

1. DATOS DE CONTACTO

Pablo Briñol Turnes

Universidad Autónoma de Madrid

Facultad de Psicología (Despacho 74)

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2. HISTORIAL ACADÉMICO

TÍTULOS ACADÉMICOS

- | | |
|---------|--|
| 1999 | Doctorado en Psicología
Facultad de Psicología, Universidad Autónoma de Madrid
Título de la tesis doctoral: <i>El efecto de la auto-validación de las respuestas cognitivas sobre el cambio de actitudes</i>
Director: Alberto Becerra Grande
Calificación: Sobresaliente Cum Laude, con opción a premio extraordinario |
| 1994/95 | Diploma en Recursos Humanos
Título propio del Programa de Cooperación Educativa
Facultad de Psicología, Universidad Autónoma de Madrid |
| 1990/95 | Licenciatura con Grado en Psicología
Facultad de Psicología, Universidad Autónoma de Madrid
Título de la memoria de licenciatura: <i>La mera exposición y el condicionamiento clásico en la formación de preferencias</i>
Directores: Benjamín Sierra Díaz y Alberto Becerra Grande
Calificación: Sobresaliente Cum Laude, con opción a premio extraordinario |

BECAS DE FORMACIÓN

- 2003/14 **Visiting Scholar Fellowship**
Psychology Department, Ohio State University
- 2009 **Beca de Movilidad del profesorado José Castillejo**
Ministerio de Ciencia e Innovación
- 2008 **Beca de Movilidad del profesorado Salvador de Madariaga**
Ministerio de Ciencia e Innovación
- 1999/03 **Post-doctoral Fellowship**
Psychology Department, Ohio State University
- 1995/99 **Beca de Formación de Personal Investigador (F.P.I.)**
Ministerio de Educación y Ciencia
- 1995 **Ayudas para estudiantes de Tercer Ciclo**
Universidad Autónoma de Madrid

3. HISTORIAL DOCENTE**PUESTOS DOCENTES**

- 2011/actual **Profesor Titular de Universidad**
Departamento de Psicología Social y Metodología
Facultad de Psicología, Universidad Autónoma de Madrid
- 2003/11 **Profesor Contratado Doctor**
Departamento de Psicología Social y Metodología
Facultad de Psicología, Universidad Autónoma de Madrid
- 2001/03 **Profesor Asociado (a tiempo completo)**
Departamento de Psicología Social y Metodología
Facultad de Psicología, Universidad Autónoma de Madrid
- 2000/01 **Profesor Asociado (a tiempo parcial)**
Departamento de Psicología Social y Metodología
Facultad de Psicología, Universidad Autónoma de Madrid

ACTIVIDAD DOCENTE ACADÉMICA

- Doctorado: **Innovación, Influencia y Persuasión en las Organizaciones**
Facultad de Psicología. U.A.M
Cursos académicos: de curso 2000/01 al curso 2005/06
- Influencia en las Organizaciones**
Facultad de Psicología. U.A.M
Curso académico: 1999/00
- Máster: **Habilidades interpersonales**
Facultad de Psicología. U.A.M
Cursos académicos: del curso 2007/08 a la actualidad
- Licenciatura: **Psicología de las organizaciones**
Facultad de Psicología. U.A.M
Cursos académicos: del curso 1999/00 a 2012 (asignatura teórico-práctica)
- Comunicación social y mensajes publicitarios.**
Facultad de Psicología. U.A.M
Cursos académicos: cursos del 2003/2004 al 2005/06
- Psicología de los grupos y las organizaciones.**
Diplomatura de Turismo. *Facultad de Económicas. U.A.M.*
Curso académico: cursos 1999/00 y 2000/01
- Grado: **Psicología de las organizaciones**
Facultad de Psicología. U.A.M
Cursos académicos: del 2012 a la actualidad (asignatura teórico-práctica)
- Cognición social**
Facultad de Psicología. U.A.M
Cursos académicos: curso 2013/14 (asignatura teórico-práctica)

ACTIVIDAD DOCENTE COMPLEMENTARIA

PROGRAMA DE COOPERACIÓN EDUCATIVA

Curso: Selección de personal

Facultad de Psicología, U.A.M.

Cursos académicos: desde el curso 1995/96 hasta la actualidad

PROGRAMA CITIUS

Curso: Habilidades de dirección

Curso: Selección de personal

Curso: Inteligencia emocional

Facultad de Económicas, U.A.M.

Cursos académicos: desde el curso 1998/99 hasta la actualidad

INSTITUTO DE ADMINISTRACIÓN Y DIRECCIÓN DE EMPRESAS (IADE)

Curso: Inteligencia emocional

Curso: Selección de personal

Curso: Técnicas avanzadas de persuasión

Curso: Técnicas básicas de persuasión

Curso: Credibilidad en las organizaciones

Curso: Habilidades de dirección

Curso: Dirección de equipos de trabajo

Curso: Irracionalidad en las organizaciones

Facultad de Económicas, U.A.M.

Cursos académicos: desde el curso 2001/02 al 2007/08

MASTER DE INTELIGENCIA EMOCIONAL

Curso: Inteligencia emocional en las empresas

Universidad de Alcalá de Henares

Cursos académicos: 2004/06

MASTER DE PSICOLOGÍA DEL DEPORTE

Curso: Habilidades de dirección y conducción de grupos

Facultad de Psicología, Universidad Autónoma de Madrid

Curso académico: 2004/05

CURSOS DE VERANO DE LA U.N.E.D.

Curso: Cambio de actitudes

Cursos académicos: 2004/06

LA CAIXA

Curso: Programación Neurolingüística

Curso: Inteligencia emocional

Master de Banca (IADE), Facultad de Económicas, U.A.M.

Curso académico: 2001/02

MINISTERIO DE AGRICULTURA (M.A.P.A.)

Curso: Gestión del conocimiento emocional (4 horas)

Curso académico: 2001/02

GLAXO WELCOME

Curso: Habilidades de Dirección y Selección

Cursos académicos: 1997/02

CENTRO UNIVERSITARIO DE SALUD PÚBLICA (C.U.S.P)

Curso: Cambio de actitud en el ámbito de la Salud

Facultad de Psicología, U.A.M.

Cursos académicos: 1997/99

TELEFÓNICA

Curso: Comunicación eficaz

Curso académico: 1997/98

MASTER EN ERGONOMIA Y SEGURIDAD

Curso: Factores psicosociales y prevención de riesgos laborales

Universidad Politécnica de Cataluña

Curso académico: 1997/98

ACTIVIDAD ACADÉMICA COMPLEMENTARIA

Miembro de comisiones de la facultad de psicología (UAM):

Comisión de premios extraordinarios

Comisión de convalidaciones

Comisión de investigación e infraestructura

Tribunales de Diploma de Estudios Avanzados (DEA)

Tutor de alumnos de Practicum de investigación y profesional

Tutor de alumnos del Programa de Cooperación Educativa

Tutor de alumnos del Master en Dirección de Recursos Humanos

4. HISTORIAL INVESTIGADOR

1.- PUBLICACIONES INTERNACIONALES

VOLUMENES EDITADOS

Briñol, P., & DeMarree, K. G. (Eds.) (2012). *Social Metacognition*. New York: Psychology Press.

Petty, R. E., Fazio, R. H., & Briñol, P. (Eds.) (2009). *Attitudes: Insights from the new implicit measures*. New York: Psychology Press.

ARTÍCULOS Y CAPÍTULOS DE LIBRO

DeMarree, K. G., Briñol, P., & Petty, R. E. (in press). Reducing subjective ambivalence by creating doubt: A metacognitive approach. *Social Psychology and Personality Science*.

Teeny, J., Briñol, P., & Petty, R. E. (in press). The elaboration likelihood model: Understanding consumer attitude change. In C. Jansson-Boyd & M. Zawisza (Eds.), *International handbook of consumer psychology*. Cambridge: Cambridge University Press.

Tormala, Z. L., & Briñol, P. (in press). Attitude change and persuasion: Past, present and future directions. In M. I. Norton, D. D. Rucker, & C. Lambertson (Eds.), *Cambridge handbook of consumer psychology*. Cambridge: Cambridge University Press.

Briñol, P., DeMarree, K. G., & Petty, R. E. (in press). Validating a primed identity leads to expectations of group-relevant outcomes. *International Journal of Social Psychology* [Special issue on Identity Fusion].

Briñol, P. & Petty, R. E. (in press). Elaboration and validation processes: Implications for media attitude change. *Media Psychology*.

Requero, B., Cancela, A., Santos, D. Briñol, P., & Díaz, D. (in press). Feelings of ease and attitudes toward healthy foods. *Psicothema*.

Paredes, B., Stavradi, M., Díaz, D., Gandarillas, B., & Briñol, P. (2015). Validity and reliability of the Spanish version of the Revised Self-Monitoring Scale. *Spanish Journal of Psychology*.

Petty, R. E., & Briñol, P. (2015). Emotion and persuasion: Cognitive and meta-cognitive processes impact attitudes. *Cognition and Emotion*, 29, 1-26.

Briñol, P., Rucker, D. D., & Petty, R. E. (2015). Naïve theories about persuasion: Implication for information processing and consumer attitude change. *International Journal of Advertising*, 34, 85-106.

- Rucker, D. D., Petty, R. E., & Briñol, P. (2015). Social psychological foundations of social marketing. In D. Stewart (Ed.), *Handbook of persuasion and social marketing* (Vol. 1, pp. 27-60). Santa Barbara, CA : Praeger Publishers.
- Briñol, P., Petty, R. E., & DeMarree, K. (2015). Being threatened and being a threat can increase reliance on thoughts: A self-validation approach. In P. J. Carroll, R. M. Arkin, & A. Wichman (Eds.), *Handbook on personal security* (pp. 37-54). New York: Psychology Press.
- Petty, R. E. & Briñol, P. (2015). Processes of social influence through attitude change. In E. Borgida & J. Bargh (Eds.), *APA Handbook of Personality and Social Psychology (Vol. 1): Attitudes and social cognition* (pp. 509-545). Washington, D. C.: APA Books.
- Horcajo, J., Briñol, P., & Petty, R. E. (2014). Multiple roles for majority versus minority source status on persuasion when source status follows the message. *Social Influence*, 9, 37-51 .
- DeMarree, K. G., Briñol, P., & Petty, R. E. (2014). The effects of power on prosocial outcomes: A self-validation analysis. *Journal of Economic Psychology*, 41, 20-30.
- DeMarree, K. G., Wheeler, C. S., Briñol, P., & Petty, R. E. (2014). Wanting other attitudes: Actual-desired attitude discrepancies predict feelings of ambivalence and ambivalence consequences. *Journal of Experimental Social Psychology*, 53, 5-18.
- Cárdaba, M. M. A., Briñol, P., Horcajo, J., & Petty, R. E. (2014). Changing prejudiced attitudes by thinking about persuasive messages: Implications for resistance. *Journal of Applied Social Psychology*.
- Petty, R. E & Briñol, P. (2014). The elaboration likelihood and meta-cognitive models of attitudes: Implications for prejudice, the self, and beyond. In J. Sherman, B. Gawronski, & Y. Trope (Eds.), *Dual-process theories of the social mind* (pp. 172-187). New York, NY: Guildford Press.
- Rucker, D. D., Tormala, Z. L., Petty, R. E., & Briñol, P. (2014). Consumer conviction and commitment: An appraisal-based framework for attitude certainty. *Journal of Consumer Psychology*, 24, 119-136.
- Luttrell, A., Briñol, P., & Petty, R. E. (2014). Mindful vs. mindless thinking and persuasion. In A. Le, C. T. Ngunoumen, & E. J. Langer (Eds.), *The Wiley Blackwell Handbook of Mindfulness*. Wiley Blackwell (pp. 258- 278). Chichester: UK.
- Clark, J. K., Wegener, D. T., Sawicki, V., Petty, R. E., & Briñol, P. (2013). Evaluating the message or the messenger? Implications for self-validation in persuasion. *Personality and Social Psychology Bulletin*, 39, 1571-1584.
- Luttrell, A., Briñol, P., Petty, R. E., Cunningham, W., & Diaz, D. (2013). Metacognitive confidence: A neuroscience approach. *Revista de Psicología Social*, 28, 327- 332. [special issue on social neuroscience].

- Briñol, P., Tormala, Z. L., & Petty, R. E. (2013). Ease and persuasion: Multiple processes, meanings, and effects. In C. Unkelbach & R. Greifeneder (Eds.), *The experience of thinking: How the fluency of mental processes influences cognition and behavior* (pp. 101-118). London: Psychology Press.
- Paredes, B., Stavradi, M., Briñol, P., & Petty, R. E. (2013). Smiling after thinking increases reliance on thoughts. *Social Psychology*, 44, 349-353.
- Cárdaba, M. M. A., Briñol, P., Horcajo, J., & Petty, R. E. (2013). The effect of need for cognition on the stability of prejudiced attitudes toward South American immigrants. *Psicothema*, 25, 73-78.
- Briñol, P., Gascó, M., Petty, R. E., & Horcajo, J. (2013). Treating thoughts as material objects can increase or decrease their impact on evaluation. *Psychological Science*, 24, 41-47.
- Briñol, P., Petty, R. E., & Stavradi, M. (2012). Power increases the reliance on first-impression thoughts. *Revista de Psicología Social*, 27, 293-303.
- Briñol, P., Tormala, Z. L., & Petty, R. E. (2012). Ease and persuasion: Multiple processes, meanings, and effects. In C. Unkelbach & R. Greifeneder (Eds.), *The experience of thinking* (pp. 99-116). New York: Guilford Press.
- Briñol, P., McCaslin, M. J., & Petty, R. E. (2012). Self-generated persuasion: Effects of the target and direction of arguments. *Journal of Personality and Social Psychology*, 102, 925-940.
- Briñol, P., & Petty, R. E. (2012). Knowing our attitudes and how to change them. In S. Vazire & T. D. Wilson (Eds.), *Handbook of self-knowledge* (pp. 157-180). New York: Psychology Press.
- Petty, R. E., Briñol, P., & Johnson, I. (2012). Implicit ambivalence. In B. Gawronski, & F. Strack (Eds.), *Cognitive consistency: A unifying concept in social psychology* (pp. 178-201). New York: Guilford Press.
- Petty, R. E. & Briñol, P. (2012). A multi-process approach to social influence. In D. T. Kenrick, N. Goldstein, & S. L. Braver (Eds.), *Full cycle social influence: The legacy of Robert Cialdini* (pp. 49-58). New York, NY: Oxford University Press.
- Briñol, P., & DeMarree, K. G. (2012). Social metacognition: Thinking about thinking in social psychology. In P. Briñol, & K. G. DeMarree (Eds.), *Social metacognition* (pp. 1-20). New York: Psychology Press.
- Wagner, B. C., Briñol, P., & Petty, R. E. (2012). Dimensions of metacognitive judgment: Implications for attitude change. In P. Briñol, & K. G. DeMarree (Eds.), *Social metacognition* (pp. 43-62). New York: Psychology Press.

- Briñol, P., Petty, R. E., & Wagner, B. C. (2012). Embodied validation: Our body can change and also validate our thoughts. In Briñol, P., & DeMarree, K. G. (Eds.), *Social Metacognition* (pp. 219-242). Psychology Press.
- Briñol, P., & Petty, R. E. (2012). The history of attitudes and persuasion research. In A. Kruglanski & W. Stroebe (Eds.), *Handbook of the history of social psychology* (pp. 175-212). New York: Psychology Press.
- Petty, R. E. & Briñol, P. (2012). The Elaboration Likelihood Model. In P. A. M. Van Lange, A. Kruglanski, & E. T. Higgins (Eds.), *Handbook of theories of social psychology* (pp. 224-245). London, England: Sage.
- Briñol, P., Petty, R. E., & Wagner, B. C. (2011). Embodied attitude change. *Social and Personality Psychology Compass*, 5/12, 1039-1050.
- Rucker, D. D., Briñol, P., & Petty, R. E. (2011). Metacognition: Methods to assess primary and secondary cognition. In K. C. Klauer, C. Stahl, & A. Voss (Eds.), *Handbook of cognitive methods in social psychology* (pp. 236-264). New York: Guildford Press.
- Briñol, P., DeMarree, K. G., & Smith, K. (2010). The role of embodied change in perceiving and processing facial expressions of others. *Behavioral and Brain Sciences*, 33, 437-438.
- Horcajo, J., Briñol, P., & Petty, R. E. (2010). Consumer persuasion: Indirect change and implicit balance. *Psychology and Marketing*, 27, 938-963.
- Horcajo, J., Petty, R. E., & Briñol, P. (2010). The effects of majority versus minority source status on persuasion: A self-validation analysis. *Journal of Personality and Social Psychology*, 99, 498-512.
- Petty, R. E. & Briñol, P. (2010). Attitude change. In R. F. Baumeister & E. J. Finkel (Eds.), *Advanced social psychology: The state of the science* (pp. 217-259). Oxford: Oxford University Press.
- Petty, R. E. & Briñol, P. (2010). Attitude structure and change: Implications for implicit measures. In B. Gawronski & B. K. Payne (Eds.), *Handbook of implicit social cognition: Measurement, theory, and applications* (pp.335-352). New York: Guilford Press.
- Wichman, A. L., Briñol, P., Petty, R. E., Rucker, D. D., Tormala, Z. L., & Weary, G. (2010). Doubting one's doubt: A formula for confidence. *Journal of Experimental Social Psychology*, 46, 350-355.
- Briñol, P., DeMarree, K. G., & Petty, R. E. (2010). Processes by which confidence (vs. doubt) influences the self. In R. Arkin, K. Oleson, & P. Carroll (Eds.), *Handbook of the uncertain self* (pp. 13-35). New York: Psychology Press.
- Briñol, P., Petty, R. E., Wagner, B. C. (2009). Body postures effects on self-evaluation: A self-validation approach. *European Journal of Social Psychology*, 39, 1053-1064.

- Clark, J. K., Wegener, D. T., Briñol, P., & Petty, R. E. (2009). Discovering that the shoe fits: The self-validating role of stereotypes. *Psychological Science, 20*, 846-852.
- Petty, R. E., & Briñol, P., (2009). Introspection and interpretation: Dichotomy or continuum? *Behavioral and Brain Sciences, 32*, 157-158.
- Petty, R. E., Briñol, P., Loersch, C., & McCaslin, M. J. (2009). The need for cognition. In M. R. Leary, & R. H. Hoyle (Eds.), *Handbook of individual differences in social behavior* (pp. 318-329). New York: Guilford Press.
- Briñol, P., & Petty, R. E. (2009). Source factors in persuasion: A self-validation approach. *European Review of Social Psychology, 20*, 49-96.
- Briñol, P., & Petty, R. E. (2009). Persuasion: Insights from the self-validation hypothesis. In M. P. Zanna (Ed.), *Advances in experimental social psychology, 41* (pp. 69-118). New York: Academic Press.
- Petty, R. E., & Fazio, R. H., & Briñol, P., (2009). The new implicit measures: An overview. In R. E. Petty, R. H. Fazio, & P. Briñol (Eds.), *Attitudes: Insights from the new implicit measures* (pp. 3-18). New York: Psychology Press.
- Briñol, P., Petty, R. E., & McCaslin, M. J. (2009). Changing attitudes on implicit versus explicit measures: What is the difference?. In R. E. Petty, R. H. Fazio, & P. Briñol (Eds.), *Attitudes: Insights from the new implicit measures* (pp. 285-326). New York: Psychology Press.
- Petty, R. E., & Briñol, P. (2009). Implicit ambivalence: A meta-cognitive approach. In R. E. Petty, R. H. Fazio, & P. Briñol (Eds.), *Attitudes: Insights from the new implicit measures* (pp. 119-161). New York: Psychology Press.
- Petty, R. E., Briñol, P., & Priester, J. R. (2009). Mass media attitude change: Implications of the Elaboration likelihood model of persuasion. In J. Bryant & M. B. Oliver (Eds.), *Media effects: Advances in theory and research* (3rd ed., pp. 125-164). New York: Routledge.
- Rucker, D. D., Petty, R. E., & Briñol, P. (2008). What's in a frame anyway? A meta-cognitive analysis of the impact of one versus two sided message framing on attitude certainty. *Journal of Consumer Psychology, 18*, 137-149.
- Petty, R. E., DeMarree, K. G., Briñol, P., Horcajo, J., & Strathman, A. J. (2008). Need for cognition can magnify or attenuate priming effects in social judgment. *Personality and Social Psychology Bulletin, 34*, 900-912.
- Horcajo, J., See, M., Briñol, P., & Petty, R. E. (2008). The role of mortality salience in consumer persuasion. *Advances in Consumer Research, 35*, 782-783.
- Briñol, P., Rucker, D. D., Petty, R. E., Carmen, V. & Becerra, A. (2008). The role of power in consumer persuasion. *Advances in Consumer Research, 35*, 195-196.

- Briñol, P., & Petty, R. E. (2008). Embodied persuasion: Fundamental processes by which bodily responses can impact attitudes. In G. R. Semin & E. R. Smith (Eds.), *Embodiment grounding: Social, cognitive, affective, and neuroscientific approaches* (pp. 184-207). Cambridge, England: Cambridge University Press.
- Petty, R. E., & Briñol, P. (2008). Persuasion: From single to multiple to meta-cognitive processes. *Perspectives on Psychological Science*, 3, 137-147.
- Petty, R. E., & Briñol, P. (2008). Psychological processes underlying persuasion. *Diogenes*, 217, 52-67.
- Briñol, P., Petty, R. E., Valle, C., Rucker, D. D., & Becerra, A. (2007). The effects of message recipients' power before and after persuasion: A self-validation analysis. *Journal of Personality and Social Psychology*, 93, 1040-1053.
- Briñol, P., Petty, R. E., & Barden, J. (2007). Happiness versus sadness as determinants of thought confidence in persuasion: A self-validation analysis. *Journal of Personality and Social Psychology*, 93, 711-727.
- DeMarree, K. G., Petty, R. E., & Briñol, P. (2007). Self and attitude strength parallels: Focus on accessibility. *Social and Personality Psychology Compass*, 1, 441-468.
- Briñol, P., Petty, R. E., Gallardo, I., & DeMarree, K. G. (2007). The effect of self-affirmation in non threatening persuasion domains: Timing affects the process. *Personality and Social Psychology Bulletin*, 33, 1533-1546.
- Tormala, Z. L., Briñol, P., & Petty, R. E. (2007). Multiple roles for source credibility under high elaboration: It's all in the timing. *Social Cognition*, 25, 536-552.
- Tormala, Z. L., Falces, C., Briñol, P., & Petty, R. E. (2007). Ease of retrieval effects in social judgment: The role of unrequested cognitions. *Journal of Personality and Social Psychology*, 93, 143-157.
- Petty, R. E., Briñol, P., & DeMarree, K. G. (2007). The Meta-Cognitive Model (MCM) of attitudes: Implications for attitude measurement, change, and strength. *Social Cognition*, 25, 609-642.
- DeMarree, K. G., Petty, R. E., & Briñol, P. (2007). Self-certainty: Parallels to attitude certainty. *International Journal of Psychology and Psychological Therapy*, 7, 141-170.
- Petty, R. E., Briñol, P., Tormala, Z. L., & Wegener, D. T. (2007). The role of meta-cognition in social judgment. In E. T. Higgins & A. W. Kruglanski, (Eds.) *Social psychology: A handbook of basic principles* (2nd ed., pp. 254-284). New York: Guilford Press.
- Wheeler, S. C., Briñol, P., & Hermann, A. (2007). Resistance to persuasion as self-regulation: Ego-depletion and its consequences for attitude change processes. *Journal of Experimental Social Psychology*, 43, 150-156.

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- Briñol, P., Petty, R. E., Gallardo, I., & DeMarree, K. G. (2006). The role of self-affirmation in consumer persuasion. *Advances in Consumer Research, 33*, 509-510.
- Petty, R. E., & Briñol, P. (2006). A meta-cognitive approach to "implicit" and "explicit" evaluations: Comment on Gawronski and Bodenhausen (2006). *Psychological Bulletin, 132*, 740-744.
- Tormala, Z. L., Briñol, P., & Petty, R. E. (2006). When credibility attacks: The reverse impact of source credibility on persuasion. *Journal of Experimental Social Psychology, 42*, 684-691.
- Briñol, P., Petty, R. E., & Wheeler, S. C. (2006). Discrepancies between explicit and implicit self-concepts: Consequences for information processing. *Journal of Personality and Social Psychology, 91*, 154-170.
- Briñol, P., Petty, R. E., & Tormala, Z. L. (2006). The meaning of ease and its malleability. *Psychological Science, 17*, 200-206.
- Petty, R. E., Tormala, Z. L., Briñol, P., & Jarvis, W.B.G. (2006). Implicit ambivalence from attitude change: An exploration of the PAST Model. *Journal of Personality and Social Psychology, 90*, 21-41.
- Briñol, P., Petty, R. E., & Rucker, D. D. (2006). The role of meta-cognitive processes in emotional intelligence. *Psicothema, 18*, 26-33.
- Briñol, P., & Petty, R. E. (2006). Fundamental processes leading to attitude change: Implications for cancer prevention communications. *Journal of Communication, 56*, 81-104.
- Briñol, P., & Petty, R. E. (2005). Individual differences in persuasion. In D. Albarracín, B. T. Johnson, & M. P. Zanna (Eds.), *The handbook of attitudes and attitude change* (pp. 575-616). Hillsdale, NJ: Erlbaum.
- Briñol, P. (2005). Understanding antecedents, consequences, and fundamental processes in persuasion. *Journal of Communication, 55*, 408-410.
- Wheeler, S. C., Briñol, P., & Hermann, A. (2004). Undermining the ego as a means of reducing resistance to persuasion. *Advances in Consumer Research, 31*, 31-32.
- Tormala, Z. L., Briñol, P., & Petty, R. E. (2004). Hidden effects of persuasion. *Advances in Consumer Research, 31*, 75-76.
- Briñol, P., & Petty, R. E. (2004). Self-Validation processes: The role of thought confidence in persuasion. In G. Haddock and G. Maio (Eds.), *Contemporary perspectives on the psychology of attitudes* (pp. 205-226). Philadelphia, PA: Psychology Press.

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2.- PUBLICACIONES (En castellano)

LIBROS

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- Gallardo, I., Salazar, C., Briñol, P., & Gandarillas, B. (en prensa). El uso de negación en preguntas retóricas y persuasión. *Revista Mexicana de Psicología*.
- Briñol, P., Horcajo, J., y Cárdbaba, M. M. A. (2015). Cambio de actitudes. En J. M. Sabucedo y J. F. Morales, *Psicología Social* (pp.137-157). Madrid: Editorial Médica Panamericana.
- Horcajo, J., Briñol, P., Díaz, D., y Becerra, A. (2015). Actitudes: Concepto, estructura y medición. En J. M. Sabucedo y J. F. Morales, *Psicología Social* (pp.117-136). Madrid: Editorial Médica Panamericana.
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3.- OTRAS PUBLICACIONES

Briñol, P. (2009). How the body change our mind. *InMind*. Revista electrónica.

Briñol, P. (2003). Los gestos determinan la confianza en los propios pensamientos. *Tendencias Científicas*. Revista electrónica.

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4.- ARTICULOS DE DIVULGACION

Science, *Science News*, *Psychology Today*, *Washington Post*, *Daily Times*, *Science Daily*, *News Wise*, *Innovations Report*, *Science Go Go*.

Diario ABC, *Diario El Mundo*, *Revista Muy Interesante*

5.- PRESENTACIÓN EN CONGRESOS (presentaciones invitadas marcadas con *)

- Durso, G. R. O., Brinol, P., & Petty, R. E. (May, 2015). Predictably Unpredictable People—Ambivalent Expectations in Social Evaluation. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Hinsenkamp, L. D., Petty, R. E., & Briñol, P. (May, 2015). Differentiating Belief Extremity Resulting from Certainty versus Uncertainty. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Belding, J. N., Petty, R. E., Fujita, K., & Brinol, P. (February, 2015). The role of elaboration in temporal discounting. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. Long Beach, California.
- Hinsenkamp, L. D., Petty, R. E., & Briñol, P. (February, 2015). Comparing inductions of certainty and uncertainty on opinion extremity: linear or curvilinear? Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. Long Beach, California.
- Johnson, I., Petty, R. E., & Briñol, P. (February, 2015). Being wrong: a meta-cognitive perspective. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. Long Beach, California.
- Teeny, J. D., Luttrell, A., Petty, R., & Briñol, P. (February, 2015). Exploring the antecedents of proselytism: attitude certainty on one's willingness to propagate an attitude. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. Long Beach, California.
- Briñol, P. (November 2014). Polarización radical del juicio en respuesta a amenazas y como consecuencia de amenazar. Presented at the 1st meeting of the *Sociedad Científica Española de Psicología Social*. Sevilla, Spain.
- Briñol, P. (November 2014). Sugerencias para publicar en revistas científicas. Presented at the 1st meeting of the *Sociedad Científica Española de Psicología Social*. Sevilla, Spain.
- Cárdaba, M. A., Blázquez, D., & Briñol, P. (November 2014). El efecto paradójico de los mensajes pro-actitudinales sobre la confianza en las actitudes. Presented at the 1st meeting of the *Sociedad Científica Española de Psicología Social*. Sevilla, Spain.
- Paredes, B., Gómez, A., & Briñol, P. (November 2014). Fusión de identidad: cuando pensar sobre el exogrupo afecta a la fusión con el endogrupo. Presented at the 1st meeting of the *Sociedad Científica Española de Psicología Social*. Sevilla, Spain.
- Stavarki, M., Díaz, D., & Briñol, P. (November 2014). El papel de la emoción en la persuasión: una aproximación de meta-cognición. Presented at the 1st meeting of the *Sociedad Científica Española de Psicología Social*. Sevilla, Spain.

- Kim, T. W., Duhachek, A., Briñol, P. & Petty, R. E. (October, 2014). Protect or hide your thoughts: The meanings associated with actions matter. Presented at the annual meeting of the *Association for Consumer Research*. Baltimore, Maryland.
- Briñol, P., Cancela, A., Gandarillas, B., Petty, R., Requero, B., & Santos, D. (October, 2014). Processing goals and persuasión. Informal paper presented at the annual meeting of the *Society for Experimental Social Psychology*. Columbus, Ohio.
- Briñol, P., Petty, R. E., & DeMarree, K. G. (October, 2014). Being threatened and being a threat can increase reliance on thoughts: A self-validation Approach. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Columbus, Ohio.
- Luttrell, A., Briñol, P., & Petty, R.E. (2014). Perceived reasons for attitude certainty and resistance to persuasion. Paper presented at the General Meeting of the *European Association of Social Psychology*: Amsterdam, The Netherlands.
- Luttrell, A., Petty, R. E., & Briñol, P. (May, 2014). Attitude change over time: The role of ambivalence and certainty. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Hinsenkamp, L. D., Durso, G. R. O., Briñol, P., & Petty, R. E. (May, 2014). Patterns of mixed-valence information during attitude formation: Implications for ambivalence. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Durso, G. R. O., Briñol, P., & Petty, R. E. (May, 2014). From power to (in)Action: When power leads to paralysis. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Luttrell, A., Petty, R. E., & Briñol, P. (Feb, 2014). Attitude stability and confidence in ambivalence. Invited presentation at the attitudes pre-conference of the annual meeting of the *Society for Personality and Social Psychology*. Austin, Texas.
- Durso, G. R. O., Briñol, P., & Petty, R. E. (Feb, 2014). From power to (in)action: When powerful feel paralyzed. Poster presented at the attitudes pre-conference of the annual meeting of the *Society for Personality and Social Psychology*. Austin, Texas.
- Belding, J. N., Briñol, P., Petty, R. E., & Fujita, K. (Feb, 2014). The role of elaboration in self-control conflicts. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. Austin, Texas.
- Briñol, P., Petty, R. E., & Luttrell, A. (October, 2013). The neuroscience of metacognitive confidence. Informal presentation at the annual meeting of the *Society for Experimental Social Psychology*. Berkeley, California.
- Petty, R. E., DeMarree, K. G., & Briñol, P. (October, 2013). Individual differences in the use of mental contents. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Berkeley, California.

- Gandarillas, B., Briñol, P., & Petty, R. E. (July, 2013). The impact of thoughts in consumer evaluation as a function of ease. Presented at the annual meeting of the *Society for Personality and Social Psychology*. New Orleans, Louisiana.
- * Briñol, P., Petty, R. E. & Horcajo, J. (May, 2013). Dynamic implicit balance: Changing one element in a cognitive system produces related change. Invited presentation at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Belding, J., Petty, R. E., & Briñol, P. (May, 2013). Embodied objects: wearing unfamiliar objects can influence information processing and evaluation. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Durso, G. R. O., Briñol, P., & Petty, R. E. (May, 2013). Reducing ambivalent feelings with expected mixed information. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Campourcy, J. F., Briñol, P., Girandola, F., & Petty, R. E. (Jan, 2013). Commitment can increase or decrease information processing and resistance to persuasion. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. New Orleans, Louisiana.
- Briñol, P., Petty, R. E., & Horcajo, (October, 2012). Source numerical status and persuasion: The moderating role of elaboration. Informal presentation at the annual meeting of the *Society for Experimental Social Psychology*. Austin, Texas.
- * Briñol, P., Horcajo, J., Petty, R. E., & Stavradi, M. (June, 2012). Source numerical status and persuasion: multiple effects and processes. Presented at the *Meeting on Minority Influence*. Delphi, Greece.
- Petty, R. E., & Briñol, P. (May, 2012). Implicit-explicit attitudes in the domain of racial attitudes. Presented at the 4th *European Meeting on Attitudes*. Ghent, Belgium.
- DeMaree, K. G., Wheeler, C. S., Briñol, P., Petty, R. E., (May, 2012). The role of desired attitudes in ambivalence and information processing. Presented at the 4th *European Meeting on Attitudes*. Ghent, Belgium.
- Briñol, P., Petty, R. E., & Paredes, B. (May, 2012). Self-generated persuasion: convincing others (vs. self) of what we like and dislike. Presented at the 4th *European Meeting on Attitudes*. Ghent, Belgium.
- Belding, J. N., Briñol, P., Petty, R. E., & Fujita, K. (May, 2012). The role of elaboration in self-control conflicts. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.

- Shoots-Reinhard, B., Petty, R. E., & Briñol, P. (May, 2012). Value from certainty: The effects of attitude certainty on willingness to pay. Presented at the annual meeting of the *Midwest Psychological Association*. Chicago, IL.
- Belding, J. N., Petty, R. E., & Briñol, P. (Jan, 2012). The embodiment of external objects: A self-validation perspective. Presented at the annual meeting of the *Society for Personality and Social Psychology*. San Diego, California.
- Shoots-Reinhard, B., Petty, R. E., & Briñol, P. (Jan, 2012). Value from certainty: The effects of attitude certainty on willingness to pay. Presented at the annual meeting of the *Society for Personality and Social Psychology*. San Diego, California.
- * Briñol, P., Petty, R. E., Stavradi, M., & Gandarillas, B. (July, 2011). Emotional validation of thoughts: Anger can increase or decrease information processing and thought usage. Key note speaker at the annual meeting of *European Social Cognition Network*. Sligo, Ireland.
- DeMarree, K. G., Briñol, P., & Petty, R. E. (July, 2011). Validity of primed mental contents: Implications for judgments and behavior. Presented at the general meeting of the *European Association of Social Psychology*. Stockholm, Sweden.
- Belding, J. N., Briñol, P., & Petty, R.E. (2011, May). Embodying external objects influences attitudes. Presentation at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Belding, J. N., Briñol, P., & Petty, R. E. (May, 2011). Priming through embodiment: External objects influence attitude extremity and strength. Presented at the annual meeting of the *Midwestern Psychological Association*. Chicago, Illinois.
- Belding, J. N., Petty, R. E., & Briñol, P. (January, 2011). Priming through embodiment: External objects influence information processing and attitudes. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*, San Antonio, TX.
- Petty, R. E., Rucker, D., & Briñol, P. (January, 2011). Mere perceptions of informativeness influence judgmental confidence and behavior. Presented at the annual meeting of the *Society for Personality and Social Psychology*. San Antonio, Texas.
- Davenport, C., DeMarree, K. G., Briñol, P., & Petty, R. E. (January, 2011). Timing matters: on the (mis)attribution of trait self-confidence in persuasion. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. San Antonio, Texas.
- Wagner, B., Petty, R. E., & Briñol, P. (January, 2011). The role of disgust in thought validation. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. San Antonio, Texas.
- Belding, J., Petty, R. E., & Briñol, P. (January, 2011). Priming through embodiment: External objects influence information processing and attitudes. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. San Antonio, Texas.

- Wagner, B., Petty, R. E., & Briñol, P. (January, 2011). The role of disgust in thought validation. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. San Antonio, Texas.
- DeMarree, K. G., Wheeler, S. C., Briñol, P., & Petty, R. E. (January, 2011). Wanting other attitudes: Discrepancies between actual desired attitudes predict feelings of ambivalence. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. San Antonio, Texas.
- Johnson, I., Petty, R. E., & Briñol, P. (January, 2011). Information processing and racial implicit and explicit evaluative discrepancies. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. San Antonio, Texas.
- Briñol, P., Petty, R. E., Horcajo, J. & See, M. (October, 2010). Embodied thought validation. Informal presentation at the annual meeting of the *Society for Experimental Social Psychology*. Minneapolis, Minnesota.
- McCaslin, M., Briñol, P., & Petty, R. E. (May, 2010). Self-persuasion revisited: Investigating the impact of confidence in role-playing. Presented at the annual meeting of the *Midwest Psychological Association*. Chicago, IL.
- DeMarree, K. G., Briñol, P., & Petty, R. E. (May, 2010). Reducing ambivalence by increasing doubt: Validation of positive and negative evaluative reactions. Presented at the annual meeting of the *Midwest Psychological Association*. Chicago, IL.
- * Briñol, P. (January, 2010). From embodied change to embodied validation. Presented at the Social Cognition Preconference of the annual meeting of the *Society for Personality and Social Psychology*. Vegas, Nevada.
- Shoots-Reinhard, B., Petty, R. E., & Briñol, P. (January, 2010). The effect of attitude certainty on willingness to pay. Presented at the Social Cognition Preconference of the annual meeting of the *Society for Personality and Social Psychology*. Vegas, Nevada.
- * Briñol, P. (November, 2009). Current perspectives on embodied persuasion. Presented at the *ASPO symposium on Embodying Social Psychology*. Utrecht, Netherlands.
- Briñol, P., Petty, R. E., Horcajo, J. & See, M. (October, 2009). Desire for confidence as a function of threatening doubt. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Portland, Maine.
- * Briñol, P. & Petty, R. E. (June, 2009). Fundamental processes and variables in persuasion. Presented at the *symposium on persuasion and negotiation*. Singapore.
- McCaslin, M., Briñol, P., & Petty, R. E. (May, 2009). The role of doubt in self-persuasion: A classic paradigm re-visited by a contemporary meta-cognitive perspective. Presented at the annual meeting of the *Midwest Psychological Association*. Chicago, IL.

- Tormala, Z. L., Falces, C., Briñol, P. & Petty, R. E. (February, 2009). Rethinking the role of mental content in processing fluency: Un-requested cognitions and the ease of retrieval effect. Presented at the annual meeting of the *Society for Personality and Social Psychology*. Tampa, Florida.
- Wagner, B. C., Briñol, P. & Petty, R. E. (February, 2009). The impact of arm postures on evaluation: A self-validation analysis. Presented at the annual meeting of the *Society for Personality and Social Psychology*. Tampa, Florida.
- Briñol, P., Petty, R. E., & McCaslin, M. (October, 2008). The role of doubt in self-persuasion: A classic paradigm re-visited by a contemporary meta-cognitive perspective. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Sacramento, California.
- Horcajo, J., Díaz, D., Briñol, P., Becerra, A., & Gandarillas, B. (July, 2008). Measuring need to evaluate in Spanish. Presented at the annual meeting of the *International Association of Psychology*. Berlin, Germany.
- Briñol, P., Petty, R. E., & DeMarree (June, 2008). Reducing subjective ambivalence by increasing doubt: A self-validation approach. Presented at the annual meeting of the *European Association for Experimental Social Psychology*. Opatija, Croatia.
- Wheeler, S. C., Briñol, P., & Hermann, A. (June, 2008). Resistance to persuasion as self-regulation: Ego-depletion and its effects on attitude change processes. Presented at the annual meeting of the *European Association for Experimental Social Psychology*. Opatija, Croatia.
- Briñol, P. & Petty, R. E. (June, 2008). The role of affect in persuasion: A meta-cognitive approach. Presented at the *3rd EAESP Meeting on Attitudes*. Nijmegen, Netherlands.
- Petty, R. E., Briñol, P., & Rucker, D. D. (June, 2008). Ease of retrieval and affective processes. Presented at the *3rd EAESP Meeting on Attitudes*. Nijmegen, Netherlands.
- * Briñol, P. & Petty, R. E. (January, 2008). Embodied Persuasion. Presented at the Attitudes Pre-conference of the annual meeting of the *Society for Personality and Social Psychology*. Albuquerque, New Mexico.
- Wagner, B., Petty, R. E., & Briñol, P. (January, 2008). Are morally-based attitudes particularly strong? The impact of moral attitudinal basis on attitude strength indicators and consequences. Poster presented at the annual meeting of the *Society for Personality and Social Psychology*. Albuquerque, New Mexico.
- Petty, R. E., DeMarree, K. G., Briñol, P., Horcajo, J., & Strathman, A. J. (January, 2008). Need for cognition can magnify or attenuate priming effects in social judgment. Poster presented at the Judgment and Decision Making Pre-conference of the annual meeting of the *Society for Personality and Social Psychology*. Albuquerque, New Mexico.

- Briñol, P., Rucker, D. D., & Petty, R. E. (October, 2007). Meta-cognition and emotion: The dynamics of emotion and confidence. Presented at the annual meeting of the *Association for Consumer Research*. Memphis, TN.
- Briñol, P., Petty, R. E., & Valle, C. (October, 2007). The validating effects of power: Implications for consumer persuasion. Presented at the annual meeting of the *Association for Consumer Research*. Memphis, TN.
- Horcajo, J., See, M., Briñol, P., & Petty, R. E. (October, 2007). The role of mortality salience in consumer persuasion. Presented at the annual meeting of the *Association for Consumer Research*. Memphis, TN.
- * Briñol, P. & Petty, R. E. (October, 2007). Changing the self through meta-cognitive processes. Presented at the Self and Identity Pre-conference of the annual meeting of the *Society for Experimental Social Psychology*. Chicago, IL.
- Briñol, P., Petty, R. E., & Rucker, D. D. (October, 2007). The interactive link between emotion and cognition: A self-validation approach. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Chicago, IL.
- Valle, C., Briñol, P., Petty, R. E., & Rucker, D. D. (September, 2007). The effects of power in persuasion: A self-validation analysis. Presented at the *BPS Social Psychology Section Conference*. Canterbury, UK.
- * Briñol, P., & Petty, R. E. (July, 2007). Individual differences in implicit mental representations. Workshop conducted at the summer school of the *European Association for Experimental Social Psychology*. Bologna, Italy.
- Briñol, P., & Petty, R. E. (July, 2007). Individual differences in implicit mental representations. Presented at the meeting of the *International Society for the Study of Individual Differences*. Giessen, Germany.
- * Briñol, P., Petty, R. E., & Rucker, D. D. (June, 2007). Emotion and meta-cognition. Presented at the *Seminario Internacional Complutense: Current in emotional research: An interdisciplinary approach*. Madrid, Spain.
- Wagner, B., Petty, R. E., & Briñol, P. (May, 2007). The influence of morality on attitude confidence. Presented at the annual meeting of the *Midwest Psychological Association*. Chicago, IL.
- Petty, R. E., & Briñol, P. (January, 2007). A Meta-Cognitive Model of discrepancy in implicit and explicit evaluations. Presented at the annual meeting of the *Society for Personality and Social Psychology*. Memphis, TN.
- Briñol, P., Petty, R. E., & Rucker, D. D. (October, 2006). Explicit and implicit beliefs about persuasion and resistance to change. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Philadelphia, PA.

- Briñol, P., Rucker, D. D., Petty, R. E., Carmen, V. & Becerra, A. (September, 2006). The role of power in consumer persuasion. Presented at the annual meeting of the *Association for Consumer Research*. Orlando, FL.
- Rucker, D. D., Briñol, P., & Petty, R. E. (September, 2006). The role of ease in consumers' emotional judgments. Presented at the annual meeting of the *Association for Consumer Research*. Orlando, FL.
- Briñol, P., Petty, R. E., DeMarree, K. G., & Rucker, D. D. (February, 2006). Overt behavior and attitude change: A multiple roles analysis. Presented at the Annual meeting of the *Society for Personality and Social Psychology*. Palm Springs, CA.
- Briñol, P., Petty, R. E., Valle, C., & Becerra, A. (October, 2005). Power and confidence: Implications for attitude change. Presented at the annual meeting of the *Society for Experimental Social Psychology*. San Diego, CA.
- Briñol, P., Petty, R. E., Gallardo, I., & DeMarree, K. G., (October, 2005). The persuasive effect of self-affirmation on consumer attitudes. Presented at the annual meeting of the *Association for Consumer Research*. San Antonio, TX.
- * Briñol, P., Petty, R. E., & Rucker, D. D. (July, 2005). Persuasion as something good or bad. Presented at the annual meeting of the *International Cultic Studies Association*. Madrid, Spain.
- * Horcajo, J., Briñol, P., Petty, R. E., Valle, C., Becerra, A., & Gallardo, I. (July, 2005). Persuasion through power and confidence. Presented at the annual meeting of the *International Cultic Studies Association*. Madrid, Spain.
- * Falces, C., Tormala, Z. L., Petty, R. E., & Briñol, P. (July, 2005). Control mental a través de la manipulación de la dirección del pensamiento. Presented at the annual meeting of the *International Cultic Studies Association*. Madrid, Spain.
- DeMarree, K. G., Briñol, P., & Petty, R. E. (May, 2005). Implicit self-validation: Manipulating confidence in unconscious thoughts. Presented at the annual meeting of the *Midwest Psychological Association*. Chicago, IL.
- Briñol, P. (February, 2005). Higher order social meta-cognition: The meaning of subjective experience. Presented at the Annual meeting of the *Society for Personality and Social Psychology*. New Orleans, Louisiana.
- Briñol, P., Petty, R. E., & Tormala, Z. L. (October, 2004). The multiple roles of self-affirmation in persuasion. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Fort Worth, TX.
- * Briñol, P., Petty, R. E., & Tormala, Z. L. (July, 2004). The meaning of ease and its malleability. Presented at the *Small Meeting of Social Meta-Cognition*. Heidelberg, Germany.

- * Briñol, P., Petty, R. E., Horcajo, J., Barden, J. (June, 2004). Thoughtful vs. unthoughtful implicit attitude change. Paper presented at the *Small Meeting on Implicit Social Psychological Processes*. Madrid, Spain.
- * Petty, R. E., Briñol, P., & Wheeler, C. (June, 2004). Consequences of explicit-implicit discrepancies. Paper to be presented at the *Small Meeting on Implicit Social Psychological Processes*. Madrid, Spain.
- Petty, R. E., Briñol, P., Tormala, Z. L., Wheeler, S. C., & Jarvis, B. (May, 2004). Potential sources and consequences of implicit ambivalence. Paper presented at the annual meeting of the *Midwest Psychological Association*. Chicago, IL.
- Briñol, P. (February, 2004). Implicit (vs. explicit) attitude change. Co-chair of the symposium at the Annual meeting of the *Society for Personality and Social Psychology*. Austin, TX.
- Briñol, P., Petty, R. E., Barden, J., & Horcajo, J. (February, 2004). Changing automatic attitudes with persuasive messages. Paper presented at the Annual meeting of the *Society for Personality and Social Psychology*. Austin, TX.
- Hermann, A., Wheeler, C., & Briñol, P. (February, 2004). Undermining self-regulation ability as a means of reducing resistance to persuasion. Paper presented at the Annual meeting of the *Society for Personality and Social Psychology*. Austin, TX.
- Briñol, P., Petty, R. E., Gallardo, I., & Horcajo, J. (February, 2004). Multiple roles of self-affirmation in persuasion. Poster presented at the Annual meeting of the *Society for Personality and Social Psychology*. Austin, TX.
- Wheeler, C., Briñol, P., & Hermann, A. (October, 2003). Undermining the Ego as a Means of Reducing Resistance to Persuasion. Presented at the annual meeting of the *Association for Consumer Research*. Toronto, Canada.
- Tormala, Z. L., Briñol, P., & Petty, R. E. (October, 2003). Hidden effects of persuasion. Presented at the annual meeting of the *Association for Consumer Research*. Toronto, Canada.
- Tormala, Z. L., Briñol, P., & Petty, R. E. (October, 2003). A new meta-cognitive approach to ease of retrieval effects. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Boston, Massachusetts.
- * Petty, R. E., Tormala, Z. L., & Briñol, P. (May, 2003). Implicit ambivalence I: Implications for discrepancies between implicit and explicit self-construals. Invited presentation at the *Attitudinal Incongruence and Information Processing Symposium*. Amsterdam, Holland.
- * Briñol, P., Petty, R. E. & Wheeler, C. (May, 2003). Implicit ambivalence II: Implications for attitude change. Paper presented at the *Attitudinal Incongruence and Information Processing Symposium*. Amsterdam, Holland.

- * Briñol, P., Blanco, A., Becerra, A., De la Corte, L., & Falces, C. (April, 2003). Future classics in Social Psychology. Invited presentation at the *Spanish Meeting of Social Psychology*. Málaga, Spain.
- Briñol, P., Gallardo, I., Becerra, A., Valle, C., Horcajo, J., & Díaz, D. (April, 2003). Persuasive effect of self-affirmation. Paper presented at the *Spanish Meeting of Social Psychology*. Málaga, Spain.
- Briñol, P., Horcajo, J., Becerra, A., Valle, C., Gallardo, I., & Díaz, D. (April, 2003). Implicit attitude change: antecedents and consequences. Paper presented at the *Spanish Meeting of Social Psychology*. Málaga, Spain.
- Falces, C., Briñol, P., Sierra, B., & Alier, E. (April, 2003). Ease of retrieval and persuasion: The effect of un-requested thoughts. Paper presented at the *Spanish Meeting of Social Psychology*. Málaga, Spain.
- Petty, R. E., & Briñol, P. (February, 2003). Consequences of the divergence between explicit and implicit processes. Co-Chair of the symposium at the Annual meeting of the *Society for Personality and Social Psychology*. Hollywood, L.A.
- Briñol, P., & Petty, R. E. (February, 2003). The impact of explicit-implicit divergence on information processing and its consequences for attitude change. Presentation at the Annual meeting of the *Society for Personality and Social Psychology*. Hollywood, L.A.
- Falces, C., Briñol, P., Tormala, Z. L., Petty, R. E., & Sierra, B. (February, 2003). Ease of retrieval effects in persuasion: The role of un-requested thoughts. Poster presented at the Annual meeting of the *Society for Personality and Social Psychology*. Hollywood, L.A.
- * Briñol, P., & Petty, R. E. (October, 2002). Individual differences in attitude change. Invited presentation at the Attitude Pre-conference at the annual meeting of the *Society for Experimental Social Psychology*. Columbus, Ohio
- Petty, R. E., Briñol, P., & Tormala, Z. L. (October, 2002). Meta-cognitive influence of individual and situational factors in persuasion. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Columbus, Ohio.
- Briñol, P., Tormala, Z. L., & Petty, R. E. (June, 2002). Source credibility as a determinant of self-validation effects in persuasion. Poster presented at the annual meeting of the *European Association for Experimental Social Psychology*. San Sebastian, Spain.
- Wheeler, C., Briñol, P., & Petty, R. E. (May, 2002). Consumer persuasion as a function of explicit and implicit self-beliefs. Presented at the annual meeting of the *Asian Pacific Association for Consumer Research*. China.

- * Briñol, P., Rucker, D. D., Tormala, Z. L., & Petty, R. E. (April, 2002). Individual differences in resistance to persuasion. Invited presentation at the First Symposium on Resistance and Persuasion. Psychology Department, *University of Arkansas*, Fayetteville, Arkansas.
- Petty, R. E., & Briñol, P. (February, 2002). Understanding the diverse bases of ambivalence: Implicit versus explicit self-conceptions. Presented at the Annual meeting of the *Society for Personality and Social Psychology*. Savannah, Georgia.
- Falces, C., Sierra, B., Alier, E., & Briñol, P. (June, 2001). Prior attitudes and consumer judgments: The effect of valence, extremity and elaboration. Presented at the annual meeting of the *European Association for Consumer Research*. Berlin, Germany.
- Tormala, Z. L., Petty, R. E., & Briñol, P. (February, 2001). Ease of retrieval effects in persuasion: the moderating role of elaboration. Presented at the annual meeting of the *Society for Personality and Social Psychology*. San Antonio, Texas.
- Petty, R. E., Briñol, P., & Tormala, Z. L. (October, 2000). Implications of self-validation processes form persuasion. Presented at the annual meeting of the *Society for Experimental Social Psychology*. Atlanta, Georgia.
- Petty, R. E. & Briñol, P., Tormala, Z. L., Barden, J. (February, 2000). Implications of self-validation theory for resistance to persuasion. Presented at the annual meeting of the *Society for Personality and Social Psychology*. Nashville, Tennessee.
- Falces, C.; Sierra, B. & Briñol, P. (February, 2000). Script interruption and evaluations: The structural extremity hypothesis. Presented at the Annual meeting of the *Society for Personality and Social Psychology*. Nashville, Tennessee.
- * Petty, R. E. & Briñol, P. (July, 2000). Something is not right: Meta-cognitive features of beliefs and attitudes. Presented at the Small Group Meeting on the Psychology of Attitudes (*EAESP*). Newtown, Wales.
- Sierra, B., Alier, E., & Briñol, P. (July, 2000). Consumer behavior and childhood. Presented at the *Meeting of Spanish Social Psychology*. Oviedo, Spain.
- Petty, R. E. & Briñol, P. (October, 1999). Head Movements and Persuasion: A self-validation Perspective. Presented at the Annual meeting of the *Society for Experimental Social Psychology*. St. Louis, MO.
- Falces, C., Sierra, B., Briñol, P., & Becerra, A. (July, 1999). Presented at the *Annual meeting of Economic Psychology*. Florence, Italy.

- Briñol, P., Becerra, A., & Sierra, B. (June, 1998). The Elaboration Likelihood Model and the tourist attitude change. Presented at the *Meeting of Spanish Organizational Psychology*. Valladolid, Spain.
- Sierra, B., Falces, C., Briñol, P. & Becerra, A. (June, 1998). SERVQUAL Scale: Dimensions of perceived quality. Presented at the *Meeting of Spanish Organizational Psychology*. Valladolid, Spain.
- Falces, C., Briñol, P., Sierra-Díez, B., & Alier, E. (May, 1998). Assessment of consumer satisfaction: A scale to measure services satisfaction. Presented at the meeting of the *European Association of Psychological Assessment*. Málaga, Spain.
- Briñol, P., Becerra, A., Sierra, B., & Falces, C. (September, 1996). Mere exposure and classical conditioning: A comparative study on affective responses acquisition. Presented at the annual meeting of the *International Association for Economic Psychology*. Paris, France.
- Falces, C., Sierra, B., Briñol, P., & Becerra, A. (September, 1996). Scripts, Satisfaction and Perceived Quality: An Exploratory Study. Presented at the annual meeting of the *International Association for Economic Psychology*. Paris, France.
- Serrano, S., Briñol, P., Alonso, A., & Blanco, F. (March, 1992). Hypnosis and behavior modification: An ironic relationship. Presented at the *Spanish Society of Psychology History*. San Sebastian, Spain.

6.- ORGANIZACIÓN DE CONGRESOS

Para más información sobre los mismos, véase:
<http://www.uam.es/otros/persuasion/attitude-meetings.shtml>

Motivational Processes in Attitudes

(Ghent, Belgium, 2012)

Affective Processes in Evaluation

(Nijmegen, Netherland, 2008)

Conscious and Unconscious Attitudinal Processes

(Madrid, Spain, 2004)

Contemporary Perspectives in Attitudes

(Cardiff, Wales, 2000)

7.- PRESENTACIONES ESPECIALES (INVITED COLLOQUIUM)

2014	Jan	Northwestern University	Marketing Department
2013	July	Talca Uni. (Chile)	Psychology Department
2013	May	Uni. College London	Psychology Department
2012	June	<i>Complutense Madrid</i>	Psychology Department
2011	Dec	University of Lausanne	Marketing Department
2011	Dec	<i>University of Geneva</i>	Psychology Department
2011	June	<i>Lisbon University</i>	Psychology Department
2011	Jan	<i>Purdue University</i>	Psychology Department
2009	Dec	<i>Cardiff University</i>	Psychology Department
2009	Sep	<i>Texas Tech University</i>	Psychology Department
2009	Jun	<i>University of Amsterdam</i>	Psychology Department
2009	Jan	<i>Paris X</i>	Psychology Department
2009	Jan	<i>Dijon University</i>	Psychology Department
2008	Dec	<i>University of Wurzburg</i>	Psychology Department
2008	Oct	<i>University of Illinois</i>	Psychology Department
2007	Nov	<i>U. of North Carolina</i>	Psychology Department
2007	Oct	<i>University of Chicago</i>	Behavioral Science Department
2005	Oct	<i>Northwestern University</i>	Marketing Department
2005	Jun	<i>University of Geneva</i>	Psychology Department
2004	Nov	<i>University of Maryland</i>	Psychology Department
2004	Oct	<i>University of Virginia</i>	Psychology Department
2004	Mar	<i>U.N.E.D. (Spain)</i>	Psychology Department
2003	Oct	<i>Indiana University</i>	Psychology Department
2002	Sep	<i>University of Florida</i>	Psychology Department
2002	Jan	<i>University of Illinois</i>	Psychology Department
2002	Jan	<i>University of Illinois</i>	Communication Department
2002	Jan	<i>Loyola University</i>	Psychology Department

8.- ESTANCIAS DE INVESTIGACIÓN EN CENTROS EXTRANJEROS

Estancia como Profesor invitado (2014-15, duración dos periodos de 2 meses, Sep-Feb)
Centro: Psychology, Department, **Ohio State University** (Columbus, Ohio, EE.UU.)

Estancia como Profesor invitado (2013-14, duración dos periodos de 2 meses, Sep-Feb)
Centro: Psychology, Department, **Ohio State University** (Columbus, Ohio, EE.UU.)

Estancia como Profesor invitado (2013, duración 3 semanas, Julio)
Centro: Psychology, Department, **Universidad de Talca** (Chile)

Estancia como Profesor invitado (2012-13, duración dos periodos de 2 meses, Sep-Feb)
Centro: Psychology, Department, **Ohio State University** (Columbus, Ohio, EE.UU.)

Estancia como Profesor invitado (2011-12, duración dos periodos de 3 meses, Sep-Feb)
Centro: Psychology, Department, **Ohio State University** (Columbus, Ohio, EE.UU.)

Estancia como Profesor invitado (2010-11, duración dos periodos de 3 meses, Sep-Feb)
Centro: Psychology, Department, **Ohio State University** (Columbus, Ohio, EE.UU.)

Estancia como Profesor invitado (2009-10, duración dos periodos de 3 meses, Sep-Feb)
Centro: Psychology, Department, **Ohio State University** (Columbus, Ohio, EE.UU.)

Estancia como Profesor invitado (2008-09, duración dos periodos de 3 meses, Sep-Feb)
Centro: Psychology, Department, **Ohio State University** (Columbus, Ohio, EE.UU.)

Estancia como Profesor invitado (2007-08, duración dos periodos de 3 meses, Sep-Feb)
Centro: Psychology, Department, **Ohio State University** (Columbus, Ohio, EE.UU.)

Estancia como Profesor invitado (2006-07, duración dos periodos de 3 meses, Sep-Feb)
Centro: Psychology, Department, **Ohio State University** (Columbus, Ohio, EE.UU.)

Estancia como Profesor invitado (2005-06, duración dos periodos de 3 meses, Sep-Feb)
Centro: Psychology, Department, **Ohio State University** (Columbus, Ohio, EE.UU.)

Estancia como Profesor invitado (2004-05, duración dos periodos de 3 meses, Sep-Feb)
Centro: Psychology, Department, **Ohio State University** (Columbus, Ohio, EE.UU.)

Estancia como Profesor invitado (2003-04, duración dos periodos de 3 meses, Sep-Feb)
Centro: Psychology, Department, **Ohio State University** (Columbus, Ohio, EE.UU.)

Estancia financiada como Postdoctoral (2002-03, duración dos periodos de 3 meses, Sep-Feb)
Centro: Psychology, Department, **Ohio State University** (Columbus, Ohio, EE.UU.)

Estancia financiada como Postdoctoral (2001-02, duración dos periodos de 3 meses, Sep-Feb)
Centro: Psychology, Department, **Ohio State University** (Columbus, Ohio, EE.UU.)

Estancia financiada como Postdoctoral (2000-01, duración 4 meses, Sep-Dic)
Centro: Psychology, Department, **Ohio State University** (Columbus, Ohio, EE.UU.)

Estancia financiada como Postdoctoral (1999-2000, duración dos periodos de 3 meses, Sep-Feb)
Centro: Psychology, Department, **Ohio State University** (Columbus, Ohio, EE.UU.)

Estancia Breve financiada como becario FPI (1998, duración 1 mes)
Centro: Psychology, Department, **Ohio State University** (Columbus, Ohio, EE.UU.)

Estancia Breve financiada como becario FPI (1998, duración 2 semanas)
Centro: **Oakland University** (Detroit, Michigan, EE.UU.), Tutor: Dr. Harvey Burdick

Estancia Breve financiada como becario FPI (1997, duración 3 meses)
Centro: **Oakland University** (Detroit, Michigan, EE.UU.), Tutor: Dr. Harvey Burdick

9.- DIRECCIÓN DE TRABAJOS DE INVESTIGACIÓN

TESIS DOCTORALES

- 2013 (Enero) Titulo: *Los múltiples roles de la ira y la sorpresa en la comunicación persuasiva*
Autor: María Stavradi
Directores: Pablo Briñol Turnes y Darío Díaz
Calificación: Sobresaliente Cum Laude (con opción a premio extraordinario)
- 2010 (Julio) Titulo: *Meta-cognición y persuasión: El efecto de los pensamientos formulados en muchas o pocas palabras.*
Autor: Beatriz Gandarillas Gutiérrez
Director: Pablo Briñol Turnes
Calificación: Sobresaliente Cum Laude (con opción a premio extraordinario)
- 2008 (Julio) Titulo: *Reducción del prejuicio y comunicación persuasiva: El efecto de la elaboración en la fuerza de las actitudes.*
Autor: Miguel Ángel Martín Cárdbaba (Universidad Complutense de Madrid)
Directores: Pablo Briñol, Antonio Lucas Marín y Javier Horcajo.
Calificación: Sobresaliente Cum Laude (con opción a premio extraordinario)
Tesis con mención de doctorado europeo
- 2006 (Junio) Titulo: *El poder del receptor en persuasión: Un análisis desde la auto-validación.*
Autor: Carmen Valle Trabadelo
Directores: Pablo Briñol Turnes y Alberto Becerra Grande.
Calificación: Sobresaliente Cum Laude
Tesis con mención de doctorado europeo
- 2006 (Abril) Titulo: *Auto-afirmación y persuasión: Un análisis desde los múltiples roles.*
Autor: Ismael Gallardo.
Directores: Pablo Briñol Turnes y Alberto Becerra Grande.
Calificación: Sobresaliente Cum Laude

- 2005 (Mayo) Título: *Cambio de actitudes implícitas*.
Autor: Javier Horcajo.
Directores: Pablo Briñol Turnes y Alberto Becerra Grande.
Calificación: Sobresaliente Cum Laude
Tesis ganadora de Premio Extraordinario

Dirección de Diplomas de Estudios Avanzados (D.E.A.)

- 2009 (Junio) Título: Tipo de pensamiento y cambio de actitudes
Autor: Beatriz Gandarillas Gutiérrez.
Director: Pablo Briñol Turnes
- 2009 (Junio) Título: Cambio de actitudes hacia la imagen corporal
Autor: Margarita Gascó.
Director: Pablo Briñol Turnes
- 2005 (Junio) Título: *Poder y persuasión*.
Autor: Carmen Valle Trabadelo
Directores: Pablo Briñol Turnes y Alberto Becerra Grande.
- 2005 (Junio) Título: *Auto-afirmación y persuasión*.
Autor: Ismael Gallardo.
Directores: Pablo Briñol Turnes y Alberto Becerra Grande.

Dirección de Trabajos Fin de Máster

- 2014 (Junio) Título: *Evaluación de candidatos en una entrevista de selección en función del potencial y el logro*
Autor: Carlos Ruiz García.
- 2013 (Junio) Título: *El efecto de la responsabilidad organizacional sobre el procesamiento de mensajes persuasivos*
Autor: Beatriz Rojo Macayo.
- 2011 (Sep) Título: *Implantación de un sistema de gestión por competencias: Efectos de la formación en la evaluación de competencias*
Autor: Laura Prados Corral.
- 2019 (Sep) Título: *La incorporación de los medios sociales en las organizaciones y su incidencia en las políticas de reclutamiento*
Autor: Macarena Manzur.

Dirección de Tesinas de investigación

(Incluida defensa de créditos de licenciatura por trabajo de investigación)

- 2014 Título: *The paradoxical effect of pro-attitudinal messages on attitude certainty*
Autor: Desirée Blázquez Rincón
Directores: Pablo Briñol y Miguel Ángel Martín Cárdena
- 2014 Título: *Procesamiento de la Información y Persuasión*

- Autor: Mario Sánchez Navarro
Directores: Pablo Briñol y Ana Cancela Vallespín
- 2013 Titulo: *Las metas en el procesamiento de mensajes persuasivos*
Autor: Pablo Mundo Torres
Directores: Pablo Briñol y Ana Cancela Vallespín
- 2013 Titulo: *The self-validation effect through source credibility*
Autor: Alberto Angosto Blanco
Directores: Pablo Briñol y Blanca Requero
- 2012 Titulo: *Matching vs. Mismatching in the Context of Violence*
Autor: Irene Lasanta García
Directores: Pablo Briñol y Miguel Ángel Martín Cárdena
- 2012 Titulo: *Humor Validates Positive and Negative thoughts: A Self-Validation Analysis*
Autor: David Santos Velasco
Directores: Pablo Briñol y María Stavraki
- 2012 Titulo: *Convencerse a uno mismo*
Autor: Blanca Requero Bravo
Directores: Pablo Briñol y Margarita Gascó
- 2011 Titulo: *El efecto de los pensamientos formulados en muchas o pocas palabras*
Autor: Marina Gilliat Rubio
Directores: Pablo Briñol y Beatriz Gandarillas
- 2011 Titulo: *Smiling validates positive and negative thoughts*
Autor: Borja Paredes Sansinenea
Directores: Pablo Briñol Turnes y Maria Stavraki.
- 2011 Titulo: *El efecto de las campañas anti-violencia*
Autor: Laura Orallo Frades
Directores: Pablo Briñol Turnes, Miguel Ángel Martín y Gaspar Brande Senan
- 2007 Titulo: *El efecto del contexto publicitario sobre las actitudes*
Autor: Irene Díaz Rodríguez
Directores: Pablo Briñol y Javier Horcajo
- 2006 Titulo: *El efecto de la negación del pensamiento sobre actitudes hacia la fuente*
Autor: Beatriz Gandarillas Gutiérrez.
Directores: Pablo Briñol y Alberto Becerra Grande
- 2006 Titulo: *El efecto de la idea de mortalidad sobre el cambio de actitudes*
Autor: Raúl Rodríguez
Directores: Pablo Briñol y Javier Horcajo
- 2003 Titulo: *El efecto de la Necesidad de Cognición en la toma de decisiones grupales*
Autor: Darío Díaz Mendez
Director: Pablo Briñol
- 2002 Titulo: *Medida implícita de las actitudes: Características de la tarea*
Autor: Carmen Valle Trabadelo
Director: Pablo Briñol
- 2001 Titulo: *Cambio de actitudes implícitas.*
Autor: Javier Horcajo Rosado.
Directores: Pablo Briñol y Alberto Becerra
- 2001 Titulo: *El efecto de auto-validación en el cambio de actitudes comerciales.*
Autor: Virginia Díaz Guerrero.

- Directores: Pablo Briñol y Alberto Becerra
 1999 Título: *Efecto de auto-validación de las respuestas cognitivas sobre el cambio de actitud: Estudio de las diferencias individuales.*
 Autor: Beatriz Madrid Martínez.
 Directores: Alberto Becerra y Pablo Briñol
 1999 Título: *Efecto de auto-validación de las respuestas cognitivas sobre el cambio de actitud: Estudio de la auto-conciencia.*
 Autor: Olga Montesinos Muñoz
 Director: Benjamín Sierra Díez y Pablo Briñol

Dirección de Memorias de Practicum de investigación

- 2013/14 Alumnos: Desirée Blázquez Rincón, Mario Sánchez Navarro
 2012/13 Alumnos: Alberto Angosto Blanco, Pablo Mundo Torres
 2011/12 Alumnos: Irene Lasanta García, Blanca Requero Bravo, David Santos Velasco
 2010/11 Alumnos: Borja Paredes, Laura Orallo, Cristina Quiroga
 2009/10 Alumnos: Javier Guijarro López
 2008/09 Alumnos: Carlos Martín García
 2006/07 Alumnos: Irene Díaz Rodríguez
 2005/06 Alumnos: Beatriz Gandarillas Gutiérrez y Raúl Rodríguez
 2002/03 Alumnos: Darío Díaz Méndez
 2001/02 Alumnos: Carmen Valle Trabadelo y Diana Carretero Martínez
 2000/01 Alumnos: Javier Horcajo Rosado y Virginia Díaz Guerrero
 1999/00 Alumnos: Orestes Galban y David Martínez

10.- DIRECCIÓN DE PROYECTOS DE INVESTIGACIÓN FINANCIADOS

- 2.015 - 18 **Proyecto financiado PSI2014-58476-P**
 Ministerio de Ciencia e Innovación. Plan Nacional de I+D+I
 Título: *Validación del pensamiento en persuasión: Un enfoque motivacional.*
 IP: Pablo Briñol Turnes
- 2.012 - 15 **Proyecto financiado PSI2011-26212**
 Ministerio de Ciencia e Innovación. Plan Nacional de I+D+I
 Título: *Validación del pensamiento a través de respuestas de ataque versus huida*
 IP: Pablo Briñol Turnes
- 2008 - 11 **Proyecto financiado PSI2008-01909**
 Ministerio de Ciencia e Innovación. Plan Nacional de I+D+I
 Título: *Validación del pensamiento en persuasión y otros dominios.*
 IP: Pablo Briñol Turnes
- 2.004 - 05 **Proyecto financiado por el CUIFE-UAM**
 Título: *El poder y la confianza en las organizaciones.*
 IP: Pablo Briñol Turnes

11.- PARTICIPACIÓN EN PROYECTOS DE INVESTIGACIÓN FINANCIADOS

- 2008 - 13 **Proyecto internacional financiado (NSF 0847834)**
National Science Foundation (United States of America)
Title: *The role of confidence in social judgment*
IP: Richard E. Petty
- 2.000 - 06 **Proyecto financiado por la D.G.E.S.I.C.**
Ministerio de Ciencia e Innovación. Plan Nacional de I+D+I
Título: *Auto-validación y actitudes implícitas.*
IP: Benjamín Sierra Díez (UAM)
- 1.998 - 00 **Proyecto financiado por la D.G.E.S.I.C.**
Ministerio de Ciencia e Innovación. Plan Nacional de I+D+I
Título: *Mera exposición, condicionamiento, y respuestas afectivas en conductas de consumo.*
IP: Benjamín Sierra Díez (UAM)
- 1.998 - 99 **Proyecto financiado por El Defensor del Menor**
Comunidad Autónoma de Madrid
Título: *La conducta de consumo en el menor*
IP: Benjamín Sierra Díez (UAM)
- 1.994 - 96 **Proyecto financiado por la D.G.I.C.Y.T.**
Ministerio de Ciencia e Innovación. Plan Nacional de I+D+I
Título: *La emoción en contexto: una perspectiva alternativa*
IP: José Miguel Fernández-Dols (UAM)

12.- OTROS MÉRITOS CIENTÍFICOS

Premios de investigación

Ganador del premio al mejor artículo del año concedido por la “**Society for Consumer Psychology**”
The 2010 Park Award winner of the article:

Rucker, D. D., Petty, R. E., & Briñol, P. (2008). What's in a frame anyway? A meta-cognitive analysis of the impact of one versus two sided message framing on attitude certainty. *Journal of Consumer Psychology*, 18, 137-149.

Ganador de la 2ª Edición del Premio de Investigación “**Juan Huarte de San Juan**”
Facultad de Psicología, U.A.M (1997)

Ganador de la 3ª Edición del Premio de Investigación “**Examen de Ingenios**”
Facultad de Psicología, U.A.M (1997)

Dirección de asociaciones científicas

Sociedad Científica Española de Psicología Social (SCEPS)
<http://www.sceps.es/>

Miembro asociaciones científicas

Society of Experimental Social Psychology (SESP)
Society for Personality and Social Psychology (SPSP)
European Association of Experimental Social Psychology (EASP)
Association for Consumer Research (ACR)
European Association for Consumer Research (EACR)
Society of Consumer Psychology (SCP)
American Psychological Association (APS)

Editor Asociado

Revista de Psicología Social

Miembro de consejos editoriales

Social Psychology and Personality Science
Basic and Applied Social Psychology
Revista Pensar la Publicidad
Revista de Psicología Chilena

Revisor de revistas

Science, Psychological Bulletin, Psychological Review, Psychological Science, Journal of Personality and Social Psychology, Personality and Social Psychology Bulletin, Journal of Experimental Social Psychology, Social Cognition, European Journal of Social Psychology, British Journal of Social Psychology, Journal of Applied Social Psychology, International Journal of Psychology, Social Influence, European Review of Social Psychology, Experimental Aging Research, Spanish Journal of Psychology, Learning and Individual Differences, Journal of Consumer Psychology, Journal of Consumer Research, Journal of Communication, Emotion, European Journal of Personality, Media Psychology, Advances in Consumer Research, Psicothema, Revista de Psicología Social, Discourse Processes, Psicológica, Estudios de Psicología,

Revisor de Paneles de financiación internacional

National Science Foundation (NSF, U.S.A.)

European Science Foundation

European Research Council

Revisor de Paneles de financiación nacional

Ministerio de Ciencia e Innovación. Plan Nacional de I+D+I

Agencia Nacional de Evaluación y Prospectiva (ANEP)