

TRAVIS J. CARTER, PH.D.

Assistant Professor of Psychology
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RESEARCH INTERESTS

Judgment and Decision-Making: Bias and bias-correction; Motivated reasoning and self-deception

Social Cognition: Implicit bias; Implicit nationalism

Consumer Behavior: Material and experiential purchases; Well-being and happiness

EDUCATION AND POSITIONS HELD

Assistant Professor of Psychology, Colby College	2013–Present
Postdoctoral Researcher & Decision Research Lab Manager, University of Chicago Booth	2009–2013
PhD in Social and Personality Psychology, Cornell University	2004–2009
AB in Psychology (Honors, Phi Beta Kappa), University of Chicago	1998–2001

PUBLICATIONS (PUBLISHED OR IN PRESS)

- Ferguson, M. J., **Carter, T. J.**, & Hassin, R. R. (2014). Commentary on the attempt to replicate the effect of the American flag on increased Republican attitudes. *Social Psychology*, 45(4), 301-302. <http://psycnet.apa.org/doi/10.1027/1864-9335/a000202>
- Carter, T. J.** (2014). The psychological science of spending money. In E. Bijleveld & H. Aarts (Eds.) *The psychological science of money* (pp. 213-242). New York, NY: Springer. http://dx.doi.org/10.1007/978-1-4939-0959-9_10
- Carter, T. J.**, & Gilovich, T. (2013). Getting the most for the money: The hedonic return on experiential and material purchases. In M. Tatzel's (Ed.) *Consumption and well-being in the material world* (pp. 49-62). New York, NY: Springer. http://dx.doi.org/10.1007/978-94-007-7368-4_3
- Converse, B., Risen, J., & **Carter, T. J.** (2012). Investing in karma: When wanting promotes virtuous action. *Psychological Science*, 23(8), 923–930. <http://dx.doi.org/10.1177/0956797612437248>
- Carter, T. J.**, & Gilovich, T. (2012). I am what I do, not what I have: The centrality of experiential purchases to the self-concept. *Journal of Personality and Social Psychology*, 102(6), 1304-1317. <http://dx.doi.org/10.1037/a0027407>
- Carter, T. J.**, Ferguson, M. J., & Hassin, R. R. (2011). A single exposure to the American flag shifts support toward Republicanism up to 8 months later. *Psychological Science*, 22(8), 1011-1018. <http://dx.doi.org/10.1177/0956797611414726>
- Carter, T. J.**, Ferguson, M. J., & Hassin, R. R. (2011). Implicit nationalism as system justification: The case of the United States of America. *Social Cognition*, 29(3), 341-359. <http://dx.doi.org/10.1521/soco.2011.29.3.341>
- Savitsky, K., Keysar, B., Epley, N., **Carter, T. J.**, & Swanson, A.T. (2011). The closeness-communication bias: Increased egocentrism among friends versus strangers. *Journal of Experimental Social Psychology*, 47, 269-273. <http://dx.doi.org/10.1016/j.jesp.2010.09.005>
- Carter, T. J.**, & Gilovich, T. (2010). The relative relativity of material and experiential purchases. *Journal of Personality and Social Psychology*, 98(1), 146-159. <http://dx.doi.org/10.1037/a0017145>

- Hassin, R. R., Ferguson, M. J., Kardosh, R., Porter, S. C., **Carter, T. J.**, & Dudareva, V. (2009). Précis to implicit nationalism. Invited paper appearing in *Annals of the New York Academy of Sciences*, 1167, 135-145. <http://dx.doi.org/10.1111/j.1749-6632.2009.04734.x>
- Ferguson, M. J., **Carter, T. J.**, & Hassin, R. R. (2009). On the automaticity of nationalist ideology: The case of the USA. In J. T. Jost, A. C. Kay, and H. Thorisdottir's (Eds.), *Social and psychological bases of ideology and system justification*. New York: Oxford University Press. <http://dx.doi.org/10.1093/acprof:oso/9780195320916.003.003>
- Carter, T. J.**, & Dunning, D. (2008). Faulty self-assessment: Why evaluating one's own competence is an intrinsically difficult task. *Social and Personality Psychology Compass*, 2(1), 346-360. <http://dx.doi.org/10.1111/j.1751-9004.2007.00031.x>
- Carter, T. J.** (2007). Public goods. In R. Baumeister & K. Vohs (Eds.), *Encyclopedia of social psychology*. Thousand Oaks, CA: Sage. <http://dx.doi.org/10.4135/9781412956253.n428>

MANUSCRIPTS (UNDER REVIEW, IN REVISION, OR IN PREPARATION)

- Carter, T. J.**, & Helzer, D. (2016). *Accusations of unfairness bias subsequent decisions: A study of major league umpires*. Manuscript under review.
- Kardosh, R. **Carter, T. J.**, Ferguson, M. J., & Hassin, R. R. (2016). *Subliminal flags that increase binational conflicts: The Israeli-Palestinian case*. Manuscript under review.
- Schupak, A., Chajut, E., Hassin, R. R., & **Carter, T. J.** (2016). *Approaching bad, becoming bad*. Manuscript under revision.
- Carter, T. J.**, Pandey, G., Ferguson, M. J., Hassin, R. R., & Bolger, N. (2016). *The effect of the American flag on political attitudes has declined over time: A case study of the effect of historical context on priming effects*. Manuscript in preparation.
- Carter, T. J.**, & Fukukura, J. (2016). *The attributional consequences of purchasing experiences over material possessions*. Unpublished raw data.
- Burns, Z. C., & **Carter, T. J.** (2016). *Using ordinal ranking to improve detection and prediction*. Manuscript in preparation.
- Carter, T. J.**, (2016). *When and how to look at data: The costs and benefits of peeking at your data early*. Manuscript in preparation.
- Carter, T. J.**, & Fishbach, A. (2016). *The role of self-deception in the exercise of self-control*. Manuscript in preparation.
- Carter, T. J.**, Ferguson, M. J., Hassin, R. R., & Pashler, H. (2016). *Replications in social-category priming: A case study*. Manuscript in preparation.
- Rosenzweig, E., Ferguson, M. J., & **Carter, T. J.** (2016). *The worse off we are, the more I'm one of us: Threats to group value increase implicit group identification*. Manuscript in preparation.

RESEARCH PROJECTS IN PROGRESS

- Carter, T. J.**, Yusuf, N., Hassin, R. R., & Ferguson, M. J. (2016). *Effects of national flag-primers in a non-western democracy: The case of Nigeria*. Unpublished raw data.
- Carter, T. J.**, & Fishbach, A. (2016). *How a means to an end can become an end in and of itself*. Unpublished raw data.
- Carter, T. J.** (2016). *Recalling experiential purchases leads to abstract mindsets*. Unpublished raw data.
- Carter, T. J.**, & Dunning, D. (2016). *The effect of handwriting quality on inferences about intelligence: A case of meta-cognitive fluency*. Unpublished raw data.

Cooney, L., & Carter, T. J. (2016). *Proximal and distal social influences on unethical behaviors depend on perceived risk*. Unpublished raw data.

CHAired SYMPOSIA

Carter, T. J. (2014, February). *Group identity and prejudice: New findings from an implicit social cognitive perspective*. Symposium chaired at the Society for Personality and Social Psychology Conference, Austin, TX.

Carter, T. J., & Ferguson, M. J. (2009, February). *Automaticity in the public sphere: Implicit influences of context on political behavior and judgments*. Symposium co-chaired at the Society for Personality and Social Psychology Conference, Tampa Bay, FL.

Carter, T. J., & Ferguson, M. J. (2007, July). *On the implicit nature of political ideologies*. Symposium co-chaired at the Annual Meeting of the International Society for Political Psychology, Portland, OR.

CONFERENCE PRESENTATIONS AND INVITED TALKS

Burns, Z. C., & **Carter, T. J.** (2016, November). *Using ordinal ranking to improve detection and prediction*. Paper presented at the Society for Judgment and Decision Making Annual Conference, Boston, MA.

Carter, T. J. (2015, September). *A fairness heuristic: Major League Baseball umpires' shifting strike zones in response to an accusation of bias*. Presentation as part of the Colby College Department of Psychology Colloquium series.

Ferguson, M. J., **Carter, T. J.**, Pandey, G., Kardosh, R., & Hassin, R. R. (2014, February). *National cues unintentionally increase intergroup racial prejudice*. Paper presented at the Society for Personality and Social Psychology Conference, Austin, TX.

Ferguson, M. J., **Carter, T. J.**, Pandey, G., Kardosh, R., & Hassin, R. R. (2014, February). *National cues unintentionally increase intergroup racial prejudice*. Paper presented at the Society for Personality and Social Psychology Conference, Austin, TX.

Carter, T. J., & Gilovich, T. D. (2013, January). *I am what I do, not what I have: The centrality of experiential purchases to the self-concept*. Paper presented at the Society for Personality and Social Psychology Conference, New Orleans, LA.

Carter, T. J., Pope, D., & Helzer, E. (2012, November). *A fairness heuristic: Pre and post-ejection bias in Major League Baseball umpires*. Paper presented at the Society for Judgment and Decision Making Annual Conference, Minneapolis, MN.

Rosenzweig, E., Ferguson, M. J., & **Carter, T. J.** (2013, January). *The worse off we are, the more I'm one of us: Threats to group value increase implicit group identification*. Paper presented at the Society for Personality and Social Psychology Conference, New Orleans, LA.

Carter, T. J., & Gilovich, T. D., & Rosenzweig, E. (2012, October). *Taking advantage of real and perceived differences between material and experiential purchases*. Paper presented at the Association for Consumer Research Annual Conference, Vancouver, Canada.

Carter, T. J., & Gilovich, T. D. (2012, October). *I am what I do, not what I have: The role of experiential and material purchases in defining the self*. Paper presented at the Association for Consumer Research Annual Conference, Vancouver, Canada.

Carter, T. J., Ferguson, M. J., & Hassin, R. R. (2012, July). *The Nation as motivation: American cues increase the desire for power*. Paper presented at the Annual Meeting of the International Society for Political Psychology, Chicago, IL.

Carter, T. J. (2012, April). *The centrality of experiential purchases to the self*. Paper presented to the Social Psychologists of Chicago Annual Conference, Chicago IL.

- Carter, T. J., & Gilovich, T. D.** (2012, February). *I am what I do, not what I have: The role of experiential and material purchases in defining the self*. Paper presented at the Society for Consumer Psychology Annual Conference, Las Vegas, NV.
- Carter, T. J., & Gilovich, T. D.** (2011, May). *I am what I do, not what I have: Relationship between experiential and material purchases to the self*. Paper presented at the Midwestern Psychological Association Annual Conference, Chicago, IL.
- Carter, T. J., Ferguson, M. J., & Hassin, R. R.** (2010, July). *Long-term effects of a single exposure to the American flag on political behavior and judgment*. Paper presented at the Annual Meeting of the International Society for Political Psychology, San Francisco, CA.
- Ferguson, M. J., **Carter, T. J., & Hassin, R. R.** (2010, January). The elephant in the room: the effect of the American flag on political behavior in the 2008 American presidential election. Paper in symposium *The psychological meaning of things and places*, A. Ledgerwood (Chair). Society for Personality and Social Psychology Conference, Las Vegas, NV.
- Carter, T. J., Ferguson, M. J., & Hassin, R. R.** (2009, February). The automatic relationship between America and Power. Paper in symposium *Automaticity in the public sphere: Implicit influences of context on political behavior and judgments*, T. J. Carter & M. J. Ferguson (chairs). Society for Personality and Social Psychology Conference, Tampa Bay, FL.
- Savitsky, K., Keysar, B., Epley, N., **Carter, T. J., & Swanson, A.** (2009, February). The perils of (perceived) self-other similarity: Egocentrism among friends and strangers. Paper in symposium *The difference between you and me: Comparing social and self perception*, M. Steffel (chair). Society for Personality and Social Psychology Conference, Tampa Bay, FL.
- Gilovich, T., & **Carter, T. J.** (2008, August). *The relative relativity of material and experiential purchases*. Paper presented at the Meaning of Consumption Conference, Ithaca, NY.
- Dunning, D., Balcetis, E., & **Carter, T. J.** (2008, July). Motivated reasoning below awareness. Paper in invited symposium *Motivation, recall, and information processing*, R. Sanitioso (chair). Annual Convention of the International Congress of Psychology, Berlin, Germany.
- Carter, T. J., & Ferguson, M. J.** (2008, May). *Implicit ideology and the pursuit of power and status: The case of American nationalism*. Paper presented at the Midwestern Psychological Association Annual Conference, Chicago, IL.
- Ferguson, M. J., Hassin, R. R., **Carter, T. J., & Porter, S. C.** (2008, January). On the automaticity of nationalist ideologies. Paper in symposium *Priming Ideology: Demonstrating the Malleability of Political Ideology*, C. Bryan & C. Dweck (chairs). Society for Personality and Social Psychology Conference, Albuquerque, New Mexico.
- Carter, T. J., & Ferguson, M. J.** (2007, July). *Implicit American nationalism: Effect of the American flag on desire for power and status*. Paper presented at the Annual Meeting of the International Society for Political Psychology, Portland, OR.
- Carter, T. J., & Gilovich, T. D.** (2007, May). *The persistence of difficulty in material and experiential purchases*. Paper presented at the Midwestern Psychological Association Annual Conference, Chicago, IL.
- Carter, T. J., & Ferguson, M. J.** (2007, April). *Implicit nationalism and the pursuit of power: The effect of the American flag on the desire for power and status*. Paper presented at the Psychology and Social Justice Conference, New York, NY.
- Ferguson, M. J., Hassin, R. R., & **Carter, T. J.** (2006, October). Automatic effects of the United States flag on attitudes and behavior. Paper in symposium *Oh say can you see?: New directions in research on automaticity and nationalism*, M. J. Ferguson & R. R. Hassin (chairs). Society for Experimental Social Psychology Conference, Philadelphia, Pennsylvania.

- Dunning, D., Balcetis, E., **Carter, T. J.**, & Hanks, K. (2006, January). *Motivated cognition below awareness*. Paper presented at the Self and Identity preconference associated with the Society for Personality and Social Psychology Conference, Palm Springs, CA.
- Ferguson, M. J., Hassin, R. R., & **Carter, T. J.** (2005, July). Automatic American nationalism. Invited paper in symposium *Psychological Basis of Ideology, Prejudice, and System Justification*, J. T. Jost (chair). International Society of Political Psychology Conference, Toronto, Canada.
- Keysar, B., **Carter, T. J.**, & Swanson, A. (2004, November). *Perspective-taking among friends and strangers: The active monitoring hypothesis*. Paper presented at the Annual Meeting of the Psychonomic Society, Minneapolis, MN.

POSTER PRESENTATIONS

- Cooney, L., & **Carter, T. J.** (2017, January). *Smashed exit signs: Risk and social influences on unethical behaviors*. Poster to be presented at the Society for Personality and Social Psychology Conference, San Antonio, TX.
- Kardosh, R., **Carter, T. J.**, Ferguson, M. J., & Hassin, R. R. (2015, February). *Motivation modulates priming of non-conscious ideologies*. Poster presented at the Society for Personality and Social Psychology Conference, Austin, TX.
- Carter, T. J.**, & Pope, D. (2012, January). *A fairness heuristic: Pre/post-ejection bias in umpires' strike zones*. Poster presented at the Society for Personality and Social Psychology Conference, San Diego, CA.
- Carter, T. J.**, & Fishbach, A. (2010, November). *Taking advantage of ambiguity: The role of self-deception in failures of self-control*. Poster presented at the Society for Judgment and Decision Making Annual Conference, St. Louis, MO.
- Carter, T. J.**, & Gilovich, T. D. (2010, January). *I am what I do, not what I have: Defining oneself by experiential rather than material purchases*. Poster presented at the Society for Personality and Social Psychology Conference, Las Vegas, NV.
- Carter, T. J.**, & Gilovich, T. D. (2010, January). *I am what I do, not what I have: The centrality of experiential purchases to the self-concept*. Poster presented at the Society for Judgment and Decision Making Annual Conference, Boston, MA.
- Carter, T. J.**, Ferguson, M. J., & Hassin, R. R. (2009, May). *Implicit attitudes and American cues on voting behaviors in the 2008 election*. Poster presented at the Association for Psychological Science Annual Convention, San Francisco, CA.
- Carter, T. J.**, & Gilovich, T. (2009, February). *Relative Relativity of Material and Experiential Purchases*. Poster presented at the Judgment and Decision-Making Preconference before the Society for Personality and Social Psychology Conference, Tampa Bay, FL.
- Carter, T. J.**, & Gilovich, T. (2008, February). *Comparative difficulty: Choice strategies and invidious comparisons in material and experiential purchases*. Poster presented at the Society for Personality and Social Psychology Conference, Albuquerque, NM.
- Carter, T. J.**, & Dunning, D. (2007, May). *Non-conscious inhibition of threatening concepts: A social-cognitive take on Freudian repression*. Poster presented at the Association for Psychological Science Annual Conference, Washington, DC.
- Rapp, A., Balcetis, E., & **Carter, T. J.** (2007, May). *The red-blue divide: Disgust evokes the fundamental attribution error for Republicans, not Democrats*. Poster presented at the Ohio University Conference on Undergraduate Research, Athens, OH.

Carter, T. J., & Ferguson, M. J. (2007, January). *More power to you: Attractiveness of positions of power after exposure to the American flag*. Poster presented at the Society for Personality and Social Psychology Conference, Memphis, TN.

Carter, T. J., Ferguson, M. J. (2006, January). *Spending for your country: Automatic effects of American nationalism on materialism*. Poster presented at the Society for Personality and Social Psychology Conference, Palm Springs, CA.

COURSES TAUGHT

Colby College

PS111: Introduction to Psychology [team taught] (Fall 2013-Spring 2016)
PS253: Social Psychology (Spring 2014-2016)
PS215: Research Methods and Statistics in Psychology II (Spring 2015-2016)
PS336/337: Seminar and Collaborative Research in Experimental Social Psychology (Fall 2013-2015)

University of Illinois at Chicago

Psych242: Introduction to Research in Psychology (Summer 2012)

Cornell University

Psych103: The Dark Side of Human Nature (Fall 2006)
Psych2800: Introduction to Social Psychology (Summer 2009)

COLLEGE, DEPARTMENT, AND PROFESSIONAL SERVICE

Colby College

Financial Priorities Committee (Fall 2015-Spring 2016)
Course Evaluations Committee (Fall 2015-Spring 2016)
Dismissal Proceedings Committee (Fall 2014-Spring 2016)
Faculty Mumble Coordinator (Fall 2013-Spring 2014)
Goldfarb Center Grant Review (Fall 2014-Spring 2016)
Psychology Department Qualtrics Coordinator (Fall 2013- Spring 2016)
Psychology Department Subject Pool Coordinator (Fall 2013-Spring 2016)

Ad Hoc Reviewer

Basic and Applied Social Psychology
Behavioral and Brain Sciences
Emotion
European Journal of Social Psychology
Journal of Cognitive Psychology
Journal of Economic Psychology
Journal of Experimental Social Psychology
Journal of Experimental Psychology: General
Journal of Personality and Social Psychology
Journal of Positive Psychology
Political Psychology
Psychological Science
Self and Identity
Social Cognition
Social and Personality Psychology Compass

Other Professional Service

Judge for Society for Personality and Social Psychology Graduate Student Poster Award
Reviewer of single-presenter submissions for 2017 meeting of SPSP