

Asia Anna Eaton

Curriculum Vitae

CONTACT INFORMATION

Department of Psychology
University of Chicago
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EDUCATION

Ph.D., Psychology (Anticipated March 2009), University of Chicago, Chicago.

Major area: Social Psychology, Minor area: Statistics

Dissertation: *Prescriptions for persuasion: The relationship between sex role norms and gender differences in attitude strength*

Chair: Penny S. Visser

Certificate in University Teaching (2008), University of Chicago Center for Teaching and Learning.

M.A., Psychology (2005), University of Chicago, Chicago.

Masters Thesis: *Social power and attitude change over the life course*

Chair: Penny S. Visser

B.S., Psychology (2002), Carnegie Mellon University, Pittsburgh.

B.A., Philosophy (2002), Carnegie Mellon University, Pittsburgh.

RESEARCH INTERESTS AND AFFILIATIONS

Research Interests

Power
Attitudes and Persuasion
Gender
Social Roles
Self and Identity

Affiliations

Society for Personality and Social Psychology
American Psychological Association
Midwestern Psychological Association
Association for Psychological Science
Society for the Teaching of Psychology
Society for the Psychology of Women

FELLOWSHIPS AND GRANTS

Social Sciences Visiting Committee Fellowship

Summer 2008-present

This dissertation-year fellowship is awarded to only one student in the Social Sciences every year, and constitutes one of the highest honors given to graduate students at the University of Chicago.

TESS Grant

August 2006

As Principle Investigator, I was awarded a TESS (Time-sharing Experiments for the Social Sciences) grant to study the relationship between power, persuasion, and gender in a large, representative sample of adults. TESS is an NSF-funded infrastructure project that offers researchers opportunities to test their experimental ideas on large, diverse, randomly-selected subject populations.

Doolittle-Harrison Fellowship January 2006-2007
 Awarded by the University of Chicago Office of Graduate Affairs for expenses related to travel, research, and conference attendance.

University Fellowship at the University of Chicago Fall 2003-2007

HONORS AND AWARDS

SPSP Outstanding Research Award Finalist July 2008
 Award finalist for outstanding graduate student research from the Society for Personality and Social Psychology.

University of Chicago Psychology Graduate Student Research Award June 2007
 Award from the Psychology Graduate Student Organization's Travel & Research Committee to support unfunded and under-funded graduate research and travel. Used to fund an independent project on how temporal distance affects object evaluation.

John Dewey Prize Lectureship March 2007
 This highly competitive award for advanced graduate students in the Department of Psychology supports development and presentation of a one-quarter undergraduate course that is relevant to the needs of the department's undergraduate curriculum. The award is intended to provide experience in teaching undergraduate course material that the student may need competence in for future academic employment.

University of Chicago Psychology Graduate Student Travel Award March 2007 & June 2008
 Award from the Psychology Graduate Student Organization's Travel & Research Committee to support unfunded and under-funded graduate research and travel.

TEACHING EXPERIENCE

Instructor

Course: The Social Psychology of Gender and Power (23 students) Fall 2007

Teaching Consultant

Center for Teaching and Learning at the University of Chicago Summer 2008-present

Teaching Assistant

Course: Strategies and Processes of Negotiation (~ 120 students) Spring 2007
 Instructor: Linda Ginzel

Course: Strategies and Processes of Negotiation (~ 120 students) Winter 2007
 Instructor: Linda Ginzel

Course: Fundamentals of Psychology (~ 25 students) Winter 2007
 Instructor: John T. Cacioppo

<u>Course: Introduction to Social Psychology</u> (~ 20 students) Instructor: William M. Goldstein	Fall 2006
<u>Course: Fundamentals of Psychology</u> (~ 25 students) Instructor: John T. Cacioppo	Winter 2006
<u>Course: Introduction to Social Psychology</u> (~ 20 students): Instructor: William M. Goldstein	Fall 2005
<u>Course: Introduction to Social Psychology</u> (~ 20 students) Instructor: John T. Cacioppo	Winter 2005

Guest Lecturer

<u>Course: Fundamentals of Psychology</u> (~ 100 students) Lecture on Personality	Winter 2007
<u>Course: Introduction to Social Psychology</u> (~ 100 students) Lecture on Group Influence	Fall 2006
<u>Course: Introduction to Social Psychology</u> (~ 100 students) Lecture on Group Influence	Fall 2005

Thesis MentoringB.A. Honor Theses

Vakrusheva, J. (2008). <i>The relationship between gender role prescriptions and perceptions of persuadability</i>	September 2007-2008
Peterson, C. (2007). <i>Attitude Strength Stereotypes for Male and Female Managers and Subordinates, across Masculine, Feminine, and Neutral Work Domains</i>	September 2006-2007

M.A. Theses

Power, K. M. (2008). <i>Susceptibility to persuasion: Examining gender differences in attitude strength</i>	September 2007-2008
Kang, M. (2008). <i>Power and persuasion: The impact of gender and message relevance on information processing in high-power individuals</i>	September 2007-2008
Majka, E. A. (2007). <i>The impact of social connectedness on resistance to persuasion</i>	September 2006-2007

Teaching Professional Development

<u>Certificate in University Teaching</u> Requirements for the receipt of this certificate include the completion of a department-specific pedagogy course, a series of five workshops offered at the CTL on issues in teaching, an Individual Teaching Consultation, and the production of a teaching portfolio.	June 2008
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RESEARCH

Publications

Eaton, A. A., Visser, P. S. (2008). The measurement of attitudes. In Lavrakas, P. J. (Ed), *Encyclopedia of Survey Research Methods*, SAGE Publications, Inc.

Eaton, A. A. & Visser, P. S. (2008). Attitude importance: Understanding the causes and consequences of passionately held views. *Social and Personality Psychology Compass*.

Eaton, A. A., Majka, E. A., & Visser, P. S. (in press). The social and contextual bases of attitude strength. *European Review of Social Psychology*.

Manuscripts Under Review

Eaton, A. A. & Peterson, C. (manuscript under review). Gender, Power, and Persuasion: The Presence and Absence of Gender Stereotypes about Persuadability.

Eaton, A. A., Visser, P. S., Krosnick, J. A., & Anand, S. (manuscript under review). Social Power and Attitude Strength over the Life Course.

Manuscripts Invited for Resubmission

Eaton, A. A. & Visser, P. S. (2008). High-power social roles and attitude change. Manuscript in preparation for invited resubmission to the *Journal of Personality and Social Psychology* (JPSP).

Invited Talks

Eaton, A. A. (2008, October). Prescriptions for persuasion: How sex role salience affects attitude strength. *Invited Talk to be given to the Social Sciences Visiting Committee as the 2008-2009 Visiting Committee Fellow*.

Eaton, A. A. (2008, September). Possessing power and resisting persuasion: How high-power role norms affect openness to attitude change. *Invited Talk at Beloit College, Beloit, WI*.

Eaton, A. A. (2008, September). The role & duties of the Teaching Assistant in the Humanities and Social Sciences. *Invited speaker, with an honorarium, at the Center for Teaching and Learning's annual Workshop on Teaching in the College*.

Eaton, A. A. (2007, September). Power and persuasion: Exploring the relationship between social power and resistance to attitude change. *Invited Talk at Bates College, Lewiston, Maine*.

Conference Presentations

Rasinski, K., Eaton, A. A., Yan, T., & Tourangeau, R. (2008, September). Understanding unconscious aspects of respondent survey behavior to improve reporting. *Paper presented at the Seventh International Conference on Social Science Methodology, Naples, Italy.*

Eaton, A. A., & Visser, P. S. (2008, May). How high-power role norms affect resistance to persuasion: A biased-processing account. *Oral Presentation given at the annual meeting of the Midwestern Psychological Association, Chicago, IL.*

Eaton, A. A., & Visser, P. S. (2008, May). Prescriptions for persuasion: How sex role salience affects women's attitude strength. *Poster presented at the annual convention of the Association for Psychological Science, Chicago, IL.*

Eaton, A. A., & Peterson, C. (2008, February). Gender, power, and persuasion: Attitude strength expectations for high and low-power men and women at work. *Poster presented at the annual convention of the Society for Personality and Social Psychology, Albuquerque, New Mexico.*

Majka, E. A., Eaton, A. A., & Visser, P.S. (2008, February). The impact of social rejection on openness to attitude change: The moderating role of self-esteem. *Poster presented at the annual convention of the Society for Personality and Social Psychology, Albuquerque, New Mexico.*

Eaton, A. A. & Visser, P. S. (2007, May). Social power and attitude change over the life course. *Oral Presentation given at the annual meeting of the Midwestern Psychological Association, Chicago, IL.*

Eaton, A. A., & Visser, P. S. (2007, January). The differential impact of social power on resistance to weak and strong persuasive messages. *Poster presented at the annual convention of the Society for Personality and Social Psychology, Memphis, Tennessee.*

Rasinski, K., Bauman, C., & Eaton, A. (2007, January). Effects of semantic priming on judgments about drinking behavior: A test of Weiner's model. *Poster presented at the annual convention of the Society for Personality and Social Psychology, Memphis, Tennessee.*

Eaton, A. A., & Visser, P. S. (2006, May). The effects of social power on susceptibility to attitude change. *Oral Presentation given at the annual meeting of the Midwestern Psychological Association, Chicago, IL.*

Eaton, A. A., & Visser, P. S. (2006, April). The effects of social power on susceptibility to attitude change. *Oral Presentation at PsychFest, an annual graduate student conference between Northwestern University and the University of Chicago, Chicago, IL.*

Eaton, A. A., & Visser, P. S. (2006, January). The effect of priming social power on susceptibility to attitude change. *Poster presented at the annual convention of the Society for Personality and Social Psychology, Palm Springs, California.*

Eaton, A. A., & Visser, P. S. (2005, April). Social power and attitude change across the life course. *Oral Presentation at PsychFest, an annual graduate student conference between Northwestern University and the University of Chicago, Chicago, IL.*

SERVICE

Departmental Service

Invited Graduate Student Speaker for PsiChi Winter 2005, 2006, 2008
Panel speaker at the annual University of Chicago PsiChi career event

Professional Development Committee Member Fall 2006- 2007
Arranges for a variety of speakers from both academic and non-academic fields to present at quarterly Professional Development Workshops aimed at educating psychology graduate students on the academic and professional opportunities available to them.

Graduate Student Mentor September 2005-2007
Meets regularly with younger graduate students to offer personal experience and suggestions on meeting the responsibilities and challenges of graduate school.

Graduate Student Curriculum Committee Representative September 2005-2007
Monitors, administers, and recommends change to graduate and undergraduate curricula. Reviews student petitions relating to course and curriculum issues.

Program Service

SESP Graduate Student Coordinator September 2006-2007
Responsible for co-determining the budget, locations, and format of the 2007 Society for Experimental and Social Psychology (SESP) conference hosted by the University of Chicago. Also in charge of training and coordinating SESP conference staff, designing conference materials, and managing symposium sessions.

National Service

Association for Psychological Science Student Caucus Campus Representative August 2007-present
In charge of coordinating and announcing Association for Psychological Science Student Caucus (APSSC) events and opportunities undergraduate and graduate students at the University of Chicago.

Association for Psychological Science (APS) Graduate Student Mentor January 2008-present

Reviewing Experience

Reviewer for Association for Psychological Science Student Caucus (APSSC) Fall 2006, 2008
Student reviewer for the APSSC Student Grant Competition

Invited Professional Reviewer for Journal of Experimental Social Psychology (JESP) Fall 2006