

BIOGRAPHICAL SKETCH

NAME Dr. Marlon D. Henderson	POSITION TITLE Assistant Professor		
INSTITUTION AND LOCATION	DEGREE	YEAR(s)	FIELD OF STUDY
Michigan State University, East Lansing, MI	B.S. (Honors)	1999	Psychology
New York University, NYC, NY	Ph.D.	2006	Psychology

Published Papers (7 total):

- Henderson, M.D. (2009). Psychological distance and group judgments: The effect of physical distance on beliefs about common goals. *Personality and Social Psychology Bulletin*, 35, 1330-1341.
- Henderson, M.D., & Trope, Y. (2009). The effects of abstraction on integrative agreements: When seeing the forest helps avoid getting tangled in the trees. *Social Cognition: Special Issue on Negotiation*, 27, 398-413.
- Henderson, M.D., Liver, Y.d., Gollwitzer, P.M. (2008). The effects of an implemental mind-set on attitude strength. *Journal of Personality and Social Psychology*, 94, 396-411.
- Henderson, M.D., Gollwitzer, P.M., & Oettingen, G. (2007). Implementation intentions and disengagement from a failing course of action. *Journal of Behavioral Decision Making*, 20, 81-102.
- Fujita, K., Henderson, M.D., Eng, J., Trope, Y., & Liberman, N. (2006). Spatial distance and mental construal of social events. *Psychological Science*, 17, 278-282.
- Henderson, M.D., Fujita, K., Trope, Y., & Liberman, N. (2006). Transcending the “here”: The effect of spatial distance on social judgment. *Journal of Personality and Social Psychology*, 91, 845-856.
- Henderson, M.D., Trope, Y., & Carnevale, P.J. (2006). Negotiation from a near and distant time perspective. *Journal of Personality and Social Psychology*, 91, 712-729.

Chapters Published (4 total):

- Henderson, M. D., & Trope, Y. (in press). Construal level theory. In D. Matsumoto (Ed.), *Cambridge Dictionary of Psychology*
- Todorov, A., Henderson, M.D., & Chaiken, S. (in press). Information processing strategies: Implications for political attitudes and decisions. In E. Borgida, J. L. Sullivan, & E. Riedel (Eds.), *The Political Psychology of Democratic Citizenship*, Cambridge University Press.
- Oettingen, G., Bulgarella, C., Henderson, M., & Gollwitzer, P.M. (2004). The self-regulation of goal pursuit. In R.A. Wright, J. Greenberg, & S.S. Brehm (Eds.), *Motivational Analyses of Social Behavior: Building on Jack Brehm’s Contributions to Psychology* (pp. 225-244). Mahwah, NJ: Lawrence Erlbaum Associates.
- Todorov, A., Chaiken, S., & Henderson, M.D. (2002). The heuristic-systematic model of social information processing. In J. Dillard & M. Pfau (Eds.), *The Persuasion Handbook: Developments in Theory and Practice* (pp. 195-211). Thousand Oaks, CA: Sage

Papers under review (3 total):

Henderson, M.D. (2009). The effect of physical distance on win-win agreements: What happens when communication modality is held constant in negotiation?

Henderson, M.D., & Wakslak, C.J. (2009). Psychological distance and contextual cues: When do semantic primes impact social evaluations?

Ireland, M., & Henderson, M.D (2009). Verbal mimicry in negotiation: The language of the deal

Teaching:

Social Psychology (Psych 319K)

Professional Service

Editorial Board

Social Psychological and Personality Science

Ad Hoc Reviewer

Academy of Management Conflict Resolution Division, Reviewer
Cognitive Psychology, Reviewer
International Association for Conflict Management
International Journal of Conflict Management, Reviewer
Journal of Applied Social Psychology, Reviewer
Journal of Behavioral Decision Making
Journal of Experimental Psychology General
Journal of Personality and Social Psychology, Reviewer
Organizational Behavior and Human Decision Processes
Personality and Social Psychology Bulletin, Reviewer
Psychological Science, Reviewer

Host Committee for Society for Experimental Social Psychology (2007)
Host Committee for Social Psychology in Texas (2009)

Department, School, and University Service

2009 Global Ethics and Conflict Resolution Summer Camp, Presenter
2009 University of Texas, Panel Member at The Association of Black Psychologists Student Circle
2009 University of Texas, Presentation at Texas Student Psychological Association
2009 University of Texas, Coordinator of Annual Social Psychologists in Texas Meeting

Professional Affiliations:

Association for Psychological Science
Academy of Management
Society for Personality and Social Psychology

Statement of Research Interests:

My research interests focus on the consequences of psychological distance (temporal, geographical) on social information processing, particularly in situations involving interpersonal conflict and group interactions.