

Dr. Lauren C. Howe

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EDUCATION

Postdoctoral Scholar, Chair of Human Resource Management and Leadership

University of Zurich, Zurich, Switzerland, *Spring 2019 – present*

Postdoctoral Scholar, Mind & Body Lab, Department of Psychology

Stanford University, Stanford, California, *Fall 2017 – Spring 2019*

Ph.D. in Social Psychology, Department of Psychology, GPA: 4.04

Stanford University, Stanford, California, *Fall 2011 – Fall 2017*

Bachelor of Arts in Psychology (with highest distinction) and German Language & Literature, GPA: 4.00

University of Virginia Charlottesville, Virginia, *Fall 2006 – Spring 2010*

HONORS AND AWARDS

Frank 2018 Prize for Research in Public Interest Communications first-round finalist, *Winter 2018*

Social Personality and Health Network Outstanding Research Award, *Winter 2016*

University of San Francisco, College of Arts & Sciences Teaching Development Fund, *Fall 2016*

Graduate Student Teaching Award for excellence in teaching graduate statistical methods, *Spring 2014*

Society for Personality and Social Psychology Graduate Student Travel Award, *Winter 2014*

Fulbright English Teaching Assistantship Grant to Germany, *Fall 2010*

University of Virginia Research Excellence Award in Psychology, *Spring 2010*

RESEARCH GRANTS

Robert Wood Johnson Foundation (\$504,857, PI: Dr. Alia Crum), *Fall 2017*

Stanford School of Medicine Presence Center Research Grant (\$4,500), *Summer 2016*

Stanford Vice Provost for Graduate Education Graduate Research Opportunity (\$4,500), *Spring 2016*

Stanford Psychology Department Dissertation Research Funds (\$4,000), *Spring 2016*

Stanford Diversity Dissertation Research Opportunity (\$5,000), *Winter 2016*

Foundation for the Science of the Therapeutic Encounter Research Grant (\$5,000), *Winter 2016*

Norman H. Anderson Research Fund Grant (\$1,000), *Fall 2015*

Stanford School of Medicine Presence Center Research Grant (\$4,450), *Fall 2015*

Stanford Psychology Department Pilot Data Research Grant (\$8,000), *Winter 2015*

Shaper Family Stanford Interdisciplinary Graduate Fellowship (three years of support), *Spring 2014*

National Science Foundation Graduate Research Fellowship (three years of support), *Spring 2011*

Undergraduate Research Grant for independent psychology research (\$500), *Spring 2010*

PUBLICATIONS

- Howe, L.C.**, Leibowitz, K.A., Perry, M.A., Bitler, J., Block, W., Kaptchuk, T.J., Nadeau, K., & Crum, A.J. (in press). Changing patient mindsets about non-life-threatening symptoms during oral immunotherapy: A randomized clinical trial. *Journal of Allergy and Clinical Immunology: In Practice*.
- Howe, L.C.**, Hardebeck, E.J., Leibowitz, K.A., & Crum, A.J. (2019). Provider demeanor impacts perceptions of visit length. *Journal of General Internal Medicine*, 34(2), 182-182.
- Howe, L.C.**, Goyer, J.P., & Crum, A.J. (2017). Harnessing the placebo effect: Exploring the influence of physician characteristics on placebo response. *Health Psychology*, 36(11), 1074-1082.
- Howe, L.C.**, & Monin, B. (2017). Healthier than thou? “Practicing what you preach” backfires by increasing anticipated devaluation. *Journal of Personality and Social Psychology*, 112(5), 718-735.
- Howe, L.C.**, & Krosnick, J.A. (2017). Attitude strength. *Annual Review of Psychology*, 68, 6.1-6.25.
- Howe, L.C.**, & Dweck, C.S. (2016). Changes in self-definitions impede recovery from rejection. *Personality and Social Psychology Bulletin*, 42(1), 54-71.

MANUSCRIPTS UNDER REVIEW

- Abeles, A., **Howe, L.C.**, Krosnick, J.A., MacInnis, B. *Perception of public opinion on global warming and the role of opinion deviance.*
- Howe, L.C.**, Carr, P.B., & Walton, G.M. *Normative appeals are more effective when they invite people to work together.*
- Howe, L.C.**, Leibowitz, K.A., & Crum, A.J. *When your doctor “gets it” and “gets you”: How warmth and competence in the patient-provider interaction moderates placebo response.*
- Howe, L.C.**, MacInnis, B., Krosnick, J.A., Markowitz, E., & Socolow, R. *Acknowledging uncertainty impacts public acceptance of climate scientists’ predictions.*
- Khan, S., **Howe, L.C.**, & Rawson, R. *Concern for the transgressor and the self: Two explanations for why we do not report transgressions.*

WORKING PAPERS

- Campbell, T., Shepard, S., **Howe, L.C.**, Warren, N., & Mercurio, K. *Criticizing with care: The persuasive power of dual concern messages.*
- Howe, L.C.**, Hardebeck, E.J., Eberhardt, J., Markus, H., & Crum, A.J. *Providers’ race and gender affects how their patients respond to treatment.*
- Howe, L.C.**, Monin, B., Hardebeck, E.J. & Crum, A.J. *Do doctors who expose some unhealthy habits make overweight patients feel less judged?*
- Khan, S., **Howe, L.C.**, Dang, T., & Nielssen, J. *Stereotypical impressions and discrimination against the female Southern California accent.*
- Whaley, B., **Howe, L.C.**, Lee, S.Y., & Lopez, C.N. *Perceptions of healthcare providers who stutter: Effects of disfluency and disclosure.*

INVITED TALKS

- Western Washington University, Department of Psychology, January 2019.
University of San Francisco, Cognitive Psychology, October 2019.
University of British Columbia, Health Psychology, April 2017.
University of Washington, Tacoma, Department of Nursing & Healthcare Leadership, April 2017.
Southern Oregon University, Department of Psychology, February 2017.
University of Virginia, Frank Batten School of Leadership and Public Policy, January 2017.
California State University, Los Angeles, Department of Psychology, November 2016.
Chapman University, Department of Psychology, November 2016.
University of Washington, Social Psychology, June 2016.
Lumos Labs, San Francisco, February 2016.
Stanford University, Department of Psychology, October 2015.
Stanford University, Department of Psychology, October 2014.
National Press Club, Washington, D.C., March 2013.

CONFERENCE PRESENTATIONS

- Howe, L.C.**, Goyer, J.P., & Crum, A.J. (2018, May). *Harnessing the placebo effect: The influence of physician characteristics on placebo response*. Talk in symposium “Harnessing Placebo and Minimizing Nocebo Effects in Physical Symptoms,” at the annual meeting of the Association for Psychological Science.
- Howe, L.C.**, Leibowitz, K.A., Perry, M.A., Block, W., Kaptchuk, T., Nadeau, K. & Crum, A.J. (2018, May). *Patient symptom levels moderate the impact of an oral immunotherapy mindset intervention*. Talk in symposium “Beyond Genetic Testing: Should Medical Treatment Be Personalized to Your Psychological Profile?” at the annual meeting of the Association for Psychological Science.
- Howe, L.C.**, Leibowitz, K.A., Perry, M.A., Block, W., Kaptchuk, T., Nadeau, K., & Crum, A.J. (2018, March). *Symptoms are positive signals: Changing mindsets about side effects to improve oral immunotherapy*. Data blitz at the Social Personality and Health Pre-Conference for the annual meeting of the Society for Personality and Social Psychology.
- Howe, L.C.**, Carr, P.B., & Walton, G.M. (2018, March). *Normative appeals are more effective when they invite people to work together toward a common cause*. Talk in symposium “New Frontiers in Social Norms: Understanding Perception, Mechanism, and Application,” at the annual meeting of the Society for Personality and Social Psychology.
- Abeles, A., **Howe, L.C.**, Krosnick, J.A., MacInnis, B. (2018, March). *How political partisanship shapes perceptions of public opinion on global warming*. Talk in symposium “How Groups Help and Hinder Sustainability:,” at the annual meeting of the Society for Personality and Social Psychology.
- Howe, L.C.**, Goyer, J.P., & Crum, A.J. (2017, July). *Positive relationships strengthen the impact of expectations on patient treatment outcomes*. Talk in symposium “Strengthening the Doctor-Patient Relationship and Improving Health Outcomes Through Positive Psychology,” at the Fifth World Congress on Positive Psychology.

CONFERENCE PRESENTATIONS, *continued*

- Howe, L.C., & Monin, B.** (2017, March). *Physicians who expose unhealthy habits are more effective for overweight patients.* Talk as chair of symposium “Using Social Psychological Insights to Make Sense of Persistent Health Disparities,” at the International Convention for Psychological Science.
- Howe, L.C., & Goyer, J.P., & Crum, A.J.** (2017, February). *Physiological effects of treatment are influenced by patient expectations and practitioner interaction style.* Talk in symposium, “Harnessing Psycho-social Forces in Healthcare,” at the annual meeting of the Society for Personality and Social Psychology.
- Howe, L.C., & Dweck, C.S.** (2016, August). *Changes in self-definition impede recovery from rejection.* Talk as co-chair of symposium “Me, Myself, and I: Self-Theories Shape Health, Well-Being, and Relationships,” at the American Psychological Association’s Annual Convention.
- Howe, L.C., & Monin, B.** (2016, January). *Healthier than thou? When “practicing what you preach” backfires by increasing expected judgment.* Data blitz at the Social Personality and Health Pre-Conference for the annual meeting of the Society for Personality and Social Psychology.
- Howe, L.C., & Monin, B.** (2015, February). *Physician health behavior as a cue of potential judgment in doctor-patient interactions.* Talk in symposium, “Health-Related Decisions: Understanding Patient Choice and Well-Being Through the Lens of Social Psychology,” at the annual meeting of the Society for Personality and Social Psychology.
- Howe, L.C., & Monin, B.** (2014, February). *Healthier than thou? How physician health affects patient fear of judgment.* Data blitz at the annual meeting of the Society for Personality and Social Psychology.
- Walton, G.M., Carr, P.B., & **Howe, L.C.** (2014, February). *Cues of working together fuel intrinsic motivation and can contribute to the solution of collective action problems.* Talk in symposium “The role of interpersonal processes in group phenomena and cultural development,” at the annual meeting of the Society for Personality and Social Psychology.
- MacInnis, B., **Howe, L.C.**, Krosnick, J. A., Markowitz, E., & Socolow, R. (2013, October). *The Effects of Scientists' Expressions of Uncertainty on Public Opinion on Global Warming.* Australian Psychological Society Annual Meeting.
- MacInnis, B., **Howe, L.C.**, Krosnick, J. A., Markowitz, E., & Socolow, R. (2013, September). *Confidently uncertain: When expressing uncertainty enhances trust and persuasion.* Talk in symposium, “Certainty: New Studies of Certainty and Confidence in Social Cognition, Attitudes, and Self-Perception,” at the annual meeting of the Society of Experimental Social Psychology.

SELECTED MEDIA COVERAGE

When flawless experts are intimidating to those who are struggling with shortcomings

Should experts practice what they preach? New research shows a snag in leading by your own example. Insights by Stanford Business, December 2017.

**When your doctor is fitter than you are.* The New York Times, July 2017.

Physicians who tout well-being may scare off patients, Stanford researcher finds. Stanford Medicine, July 2017.

It can backfire when doctors make a show of their healthy living British Psychological Society Research Digest, April 2017.

Warum das Vorbild nicht zu vorbildlich sein darf [Why role models shouldn't be too exemplary]. Süddeutsche Zeitung, the largest German subscription daily newspaper, March 2017.

How patient-provider interactions can enhance treatment effectiveness

Could your mindset affect how well a treatment works? NPR, March 2019.

**Can a nice doctor make treatments more effective?* The New York Times, January 2019.

The placebo effect is amplified when doctors appear likable and competent. The British Psychological Society Research Digest, October 2017.

**Improving healthcare by harnessing the social context.* Character & Context, January 2017.

How beliefs about the self shape whether the pain of rejection lingers

What does 'closure' even mean, anyways? The Science of Us, New York Magazine, February 2017.

How breakups change your personality. BBC, December 2016.

To recover faster from rejection, shift your mindset. Harvard Business Review, April 2016.

Invited panelist on public radio show *Forum*, February 2016.

Invited speaker on the public radio show *To the Best of our Knowledge*, February 2016.

**Why is it so tough for some to exorcise the ghosts of their romantic pasts?* The Conversation, January 2016.

**Why some people take breakups harder than others.* The Atlantic, January 2016.

Surviving a breakup? It's all about you. The Boston Globe, January 2016.

If past breakups still hurt, it may be because of how you see yourself. The Washington Post, January 2016.

This may be why breakups are harder for some people than others. The Huffington Post, January 2016.

When scientists communicating uncertainty enhances trust and persuasion

Climate worst-case scenario may backfire in activists' campaign: Study. The Huffington Post, March 2013.

** denotes an article written by me about my research*

TEACHING EXPERIENCE

Teaching Consultant

Fall 2014 – Fall 2017: Stanford University. Created and led workshops on teaching-related topics; provided individualized feedback on graduate student teaching across departments.

Introduction to Social Psychology

Spring 2017, Spring 2016, Fall 2015: University of San Francisco, Adjunct Professor (lecture classes of 30-40 students).

Spring 2013: Stanford University, Head Teaching Assistant (two sections of 20 students).

Introduction to Psychology

Fall 2016: University of San Francisco, Adjunct Professor (lecture class of 38 students).

Summer 2017, Summer 2016: Stanford University, Co-Instructor (lecture classes of 35-40 students).

Winter 2014, Winter 2013, Fall 2012: Stanford University, Teaching Assistant (1-2 sections of 15-20 students).

Social Psychology and Public Policy*

Spring 2015: Stanford University, Teaching Assistant (lecture class of 39 students).

Identity in the Classroom*

Fall 2015: Stanford University, Learning Community Member. Led discussions on identity and diversity in the classroom as part of a year-long seminar class with 20 students.

Social Psychology*

Winter 2014, Winter 2015: Stanford University, Teaching Assistant (seminar class of 25 students).

Statistical Methods for the Behavioral Sciences*

Fall 2013: Stanford University, Teaching Assistant (one section of 20 students).

Wise Interventions

Fall 2012: Stanford University, Teaching Assistant (two sections of 20 students).

** denotes a course designed for students at the graduate level*

PROFESSIONAL AFFILIATIONS

Society for Interdisciplinary Placebo Studies

American Psychological Association

Association for Psychological Science

Society for Personality and Social Psychology

AD-HOC REVIEWER

Journal of Personality and Social Psychology

Psychological Science

Journal of Experimental Social Psychology

Personality and Social Psychology Bulletin

Journal of Sport & Exercise Psychology

International Journal of Behavioral Medicine

Personality and Individual Differences

Learning and Individual Differences

Climatic Change

Environment & Behavior