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Academic Employment History

Director of Graduate Studies, Department of Psychology,
Northern Illinois University, DeKalb, IL
July, 2012 – present

Professor, Social/Organizational Area, Department of Psychology,
Northern Illinois University, DeKalb, IL
June, 2011 – present

Associate Professor, Social/Organizational Area, Department of Psychology,
Northern Illinois University, DeKalb, IL
June, 2005 – June, 2011

Assistant Professor, Social/Organizational Area, Department of Psychology,
Northern Illinois University, DeKalb, IL
August, 1999 – June, 2005

Education

Ph.D. (1999). Social Psychology, Arizona State University, Tempe, AZ
Dissertation: “Avoiding Threats to the Vulnerable Self: The Motivations and
Mechanisms of Resistance to Persuasion.” Chair: Dr. Robert Cialdini

Comprehensive paper: “Statistical Approaches for Handling Non-Compliance in
Randomized Experiments: An Introduction.” Chair: Dr. Stephen West

M.A. (1996). Social Psychology, Arizona State University, Tempe, AZ
Thesis: “Dissembler’s Distrust: Suspicion as a Consequence of Undiscovered
Deception.” Chair: Dr. Robert Cialdini

B.S. (1988). Computer Science and Engineering
Massachusetts Institute of Technology, Cambridge, MA

Honors and Awards

Faculty Research and Artistry Grant, Graduate School, Northern Illinois University, 2001
National Science Foundation Graduate Fellowship, 1995-1998
Graduate Academic Scholarship, Arizona State University, 1994-1999
James McCormack Award for undergraduate research, MIT, 1986

Research Interests

Social influence; resistance to persuasion; deception, jealousy, and infidelity;
evolutionary psychology; human sexuality; statistics and research methodology

Peer-Reviewed Journal Articles

Ambler, J. K., Lee, E. M., Klement, K. R., Loewald, T., Comber, E. M., Hanson, S. A.,
Cutler, B., Cutler, N., & Sagarin, B. J. (in press). Consensual BDSM facilitates
role-specific altered states of consciousness: A preliminary study. *Psychology of
Consciousness: Theory, Research, and Practice*.

Edlund, J. E., & Sagarin, B. J. (in press). Sex differences in jealousy: A 25-year
Retrospective. *Advances in Experimental Social Psychology*.

Klement, K. R., Lee, E. M., Ambler, J. K., Hanson, S. A., Comber, E., Wietting, D.,
Wagner, M. F., Burns, V. R., Cutler, B., Cutler, N., Reid, E., & Sagarin, B. J. (in
press). Extreme rituals in a BDSM context: The physiological and psychological
effects of the “Dance of Souls”. *Culture, Health and Sexuality*.

Klement, K. R., & Sagarin, B. J. (in press). Nobody wants to date a whore: Rape-
supportive messages in women-directed Christian dating books. *Sexuality &
Culture*.

Klement, K. R., Sagarin, B. J., & Lee, E. M. (in press). Participating in a culture of
consent may be associated with lower rape-supportive beliefs. *Journal of Sex
Research*.

Lee, E. M., Klement, K., R., Ambler, J. K., Loewald, T., Comber, E., Hanson, S. A.,
Pruitt, B., & Sagarin, B. J. (2016). Altered states of consciousness during an
extreme ritual. *PLOS ONE*.

Sagarin, B. J., Lee, E. M., & Klement, K. R. (2015). Sadomasochism without sex?
Exploring the parallels between BDSM and extreme rituals. *Journal of Positive
Sexuality, 1*, 32-36.

Lee, E. M., Klement, K., R., & Sagarin, B. J. (2015). Double hanging during consensual
sexual asphyxia: A response to Roma, Pazzelli, Pompili, Girardi, and Ferracuti
(2013). *Archives of Sexual Behavior, 44*, 1751-1753.

Edlund, J. E., & Sagarin, B. J. (2014). The mate value scale. *Personality and Individual
Differences, 64*, 72-77.

Edlund, J. E., Nichols, A. L., Okdie, B. M., Guadagno, R. E., Eno, C. A., Heider, J. D.,
Hansen, E., Sagarin, B. J., Blackhart, G., Cottrell, C. A., & Wilcox, K. T. (2014).
The prevalence and prevention of crosstalk: A multi-institutional study. *Journal
of Social Psychology, 154*, 181-185.

- Lee, E. M., Ambler, J. K., & Sagarin, B. J. (2014). Effects of subjective sexual arousal on sexual, pathogen, and moral disgust sensitivity in women and men. *Archives of Sexual Behavior, 43*, 1115-1121.
- Sagarin, B. J., Ambler, J. K., & Lee, E. M. (2014). An ethical approach to peeking at data. *Perspectives on Psychological Science, 9*, 293-304.
- Sagarin, B. J., West, S. G., Ratnikov, A., Homan, W. K., Ritchie, T. D., & Hansen, E. J. (2014). Treatment non-compliance in randomized experiments: Statistical approaches and design issues. *Psychological Methods, 19*, 317-333.
- Zengel, B., Edlund, J. E., & Sagarin, B. J. (2013). Sex differences in jealousy in response to infidelity: Evaluation of demographic moderators in a national random sample. *Personality and Individual Differences, 54*, 47-51.
- Sagarin, B. J., Becker, D. V., Guadagno, R. E., Wilkinson, W. W., & Nicastle, L. D. (2012). A reproductive threat-based model of evolved sex differences in jealousy. *Evolutionary Psychology, 10*, 487-503.
- Sagarin, B. J., Martin, A. L., Coutinho, S. A., Edlund, J. E., Patel, L., Skowronski, J. J., & Zengel, B. (2012). Sex differences in jealousy: A meta-analytic examination. *Evolution and Human Behavior, 33*, 595-614.
- Guadagno, R. E., Rhoads, K. v. L., & Sagarin, B. J. (2011). Figural vividness and persuasion: Capturing the “elusive” vividness effect. *Personality and Social Psychology Bulletin, 37*, 626-638.
- Edlund, J. E., & Sagarin, B. J. (2010). Mate value and mate preferences: An investigation into decisions made with and without constraints. *Personality and Individual Differences, 49*, 835-839.
- Guadagno, R. E., & Sagarin, B. J. (2010). Sex differences in jealousy: An evolutionary perspective on online infidelity. *Journal of Applied Social Psychology, 40*, 2636-2655.
- Wilkinson, W. W., & Sagarin, B. J. (2010). Psychological antecedents of heterosexuals' pro-gay activism behavior. *Journal of Homosexuality, 57*, 878-894.
- Edlund, J. E., & Sagarin, B. J. (2009). Sex differences in jealousy: Misinterpretation of non-significant results as refuting the theory. *Personal Relationships, 16*, 67-78.
- Edlund, J. E., Sagarin, B. J., Skowronski, J. J., Johnson, S. J., & Kutter, J. (2009). Whatever happens in the laboratory stays in the laboratory: The prevalence and prevention of participant crosstalk. *Personality and Social Psychology Bulletin, 35*, 635-642.

- Farc, M. & Sagarin, B. J. (2009). Using attitude strength to predict registration and voting behavior in the 2004 U. S. presidential elections. *Basic and Applied Social Psychology, 31*, 160-173.
- Key, M. S., Edlund, J. E., Sagarin, B. J., & Bizer, G. Y. (2009). Individual differences in susceptibility to mindlessness. *Personality and Individual Differences, 46*, 261-264.
- Sagarin, B. J., Cutler, B., Cutler, N., Lawler-Sagarin, K. A., & Matuszewich, L. (2009). Hormonal changes and couple bonding in consensual sadomasochistic activity. *Archives of Sexual Behavior, 38*, 186-200.
- Sagarin, B. J., & Skowronski, J. J. (2009). The implications of imperfect measurement for free-choice carry-over effects: Reply to M. Keith Chen's (2008) "Rationalization and cognitive dissonance: Do choices affect or reflect preferences?" *Journal of Experimental Social Psychology, 45*, 421-423.
- Sagarin, B. J., & Skowronski, J. J. (2009). In pursuit of the proper null: Reply to Chen and Risen (2009). *Journal of Experimental Social Psychology, 45*, 428-430.
- Farc, M. M., & Sagarin, B. J. (2008). The role of individual characteristics in predicting the stability of party identification: A cross-cultural study. *Applied Psychology: An International Review, 57*, 373-396.
- Budden, J. S., & Sagarin, B. J. (2007). Implementation intentions, occupational stress, and the exercise intention-behavior relationship. *Journal of Occupational Health Psychology, 12*, 391-401.
- Coutinho, S. A., Hartnett, J. L., & Sagarin, B. J. (2007). Understanding promiscuity in strategic friend selection from an evolutionary perspective. *North American Journal of Psychology, 9*, 257-274.
- Coutinho, S. A., & Sagarin, B. J. (2007). Instilling resistance to scarcity advertisements. *Studies in Learning, Evaluation, Innovation, and Development, 4*, 54-66.
- Edlund, J. E., Sagarin, B. J., & Johnson, B. S. (2007). Reciprocity and the belief in a just world. *Personality and Individual Differences, 43*, 589-596.
- Cialdini, R. B., Demaine, L. J., Sagarin, B. J., Barrett, D. W., Rhoads, K., & Winter, P. L. (2006). Managing social norms for persuasive impact. *Social Influence, 1*, 3-15.
- Coutinho, S. A., & Sagarin, B. J. (2006). Resistance to persuasion through inductive reasoning. *Studies in Learning, Evaluation, Innovation, and Development, 3*, 57-65.
- Edlund, J. E., Heider, J. D., Scherer, C. R., Farc, M. M., & Sagarin, B. J. (2006). Sex differences in jealousy in response to actual infidelity. *Evolutionary Psychology, 4*, 462-470.

- Scherer, C. R., & Sagarin, B. J. (2006). Indecent influence: The positive effects of obscenity on persuasion. *Social Influence, 1*, 138-146.
- Houle, B. J., Sagarin, B. J., & Kaplan, M. F. (2005). A functional approach to volunteerism: Do volunteer motives predict task preference? *Basic and Applied Social Psychology, 27*, 337-344.
- Sagarin, B. J. (2005). Reconsidering evolved sex differences in jealousy: Comment on Harris (2003). *Personality and Social Psychology Review, 9*, 62-75.
- Sagarin, B. J., & Lawler-Sagarin, K. A. (2005). Critically evaluating competing theories: An exercise based on the Kitty Genovese murder. *Teaching of Psychology, 32*, 167-169.
- Becker, D. V., Sagarin, B. J., Guadagno, R. E., Millevoi, A., & Nicastle, L. D. (2004). When the sexes need not differ: Emotional responses to the sexual and emotional aspects of infidelity. *Personal Relationships, 11*, 529-538.
- Sagarin, B. J., & Guadagno, R. E. (2004). Sex differences in the contexts of extreme jealousy. *Personal Relationships, 11*, 319-328.
- Sagarin, B. J., Becker, D. V., Guadagno, R. E., Nicastle, L. D., & Millevoi, A. (2003). Sex differences (and similarities) in jealousy: The moderating influence of infidelity experience and sexual orientation of the infidelity. *Evolution and Human Behavior, 24*, 17-23.
- Sagarin, B. J., Britt, M. A., Heider, J. D., Wood, S. E., & Lynch, J. E. (2003). Bartering our attention: The distraction and persuasion effects of on-line advertisements. *International Journal of Cognitive Technology, 8*, 4-17.
- Maner, J. K., Luce, C. L., Neuberg, S. L., Cialdini, R. B., Brown, S., & Sagarin, B. J. (2002). The effects of perspective taking on motivations for helping: Still no evidence for altruism. *Personality and Social Psychology Bulletin, 28*, 1601-1610.
- Sagarin, B. J., Cialdini, R. B., Rice, W. E., & Serna, S. B. (2002). Dispelling the illusion of invulnerability: The motivations and mechanisms of resistance to persuasion. *Journal of Personality and Social Psychology, 83*, 526-541.
- Winter, P. L., Sagarin, B. J., Rhoads, K., Barrett, D. W., & Cialdini, R. B. (2000). Choosing to encourage or discourage: Perceived effectiveness of prescriptive versus proscriptive messages. *Environmental Management, 26*, 589-594.
- Sagarin, B. J., Rhoads, K., & Cialdini, R. B. (1998). Deceiver's distrust: Denigration as a consequence of undiscovered deception. *Personality and Social Psychology Bulletin, 24*, 1167-1176.

Winter, P. L., Cialdini, R. B., Bator, R. J., Rhoads, K., & Sagarin, B. J. (1998). An analysis of normative messages in signs at recreation settings. *Journal of Interpretation Research*, 3, 39-47.

Neuberg, S., Cialdini, R. B., Brown, S., Luce, C., Sagarin, B. J., & Lewis, B. (1997). Does empathy lead to anything more than superficial helping? Comment on Batson et al. (1997). *Journal of Personality and Social Psychology*, 73, 510-516.

Chapters in Edited Books

Sagarin, B. J., & Henningsen, M. L. M. (in press). Resistance to influence. In K. Williams, S. Harkins, & J. Burger (Eds.), *The Oxford handbook of social influence*. New York: Oxford University Press.

Sagarin, B. J., & Mitnick, K. D. (2012). The path of least resistance. In D. T. Kenrick, N. J. Goldstein, & S. L. Braver (Eds.), *Six degrees of social influence: Science, application, and the psychology of Robert Cialdini* (pp. 27-38). New York: Oxford University Press.

Sagarin, B. J., & Wood, S. E. (2007). Resistance to influence. In A. R. Pratkanis (Ed.), *The science of social influence: Advances and future progress* (pp. 321-340). New York: Psychology Press.

Cialdini, R. B., & Sagarin, B. J. (2005). Interpersonal influence. In T. Brock & M. Green (Eds.), *Persuasion: Psychological insights and perspectives* (pp. 143-169). Newbury Park, CA: Sage Press.

Sagarin, B. J., Britt, M. A., Heider, J. D., Wood, S. E., & Lynch, J. E. (2005). Intrusive technology: Bartering and stealing consumer attention. In W. R. Walker, & D. J. Herrmann (Eds.), *Cognitive technology: Essays on the transformation of thought and society* (pp. 69-88). Jefferson, NC: McFarland & Company, Inc. Publishers.

Sagarin, B. J., & Cialdini, R. B. (2004). Creating critical consumers: Motivating receptivity by teaching resistance. In E. S. Knowles, & J. A. Linn (Eds.), *Resistance and persuasion* (pp. 259-282). Mahwah, NJ: Lawrence Erlbaum Associates.

Cialdini, R. B., Sagarin, B. J., & Rice, W. E. (2001). Training in ethical influence. In J. M. Darley, D. M. Messick, & T. R. Tyler (Eds.), *Social influences on ethical behavior in organizations* (pp. 137-153). Mahwah, NJ: Lawrence Erlbaum Associates.

West, S. G., & Sagarin, B. J. (2000). Participant selection and loss in randomized experiments. In L. Bickman (Ed.), *Research design: Donald Campbell's legacy* (Vol. 2) (pp. 117-154). Thousand Oaks, CA: Sage.

Additional Publications

- Sagarin, B. J. (2015, February 9). Never tried BDSM? Go on, it's good for you. *The Guardian*. Retrieved from <http://www.theguardian.com/commentisfree/2015/feb/09/bdsm-good-for-you-fifty-shades-of-grey-relationship>
- Sagarin, B. J. (2015, February 5). The surprising psychology of BDSM [Blog post]. Retrieved from <https://www.psychologytoday.com/blog/the-wide-wide-world-psychology/201502/the-surprising-psychology-bdsm>
- Grippio, A., & Sagarin, B. J. (2013, January 25). The biological basis for the 'thrill of victory' [Blog post]. Retrieved from <http://www.psychologytoday.com/blog/the-wide-wide-world-psychology/201301/the-biological-basis-the-thrill-victory>
- Mortensen, C. R., & Sagarin, B. J. (2009). *Instructor's manual and test bank for Cialdini, Influence: Science and practice, fifth edition*. Boston, MA: Allyn & Bacon.
- Sagarin, B. J. (2007). Door-in-the-face technique. In R. F. Baumeister & K. D. Vohs (Eds.), *Encyclopedia of social psychology* (pp. 262-263). Thousand Oaks, CA: Sage.
- Sagarin, B. J. (2007). Foot-in-the-door technique. In R. F. Baumeister & K. D. Vohs (Eds.), *Encyclopedia of social psychology* (pp. 354-355). Thousand Oaks, CA: Sage.
- Sagarin, B. J. (2000). *Instructor's manual and test bank for Cialdini, Influence: Science and practice, fourth edition*. Boston, MA: Allyn & Bacon.

Conference Presentations

- Cabo, J., Lee, E., Zengel, B., Sagarin, B. (2016, May). *Are gaming and internet usage linked to unhealthy relationships?* Poster presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Klement, K. R., Sagarin, B. J., & Lee, E. M. (2016, May). *Being kinky is related to lower rape-supportive beliefs*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Klement, K. R., Sagarin, B. J., & Lee, E. M. (2016, May). *Gender differences in personality in active vs. passive mate poaching*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Lee, E. M., Klement, K., Hanson, S., Comber, E., Wagner, M., & Sagarin, B. (2016, May). *Extreme rituals and negative affect, stress, and social bonding*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.

- Sagarin, B. J. (2016, May). *The many faces of sadism: Conflict between a diagnostic category and a community identity* (discussant). Paper presented at the Association for Psychological Science's 28th annual convention, Chicago, IL.
- Sagarin, B. J. (2016, May). *What do you do when $p = .06$?* Paper presented at the Association for Psychological Science's 28th annual convention, Chicago, IL.
- Sagarin, B. J., Lee, E. M., & Klement, K. R. (2015, May). *Sadomasochism without sex? Exploring the parallels between BDSM and extreme rituals*. Paper presented at the 7th Alternative Sexualities Conference, Chicago, IL.
- Sagarin, B. J., Mucci, M. J., & Klement, K. R. (2015, May). *What do you do when $p = .06$?* Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Klement, K. R., Lee, E. M., & Sagarin, B. J. (2015, April). *Participation in extreme rituals induces altered states of consciousness*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Wagner, M. F., Hansen, E., Lee, E. M., Klement, K. R., Comber, E., Sarun, P., Voyles, E., & Sagarin, B. J. (2015, April). *Predicting kink from a dominant/submissive implicit association test*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Ambler, J. K., Lee, E. M., & Sagarin, B. J. (2014, May). *Homogenously manipulating men's and women's sexual arousal*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Lee, E. M., Sagarin, B. J., Barber, L., & Ambler, J. K. (2014, May). *Stress, sex, and BDSM*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Lee, E. M., Ambler, J. K., & Sagarin, B. J., (2014, May). *Hooked together: Investigating a hook-pull in a BDSM context*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Lee, E. M., Klement, K. R., Ambler, J. K., Comber, E., Hanson, S., Pruitt, B., Loewald, T., & Sagarin, B. J. (2014, May). *Evidence of altered states of consciousness during hook-pulls*. Poster presented at the Association for Psychological Science's 26th annual convention, San Francisco, CA.
- Nichold, A. L., Edlund, J. E., Okdie, B. M., Guadagno, R. E., Eno, C. A., Heider, J. D., Hansen, E., Sagarin, B. J., Blackhart, G., Cottrell, C., & Wilcox, K. T. (2013, November). *Predicting and preventing participant crosstalk: A multi-institutional investigation*. Paper presented at the Second International Conference on Emerging Research Paradigms in Business and Social Sciences, Dubai, UAE.

- Sagarin, B. J. (2013, September). *Hormones, pain, and altered states: A scientific search for the essence of sadomasochism*. Paper presented at the 6th Alternative Sexualities Conference, San Francisco, CA.
- Ambler, J. K., Lee, E. M., Klement, K., Hanson, S., Comber, E., Wietting, D., Wagner, M., & Sagarin, B. J. (2013, May). *A multi-method study of consensual sadomasochism and temporary piercings*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Sagarin, B. J., Ambler, J. K., & Lee, E. M. (2013, May). *The pleasures and perils of peeking at data*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Sagarin, B. J., Comber, E. M., Hanson, S. A., Klement, K., Lee, E. M., Wietting, D., Ambler, J. K., Wagner, M., Burns, V., & Lindeen, E. (2013, January). *Sadomasochism without sex: Pain as a catalyst to transcend the self*. Poster presented at the Fourteenth Annual Meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Tittelbach, T., & Sagarin, B. J. (2012, May). *Sex differences in sadomasochistic attitudes, fantasies, and behaviors in a college population*. Poster presented at the 2012 conference for the Society for the Scientific Study of Sexuality, Eastern and MidContinent Regions. Bloomington, IN.
- Croomes, A. E., Guadagno, R. E., Okdie, B. M., & Sagarin, B. J. (2012, May). *Cognitive load as a moderator between figural vividness and persuasion*. Poster presented at the annual convention for the Association for Psychological Science, Chicago, IL.
- Klement, K. R., Ambler, J. K., Comber, E. M., Hanson, S. A., Lee, E. M., Wietting, D., & Sagarin, B. J. (2012, May). *Is it sex? Evaluating sadomasochistic activity outside of a sexual context*. Poster presented at the annual convention for the Association for Psychological Science, Chicago, IL.
- Lee, E. M., Ambler, J. K., & Sagarin, B. J. (2012, May). *Sexual arousal inhibits sexual disgust, but not pathogen disgust, in women*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Berchtold, B., & Sagarin, B. J. (2012, January). *Effects of sex and sexual orientation on definitions of infidelity*. Poster presented at the Thirteenth Annual Meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Lee, E. M., Ambler, J. K., & Sagarin, B. J. (2012, January). *Inhibiting disgust: The impact of sexual arousal on disgust sensitivity and the cross-gender efficacy of self-selected sexual arousal manipulations*. Poster presented at the Thirteenth Annual Meeting of the Society for Personality and Social Psychology, San Diego, CA.

- Guadagno, R. E., Edlund, J. E. Nichols, A. L., Sagarin, B. J., Heider, J. D., Blackhard, G. C., Hansen, E., Raad, J., Okdie, B. M., Eno, C. A., & Cottrell, C. A. (2011, November). *Participant crosstalk: A tale of four universities*. Paper presented at the annual meeting of the Society of Southeastern Social Psychologists, Johnson City, TN.
- Berchtold, B., McDowell, R., & Sagarin, B. J. (2011, May). *Effects of sex and sexual orientation on definitions of infidelity*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Sagarin, B. J. (2011, May). *Sex differences in jealousy: The view from the trenches* Paper presented at the 2011 meeting of the Social Psychologists of Chicago, Chicago, IL.
- Zengel, B. U., & Sagarin, B. J. (2011, May). *Sex differences in response to actual infidelity: Focus versus jealousy?* Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Sagarin, B. J., & Mitnick, K. D. (2011, January). *The path of least resistance*. Poster presented at the Twelfth Annual Meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Hansen, E. J., & Sagarin, B. J. (2010, April). *The mediated relationship between collectivism and reciprocal altruism*. Poster presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Sagarin, B. J., & Patel, L. (2010, April). *Equity, mate value, and infidelity in romantic relationships*. Poster presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Hinkle, H. L., Mounts, N. S., Lovejoy, C. M., Raad, J., & Sagarin, B. J. (2010, March). *Public displays of social status in late adolescent males: Predicting friendships with female partners on a social networking site*. Poster presented at the biannual meeting of the Society for Research on Adolescence, Philadelphia, PA.
- Guadagno, R. E., Okdie, B. M., Sagarin, B. J., DeCoster, J., & Rhoads, K. v. L. (2010, January). *A meta-analysis on the impact of vividness on persuasion*. Poster presented at the Eleventh Annual Meeting of the Society for Personality and Social Psychology, Las Vegas, NV.
- Hansen, E. J., McFadden, L., & Sagarin, B. J. (2010, January). *Help me help you: The relationship between reciprocal altruism and collectivism*. Poster presented at the Eleventh Annual Meeting of the Society for Personality and Social Psychology, Las Vegas, NV.
- Johnson, S. J., & Sagarin, B. J. (2010, January). *Sexism and religious orientation*. Poster presented at the Psychology of Religion and Spirituality Preconference of the

Eleventh Annual Meeting of the Society for Personality and Social Psychology, Las Vegas, NV.

- Hastings, P., Britt, A., Sagarin, B., Durik, A., & Kopp, K. (2009, July). *Designing a game for teaching argumentation skills*. Paper presented at the 14th International Conference on Artificial Intelligence in Education (AIED), Brighton, England.
- Comber, E. M., & Sagarin, B. J. (2009, May). *Can standard measures help diagnose abuse among sadomasochistic participants?* Poster presented at the 2009 Alternative Sexualities Conference, Chicago, IL.
- Johnson, S. J., & Sagarin, B. J. (2009, May). *Sexism and religious orientation*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Sagarin, B. J., Martin, A. L., Coutinho, S. A., & Edlund, J. E. (2009, May). *A meta-analysis of continuous measure sex difference in jealousy studies*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Edlund, J. E., & Sagarin, B. J. (2009, February). *Mate value and its effect on mate selection*. Poster presented at the Tenth Annual Meeting of the Society for Personality and Social Psychology, Tampa, FL.
- Johnson, S. J., & Sagarin, B. J. (2009, February). *Religious orientation and attitudes toward women*. Poster presented at the Tenth Annual Meeting of the Society for Personality and Social Psychology, Tampa, FL.
- Sagarin, B. J., Martin, A. L., Coutinho, S. A., & Edlund, J. E. (2009, February). *A meta-analysis of studies examining sex differences in jealousy using continuous measures*. Poster presented at the Tenth Annual Meeting of the Society for Personality and Social Psychology, Tampa, FL.
- Edlund, J. E., & Sagarin, B. J. (2008, May). *The prevalence and prevention of participant crosstalk in an undergraduate subject pool*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Edlund, J. E., & Sagarin, B. J. (2008, February). *Sex differences in jealousy: Characteristics of the rival matter*. Poster presented at the Ninth Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Kruse, S. A., Okdie, B. M., Hull, C. A., Sagarin, B. J., & Guadagno, R. E. (2008, February). *Mate selection and attitudes toward infidelity: A new twist*. Poster presented at the Ninth Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Edlund, J. E., & Sagarin, B. J. (2007, May). *Sex differences in jealousy: Effects of scaling*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.

Key, M. S., Edlund, J. E., Bizer, G. Y., & Sagarin, B. J. (2007, May). *Individual differences and the mindlessness heuristic*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.

Sagarin, B. J. (2007, May). *Statistical approaches for handling non-compliance in randomized experiments*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.

Edlund, J. E., & Sagarin, B. J. (2007, January). *Crosstalk amongst non-naïve participants*. Poster presented at the Eighth Annual Meeting of the Society for Personality and Social Psychology, Memphis, TN.

Edlund, J. E., Farc, M., Heider, J. D., Scherer, C. R., Ritchie, T. D., Lopez, M. D., Sagarin, B. J., & Buller, D. J. (2006, May). *Male sexual jealousy: Paternal uncertainty or lost paternity opportunities?* Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.

Scherer, C. R., & Sagarin, B. J. (2006, May). *Profanity and persuasion 2: Mediators and moderators of the effect*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.

Farc, M., & Sagarin, B. J. (2006, January). *Using attitude strength to predict registration and voting behavior in the 2004 U. S. Presidential Election*. Poster presented at the Seventh Annual Meeting of the Society for Personality and Social Psychology, Palm Springs, CA.

Scherer, C. R., & Sagarin, B. J. (2006, January). *Profanity and persuasion 2: Mediators and moderators of the effect*. Poster presented at the Seventh Annual Meeting of the Society for Personality and Social Psychology, Palm Springs, CA.

Edlund, J. E., Heider, J. D., Scherer, C. R., Farc, M., Buller, D. J., & Sagarin, B. J. (2005, May). *Sex differences in jealousy in response to actual infidelity*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.

Farc, M., & Sagarin, B. J. (2005, May). *The role of individual characteristics in predicting the stability of party identification: A cross-cultural study*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.

Heider, J. D., Scherer, C. R., Sagarin, B. J., & Edlund, J. E. (2005, May). *Measuring gender differences in reactions to infidelity: Importance of administration medium*. Poster presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.

Sagarin, B. J., Britt, M. A., Heider, J. D., Wood, S. E., & Lynch, J. E. (2005, May). *Intrusive technology: Bartering and stealing consumer attention*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.

- Sagarin, B. J., Houle, B. J., Sibisi, L. B. T., & Commisso, M. A. (2005, May). *Marriage preferences in a modern polygamous society*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Scherer, C. R. & Sagarin, B. J. (2005, May). *Indecent influence: The positive effects of profanity on persuasion*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Phelan, J. C., Silber, D. H., Laurino, A. J., & Sagarin, B. J. (2005, March). *Comparing human interface devices for chemical informatics*. Paper presented at the 229th meeting of the American Chemical Society, San Diego, CA.
- Heider, J. D., Scherer, C. R., & Sagarin, B. J. (2005, January). *Measuring gender differences in reactions to infidelity: Mode of administration matters*. Poster presented at the Evolutionary Psychology Pre-Conference of the Society for Personality and Social Psychology's annual meeting, New Orleans, LA.
- Scherer, C. R., & Sagarin, B. J. (2005, January). *Profanity and persuasion: A positive relationship*. Poster presented at the Sixth Annual Meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Sagarin, B. J., Houle, B. J., Sibisi, L. B. T., & Commisso, M. A. (2004, May). *Marriage perceptions and preferences in a modern polygamous society*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Scherer, C. R., & Sagarin, B. J. (2004, May). *Profanity, persuasion, & credibility*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, IL.
- Sagarin, B. J. (2004, April). *Bartering our attention: Are we squandering a limited and valuable resource?* Paper presented at the 2004 meeting of the Social Psychologists of Chicago, Chicago, IL.
- Farc, M., & Sagarin, B. J. (2004, January). *Higher order attitudes: Predicting activist behavior for and against the war in Iraq*. Poster presented at the Fifth Annual Meeting of the Society for Personality and Social Psychology, Austin, TX.
- Sagarin, B. J., Britt, M. A., Heider, J. D., Wood, S. E., & Lynch, J. E. (2003, June). *Intrusive technology: Bartering and stealing consumer attention*. Paper presented at Winston-Salem State University's Cognitive Technology conference, Winston-Salem, NC.
- Houle, B. J., & Sagarin, B. J. (2003, May). *Volunteerism: Examining the relationship between situation and motives*. Poster presented at the Midwestern Psychological Association's annual meeting, Chicago, Illinois.

- Patock-Peckham, J. A., Cialdini, R. B., Sagarin, B. J., Gerend, M., & Aiken, L. S. (2003, May). *Piercing the illusion of invulnerability to std risk*. Paper presented at the 2003 meeting of the Western Psychological Association, Vancouver, BC.
- Sagarin, B. J. (2003, May). *Bartering our attention: Are we squandering a limited and valuable resource?* Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, Illinois.
- Scherer, C., Houle, B., & Sagarin, B. J. (2003, May). *Perceptions of cellular phones: A benefit or nuisance?* Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, Illinois.
- Sagarin, B. J., Cutler, B., & Cutler, N. (2003, February). *Hormonal changes and couple bonding in consensual sadomasochistic activity*. Poster presented at the Fourth Annual Meeting of the Society for Personality and Social Psychology, Los Angeles, CA.
- Sagarin, B. J., & Cialdini, R. B. (2002, October). *Creating critical consumers: Motivating receptivity by teaching resistance*. Paper presented at the 2002 conference of the Society of Experimental Social Psychology, Columbus, OH.
- Heider, J., Sagarin, B. J., Britt, M. A., Wood, S. E., & Lynch, J. (2002, May). *Squandering our limited attention: The distraction and persuasion effects of advertisements in software products*. Poster presented at the Midwestern Psychological Association's annual meeting, Chicago, Illinois.
- Sagarin, B. J., & Becker, D. V. (2002, May). *The abnormality of the heterosexual male: Sex, sexual orientation, and the evolutionary explanation for sex differences in jealousy*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, Illinois.
- Sagarin, B. J., Cutler, B., & Cutler, N. (2002, May). *The physiological and psychological effects of consensual sadomasochistic activity*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, Illinois.
- Serna, S. B., & Sagarin, B. J. (2002, May). *Who are wedding ceremonies for?* Poster presented at the Midwestern Psychological Association's annual meeting, Chicago, Illinois.
- Wood, S. E., Panchal, A. J., Houle, B. J., Scherer, C. R., Heider, J. D., Lynch, J. E., Dixon, A., & Sagarin, B. J. (2002, May). *"If that phone rings one more time...": Consumer perceptions of intrusive marketing*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, Illinois.
- Sagarin, B. J., & Cialdini, R. B. (2002, April). *Creating critical consumers: Motivating receptivity by teaching resistance*. Paper presented at the University of Arkansas Symposium on Resistance and Persuasion, Fayetteville, AK.

- Sagarin, B. J., Britt, M. A., Wood, S., Heider, J., & Lynch, J. (2002, February). *Squandering our limited attention: The distraction and persuasion effects of advertisements in software products*. Poster presented at the Third Annual Meeting of the Society for Personality and Social Psychology, Savannah, GA.
- Patock-Peckham, J. A., Cialdini, R. B., Newton, C., Gerend, M., Aiken, L. S., & Sagarin, B. J. (2001, June). *An alcohol expectancy intervention for drinking and driving: Puncturing the illusion of invulnerability*. Poster presented at the Research Society on Alcoholism, Montreal, Canada.
- Houle, B. J., Sagarin, B. J., & Kaplan, M. F. (2001, May). *A functional approach to volunteerism: Do volunteer motives predict task selection?* Poster presented at the Midwestern Psychological Association's annual meeting, Chicago, Illinois.
- Sagarin, B. J., Seidelman, K. E., Peryer, L., Heider, J., & Serna, S. B. (2001, May). *Do men and women feel extreme jealousy in different types of relationships? Sex differences in the contexts of jealousy and envy*. Paper presented at the Midwestern Psychological Association's annual meeting, Chicago, Illinois.
- Peryer, L. C., & Sagarin, B. J. (2001, April). The puzzle of polygamy: Can the evolutionary explanation for jealousy account for polygamous societies? Paper presented at the 23rd Annual Psi Chi Undergraduate Psychology Research Symposium, Madison, Wisconsin.
- Barrett, D. W., Cialdini, R. B., Demaine, L., Sagarin, B. J., & Rhoads, K. (2001, February). *The poison parasite: Turning an ad against itself*. Poster presented at the Second Annual Meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Sagarin, B. J., & Serna, S. B. (2001, February). *Self-presentation, media effects, and resistance to persuasion*. Poster presented at the Second Annual Meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Sagarin, B. J., Becker, D. V., Guadagno, R. E., Nicastle, L. D., & Millevoi, A. (2000, August). *Beyond forced-choice: Evolutionary responses to sexual and emotional infidelities*. Poster presented at the American Psychological Association's annual conference, Washington, DC.
- Cialdini, R. B., & Sagarin, B. J. (2000, February). *Instilling resistance to deceptive persuasive appeals by dispelling the illusion of invulnerability*. Paper presented at the Society for Personality and Social Psychology's annual meeting, Nashville, TN.
- Rice, W. E., Guadagno, R. E., & Sagarin, B. J. (1999, August). *The Internet: A tool for locating and investigating academic positions*. Poster presented at the American Psychological Association's annual conference, Boston, MA.

- Sagarin, B. J., & West, S. G. (1999, August). *Statistical approaches for handling non-compliance in randomized experiments: An introduction*. Poster presented at the American Psychological Association's annual conference, Boston, MA.
- Rice, W. E., Sagarin, B. J., & Cialdini, R. B. (1999, February). *The resistance enhancing effect of perceived vulnerability to unethical influence*. Paper presented at the Society for Consumer Psychology's winter conference, St. Petersburg, FL.
- Sagarin, B. J., Cialdini, R. B., & Rice, W. E. (1998, August). *Creating critical consumers: Instilling resistance to unethical persuasion*. Paper presented at the American Psychological Association's annual conference, San Francisco, CA.
- Cialdini, R. B., Sagarin, B. J., & Rice, W. E. (1998, January). *Training in ethical influence*. Paper presented at the Kellogg Graduate School of Business's Conference on Social Influence and Ethics in Organizations, Evanston, IL.
- Winter, P. L., Cialdini, R. B., Bator, R., Rhoads, K., & Sagarin, B. J. (1997, October). *Are agencies providing the right message? An examination of normative information in recreation settings*. Paper presented at the meetings of the National Recreation and Park Association, Salt Lake City, UT.
- Sagarin, B. J., Rice, W. E., & Cialdini, R. B. (1997, April). *Teaching critical appraisal and resistance to authority-based influence*. Poster presented at the Western Psychological Association's annual conference, Seattle, WA.
- Sagarin, B. J., Rhoads, K., & Cialdini, R. B. (1996, August). *Dissembler's distrust: Suspicion as a consequence of undiscovered deception*. Poster presented at the American Psychological Association's annual conference, Toronto, Ontario.

Invited Presentations

- Sagarin, B. J. (2016, August). *Instilling and overcoming resistance to influence*. Presentation given to the Society of Professional Consultants. Waltham, MA.
- Comber, E. M., Sagarin, B. J., & Sato-Keane, L. (2016, February). *The science of BDSM*. Presentation given at the Galleria Domain 2. Chicago, IL.
- Sagarin, B. J. (2016, February). *Human subjects on the edge: Conducting research on BDSM and extreme rituals*. Responsible Conduct of Research Forum Series, Northern Illinois University. DeKalb, IL.
- Sagarin, B. J., Lee, E. M., Erickson, J., Hanson, S. A., Klement, K. R., Sarun, P., Sato-Keane, L., & Wagner, M. (2016, January). *The science of BDSM: What the BDSM community can teach a kinky world*. Presentation given at the 2016 Southwest Leather Conference. Phoenix, AZ.
- Sagarin, B. J. (2015, November). *The pleasures and perils of peeking at data*. Colloquium given at Northwestern University. Evanston, IL.

- Lee, E. M., Cutler, B., & Sagarin, B. J. (2015, September). *Charting the course of research on m/s relationships*. Presentation given at the 2015 Master/slave Conference. Washington, DC.
- Sagarin, B. J. (2015, September). *Peer review*. Responsible Conduct of Research Forum Series, Northern Illinois University. DeKalb, IL.
- Sagarin, B. J., & Lee, E. M. (2015, September). *The science of BDSM: The many faces of masochism and sadism*. Presentation given at the 2015 Master/slave Conference. Washington, DC.
- Gommel, J., & Sagarin, B. J. (2015, January). *Human subjects research: Navigating the IRB approval process*. Responsible Conduct of Research Forum Series, Northern Illinois University. DeKalb, IL.
- Lee, E. M., Erickson, J., Sarun, P., Klement, K. R., Hanson, S. A., Mucci, M., Wagner, M., Comber, E. M., & Sagarin, B. J. (2015, January). *The science of BDSM: The many faces of masochism and sadism*. Presentation given at the 2015 Southwest Leather Conference. Phoenix, AZ.
- Sagarin, B. J. (2014, December). *Combating PAC donor and grassroots issue fatigue*. Presentation given at the Innovate to Motivate 2014 conference. New Orleans, LA.
- Lee, E. M., Sagarin, B. J., Ambler, J. K., & Cutler, B. (2014, August). *Master/slave relationships: A new scientific frontier*. Presentation given at the 2014 Master/slave Conference. Washington, DC.
- Sagarin, B. J., Lee, E. M., & Ambler, J. K. (2014, August). *The science of BDSM*. Presentation given at the 2014 Master/slave Conference. Washington, DC.
- Lee, E. M., Comber, E. M., Klement, K. R., Ambler, J. K., Voyles, E., Pruitt, B., Wagner, M., Hanson, S. A., Burns, V., & Sagarin, B. J. (2014, January). *The science of SM: The cutting edge*. Presentation given at the 2014 Southwest Leather Conference. Phoenix, AZ.
- Sagarin, B. J., Ambler, J. K., & Lee, E. M. (2013, September). *The pleasures and perils of peeking at data*. Colloquium given at Elmhurst College. Elmhurst, IL.
- Sagarin, B. J. (2013, September). *The man I loved but never knew*. Presentation given at Northern Illinois University's LGBT Studies Third Thursday brownbag series. DeKalb, IL.
- Ambler, J. K., Comber, E., Hanson, S. A., Klement, K. R., Lee, E. M., Sagarin, B. J., & Wagner, M. (2013, January). *Sadomasochism without sex: A research study on the Dance of Souls and a search for the essence of SM*. Presentation given at the 2013 Southwest Leather Conference. Phoenix, AZ.

- Sagarin, B. J., Hanson, S. A., Ambler, J. K., Tittelbach, T., Wagner, M., Lee, E. M., Klement, K. R., & Comber, E. M. (2013, January). *The science of SM: Part deux*. Presentation given at the 2013 Southwest Leather Conference. Phoenix, AZ.
- Sagarin, B. J. (2012, December). *Generational persuasion tactics*. Presentation given at the Innovate to Motivate 2012 conference. Charleston, SC.
- Hanson, S. A., Ambler, J. K., Burns, V., Comber, E. M., Klement, K., Lee, E. M., Lindeen, E., & Sagarin, B. J. (2012, April). *LGBT and leather: SM in shades of gray*. Presentation given as part of Northern Illinois University's 2012 LGBTQ Awareness Month.
- Ambler, J. K., Klement, K., Hanson, S. A., Wietting, D., Lee, E. M., Comber, E. M., Sagarin, B. J. (2012, January). *From de Sade to the dark triad: SM in shades of gray*. Presentation given at the 2012 Southwest Leather Conference. Phoenix, AZ.
- Sagarin, B. J. (2011, October). *The pleasures and perils of peeking at data*. Colloquium given at the University of Alabama. Tuscaloosa, AL.
- Sagarin, B. J. (2011, October). *Evolutionary psychology: Exploring Darwin's psychological legacy*. Presentation given at the University of Alabama's lecture series Alabama Lectures on Life's Evolution. Tuscaloosa, AL.
- Sagarin, B. J. (2011, February). *Building online trust*. Presentation given at the Innovate to Motivate 2011 conference. San Antonio, TX.
- Comber, E. M., Sagarin, B. J., Hanson, S. A., Burns, V. R., Tittelbach, T., & Wietting, D. (2011, January). *The Science of SM*. Presentation given at the 2011 Southwest Leather Conference. Phoenix, AZ.
- Sagarin, B. J. (2010, February). *Dealing with hostile stakeholders: How to defuse hostility and bring your members back into the fold*. Presentation given at the Innovate to Motivate 2010 conference. New Orleans, LA.
- Sagarin, B. J. (2009, October). *Influence measures of effectiveness*. Presentation given during PSYOP officer training, Ft. Bragg, NC.
- Sagarin, B. J. (2009, February). *The psychology of beating PAC and grassroots volunteer fatigue*. Presentation given at the Innovate to Motivate 2009 conference. New Orleans, LA.
- Sagarin, B. J. (2009, January). *Evolutionary psychology: Exploring Darwin's psychological legacy*. Presentation given at the NIU College of Liberal Arts and Sciences' Lifelong Learning Institute, DeKalb, IL.

- Sagarin, B. J. (2008, November). *Measuring audience attitudinal and behavioral effects*. Presentation given at the Monitor Group's workshop on Persuasive Visual Media and Audience Analysis. New York City, NY.
- Sagarin, B. J. (2008, July). *Instilling and overcoming resistance to influence*. Presentation given at the Government Affairs Directors Institute 2008 conference for the National Association of REALTORS. Jackson Hole, WY.
- Sagarin, B. J. (2008, February). *Instilling and overcoming resistance to influence*. Presentation given at the Innovate to Motivate 2008 conference. Orlando, FL.
- Sagarin, B. J. (2007, December). *MOEs: Sorting out the good and bad advice from academic psychology*. Presentation given at the NATO Joint Senior Psychological Operations Conference, Hurlburt Field, FL.
- Sagarin, B. J. (2007, September). *Influence measures of effectiveness*. Presentation given via VTC at the Joint Operational Influence Seminar, Hurlburt Field, FL.
- Sagarin, B. J. (2007, May). *Influence measures of effectiveness*. Presentation given at the Joint Operational Influence Seminar, Hurlburt Field, FL.
- Sagarin, B. J. (2007, March). *Hormonal changes and couple bonding in consensual sadomasochistic activity*. Seminar given at Cornell University, Ithaca, NY.
- Sagarin, B. J. (2006, December). *Influence measures of effectiveness*. Presentation given at the NATO Joint Senior Psychological Operations Conference, Hurlburt Field, FL.
- Sagarin, B. J. (2006, October). *Influence measures of effectiveness*. Presentation given at the Joint Operational Influence Seminar, Hurlburt Field, FL.
- Rhoads, K., & Sagarin, B. J. (2006, March). *Immediate influence & advanced influence course*. Presentation given to Tactical PSYOP Support in OEF/OIF, 2nd POG, Ft. Bragg, NC.
- Sagarin, B. J. (2006, February). *Evolutionary psychology: Exploring Darwin's psychological legacy*. Presentation given at the Darwin Day Celebration of the Humanists of West Suburban Chicago, Naperville, IL.
- Sagarin, B. J. (2005, October). *Instilling and overcoming resistance to persuasion*. Presentation given at the NATO Joint Senior Psychological Operations Conference, Hurlburt Field, FL.
- Sagarin, B. J. (2004, September). *Bartering our attention: Are we squandering a limited and valuable resource?* Seminar given at the University of Illinois at Chicago, Chicago, IL.

- Sagarin, B. J. (2004, February). *Bartering our attention: Are we squandering a limited and valuable resource?* Seminar given at the University of Chicago, Chicago, IL.
- Sagarin, B. J. (2003, May). *Intrusive marketing and illegitimate influence: The ethics and practice of resistance to persuasion.* Seminar given at Union College, Schenectady, NY.
- Sagarin, B. J. (2002, October). *The abnormality of the heterosexual male: Sex, sexual orientation, and the evolutionary explanation for sex differences in jealousy.* Seminar given at the University of Illinois at Chicago, Chicago, IL.
- Sagarin, B. J. (2002, September). *Bartering our attention: Are we squandering a limited and valuable resource?* Seminar given at Purdue University, West Lafayette, IN.
- Sagarin, B. J. (2002, March). *The abnormality of the heterosexual male: Sex, sexual orientation, and the evolutionary explanation for sex differences in jealousy.* Seminar given at the University of Wisconsin-Madison, Madison, WI.
- Sagarin, B. J. (2000, April). *Dispelling the illusion of invulnerability: A method to instill resistance to deceptive persuasion.* Seminar given at the University of Illinois at Urbana-Champaign, Urbana, IL.
- Sagarin, B. J. (1999, November). *Dispelling the illusion of invulnerability: A method to instill resistance to deceptive persuasion.* Seminar given at the University of Illinois at Chicago, Chicago, IL.

Teaching Experience

Multiple Regression, Northern Illinois University

This graduate course covers multiple regression and related statistical topics including correlation, regression with continuous and categorical independent variables, interactions, mediation and moderation, and curvilinear effects.

Student evaluations (on a 1-5 scale with 1 = highest):

Spring, 2006: 1.60; Spring, 2008: 1.39; Spring, 2009: 1.32; Spring, 2010: 1.16;

Spring, 2011: 1.14; Spring, 2012: 1.12; Spring, 2014: 1.06

Analysis of Variance, Northern Illinois University

This graduate course covers basic concepts of probability, normal distributions, sampling distributions and hypothesis testing; power; ANOVA for between-subjects, within-subjects or mixed models, post-hoc tests, and experimental designs to analyze means.

Student evaluations (on a 1-5 scale with 1 = highest):

Fall, 2011: 1.21; Fall, 2012: 1.28; Fall, 2013: 1.14

Attitude Change, Northern Illinois University

This graduate course examines the contemporary and classic literature on attitudes, focusing primarily on the theories of attitude structure, attitude formation, and attitude change.

Student evaluations (on a 1-5 scale with 1 = highest):

Spring, 2000: 1.27; Spring, 2002: 1.27; Spring, 2004: 1.16; Fall, 2005: 1.52;
Spring, 2008: 1.30; Spring, 2010: 1.21; Spring, 2012: 1.00; Spring, 2014: 1.21

Evolutionary Psychology, Northern Illinois University

This graduate course explores the theoretical foundations of evolutionary psychology, the empirical support for its theories, the criticisms and competing explanations, the epistemological challenges faced by evolutionary psychological researchers, and the accurate and inaccurate representations of evolutionary psychology in the lay press.

Student evaluations (on a 1-5 scale with 1 = highest):

Fall, 2002: 1.22; Fall, 2004: 1.07, Fall, 2006: 1.00, Fall, 2008: 1.14,
Fall, 2010: 1.18, Spring, 2013: 1.06, Fall, 2014: 1.16

Laboratory in Personality and Social Psychology, Northern Illinois University

This undergraduate course covers research methods in personality and social psychology. Course activities include the design, implementation, and analysis of a cognitive dissonance experiment using the counterattitudinal essay paradigm.

Student evaluations (on a 1-5 scale with 1 = highest):

Fall, 1999: 1.24 (section 1), 1.29 (section 2); Spring, 2000: 1.03; Fall, 2000: 1.16
Spring, 2001: 1.05; Fall, 2001: 1.31, 1.22; Spring, 2002: 1.13; Fall, 2002: 1.32
Spring, 2003: 1.45, 1.32; Fall, 2003: 1.38, 1.41; Spring, 2004: 1.27
Fall, 2004: 1.25; Spring, 2005: 1.18, 1.49; Spring, 2006: 1.31, Fall, 2006: 1.09
Fall, 2007: 1.08; Fall, 2009: 1.30, Fall, 2010: 1.85

Psychological Basis of Sexuality, Northern Illinois University

This undergraduate course covers the theory, research, and real-world manifestation of human sexuality.

Student evaluations (on a 1-5 scale with 1 = highest):

Spring, 2009: 1.34; Fall, 2009: 1.32; Spring, 2011: 1.15; Fall, 2011: 1.09;
Summer, 2014: 1.14

Social Psychology, Northern Illinois University

This undergraduate course covers research methodology, ethics, social thinking, social influence, and social relations.

Student evaluations (on a 1-5 scale with 1 = highest):

Fall, 2000: 1.41; Spring, 2001: 1.35; Fall, 2005: 1.41

Teaching Assistant, Psychometrics, Arizona State University, Spring, 1999

Assisted with graduate level psychometrics.

Laboratory Instructor, Experimental Psychology, Arizona State University

Responsibilities included developing and delivering lectures on experimental design, methodology, statistical analysis, and ethics, grading lab reports, writing and administering tests, and assigning semester grades.

Student evaluations (on a 1-5 scale with 1 = highest):

Fall, 1994: 1.36; Spring, 1995: 1.50

Senior Instructor, Internal Training, Oracle Corporation, April, 1990 – August, 1991.
Taught over 30 classes covering both technical subjects and communication skills.

Teaching Interests

Undergraduate: Introductory Psychology, Social Psychology, Social Influence, Introductory Statistics, Advanced Statistics, Research Methods

Graduate: Social Influence, Attitude Change, Evolutionary Psychology, Analysis of Variance, Multiple Regression, Multivariate Statistics, Structural Equation Modeling

Teaching Award

Named one of Oracle Corporation's Top Ten Instructors of 1991

Masters and Dissertation Committees

Co-chair, Barbara Houle's dissertation committee, defense: April, 2001
Chair, John Edlund's dissertation committee, defense: March, 2008
Chair, Amy Martin's dissertation committee, defense: July, 2013
Chair, Jason Raad's dissertation committee, defense: September, 2013
Chair, Cory Scherer's dissertation committee, defense: June, 2006
Chair, Wayne Wilkinson's dissertation committee, defense: June, 2008
Chair, Sarah Wood's dissertation committee, defense: August, 2006
Chair, Kathryn Klement's dissertation committee

Chair, Pamela Baumer's masters committee, defense: December, 2006
Chair, Brian Berchtold's masters committee, defense: July, 2013
Chair, Jill Budden's masters committee, defense: September, 2005
Chair, Evelyn Comber's masters committee, defense: January, 2007
Chair, John Edlund's masters committee, defense: February 2006
Chair, Magdalena Farc's masters committee, defense: June, 2003
Chair, Sara Johnson's masters committee, defense: June, 2008
Chair, Amy Martin's masters committee, defense: March, 2006
Chair, Lily Patel's masters committee, defense: April, 2010
Chair, Cory Scherer's masters committee, defense: August, 2003
Chair, Wayne Wilkinson's masters committee, defense: August, 2004
Chair, James Ambler's masters committee
Co-Chair, Ellen Lee's masters committee

Member, Jill Budden's dissertation committee, defense: March, 2007
Member, Cindy Cerrentano's dissertation committee, defense: April, 2013
Member, Melissa Commisso's dissertation committee, defense: October, 2012
Member, Savia Coutinho's dissertation committee, defense: September, 2005
Member, Rachel DeMuth's dissertation committee, defense: March, 2006
Member, Magdalena Farc's dissertation committee, defense: September, 2007

Member, Tom Fergus's dissertation committee, defense: December, 2010
Member, Lisa Getta's dissertation committee, defense: August, 2011
Member, Jessica Hartnett's dissertation committee, defense: February, 2009
Member, Jeremy Heider's dissertation committee, defense: June, 2005
Member, Julie Hook's dissertation committee, defense: June, 2001
Member, Debbie Jeske's dissertation committee, defense: June, 2011
Member, Sara Johnson's dissertation committee, defense: June, 2011
Member, John Kulas's dissertation committee, defense: March, 2002
Member, Stacy LeFevre's dissertation committee, defense: October, 2003
Member, Jennifer Lonergan's dissertation committee, defense: July, 2002
Member, Hope Long's dissertation committee, defense: April, 2013
Member, Marcos Lopez's dissertation committee, defense: July, 2011
Member, Chelsea Lovejoy's dissertation committee, defense: June, 2012
Member, Kristina Matarazzo-Moran's dissertation committee, defense: June, 2011
Member, Randy McCarthy's dissertation committee, defense: February, 2012
Member, Lily Patel's dissertation committee, defense: March, 2012
Member, Timothy Ritchie's dissertation committee, defense: October, 2006
Member, Joanne Roberts's dissertation committee, defense: March, 2002
Member, Jolene Skinner's dissertation committee, defense: March, 2006
Member, Jenny Swanson's dissertation committee, defense: September, 2011
Member, Donna Sweeney's dissertation committee, defense: January, 2002
Member, Kristian Veit's dissertation committee, defense: March, 2006
Member, Brett Wells's dissertation committee, defense: June, 2012
Member, Nicole Wyngarden's dissertation committee, defense: December, 2012
Member, Evelyn Comber's dissertation committee
Member, Lauren Irwin's dissertation committee

Member, Matthew Cantele's masters committee, defense: May, 2012
Member, Molly Delaney's masters committee, defense: December, 2011
Member, Jeremy Heider's masters committee, defense: March, 2003
Member, Lauren Irwin's masters committee, defense: December, 2008
Member, Debora Jeske's masters committee, defense: December, 2009
Member, Lisa Konick's masters committee, defense: June, 2003
Member, John Kulas's masters committee, defense: October, 1999
Member, Lisa Getta Kunysz's masters committee, defense: May, 2005
Member, Sarah Hanson's masters committee, defense: December, 2012
Member, Paula Lindsay's masters committee, defense: March, 2010
Member, Randy McCarthy's masters committee, defense: February, 2009
Member, Dayla Randolph's masters committee, defense: October, 2004
Member, Karen Schnite's masters committee, defense: March, 2004
Member, Kristian Veit's masters committee, defense: October, 2003
Member, Brett Wells's masters committee, defense: September, 2009
Member, Sarah Wood's masters committee, defense: August, 2003
Member, Nicole Wyngarden's masters committee, defense: November, 2009
Member, Bettina Zengel's masters committee, defense: December, 2012
Member, Ed Hansen's masters committee
Member, M.C. Mercer's masters committee
Member, Justin Taylor's masters committee

Quantitative and Methodological Training

Classes: Analysis of variance, Regression, Research methods, Quasi-experimental design, Multivariate statistics, Regression graphics, Structural equation modeling, Psychometrics, Meta-analysis

Statistics packages: SPSS, SAS, LISREL (structural equation modeling), EQS (SEM), D-STAT (meta-analysis), R-CODE (regression graphics)

Computer languages and operating systems: C (programming language), Visual Basic (programming language), HTML (web page language), SQL (database language), UNIX, Windows

Academic Service

Associate Editor, *Basic and Applied Social Psychology*, 2007 - 2009

Associate Editor, *Journal of Positive Sexuality*, 2016 - present

Editorial Board

Journal of Experimental Psychology: Applied, 2010 - 2012

Journal of Experimental Social Psychology, 2012 – 2016

Personal Relationships, 2017 – present

Perspectives on Psychological Science, 2016 – present

Social Influence, 2005 - present

Ad Hoc Editorial Consultant

American Psychologist, 2006, 2012

Basic and Applied Social Psychology, 2000, 2002, 2005, 2006, 2010, 2011, 2012, 2013

Biology Letters, 2005

BMC Research Notes, 2014

British Journal of Social Psychology, 2013

Current Gerontology and Geriatrics Research, 2010

European Journal of Social Psychology, 2010

Evolution and Human Behavior, 2003, 2007, 2012, 2013, 2014

Evolutionary Psychology, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014

Group Processes and Intergroup Relations, 2011

Human Nature, 2012

International Journal of Interactive Communication Systems and Technologies, 2012

Journal of Applied Social Psychology, 2000, 2005, 2006

Journal of Experimental Psychology: Applied, 2009

Journal of Experimental Social Psychology, 2006, 2007, 2008, 2009, 2010, 2011

Journal of Personality and Social Psychology: Attitudes and Social Cognition, 2002, 2009, 2010, 2014

Journal of Personality and Social Psychology: Interpersonal Relations and Group Processes, 2005

Journal of Sexual Medicine, 2011
Journal of Social and Personal Relationships, 2005, 2006, 2012, 2014
Multivariate Behavioral Research, 2000
Personal Relationships, 2003, 2005, 2006, 2009, 2010, 2011, 2012, 2013, 2014
Personality and Individual Differences, 2005, 2008, 2010, 2014
Personality and Social Psychology Bulletin, 2006, 2007, 2010, 2011, 2013, 2014
Personality and Social Psychology Review, 2004, 2012
Perspectives on Psychological Science, 2014
Proceedings of the Royal Society B: Biological Sciences, 2005
Psychological Methods, 1998, 2000, 2001, 2005, 2006
Psychological Science, 2009, 2014
Sex Roles, 2010, 2012
Social Cognition, 2002, 2005
Social and Personality Psychology Compass, 2014
Social Psychological and Personality Science, 2011, 2012, 2014
Social Psychology Quarterly, 2010

Member of the Director of National Intelligence Summer Hard Problem Program 2010 studying “Social Media” (July-August, 2010). Assisted in discussions and debates and prepared an analytic product for use by the Intelligence Community for use on this issue as further studies continue.

Served as panelist for the National Science Foundation Social, Behavioral, and Economic Sciences Directorate, 2014

Served on the Society for Personality and Social Psychology nomination panel for the Cialdini Award, 2011 – 2013 (Chaired in 2013)

Reviewed grant proposals for the National Science Foundation, 2013

Reviewed papers for the Raymond S. Nickerson Best Paper Award for the *Journal of Experimental Psychology: Applied*, 2013

Reviewed grant proposal for the NEO Council for Social Sciences, 2009

Reviewed Conformity chapter of Aronson, Wilson, and Akert’s (1999) *Social Psychology*.

Reviewed Attitudes and Social Influence chapters of Kenrick, Neuberg, and Cialdini’s (2005) *Social Psychology*.

Reviewed proposals for Division 5 (Evaluation, Measurement, and Statistics) for the American Psychological Association’s 2000 and 2004 annual conferences.

Reviewed proposals for the Society for Consumer Psychology’s 2002 annual conference.

Reviewed a proposal for the Persuasive Technology 2011 conference.

Reviewed dissertation proposals for the Society for Consumer Psychology's 2001 and 2002 dissertation competitions.

Acted as a statistical consultant for Northwestern University's Science and Engineering Research and Teaching Synthesis (SERTS) project, 2001 – 2002.

Participated in a panel discussion *Incorporating LGBT issues into the curriculum* for Northern Illinois University's Multicultural Curriculum Transformation Institute, May, 2009.

Participated in a panel discussion *Dual career couples: A panel discussion with faculty on challenges in the academic lifestyle* for Northwestern University's Beyond Books seminar series, January, 2001.

Serve on Northern Illinois University's University Council, 2010 – 2016.

Serve on Northern Illinois University's Faculty Senate, 2010 – 2016.

Serve on Northern Illinois University's Academic Program Prioritization Task Force, 2015 – 2016.

Served on Northern Illinois University's Graduate Council, 2008 – 2012.

Serve on Northern Illinois University's Responsible Conduct of Research Advisory Board, 2013 – present.

Served on Northern Illinois University's Faculty Grievance Committee, 2010 – 2011.

Served on the Northern Illinois University College of Liberal Arts and Sciences' College Council, 2005 – 2009.

Served on Northern Illinois University's Special Hearing Board, 2006 – 2009.

Served on Northern Illinois University's Doctoral Dissertation Completion Fellowship Committee, 2008.

Served on the Search Committee for the Dean of the Graduate School, 2010 – 2011.

Served on the Northern Illinois University Psychology Department's Personnel Committee, 2004 – 2006.

Served on the Northern Illinois University Psychology Department's Policy and Planning Committee, 2002 – 2003.

Chaired the Northern Illinois University Psychology Department's Colloquium Committee, 2001 – 2003. Served on committee, 2000 – 2001.

Served on the Northern Illinois University Psychology Department's Ad Hoc Web Site Committee, 2000, 2004.

Served on the Northern Illinois University I/O Psychology faculty search committee, 2010 – 2011.

Served on the Northern Illinois University Social Psychology faculty search committee, 2004 – 2005.

Served on the Arizona State University Psychology Department's Technology Committee, 1996 - 1999. Responsibilities included developing and maintaining the ASU Department of Psychology's World Wide Web site.

Media and Community Service

Interviewed by Esty Dinur on WORT's (89.9 FM in Madison, WI) hour-long call-in program "A Public Affair" on the topics of social influence, resistance to persuasion, and ethics, December 4, 2002.

Interviewed by Robert Epstein, editor-in-chief of Psychology Today magazine, on Psychology Today Live on the topics of social influence and resistance to persuasion, May 18, 2001.

Consulted for the public television show "Mental Engineering," a program that offers analysis and commentary on television commercials, 2000 – 2001, 2005.

Spoke with reporters from the Agency France Press, the Daily Herald, the Economist, the Elgin Courier, the Kane County Chronicle, the Pittsburgh Post-Gazette, the Rockford Register Star, Scanamerica, the Standard Examiner, and the Washington Post.

Developed normative-based public service announcements for television and radio designed to increase recycling under a grant from Arizona Clean and Beautiful and the State of Arizona.

Developed and presented lectures with Kelton Rhoads on cult influence techniques to the Mesa Rotary Club, April, 1997, the Tempe Kiwanis Club, May, 1997, and the Phoenix Arcadia Rotary Club, October, 1997.

Developed and presented a lecture on advertising and persuasion to the Consumer Advocacy Council of DeKalb County, October, 2004.

Corporate Experience

Development Manager, Network Products Division, Oracle Corporation, September, 1991 – June, 1994

Senior Instructor, Internal Training Department, Oracle Corporation,
April, 1990 – August, 1991

Software Developer, Tools Division, Oracle Corporation,
June 1988 – March, 1990

Professional Memberships

American Psychological Association (1995 – present)
Division 5 (Evaluation, Measurement, and Statistics)
Division 8 (Society for Personality and Social Psychology)
Division 9 (Society for the Psychological Study of Social Issues)
Division 23 (Society for Consumer Psychology)
Division 44 (Society for the Psychological Study of Lesbian, Gay, and Bisexual
Issues)
Association for Psychological Science (1996 – present)
Human Behavior and Evolution Society (2001 – present)
Society of Experimental Social Psychology (2009 – present)

References

Available upon request