

January, 2010

CURRICULUM VITAE

Peter M. Gollwitzer

Current position: Professor of Psychology Professor of Psychology
 Social Psychology and Motivation, Chair New York University
 University of Konstanz

Education:

B.A., Universitaet Regensburg, 1973
 M.A., Ruhr-Universitaet Bochum, 1977
 Ph.D., University of Texas, Austin, 1981
 Habilitation, Ludwig-Maximilians-Universitaet Muenchen, 1988

MA-Thesis (Diplomarbeit):

Imaginal associative habits and ethnic stereotypes.
 (Supervisor: P. Schoenbach)

Dissertation:

The social reality of self-symbolizing: Winning completeness through others.
 (Committee: R. A. Wicklund, R. L. Archer, J. Bieri, J. Mabli, D. M. Wegner)

Habilitation:

Motivational versus volitional mind-sets.
 (Committee: H. Heckhausen, K. A. Heller, M. Frese, D. Frey, L. v. Rosenstiel)

Employment History:

Assistant Professor, Department of Psychology, Psychology of Motivation, Ruhr-
 Universitaet Bochum, Bochum, 1982-1983.
 Junior Researcher, Max-Planck-Institute for Psychological Research, Munich,
 1984-1988. Department: Psychology of Motivation.
 Senior Researcher, Max-Planck-Institute for Psychological Research, Munich,
 1989-1992. Department: Intention and Action (Head).
 Professor, Department of Psychology, Social Psychology and Motivation (Chair),
 University of Konstanz, 1993-today.
 Professor, Psychology Department, New York University, 1999-today.

Member:

American Psychological Association; Division 8
 American Psychological Society
 Deutsche Gesellschaft fuer Psychologie (German Psychological Society)
 Eastern Psychological Association
 European Association of Experimental Social Psychology
 Psychonomic Society
 Society of Experimental Social Psychology

Awards and Honors:

Max Planck Research Award, 1990, Max Planck Society (Germany).
 TRANSCOOP Award for International Research Cooperations, 1994, Alexander von Humboldt Foundation (Germany).
 Fellow, Academia Europaea, since 1996.
 Charter Fellow of the American Psychological Society, since 1998.
 Fellow of the American Psychological Association, since 2002.
 Nominee, Classic Contributions to Social Psychology in the 1980s and 1990s, Psychological Inquiry, 2003.
 Award winning supervised and co-supervised dissertations:
 Roman Trötschel, „Den Verlust vor Augen, die Einigung im Sinn. Zur Realisierung prosozialer Verhandlungsziele durch Vorsätze.“ Förderpreis der Stiftung „Wissenschaft und Gesellschaft an der Universität Konstanz“, 2002.
 Faby Gagne, “Mindset and relationship illusions.” Society of Experimental Social Psychology Dissertation Award, 2003
 Thomas L. Webb, “Motivational and volitional aspects of self-regulation.” British Psychological Society, Social Psychology Section Outstanding PhD Award, 2004

Past and Current Research Support:

Max Planck Society, Research Unit “Intention and Action,” 1989-1992.
 TRANSCOOP Award for International Research Cooperations, 1994, Alexander von Humboldt Foundation (Germany).
 German Science Foundation, “The Willful Control of Stereotypes I,” 1994-1996.
 German Science Foundation, “The Willful Control of Stereotypes II,” 1996-1998.
 German Science Foundation, “The Willful Control of Stereotypes III,” 1998-2003.
 German Science Foundation, “Implementation Intentions: Their Impact on Action Control and Mental Control,” 1997-2002.
 German Science Foundation, “Potential Limits to Implementation Intention Effects,” 2005-2008.
 Federal Ministry for Education and Research, "A self-regulation intervention to facilitate rehabilitation in stroke patients" (with Joachim Liepert and Gabriele Oettingen), 2007-2010.

- German Research Foundation, "The Limits of Action Control by Implementation Intentions", 2008-2011.
- German Research Foundation, "A Self-Evaluation Model of Upward Counterfactual Thinking", 2009-2011.
- University of Konstanz Research Fund Award, "Goal Effects on Social Judgments," 1994-1996.
- University of Konstanz Research Fund Award, "Mindset Effects on Social Judgments," 1995-1996.
- University of Konstanz Research Fund Award, "Volition I," 1996-1998.
- University of Konstanz Research Fund Award, "Volition II," 1998-2000.
- University of Konstanz Research Fund Award, "Psychology of Goals," 2000-2002.
- University of Konstanz Research Fund Award, "Flexible Tenacity I," 2002-2004.
- University of Konstanz Research Fund Award, "Flexible Tenacity II," 2004-2006.
- University of Konstanz Research Fund Award, "Goal Striving," 2006-2008.
- University of Konstanz Research Fund Award, "Zielorientiertes Handeln: Vorsätze, Bewusstseinslagen und relevante Aspekte verwandter Forschungsansätze", 2007-2008.
- University of Konstanz Research Fund Award, "Wirksamkeit und Grenzen von Vorsätzen sowie relevante Aspekte verwandter Forschungsansätze", 2009-2010.
- Lion Foundation (with Prof. A. Nadler, Tel Aviv University), "The Role of Social Identity in Personal Identity," 1997-2000.
- Lion Foundation (with Prof. A. Nadler, Tel Aviv University), "Helping Relations as Power Relations," 2001-2002.
- NIH Post-doctoral Fellowship, Dr. H. Grant-Pillow "Individual Differences in Goal Setting and Goal Implementation," Co-Sponsor (with Gabriele Oettingen), 2001-2004.
- NIH, Nonconscious forms of self-regulation, 2003-2005.
- NIH, A Theory-Based Intervention to Change Physician Behavior (with Peter Jensen and Gabriele Oettingen), 2003-2007.
- NIAAA, Mechanisms of Behavior Change Initiation (MOBCI) for Drinking Behavior (with Jon Morgenstern, Gabriele Oettingen, Joy Hirsch), 2009-2012.
- Interdisciplinary Center for Research on Intentions and Intentionality, University of Konstanz, 2000-2005.
- Social Sciences and Humanities Research Council of Canada (SSHRC) Post-doctoral Fellowship, Dr. Anna-Lisa Cohen "Implementation Intentions and Prospective Memory," Sponsor, 2003-2005.
- NSF-Predoctoral Scholarships (3 years each): sponsor for Christie Kawada, 2001, Ken Fujita, 2002, Elizabeth Parks, 2003, and Dan Kirk, 2004.

German Academic Exchange Service Pre-doctoral Fellowship, Aneka Flamm, “Self-Control of Self-Handicapping,” Sponsor, Application and Award in 2005.

Bogue Research Post-doctoral Fellowship, Dr. Sam Gilbert “A Neuroimaging Investigation of Implementation Intentions,” Sponsor, Application and Award in 2005.

German Academic Exchange Service Post-doctoral Fellowship, Dr. Caterina Gawrilow “Action Control in ADHD Children,” Sponsor, Application in 2005, awarded in 2006.

ERP-Scholarship by the German Ministry of Economy and Technology (Post-doctoral Scholarship), Dr. Aneka Flamm “Self-Regulation Interventions to Boost Self-Discipline in School Children,” Sponsor, Application in 2005, awarded in 2006.

German National Academic Foundation, Post-doctoral Fellowship, Dr. Aneka Flamm, Sponsor, Application and Award in 2007.

Leibniz Foundation, Germany, “Self-regulation skills and life success.” (together with Dr. Anja Achtziger), 2007-2009

Federal Ministry for Education and Research (Germany), “A self-regulation intervention to facilitate rehabilitation in stroke patients” (together with Profs. Joachim Liepert and Gabriele Oettingen), 2007-2010.

Professional Activities:

Executive Committee, Division of Social Psychology in the German Psychological Society, 1991-1993.

Interims Dean of the Faculty of Social Sciences, University of Konstanz, 1996-1997.

Associate Editor, Psychologische Rundschau, 1992-1996.

Associate Editor, Zeitschrift fuer Sozialpsychologie, 1997-1999.

Member of the Reviewer Board “Cognition and Action,” German Science Foundation, 1993-1999.

Member of the Steering Committee of the International Society for Self and Identity Research (ISSI), 1997-2000.

Member of the German Psychological Society Committee “Modernizing the Society’s Biennial Conventions,” 1999-2000.

Member of the Heisenberg Committee of the German Science Foundation, 1997-2000.

Member of the Reviewer Board “Implicit vs. Explicit Processes,” German Science Foundation, 2000.

Member of the SESP Dissertation Award Committee, 2000.

Member of the German Psychological Society Dissertation Award Committee “Heinz Heckhausen Research Award,” 2002.

Head, Interdisciplinary Center for Research on Intentions and Intentionality, University of Konstanz, Germany, since 2001.

Chair, Department of Psychology, University of Konstanz, 2001-2003.

Steering Committee, Texas Psychology Alumni Conference and Reunion of The

University of Texas Department of Psychology, 2002-2003.
 Scientific Committee of the 29th International Congress of Psychology 2008, 2005-2008.
 Associate Chair, Psychology Department, New York University, 2004-2007.
 Member of the Board of Trustees of the Foundation “Science and the General Public” at the University of Konstanz, 2007-.

Editorial Boards:

European Journal of Social Psychology
 (1998 - 2002)
Journal of Personality and Social Psychology
 (1994 - 1996) (2000 - 2006)
Personality and Social Psychology Bulletin
 (1990 - 1994)
Zeitschrift fuer Sozialpsychologie
 (1992 - 1998) (2000 - 2005)
Self and Identity
 (1999 - 2006)

Ad hoc reviewer for:

American Psychologist, Applied Cognitive Psychology, Applied Psychology: An International Review, Basic and Applied Social Psychology, Behavioral and Brain Sciences, British Journal of Social Psychology, Canadian Journal of Behavioral Science, Consciousness and Cognition, Current Directions in Psychological Science, Deutsche Forschungsgemeinschaft (German Science Foundation), Diagnostica, Dutch Social Science Research Council, Economic & Social Research Council (UK), Israel Science Foundation, German-Israeli Foundation, Emotion, European Journal of Cognitive Psychology, European Psychologist, European Journal of Social Psychology, Health Psychology, Israel Science Foundation, Journal of Applied Social Psychology, Journal of Behavioral Decision Making, Journal of Business Venturing, Journal of Consulting and Clinical Psychology, Journal of Consumer Behavior, Journal of Consumer Research, Journal of Economics, Journal of Experimental Social Psychology, Journal of Interpersonal Relationships, Journal of Occupational and Organizational Psychology, Journal of Personality, Journal of Personality and Social Psychology, Journal of Sport & Exercise Psychology, Motivation and Emotion, National Science Foundation, National Institute of Health, National Institute for Occupational Safety and Health, International Journal of Behavioral Development, International Journal of Sports Psychology, Personal Relationships, Personality and Social Psychology Bulletin, Personality and Social Psychology Review, Psychological Science, Psychological Review, Psychologische Rundschau, Psychology and Aging, Psychology and Health, Psychonomic Bulletin and Review, Rationality and Society, Science, Self and Identity, Schweizerischer Nationalfond (Swiss Science Foundation), Social Cognition, Social Science & Medicine, Social Psychology, Zeitschrift fuer experimentelle und angewandte Psychologie, Zeitschrift fuer Klinische Psychologie, Zeitschrift fuer Paedagogische Psychologie, Zeitschrift fuer Psychologie, Zeitschrift fuer Sozialpsychologie.

Teaching Experience:

Teaching Assistant, University of Texas at Austin, 1977-1979

Ruhr-Universitaet Bochum, 1982-1985

Einfuehrung in die Organisationspsychologie (Organizational Psychology)
 Prosoziale Motivation (Social Motivation)
 Emotion und Kognition (Emotion and Kognition)
 Einfuehrung in die Motivationspsychologie (Psychology of Motivation)
 Einfuehrung in die Entwicklungspsychologie (Developmental Psychology)
 Experimentelles Praktikum (Experimental Research Methodologies)
 Psychologie des Selbst (Self and Identity)

Ludwig-Maximilians-Universitaet Munich, 1986-1993

Psychologie des Selbst: Motivationale Aspekte (Self and Motivation)
 Wiederentdecken des Wollens (Volition)
 Experimentelle Willenspsychologie (Experimental Analysis of Volition)
 Das Unbewusste in der Psychologie der Gegenwart (Automaticity)
 Zielsetzung und -realisierung in sozialen Systemen (Goal setting and goal
 implementation)
 Handlungsinitiierung (Action initiation)
 Denken und Entscheiden (Thinking and Deciding)
 Psychologische Grundlagenforschung: Ihre Bedeutung fuer die Loesung
 individueller, interpersoneller und gesellschaftlicher Probleme (The
 Importance of Basic Research for Applied Psychology)
 Automatische Prozesse beim Denken, Fuehlen und Handeln (Automatic
 Processes in Cognition, Affect and Behavior)
 Soziale Motivation (Social Motivation)
 Angewandte Aspekte der Motivationspsychologie (Applied Psychology of
 Motivation)
 Volition: Das Realisieren von Zielen (The Pursuit of Goals)
 Soziale Vergleichsprozesse (Social Comparison)

University of Konstanz, 1993-today

Social Psychology I and II (lecture)
 Selbst und Identitaet (Self and Identity; advanced seminar)
 Arbeitsmotivation (Work Motivation; advanced seminar)
 Die angewandte Bedeutung von Grundlagenforschung (The Importance of
 Basic Research for Applied Psychology; advanced seminar)
 Mentale Kontrolle sozialen Denkens, Fuehlens und Handelns (Mental Control;
 advanced seminar)
 Psychologie des Zielstrebens (Goal Effects on Cognition and Action; advanced
 seminar)
 Motivation und Handeln (Motivation and Action; advanced seminar)
 Psychologie des Handelns (Psychology of Action; advanced seminar)

Motivation und Volition (Motivation and Volition; advanced seminar)
 Research Skills in Social Psychology (advanced seminar)

New York University, 1999-today

Motivation and Volition (advanced undergraduate level seminar)
 Self and Identity (graduate level and advanced undergraduate level seminars)
 Social Psychology (lecture)
 Self-regulation (graduate level seminar)

Organized Symposia and Conferences:

- Symposium “The function of symbols for the individual and society” at the Annual Meeting of the Eastern Psychological Association, New York, 1986.
 Interdisciplinary Conference on “Wille und Handlung” at Ringberg Castle, Tegernsee, 1986.
 Symposium “Intentionale Selbstentwicklung” at the Biennial Convention of the German Psychological Society, Berlin, 1988.
 Symposium “Volition: Das Realisieren von Zielen” at the Biennial Convention of the German Psychological Society, Trier, 1992.
 International Conference “Motivation and Action” at Ringberg Castle, Tegernsee, 1993.
 Symposium “Thinking about the Future and the Past” at the Joint Meeting of the European Association of Experimental Social Psychology and the Society of Experimental Social Psychology, Washington, D.C., 1995.
 Symposium “Das Rubikonmodell der Handlungsphasen: 10 Jahre danach” at the Biennial Convention of the German Psychological Society, Munich, 1996.
 Graduate students’ workshop of the State of Baden-Wuerttemberg, Konstanz, 1996 and 1998.
 Biennial Meeting of the Division of Social Psychology in the German Psychological Society (with M. Brauer and M. Brendl), Konstanz, 1997.
 Symposium entitled “Environmental versus Self-Control of Action” at the Biennial Meeting of the Division of Social Psychology in the German Psychological Society, Konstanz, 1997.
 Interdisciplinary Symposium entitled “Intentions and Intentionality” at the University of Konstanz, Konstanz, 2000.
 Conference “Motivation Science: The Psychology of Goals” at the Center for Research on Intentions and Intentionality, University of Konstanz, 2001.
 Symposium entitled “Vorsatzliche Handlungskontrolle” (Action control via implementation intentions) at the Biennial Meeting of the Division of Social Psychology in the German Psychological Society (with Ute Bayer), Wuerzburg, 2001.
 Symposium entitled “Willenshandlungen: Untersuchungen zur Natur und Kultur des Wollens (Volition: Biological and cultural determinants)” at the Max-Planck-Institute for Psychological Research, Munich, Germany, 2003.
 Symposium entitled “Aktuelle Entwicklungen in der Vorsatzforschung” (Recent developments in research on implementation intentions) at the 46th Conference of Experimental Psychologists (with Anja Achtziger), Giessen, 2004.

Discussant:

- Session on “Theory” at the 2nd International Conference on Prospective Memory, Zürich, Switzerland, 2005.
- Session on “Thinking about the future: Positive and negative effects on consumer judgment and well-being” at the Conference of the Association of Consumer Research, San Antonio, 2005.
- Concluding Discussion, Summer School “Self-regulation” at the University of Konstanz, Freudental, Germany, 2007.

Invited Colloquia:

Columbia University (Psychology Department), Columbia University (Center for the Decision Sciences), Columbia University (Department of Psychiatry), Freie Universitaet Amsterdam, Humboldt Universitaet Berlin, Max-Planck-Institut fuer Bildungsforschung Berlin, Max-Planck-Institut fuer psychologische Forschung Muenchen, National Institute of Neurological Disorders and Stroke (Cognitive Neuroscience Section), New York University, Princeton University, Ruhr-Universitaet Bochum, TU Berlin, Universiteit van Amsterdam, Universitaet Bonn, Universitaet Basel, Universitaet Bern, Universitaet Bielefeld, Universitaet Braunschweig, University of Chicago (Graduate Business School), University of Denver, Universitaet Dortmund, Universitaet Dresden, Université de Genève, Universitaet Erlangen, Universitaet Goettingen, Universitaet Hamburg, Universitaet Heidelberg, Universitaet Kiel, Universitaet Konstanz, Universitaet Mannheim, Universitaet Marburg, University of Massachusetts (Amherst), University of Michigan (Ann Arbor), University of Minnesota (Minneapolis), Universitaet Muenster, Universitaet Osnabrueck, University of Pennsylvania (Wharton Business School), Universitaet Potsdam, Universitaet Salzburg, University of Texas at Austin, Universitaet Tuebingen, Vanderbilt University (Nashville), University of Waterloo (Waterloo, Canada), University of Western Ontario (London, Canada), Universitaet Wuerzburg, Universitaet Zuerich, Yale University (Psychology Department), Yale University (School of Management).

Invited Workshops:

- “Goals, implementation intentions, and action control.” Two-day workshop with graduate students and young faculty in social psychology and health psychology in the Netherlands. Utrecht University, The Netherlands, 2002.
- “Action control by if-then planning.” One-day workshop at the Cognitive Neuroscience Section (Prof. J. Grafman), National Institute of Neurological Disorders and Stroke, Bethesda, Maryland, 2005.
- “Doing what you want.” One-day workshop at the Zentrum für Weiterbildung at University of Zürich, 2007.

Invited Addresses, Lectures, Talks, and Symposia:

- “Research on volition.” Invited Address at the Third Workshop on Achievement and Task Motivation, Bochum, 1989.
- “Environmental control of action.” Invited Lecture at the Nebraska Symposium on Motivation, Lincoln, Nebraska, 1992.
- “Goals, intentions, and behavior.” Invited Lecture at the Annual meeting of the Kurt Lewin Institute, Amsterdam, 1995.
- “The psychology of action.” Invited Lecture at the The Langfeld Colloquium Series in Social Psychology, Princeton, 1996.
- “Self-regulation by delegation of control to the environment.” Invited Symposium at the APS Pre-conference of the Society of Personality and Social Psychology, Washington.
- “The history of the concept of goals.” Keynote Address at the Fifth European Congress of Psychology, Dublin, 1997.
- “How goals and plans affect cognition and action.” Invited European Speaker at the BPS Social Psychology Section Annual Conference, Brighton, England, 1997.
- “Motivation and volition.” Invited Lecture at the J. Nuttin Colloquium Series, Leuven, Belgium, 1998.
- “Strategic automaticity in action.” Invited Address at the J. Nuttin Colloquium Series, Leuven, Belgium, 1998.
- “Implementation intentions: The volitional automation of goal pursuit.” Invited Address at the Annual Convention of the American Psychological Association, Boston, 1999.
- “Persecucion efectiva de metas: Efectos fuertes sobre planes sencillos. (Effective goal pursuit: The beneficial effects of simple plans.)” Invited Address at the VIII Congreso Mexicano De Psicologia Social, Guadalajara, Mexico, 2000.
- “Goals: Emergence and effects.” Invited Symposium at the 10th Annual Conference of the European Society of Philosophy and Psychology, Fribourgh, Switzerland, 2001.
- “The emergence and implementation of health goals.” Invited Address at the Conference of the European Health Psychology Society and the British Psychological Society, St. Andrews, Scotland, 2001.
- “Instructing patients to perform health-promoting and disease-preventing behaviors: A motivational-volitional perspective.” Invited Lecture at the 2002 Conference of the Center on Aging and Cognition: Health, Education, and Training (CACHET), St. Pete Beach, Florida, 2002.
- “Goal setting and goal striving.” Invited Address at the 8th Workshop on Achievement and Task Motivation, Moscow, Russia, 2002.
- “Plans and strategies: Their role in achievement motivation.” Invited Lecture at the Motivation Science Conference, Columbia University, New York, 2003.
- “If-then plans and the intentional control of thoughts, feelings, and action.” Invited Lecture at the Conference on Disorders of Volition, Volkswagen Stiftung and Max Planck Society, Bad Irsee, Germany, 2003.
- “The pursuit of health goals.” Invited Address at the Fifth Conference on Psychology and Health. Rolduc, Kerkrade, Netherlands, 2004.
- “The psychology of goals.” State-of-the-Art Address at the 28th International Congress of Psychology, Beijing, China, 2004.

- “Automaticity in goal pursuit.” Invited talk at the 21st Hamburg Symposium on the Methodology of Social Psychology on “Evolutionary social psychology and automatic processes,” Hamburg, Germany, 2005.
- “Controlling stereotypes and prejudice by implementation intentions.” (with Anja Achtziger) Invited talk at the Small Group Meeting on “Self-regulation and Intergroup Phenomena” of the European Association of Experimental Social Psychology, Jena, Germany, 2005.
- “Flexible tenacity in goal pursuit.” Invited Address at the 37th Annual Meeting of the German Sports Psychology Association, Freiburg, Germany, 2005.
- “Rigidity/flexibility in planned goal pursuit.” Keynote Lecture at the 26th International Congress of Applied Psychology, Athens, Greece, 2006.
- “Implementation plans enhance prospective memory.” Talk at the Invited Symposium “Prospective memory” at the 19th Annual Convention of the Association for Psychological Science, Washington, USA, 2007.
- “Automaticity in goal pursuit.” Invited Lecture at the Summer School “Self-regulation” at the University of Konstanz, Freudental, Germany, 2007.
- “Self-regulation through planning.” Invited talk at the Self & Identity Pre-Conference at the Annual Meeting of the Society of Experimental Social Psychology, Chicago, 2007.
- “The power of planning.” Invited Lecture at the D. O. Hebb Lecture Series at McGill University, Montreal, Canada, 2008.
- “Planned action.” Invited Talk at the Purdue Symposium on Psychological Sciences: Behavior in Social Psychological Theory and Research. West Lafayette, 2008.
- “Non-cognitive skills and the limits of intentionality.” Keynote Lecture at the Inaugural Conference on Non-Cognitive Skills: Acquisition and Economic Consequences, Leibniz-Network, Centre for European Economic Research (ZEW), Mannheim, Germany, 2008.
- “New directions in studying nonconscious goal pursuit: Transitions between conscious and nonconscious action control.” (with E. J. Parks-Stamm & G. Oettingen) Invited Talk at the Consciousness, Agency, and the Will Interdisciplinary Conference, University of Edinburgh, UK, 2008.

Research Interests:

(1) Psychology of Action

- Deliberation, implementation, action, and evaluation mindsets: Information processing at different phases of goal pursuit.
- Goal intentions versus implementation intentions: Differential effects on cognition, affect, and behavior.
- Differences in conscious vs. non-conscious goal pursuit.
- The willful control of unwanted automatic thoughts, feelings, and actions.
- Emotional states of mind: Effects on action control.
- Affective consequences of goal implementation: The speed of goal pursuit.
- Action control in clinical groups.
- Action control interventions with a focus on promoting health behaviors.
- Flexibility/rigidity in goal pursuit.
- Goal pursuit under adverse contextual influences such as stress.

(2) Self and Identity

- Symbolic self-completion: Various forms of self-symbolizing as a consequence of self-definitional incompleteness.
- Social reality of self-symbolizing: Effects of public recognition of self-definitional symbols
- Social interaction: Interpersonal insensitivity as a consequence of self-symbolizing.
- Intentions as symbols: Negative effects on action initiation.
- Identity conflicts: Motivational versus volitional crises.
- The willful pursuit of identity: A life-span perspective.