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Princeton University

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Education

Rice University: Houston, TX

Cum Laude, B.A. Psychology, May 2000

Stanford University: Palo Alto, CA

M.A. Psychology, December 2002

Ph.D. Psychology, June 2004

Grants and Awards

- 2010 Cognitive Science Society: Cognition and Student Learning Award for the paper “Fortune Favors the Bold (and the italicized): Effects of disfluency on educational outcomes” (with Connor Diemand-Yauman and Erikka Vaughan).
- Spencer Foundation 2008-00151 (2008-2009) – A Multi-Year Study of Undergraduate’s Writing Performance, \$40,000 (With Jim Pomerantz).
- 2007 Hillel Einhorn Young Investigator Award for the Paper: Voting Agent Model of Preference (VAMP): A Model of Multiattribute Choice. (With Anouk Schneider and Greg Detre).
- 2006 Ig Nobel Prize in Literature for the paper: Consequences of Erudite Vernacular Utilized Irrespective of Necessity: Problems with using long words needlessly.
- Hewlett Foundation 2006-8529 (2006-2007) -- Benefits of Applying Psychology to the study of Donation Behavior, \$58,000 (With Chris Olivola)
- NSF 0518811 (2005-2008) -- Fluency as a substitute for validity in cue selection, \$336,107
- Norman Anderson Research Fund (2003-2004). Spontaneous Discounting of Categorical Induction, \$2500
- National Science Foundation Graduate Fellowship Award Recipient
- Society for Judgment and Decision Making 2001 Best Student Poster Award
- European Association for Decision Making Gold Medal (1st place) Research Award (with Bryan Choi and Benoit Monin)
- NASA Zero Gravity Research Program (1998-1999) State Dependency in Recognition Memory under Variations in Gravitational Acceleration. (With Mike Watkins and Jim O’Donnell)

Peer Reviewed Publications

- Oppenheimer, D.M.** (2003). Not so Fast! (and not so Frugal!): Rethinking the Recognition Heuristic. *Cognition*, *90*, B1-B9.
- Oppenheimer, Daniel M.** (2004) Spontaneous Discounting of Availability in Frequency Judgment Tasks. *Psychological Science* *15* (2), 100-105.
- Oppenheimer, D.M.** (2005). Consequences of Erudite Vernacular Utilized Irrespective of Necessity: Problems with using long words needlessly. *Applied Cognitive Psychology*, *20*(2), 139-156.
- Monin, B, & **Oppenheimer, D.M.** (2005). Correlated averages vs. averaged correlations: Demonstrating the warm glow heuristic beyond aggregation. *Social Cognition*, *23*, 257-278.
- Bangerter, A., & **Oppenheimer, D.M.** (2006). Accuracy of detecting referents of pointing gestures unaccompanied by language. *Gesture* *6:1*, 85–102.
- Young, S.D., **Oppenheimer, D.M.** (2006). Percentages Matter: Framing risk information can affect fear of side effects and medication compliance. *Clinical Therapeutics*, *28*(1), 129-139.
- Griffin, Z.M., & **Oppenheimer, D.M.** (2006). Looking and Lying: Speakers' Gazes Reflect Locus of Attention, not Content. *JEP:LMC*, *32* (4), 943-948
- Alter, A.L. & **Oppenheimer, D.M.** (2006). Predicting Stock Price Fluctuations Using Processing Fluency. *Proceedings of the National Academy of Sciences*. *103* (24), 9369-72
- Alter, A.L. & **Oppenheimer, D.M.** (2006). Redirecting Research on the Hot Hand Effect from a Fixation on Basketball. *Thinking and Reasoning*. *12* (4), 431-444.
- Oppenheimer, D.M.**, Leboeuf, R.A., & Brewer, N.T. (2007). Anchors Aweigh: Investigations in cross-modality anchoring. *Cognition*, *106*, 13-26.
- Oppenheimer, D.M.** & Frank, M.C. (2007). A rose in any other font wouldn't smell as sweet: Fluency effects in categorization. *Cognition*, *106*, 1178-1194
- Alter, A.L., **Oppenheimer, D.M.**, Epley, N. & Eyre, R. (2007). Overcoming Intuition: Metacognitive difficulty activates analytical reasoning. *JEP:General*, *136*, 569-576.
- Shah, A.K. & Oppenheimer, D.M. (2007). Easy does it: The role of fluency in cue weighting. *Judgment and Decision Making*, *2* (6), 371-379
- Alter, A.L. & **Oppenheimer, D.M.** (2008). Effects of Fluency on Psychological Distance and Mental Construal (Or Why New York is a large city, but *New York* is a civilized jangle). *Psychological Science*, *19*, 161-168
- Shah, A.K. & **Oppenheimer, D.M.** (2008). Heuristics made Easy: An effort Reduction framework of heuristic judgment. *Psychological Bulletin*, *134*, 207-22

- Oppenheimer, D.M.** (2008). The Secret Life of Fluency. *Trends in Cognitive Sciences*, 12, 237-241.
- Blinder, D.S. & **Oppenheimer, D.M.** (2008). Beliefs about what sorts of mechanisms produce random sequences. *Journal of Behavioral Decision Making*, 21, 414-427.
- Alter, A.L., & **Oppenheimer, D.M.** (2008). Easy on the Mind, Easy on the Wallet: The role of processing fluency in Valuation. *Psychonomic Bulletin and Review*, 15, 985-990.
- Olivola, C. & **Oppenheimer, D.M.** (2008). Randomness in Retrospect: Exploring the interaction between memory and randomness cognition. *Psychonomic Bulletin and Review*, 15, 991-996.
- Steffel, M. & **Oppenheimer, D.M.** (2009). Happy By What Standard? The Role of Interpersonal and Intrapersonal Comparison Standards in Ratings of Happiness. *Social Indicators Research*, 92, 69-80
- Young, S. & **Oppenheimer, D.M.** (2009). Effects of communication strategy on personal risk perception and treatment adherence intentions. *Psychology, Health, & Medicine*, 14, 430-434
- Oppenheimer, D.M.**, Meyvis, T., Davidenko, N. (2009). Instructional Manipulation Checks: Detecting Satisficing to Increase Statistical Power. *Journal of Experimental Social Psychology*, 45, 867-872.
- Alter, A.L. & **Oppenheimer, D.M.** (2009). Uniting the Tribes of Fluency to Form a Metacognitive Nation. *Personality and Social Psychology Review*, 13, 219-235.
- Oppenheimer, D.M.** & Monin, B. (2009). The Retrospective Gambler's Fallacy: Unlikely events, constructing the past, and multiple universes. *Journal of Decision Making*, 4, 326-334.
- Alter, A.L. & **Oppenheimer, D.M.** (2009). Suppressing Secrecy Through Metacognitive Ease: Cognitive Fluency Encourages Self-Disclosure. *Psychological Science*.
- Shah, A.K. & **Oppenheimer, D.M.** (in press). The past of least resistance: Using easy to access information. *Current Directions in Psychological Science*.
- Oppenheimer, D.M.**, & Monin, B. (in press) Investigations in Spontaneous Discounting. *Memory and Cognition*.
- Alter, A.L., **Oppenheimer, D.M.**, & Zemla, J. (in press). Missing the trees for the Forest: A Construal Level Account of The Illusion of Explanatory Depth. *Journal of Personality and Social Psychology*
- Oppenheimer, D.M.** & Trail, T. (in press). When leaning to the left makes you lean to the left: spatial metaphor and political attitudes. *Social Cognition*.
- Diemand-Yauman, C., **Oppenheimer, D.M.**, & Vaughan, E.B. (in press). Fortune Favors the Bold (and the italicized): Effects of Disfluency on Retention. *Cognition*.
- Shah, A.K. & **Oppenheimer, D.M.** (in press). Grouping information for judgments. *JEP:G*.

Khemlani, S., Sussman A., & **Oppenheimer, D.M.** (in press). Harry Potter and the Sorcerer's Scope: Scope Bias in Explanatory Reasoning. *Learning and Memory*.

Khemlani, S., & **Oppenheimer, D.M.** (in press). When one cause casts doubt upon another: A levels of analysis approach to causal discounting. *Psychological Bulletin*.

List of papers under review and in preparation available upon request.

Other publications

Oppenheimer, D.M. & Alter, A.L. (forthcoming). The Disfluency Sleeper Effect: When disfluency today promotes fluency tomorrow. In R. Greifeneder & C. Unkelbach (eds.) *Feelings as Information*.

Oppenheimer, D.M. & Olivola, C.Y. (2010). *The Science of Giving: Experimental Approaches to the Study of Charity*. NY: Taylor and Francis.

Shah, A.K. & **Oppenheimer, D.M.** (2009). Probability Errors. *Encyclopedia of Medical Decision Making*. (Michael W. Kattan, Ed.)

Olivola, C. & **Oppenheimer, D.M.** (2009). Coincidences. *Encyclopedia of Medical Decision Making*. (Michael W. Kattan, Ed.)

Oppenheimer, D.M. (2003) Survey Spots. *Society for Judgment and Decision Making Newsletter*, 22(4)

Oppenheimer, D.M. (1999) The Undergraduate Perspective: Wasted potential. *APS Observer*, 12(8).

Conference Papers and Invited Addresses

Oppenheimer, D.M., Diemand-Yauman, C., Vaughan, E.B. (2010, August). *Fortune Favors the Bold (and the Italicized): Effects of Fluency on Educational Outcomes*. Paper accepted for presentation at the Annual Meeting of the Cognitive Science Society, Portland, Or.

Oppenheimer, D.M. (2010, July). *Naturalistic Methods in Psychology*. Invited Workshop at University of Mannheim, Mannheim, Germany.

Oppenheimer, D.M. (2010, July). *Fortune Favors the Bold (and the Italicized): Effects of Fluency on Educational Outcomes*. Invited address at University of Mannheim, Mannheim, Germany

Oppenheimer, D.M. (2010, May). *Cues worth weighting for: A critical analysis of models of cue weighting*. Invited address at Stanford University, Palo Alto, Ca.

- Oppenheimer, D.M.** (2010, May). *Fortune Favors the Bold (and the Italicized): Effects of Fluency on Educational Outcomes*. Invited address at Cornell University, Ithaca, Ny.
- Oppenheimer, D.M.** (2010, April). *Fortune Favors the Bold (and the Italicized): Effects of Fluency on Educational Outcomes*. Invited address at Columbia University, New York, Ny.
- Oppenheimer, D.M.** (2010, March). *Fortune Favors the Bold (and the Italicized): Effects of Fluency on Educational Outcomes*. Invited address at University of Virginia, Charlottesville, Va.
- Oppenheimer, D.M.** (2010, March). *Harry Potter and the Sorcerer's Scope: Scope Bias in Explanatory Reasoning*. Invited address at University of Virginia, Charlottesville, Va.
- Oppenheimer, D.M.** (2010, February). *Aggregation as a principle for understanding human decision strategies – or – is the individual the right level of analysis?* Invited address at University of California Berkeley, Berkeley, Ca.
- Oppenheimer, D.M.** (2010, February). *Harry Potter and the Sorcerer's Scope: Scope Bias in Explanatory Reasoning*. Invited address at University of California Berkeley, Berkeley, Ca.
- Oppenheimer, D.M.** (2010, February). *A dozen short studies in Judgment and Decision Making*. Invited address at University of California, Berkeley, Berkeley, Ca.
- Oppenheimer, D.M.** (2010, February). *Fortune Favors the Bold (and the Italicized): Effects of Fluency on Educational Outcomes*. Invited address at University of California Berkeley, Berkeley, Ca.
- Oppenheimer, D.M.** (2010, February). *Fortune Favors the Bold (and the Italicized): Effects of Fluency on Educational Outcomes*. Invited address at Society of Personality and Social Psychology JDM Preconference, Las Vegas, Nv
- Oppenheimer, D.M.** (2010, January). *Fortune Favors the Bold (and the Italicized): Effects of Fluency on Educational Outcomes*. Invited address at University of California San Diego, San Diego, Ca.
- Shah, A.K., & **Oppenheimer, D.M.** (2009, November) *Categorical Cue Weighting*. Paper presented at the Annual Conference for the Society of Judgment and Decision Making, Boston, MA.
- Alter, A.L., **Oppenheimer, D.M.**, & Zemla, J. (2009, November). *How much do I know? When abstraction produces overestimation*. Paper presented at the Annual Conference for the Society of Judgment and Decision Making, Boston, MA.

- Oppenheimer, D.M.** (2009, October). *Several studies on Fluency and Construal*. Invited Address at Yale University, New Haven, CT.
- Alter, A. L., & **Oppenheimer, D. M.** (2009, October). *Fluency and psychological distance: Consequences for construal and discounting*. Paper presented at the Association of Consumer Research annual conference, Pittsburgh, PA.
- Zemla, J., Alter, A.L., & **Oppenheimer, D.M.** (2009, August). *The illusion of political sophistication*. Paper presented at SPUDM, Rovereto, Italy.
- Zhao, J., & **Oppenheimer, D.M.** (2009, August). *Beyond Binary: An analysis of the Recognition Heuristic*. Paper presented at SPUDM, Rovereto, Italy.
- Oppenheimer, D.M.** (2009, April). *The Secret Life of Fluency*. Invited Address at Seton Hall University, South Orange, NJ.
- Oppenheimer, D.M.** (2009, March). *The Secret Life of Fluency*. Invited Address at University of Texas at Dallas, Dallas, TX.
- Oppenheimer, D.M.** (2009, January). *The Secret Life of Fluency*. Invited Address at Duke University Department of Psychology, Durham, NC.
- Oppenheimer, D.M., Schneider, A.S., Detre, G.** (2009, January). *Voting Agent Model of Preference (VAMP): A model of Multialternative choice*. Invited Presentation at the Santa Fe Institute Conference on Collective Decision Making, Santa Fe, NM
- Alter, A. L., & **Oppenheimer, D. M.** (2008, October). *Easy on the mind, easy on the wallet: Fluency predicts stock and currency valuation*. Presented within a symposium entitled: What makes ideas stick? How characteristics and contexts of messages influence their success to the Association of Consumer Research annual conference, San Francisco, CA.
- Oppenheimer, D.M., Shah, A.K., & Alter, A.** (2008, July). *Fluency and Psychological Distance*. Paper presented at the Annual Meeting of the Cognitive Science Society, Washington DC.
- Oppenheimer, D.M., Schneider, A.S., Detre, G.** (2008, May). *Voting Agent Model of Preference (VAMP): A model of Multialternative choice*. Paper presented at the Association of Psychological Science Annual Meeting, Chicago, IL.
- Oppenheimer, D.M.** (2008, May). *Research inspired by Danny Kahneman*. Invited address at the Festschrift for Danny Kahneman, New York City, NY.
- Oppenheimer, D.M.** (2008, May). *The secret life of fluency*. Invited Address at Yale Washington University, St. Louis, MO.

- Oppenheimer, D.M.** (2008, April). *The secret life of fluency*. Invited Address at Yale University, New Haven, CT.
- Oppenheimer, D.M.** (2008, April). *The secret life of fluency*. Invited Address at Rice University, Houston, TX.
- Oppenheimer, D.M.** (2008, February). *The secret life of fluency*. Invited Address at Duke University, Durham, NC.
- Alter, A.L., **Oppenheimer, D.M.**, Epley, N. & Eyre, R. (2008, February). *Overcoming Intuition: Metacognitive difficulty activates analytical reasoning*. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Oppenheimer, D. M.** (2007, December) *The secret life of fluency*. Invited address at University of Pacific, Stockton, CA
- Oppenheimer, D.M., Schneider, A.S., Detre, G.** (2007, November). *Voting Agent Model of Preference (VAMP): A model of multialternative choice*. Invited address at the Society for Judgment and Decision Making Annual Meeting, Long Beach, CA.
- Shah, A.K. & **Oppenheimer, D.M.** (2007, November). *Easy Does it: The role of fluency in Cue Weighting*. Paper presented at the Society for Judgment and Decision Making Annual Meeting, Long Beach, CA.
- Alter, A.L. & **Oppenheimer, D.M.** (2007, November). *Effects of Fluency on Psychological Distance and Mental Construal: Or Why New York is a large city, but nEW yORK is a civilized jungle*. Paper presented at the Society for Judgment and Decision Making Annual Meeting, Long Beach, CA.
- Oppenheimer, D. M.** (2007, October) *The secret life of fluency*. Invited address at University of Maryland, College Park, MD
- Oppenheimer, D. M.** (2007, September) *The secret life of fluency*. Invited address at Harvard University, Cambridge, MA
- Schneider, A.S., **Oppenheimer, D.M.**, & Detre, G. (2007, August) *Applications of Voting Geometry to Multiattribute Choice*. Paper presented at the annual meeting of the Cognitive Science Society, Nashville, TN
- Hall, C.C., & **Oppenheimer, D.M.** (2007, August) *The Technique of Error Parsing as a Method of Judgment Analysis*. Paper presented at the conference on Subjective Probability, Utility, and Decision Making, Warsaw, Poland

- Olivola, C. & **Oppenheimer, D.M.** (2007, August) *Randomness in Retrospect: Exploring the Interactions Between Memory Biases and Biased Beliefs About Randomness*. Paper presented at the conference on Subjective Probability, Utility, and Decision Making, Warsaw, Poland
- Shah, A.K., & **Oppenheimer, D.M.** (2007, August). *Heuristics Made Easy: An Effort-Reduction Framework*. Paper presented at the conference on Subjective Probability, Utility, and Decision Making, Warsaw, Poland
- Oppenheimer, D. M.**, & Olivola, C. (2007, June) *Randomness in Retrospect*. Invited address at University of California Los Angeles, Los Angeles, CA
- Oppenheimer, D. M.** (2007, May) *The Secret Life of Fluency*. Invited address at University of California San Diego, San Diego, CA
- Oppenheimer, D. M.** (2007, April) *A Dozen short Studies in Judgment and Decision Making*. Invited address at University of California Merced, Merced, CA
- Oppenheimer, D. M.** (2007, April) *The Secret Life of Fluency*. Invited address at University of California Merced, Merced, CA
- Oppenheimer, D. M.** (2007, April) *A Dozen short Studies in Judgment and Decision Making*. Invited address at University of California Los Angeles, Los Angeles, CA
- Oppenheimer, D. M.** (2007, April) *The Secret Life of Fluency*. Invited address at University of California Santa Cruz, Santa Cruz, CA
- Oppenheimer, D.M.** (2007, March) *The Secret Life of Fluency*. Invited address at Arizona State University, Phoenix, Az
- Oppenheimer, D. M.** (2007, March) *Communicating Risk to Patients*. Invited Address at Cedar Sinai Medical Center, Los Angeles, CA
- Oppenheimer, D.M.** (2007, February). *Twelve Short Studies in Judgment and Decision Making*. Invited Address at Occidental College, Los Angeles, CA.
- Oppenheimer, D.M.** (2007, February). *The secret life of fluency*. Invited Address at University of Southern California, Los Angeles, CA.
- Oppenheimer, D. M.** (2007, February) *The Secret Life of Fluency*. Invited address at Stanford University, Stanford, CA
- Oppenheimer, D.M.** (2007, February). *The secret life of fluency*. Invited Address at University of California Berkeley, Berkeley, CA.
- Oppenheimer, D.M.** (2007, January). *The secret life of fluency*. Invited Address at University of California Los Angeles, Los Angeles, CA
- Oppenheimer, D.M.** (2007, January). *The secret life of fluency*. Invited Address at Columbia University, New York, NY.

- Olivola, C. & **Oppenheimer, D.M.** (2006, November) *Randomness in Retrospect*. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, Houston, Tx.
- Hall, C.C. & **Oppenheimer, D.M.** (2006, November) *Novel applications resulting from an alternate method of implementing social judgment theory*. Paper presented at the Brunswick Society Annual Meeting, Houston, Tx.
- Oppenheimer, D.M.** (2006, October). *The secret life of fluency*. Invited Address at University of Pennsylvania, Philadelphia, PA
- Oppenheimer, D.M.** (2006, October). *The secret life of fluency*. Invited Address at MIT, Cambridge, MA.
- Alter, A.L. & **Oppenheimer, D.M.** (2006, June). *Predicting short-term stock fluctuations by using stock fluency*. Paper presented at Behavioral Decision Research in Management Annual Meeting, Santa Monica, Ca.
- Oppenheimer, D.M.** & Small, D. (2006, June). *Issues in Charitable Giving*. Symposium at Behavioral Decision Research in Management Annual Meeting, Santa Monica, Ca.
- Oppenheimer, D.M.** (2006, March) *Conceptions and Consequences of Randomness*. Invited Symposium at the Annual Meeting of the Eastern Psychological Society, Baltimore, MD.
- Olivola, C. & **Oppenheimer, D.M.** (2006, March) *How Conceptions of Randomness Bias Memory*. Paper presented at the Annual Meeting of the Eastern Psychological Society, Baltimore, MD.
- Blinder, D.S. & **Oppenheimer, D.M.** (2006, March) *Setting Priors: Beliefs about what kind of mechanisms produce random sequences*. Paper presented at the Annual Meeting of the Eastern Psychological Society, Baltimore, MD.
- Oppenheimer, D.M.** (2006, March). *Spontaneous Discounting of Fluency*. Invited address at University of Chicago, Chicago, IL.
- Oppenheimer, D.M.** (2006, January). *Spontaneous Discounting of Fluency*. Invited address at University of New South Wales, Sydney, New South Wales, Australia.
- Oppenheimer, D.M.** (2005, September). *Everything You Ever Wanted to Know about Discounting of Cognitive States in Heuristic Judgment but were Afraid to Ask*. Invited address at Cornell University, Ithaca, NY.
- Oppenheimer, D.M.,** & Monin, B. (2005, May) Causal Reasoning and Fluency Experiences: Factors Influencing Metacognitive Discounting. Paper presented at the Annual Meeting of the American Psychological Society, Los Angeles, Ca
- Oppenheimer, D.M.** (2005, April) *Everything You Ever Wanted to Know about Discounting of Cognitive States in Heuristic Judgment but were Afraid to Ask*. Invited address at Yale University, New Haven, CT.
- Oppenheimer, D.M.** (2005, April) *Feature interactions in categorization*. Invited address at Yale University, New Haven, CT.

- Oppenheimer, D.M.** (2005, February) *Everything You Ever Wanted to Know about Discounting of Cognitive States in Heuristic Judgment but were Afraid to Ask.* Invited address at Temple University, Philadelphia, Pa.
- Oppenheimer, D.M.** (2004, November) *Anchors Aweigh: Investigations in cross modality anchoring.* Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, Minneapolis, Mn.
- Oppenheimer, D.M.** (2004, July) *Everything You Ever Wanted to Know about Discounting of Cognitive States in Heuristic Judgment but were Afraid to Ask.* Invited address at University College of London, London, UK.
- Oppenheimer, D.M.** (2004, July) *Everything You Ever Wanted to Know about Discounting of Cognitive States in Heuristic Judgment but were Afraid to Ask.* Invited address at University of Warwick, Cambridge, UK.
- Oppenheimer, D.M.** (2004, January). *Discounting of Cognitive States in Heuristic Judgment.* Invited address at University of Illinois, Champaign-Urbana, IL.
- Oppenheimer, D.M.** (2004, January). *Discounting of Cognitive States in Heuristic Judgment.* Invited address at Northwestern University, Evanston, IL.
- Oppenheimer, D.M.** (2004, January). *Discounting of Cognitive States in Heuristic Judgment.* Invited address at Princeton University, Princeton, NJ.
- Oppenheimer, D.M., & Monin, B.** (2003, November). *Retrospective Gambler's Fallacy.* Paper presented at the Society for Judgment and Decision Making Annual Meeting, Vancouver, Canada.
- Griffin, Z. & **Oppenheimer, D.M.** (2003, November). *Looking and Lying: Speakers' Gazes Reflect Locus of Attention, not Content.* Paper presented at the Psychonomics Society Annual Meeting, Vancouver, Canada
- Griffin, Z.M., & **Oppenheimer, D.M.** (2003, August) *Looking and lying: Speakers gazes reflect attention rather than speech content.* Paper presented at the European Conference on Eye Movements, Dundee, Scotland.
- Oppenheimer, D.M.** (2003, June). *Complexity of Reasoning in Judgment and Decision Making.* Invited Address at Massachusetts Institute of Technology, Boston, Ma.
- Oppenheimer, D.M.** (2003, May). *Discounting of Cognitive States in Heuristic Judgment.* Paper presented at the Berkeley Stanford Social Psychology Conference, Berkeley, Ca.
- Oppenheimer, D.M.,** (2002, November). *Discounting of Cognitive States in Heuristic Judgment.* Paper presented at the meeting of the Society for Judgment and Decision Making, Kansas City, Mo.
- Oppenheimer, D.M. & Davidenko, N.** (2002, June) *Instructional Manipulation Checks: How to Maintain Statistical Power with up to 30% Fewer Subjects.* Paper presented at the meeting of the Association for Psychological Science, New Orleans, La.

Oppenheimer, D.M. (2002, May) *Obfuscation and Complexification*. Paper presented at the Stanford-Berkeley Cognitive Psychology Conference, Stanford, Ca.

Davidenko, N., & **Oppenheimer, D.M.** (2002, May). *Instructional Manipulation Checks*. Paper presented at the Stanford-Berkeley Cognitive Psychology Conference, Stanford, Ca.

Bangerter, A. & **Oppenheimer, D.M.** (2002, April) *Inefficacy of unaided pointing as a referential gesture*. Invited Address at IBM Research Center, San Jose, Ca.

Oppenheimer, D.M. (2001, May). *Parallel Systems: A voting model of decision Making*. Paper presented at the Berkeley-Stanford Cognitive Psychology Conference, Berkeley, Ca.

Conference Posters

Zhao, J. & **Oppenheimer, D.M.** (2009, November). Continuous vs. binary: On compensatory strategies in Judgment. Poster presented at the Annual Conference for the Society of Judgment and Decision Making, Boston, MA.

Steffel, M. & **Oppenheimer, D.M.** (2008, November). Actor-Observer Differences in Preference Inferences Based on Choices. Poster presented at the Annual Meeting for the Society of Judgment and Decision Making, Chicago, IL

Alter, A.L., **Oppenheimer, D.M.**, & Zemla, J. (2008, November). The illusion of political sophistication. Poster presented at the Annual Meeting for the Society of Judgment and Decision Making, Chicago, IL.

Shah, A.K. & **Oppenheimer, D.M.** (2008, April). Fluency and Intertemporal Choice. Poster presented at Behavioral Decision Research and Management, San Diego, CA.

Steffel, M. & **Oppenheimer, D.M.** (2008, January). *Happy by what standard: Inter and Intrapersonal comparison standards in well being research*. Poster Presented at the Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, Nm.

Alter, A.L., **Oppenheimer, D.M.**, Epley, N. & Eyre, R. (2006, November). *Overcoming Intuition: Metacognitive Difficulty Activates Analytic Reasoning*. Poster Presented at the Annual Meeting of the Society for Judgment and Decision Making, Houston, Tx.

Shah, A.K. & **Oppenheimer, D.M.** (2006, November) *The role of fluency in cue weighting*. Poster Presented at the Annual Meeting of the Society for Judgment and Decision Making, Houston, Tx.

- Steffel, M. & **Oppenheimer, D.M.** (2006, November) *Comparison standards in social judgment*. Poster Presented at the Annual Meeting of the Society for Judgment and Decision Making, Houston, Tx
- Oppenheimer, D.M.** & Alter, A.L. (2005, November). Malleability of Fluency Based Judgment. Poster Presented at the Annual Meeting of the Society for Judgment and Decision Making
- Olivola, C. & **Oppenheimer, D.M.** (2005, August). How Conceptions of Randomness Bias Memory. Poster presented at Subjective probability, utility, and decision making, Stockholm, Sweden.
- Hotchkiss, K.M., **Oppenheimer, D.M.**, & Monin, B. (2004, November). Self construal and risk preference. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Minneapolis, Mn.
- Oppenheimer, D.M.** (2004, August). *Fluency in Categorization*. Poster presented at the Annual Meeting of the Cognitive Science Society, Chicago, Illinois.
- Oppenheimer, D.M.** (2004, May). *Consequences of Erudite Vernacular Utilized Irrespective of Necessity: Problems with Using Long Words Needlessly*. Poster Presented at the Association for Psychological Science Annual Meeting, Chicago, Illinois.
- Hotchkiss, K.M., **Oppenheimer, D.M.**, & Monin, B. (2004, January). *Contrast effects in nonconscious priming of risk preference*. Poster presented at the Society for Personality and Social Psychology Annual Meeting, Austin, Texas.
- Van Os, N., **Oppenheimer, D.M.**, & Monin, B. (2003, November) *The effect of cognitive load on spontaneous discounting*. Poster presented at the Society for Judgment and Decision Making Annual Meeting, Vancouver, Canada.
- Choi, B.Y., **Oppenheimer, D.M.**, & Monin, B., (2003, August). *Motivational biases in judgments of streaks in random sequences*. Poster presented at Subjective probability, utility, and decision making, Zurich, Switzerland.
- Monin, B., & **Oppenheimer D.M.** (2003, June). *Individual vs. Aggregated Data: An examination of the Warm Glow Heuristic*. Poster presented at the meeting of the Association for Psychological Science, Atlanta, Ga.
- Oppenheimer, D.M.**, & Monin, B. (2003, June). *Examining the Inverse Gambler's Fallacy*. Poster presented at the meeting of the Association for Psychological Science Annual Meeting, Atlanta, Ga.
- Oppenheimer, D.M.** (2003, February) *Consequences of Erudite Vernacular Utilized Regardless of Necessity: Problems with using long words needlessly*. Poster presented at the meeting of the Society for Personality and Social Psychology, Los Angeles, Ca.
- Oppenheimer, D.M.**, McKenzie, C.H.M., & Le, V. (2002, November). *Elimination of Framing Effects through Explicitly Provided Reference Points*. Poster presented at the meeting of the Society for Judgment and Decision Making, Kansas City, Mo.

- Malinek, T.R., & **Oppenheimer, D.M.** (2002, November). *Probabilistic Intertemporal Choice and Framing Effects*. Poster presented at the meeting of the Society for Judgment and Decision Making, Kansas City, Mo.
- Oppenheimer, D.M.** (2002, August). *Not so Fast! (and not so Frugal): Rethinking the Recognition Heuristic*. Poster presented at the meeting of the Cognitive Science Society, Fairfax, Va.
- Oppenheimer, D.M.** (2001, November) *Parallel Systems Models: A Voting Theory Framework for Decision Making*. Poster presented at the meeting of the Society for Judgment and Decision Making, Orlando, Fl.
- Oppenheimer, D.M.** & Brelsford, J. (1999, June) *The Cognitive Basis of Deception: Increased Reaction Times in Generating Deceptive Messages*. Poster presented at the meeting of the American Psychological Society, Denver, Co.
- Oppenheimer, D.M.**, & Brelsford J. (1998, June) *Applied Magical Thinking: Photographs as Substitutes for Live Supervision in Simple Tasks*. Poster presented at the meeting of the American Psychological Society, Washington, D.C.

Teaching Experience

Instructor:

- Higher Education Reform – Princeton University, Fall 2010.
- Accountability in Higher Education – Princeton University, Spring 2008, Fall 2008-2009.
- Psychology and Public Policy – Princeton University, Spring 2006, 2010
- Research Seminar in Cognitive Psychology – Princeton University Fall 2006-2010, Spring 2008
- Introduction to Psychology – Princeton University Fall 2005 – 2010
- Policy Implications of Psychological Testing – Princeton University Spring 2005
- Psychology of Thinking – Princeton University, Fall 2004
- Graduate Research Methods – Stanford University Winter, 2003
- Contemporary Issues in Psychology – Stanford University, Autumn 2003
- Psychology as Portrayed by the Media – Stanford University, Summer 2003
- Introductory Psychology – Stanford University, Summer 2002

Advising:

- Short JPs: Jason Thompson, Daniel Thompson, Kira Hohensee, Nicole Larrea, Chris Princepe, Sarah Butsch, Wade Gibson, Chas Ballew, Ryan Davies, Anouk Schneider, Yomaira Jimenez, Debbie Blinder, Christine Kansky, Shayla Mulvey, Catherine Wolpe, Zhenling Lai, Nadya Soto Fernandez,

Monika Friedman, Bradford Stephens, Krista Ford, Jonathan Essenburg, Harry Schiff, Lisa Burkholder, Lisa Donnelly, Sarah Hoffman, Lizzie Borges, Jon Christenson.

Long JPs: Peter Forsberg, Kira Hohensee, Nicole Larrea, Roshan Varma, Debbie Blinder, Anouk Schneider, Catherine Wolpe, Taylor Numann, Bryan Sharkey, Nadya Soto Fernandez, Taylor Carroll, Harry Schiff, Connor Diemand-Yuaman, Hila Calev, Lizzie Borges.

Senior Thesis: Candace Mootoo, Dwerti Addy, Peter Forsberg, Kira Hohensee, Nicole Larrea, Roshan Varma, Justin Hawver, Debbie Blinder, Anouk Schneider, Robert Glasgow, Catherine Wolpe, Mark Gober, Elizabet Sucuyan, Taylor Numann, Taylor Carroll, Connor Diemand-Yuaman, Harry Schiff, Sar Medoff, Thomas Kontchou, Hila Calev, Caroline Boulos, Sarah Hernandez, Chris Hipser.

FSI advisees: Andres Mendes, Leonore Carlson, Cordaro Rodriguez

Mellon advisees: Robert Grote, Doori Song, Jessica Montoya

PSURE advisees: Mark Starks, Erikka Vaughn, Felicia Fitzpatrick, Nina Lauharatanahirun

Summer Students: Debbie Blinder, Valerie O'Malley, Rosie Haimm, Justin Hawver, Ahmed Meleis, Kelly Matula

Ph.D: Adam Alter (secondary advisor), Anuj Shah (primary advisor), Mary Steffel (primary advisor), Abby Sussman (secondary Advisor), Cristina Vinado (primary advisor).

Oral Examinations: Amir Goren, Chris Olivola, Mary Steffel, Adam Alter, Greg Detre, Tom Trail, Anuj Shah, Jihye Chong, Ann Marie Russell, Matthew Kugler, Meg Gerbasi, Jeffrey Meier.

Dissertation Proposal Committees: Chris Olivola, Adam Alter, Anuj Shah, Matthew Kugler, Mary Steffel.

Dissertation Defense Committees: Agatha Lenartowicz, Jessica Barson, Mary Steffel, Adam Alter (reader), Chris Olivola (reader), Anuj Shah, Chris Said, Matthew Kugler (reader), Thomas McKeef.

Stanford Honors Students: Tamar Malinek, Bryan Choi

Stanford Undergraduates: Guy Isely, Neal Van Os, Peter Finlayson, Van Le, Vanessa Baker, Busayo Ojumu, Michelle Keller, Renee Trouchet, Katie Hotchkiss, Jessica Wang, Michael Frank, Aaron Leven, Christina Lee, Jose Trejo, Jessica Laughlin.

Reviewing

- Ad Hoc Reviewer for: Psychological Science, Experimental Psychology, Cognition, JEP: General, Trends in Cognitive Science, JEP:LMC, Rationality and Society, Psychonomic Bulletin and Review, Quarterly Journal of Experimental Psychology, European Journal of Cognitive Psychology, Climate Change, Cognitive Psychology, Journal of Economic Psychology, Acta Psychologica, Journal of Personality and Social Psychology, Psychological Review, Memory and Cognition, Thinking and Reasoning, Journal of Experimental Social Psychology, Organizational Behavior and Human Decision Processes, Applied Cognitive Psychology, Journal of Political Economy, Decision Analysis, Journal of Behavioral Decision Making, Cognitive Science, Journal of Mathematical Psychology, Perspectives in Psychological Science, Journal of Service Science and Management, Psychological Bulletin, British Journal of Social Psychology.
- Ad Hoc Reviewer for the Annual Conference of the Cognitive Science Society
- Ad Hoc Reviewer for the Annual Conference of the Association of Consumer Research
- Ad Hoc Reviewer for the Joint Research Council UK grant agency, Israeli Science Fund, and NIH
- NSF Funding Panelist (DRSM division)
- Consulting Editor for Psychonomic Bulletin and Review, Memory and Cognition, Psychological Science, Thinking and Reasoning, Journal of Behavioral Decision Making, and Journal of Experimental Social Psychology
- Associate Editor for Cognition.

Service

- Cognitive Faculty Search Committee (2008, 2010)
- Ad Hoc Committee on Disability Accommodations
- Woodrow Wilson School Undergraduate Curriculum Committee 2010
- Psychology Department Undergraduate Curriculum Committee, 2010
- SPUDM 2011 conference organizing committee
- Colloquium Committee Chair 2009, 2010
- Woodrow Wilson Society of Fellows 2008-2010
- Third Year Review Committee Sam Schulofer-Wohl
- Committee Member on the Council of the Princeton University Community 2009-2010 (Executive Committee 2010)

- Psychology Graduate Student Curriculum Committee, 2008-2009
- Leadoff speaker for the Princeton Research Symposium Public Lectures
- Paidea Guest Speaker, 2008
- Master Lecturer's Speaker Series Contributor, 2008, 2010
- Parent's Day Panelist, 2007
- Alumni Association Speakers Bureau – 2005-2010
- Carl Field's Center Faculty Discussant, 2007, 2008
- Cognitive Area Coordinator, Princeton University 2007-2010
- Conference Organizer: Behavioral Approaches to Charity - 2007
- New Faculty Orientation Panelist, 2006
- Graduate Student Orientation Panelist, 2006, 2008, 2010
- Building Programming Committee 2005-2010
- Miller Schroeder Prize Committee 2005-2006
- Men's and Women's Varsity Volleyball Faculty Fellow – 2005 -2010
- Freshman/Sophomore Advisor – 2005 – 2006, 2008-2010
- IRP subcommittee for student research 2005-2006
- Undergraduate Research Symposium Judge -- 2005
- Wilson College Faculty Fellow – 2004-2010
- Graduate Ethics Seminar - 2004
- Princeton University IRB – 2004-2006
- SJDM Student Research Award Committee – 2004 - 2010
- Representative to the Faculty Committee – Stanford Psychology Dept, 2000-2004
- Health and Safety Committee – Stanford Psychology Dept, 2001-2004
- Stanford Earthquake Building Assessment Team Member – 2001, 2002, 2003
- Hilgard Visiting Scholar Committee (Chair) – 2002, 2003
- Stanford University Space Committee area representative – 2002, 2003
- Stanford-Berkeley Cognitive Psychology Conference organizer – 2002
- Research Assistant Training Program organizer – Stanford, 2002
- Cognitive Friday Seminar organizer – Stanford, 2002
- Colloquium Speaker Selection Committee – Stanford, 2002

- National Undergraduate Advocate to the American Psychological Society (1999-2000)
- Rice University Commencement Speaker Selection Committee (Chair) (2000)

Representative Media Mention

Reuters, The Economist, Shape Magazine, Fitness Magazine, Health Magazine, Men's Health Magazine, Glamour Magazine, Palm Beach Post, Dallas Morning News, Science Daily, BBC Radio, icWales, Times of India, PBS, MSNBC, Nature News, LA Times, NY Times, CBC, The Guardian, Cincinnati Post, Innovations Report, Discovery Channel, Yahoo Finance, China Post, Toronto Star, Fox News, Irish Examiner, New Kerala India, Evening Standard, More blogs than I care to count...

References Available Upon Request.

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