

KENTARO FUJITA
Curriculum Vita
January 2009

ADDRESS

Department of Psychology
1835 Neil Avenue Mall
Columbus, OH 43210
614-247-2751
fujita.5@osu.edu

EDUCATION

Ph.D., New York University, Psychology, 2006
Major Area: Social Psychology
Minor Area: Quantitative Psychology
M.A., New York University, Psychology, 2004
A.B. *summa cum laude*, Harvard College, Psychology, 2000

EMPLOYMENT HISTORY

2006-present Assistant Professor, The Ohio State University

HONORS/AWARDS

Stuart W. Cook Award for Graduate Research in Social-Personality, New York University, 2005
Graduate School of Arts & Sciences Teaching Award, Departmental Nominee, New York University, 2004
Society for Personality and Social Psychology Graduate Student Poster Award, 2004
National Institute of Mental Health Statistics Training Fellowship, 2002
National Science Foundation Graduate Student Fellowship, 2001
Jacob K. Javits Fellowship, alternate recipient (declined), 2001
Henry Mitchell McCracken Fellowship, New York University, 2000
Phi Beta Kappa, 1999
John Harvard Scholarship for academic achievement of the highest distinction, Harvard University, 1997-1999
Harvard College Research Program Fellow, Harvard University, 1997-1999

RESEARCH FUNDING

National Science Foundation
PI: Kentaro Fujita
"Construal levels and the social-cognitive processes of self-control" (Grant #0817360)
September 2008 – August 2009; Amount: \$66,250

PUBLICATIONS (* undergraduate, † graduate student collaborator)

- Shih, M., Ambady, N., Richeson, J. A., **Fujita, K.**, & Gray, H. M. (2002). Stereotype performance boosts: The impact of self-relevance and the manner of stereotype activation. *Journal of Personality and Social Psychology*, *83*(3), 638-647.
- Gollwitzer, P. M., **Fujita, K.**, & Oettingen, G. (2004). Planning and the implementation of goals. In R. Baumeister & K. Vohs (Eds.), *Handbook of self-regulation research: Research, theory, and applications* (pp. 211-228). Guilford: New York.
- Fujita, K.**, Henderson, M., Eng, J.,* Trope, Y., & Liberman, N. (2006). Spatial distance and mental construal of social events. *Psychological Science*, *17*, 278-282.
- Fujita, K.**, Trope, Y., & Liberman, N. (2006). The role of mental construal in self-control. In D. DeCremer, M. Zeelenberg, & J. K. Murnighan (Eds.), *Social psychology and economics* (pp. 193-211). New York: Sage Publications.

- Fujita, K.**, Trope, Y., Liberman, N., & Levin-Sagi, M. (2006). Construal levels and self-control. *Journal of Personality and Social Psychology*, *90*, 351-367.
- Henderson, M. D., **Fujita, K.**, Trope, Y., & Liberman, N. (2006). Transcending the “Here”: The effects of spatial distance on social judgment. *Journal of Personality and Social Psychology*, *91*, 845-856.
- Fujita, K.**, Gollwitzer, P. M., & Oettingen, G. (2007). Mindsets and pre-conscious open-mindedness to incidental information. *Journal of Experimental Social Psychology*, *43*, 48-61.
- Fujita, K.**, Trope, Y., & Liberman, N. (2007). Construal level theory (pp. 971-973). In R. F. Baumeister & K. D. Vohs (Eds.), *Encyclopedia of social psychology*. Thousand Oaks, CA: Sage Publications.
- Fujita, K.** (2008). Seeing the forest beyond the trees: A construal level approach to self-control. *Social and Personality Psychology Compass*, *2*, 1475-1496.
- Fujita, K.**, Eyal, T., Chaiken, S., Trope, Y., & Liberman, N. (2008). Influencing attitudes toward near and distant objects. *Journal of Experimental Social Psychology*, *44*, 562-572.
- Iida, M., Seidman, G., Shrouf, P. E., **Fujita, K.**, & Bolger, N. (2008). Modeling support provision in intimate relationships. *Journal of Personality and Social Psychology*, *94*, 460-478.
- McCulloch, K. C., Aarts, H., **Fujita, K.**, & Bargh, J. A. (2008). Inhibition in goal systems: Means isolation and suppression. *Journal of Experimental Social Psychology*, *44*, 857-865.
- Fujita, K.**, & Han, H. A.[†] (in press). Moving beyond deliberative control of impulses: Effects of construal levels on evaluative associations in self-control. *Psychological Science*.
- Fujita, K.**, Trope, Y., & Liberman, N. (in press). Seeing the big picture: A construal level analysis of self-control. In R. Hassin, K. Ochsner, & Y. Trope (Eds.), *Scientific approaches to self-control*. New York: Oxford University Press.

MANUSCRIPTS SUBMITTED OR IN PREPARATION FOR PUBLICATION

- Scholer, A. A., Zou, X., **Fujita, K.**, Stroessner, S. J., & Higgins, E. T. (invited revision). When risk-seeking becomes a motivational necessity. *Journal of Personality and Social Psychology*.
- Fujita, K.**, & Sasota, J. A.[†] (invited revision). Construal-moderated automatic associations between temptations and goals. *Journal of Experimental Social Psychology*.
- Eyal, T., Hoover, G. M.,[†] **Fujita, K.**, & Nussbaum, S. (in preparation). Construal levels & schema-based impression formation.
- Fujita, K.**, MacGregor, K.,[†] & Miranti, R. D.[†], & Senita, A.* (in preparation). The strategic use of construal levels in anticipation of self-control conflicts.
- Fujita, K.**, & Roberts, J. C.[†] (in preparation). The role of mental construals in the adoption of prospective self-control strategies.
- MacGregor, K.,[†] & **Fujita, K.** (in preparation). The effects of construal levels on consumer self-control choices.

RESEARCH IN PROGRESS

- Darwent, K.,[†] MacGregor, K.,[†] Roberts, J. C.,[†] Wagner, B.,[†] & **Fujita, K.** Construal levels and the role of emotion in self-control conflicts.
- Darwent, K. M.,[†] Weary, G., & **Fujita, K.** Construals and the use of expectancies in the dispositional inference process.

Fujita, K., Johnson, I. R.,[†] & Johnsen, I. R.[†] The role of temporal distance in system-justification vs. system-assessment information search.

Furlong, E.,[†] Opfer, J., & **Fujita, K.** The role of abstraction in Iterated Prisoner Dilemma games.

Han, H. A.,[†] Fazio, R., & **Fujita, K.** Role of default categories in attitudes.

Han., H. A.,[†] Sasota, J. A.[†] & **Fujita, K.** Construal-moderated automatic evaluations of temptations.

Hoover, G. M.,[†] & **Fujita, K.** Construal levels and query order in self-control choice.

Johnson, I. R.,[†] Johnsen, I. R.,[†] & **Fujita, K.** The role of perceived changeability in system-justification vs. system-assessment information search.

MacGregor, K.,[†] Wagner, B.,[†] Darwent, K.,[†] & **Fujita, K.** Attitude strength as a mechanism for construal level effects on goal-based choice.

Shoots-Reinhard, B.,[†] DeMarree, K., & **Fujita, K.** What is goal commitment? An attitude strength perspective.

PRESENTATIONS – CONFERENCE TALKS

Fujita, K. & Trope, Y. (2003, October). A construal level theory of self-control. Graduate Student Conference, Yale University, New Haven, Connecticut.

Fujita, K., Trope, Y., & Liberman, N. (2004, October). Psychological distance, construal levels, and self-regulation. Social Psychology & Economics Conference, Kellogg Business School, Northwestern University, Chicago, Illinois.

Fujita, K., Trope, Y., & Liberman, N. (2005, January). Psychological distance, construal levels, and self-control. Society for Personality and Social Psychology Conference, New Orleans, Louisiana.

Trope, Y., Liberman, N., & **Fujita, K.** (2005, October). A construal level theory of psychological distance. Society for Experimental Social Psychology Conference, San Diego, California.

Trope, Y. & **Fujita, K.** (2005, October). Construal levels and self-control. Association for Consumer Research Conference, San Antonio, Texas.

Fujita, K., Trope, Y., & Liberman, N. (2006, January). Construal levels and self-control. Society for Personality and Social Psychology Conference, Palm Springs, California.

Trope, Y. & **Fujita, K.** (2006, May). Psychological distance, construal levels, and self-control. Association for Psychological Science Conference, New York, New York.

Trope, Y., **Fujita, K.**, & Liberman, N. (2006, October). Construal level and self-control. Society for Experimental Social Psychology Conference, Philadelphia, Pennsylvania.

Fujita, K. (2006, November). The role of mental construals in self-control decisions. Society for Judgment and Decision-Making Conference, Houston, Texas.

Fujita, K. (2007, January). The role of abstraction processes in self-control. Society for Personality and Social Psychology, Memphis, TN.

Fujita, K. (2007, May). The role of mental construals in self-control conflicts. Midwestern Psychological Association Conference, Chicago, Illinois.

Fujita, K. (2007, October). Seeing the forest beyond the trees: The role of mental construal in self-control. International Society for Self and Identity Pre-Conference, Chicago, Illinois.

- Fujita, K.** (2007, October). Mental construals and the use of counter-active self-control strategies. Association for Consumer Research Conference, Memphis, Tennessee.
- Fujita, K.** (2008, June). Moving beyond deliberative control of impulses in self-control. Duck Conference on Social Cognition, Duck, North Carolina.
- Fujita, K.** (2009, April). Moving beyond deliberative control of impulses: A construal level approach to self-control. Motivation Science Center Conference (“Advances in Motivation Science: Self-Control Research & Interventions”), Columbia University, New York, New York.
- Fujita, K.** (2009, May). Effects of construal levels on evaluative associations in self-control. Midwestern Psychological Association Conference, Chicago, Illinois.

PRESENTATIONS – CONFERENCE POSTERS

- Shih, M., **Fujita, K.**, & Ambady, N. (2001, January). Stereotype susceptibility: The role of self-relevance in determining stereotype performance boosts. Society for Personality and Social Psychology Conference, San Antonio, Texas.
- Fujita, K.**, Gollwitzer, P. M., & Scherer, M. (2004, January). In defense of the self: Can self-affirmation and self-esteem enhancement substitute for identity completion processes? Society for Personality and Social Psychology Conference, Austin, Texas.
- Eng, J.,* **Fujita, K.**, Henderson, M. D., & Trope, Y. (2005, January). Effects of physical distance on construal level. Society for Personality and Social Psychology Conference, New Orleans, Louisiana.
- Iida, M., Seidman, G., Shrouf, P. E., Bolger, N., & **Fujita, K.** (2006, January). “I’ll be there –”: Provision of emotional support by intimate partners on a daily basis. Society for Personality and Social Psychology Conference, Palm Springs, California.
- Roberts, J. C.,[†] & **Fujita, K.** (2007, November). Abstract mental construals promote adoption of counteractive self-control strategies. Society for Judgment and Decision-Making Conference, Long Beach, California.
- Roberts, J. C.,[†] & **Fujita, K.** (2008, January). Abstract mental construals promote adoption of counteractive self-control strategies. Society for Personality and Social Psychology Conference, Albuquerque, New Mexico.
- Sasota, J. A.,[†] & **Fujita, K.** (2008, January). Construal-moderated automatic associations between temptations and goals. Society for Personality and Social Psychology Conference, Albuquerque, New Mexico.
- Fujita, K.** (2008, November). Subjective construals and self-control decision-making. University of Chicago Graduate School of Business Pre-Conference, Chicago, Illinois.
- Darwent, K. M.,[†] Weary, G., & **Fujita, K.** (2009, February). Construals and the use of expectancies in the dispositional inference process. Society for Personality and Social Psychology Conference, Tampa, Florida.
- Hoover, G. M.,[†] **Fujita, K.**, & Eyal, T. (2009, February). The effect of temporal distance on trait integration in impression formation. Society for Personality and Social Psychology Conference, Tampa, Florida.
- MacGregor, K.,[†] & **Fujita, K.** (2009, February). The effects of construal levels on real self-control choices. Society for Personality and Social Psychology Conference, Tampa, Florida.
- Sasota, J. A.,[†] & **Fujita, K.** (2009, February). When celery does not prompt thoughts of cake: The effects of construal levels on automatic associations between goals and temptations. Society for Personality and Social Psychology Conference, Tampa, Florida.

INVITED COLLOQUIUM

Leonard N. Stern School of Business, New York University (November 2004)
University of Florida (November, 2004)
University of Wisconsin – Madison (February, 2005)
Texas A&M University (November, 2005)
San Diego State University (November, 2005)
The Ohio State University (December, 2005)
Graduate School of Business, University of Chicago (January, 2006)
University of Chicago (January, 2006)
Columbia University (January, 2006)
Michigan State University (September, 2007)
Purdue University (October, 2007)
Fisher College of Business, The Ohio State University (May, 2009)

COURSES TAUGHT

Laboratory in Personality/Social Psychology (Undergraduate-level Research Methods Lab Course)

Sp06
Dept. of Psychology, New York University, New York, NY

Experimental Social Psychology (Undergraduate-level Research Methods Lab Course)

Au07, Wi09
Department of Psychology, The Ohio State University, Columbus, OH

Stereotyping and Prejudice (Undergraduate-level Lecture Course)

Sp07, Sp08, Au08, Sp09
Department of Psychology, The Ohio State University, Columbus, OH

Principles of Self-Regulation (Graduate-level Seminar)

Wi07
Dept. of Psychology, The Ohio State University, Columbus, OH

Practicum in Social Psychology (Graduate-level Seminar)

Au06, Au08
Dept. of Psychology, The Ohio State University, Columbus, OH

Social Motivation (Graduate-level Seminar)

Wi08
Department of Psychology, The Ohio State University, Columbus, OH

Social Psychology Laboratory (Graduate-level Lab Course)

Sp08
Department of Psychology, The Ohio State University, Columbus, OH

MENTORING

Doctoral students – Primary advisees

Karen MacGregor (The Ohio State University)
Joseph C. Roberts (The Ohio State University)
Jo A. Sasota (The Ohio State University)

Doctoral students – Secondary project advisees

Katherine Darwent (The Ohio State University)
H. Anna Han (The Ohio State University)
Gina M. Hoover (The Ohio State University)
India R. Johnson (The Ohio State University)
Brittany Shoots-Reinhard (The Ohio State University)

Masters students

Reylissa D. Miranti (The Ohio State University)

Undergraduate honors thesis students

Juliana Eng (New York University)

– 2005 Hillary Citrin Award for Outstanding Departmental Thesis

Miya Kitahara (New York University)

Susan Nacorda (New York University)

Rachel Fisher (The Ohio State University)

– 2008 College of Social & Behavioral Sciences Undergraduate Research Award

– 2008 College of Arts & Sciences Undergraduate Research Scholarship

– 2009 Undergraduate Student Government Academic Enrichment Grant

Jaimie Hoppert (The Ohio State University)

– 2008 College of Social & Behavioral Sciences Undergraduate Research Award

– 2008 College of Arts & Sciences Undergraduate Research Scholarship

Terri Mangano (The Ohio State University)

Andrew Senita (The Ohio State University)

DEPARTMENTAL SERVICE

Member, Judgment and Decision-Making Job Search Committee

Aug 2006 - present

Dept. of Psychology, The Ohio State University, Columbus, OH

Member, Research Experience Program Committee

Aug 2006 - present

Dept. of Psychology, The Ohio State University, Columbus, OH

Member, Speakers Committee

Aug 2006 - present

Dept. of Psychology, The Ohio State University, Columbus, OH

PROFESSIONAL SERVICE

Ad Hoc Reviews For:

American Journal of Psychology

Basic and Applied Social Psychology

Emotion

European Journal of Social Psychology

Journal of Experimental Social Psychology

Journal of Gerontology: Psychological Sciences

Journal of Social and Clinical Psychology

Journal of Personality and Social Psychology

Journal of Occupational and Organizational Psychology

Personality and Social Psychology Bulletin

Psychological Science

Self & Identity

Social Cognition

Conference Symposia Chaired:

Fujita, K. & Trope, Y. (2007, January). Seeing the forest beyond the trees: The role of abstraction processes in cognition, motivation, and action. Society for Personality and Social Psychology Conference, Memphis, Tennessee.

Trope, Y., & **Fujita, K.** (2005, October). Emerging perspectives on psychological distance. Society for Experimental Social Psychology, San Diego, California.

Fujita, K. & Trope, Y. (2005, January). Psychological distance and social judgment. Society for Personality and Social Psychology Conference, New Orleans, Louisiana.

Other:

Judge, Society for Personality and Social Psychology Graduate Student Poster Award (Jan. 2007), Society for Social Psychology Conference, Memphis, Tennessee.

Judge, Society for Personality and Social Psychology Graduate Student Poster Award (Feb. 2009), Society for Social Psychology Conference, Tampa, Florida.

PROFESSIONAL MEMBERSHIP

American Psychological Society
Association for Consumer Research
Midwestern Psychological Association
Social Psychology Network
Society for Judgment and Decision-Making
Society for Personality and Social Psychology