
Aaron M. Sackett

CURRICULUM VITAE – JUNE 2018

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University of St. Thomas
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Employment *Associate Professor, 2015-present*
Assistant Professor, 2009-2015
University of St. Thomas Opus College of Business, Marketing Dept.

Post-Doctoral Fellow, 2006-2009
University of Chicago Booth School of Business, Center for Decision Research

Education *Ph.D., Social Psychology, 2006*
M.Phil., Social Psychology, 2003
M.S., Social Psychology, 2002
Yale University, Department of Psychology

B.A., summa cum laude, Psychology (with distinction), 2000
St. Olaf College, Northfield, MN

Courses Taught Consumer Behavior (undergraduate)
Persuasion (graduate)
Principles of Marketing (undergraduate)

Published Peer-Review Empirical Papers Markle, A., Wu, G., White, R., & Sackett, A. (2018). Goals as reference points in marathon running: A novel test of reference-dependence. *Journal of Risk and Uncertainty, 56*, 19-50.

Tierney, W., et al. (2016). Data from a pre-publication independent replication initiative examining ten moral judgement effects. *Scientific Data, 3: 160082*, doi: 10.1038/sdata.2016.82.

Schweinsberg, M., et al. (2016). The pipeline project: Pre-publication independent replications of a single laboratory's research pipeline. *Journal of Experimental Social Psychology, 66*, 55-67.

**Published
Peer-Review
Empirical
Papers
(continued)**

Alexander, D. L., & Sackett, A. M. (2013). If only I had the time! The impact of time salience on consumers' evaluations of product offers. *Journal of Consumer Behaviour*, 12, 382-388.

Hazlett, A., Molden, D. C., & Sackett, A. M. (2011). Hoping for the best or preparing for the worst? Regulatory focus and preferences for optimism and pessimism in predicting personal outcomes. *Social Cognition*, 29, 74-96.

Sackett, A. M., Meyvis, T., Nelson, L. D., Converse, B. A., & Sackett, A. L. (2010). You're having fun when time flies: The hedonic consequences of subjective time progression. *Psychological Science*, 21, 111-117.

Armor, D. A., Massey, C., & Sackett, A. M. (2008). Prescribed optimism: Is it right to be wrong about the future? *Psychological Science*, 19, 329-331.

Armor, D. A., & Sackett, A. M. (2006). Accuracy, error, and bias in predictions for real versus hypothetical events, *Journal of Personality and Social Psychology*, 91, 583-600.

**Manuscripts
Under Review
or In Prep**

Johar, O., & Sackett, A. M. *The Self-Contaminating Nature of Repeated Reports of Negative Emotions*. Manuscript under 2nd round of review at *Basic and Applied Social Psychology*.

Sackett, A. M., Wu, G., White, R. J., & Markle, A. B. *Harnessing optimism: How eliciting goals improves performance*. Manuscript under 1st round of review at *Organizational Behavior and Human Decision Processes*.

Sackett, A. M., & Sheldon, O. J. *How tolerance for failed entry versus missed opportunity influences market entry decisions*. Manuscript in preparation.

**Refereed
Presentations
(since 2007)**

Sackett, A. M., Wu, G., White, R. J., & Markle, A. B. (2015). "Improving Consumer Performance by Merely Eliciting Goals." Association for Consumer Research, New Orleans, LA.

Sackett, A. M., Wu, G., White, R. J., & Markle, A. B. (2015). "The Effects of Temporal Distance of Performance Goals." Subjective Time and Mental Time Travel preconference, Society for Personality and Social Psychology, Long Beach, CA (February 2015).

Bennington, A. G., & Sackett, A. M. (2013). "Examining the Relationship Between Illusion of Control and Sports Team Attachment." Association for Consumer Research, Chicago, IL. Also presented at Society for Consumer Psychology, San Antonio, TX.

Sackett, A. M., Bennington, A. G., Converse, & Drager, S. L. (2012). "The Effects of Natural Time Cues on Hedonic Evaluations – or, How Sunsets Ruin Movies." Society for Judgment and Decision Making, Minneapolis, MN.

**Refereed
Presentations
(continued)**

Sackett, A. M., Wu, G., White, R. J., Markle, A. B. (2012). "Harnessing Optimism: How Eliciting Goals Improves Performance." Behavioral Decision Research in Management, Boulder, CO.

Alexander, D., Sackett, A. M. (2011). "There's No Such Thing as a Free Lunch: Consumers' Perception of Time Opportunity Costs in Product Giveaways," Society for Consumer Psychology Winter Conference, Atlanta, GA

Hazlett, A., Molden, D. C., & Sackett, A. M. "Regulatory Focus and Preferences for Optimism/Pessimism in Predicting Personal Outcomes," Midwestern Psychological Association, Chicago, IL. (May 2010).

Wu, G., Markle, A.B., Sackett, A.M., & White, R.J. (2009). "Goals, performance, and satisfaction in marathon running," Society for Judgment and Decision Making, Boston, MA. Also presented at Midwestern Psychological Association, 2010.

Sackett, A.M., Converse, B.A., Meyvis, T., Nelson, L.D., & Sackett, A.L. (2009). "You're Having Fun When Time Flies: The Hedonic Effects of Felt Time Progression." Association for Consumer Research (North American Conference), Pittsburgh, PA.

Hazlett, A., Molden, D.C., & Sackett, A.M. (2009). "Hoping for the best or preparing for the worst? Regulatory focus and preferences for optimism and pessimism," Society for Personality and Social Psychology, Tampa, FL.

Sackett, A. M., & Sheldon, O. (2008). "Entrepreneurial over-entry? The perceived costs (and benefits) of entrepreneurial errors," Society for Judgment and Decision Making, Chicago, IL.

Sackett, A. M., Converse, B. A., & Sackett, A. L. (2008). "You're having fun when time flies: The effects of perceived passage of time on experience evaluation," Behavioral Decision Research in Management, La Jolla, CA.

Sackett, A. M., Converse, B. A., & Sackett, A. L. (2008). "You're having fun when time flies: The effects of perceived passage of time on experience evaluation," Society for Personality & Social Psychology, Albuquerque, NM.

Sackett, A. M., & Armor, D. A. (2007). "Intuited consequences of prediction biases and their effects on unrealistic optimism," Society for Judgment and Decision Making, Long Beach, CA.

Sackett, A. M., & Armor, D. A. (2007). "'Reasoned' optimism: Intuited consequences of prediction errors," Midwestern Psychological Association, Chicago, IL.

Sackett, A.M., & Armor, D.A. (2007). "Reasoned optimism: An 'intuitive functionalist' account of optimistic biases," Society for Personality and Social Psychology, Memphis, TN.

**Honors,
Grants, and
Awards**

Grant, Knight Cities Challenge, Knight Foundation, 2016: \$170,275 (“I’m Going to Vote Today!”)

Research Grant, Center for Faculty Development, UST, 2015-2016

Research Grant, Center for Faculty Development, UST, 2011-2012

Research Grant, John Templeton Foundation, 2008-2009

Yale University Dissertation Fellowship, 2005-2006

Yale University Graduate Student Travel Award, 2005

National Science Foundation Graduate Research Fellowship, 2002-2005

Yale University Graduate Fellowship, 2000-2003

**Professional
Memberships**

Association for Consumer Research (ACR)

Association for Psychological Science (APS)

Society for Consumer Psychology (SCP)

Society for Judgment and Decision Making (SJDM)

Society for Personality and Social Psychology (SPSP)