

Max Weisbuch

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POSITIONS HELD

- 2009-Present **Assistant Research Professor, Tufts University, Psychology Department**
- 2006-2009 **Postdoctoral Fellow, Tufts University, Psychology Department**
- 2004-2006 **Assistant Professor, Mercer University, Psychology Department**

EDUCATION

- 2004 **Ph.D. University of California, Santa Barbara**
Social Psychology Program
- 1998 **B.A. Tulane University** (*summa cum laude, Phi Beta Kappa*)
Psychology Major

FELLOWSHIPS, HONORS, & AWARDS

- 2007- **National Institute of Mental Health, National Research Service Award**
Postdoctoral Fellowship
- 2005-2006 **Mercer University Research & Development Grant, Mercer University**
- 2000-2003 **National Science Foundation Graduate Research Fellowship, UC Santa**
Barbara
- 1998 **Aaron B. Hartman Award for Excellence in Psychological Studies, Tulane**
University
- 1995-1997 **Dean's List, Tulane University**

PUBLICATIONS

Ambady, N. & **Weisbuch, M.** (forthcoming). Nonverbal behavior. To appear in D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *Handbook of Social Psychology* (5th Ed.).

Weisbuch, M., & Ambady, N. (forthcoming). *Shared minds in motion: Dynamic nonverbal behavior and social influence*. New York: Psychology Press.

Weisbuch, M., & Ambady, N. (forthcoming). Thin-slice vision. To appear in R. B. Adams, N.

- Ambady, K., Nakayama, & S. Shimojo, *The science of social vision*. New York: Oxford University Press.
- Weisbuch, M.**, & Ambady, N. (forthcoming). Facial expressions in culture and context. To appear in A. J. Calder, G. Rhodes, J. V. Haxby, & M. Johnson (Eds.), *Handbook of face perception*. New York: Oxford University Press.
- Weisbuch, M.**, Slepian, M. L., Clarke, A., Ambady, N., & Veenstra-Vander Weele (in press). Behavioral stability across time and situations: Nonverbal versus verbal consistency. *Journal of Nonverbal Behavior*.
- Seery, M. D., **Weisbuch, M.**, Hetenyi, M., & Blascovich, J. (in press). Cardiovascular measures independently predict performance in a university course. *Psychophysiology*.
- Seery, M. D., **Weisbuch, M.**, & Blascovich, J. (in press). Something to gain, something to lose: The cardiovascular consequences of outcome framing. *International Journal of Psychophysiology*.
- ***Weisbuch, M.**, & Ambady, N. (2009). Unspoken cultural influence: Exposure to and influence of nonverbal bias. *Journal of Personality and Social Psychology*, 96, 1104-1119.
- Pauker, K. B., **Weisbuch, M.**, Ambady, N., Adams, R., Sommers, S., & Ivcevic, Z. (2009). Not so black and white: Memory for ambiguous group members. *Journal of Personality and Social Psychology*, 96, 795-810.
- Weisbuch, M.**, Ambady, N., & Ivcevic, Z. (2009). On being liked on the web and in the “real world”: Consistency in first impressions from personal webpages and spontaneous behavior. *Journal of Experimental Social Psychology*, 45, 573-576.
- Weisbuch, M.** & Mackie, D. M. (2009). False Fame, Perceptual Clarity, or Persuasion? Flexible Fluency Attribution in Spokesperson Familiarity Effects. *Journal of Consumer Psychology*, 19, 62-72.
- Weisbuch, M.**, Seery, M. D., Ambady, N., & Blascovich, J. (2009). The face and the voice of threat: The nonverbal communication of visceral states during nonverbal communication. *Journal of Nonverbal Behavior*, 33, 141-148.
- ***Weisbuch, M.**, Sinclair, S. L., Skorinko, J., & Eccleston, C. P. (2009). Self-esteem depends on the beholder: Effects of a subtle social value cue. *Journal of Experimental Social Psychology*, 45, 143-148.
- ***Weisbuch, M.**, & Ambady, N. (2008). Affective divergence: Automatic responses to others’ emotions depend on group membership. *Journal of Personality and Social Psychology*, 95, 1063-1079.
- Vick, S. B., Seery, M. D., Blascovich, J., & **Weisbuch, M.** (2008). The effect of gender stereotype activation on challenge and threat motivational states. *Journal of Experimental Social Psychology*, 44, 624-630.
- Seery, M. D., West, T. V., **Weisbuch, M.**, & Blascovich, J. (2008). The effects of reflection for

defensive pessimists: Dissipation or harnessing of threat? *Personality and Individual Differences*, 45, 515-520.

- Weisbuch, M., & Ambady, N.** (2008). Non-conscious routes to building culture: Nonverbal components of socialization. *Journal of Consciousness Studies*, 15, 159-183.
- Weisbuch, M., Unkelbach, C., & Fiedler, K.** (2008). Remnants of the recent past: Influences of priming on first impressions. In N. Ambady & J. J. Skowronski, *First Impressions* (pp. 289-312). New York: Guilford Press.
- Weisbuch, M.** (2007). Dual attitudes. In R. Baumeister & K. D. Vohs (Eds.), *The encyclopedia of social psychology*. Thousand Oaks, CA: Sage.
- Weisbuch-Remington, M., Mendes, W. B., Seery, M. D., & Blascovich, J.** (2005). The non-conscious influence of religious symbols in motivated performance situations. *Personality and Social Psychology Bulletin*, 31, 1203-1216.
- Seery, M. D, Blascovich, J., **Weisbuch, M., & Vick, S. B** (2004). The effects of self-esteem level and stability on cardiovascular reactions to performance feedback. *Journal of Personality and Social Psychology*, 87, 133-145.
- Blascovich, J., Seery, M. D., Mugridge, C. A., Norris, R. K., & **Weisbuch, M** (2004). Predicting athletic performance from cardiovascular indexes of challenge and threat. *Journal of Experimental Social Psychology*, 40, 683-688.
- Weisbuch, M., Mackie, D. M., & Garcia-Marques, T.** (2003). Prior source exposure and persuasion: Further evidence for misattributional processes. *Personality and Social Psychology Bulletin*, 29, 691-700.
- Bailenson, J. N., Beall, A. C., Blascovich, J., Raimundo, M., & **Weisbuch, M.**, (2001). Intelligent Agents Who Wear Your Face: Users' Reactions to the Virtual Self. *Lecture Notes in Artificial Intelligence*, 2190, 86-99.
- Weisbuch, M., Beal, D., & O'Neal, E. C.** (1999). How masculine ought I be? Masculinity discrepancies and aggression. *Sex Roles*, 40, 483-492.
- MANUSCRIPTS UNDER REVIEW**
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- Weisbuch, M., & Ambady, N.** (2009). Nonverbal Influence: On translating culture from the world to the mind.
- Weisbuch, M., Pauker, K., Ambady, N., & Adams, R. B. Jr.** (2009). Status and gaze-cuing.
- Weisbuch, M., Pauker, K., & Ambady, N.** (2009). The subtle and insidious transmission of nonverbal bias via televised nonverbal behavior.
- Weisbuch, M., Ambady, N., Clarke, A. L., & Achor, S.** (2009). On being consistent: The role of verbal-nonverbal consistency in first impressions.

Slepian, M. L., **Weisbuch, M.**, Newman, L. S., Rutchick, A. M., & Ambady, N. (2009). Shedding light on insight: Priming bright ideas.

INVITED TALKS, CONFERENCE PAPERS, and CONFERENCE POSTERS

Weisbuch, M., & Ambady, N. (2009). *Prejudice contagion*. Paper to be presented at the annual meeting of the Society for Experimental Social Psychology, Portland, Maine.

Weisbuch, M., & Ambady, N. (2009). *Affective divergence*. Paper presented at the biannual meeting of the International Society for Research on Emotion, Leuven, Belgium.

Weisbuch, M. (2009). *Nonverbal influence: Implications for body image and racism*. Invited talk at the University of California-Irvine.

Weisbuch, M. (2008). *Automatic empathy and implicit racism*. Invited talk at the University of New South Wales, Sydney, Australia.

Weisbuch, M., Clarke, A., Ambady, N., & Achor, S. (2008). *On the benefits of being transparent: Nonverbal legibility and social support*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.

Seery, M. D., **Weisbuch, M.**, Vick, S. B., & Blascovich, J. (2008). *In-group athletic success leads to positive responses during a subsequent individual task, except when interrupted by self-reflection*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.

Weisbuch, M., & Mackie, D. M. (2007). *Spokesperson familiarity and persuasion: Boundary conditions*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Memphis, TN.

Weisbuch, M., Sinclair, S., Eccleston, C. P., & Skorinko, J. (2006, January). *Local and cultural norms: Subtle endorsement of an alternative norm for feminine beauty produces enduring, localized changes in female self-evaluations*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.

Seery, M. D., **Weisbuch-Remington, M.**, Hetenyi, M. A., Moore, A. L., & Blascovich, J. (2005, May). *Explicit and implicit measures uniquely predict subsequent academic performance*. Poster presented at the annual meeting of the American Psychological Society, Los Angeles, CA.

Weisbuch, M., Seery, M. D., Naftalin, I., Tran, C., Wilkins, E., Cleveland, C., & Blascovich, J. (2005, January). *My friends are helping me from the back of my mind: Priming significant-other representations and blood pressure reactivity to stressors*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.

Seery, M. D., **Weisbuch-Remington, M.**, & Blascovich, J. (2005, January). *Something to gain versus something to lose: The effects of task framing on motivational states experienced during task performance*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.

Vick, S. B., Blascovich, J., Seery, M. D., & **Weisbuch, M.** (2004, May). *The effect of stereotype threat on challenge and threat motivational states*. Paper presented at the annual meeting of the American Psychology Society, Chicago, IL.

- Weisbuch, M.**, Seery, M. D., Brewer, A., Felt, L., & Blascovich, J. (2004, February). *The role of threat in social anxiety*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Seery, M. D., **Weisbuch, M.**, Vick, S. B., & Blascovich, J. (2004, February). *The effects of ingroup athletic success versus failure on cardiovascular reactions during a subsequent individual task*. Poster presented at annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Seery, M. D., Blascovich, J., **Weisbuch, M.**, & Vick, S. B. (2003, February). *Predicting cardiovascular responses to performance feedback with self-esteem level, stability, and contingency*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Los Angeles, CA.
- Mackie, D. M. & **Weisbuch, M.** (2002, October). *Source Exposure and Persuasion*. *Annual Convention of the Society for Experimental Social Psychology*. Columbus, Ohio, October, 2002
- Weisbuch, M.**, Mendes, W. B., Seery, M. D., & Blascovich, J. (2002, June). *Subliminal cues and physiological responses: Religiously threatening cues influence coping*. Paper presented at the annual meeting of the American Psychological Society, New Orleans, LA.
- Seery, M. D., Blascovich, J., Mugridge, C. A., Norris, R. K., & **Weisbuch, M.** (2002, June). *Just hit the ball? Physiologically indexed motivational states predict athletic performance*. Paper presented at the annual meeting of the American Psychological Society, New Orleans, LA.
- Mackie, D. M., **Weisbuch, M.**, & Garcia-Marques, T. (2002, May). *The impact of implicit and explicit source familiarity on attitude change: Towards an attribution model of prior exposure*. Duck Conference on Social Cognition. Duck, North Carolina.

TEACHING EXPERIENCE

Instructor, General Psychology Classes

Introductory Psychology
 Research Methods in Psychology, with lab
 TA Training

Instructor, Social Psychology Classes

The Self
 Stress & Coping, with llab
 Health Psychology

Teaching Assistant

Introductory Psychology
 Statistics
 Cognitive Behavioral Therapy
 Social Influence

COMMITTEES AND SERVICE

2005-2006	Admissions and Scholarship Committee, Mercer
2004-2006	Chair of committee for research methods evaluation tool, Mercer
2004	Interview committee for Presidential Scholarships, Mercer
2002-2003	Chair of the social area colloquia series, UCSB
2001	Psychology Department Prescreening Coordinator, UCSB

1999-2004

Teaching Assistant Advisory Panel, UCSB

EDITORIAL REVIEWS

Journal of Personality and Social Psychology
Journal of Experimental Social Psychology
Personality and Social Psychology Bulletin
Psychological Bulletin
Psychological Science
Sex Roles
Social Science and Medicine

TEACHING INTERESTS

Introduction to Social Psychology
Introduction to Psychology
Social Cognition
Social Influence
Nonverbal Communication
The Self
Control and Automaticity
Stereotyping and Prejudice
Undergraduate Statistics
Undergraduate Research Methods

REFERENCES

Nalini Ambady	nalini.ambady@tufts.edu	(617) 627-4372
Jim Blascovich	blascovi@psych.ucsb.edu	(805) 893-2858
Stacey Sinclair	ss8fz@virginia.edu	(434) 982-4733
Nancy Collins	collins@psych.ucsb.edu	(805) 893-3948