

# Jon K. Maner

## Curriculum Vitae

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### Education

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Ph.D., Psychology, Social (2003). Arizona State University.

M.A., Psychology, Social (1997). University of Virginia.

B.A., Psychology/Philosophy (1995). University of Virginia.

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### Academic Appointments

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2022 –	Director of Graduate Studies, Department of Psychology
2021 –	Director, Social Psychology Area
2017 –	Professor, Department of Psychology, Florida State University
2016—2017	James J. O'Connor Professor of Management and Organizations, Northwestern University
2014 – 2017	Professor, Department of Psychology (Courtesy), Northwestern University
2014 – 2016	Professor, Department of Management and Organizations, Kellogg School of Management
2012 – 2014	Professor, Department of Psychology, Florida State University
2008 – 2012	Associate Professor, Department of Psychology, Florida State University

2003 – 2008      Assistant Professor, Department of Psychology, Florida State University

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## **Awards & Distinctions**

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- 2021      Garnet & Gold Award. Given annually in recognition of service to the FSU community
- 2018      Distinguished Visitor Award, University of Auckland
- 2013      American Psychological Association Distinguished Scientific Award for Early Career Contribution to Psychology (Social Psychology)
- 2013      Florida State University Honors Thesis Mentor Award
- 2013      Fellow, American Psychological Association
- 2013      Fellow, Association for Psychological Science
- 2012      Fellow, Society for Personality and Social Psychology
- 2011      Visiting Fellow, Center for Advanced Studies, Ludwig-Maximilian University, Munich, Germany.
- 2010      Quad-L inaugural early career research award, from the Quad-L Foundation, University of New Mexico for early career contributions to the science of learning, motivation, memory, and cognition.
- 2009      Developing Scholar Award. Early career award from Florida State University, in recognition of outstanding research and creative activity.
- 2008      Sage Young Scholar Award. Inaugural early career research award, from the Society for Personality & Social Psychology & the Foundation for Personality & Social Psychology
- 2005      Post-doctoral Research Award from the Human Behavior and Evolution Society, in recognition of early career research achievement.
- 2005      FSU Teaching Award for excellence in undergraduate teaching.
- 2004      First Year Assistant Professor Award, FSU Council for Research and Creativity.
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## **Research**

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### **Research Interests**

Motivated social cognition  
Evolutionary psychology

Behavioral endocrinology  
Individual differences

Specific content areas include: Social hierarchy (power, dominance, prestige, and leadership); Close relationships (attraction and relationship maintenance); Social affiliation & rejection; Self-protective processes (fear, anxiety, disgust and their implications for intergroup psychology)

**Peer-Reviewed Publications (n=170)**

\* indicates a student lead author working under my supervision

– Forthcoming –

\*Brandt, E., & Maner, J. K. (in press). Attitudes and laws about abortion are linked to extrinsic mortality risk: A life history perspective on variability in reproductive rights. *Psychological Science*.

\*Martinez, J. L., & Maner, J. K. (in press). Shorter goals for the faster life: Childhood unpredictability is associated with shorter motivational time horizons. *Personality and Social Psychology Bulletin*.

\*McClanahan, K., Maner, J. K., & Cheng, J. (in press). Two ways to stay at the top: Prestige and dominance are both viable strategies for gaining and maintaining social rank over time. *Personality and Social Psychology Bulletin*.

\*Makhanova, A., Eubanks, A. & Maner, J. K. (in press). Does pathogen avoidance affect intergroup categorization? Replication of Makhanova, Miller, & Maner (2015). *Evolutionary Behavioral Sciences*.

Ronay, R., Oostrom, J., She, M., & Maner, J. K. (in press). Banding together to avoid exploitation: Dominant (but not prestige-based) leaders motivate collective moral opposition from followers. *Group Processes and Intergroup Relations*.

\*Hasty, C., & Maner, J. K. (in press) Dominance, prestige, and intergroup conflict: How and why leadership preferences change in response to social context. *Evolutionary Behavioral Sciences*.

Ginat-Frolich, R., Huppert, J. D., Gliboa-Schechtman, E., et al. (in press). Vulnerabilities in social anxiety: Integrating intra- and interpersonal perspectives. *Clinical Psychological Science*.

\*Miller, H., Hasty, C., & Maner, J. K. (in press). Experimentally manipulated anger activates implicit cognitions about social hierarchy. *Cognition and Emotion*.

Gerend, M. A. Ramirez, R., Sutin, A., & Maner, J. K. (in press). Demographic predictors of internalized weight stigma in a diverse sample of US adults. *Stigma and Health*.

\*Hasty, C., Martinez, J. L., Ainsworth, S. & Maner, J. K. (2024). Lifting me up or tearing you down? The role of prestige and dominance in benign versus malicious envy. *Personality and Social Psychology Bulletin*, *50*, 133-146.

– 2023 –

Overall, N.C., Maner, J.K., Hammond, M.D., Cross, E.J., Chang, V.T., Low, R.S.T., Girme, Y.U., Jayamaha, S.D., Reid, C.J., & Sasaki, E. (2023). Actor and partner power are distinct and have differential effects on social behavior. *Journal of Personality and Social Psychology*, *124*, 311-343.

Maner, J. K., & Hasty, C. (2023). Life history strategies, prestige, and dominance: An evolutionary-developmental view of social hierarchy. *Personality and Social Psychology Bulletin*, *49*, 627-641.

Gerend, M. A., Zetrenne, S., Sutin, A. R., Naar, S., & Maner, J. K. (2023). Weight discrimination and health risk behavior in racial, ethnic, and sexual minority adults. *Annals of Behavioral Medicine*, *57*, 571-581.

\*Reynolds, T., Maner, J. K., Frederick, D., Forney, K. J., & Garcia, J. (2023) A slim majority: The influence of sex ratio for women's body dissatisfaction and weight loss motivations. *Archives of Sexual Behavior*, *52*, 3043-3062.

Maner, J. K., Hasty, C., Martinez, J. L., Ehrlich, K., & Gerend, M. A. (2023). The role of childhood unpredictability in adult health. *Journal of Behavioral Medicine*, *46*, 417-428.

Agthe, M., Niesta Kayser, D., Schwarz, S., & Maner, J. K. (2023). Antecedents of the red-romance effect: Men's attractiveness and women's fertility. *PLOS ONE*, *18*, 4.

– 2022 –

\*Maranges, H. M., Hasty, C. R., Martinez, J. L., & Maner, J. K. (2022). Adaptive calibration in early development. Brief measures of perceived harshness and unpredictability. *Adaptive Human Behavior and Physiology*, *8*, 313-343.

\*Makhanova, A., Shepherd, M., Plant, E. A., Gerend, M. A., & Maner, J. K. (2022). Childhood illness as an antecedent of perceived vulnerability to disease. *Evolutionary Behavioral Sciences*, *16*, 53-66.

\*Makhanova, A., Plant, E. A. & Maner, J. K. (2022). Pathogen threat and intergroup prejudice using the minimal group paradigm: Evidence from a registered report. *Evolution and Human Behavior*, *43*, 347-357.

\*Ketterman, A., Makhanova, A., Reynolds, T. A., Case, C. R., McNulty, J. K., Eckel, L. A., Nikonova, L., Flynn, H. A., & Maner, J. K. (2022). Prevalence and predictors of “nesting”: Solutions to adaptive challenges faced during pregnancy. *Evolution and Human Behavior*, *43*, 188-196.

- \*Martinez, J. L., Hasty, C., Morabito, D. Maranges, H. M., Schmidt, N. B., & Maner, J. K. (2022). Perceptions of childhood unpredictability, delay discounting, risk-taking, and adult externalizing behaviors: A life history approach. *Development and Psychopathology, 34*, 705-717.
- Gerend, M. A., Patel, S., Ott, N., Wetzal, K., Sutin, A. R., Terracciano, A., & Maner, J. K. (2022). A qualitative analysis of people's experiences with weight-based discrimination. *Psychology and Health, 37*, 1093-1110.
- French, J. E., McNulty, J. K., Makhanova, A., Maner, J. K., Eckel, L. A., Nikonova, L., & Meltzer, A. L. (2022). An empirical investigation of the roles of biological, relational, cognitive, and emotional factors in explaining sex differences in dyadic sexual desire. *Biological Psychology, 174*.
- 2021 –
- \*Maranges, H. M., Hasty, C., Maner, J. K., & Conway, P. (2021). The behavioral ecology of moral dilemmas: Childhood unpredictability, but not harshness, predicts less deontological and utilitarian responding. *Journal of Personality and Social Psychology, 120*, 1696–1719.
- \*Case, C. R., Bae, K., Larsen, K., & Maner, J. K. (2021). The precautionous nature of prestige: When leaders are hypervigilant to subtle signs of social disapproval. *Journal of Personality and Social Psychology, 120*, 694–715.
- \*Ketterman, A., & Maner, J. K. (2021). Complaisant or Coercive? The Role of Dominance and Prestige in Social Influence. *Personality and Individual Differences, 177*, 110814.
- \*Makhanova, A., Plant, E. A., & Maner, J. K. (2021). Capturing fluctuations in pathogen avoidance: The situational pathogen avoidance scale. *Evolutionary Psychological Science, 7*, 21-38.
- Williamson, V. G., Lee, A. M., Miller, D., Huo, T., Maner, J. K., & Cardel, C. (2021). Psychological resilience, experimentally manipulated social status, and dietary intake among adolescents. *Nutrients, 13*, 806.
- \*Dobersek, U., Maner, J. K., & Case, C. R. (2021). Does exercise make me more attractive? Exploring the relations between exercise and mate value. *Evolutionary Psychological Science, 7*, 124-133.
- Mallinas, S., Maner, J. K., Plant, E. A. (2021). What factors underlie attitudes regarding protective mask use during the COVID-19 pandemic? *Personality and Individual Differences, 181*, 111038.
- Gerend, M. A., Patel, S., Ott, N., Wetzal, K., Sutin, A. R., Terracciano, A., & Maner, J. K. (2021). Coping with weight discrimination: Findings from a qualitative study. *Stigma and Health, 6*, 440-449.
- Mallinas, S., Maner, J. K., & Plant, E. A. (2021). Abandon ship or stay on board? Threats to power and identification with value-based groups. *Social Psychology, 52*, 287-298.

– 2020 –

- Maner, J. K. & Ackerman, J. M. (2020). Ecological sex ratios and human mating. *Trends in Cognitive Sciences*, 24, 98-100.
- \*Fay, A., Ainsworth, S. E., & Maner, J. K. (2020). State anxiety and pathogen cues jointly promote social cognitive responses to pathogen threats. *Social Cognition*, 38, 21-39.
- \*Fay, A. & Maner, J. K. (2020). Interactive effects of tactile warmth and ambient temperature on the search for social affiliation. *Social Psychology*, 51, 199-204.
- \*Hasty, C., & Maner, J. K. (2020). Power, status, and social judgment. *Current Opinion in Psychology*, 33, 1-5.
- Gerend, M. A., Sutin, A.R., Terracciano, A., & Maner, J. K. (2020). The role of psychological attribution in responses to weight stigma. *Obesity Science & Practice*, 6, 473-483.
- Sutin, A. R., Gerend, M. A., Maner, J. K., Stephan, Y., & Terracciano, A. (2020). Psychological and social functioning are associated with reports of perceived weight discrimination across eight years. *Journal of Research in Personality*, 88, 104002.

– 2019 –

- Gassen, J., Makhanova, A., Maner, J. K., Plant, E. A., Eckel, L. A., Nikonova, L., Prokosch, M. L., Boehm, G. W., & Hill, S. E. (2019). Experimentally-induced inflammation predicts present focus. *Adaptive Human Behavior and Physiology*, 5, 148-163.
- \*Ainsworth, S. E., & Maner, J. K. (2019). Pathogen avoidance mechanisms affect women's preferences for symmetrical male faces. *Evolutionary Behavioral Sciences*, 13, 265-271.
- \*Makhanova, A., Plant, E. A., Monroe, A. E., & Maner, J. K. (2019). Binding together to avoid illness: Pathogen avoidance and moral worldviews. *Evolutionary Behavioral Sciences*, 13, 182-204.
- Maner, J. K. (2019). Are Sexual and Pair-Bonded Relationships Akin to Caterpillars and Butterflies? A Dual Systems Perspective on Human Mating. *Psychological Inquiry*, 30, 39-42.
- Dobersek, U., Wy, G., Kemp, S., Schnarr, S., Case, C. R., & Maner, J. K. (2019). The relationship between facial asymmetry and exercise. *Journal of Health Psychology*, 2, 361-376.

– 2018 –

- \*Case, C. R., Bae, K., & Maner, J. K. (2018). To lead or to be liked: When prestige-oriented leaders prioritize popularity over performance. *Journal of Personality and Social Psychology*, 115, 657-676.
- McNulty, J. K., Meltzer, A.L., Makhanova, S. & Maner, J. K. (2018). Attentional and evaluative biases help people maintain relationships by avoiding infidelity. *Journal of Personality and Social Psychology*, 115, 1000-1011.

*Psychology*, 115, 76-95.

- \*Fay, A., & Maner, J. K. (2018) Comfortably warm: A momentary lapse of reaffiliation after exclusion. *Journal of Experimental Psychology: General*, 147, 1154-1169.
- \*Reynolds, T., Baumeister, R. F., & Maner, J. K. (2018). Competitive reputation manipulation: Women strategically transmit social information about romantic rivals. *Journal of Experimental Social Psychology*, 78, 195-209.
- \*Makhanova, A., McNulty, J. K., Eckel, L., Nikonova, L., & Maner, J. K. (2018). Sex differences in testosterone reactivity during marital conflict. *Hormones and Behavior*, 105, 22-27.
- \*Reynolds, T., Makhanova, A., Marcinkowska, U., Jasienska, G., McNulty, J. K., Eckel, L., Nikonova, L., & Maner, J. K. (2018). Progesterone and women's anxiety across the menstrual cycle. *Hormones and Behavior*, 102, 34-40.
- Gassen, J., et al. (2018). Behavioral immune system activity predicts downregulation of chronic basal inflammation. *PLOS one*, 13, e0203961.
- 2017 –
- Maner, J. K., Dittmann, A., Meltzer, A. L. & McNulty, J. K. (2017). Implications of life history strategies for obesity. *Proceedings of the National Academy of Sciences*, 114, 8517-8522.
- Maner, J. K. (2017). Dominance and prestige: A tale of two hierarchies. *Current Directions in Psychological Science*, 26, 526-531.
- \*Makhanova, A. McNulty, J. K., & Maner, J. K. (2007). Relative physical position as an impression management strategy: Sex differences in its use and implications. *Psychological Science*, 28, 567-577.
- Zhang, Q., Maner, J. K., Xu, Y., Zheng, Y. (2017). Relational motives bias attentional adhesion to attractive alternatives. *Archives of Sexual Behavior*, 46, 503-511.
- Meltzer, A., McNulty, J. K., & Maner, J. K. (2017). Women like being valued for sex, as long as it is by a committed partner. *Archives of Sexual Behavior*, 46, 475-488.
- French, J. E., Meltzer, A. L., Maner, J. K. (2017). Men's perceived partner commitment and mate guarding: The moderating role of partner's hormonal contraceptive use. *Evolutionary Behavioral Sciences*, 11, 173-186.
- Agthe, M., & Maner, J. K. (2017). Strong but flexible: How fundamental social motives support but sometimes also thwart favorable attractiveness biases. *Behavioral and Brain Sciences*, 40, 16-17.
- \*Dittmann, A. G., & Maner, J. K. (2017). A life history theory perspective on obesity. *Behavioral and Brain Sciences*, 40, e115.

– 2016 –

- Maner, J. K., & Case, C. R. (2016). Dominance and prestige: Dual strategies for navigating social hierarchies. In J. Olson & M. Zanna (Eds.) *Advances in Experimental Social Psychology (Vol 54)* (Ch3, pp.129-180). San Diego, CA: Elsevier Academic Press.
- \*Moss, J. & Maner, J. K. (2016). Biased sex ratios influence fundamental aspects of human mating. *Personality and Social Psychology Bulletin*, *42*, 72-80.
- Ackerman, J. M., Maner, J. K., & Carpenter, S. M. (2016). Going all-in: Unfavorable sex ratios attenuate choice diversification. *Psychological Science*, *27*, 799-809.
- Maner, J. K. (2016). Into the wild: Field studies can increase both replicability and real-world impact. *Journal of Experimental Social Psychology*, *66*, 100-106.
- Lammers, J., & Maner, J. K. (2016). Power and attraction to the counter-normative aspects of infidelity. *Journal of Sex Research*, *53*, 54-63.
- Niesta-Kayser, D., Agthe, M., Maner, J. K. (2016). Strategic sexual signals: Women's display and avoidance of the color red depends on the attractiveness of an anticipated interaction partner. *Plos One*, *11*, e0148501.

– 2015 –

- Maner, J. K., & Ackerman, J. A. (2015). Sexually selective cognition. *Current Opinion in Psychology*, *1*, 52-56.
- \*Fay, A., & Maner, J. K. (2015). Embodied effects are moderated by situational cues: Warmth, threat, and the desire for affiliation. *British Journal of Social Psychology*, *54*, 291-305.
- \*Makhanova, A., Miller, S. L., & Maner, J. K. (2015). Germs and the outgroup: Chronic and situational disease concerns affect intergroup categorization. *Evolutionary Behavioral Sciences*, *9*, 8-19.
- \*Reynolds, T., Winegard, B., Baumeister, R. F., & Maner, J. K. (2015). The long goodbye: A test of grief as a social signal. *Evolutionary Behavioral Sciences*, *9*, 20-42.
- \*Case, C. R., Conlon, K., & Maner, J. K. (2015). Affiliation-seeking among the powerless: Lacking power increases social affiliative motivation. *European Journal of Social Psychology*, *45*, 378-385.
- \*Smith, A. R., Miller, S., Ribeiro, J. D., Bodell, L., Joiner, T. E., & Maner, J. K. (2015). Cycles of risk: Associations between hormones and suicidal desire among women. *Personality and Individual Differences*, *74*, 35-40.
- \*Baker, M. D., Sloan, H. N., Hall, A. D., Leo, J., & Maner, J. K. (2015). Mating and memory: Can mating cues enhance memory performance? *Evolutionary Psychology*, *13*.

– 2014 –



- \*Case, C. R. & Maner, J. K. (2014). Divide and conquer: When and why leaders undermine the cohesive fabric of their group. *Journal of Personality and Social Psychology*, *107*, 1033-1050.
- Maner, J. K. (2014). Let's put our money where our mouth is: If authors are to change their ways, reviewers (and editors) must change with them. *Perspectives on Psychological Science*, *9*, 343-351.
- Maner, J. K., & Miller, S. L. (2014). Hormones and Social Monitoring: Menstrual Cycle Shifts in Progesterone Underlie Women's Sensitivity to Social Information. *Evolution and Human Behavior*, *35*, 9-16.
- Maner, J. K., Miller, S. L., Coyle, J. M., & Kaschak, M. P. (2014). Confronting intrasexual rivals: 2D:4D digit ratio predicts behavioral and endocrinological responses to infidelity threat. *Social Psychological and Personality Science*, *5*, 119-128.
- \*Ainsworth, S. E. & Maner, J. K. (2014). Assailing the competition: Sexual selection, proximate mating motives, and aggressive behavior in men. *Personality and Social Psychology Bulletin*, *40*, 1648-1658.
- \*Fay, A., & Maner, J. K. (2014). When does heat promote hostility? Person by situation interactions shape the psychological effects of haptic sensations. *Journal of Experimental Social Psychology*, *50*, 210-216.
- \*Winegard, B., Reynolds, T., Baumeister, R. F., Winegard, B. M., & Maner, J. K. (2014). Grief functions as an honest indicator of commitment. *Personality and Social Psychology Review*, *18*, 168-186.
- \*Ainsworth, S. E. & Maner, J. K. (2014). Hunger moderates the activation of psychological disease avoidance mechanisms. *Evolutionary Behavioral Sciences*, *8*, 303-313.
- \*Kunstman, J., Smith, A. R., & Maner, J. K. (2014). Overpowering restriction: Power reduces restriction among self-critical perfectionists. *Journal of Social and Clinical Psychology*, *33*, 630-652.
- Agthe, M., Spörrle, M., Frey, D., & Maner, J. K. (2014). Looking up versus looking down: Attractiveness-based organizational biases are moderated by social comparison direction. *Journal of Applied Social Psychology*, *44*, 40-45.
- \*Moss, J. H., & Maner, J. K. (2014). The clock is ticking: The sound of a ticking clock speeds up women's reproductive timing. *Human Nature*, *25*, 328-341.

- Maner, J. K., & McNulty, J. (2013). Attunement to the Fertility Status of Same-Sex Rivals: Women's Testosterone Responses to Olfactory Ovulation Cues. *Evolution and Human Behavior*, *34*, 412-418.

Maner, J. K., & Miller, S. L. & (2013). Adaptive attentional attunement: Perceptions of danger and attention to outgroup men. *Social Cognition, 31*, 734-745.

Gwinn, A. M., Lambert, N. M., Fincham, F. D., & Maner, J. K. (2013). Pornography, Relationship Alternatives, and Intimate Extradynamic Behavior. *Social Psychological and Personality Science, 4*, 699-704.

Agthe, M., Spörrle, M., Walper, S., Frey, D., & Maner, J. K. (2013). When romance and rivalry awaken: Attractiveness-based social judgment biases emerge at puberty. *Human Nature, 24*, 182-195.

– 2012 –

Maner, J. K., Gailliot, M. T., Menzel, A. J., & Kunstman, J. W. (2012). Dispositional anxiety blocks the psychological effects of power. *Personality and Social Psychology Bulletin, 38*, 1383-1399.

\*Mead, N. L. & Maner, J. K. (2012). On keeping your enemies close: Powerful leaders seek proximity to ingroup power-threats. *Journal of Personality and Social Psychology, 102*, 576-591.

Maner, J. K., Miller, S. L., Moss, J., Leo, J., & Plant, E. A. (2012). Motivated social categorization: Fundamental motives enhance people's sensitivity to basic social categories. *Journal of Personality and Social Psychology, 103*, 70-83.

\*Ainsworth, S. E., & Maner, J. K. (2012). Sex begets violence: Mating motives, social dominance, and aggressive behavior in men. *Journal of Personality and Social Psychology, 103*, 819-829.

\*Miller, S. L., & Maner, J. K. (2012). Overperceiving disease cues: The basic cognition of the behavioral immune system. *Journal of Personality and Social Psychology, 102*, 1198-1213.

\*Miller, S. L., Maner, J. K., & McNulty, J. K. (2012). Adaptive attunement to the sex of individuals at a competition: The ratio of opposite- to same-sex individuals correlates with changes in competitors' testosterone levels. *Evolution and Human Behavior, 33*, 57-63.

\*Mead, N. L., & Maner, J. K. (2012). When me vs. you becomes us vs. them: How intergroup competition shapes ingroup psychology. *Social and Personality Psychology Compass, 6*, 566-574.

\*Miller, S. L., Zielaskowski, K., Maner, J. K., & Plant, E. A. (2012). Self-protective motivation and avoidance of heuristically threatening outgroups. *Evolution and Human Behavior, 33*, 726-735.

\*Miller, S. L., Prokosch, M. L., & Maner, J. K. (2012). Relationship maintenance and biases on the line bisection task: Attractive alternatives, asymmetrical cortical activity, and approach-avoidance motivation. *Journal of Experimental Social Psychology, 48*, 566-569.

\*Fay, A. & Maner, J. K. (2012). Warmth, spatial proximity, and social attachment: The embodied perception of a social metaphor. *Journal of Experimental Social Psychology, 48*, 1369-1372.

– 2011 –

- \*Kunstman, J., & Maner, J. K. (2011). Sexual overperception: Power, mating goals, and biases in social judgment. *Journal of Personality and Social Psychology, 100*, 282-294.
- \*Miller, S. L., & Maner, J. K. (2011). Ovulation as a mating prime: Subtle signs of female fertility influence men's mating cognition and behavior. *Journal of Personality and Social Psychology, 100*, 295-308.
- \*DeWall, N., Maner, J. K., Deckman, T., & Rouby, D. A. (2011). Forbidden fruit: Inattention to attractive alternatives provokes implicit relationship reactance. *Journal of Personality and Social Psychology, 100*, 621-629.
- \*Miller, S. L., & Maner, J. K. (2011). Sick body, vigilant mind: The biological immune system activates the behavioral immune system. *Psychological Science, 22*, 1467-1471.
- Gerend, M. A., & Maner, J. K. (2011). Fear, anger, fruits and veggies: Interactive effects of emotion and message framing on health behavior. *Health Psychology, 30*, 420-423.
- Agthe, M. & Spörrle, M., & Maner, J. K. (2011). Does being attractive always help? Positive and negative effects of attractiveness on social decision-making. *Personality and Social Psychology Bulletin, 37*, 1042-1054.
- Becker, D. V., Mortensen, C. R., Ackerman, J., A., Shapiro, J., Anderson, U., Sasaki, T., Maner, J. K., Neuberg, S. L., & Kenrick, D. T. (2011). Signal detection on the battlefield: Priming self-protection vs. revenge-mindedness differentially modulates the detection of enemies and allies. *Public Library of Science, 6*, e23929.
- Park, L. E., Troisi, J., & Maner, J. K. (2011). Egoistic versus Altruistic Concerns in Communal Relationships. *Journal of Social and Personal Relationships, 28*, 315-335.
- Waesche, J. B., Schatschneider, C., Maner, J. K., Ahmed, Y., & Wagner, R. K. (2011). Examining agreement and longitudinal stability among traditional and RTI-based definitions of reading disability using the affected-status agreement statistic. *Journal of Learning Disabilities, 44*, 296-307.
- 2010 –
- Maner, J. K., & Mead, N. (2010). The essential tension between leadership and power: When leaders sacrifice group goals for the sake of self-interest. *Journal of Personality and Social Psychology, 99*, 482-497.
- \*Miller, S. L., & Maner, J. K., & Becker, D. V. (2010). Self-protective biases in group categorization: What shapes the psychological boundary between "Us" and "Them"? *Journal of Personality and Social Psychology, 99*, 62-77.
- Maner, J. K., Miller, S. L., Schmidt, N. B., & Eckel, L. A. (2010). The endocrinology of exclusion: Rejection elicits motivationally tuned changes in progesterone. *Psychological Science, 21*, 581-588.

- \*Miller, S. L., & Maner, J. K. (2010). Scent of a woman: Male testosterone responses to female olfactory ovulation cues. *Psychological Science, 21*, 276-283.
- \*Miller, S. L., & Maner, J. K. (2010). Evolution and Relationship Maintenance: Fertility Cues Lead Committed Men to Devalue Relationship Alternatives. *Journal of Experimental Social Psychology, 46*, 1081-1084.
- Maner, J. K., Kaschak, M. P., & Jones, J. (2010). Social power and the advent of action. *Social Cognition, 28*, 122-132.
- Plant, E. A., Kunstman, J., & Maner, J. K. (2010). We don't only hurt the ones we love: Self-protective responses to attractive relationship alternatives. *Journal of Experimental Social Psychology, 46*, 474-477.
- Agthe, M., Spörrle, M., & Maner, J. K. (2010). Don't Hate Me Because I'm Beautiful: Anti-Attractiveness Bias in Organizational Evaluation and Decision Making. *Journal of Experimental Social Psychology, 46*, 1151-1154.
- Maner, J. K., & Kenrick, D. T. (2010). When adaptations go awry: Functional and dysfunctional aspects of social anxiety. *Social Issues and Policy Review, 4*, 111-142.
- Becker, D. V., Anderson, U. S., Neuberg, S. L., Maner, J. K., Shapiro, J. R., Ackerman, J. M., Schaller, M., & Kenrick, D. T. (2010). More memory bang for the attentional buck: Self-protection goals enhance encoding efficiency for potentially threatening males. *Social Psychological and Personality Science, 1*, 182-189.
- \*Stillman, T., Maner, J. K., & Baumeister, R. F. (2010). A thin slice of violence: Distinguishing violent from nonviolent sex offenders at a glance. *Evolution and Human Behavior, 31*, 298-303.
- Buckner, J.D., DeWall, C.N., Schmidt, N.B., & Maner, J.K. (2010). A Tale of two threats: Social anxiety and attention to social threat as a function of social exclusion and non-exclusion threats. *Cognitive Therapy and Research, 34*, 449-455.
- Buckner, J., Maner, J. K., & Schmidt, N. B. (2010). Difficulty disengaging attention from social threat in social anxiety. *Cognitive Therapy and Research, 34*, 99-105.
- 2009 –
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### **Published Chapters, Commentaries, & Invited Papers (n=25)**

Case, C. R., & Maner, J. K. (2017). Dominance and prestige: Selecting the leadership approach that fits. *European Business Review*, 4, 30-33.

Maner, J. K., & Reynolds, T. (2016). Sex, love, temptation: Human mating motives and their underlying endocrinology. In E. Harmon-Jones & M. Inzlicht (Eds., pp. 164-185). *Social Neuroscience: Biological Approaches to Social Psychology*. Taylor & Francis.

Maner, J. K. (2016). Evolved social motives. When knowing about the past provides a window onto the present. In A. Elliot (Ed.) *Advances in Motivation Science (Vol. 3)*. San Diego, CA: Elsevier



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- Maner, J. K. (Dec, 2016). Dominance and prestige: Making the most of your leadership potential. *Harvard Business Review*. <https://hbr.org/2016/12/good-bosses-switch-between-two-leadership-styles>
- Case, C., & Maner, J. K. (2015). When and why power corrupts: An evolutionary perspective. In J. Turner, R. Machalek, & A. Maryanski (Eds., pp. 460-473), *Handbook on Evolution and Society*. Paradigm Publishers.
- Maner, J. K., & Ackerman, J. A. (2014). Love is a battlefield: Romantic attraction and intrasexual competition. In J. Simpson & L. Campbell (Eds.) *The Oxford handbook of close relationships* (pp. 137-160, Ch. 7). Oxford University Press.
- Maner, J. K., & Leo, J. (2014). Sex, love, temptation: Human mating motives and their regulation. In J. Forgas & E. Harmon-Jones (Eds). *The control within: Motivation and its regulation* (pp. 281-298). New York: Cambridge University Press.
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- Molden, D. C., & Maner, J. K. (2013). How and when exclusion motivates social reconnection. In C. N. DeWall (Ed.). *The Oxford Handbook of Social Exclusion* (pp. 121-132). Oxford University Press.
- Maner, J. K., & Menzel, A. (2012). Evolutionary social psychology. In J. Suls, & H. Tennen (Eds.). *Handbook of Psychology* (2<sup>nd</sup> ed., pp. 487-506). Wiley Publishers.
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- Brown, S. & Maner, J. K. (2012). Egoism or Altruism? Hard-Nosed Experiments and Deep Philosophical Questions. In D. Kenrick, N. Goldstein, & S. Braver (Eds.). *Six Degrees of Social Influence: Science, Application, and the Psychology of Robert Cialdini* (pp. 109-118). Oxford University Press.
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- \*Leo, J., Miller, S. L., & Maner, J. K. (2011). It's not all conflict: Relationship maintenance psychology. In A. Goetz & T. Shackelford (Eds.) *The Oxford handbook of relationship conflict* (pp. 148-170). Oxford University Press.
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- Maner, J. K., & Miller, S. L. (2010). The Evolution of close relationships: Adaptive challenges and relationship cognition in emerging adulthood. In F. Fincham & M. Cui (Eds.) *Romantic Relationships in Emerging Adulthood* (pp. 169-189). New York: Cambridge University Press.
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- Cialdini, R. B., Maner, J. K., and Gerend, M. A. (2005). Persuasion. In J. Kerr, R. Weitkunat, & M. Moretti. (Eds.). *The ABC's of behavior change: A guide to successful disease prevention and health promotion*. Edinburgh: Elsevier.
- Neuberg, S. L., Kenrick, D. T., Maner, J. K., & Schaller, M. (2004). From evolved motives to everyday mentation: Evolution, goals, and cognition. In J. Forgas & K. Williams (Eds.), *Social motivation: Conscious and unconscious processes* (pp. 133-152). New York: Cambridge University Press.
- Kenrick, D. T., Becker, D. V., Butner, J., Li, N. P., & Maner, J. K. (2003). Evolutionary cognitive science: Adding what and why to how the mind works. In J. Fitness, & K. Sterelny (Eds.). *From mating to mentality: Evaluating evolutionary psychology* (pp. 13-38). New York: Psychology Press.

### **Notable Media Coverage**

2017 PNAS paper on life history theory and obesity (Maner et al., 2017) was featured in USNews and World Report

<http://health.usnews.com/wellness/health-buzz/articles/2017-07-24/having-an-unpredictable-childhood-could-make-you-an-obese-adult>

My 2016 *Advances in Experimental Social Psychology* paper with Charleen Case (Maner & Case, 2016) was covered by dozens of media outlets around the country including the New York Times: [http://www.nytimes.com/2016/10/30/jobs/bossy-vs-buddy-two-leadership-styles-each-with-its-place.html?\\_r=0](http://www.nytimes.com/2016/10/30/jobs/bossy-vs-buddy-two-leadership-styles-each-with-its-place.html?_r=0)

Harvard Business Review did a feature story on my 2014 Journal of Personality and Social Psychology paper on dominance and leadership (Case & Maner, 2012).

The Wall Street Journal featured my 2012 Journal of Personality and Social Psychology paper on competition and male aggression (Ainsworth & Maner, 2012).

Discovery News and the Huffington Post featured my 2013 Evolution & Human Behavior paper on women's responses to the scent of ovulation (Maner & McNulty, 2013).

National Public Radio featured my 2011 Journal of Personality and Social Psychology paper on power and sexual overperception (Kunstman & Maner, 2011).

The New York Times, National Public Radio, and several dozen other outlets featured my 2010 Journal of Experimental Social Psychology paper on ovulation and relationship maintenance (Miller & Maner, 2010) together with my related 2011 Journal of Personality and Social Psychology Paper (Ovulation as a Male Mating Prime, Miller & Maner, 2011).

Scientific American, ABC news, Science Daily and over 25 other news agencies featured my 2010 Psychological Science article (Miller & Maner, 2010, "Scent of a woman") on testosterone responses to the scent of female ovulation.

The BBC featured my 2009 Journal of Experimental Social Psychology paper on "Male risk-taking as a context sensitive signaling device" (Baker & Maner, 2009).

The Chicago Sun Times featured my 2009 Journal of Experimental Social Psychology paper on "The implicit cognition of relationship maintenance" (Maner, Gailliot, & Miller, 2009).

The New York Times, the LA Times, the New Scientist, and Scientific American featured my 2008 Evolution & Human Behavior paper on "Automatic inattention to attractive alternatives" (Maner, Rouby, & Gonzaga, 2008).

My 2007 Journal of Personality and Social Psychology paper on "Attentional Adhesion" (Maner, Gailliot, Rouby, & Miller, 2007) was covered internationally by over 100 news organizations including CNN, NBC, ABC, FOX, and the BBC.

### **Funded Grants - External**

“Mechanisms Explaining the Link between Weight Discrimination and Poor Cardiovascular Health”  
(1R56HL159177)

Role on Project: co-Investigator

Agency: NHLBI

Period: 9/23/22 – 08/31/24

Total Costs: \$457,596

“Grounding the Behavioral Immune System in Mental and Physiological Processes” (BCS-1227089)

Role on Project: Principal Investigator

Agency: National Science Foundation

Period: 10/1/12-9/30/15

Total Costs: \$250,000

“Hormonal and Behavioral Responses to Social Threat” (BCS-1122785)

Role on Project: Principal Investigator

Agency: National Science Foundation

Period: 9/1/11-8/31/15

Total Costs: \$300,000

“Military Suicide Research Consortium”

Role on Project: Director, Data Management & Analysis

Agency: Department of Defense

Period: 2010-2014

Total Costs: \$18,000,000

“Development and Evaluation of a Brief Suicide Prevention Intervention Targeting Anxiety and Mood Vulnerabilities”

Role on Project: Co-Investigator

Agency: Dept of Defense

Total Costs: \$1,600,000

“Social Power and Action” (BCS-0842620)

Role on Project: Principal Investigator

Agency: National Science Foundation

Period: 8/1/09-7/31/13

Total Costs: \$392,000

“Fundamental Goals and Social Perception” (MH064734-04a1)

Role on Project: Co-PI, site Principal Investigator

Agency/Mechanism: National Institute of Mental Health, R01

Period: 1/1/06-12/31/09

FSU site costs: \$256,000

“Fundamental Motives and Risky Decision-Making” (MH72848)

Role on Project: Principal Investigator

Agency/Mechanism: National Institute of Mental Health, R03

Period: 5/16/05-5/15/07

Total Costs: \$73,000

### **Funded Grants - Internal**

“Mortality salience, economic stress, and parenting behaviors”  
Role on Project: Co-Principal Investigator (PI=Andrea Meltzer)  
Agency: FSU, Council for Research and Creativity, Collaborative Collision  
Period: May 11, 2020 – Aug 18, 2020  
Amount: \$19,725

“Vulnerability and Resilience to Weight Stigma”  
Role on Project: Co-Principal Investigator (PI=Mary Gerend)  
Agency: FSU, Council for Research and Creativity  
Period: 12/15/18 – 12/14/19  
Total Costs: \$13,000

“Social Psychological and Hormonal Processes during Pregnancy”  
Role on Project: Principal Investigator  
Agency: FSU, Council for Research and Creativity  
Period: 12/1/13 – 11/30/14  
Total Costs: \$13,000

“Endocrinological Approaches to Social Psychology”  
Role on Project: Principal Investigator  
Agency: FSU, Council for Research and Creativity  
Period: 7/1/09-6/31/10  
Total Costs: \$10,000

“Endocrine Dysfunction and Social Anxiety”  
Role on Project: Principal Investigator  
Agency: FSU, Council for Research and Creativity  
Period: 12/01/07-11/30/08  
Total Costs: \$12,000

“Motivational Determinants of Risky Decision-Making”  
Role on Project: Principal Investigator  
Agency: FSU, Council for Research and Creativity  
Period: 5/01/04-9/01/04  
Total Costs: \$13,000

### **Student Funding**

“A Life History Approach to Understanding the link between SES and Decision-Making”  
Role on Project: Faculty Sponsor (student PI, Jose Martinez)  
Agency/Mechanism: NSF Graduate Fellowship  
Period: 8/21 – 7/24  
Total Costs: \$121,500

“Rejection and changes in Progesterone”

Role on Project: Faculty Sponsor (undergraduate student PI, Mariana Villegas)  
Agency/Mechanism: FSU Council for Research & Creativity  
Period: 3/012– 9/12  
Total Costs: \$1000

“Fertility in Close Relationships”  
Role on Project: Faculty Sponsor (student PI, Tania Reynolds)  
Agency/Mechanism: NSF Graduate Fellowship  
Period: 3/13 – 3/16  
Total Costs: \$121,500

“Power and Heuristic Thinking”  
Role on Project: Faculty Sponsor (student PI, Andy Menzel)  
Agency/Mechanism: NSF Graduate Fellowship  
Period: 3/08 – 3/11  
Total Costs: \$121,500

“Hormonal Factors in Female Social Affiliation”  
Role on Project: Faculty Sponsor (student PI, Saul Miller)  
Agency/Mechanism: American Psychological Foundation, Clarence J. Rosecrans Scholarship  
Period: 5/09-5/10  
Total Costs: \$2000

“Hormones and Social Affiliation”  
Role on Project: Faculty Sponsor (student PI, Saul Miller)  
Agency/Mechanism: APA Dissertation Research Fellowship  
Period: 5/09-5/10  
Total Costs: \$1000

“Endocrine Responses to Social Rejection”  
Role on Project: Faculty Sponsor (student PI, Chris McClure)  
Agency: FSU Office of Fellowships  
Period: 4/1/08 – 8/31/08  
Total Costs: \$4000

### **Invited Colloquia**

Maner, J., (December, 2018). Dominance, prestige, social rank. Invited talk at the BI Business School, Oslo, Norway.

Maner, J. K. (Feb, 2015). Are there any domain-general emotions? Invited talk at the annual meeting of the Motivation and Emotion Scientific Society. Long Beach, CA.

Maner, J. K.. (November, 2013). The sights and smells of close relationships: Hidden undercurrents in romantic attraction and relationship maintenance. Invited colloquium at McGill University, Montreal Canada.

Maner, J. K.. (November, 2013). When leaders misbehave: Power, corruption, and sexual

- misperception. Invited colloquium at Northwestern University.
- Maner, J. K.. (March, 2013). The sights and smells of close relationships: Hidden undercurrents in romantic attraction and relationship maintenance. Invited colloquium at University of Otago, Dunedin, New Zealand.
- Maner, J. K. (August, 2012). Evolutionary psychology redux: An adaptationist paradigm for the 21<sup>st</sup> century. Invited address at the annual meeting of the American Psychological Association. Orlando, FL.
- Maner, J. K. (October, 2011). The essential tension between leadership and power. Invited talk at Stanford University, School of Business.
- Maner, J. K. (September, 2011). Experimental evolutionary psychology: Adding what and why to how the mind works. Invited talk at Yale University, Department of Psychology.
- Maner, J. K. (July, 2011). Hidden undercurrents in human mating: The sights and smells of sexual attraction. Invited talk at the Center for Advanced Studies, Munich Germany.
- Maner, J. K. (April, 2011). Sex and Power: Evolutionary approaches to social cognition. Invited talk at University of Rochester, Dept of Psychology.
- Maner, J. K. (March, 2011). The evolutionary psychology of close relationships: Romantic attraction and relationship maintenance. Invited talk at UCLA, Dept of Psychology.
- Maner, J. K. (March, 2011). When power corrupts. Invited colloquium at Tilburg University, the Netherlands.
- Maner, J. K. (March, 2011). Adaptive cognition of close relationships. Invited colloquium at Radboud University Nijmegen, the Netherlands.
- Maner, J. K. (March, 2011). The evolutionary psychology of power. Invited colloquium at Radboud University Nijmegen, the Netherlands.
- Maner, J. K. (November, 2010). The evolutionary psychology of close relationships: Sights and smells of romantic attraction. Invited colloquium at the Dept of Psychology, University of Tennessee, Knoxville, TN.
- Maner, J. K. (April, 2010). How the mind warps: Fundamental motives and adaptive social cognition. Quad-L Early career award address at the Dept of Psychology, University of New Mexico.
- Maner, J. K. (April, 2010). The need for social belonging: Brighter and darker sides of human nature. Invited address at the annual meeting of the Arts & Sciences Leadership Council, FSU.
- Maner, J. K. (October, 2009). The power of close relationships. Invited address at the biannual meeting of the Florida State University Foundation.

Maner, J. K. (June, 2009). E.O.Wilson, Sociobiology, and the Advent of Evolutionary Psychology. Invited address at a symposium honoring Edward Wilson, Florida State University.

Maner, J. K. (January, 2008). Adaptations gone awry: Social psychological and evolutionary approaches to anxiety. Invited colloquium at the University of Michigan Evolution and Human Adaptation Program.

Maner, J. K. (January, 2008). Anxiety and the Genesis of Risk-Avoidance. Invited colloquium at the Center for Behavioral and Decision Sciences in Medicine, University of Michigan.

Maner, J. K. (March, 2007). The Power Maintenance Hypothesis. Invited colloquium at the Dept of Psychology, University of Florida.

### **Selected Conference Presentations**

Maner, J. K. (February, 2020). Why We Buy: Novel Insights from Evolutionary Consumer Psychology. Symposium chaired at the annual meeting of the Society for Personality and Social Psychology.

Maner, J.K., Reynolds, T., Frederick, D., Garcia, J. (Feb, 2020). Does Sex Ratio Contribute to Female Body Dissatisfaction and Food Consumption? Talk presented at the annual meeting of the Society for Personality and Social Psychology.

Mead, N., Case, C. R., Maner, J. K. (Feb, 2020). Ascending through the Hierarchy: When Those Who Lack Power Disrupt the Social Order of Their Group. Paper presented at the annual meeting of the Society for Personality and Social Psychology.

Makhanova, A., Plant, E. A., Maner, J. K. (Feb, 2020). Pathogen Avoidance and Out-group Prejudice: Evidence from a Minimal Group Paradigm. Poster presented at the annual meeting of the Society for Personality and Social Psychology.

Ketterman, A., & Maner, J. K. (Feb, 2020). How do people influence others? The role of dominance, prestige, and the dark triad. Poster presented at the annual meeting of the Society for Personality and Social Psychology.

Hasty, C., Ainsworth, S., Martinez, J., & Maner, J. K. (Feb, 2020). Benign and Malicious Envy as Components of Prestige and Dominance. Poster presented at the annual meeting of the Society for Personality and Social Psychology.

Kirsch, A. & Maner, J. K. (Feb, 2020). Threats to status versus acceptance elicit functionally distinct responses. Poster presented at the annual meeting of the Society for Personality and Social Psychology.

Maranges, H., Hasty, C., Maner, J. K., Conway, P. (Feb, 2020). Too Chaotic to be Morally Concerned: Childhood Unpredictability Predicts Reduced Deontological and Utilitarian Dilemma Responses. Poster presented at the annual meeting of the Society for Personality and Social Psychology.



- Maner, J. K. (June, 2019). Progesterone and the search for social affiliation. Invited talk at the annual meeting of the Human Behavior and Evolution Society, Boston, MA.
- Makhanova, A., McNulty, J. K., Eckel, L. A., Nikonova, L., & Maner, J. K. (June, 2019). Testosterone Reactivity and Perceptions of Challenge from Romantic Partner during Conflict. Oral presentation at the annual meeting of the Human Behavior and Evolution Society in Boston, MA.
- Maner, J. K. (February, 2019). The dangers of dominance, the pitfalls of prestige. Invited talk at the annual meeting of the Society for Personality and Social Psychology, Portland, OR.
- Maner, J. K. (Feb, 2015). Let's put our money where our mouth is: A guide for reviewing psychological science. Paper presented at the Annual Society for Personality and Social Psychologists, Long Beach, California.
- Palmer, K. E., Kunstman, J. W., Smith, A. R., Maner, J. K., Clerkin, E. M., & Peters, T. M. (Feb, 2015). Power hungry: Power reduces dietary restriction among self-oriented perfectionists. Poster presented at the Annual Society for Personality and Social Psychologists, Long Beach, California.
- Maner J. K., Case, C. R., & Mead, N. L. (May, 2014). When leaders misbehave: Differential effects of dominance and prestige. Paper presented at the annual meeting of the Association for Psychological Science.
- Maner, J. (August, 2013). The endocrinology of social bonding: Progesterone and the search for social affiliation. Paper presented at the annual meeting of the American Psychological Association.
- Maner, J., & Miller, S. (August, 2013). Adaptive attentional attunement: Perceptions of danger promote attention to outgroup males. Poster presented at the annual meeting of the American Psychological Association.
- Soberary, K., Dwyer, M., Hanson, J., Ribeiro, J., Gronau, K., Gutierrez, P., & Maner, J. (August, 2013). Exploring the MSRC Common Data Elements: The Relationship between TBI, Severe Insomnia, and Suicidal Behaviors in Military Populations. Poster presented at the annual meeting of the American Psychological Association.
- Maner, J. K., Leo, J. (March, 2013). Sex, love, temptation: Human mating motives and their regulation. Paper presented at the annual Sydney Symposium for Social Psychology, Sydney, Australia.
- Conlon, K., & Maner, J. K. (January, 2013). Alone at the top: Power reduces social affiliative motivation. Paper presented at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Maner, J. K. (January, 2013). What I know now that I wish I'd known then. Chaired training symposium at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.

- Maner, J. K. (January, 2013) Social anxiety potentiates antisocial responses to rejection. Invited paper presented at the Social Anxiety and Responses to Interpersonal Stress meeting, Jerusalem, Israel.
- Maner, J. K. (January, 2013) Progesterone and social belonging. Invited paper presented at the Gonda Brain Center, Tel Aviv, Israel.
- Fay, A. J., & Maner, J. K. (2012, October) Warmth, Proximity, and Social Attachment: The Embodied Perception of a Social Metaphor. Paper presented at the annual meeting of the Society of Southeastern Social Psychologists, Gainesville, FL.
- Ainsworth, S. E., & Maner, J. K. (2012, October). Sex begets violence: Mating motives, social dominance, and physical aggression in men. Paper presented at the Society of Southeastern Social Psychologists 2012 Annual Meeting, Gainesville, FL.
- Ainsworth, S. E., & Maner, J. K. (2012, August). Sex begets violence: Mating motives, social dominance, and physical aggression in men. Paper presented at the American Psychological Association 2012 Annual Meeting, Orlando, FL.
- Leo, J. L., & Maner, J. K. (2012, January). Love, vigilance and violence: When love leads to violent vigilance toward attractive rivals. Paper presented at the Society for Personality and Social Psychology, San Diego, CA.
- Leo, J. L., & Maner, J. K. (2012, August). Love and rivalry: Love leads to negative perceptions of relationship rivals. Paper presented at the American Psychology Association, Orlando, FL.
- Leo, J., & Maner, J. K. (August, 2012). Negative effects of romantic love on the perception of romantic rivals. Paper presented at the annual meeting of the American Psychological Association. Orlando, FL.
- Maner, J. K. (May, 2012). The essential tension between leadership and power. Invited talk at the biannual Power, Status, and Influence conference. Kellogg School of Management, Northwestern University, Evanston, IL.
- Maner, J. K. (February, 2012). On friends and foes: When attitudes reflect the fundamental affordances of social life. Invited talk at the attitudes pre-conference, annual meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Maner, J. K. (February, 2012). Dispositional anxiety blocks the psychological effects of power. Paper presented at the annual meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Maner, J. K. (February, 2012). How do I love thee: Romantic love from evolutionary, psychological, and neurobiological approaches. Symposium organized at the annual meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Leo, J. & Maner, J. K. (February, 2012). The dark side of love: Romantic love promotes violent

- vigilance to romantic rivals Paper presented at the annual meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Miller, S. L., Maner, J. K., & McNulty, J. K. (February, 2012). Adaptive attunement to the sex of individuals at a competition: The ratio of opposite- to same-sex individuals correlates with changes in competitors' testosterone levels. Paper presented at the annual meeting of the Society for Personality and Social Psychology, San Diego, CA.
- Maner, J. K. (July, 2011). Sexual overperception: When power biases social judgment. Paper presented at the annual meeting of the European Association for Social Psychology, Stockholm, Sweden.
- Maner, J. K. (January, 2011). The evolution of close relationships: Sights and smells of romantic attraction. Invited talk at the close relationships pre-conference, annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Maner, J. K. (January, 2011). How to publish your manuscript. Invited talk sponsored by the American Psychological Association, annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Maner, J. K. & Miller, S. L. (January, 2011). The evolution of relationship maintenance: Avoiding the temptation of relationship alternatives. Paper presented at the annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Kunstman, J. & Maner, J. K. (January, 2011). Sexual overperception: Power, mating motives, and biases in social perception. Paper presented at the annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Miller, S. L. & Maner, J. K. (January, 2011). Over-perceiving Obesity: Disease Threats Produce Weight-Based Memory and Categorization Biases. Paper presented at the annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Mead, N., & Maner, J. K. (January, 2011). On keeping your enemies close: Powerful leaders seek proximity to ingroup power-threats. Paper presented at the annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Maner, J. K. (October, 2010). Adaptive relationship cognition: The sights and smells of romantic attraction. Paper presented at the annual meeting of the Society for Experimental Social Psychology, Minneapolis, MN.
- Maner, J. K., & Mead, N. (October, 2010). The essential tension between leadership and power: When leaders sacrifice group goals for the sake of self-interest. Paper presented at the annual meeting of the Society for Experimental Social Psychology, Minneapolis, MN.
- Maner, J. K., & Leo, J. (June, 2010). Intrasexual vigilance: A dark side of romantic love. Paper presented at annual meeting of the Human Behavior and Evolution Society, Eugene, OR.
- Miller, S. L. & Maner, J. K. (June, 2010). Ovulation as a male mating prime. Paper presented at

annual meeting of the Human Behavior and Evolution Society, Eugene, OR.

- Park, L., & Maner, J. K. (May, 2010). Seeking social connection: Effects of self-esteem and contingencies of self-worth. Paper presented at annual meeting of the Association for Psychological Science, Boston, MA.
- Maner, J. K. (January, 2010). Psychological, behavioral, and biological evidence for the social reconnection hypothesis. Paper presented at annual meeting of the Society for Personality and Social Psychology. Las Vegas, NV.
- Maner, J. K. (January, 2010). Responses to rejection reflect the pushes and pulls of human sociality. Paper presented at the annual meeting of the Society for Personality and Social Psychology. Las Vegas, NV.
- Miller, S. L., Heim, L., & Maner, J. K. (January, 2010). Ovulation as an implicit mating prime: Men's responses to cues of female fertility. Poster presented at the annual meeting of the Society of Personality and Social Psychology, Las Vegas, NV.
- Baker, M. D., & Maner, J. K. (January, 2010). Exposure to Mating Cues Enhances Memory Retrieval. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Las Vegas, NV.
- Gill, E.C., Miller, S.L. & Maner, J.K., (January 2010). Encoding beauty: Ovulating women encode the attractiveness of male and female targets. Poster presented at the annual meeting for the Society of Personality and Social Psychology, Las Vegas, NV.
- Maner, J. K. (November, 2009). The evolution of relationship initiation: The sights and smells of romantic attraction. Invited talk at the annual meeting of the International Association for Relationships Research. Lawrence, KS.
- Maner, J. K., Miller, S. L., Rouby, D. A., & Gailliot, M. T. (February, 2009). Intrasexual vigilance: The implicit cognition of romantic rivalry. Paper presented at the annual meeting of the Society for Personality and Social Psychology. Tampa, FL.
- Miller, S. L. & Maner, J. K. (February, 2009). Scent of a woman: Men's endocrine responses to cues to ovulation. Paper presented at the annual meeting of the Society for Personality and Social Psychology. Tampa, FL.
- Maner, J. K., & Miller, S. L. (February, 2009). The Evolution of Close Relationships: Adaptive Challenges and Basic Cognitive Processes. Paper presented at the Conference on Romantic Relationships in Emerging Adulthood. Tallahassee, FL.
- Maner, J. K. (October, 2008). When do the needs of one outweigh the needs of many? Leaders sacrifice group goals for the sake of power. Paper presented at the annual meeting of the Society for Experimental Social Psychology. Sacramento, CA.
- Maner, J. K. (February, 2008). Submitting to defeat: Social anxiety, dominance threat, and decrements in testosterone. Paper presented at the annual meeting of the Society for

Personality and Social Psychology. Albuquerque, NM.

Maner, J. K. (Sept, 2007). Why good deeds must be punished: Leaders sacrifice group goals for the sake of power preservation. Paper presented at the annual meeting of the Society for Experimental Social Psychology, Chicago, IL.

Maner, J., Miller, S., & Gailliot, M. (June, 2007). Mate-guarding, jealousy, and intrasexual vigilance. Paper presented at the annual meeting of the Human Behavior and Evolution Society, Williamsburg, VA.

Miller, S. & Maner, J. (June, 2007). Intergroup vigilance: Effects of self-protective motivation on outgroup categorization. Paper presented at the annual meeting of the Human Behavior and Evolution Society, Williamsburg, VA.

Mead, N. & Maner, J. (June, 2007). When the desire for dominance detracts from the good of the group. Paper presented at the annual meeting of the Human Behavior and Evolution Society, Williamsburg, VA.

Maner, J. K. (January, 2006). Does social exclusion promote social reconnection: Resolving the “porcupine problem.” Paper presented at the annual meeting of the Society for Personality and Social Psychology. Palm Springs, CA.

Maner, J. K. (November, 2005). Does social exclusion promote withdrawal or reconnection: Resolving the “porcupine problem.” Paper presented at the annual meeting of the Society for Southeastern Social Psychology. Atlantic Beach, FL.

Maner, J. K., & Gailliot, M. T. (June, 2005). Can't take my eyes off you: Mating goals and biases in attentional adhesion. Paper presented at given at the meeting of the Human Behavior and Evolution Society, Austin, TX.

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## **Teaching**

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### **Courses Taught**

Social Psychology (Undergraduate)  
Honors Social Psychology (Undergraduate)  
Evolutionary Psychology (Doctoral)  
Evolutionary Psychology (Undergraduate)  
Design and Analysis I - Regression (Doctoral)  
Advanced Social Psychology (Doctoral)  
Navigating the Profession (Doctoral)  
Negotiation (MBA)

### **Teaching Awards and Recognition**

2013 Florida State University Undergraduate Honors Thesis Mentor Award

2005 Florida State University Teaching Award for excellence in undergraduate teaching

### **Student Awards/Funding**

#### Graduate Advisees

Jose Martinez – National Science Foundation Graduate Fellowship (2020-2023)  
Psi Chi research grant - \$1500 (2021-2022)

Tania Reynolds– National Science Foundation Graduate Fellowship (2013-2016)

Andy Menzel – National Science Foundation Graduate Fellowship (2008-2011)

Saul Miller – 2011, FSU Graduate Student Research and Creativity Award (\$500); 2009 Clarence J. Rosecrans Scholarship from the American Psychological Foundation (\$2000); 2009 APA Dissertation Research Fellowship (\$1000); 2008 Brigham Award, given to the best student-authored social psychology paper at FSU Psychology (\$500), 2008 NSF Graduate Fellowship honorable mention

#### Undergraduate Advisees

Trystan Lousatu - National Science Foundation Graduate Fellowship (2022-2025)

Jose Martinez – winner of an SPSP travel award and participant in SPSP's Summer Program in Undergraduate Research

Amy Newberg – Bess Ward Honors Thesis Award (\$700)

Mariana Villegas – 2013 Howard Baker thesis Award winner; Mentored Research & Creative Endeavors Award (\$1000)

Marjorie Prokosch – 2011 Howard Baker Thesis Award runner up

Beth Gill – 2009 Bess Ward Honors Thesis Award (\$500), 2010 Howard Baker Thesis Award runner up.

Chris McClure – 2008 Florida State University Undergraduate Research and Creative Activity Award (\$4000), Bess Ward Honors Thesis Award (\$1000), Society for Personality and Social Psychology conference travel award; 2009 Howard Baker Award honors thesis award (\$300)

Margo Land – 2007 Howard Baker Award (\$300)

Austin Nichols – 2006 Howard Baker Award, runner-up (\$150)

**Student Committees Chaired (to completion)**

Ph.D. Dissertations (n=10)

Connor Hasty, 2023  
Tania Reynolds, 2018  
Charleen Case, 2017  
Justin Moss, 2015  
Adam Fay, 2014  
Jennifer Leo, 2014  
Andrew Menzel, 2013  
Kyle Conlon, 2012  
Saul Miller, 2011  
Michael Baker, 2010

Masters Theses (n=10)

Jose Martinez, 2022  
Alexandra Ketterman, 2021  
Connor Hasty, 2020  
Charleen Case, 2013  
Jennifer Leo, 2010  
Andrew Menzel, 2010  
Aaron Rouby, 2008  
Saul Miller, 2008  
Michael Baker, 2007

Undergraduate Honors Theses (n=14)

Jaia Hendrickson, 2022  
Jose Martinez, 2020  
Amy Newberg, 2013  
Mariana, Villegas, 2013  
Marjorie Prokosch, 2011  
Beth Gill, 2010  
Lora Peaden, 2010  
Brooke Lerner, 2010  
Chris McClure, 2009  
Valerie Hooker, 2008  
Lindsay Smith, 2008  
Margo Land, 2007  
Austin Nichols, 2006  
Catherine Thompson, 2005

**Graduate Student Committee Memberships (completed)**

Dissertation Committees (n=60)

Juliana French, Social Psychology, 2021  
Stephanie Mallinas, Social Psychology, 2021  
Kassidy Irvan, Social Psychology, 2021  
Kelsey Burton, Management, UNSW, 2021  
Samuel Pearson, Psychology, University of Queensland, 2021

Anna Bondarenko, Education, 2020  
Caleb Reynolds, Social Psychology, 2020  
Heather Maranges, Social Psychology, 2020  
Michael Butler, Neuroscience, 2019  
M. Mitchell, Neuroscience, 2019  
Stacey Makhanova, Social Psychology, 2019  
Jennifer LaCosse, Social Psychology, 2018  
Sarah Ainsworth, Social Psychology, 2015  
Corey Columb, Social Psychology, 2014  
Levi Baker, Social Psychology, 2014  
Joanna Goplen, Social Psychology, 2014  
Jessica Alquist, Social Psychology, 2013  
Jessica Ribeiro, Clinical Psychology, 2013  
Kristina Korte, Clinical Psychology, 2013  
Patricia Kantor, Developmental Psychology, 2012  
Sarah Kershaw, Developmental Psychology, 2012  
Michael Mallott, Clinical Psychology, 2012  
Janine Bartley, Communication Disorders, 2012  
Seth Tucker, English, 2012  
Christina Riccardi, Clinical Psychology, 2011  
April Smith, Clinical Psychology, 2011  
Jackie Coyle, Cognitive Psychology, 2011  
Meghan Keough, Clinical Psychology, 2011  
Jonathan Kunstman, Social Psychology, 2011  
Joel Weinbrot, English, 2011  
Matt Waesche, Clinical Psychology, 2011  
Andrea Sell, Cognitive Psychology, 2011  
Celeste Doerr, Social Psychology, 2010  
David Buck, Social Psychology, 2010  
Nate Lambert, Family Sciences, 2010  
EJ Masicampo, Social Psychology, 2010  
Nadia Teale, Clinical Psychology, 2010  
Rob Schlauch, Clinical Psychology, 2010  
Kyle Gobbregge, Neuroscience, 2010  
Colette Berbesque, Anthropology, 2010  
Nicole Mead, Social Psychology, 2009  
Rebecca Bernert, Clinical Psychology, 2009  
Tracy Witte, Clinical Psychology, 2009  
Kimberly Van Orden, Clinical Psychology, 2009  
Kiara Timpano, Clinical Psychology, 2009  
Lisa James, Clinical Psychology, 2009  
Camille Blake, Neuroscience, 2008  
Yaacov Petscher, Cognitive Psychology 2008  
Leo Bobadillo, Clinical Psychology, 2008  
Julie Buckner, Clinical Psychology, 2008  
Katie Gordon, Clinical Psychology, 2008  
David Butz, Social Psychology, 2007  
Nathan DeWall, Social Psychology, 2007



Matthew Gailliot, Social Psychology, 2007  
Elizabeth Lima, Clinical Psychology, 2007  
Brooke Bennett, Social Psychology, 2007  
Sandi Shappell, Clinical Psychology, 2007  
Anthony Richey, Clinical Psychology, 2007  
Richard Yaxley, Cognitive Psychology, 2006  
Mary Jo Breiner, Clinical Psychology, 2005  
Brandon Schmeichel, Social Psychology, 2004

Masters Thesis Committees (n=39)

Justine Thompson, Clinical Psychology, 2023  
Elena Brandt, Social Psychology, 2021  
Nora Mueller, Clinical Psychology, 2020  
Douglas Kievet, Social Psychology, 2020  
Mary Duffy, Clinical Psychology, 2020  
Caleb Reynolds, Social Psychology, 2018  
Jessica Cascio, Social Psychology, 2013  
Andrew Vonasch, Social Psychology, 2013  
Joseph Kostenak, Neuroscience, 2013  
Jean Forney, Clinical Psychology, 2013  
Daniel Blakely, Cognitive Psychology, 2013  
Noah Venables, Clinical Psychology, 2012  
Jamie Quinn, Developmental Psychology, 2012  
Laura Drislane, Clinical Psychology, 2012  
Sarah Ainsworth, Social Psychology, 2012  
Jon Marc Goodrich, Developmental Psychology, 2012  
Kirsten Hawkins, Clinical Psychology, 2012  
John Marc Goodrich, Clinical Psychology, 2012  
Novell Tani, Developmental Psychology, 2011  
Yusra Ahmed, Developmental Psychology, 2011  
Daniel Capron, Clinical Psychology, 2011  
Will Crescioni, Social Psychology, 2011  
Tiffany Brown, Clinical Psychology, 2011  
Adam Faye, Social Psychology, 2011  
Melissa Mitchell, Clinical Psychology, 2010  
Patricia Kantor, Cognitive Psychology, 2010  
Sarah Kershaw, Cognitive Psychology, 2009  
Christina Riccardi, Clinical Psychology, 2009  
Andrea Sell, Cognitive Psychology, 2009  
Nate Lambert, Family Sciences, 2008  
April Smith, Clinical Psychology, 2008  
Jonathan Kunstman, Social Psychology, 2008  
E.J. Masicampo, Social Psychology, 2008  
David Buck, Social Psychology, 2007  
Michelle Peruche, Social Psychology, 2007  
Lawrence Taylor, Cognitive Psychology, 2007  
Tracy Witte, Clinical Psychology, 2006

Nathan DeWall, Social Psychology, 2006  
Julie Smith, Clinical Psychology, 2006  
Tres Roring, Cognitive Psychology, 2006  
Kyle Gobregge, Neuroscience, 2006  
Kimberly Van Orden, Clinical Psychology, 2005

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## Service

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### Editorial Service

2024 - Consulting Editor, *Journal of Personality and Social Psychology*, IRGP.  
2021 - Consulting Editor, *Psychological Review*  
2014 - Consulting Editor, *Evolutionary Psychological Science*  
2006– Consulting Editor, *Evolutionary Psychology*  
2016 - 2022 Consulting Editor, *The Leadership Quarterly*  
2012 - 2018 Consulting Editor, *Psychological Science*  
2011– 2018 Associate Editor, *Journal of Personality and Social Psychology*, IRGP.  
2008 –2011 Associate Editor, *Personality and Social Psychology Bulletin*.  
2013 - 2015 Consulting Editor, *Social Psychological and Personality Science*  
2005–2011 Consulting Editor, *Journal of Personality and Social Psychology*, IRGP

### Ad hoc journal reviewing (abbreviated list)

*Proceedings of the National Academies of Sciences*  
*American Psychologist*  
*Psychological Bulletin*  
*Psychological Review*  
*Journal of Experimental Social Psychology*  
*Psychological Science*  
*Personality and Social Psychology Review*  
*Perspectives on Psychological Science*  
*Journal of Personality and Social Psychology*  
*Personality and Social Psychology Bulletin*  
*Evolution and Human Behavior*  
*Human Nature*  
*Health Psychology*  
*Emotion*  
*Social Cognitive and Affective Neuroscience*

*Personal Relationships*  
*Journal of Social Relationships*  
*Journal of Social and Personal Relationships*  
*Journal of Abnormal Psychology*  
*Journal of Comparative Psychology*  
*European Journal of Social Psychology*  
*American Journal of Psychology*  
*Personality and Individual Differences*  
*Nonverbal Behavior*  
*Journal of Personality*  
*Behavior Therapy*  
*Cognitive Research and Therapy*  
*Cognition and Emotion*  
*Proceedings of the Royal Society of London*  
*Social Psychology*  
*The Administrative Science Quarterly*  
*Appetite*

### **Grant Reviewing**

National Science Foundation  
Social Sciences & Humanities Research Council of Canada  
Florida State University Council for Research & Creativity

### **Department Service & Committees**

#### **Florida State University**

2022 - Mentor Committee, Irmak Okten, Psychology  
2022 - Director of Graduate Studies  
2021 - Social Psychology Area Head  
2018 - Mentor Committee, Xiaobing, Zhang, Psychology, FSU  
2020 - 2022 Psychology Undergraduate Studies Committee  
2019 - 2022 Psychology Department Liaison to the Honors in the Major Program  
2018 - 2021 Graduate Research Day, Psychology, FSU (chair, 2018)  
2018 Social Psychology Search Committee Chair, Psychology, FSU  
2018-2020 Mentor Committee, Andrea Meltzer, Psychology, FSU  
2012 – 2014 Area Director, Social Psychology, FSU  
2012 - 2014 Executive Committee, Dept. of Psychology, FSU  
2009 - 2014 Colloquium Committee (Chair), Dept. of Psychology, FSU  
2003 – 2014 Human Subjects Research Committee (Chair), Dept. of Psychology, FSU  
2012 - 2013 Department Chair Selection Committee (Chair), Dept. of Psychology, FSU  
2011 - 2013 Faculty Development Committee, Dept. of Psychology, FSU  
2011 Social Psychology Faculty Search Chair (resulted in hiring Prof. Jim McNulty)  
Dept. of Psychology, FSU  
2009 - 2010 Executive Committee, Dept. of Psychology, FSU  
2004–2008 Graduate Research Day Committee, Dept. of Psychology, FSU

### **FSU University Service & Committees**

2020 – Faculty advisor for the FSU Hiking Club  
2019 Arts & Sciences Science Area P&T committee member  
2019 IRB Director, Search Committee  
2013 – 2014 Member, FSU Council on Research and Creativity (advises the FSU VP for Research on funding priorities)

### **Northwestern University (2014- 2017)**

2016-2017 Department Associate Chair  
2015-2016 Department Co-Chair  
2015 Senior Advisory Committee, Kellogg Doctoral Program  
2015 Behavioral lab oversight committee  
2014 Reiter Award selection committee  
2014, 2016 Faculty Recruiting committee  
2014 Graduate student selection and recruiting committee

### **National Service & Committees**

2020 - Member, Steering Committee, Center for Evolutionary Psychology, Oakland University  
  
2012 – 2016 SPSP Graduate Training Committee  
  
2014 SPSP Theoretical Innovation Prize selection panel  
  
2007 Society for Personality and Social Psychology Student Travel Award Selection Committee

### **Other Service**

2012 Serve as faculty advisor for the FSU Students Taking Action Against Abuse organization  
  
2010 Served as a mentor at the graduate student roundtable, hosted by the SPSP graduate student association

### **Professional Memberships**

Society for Personality and Social Psychology (Fellow)  
Association for Psychological Science (Fellow)  
American Psychological Association (Fellow)  
Human Behavior and Evolution Society  
Society for Experimental Social Psychology