# SAM J. MAGLIO

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Department of Management

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## ACADEMIC POSITIONS

Associate Professor, University of Toronto Scarborough & Rotman School of Management, Marketing & Psychology (affiliated), 2018 – present

Assistant Professor, University of Toronto Scarborough & Rotman School of Management, Marketing & Psychology (affiliated), 2012 – 2018

## EDUCATION

New York University, Ph.D., Social Psychology, Quantitative Methodology, 2007 – 2012

Cornell University, Lab manager, Human Development, 2006 – 2007

Stanford University, Lab manager, Psychology, 2005 – 2006

Stanford University, B.A., honors, Psychology, English, 2001 – 2005

## AWARDS, FELLOWSHIPS, & GRANTS

Management Department Research Award, University of Toronto Scarborough, 2020

SSHRC Insight Grant ($97,1000), 2020

Dean’s Merit Award, University of Toronto Scarborough, 2018

Desautels Centre for Integrative Thinking Grant ($19,100), 2017

SSHRC Insight Development Grant ($57,900), 2016

SIG Program Grant, University of Toronto Scarborough ($1,000), 2016

SIG Program Grant, University of Toronto Scarborough ($3,991), 2014

Connaught New Researcher Award, University of Toronto ($50,000), 2014

SIG Program Grant, University of Toronto Scarborough ($4,000), 2013

Stewart W. Cook Award, New York University, 2013

SIG Program Grant, University of Toronto Scarborough ($4,243), 2012

VPR Research Competitiveness Fund, University of Toronto Scarborough ($9,080), 2012

Katzell Research Fellowship, New York University, 2011

Engberg Fellowship, New York University, 2007

## PUBLICATIONS

Tonietto, G. N., VanEpps, E. M., Malkoc, S. A., & Maglio, S. J. (in press). Time will fly during future fun (but drag until then). *Journal of Consumer Psychology*.

Kim, A. & Maglio, S. J. (in press). Text is gendered: The role of letter case. *Marketing Letters*.

Maglio, S. J. & Hershfield, H. E. (in press). Pleas for patience from the cumulative future self. *Behavioral and Brain Sciences*.

Maglio, S. J. (2020). Psychological distance in consumer psychology: Consequences and antecedents. *Consumer Psychology Review*, *3* (1), 108-125.

Maglio, S. J. (2020). An agenda for psychological distance apart from construal level. *Social and Personality Psychology Compass*, *14* (8).

Maglio, S. J. & Reich, T. (2020). Choice protection for feeling-focused decisions. *Journal of Experimental Psychology: General*, *149* (9), 1704-1718.

Spiller, S. A., Reinholtz, N. S., & Maglio, S. J. (2020). Judgments based on stocks and flows: Different presentations of the same data can lead to opposing inferences. *Management Science*, *66* (5), 2213-2231.

Hershfield, H. E. & Maglio, S. J. (2020). When does the present end and the future begin? *Journal of Experimental Psychology: General*, *149* (4), 701-718.

Reich, T. & Maglio, S. J. (2020). Featuring mistakes: The persuasive impact of purchase mistakes in online reviews. *Journal of Marketing*, *84* (1), 52-65.

Maglio, S. J., Wong, O., Rabaglia, C. D., Polman, E., Reich, T., Huang, J. Y., Hershfield, H. E., & Lane, S. P. (2020). Perceptions of collaborations: How many cooks seem to spoil the broth? *Social Psychological and Personality Science*, *11* (2), 236-243.

Chan, E. Y. & Maglio, S. J. (2020). The voice of cognition: Active and passive voice influence distance and construal. *Personality and Social Psychology Bulletin*, *46* (4), 547-558.

Maglio, S. J., & Reich, T. (2019). Feeling certain: Gut choice, the true self, and attitude certainty. *Emotion*, *19* (5), 876-888.

Maglio, S. J. & Trope, Y. (2019). Temporal orientation. *Current Opinion in Psychology*, *26*, 62-66.

Chan, E. Y. & Maglio, S. J. (2019). Coffee cues elevate arousal and reduce level of construal. *Consciousness & Cognition*, *70*, 57-69.

Kaju, A. & Maglio, S. J. (2018). Urgently yours: Temporal communication norms and psychological distance. *Journal of Consumer Psychology*, *28* (4), 665-672.

Kim, A. & Maglio, S. J. (2018). Vanishing time in the pursuit of happiness. *Psychonomic Bulletin & Review*, *25* (4), 1337-1342.

Hu, J. & Maglio, S. J. (2018). When soon feels far and later looms imminent: Decoupling absolute and relative timing estimates. *Journal of Experimental Social Psychology*, *76*, 169-174.

Maglio, S. J. & Feder, M. A. (2017). The making of social experience from the sounds in names. *Social Cognition*, *35* (6), 663-674.

Polman, E. & Maglio, S. J. (2017). Mere gifting: Liking a gift more because it is shared. *Personality and Social Psychology Bulletin*, *43* (11), 1582-1594.

Maglio, S. J. & Kwok, C. Y. N. (2016). Anticipating ambiguity prolongs the present: Evidence of a return trip effect. *Journal of Experimental Psychology: General*, *145* (11), 1415-1419.

Maglio, S. J. & Polman, E. (2016). Revising probably estimates: Why increasing likelihood means increasing impact. *Journal of Personality and Social Psychology*, *111* (2), 141-158.

Rabaglia, C. D., Maglio, S. J., Krehm, M., Seok, J., & Trope, Y. (2016). The sound of distance. *Cognition*, *152*, 141-149.

Maglio, S. J., Trope, Y., & Liberman, N. (2015). From time perspective to psychological distance (and back). In N. Fieulaine, M. Stolarski, & W. Van Beek (Eds.), *Handbook of time perspective* (pp. 143-154). Springer.

Maglio, S. J. & Polman, E. (2014). Spatial orientation shrinks and expands psychological distance. *Psychological Science*, *25* (7), 1345-1352.

Maglio, S. J., Rabaglia, C. D., Feder, M. A., Krehm, M., & Trope, Y. (2014). Vowel sounds in names affect mental construal and shift preferences for targets. *Journal of Experimental Psychology: General*, *143* (3), 1082-1096.

Maglio, S. J., Gollwitzer, P. M., & Oettingen, G. (2014). Emotion and control in the planning of goals. *Motivation and Emotion*, *38* (5), 620-634.

Maglio, S. J., Trope, Y., & Liberman, N. (2013). The common currency of psychological distance. *Current Directions in Psychological Science*, *22* (4), 278-282.

Maglio, S. J., Trope, Y., & Liberman, N. (2013). Distance from a distance: Psychological distance reduces sensitivity to any further psychological distance. *Journal of Experimental Psychology: General*, *142* (3), 644-657.

Maglio, S. J., Gollwitzer, P. M., & Oettingen, G. (2013). Action control by implementation intentions: The role of discrete emotions. In T. Vierkant, J. Kiverstein, & A. Clark (Eds.), *Decomposing the will* (pp. 221-243). Oxford: Oxford University Press.

Maglio, S. J. & Trope, Y. (2012). Disembodiment: Abstract construal attenuates the influence of contextual bodily state in judgment. *Journal of Experimental Psychology: General*, *141* (2), 211-216.

Maglio, S. J. & Trope, Y. (2011). Scale and construal: How larger measurement units shrink length estimates and expand mental horizons. *Psychonomic Bulletin & Review*, *18* (1), 165-170.

Mikels, J. A., Maglio, S. J., Reed, A. E., & Kaplowitz, L. J. (2011). Should I go with my gut? Investigating the benefits of emotion-focused decision making strategies. *Emotion*, *11* (4), 743-753.

Kappes, H. B., Oettingen, G., Mayer, D., & Maglio, S. J. (2011). Sad mood and self-initiated mental contrasting of future and reality. *Emotion*, *11* (5), 1206-1222.

Mikels, J. A., Löckenhoff, C. E., Maglio, S. J., Goldstein, M. K., & Garber, A., & Carstensen, L. L. (2010). Following your heart or your head: Focusing on emotions versus information differentially influences the decisions of younger and older adults. *Journal of Experimental Psychology: Applied, 16* (1), 87-95.

Mikels, J. A., Fredrickson, B. L., Larkin, G. R., Lindberg, C. M., Maglio, S. J., & Reuter-Lorenz, P. A. (2005). Emotional category data on images from the International Affective Picture System. *Behavior Research Methods, 37* (4), 626-630.

## SYMPOSIUM ORGANIZATION

Maglio, S. J. & Polman, E. (2016). *The origins and consequences of magnitude estimation*. Symposium presented at the Association for Psychological Science Conference, Chicago, IL.

Kappes, H. B. & Maglio, S. J. (2013). *How to enhance value and motivate action: New (counterintuitive) perspectives.* Symposium presented at the Association for Consumer Research Conference, Chicago, IL.

Chan, S. & Maglio, S. J. (2012). *Back to the future: New directions in temporal framing for consumer judgments*. Symposium presented at the Society for Consumer Psychology Conference, Las Vegas, NV.

## CONFERENCE PAPERS

Tonietto, G., Malkoc, S. A., & Maglio, S. J. (2021). *Gained time is expanded*. Paper presented at the Society for Consumer Psychology Conference, Virtual Meeting.

Christensen, K., Hershfield, H., & Maglio, S. J. (2019). *Back to the present: How direction of mental time travel affects thoughts and behaviors*. Paper presented at the Association for Consumer Research Conference, Atlanta, GA.

Maglio, S. J. (2019). *Perceptions of collaborations: How many cooks seem to spoil the broth?* Paper presented at the Association for Consumer Research Conference, Atlanta, GA.

Maglio, S. J. & Reich, T. (2018). *Strength in feelings: Gut choice, the true self, and attitude certainty*. Paper presented within the symposium *Illusions of diagnosticity*, at the Society for Personality and Social Psychology Conference, Atlanta, GA.

Hu, J. & Maglio, S. J. (2018). *A prompt 3 months but a prolonged 3 days: Documenting a reversal for objective and subjective time*. Paper presented within the symposium *Unearthing new biases in decision-making: Evaluations gone bad*, at the Society for Consumer Psychology Conference, Dallas, TX.

Hu, J. & Maglio, S. J. (2017). *When soon feels far and later looms imminent: Decoupling objective and subjective time*. Paper presented at the Society for Judgment and Decision Making Conference, Vancouver, BC.

Polman, E. & Maglio, S. J. (2017). *What happens after a nudge? A 9-month longitudinal field study on the difference between choosing an option and how long people consume/own it*. Paper presented at the Society for Judgment and Decision Making Conference, Vancouver, BC.

Kaju, A. & Maglio, S. J. (2017). *R U close? Txt me: Psychological distance, urgency, and message format*. Paper presented at the Association for Consumer Research Conference, San Diego, CA.

Maglio, S. J., Polman, E., & Kaju, A. (2017). *The double-edged sword of social closeness in gift retention*. Paper presented at the Association for Consumer Research Conference, San Diego, CA.

Maglio, S. J. & Reich, T. (2017). *Seeing the self in choices: How intuition creates attitude certainty*. Paper presented within the symposium *Illusions of diagnosticity*, at the Association for Consumer Research Conference, San Diego, CA.

Maglio, S. J. & Reich, T. (2017). *Strength in feelings: Gut choice, the true self, and attitude certainty*. Paper presented within the symposium *Intuitive advantage: When intuition outperforms deliberation*, at the Society for Experimental Social Psychology Conference, Boston, MA.

Kaju, A. & Maglio, S. J., Polman, E. (2017). *Stranger today, friend tomorrow: Social momentum as reflected in gifting*. Paper presented within the symposium *Recent breakthroughs in the study of psychological momentum*, at the Association for Psychological Science Conference, Boston, MA.

Hershfield, H. E. & Maglio, S. J. (2017). *When does the present end and the future start?* Paper presented at the Southern Ontario Behavioural Decision Research Conference, Kingston, ON.

Kaju, A., Maglio, S. J. & Polman, E. (2017). *The double-edged sword of social closeness in gift retention*. Paper presented at the BBCRST (Binghamton-Buffalo-Cornell-Rochester-Syracuse-Toronto) Conference, Syracuse, NY.

Kaju, A. & Maglio, S. J. (2017). *R U close? Txt me: Communication format and psychological distance*. Paper presented at the Society for Consumer Psychology Conference, San Francisco, CA.

Maglio, S. J. & Reich, T. (2017). *Intuitive choice begets resilient consumer attitudes*. Paper presented at the Society for Consumer Psychology Conference, San Francisco, CA.

Maglio, S. J. & Kwok, C. Y. N. (2016). *Ambiguity aversion drives the return trip effect*. Paper presented at the Society for Judgment and Decision Making Conference, Boston, MA.

Spiller, S. A., Reinholtz, N. S., & Maglio, S. J. (2016). *Judgments based on stocks and flows: Different presentations of the same data can lead to opposing inferences*. Paper presented at the Association for Consumer Research Conference, Berlin, Germany.

Maglio, S. J. (2016). Vowel sounds, mental construal, and psychological distance: Putting the ‘ee’ in trees and the ‘o’ in forest. Paper presented within the symposium Recent advances in connecting language to meaning – Sound symbolism and embodied language, at the Deutsche Gesellschaft für Psychologie Conference, Leipzig, Germany.

Hu, J. & Maglio, S. J. (2016). Construal level and temporal distance: Revisiting this relationship using subjective time format and exploring why. Paper presented at the Academy of Management Conference, Anaheim, CA.

Polman, E. & Maglio, S. J. (2016). Better gifting through ‘companionizing’: Shaping a shared identity with gift-recipients. Paper presented at the Society for Consumer Psychology Boutique Conference on Identity and Consumption, Chicago, IL.

Maglio, S. J. & Polman, E. (2016). Revising risk estimates. Paper presented at the Behavioural Decision Research in Management Conference, Toronto, ON.

Maglio, S. J. (2016). The sound of distance. Paper presented within the symposium The origins and consequences of magnitude estimation, at the Association for Psychological Science Conference, Chicago, IL.

Spiller, S. A., Reinholtz, N. S., & Maglio, S. J. (2016). Judgments based on stocks and flows: Different presentations of the same data can lead to opposing inferences. Paper presented at the Society for Consumer Psychology Conference, St. Pete Beach, FL.

Polman, E. & Maglio, S. J. (2016). Better gifting through ‘companionizing’: How to improve gifts and create stronger bonds with gift-recipients. Paper presented at the Society for Consumer Psychology Conference, St. Pete Beach, FL.

Polman, E. & Maglio, S. J. (2015). Ensouling gifts with closeness. Paper presented at the Association for Consumer Research Conference, New Orleans, LA.

Maglio, S. J. & Polman, E. (2015). Probability revisions, psychological closeness, and environmental action. Paper presented within the symposium Psychological Dimensions of “Green” Decision Making, at the American Psychological Association Conference, Toronto, ON.

Maglio, S. J. & Polman, E. (2015). Revising probability estimates. Paper presented within the symposium Start Now or Wait Until Later? Future Mental Time Travel and Motivational Consequences, at the Association for Psychological Science Conference, New York, NY.

Maglio, S. J. & Polman, E. (2015). Revising probability estimates. Paper presented at the BBCRST (Binghamton-Buffalo-Cornell-Rochester-Syracuse-Toronto) Conference, Ithaca, NY.

Maglio, S. J. (2015). Dynamics of distance. Paper presented at the Construal Level Theory Post-conference to the Society for Personality and Social Psychology Conference, Long Beach, CA.

Maglio, S. J. & Polman, E. (2015). Spatial orientation shrinks and expands psychological distance. Paper presented at the Mental Simulation Pre-conference to the Society for Personality and Social Psychology Conference, Long Beach, CA.

Maglio, S. J. & Polman, E. (2014). Making choices en route: How orientation through space changes subjective closeness. Paper presented at the Association for Consumer Research Conference, Baltimore, MD.

Maglio, S. J. & Chan, E. (2014). Coffee, tea, and caffeinated cognition. Paper presented at the Association for Consumer Research Conference, Baltimore, MD.

Maglio, S. J. & Hershfield, H. E. (2014). When does the future start? Paper presented at the Society for Personality and Social Psychology Conference, Austin, TX.

Maglio, S. J. (2013). Implementing intuitive decisions. Paper presented at the Association for Consumer Research Conference, Chicago, IL.

Maglio, S. J. & Trope, Y. (2012). A future fly on a future wall: Temporal framing moderates embodiment effects. Paper presented at the Society for Consumer Psychology Conference, Las Vegas, NV.

Maglio, S. J. & Trope, Y. (2011). Disembodiment: Abstract construal attenuates the influence of contextual bodily state in judgment. Paper presented at the Society for Judgment and Decision Making Conference, Seattle, WA.

Maglio, S. J., Rabaglia, C. D., Krehm, M., Feder, M., & Trope, Y. (2011). Vowel sounds shape level of mental construal: Putting the ee in trees and the o in forest. Paper presented at the Association for Consumer Research Conference, St. Louis, MO.

Maglio, S. J., Popal, A., & Trope, Y. (2011). Disembodiment: Abstract construal attenuates the influence of proprioceptive feedback. Paper presented at the Four-College Graduate Student Conference, Columbia University, New York, NY.

Trope, Y., Liberman, N., & Maglio, S. J. (2011). Distance at a distance: Perspective-dependent effects common to different psychological distances. Paper presented within the symposium Time and the Mind, at the Society for Personality and Social Psychology Conference, San Antonio, TX.

Maglio, S. J., & Trope, Y. (2010). Distance at a distance: Perspective-dependent effects common to different psychological distances. Paper presented at the Society for Judgment and Decision Making Conference, St. Louis, MO.

Maglio, S. J., & Trope, Y. (2010). Scale and construal: How larger measurement units shrink length estimates and expand mental horizons. Paper presented at the Association for Consumer Research Conference, Jacksonville, FL.

Maglio, S. J., & Trope, Y. (2010). The scale effect: How larger measurement units shrink size estimates and expand mental horizons. Paper presented at the Yale Whitebox Advisors Graduate Student Conference, New Haven, CT.

Maglio, S. J., Gollwitzer, P.M., & Oettingen, G. (2010). The emotion as mindset hypothesis: Anger and sadness differentially affect the planning of goals. Paper presented at the Four-College Graduate Student Conference, New York University, New York, NY.

Mikels, J. A., Löckenhoff, C., Maglio, S. J., Goldstein, M., Garber, A., & Carstensen, L. L. (2006). Going with your gut feeling? Age differences in the affective versus cognitive processing of healthcare information. Paper presented within the symposium Emotion and Cognition, at the Cognitive Aging Conference, Atlanta, GA.

## INVITED TALKS

University of Wisconsin-Madison School of Business, Management Department, February 2020

University of Wisconsin-Madison, Psychology Department, January 2020

University of Wisconsin-Madison School of Business, Marketing Department, November 2019

University of Toronto, Academy of Well-Being, March 2019

University of Toronto, Alumni Association, February 2019

The Ohio State University, Fisher College of Business, Marketing Department, February 2019

Wilfrid Laurier University, Psychology Department, October 2015

Stony Brook University, College of Business, Marketing Department, May 2015

University of Toronto, Rotman School of Management, OBHRM Department, February 2014

The Ohio State University, Psychology Department, October 2013

Peeps Magazine Forum, Toronto, Ontario, March 2013

Columbia University, Psychology Department, January 2012

Stanford University, Graduate School of Business, Marketing Department, November 2011

University of Toronto, Rotman School of Management, Marketing Department, October 2011

University of Cincinnati, Lindner College of Business, Marketing Department, September 2011

## TEACHING EXPERIENCE

Instructor, Management RSM 3051, Consumer Behaviour, Rotman School of Management, University of Toronto, Fall 2015 & 2016

Instructor, Management MGM A01, Principles of Marketing, Department of Management, University of Toronto Scarborough, Winter 2013-2018, Fall 2020

Instructor, Management MGM D02, Judgment and Decision Making, Department of Management, University of Toronto Scarborough, Winter 2014-2018, Fall 2018-2020, Summer 2021

Instructor, Management MGM D11, Special Topics in Marketing, Department of Management, University of Toronto Scarborough, Winter 2015-2018, Fall 2018-2020

Instructor, Psychology PSY C90/D98, Supervised Study, Department of Psychology, University of Toronto Scarborough, 2014-2018

Teaching assistant, Marketing C55 0065, Decision-Making Strategy in Marketing & Management, Stern School of Business, New York University, Spring 2011

Teaching assistant, Psychology G89 2239, Graduate Level ANOVA, Department of Psychology, New York University, Spring 2009 & 2010

Teaching assistant, Psychology V89 0032, Social Psychology, Department of Psychology, New York University, Spring 2008

Research Instructor, Human Development 4220, Research in Emotion and Cognition Practicum, Department of Human Development, Cornell University, 2006-2007

Teaching assistant, Human Development 4180, Aging: Contemporary Issues, Department of Human Development, Cornell University, Spring 2007

Teaching assistant, Human Development 2610, The Development of Social Behavior, Department of Human Development, Cornell University, Fall 2006

## MENTORING

### Graduate research supervision:

Alex Kaju, Ph.D. in Marketing, 2019

### Undergraduate research supervision:

Odelia Wong, B.A. with honors in Psychology, 2018

Nishita Agrawal, B.B.A. in Management, 2016

 *Winner, University of Toronto Excellence Award Grant*

Cherrie Kwok, B.A. in Psychology, 2016

 *Winner, University of Toronto Scarborough Undergraduate Research Prize*

Daniela Kutleva, B.A. with honors in Psychology, 2015

Michael Feder, B.A. with honors in Psychology, 2013

Kayla Varcoe, B.A. with honors in Psychology & Marketing, 2011

## PROFESSIONAL SERVICE

Editorial board, Journal of Behavioral Decision Making (2017-present)

Editorial board, Journal of Personality and Social Psychology (2017-present)

Ad hoc reviewer, Applied Psychology: Health and Well-Being

Ad hoc reviewer, Applied Cognitive Psychology

Ad hoc reviewer, Basic and Applied Social Psychology

Ad hoc reviewer, Cognition

Ad hoc reviewer, Cognition and Emotion

Ad hoc reviewer, Current Directions in Psychological Science

Ad hoc reviewer, Emotion

Ad hoc reviewer, European Journal of Social Psychology

Ad hoc reviewer, Experimental Psychology

Ad hoc reviewer, Journal of Applied Social Psychology

Ad hoc reviewer, Journal of Applied Research in Memory and Cognition

Ad hoc reviewer, Journal of the Association for Consumer Research

Ad hoc reviewer, Journal of Behavioral Decision Making

Ad hoc reviewer, Journal of Consumer Psychology

Ad hoc reviewer, Journal of Consumer Research

Ad hoc reviewer, Journal of Economic Psychology

Ad hoc reviewer, Journal of Experimental Psychology: Applied

Ad hoc reviewer, Journal of Experimental Psychology: General

Ad hoc reviewer, Journal of Experimental Psychology: Human Perception and Performance

Ad hoc reviewer, Journal of Experimental Psychology: Learning, Memory, and Cognition

Ad hoc reviewer, Journal of Experimental Social Psychology

Ad hoc reviewer, Journal of Marketing Research

Ad hoc reviewer, Journal of Personality and Social Psychology

Ad hoc reviewer, Marketing Letters

Ad hoc reviewer, Motivation and Emotion

Ad hoc reviewer, Organizational Behavior and Human Decision Processes

Ad hoc reviewer, Personality and Social Psychology Bulletin

Ad hoc reviewer, Personality and Social Psychology Review

Ad hoc reviewer, Perspectives on Psychological Science

Ad hoc reviewer, PLoS ONE

Ad hoc reviewer, Political Psychology

Ad hoc reviewer, Psychological Science

Ad hoc reviewer, Psychophysiology

Ad hoc reviewer, Quarterly Journal of Experimental Psychology

Ad hoc reviewer, Social Cognition

Ad hoc reviewer, Social and Personality Psychology Compass

Ad hoc reviewer, Social Psychological and Personality Science

Ad hoc reviewer, Technology in Society

Ad hoc reviewer, Time-Sharing Experiments for the Social Sciences

Behavioral Decision Research in Management Conference, Program Committee, 2016

Society for Consumer Psychology Conference, Program Committee, 2015 & 2018

Society for Consumer Psychology Conference, Associate Editor, 2020

Association for Consumer Research Conference, Program Committee, 2017

Society for Personality and Social Psychology Conference

Austrian Science Fund

Israel Science Foundation

National Science Foundation (USA)

## PROFESSIONAL AFFILIATIONS

Association for Consumer Research

Association for Psychological Science

Society for Consumer Psychology

Society of Experimental Social Psychology

Society for Judgment and Decision Making

Society for Personality and Social Psychology