. (May, 2006). Translating STJ for younger youth. Paper presented in “STJ puts possible selves in action: Implications of a successful randomized trial of a brief school-based intervention” Symposia (D. Oyserman, Organizer). 14th Annual Meeting of the Society for Prevention Research. San Antonio, Tx
- Oyserman, D. (May, 2006). STJ: A process model. Paper presented in “STJ puts possible selves in action: Implications of a successful randomized trial of a brief school-based intervention” Symposia (D. Oyserman, Organizer). 14th Annual Meeting of the Society for Prevention Research. San Antonio, Tx

- Oyserman, D. (March, 2006). Do CESD and risk indicators predict CIDI dx for African American youth? Paper in symposium "Mental disorders and psychological well-being among Black youth: Findings from the National Survey of American Life" (Organizer, E. Seaton, C. Caldwell) Society for Research on Adolescence, San Francisco, CA.
- \*Brickman, D., \*Rhodes, M., & Oyserman, D. (2006, January). Thinking about 'who you don't want to be' motivates you to be 'who you want to be'. Poster. Society for Personality and Social Psychology in Palm Springs, CA.
- \*Uskul, A. K., Oyserman, D., & Hynie, M. (January, 2006). Socio-cultural self and responses to health messages. Poster. Society for Personality and Social Psychology (SPSP), Palm Springs, CA.
- \*Uskul, A. K., Hynie, M., & Oyserman, D. (July, 2005). Tuning health messages to the socio-cultural self. General Meeting of the European Association for Experimental Social Psychology (EAESP), Würzburg, Germany.
- Oyserman, D., \*Uskul, A. K., Williams, D. & Nesse, R. (July, 2005). Self-regulatory focus influences perception and response to unfair treatment. General Meeting of the European Association for Experimental Social Psychology, Würzburg, Germany.
- \*Finlayson, T., \*Lee, S.J., & Oyserman, D. (June, 2005). Social identity and the perceived efficacy of and engagement in health behaviors among a low-income, minority community sample. Poster to be presented at the annual meeting of the Academy of Health, Boston, MA.
- Oyserman, D. (June, 2005) A new look at culture. Paper presented in "Transcending dichotomies: New approaches to conceptualizing social knowledge and action in and across cultures" Symposium (Organizer: Marie-Anne Suizzo). Jean Piaget Society, Vancouver, Canada.
- \*Altschul, I., & Oyserman, D. (2005, May). Does race matter? Translating a school-based intervention for low-income minority youths from one racial/ethnic group to another. Society for Prevention Research, Washington, D.C.
- \*Altschul, I., Oyserman, D., & Bybee, D. (2005, May). Racial and ethnic identity: Predictor of academic outcomes and focus for intervention. Society for Prevention Research, Washington, D.C.
- \*Cha, O., Schwarz, N., & Oyserman, D. (2005, May) "I" See Trees, "We" See Forest: Consequences of Self-Construal Priming. American Psychological Society, Los Angeles, Ca.
- \*Johnson, E. & Oyserman, D. (2005, May). A new look at risk: Definition and integrative process model. Poster session presented at the Society for Prevention Research, Washington D.C.
- \*Johnson, E., Oyserman, D. & Bybee, D. (2005, May). Content and antecedents of early adolescents' possible selves paper within symposium "Possible selves as contextually sensitive, life-task linked

- self-regulators" (E. Johnson, chair). American Psychological Society, Los Angeles, CA.
- \*Lee, S.J., \*Finlayson, T., & Oyserman, D. (2005, May). Does identity (group belongingness) influence willingness to endorse healthy behavior in a community sample? Paper presented within symposium "Social identity, self-concept and physical health" (A. \*Uskul, chair). Society for Prevention Research, Washington DC.
- \*Lee, S.J. & Oyserman, D. (2005, May). Balancing work and family: What is a possible self to do? Paper within symposium "Possible selves as contextually sensitive, life-task linked self-regulators" (E. Johnson, chair). American Psychological Society, Los Angeles, CA.
- Oyserman, D. (2005, May). Social identity and health promotion. Paper within symposium "Social identity, self-concept and physical health" (A. \*Uskul, chair). Society for Prevention Research, Washington DC.
- Oyserman, D. (2005, May). Implications of culture for self-construal, cognition and communication. Advertising and Consumer Psychology Conference, Consumers in Transitional Economies: Psychological and Interdisciplinary Perspectives. Washington, D.C.
- Oyserman, D. (2005, May). When contexts are risky, possible selves get specific: Possible selves as the nexus of self-regulation. Paper presented within symposium "Possible selves as contextually sensitive, life-task linked self-regulators" (E. Johnson, chair). American Psychological Society, Los Angeles, CA.
- Oyserman, D., & \*Lee, S.W. (2005, May). What does the priming literature tell us about culture effects? Poster. American Psychological Society, Los Angeles, CA.
- \*Sorensen, N., \*Cha, O., Oyserman, D. & Schwarz, N. (2005, May). Thinking about 'Me' or 'Us': Self-construal priming and fluency in east and west. Midwestern Conference on Culture, Language & Cognition, Evanston, IL.
- \*Uskul, A., Oyserman, D., & Hynie, M. (2005, May). Self-concept, relevance, and responses to threatening health information paper presented within symposium "Social identity, self-concept and physical health" (A. \*Uskul, chair). Society for Prevention Research, Washington DC.
- \*O'Brien, B., & Oyserman, D. (2004, May). Promoting law and order & preventing injustice: How self-regulatory focus influences attitudes toward the Criminal Justice System. Society for Prevention Research, Quebec City, Montreal Canada.
- \*O'Brien, B., & Oyserman, D. (May, 2004). *The Art of the Soft Sell: Understanding how Obvious and Subtle Framing of Self-Regulatory Goals Shifts Attitudes about the Criminal Justice System*. Midwestern Psychological Association, Chicago, IL.

- \*Cha, O., Schwarz, N., & Oyserman, D. (2004, May). Turning Asians into Westerners: Priming independent self-construals in Korea. American Psychological Society, Chicago, IL.
- \*Altschul, I., & Oyserman, D. (May, 2004). Utilizing a positive psychology framework to examine academically-oriented strengths of Mexican American youths. Paper within symposium "Positive Psychology as a Prevention Paradigm" (D. Oyserman & S. Lee, co-chairs). Society for Prevention Research, Quebec City, Canada.
- \*Dai, H., & Oyserman, D. (May, 2004). Antecedents of achievement-related possible selves: Using a positive psychology paradigm. Paper within symposium "Positive Psychology as a Prevention Paradigm" (D. Oyserman & S. Lee, co-chairs). Society for Prevention Research, Quebec City, Canada.
- Oyserman, D. (May, 2004). Being cultural-relevant means figuring out what are the "active" ingredients of culture challenges. Paper within symposium "Integrating Culture into Prevention Science" (F. Castro, chair). Society for Prevention Research, Quebec City, Canada.
- Oyserman, D. (March, 2004). Invited Paper: Social identity and academic engagement: Activating Social Identity to Improve Outcomes for Low-Income and Minority youth. Paper within symposium "Emerging Voices: Social/Collective Identities as Developmental Contexts" (J. Eccles, Chair).
- Oyserman, D. (March, 2004). Racial/Ethnic Self-Schemas and Ethnic Identity. Paper presented "The Conceptualization of Ethnic and National Identities in Adolescents: A Discussion of Varying Perspectives" (J.S. Phinney & O. Baldeomar, co-chairs). Society for Research on Adolescence, Baltimore, MD.
- Oyserman, D. (January, 2004). Co-Chair, Symposium "Theory-guided prevention research." Society for Social Work Research, New Orleans, Louisiana.
- Oyserman, D. (Jan, 2004). Developing a model of self-regulation as a buffer to school failure. Paper presented "Theory-guided Prevention Research" Symposium (S. Lee & D. Oyserman, co-chairs). Society for Social Work Research, New Orleans, LA.
- Oyserman, D. (Jan, 2004). Utilizing social science evidence to ascertain cultural appropriateness of School-to-Jobs for a Mexican American population. Paper presented "Theory-guided Prevention Research" Symposium (S. Lee & D. Oyserman, co-chairs). Society for Social Work Research, New Orleans, LA.
- Oyserman, D. (Jan, 2004). Interdependence binds us: Experimental and correlational analyses. Paper presented "Collectivism, group cohesion, and self-conceptions: Linking persons and groups"

- Symposium (J. Uleman, chair), Society for Personality and Social Psychology, Austin, Tx.
- Oyserman, D. (August, 2003). Chair, Symposium "Maternal mental health, her parenting and outcomes for her children." American Psychological Association. Toronto, Canada.
- Oyserman, D. (August, 2003). Academic outcomes among teenagers of mothers with a serious mental illness. American Psychological Association. Toronto, Canada.
- Oyserman, D. (June, 2003). Possible selves as road maps. Society for Prevention Research, Washington, D.C.
- Oyserman, D. (May, 2003). Racial ethnic identity self-schemas. Paper presented in Symposium "Multiple Social Identities" (S. Brook, J. Garcia, & M. Fleming, co-chairs). American Psychological Society.
- Oyserman, D. (Jan, 2003). Possible Selves in Action: End of Year Effects of the School-to-Jobs Intervention, Society for Social Work Research. Washington, D.C.
- Oyserman, D. (Jan, 2003). Women with a serious mental illness, factors influencing coping with parenting. Society for Social Work Research. Washington, D.C.
- Lewindowski, L., Mowbray, C., & Oyserman, D. (Jan, 2003). Symposium (C. Mowbray, Chair) "Mothers with Mental Illness: Parenting and Children's Outcomes" Children of mothers with serious mental illness: Predictors of problems and service use. Society for Social Work Research, Washington, D.C.
- Oyserman, D. (June, 2002). The way you think about yourself influences the way you think. European Association of Experimental Social Psychology, San Sebastian, Spain.
- Oyserman, D., Bybee, D. & Terry, K. (May, 2002). Possible selves in action: End of year effects of the School-to-Jobs intervention. Society for Prevention Research, Seattle, Washington.
- Oyserman, D. & Fryberg, S. (Feb, 2002) Life, liberty and the pursuit of happiness, presented at the Society for Personality and Social Psychology, Savannah, Georgia.
- Fryberg, S., Markus, H., & Oyserman, D. (Feb, 2002) American Indians in the media: Media representations and self-representations, presented at the Society for Personality and Social Psychology, Savannah, Georgia
- Oyserman, D. (August, 2001) Models of Social Identity paper presented in Cultural Models: Implicating Content in Psychological Process (H. Markus, Chair) American Psychological Association, San Francisco, CA
- Oyserman, D. (August, 2001) Discussant. Symposium (C. Mowbray, Chair) Maternal Mental Illness: Effects, Correlates, and Treatment American Psychological Association, San Francisco, CA

- Terry, K., Oyserman, D. & Bybee, D. (August, 2001) Enhancing Components of Self-concept: The School-to-Jobs Program. American Psychological Association, San Francisco, CA
- Lewendowski, L., Mowbray, C. & Oyserman, D. (August, 2001) Children of mothers with serious mental illness: Problems and Service Use. American Psychological Association, San Francisco, CA.
- Oyserman, D. (Feb, 2001). Culture as salience manipulation: The way you think about yourself influences the way you think. (H. Markus, G. Adams, co-Chairs) Cultural Dynamics: The Role Of Collective Representations In The Microlevel Construction Of Reality. Society for Personality and Social Psychology, Austin, Texas.
- Oyserman, D. (co-Chair, Jan, 2001). A theoretical framework for understanding the uses of the life history calendar. In Using Life History Calendars - Innovative Methodology for Social Work Research. Society for Social Work Research. Atlanta, Georgia.
- Oyserman, D. (co-Chair, Oct, 2000). Harnessing Possible Selves and Racial Identity in the Adolescent Transition: Developing the Self as Motivational Resource. In The Motivated Self: Advances in Understanding Behavior outside Laboratory Settings. Society for Experimental Social Psychology, Atlanta, Georgia.
- Kühnen, U., Haberstroh, S., Oyserman, D. & Schwarz, N. (Sept., 2000). How to read others' minds: Self-construal activation and the Logic of conversation. Paper presented at the 42. Congress of the German Psychological Association, Jena, Germany.
- Oyserman, D. (June, 2000). The School-to-Jobs Preventive Intervention. Society for Prevention Research, Montreal Canada.
- Oyserman, D. (June, 2000). Possible selves theory as the basis for preventive interventions with youth. Society for Prevention Research, Montreal Canada.
- Oyserman, D. (2000, June). The role of the self-system in school involvement. W.T. Grant Foundation Research Scholars Retreat.
- Oyserman, D. & Kimmelmeier, M. (2000, Aug.). When similar others fail: interrelatedness and the consequences of social comparisons. American Psychological Association.
- Oyserman, D., Mowbray, C., Bybee, D., & MacFarlane, P. (2000, Feb.). Parenting as psychiatric rehabilitation. (C. Mowbray, Chair) Perspectives in psychiatric rehabilitation. Council on Social Work Research, Charleston, SC.
- Hollingsworth, L., Mowbray, C., Oyserman, D., Bybee, D. (2000, Feb.). Loss of custody among women with a serious mental illness: An exploratory study. Council on Social Work Research, Charleston, SC.
- Rueda-Riedle, A. V., Oyserman, D., Bybee, D., & Mowbray, C. (1999, April). Parenting outcomes for women with mental illness and substance

- use. Poster presented at the Society for Research in Child Development, Albuquerque, NM
- Coon, H., Kemmelmeier, M. & Oyserman, D. (1999, Oct.) Are European Americans the individualism anchor? A meta analysis. (N. Sussman, Chair) Symposium Poster Session, Shifting cultural frames, shifting selves. Society for Personality and Social Psychology.
- Kemmelmeier, M. & Oyserman, D. (1999, Oct.) They're just like us...: Salience and meaning of national identity in a longitudinal study of German exchange students to the U.S..( N. Sussman, Chair) Symposium Poster Session, Shifting cultural frames, shifting selves. Society for Personality and Social Psychology.
- Lauffer, A., Oyserman, D., Shine, J. (1999, Oct.) Loving kindness in the former Soviet Union: Ethnic identity, pro-social activities and coexistence. Identity, Thought and Vision Conference, Rackham Graduate School, University of Michigan
- Oyserman, D., Mowbray, C., Bybee, D., & MacFarlane, P. (1999, Aug.). Parenting as psychiatric rehabilitation. (C. Mowbray, Chair) Perspectives in psychiatric rehabilitation. American Psychological Association, Boston, Mass.
- Oyserman, D. (Chair; 1998, Oct.). Cultural perspectives on well-being. Society for Experimental Social Psychology; Lexington, Kentucky.
- Rueda-Riedle, A. V., Oyserman, D., Bybee, D., & Mowbray, C. (August, 1998). The social context of drug use for women with mental illness. Poster presented at the American Psychological Association, San Francisco, CA.
- Rueda-Riedle, A. V., Killian, A., Oyserman, D., & Mowbray, C. (March, 1998). The meaning of motherhood and its relationship to life satisfaction for women with serious mental illness. Association of Women in Psychology Annual Meeting, Baltimore, MD.
- Oyserman, D., Rueda-Reidle, A., Mowbray, C., & Bybee, D., (1998, Aug). African American mothers, serious mental illness and positive child outcomes.(K. Maton, Chair) How African American parents beat the odds: Resilience, empowerment and community-based intervention. American Psychological Association, San Francisco, CA.
- Mowbray, C., Oyserman, D., Bybee, D. (1998, Aug). Recruiting an urban sample of women with a mental illness who are mothers. In Studying hard-to-reach populations. American Psychological Association, San Francisco, CA.
- Oyserman, D. (Discussant, 1998, June). (K. Trew, Chair) Northern Ireland: Accounting for compatible and conflicting identities. Society for the Psychological Study of Social Issues, Ann Arbor, MI.

- Oyserman, D. (Chair, 1997, Aug). Stereotyping from the inside out. Society for the Psychological Study of Social Issues, American Psychological Association, Chicago, Ill.
- Oyserman, D. (Chair, 1997, May). Meaning of parenthood: Implications of representations of children and parenting in the self. Midwestern Psychological Association. Chicago, Ill.
- Coon, H. & Oyserman, D. (1997, May). Everyday individualism and collectivism in America. Midwestern Psychological Association. Chicago, Ill.
- Coon, H. & Oyserman, D. (1997, May). Strategies and balance in possible selves. Midwestern Psychological Association. Chicago, Ill.
- Harrison, K. & Oyserman, D. (1997, May). African American Identity and school persistence. Poster. Midwestern Psychological Association, Chicago, Ill.
- Kemmelmeir, K. & Oyserman, D. (1997, May). Dual Identity. Poster. American Psychological Society, NY, NY.
- Oyserman, D. & Kemmelmeir, M. (1997, May). Who benefits from what kind of social comparison?: The role of self-esteem and causal uncertainty in judgments of one's current satisfaction and future prospects. Midwestern Psychological Association. Chicago, Ill.
- Rueda-Reidle, A. & Oyserman, D. (1997, May) Cultural Framing of Parenthood: Familialism and its implications for well-being. Midwestern Psychological Association, Chicago, Ill.
- Rueda-Reidle, A. & Oyserman, D. (1997, May) Implications of the meaning of motherhood for women with a mental illness. Midwestern Psychological Association, Chicago, Ill.
- Sakamoto, I. & Oyserman, D. (1997, May). Who wants to be a model minority? Exploring stereotype perception and identity among Asian American College Students. Midwestern Psychological Association. Chicago, Ill.
- Lightbourne, T. & Oyserman, D. (1996, May). Identity on the move. Poster. American Psychological Society Annual Conference, San Francisco, CA.
- Mesquita, B. & Oyserman, D. (1996, Aug). Motivation and well-being: A study among adolescents in an underprivileged neighborhood in Amsterdam. Poster. International Society for Research on Emotion, Toronto, Canada.
- Oyserman, D. & Mowbray, C. (1996, Aug). Women with a mental illness: Coping with parenthood. (C. Mowbray, Chair) Well-being of mothers at risk for parenting problems: Sociocultural perspectives. American Psychological Association, Toronto Canada.
- Rueda-Reidle, A. & Oyserman, D. (1996, Aug). Hispanic women: Parenting acculturation and well-being of mothers at risk for parenting problems: Sociocultural perspectives. (C. Mowbray, Chair) Well-being

- of mothers at risk for parenting problems: Sociocultural perspectives. American Psychological Association, Toronto Canada.
- Oyserman, D. (1996, June). A socially conceptualized model of African American Identity: Integrating connectedness and agency. (H. Markus, Chair) Culture and Psychological Processes. American Psychological Society, San Francisco, CA.
- Oyserman, D. (1996, May). Social Obligation in cultural Context. Midwestern Psychological Association, Chicago, Ill.
- Lightbourne, T. & Oyserman, D. (1996, May). Constructing identity: Taking the role of the other in self-categorization amongst black, white and international students. Poster. Midwestern Psychological Association, Chicago, Ill.
- Oyserman, D. (1996, May). Possible selves in the adolescent transition: The school-to-jobs program. Poster. 5th Annual National Institute of Mental Health Conference on Prevention Research, MacLean, Va.
- Oyserman, D. & Sanchez-Burks, J. (1995, Sept.). My future or our common fate: Possible selves and gendered ethnic identity in adolescence. Poster. European Association for Social Psychology/Society for Experimental Social Psychology Conference, Washington, D.C.
- Oyserman, D. (chair, 1995, Aug). Seriously mentally ill women: Coping with parenting. American Psychological Association, NY, NY.
- Oyserman, D. & Kimmelmeir (1995, July). Viewing ourselves in light of others: Gendered construction of future expectations. Poster. American Psychological Society, NY, NY.
- Oyserman, D. & Sakamoto, I. (1995, July). The lens of personhood: Helping and prosocial behavior in cultural context. Poster. *American Psychological Society*, NY, NY.
- Oyserman, D. & Sanchez-Burks, J. (1995, July). My future and our common fate: Possible selves vs. social identity in the prediction of behavior in adolescence. *American Psychological Society*, New York, NY.
- Rueda-Riedle, A. V., Oyserman, D., & Mowbray, C. (August 1995). Women with Mental Illness: Coping with Parenthood. Paper presented at the American Psychological Association, New York, NY.
- Oyserman, D. (1995, July). The production of personhood in adolescence. *Understanding the Social World Conference*. Huddersfield, England.
- Oyserman, D. (chair, 1995, May). Personalizing social identity: Everyday implications of the social contextual construction of the self for African American and working class youth. *Midwestern Psychological Association*, Chicago, Ill.
- Oyserman, D. (1995, April). The role of Gendered African American Identity schemata and possible selves in school persistence. Identity: From sociocultural to existential/ontological perspectives on learning and

- community. *American Educational Research Association*. San Francisco, CA.
- Oyserman, D. (1994, Nov.). African American Identity: A socially contextualized model of the school to work transition. (Poster). *4th Annual National Institute of Mental Health National Conference on Prevention Research*. Washington, D.C.
- Oyserman, D. & Mowbray, C. (1993, Aug). Mothers with a serious mental illness: Context and meaning of parenthood. (C. Mowbray, Chair) Seriously mentally ill women: Does a feminist perspective apply? *American Psychological Association*, Toronto, Canada.
- Oyserman, D. (1993, Feb.). The sociocultural self. *American Psychological Association, Society for Cross Cultural Research, Annual Meeting*, Washington, D.C.
- Oyserman, D. (1993, Feb.). The lens of personhood *American Psychological Association, Society for Cross Cultural Research, Annual Meeting*, Washington, D.C.
- Radin, N. & Oyserman, D. (1992, June). The differential impact of grandmothers and grandfathers on teen mothers' young children. *American Psychological Society*, San Diego, California.
- Oyserman, D. & Benbenishty, R. (1991, June). A clinical information system for foster care in Israel. *Human Service Information Technology Applications International Conference*, Rutgers, NJ.
- Benbenishty, R. & Oyserman, D. (1991, June). The impact of clinical information systems on human service organizations in Israel. *Human Service Information Technology Applications International Conference*, Rutgers, NJ.
- Saltz, E. & Oyserman, D. (1991, April). Life tasks' approach to delinquency. *Society for Research in Child Development*, Seattle, Washington.
- Radin, N. & Oyserman, D. (1991, April). Determinants of nurturant parenting in teen mothers living at home. *Society for Research in Child Development*, Seattle, Washington.
- Radin, N. & Oyserman, D. (1990, Nov.). Dynamics in a three-generational family: A teen, her father, and her baby. *National Council on Family Relations Annual Conference*, Minneapolis, Minn.
- Radin, N. & Oyserman, D. (1990, March). Major findings in the study of grandfather influence on young children of teenage mothers and some implications for intervention. *MacArthur Foundation Conference*, New Orleans, La.
- Oyserman, D. & Benbenishty, R. (1989, Aug). A clinical information system for monitoring foster care in Israel. *International Foster Care Conference*, Ypsilanti, MI.
- Radin, N. & Oyserman, D. (1989, July). Grandfather influence on the young children of teenage mothers: An analysis of subgroups. *International*

*Society for the Study of Behavioral Development, Tenth biennial meeting, Jyvaskyla, Finland.*

Radin, N. & Oyserman, D. (1989, April). Grandfather influence on the young children of teenage mothers. *Society for Research on Child Development*, Biennial meeting, Kansas City, Mo.

Markus, H. & Oyserman, D. (1988, Aug). Possible selves and delinquency. *International Psychology Congress*, Sydney, Australia.

Markus, H. & Oyserman, D. (1988, Aug). Gender and thought: The role of the self-concept. *International Psychology Congress*, Sydney Australia.

### **Workshops**

Oyserman, D. & Schwarz, N. (May, 2019). Cognition, communication, and self-report across cultures. American Association for Public Opinion Research, Short Course (3.5 hours). Toronto, Canada.

Oyserman, D. (May, 2018). Pathways to Success (6 hours) Healthy Mind, Body, and Voice among Women Project. University of Colorado, Boulder.

Oyserman, D. (April, 2016). University of Chicago Consortium on School Research webinar Identity-based motivation and math attainment of minority youth

Oyserman, D. (April, 2016) Pathways to Success Training (2 Days). AIR Chicago, IL.

Oyserman, D. (October, 2015). School to Jobs Training (3 Days) Singapore, National Council of Social Services.

Oyserman, D. (April, 2012) School-to-Jobs Training (2 Days) Youth Communication, New York, NY.

Oyserman, D. (April, 2012). Family Academy working group, Emerging Scholars Network.

Oyserman, D. (2010, July). *Dynamic approaches to culture*. International Association of Cross-Cultural Psychology. Melbourne, Australia. (3.5 hours)

Oyserman, D. (2010, July). *Culture as situated cognition*. Summer Institute in Cultural Neuroscience, Institute for Social Research, University of Michigan, Ann Arbor, MI. (2.5 hours)

Oyserman, D. (2008, June). Culture as situated cognition. *Social Sciences Summer Institute*, University of Mannheim, Mannheim, Germany. (8 hours)

Oyserman, D. (2002, July). Self and change. Warsaw International Summer Education. Warsaw University, Warsaw, Poland. (15 hours)

Oyserman, D., Van Eck, D. & West, K. (1995, Nov.). An integrated information system to meet your agency's needs: Issues and some possible solutions. *Albert E. Trieschman Center Clinical Technologies Conference*, Chicago, IL.

- Benbenishty, R. & Oyserman, D. (1994, Aug). The integrated information system for human services: Structuring a quality process. *National Association for Welfare Research and Statistics*, Austin, Tx.
- Oyserman, D., & Benbenishty, R. (1994, Aug). The integrated information system for foster care: Software demonstration. *National Association for Welfare Research and Statistics*, Austin, Tx.
- Benbenishty, R. & Oyserman, D. & Miles, R. G. (1994, July). Integrated information systems for human services: Using information to improve services. *Albert E. Trieschman Center Clinical Technologies Conference*, Cambridge, Mass.
- Benbenishty, R. & Oyserman, D. (1993, Aug). The design and implementation of an integrated information system to support foster care. *National Association for Welfare Research and Statistics*, Scarsdale, Az.
- Oyserman, D. & Benbenishty, R. (1993, June). Designing an integrated information system to suit your agencies' needs. *Albert E. Trieschman Center Clinical Technologies Conference*, Cambridge, Mass.
- Oyserman, D. & Benbenishty, R. (1993, June). Design and implementation of clinical information systems. *Human Service Information Technology Applications International Conference, Information Technology and the Quality of Life and Services*, Maastricht, NL.
- Oyserman, D. & Benbenishty, R. (1993, June). A clinical information system to support direct practice: The case of foster care. *Human Service Information Technology Applications International Conference, Information Technology and the Quality of Life and Services*, Maastricht, NL.
- Oyserman, D. & Benbenishty, R. (1993, June). Quality assurance, consumer input, and perhaps, policy impact: The case of foster care. *Human Service Information Technology Applications International Conference, Information Technology and the Quality of Life and Services*, Maastricht, NL.