

# Andrew R. Smith, Ph.D.

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## Curriculum Vitae

Appalachian State University  
Department of Psychology  
Boone, NC 28608  
Updated: April 2018

## Employment

2016-Present Associate Professor, Department of Psychology, Appalachian State University  
2011-2016 Assistant Professor, Department of Psychology, Appalachian State University

## Education

2005-2011 University of Iowa, Iowa City, Ph. D., Personality and Social Psychology  
Committee Chair: Paul D. Windschitl, Ph.D.  
2003-2005 California State University, Fresno, Experimental Psychology  
Advisor: Paul C. Price, Ph.D.  
1998-2003 California State University, Fresno, B.A., Psychology with Honors  
1997-1998 San Diego Mesa College  
1996-1997 University of California, Irvine

## Publications (\*ASU Graduate Student)

- Smith, A. R., Rule, S.\*, & Price, P. C. (in press). Sample size bias in retrospective estimates of average duration. *Acta Psychologica*.
- Windschitl, P. D., Smith, A. R., Scherer, A. M., & Suls, J. (in press). Risk it? Direct and collateral impacts of peers' verbal expressions about hazard likelihoods. *Thinking & Reasoning*.
- Smith, A. R. & Marshall, L. D.\* (in press). Confidently biased: Comparisons with anchors bias estimates and increase confidence. *Journal of Behavioral Decision Making*.
- Stuart, J. O., Windschitl, P. D., Smith, A. R., & Scherer, A. M. (2017). Behaving optimistically: How the (un)desirability of an outcome can bias people's preparations for it. *Journal of Behavioral Decision Making*, 30, 54-69.
- Smith, A. R., Ebert, E. E. \*, & Broman-Fulks, J. J. (2016). The relationship between anxiety and risk taking is moderated by ambiguity. *Personality and Individual Differences*, 95, 40-44.
- Scherer, A. M., Bruchmann, K., Windschitl, P. D., Rose, J. P., Smith, A. R., Koestner, B., Snetselaar, L., & Suls, J. (2016). Sources of bias in peoples' social-comparative estimates of food consumption. *Journal of Experimental Psychology: Applied*, 22, 173-183.
- Smith, A. R., & Windschitl, P. D. (2015). Resisting anchoring effects: The roles of metric and mapping knowledge. *Memory & Cognition*, 43(7), 1071-1084.

- Price, P. C., Kimura, N. M., **Smith, A. R.**, & Marshall, L. D.\* (2014). Sample size bias in judgments of perceptual averages. *Journal of Experimental Psychology: Learning, Memory, and Cognition*, *40*, 1321-1331.
- Suls, J., Rose, J. P., Windschitl, P. D., & **Smith, A. R.** (2013). Optimism following a tornado disaster. *Personality and Social Psychology Bulletin*, *39*, 691-702.
- Smith, A. R.**, Windschitl, P. D., & Bruchmann, K. (2013). Knowledge matters: Anchoring effects are moderated by knowledge level. *European Journal of Social Psychology*, *43*, 97-108.
- Windschitl, P. D., Scherer, A. M., **Smith, A. R.**, & Rose, J. P. (2013). Why so confident? The influence of outcome desirability on selective exposure and likelihood judgment. *Organizational Behavior and Human Decision Processes*, *120*, 73-86.
- Scherer, A. M., Windschitl, P. D., & **Smith, A. R.** (2013). Hope to be right: Biased information seeking following arbitrary and informed predictions. *Journal of Experimental Social Psychology*, *49*, 106-112.
- Rose, J. P., Windschitl, P. D., & **Smith, A. R.** (2012). Debiasing egocentrism and optimism biases in repeated competitions. *Judgment & Decision Making*, *7*, 761-767.
- Scherer, A. M., Windschitl, P. D., O'Rourke, J., & **Smith, A. R.** (2012). Hoping for more: The influence of outcome desirability on information seeking and predictions about relative quantities. *Cognition*, *125*, 113-117.
- Smith, A. R.**, & Windschitl, P. D. (2011). Biased calculations: Numeric anchors influence answers to math equations. *Judgment and Decision Making*, *6*, 139-146.
- Smith, A. R.**, & Price, P. C. (2010). Sample size bias in the estimation of means. *Psychonomic Bulletin & Review*, *17*, 499-503.
- Windschitl, P. D., **Smith, A. R.**, Rose, J. P., & Krizan, Z. (2010). The desirability bias in predictions: Going optimistic without leaving realism. *Organizational Behavior and Human Decision Processes*, *111*, 33-47.
- Windschitl, P. D., Rose, J. P., Stalkfleet, M., & **Smith, A. R.** (2008). Are people excessive or judicious in their egocentrism? A modeling approach to understanding bias and accuracy in people's optimism. *Journal of Personality and Social Psychology*, *95*, 253-273.
- Price, P. C., **Smith, A. R.**, & Lench, H. C. (2006). Effect of target group size on risk judgments and comparative optimism: The more, the riskier. *Journal of Personality and Social Psychology*, *90*, 382-398.

## Presentations (\*ASU Graduate Student, †ASU Undergraduate Student)

- Rule, S., Windschitl, P. D., Smith, A. R., Stuart, J. O., & Miller, J. E. (2017, November). Considering the differences between predictions and likelihood judgments: Effects on desirability bias based in wording, not response scale. Poster presented at the 38<sup>th</sup> Annual Conference of the Society of Judgment and Decision Making, Vancouver, Canada.
- Magaldino, C. M.\*, Smith, A. R., & Smith, C. L. \* (2017, November). Investigating the role of desire for an outcome when thinking about predictions in hindsight. Poster presented at the 38<sup>th</sup> Annual Conference of the Society of Judgment and Decision Making, Vancouver, Canada.
- Smith, C. L. \*, Smith, A. R., Windschitl, P. D., & Rule, S. (2017, November). Wait, wait, don't tell me: How statistical versus summary information may reduce the desirability bias. Poster presented at the 38<sup>th</sup> Annual Conference of the Society of Judgment and Decision Making, Vancouver, Canada.
- Norris, V. †, & Smith, A. R. (2017, April). Attempts to debias wishful thinking in the 2016 United States Presidential Election. Poster presented at the Annual Celebration of Student Research and Creative Endeavors meeting, Boone, NC.
- Ryan, K. †, & Smith, A. R. (2017, April). Wishful thinking in the 2016 United States Presidential Election. Poster presented at the Annual Celebration of Student Research and Creative Endeavors meeting, Boone, NC.
- Smith, C. L. †, Smith, A. R., Windschitl, P. D., Stuart, J. O., & Rule, S. (2016, November). *More isn't always better: Receiving additional information increases the desirability bias*. Poster presented at the 37th Annual Conference of the Society for Judgment and Decision Making, Boston, MA.
- Ebert, E. E.\*, Smith, A. R., Rule, S., & Jacobs, E. L.\* (2016, November). The influence of observers, frame, and social anxiety on risk-taking behavior. Poster presented at the 37th Annual Conference of the Society for Judgment and Decision Making, Boston, MA.
- Rule, S. M., Windschitl, P. D., Smith, A. R., & Stuart, J. O. (2016, November). The influence of prediction type on the preference-expectation link. Poster presented at the 37th Annual Conference of the Society for Judgment and Decision Making, Boston, MA.
- Stuart, J. O., Windschitl, P. D., Smith, A. R., & Scherer, A. M. (2015, November). Extending the desirability bias to behavior. Poster presented at the 36th Annual Conference of the Society for Judgment and Decision Making, Chicago, IL.
- Ebert, E. E.\*, Smith, A. R., & Broman-Fulks, J. J. (2015, November). The relationship between anxiety and risk taking is moderated by ambiguity. Poster presented at the 36th Annual Conference of the Society for Judgment and Decision Making, Chicago, IL.
- Thomas, K. † & Smith, A. R. (2015, April). Predictive value of anxiety sensitivity on risk taking and expected value sensitivity. Poster presented at the 18th Annual Celebration of Student Research and Creative Endeavors meeting, Boone, NC.

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- Rule, S.\* & Smith, A. R. (2015, March). *Risk taking and audience effects: Does social orientation matter?* Poster presented at the 61<sup>st</sup> annual meeting of the Southeastern Psychological Association, Hilton Head, South Carolina.
- Hood, J. C.\*, Webb, R. M., Smith, A. R., & Wingrove, T. A. (2015, February). *Examining the effect of feedback on misestimation in the unskilled-and-unaware problem.* Poster presented at the North Carolina Cognition Conference, Elon, NC.
- Rule, S.\* & Smith, A. R. (2014, November). *Risk taking and audience effects: Does social orientation matter?* Poster presented at the 35<sup>th</sup> annual meeting of the Society of Judgments and Decision Making, Long Beach, CA.
- Smith, A. R., Rule, S.\* & Price, P. C. (2014, November). *Sample size bias in retrospective judgments of average duration.* Poster presented at the 35<sup>th</sup> annual meeting of the Society of Judgments and Decision Making, Long Beach, CA.
- McCormick, M., & Smith, A. R. (2014, November). *The influence of background color on framing effects in medical decisions.* Poster presented at the 35<sup>th</sup> annual meeting of the Society of Judgments and Decision Making, Long Beach, CA.
- Thomas, K. †, Dowd, C. †, Broman-Fulks, J. J., Rule, S.\* & Smith, A. R. (2014, November). *ASI -3 subscales predict unique variance in attitudes toward risk-taking.* Poster presented at the 48<sup>th</sup> Annual Convention of the Association for Behavioral and Cognitive Therapies, Philadelphia, PA.
- Light, S.\*, Webb, R. M., Huelsman, T. J., & Smith, A. R. (2014, March). *The influence of sex and job position on hiring decisions.* Poster presented at the annual meeting of the Southeastern Psychological Association, Nashville, TN.
- O'Rourke, J. L., Windschitl, P. D., Zikmund-Fisher, B. J., Scherer, L. D., & Smith, A. R. (2014, February). *Does providing an explanation for ambiguity increasing ambiguity-seeking in a medical context?* Poster presented at the Judgment and Decision Making preconference, Austin, TX.
- Marshall, L. D.\* & Smith, A. R. (2013, November). *Anchors bias judgments and increase confidence.* Poster presented at the 34<sup>th</sup> annual conference of the Society of Judgment and Decision Making, Toronto, ON.
- Price, P. C., Kimura, N. M., Smith, A. R., & Marshall, L. D.\* (2013, November). *The effect of sample size on judgments of average physical size.* Poster presented at the 34<sup>th</sup> annual conference of the Society of Judgment and Decision Making, Toronto, ON.
- Light, S.\*, Webb, R. M., Huelsman, T. J., & Smith, A. R. (2013, October). *Gender biases in the initial hiring process: Perceptions of applicants for managerial and non-managerial positions.* Poster presented at the 7<sup>th</sup> Annual River City Industrial/Organizational Psychology Conference, Knoxville, TN.
- Bartlett, K. † & Smith, A. R. (2013, April). *When to test: Evaluating the effect of quiz placement on retention.* Poster presented at the 16<sup>th</sup> annual Celebration of Student Research and Creative Endeavors, Boone, NC.

- Smith, A. R. (2012, November). *The interactive influence of anchor order and anchor extremity*. Poster presented at the 33<sup>rd</sup> annual conference of the Society of Judgment and Decision Making, Minneapolis, MN.
- Pettibone, J. C., & Smith, A. R. (2012, November). *Exploring the effect of time and social pressure on anchoring in equation solving*. Poster presented at the 33<sup>rd</sup> annual conference of the Society of Judgment and Decision Making, Minneapolis, MN.
- Jules, S. J., Windschitl, P. D., Scherer, A. M., & Smith, A. R. (2012, November). *The impact of naked vs. non-naked statistics in legal and non-Legal decision contexts*. Poster presented at the 33<sup>rd</sup> annual conference of the Society of Judgment and Decision Making, Minneapolis, MN.
- O'Rourke, J.L., Windschitl, P.D., Smith, A.R., & Scherer, A.M. (2012, May). *Are people's preparations for event outcomes influenced by irrelevant desires for particular outcomes? An examination of the desirability bias' influence on behavior*. Paper presentation at the Annual Meeting of the Midwestern Psychological Association, Chicago, IL.
- Smith, A. R., Windschitl, P. D., & Bruchmann, K. (2011, November). *Knowledge matters: Level of knowledge moderates anchoring effects*. Poster presented at the 32<sup>nd</sup> annual conference of the Society of Judgment and Decision Making, Seattle, WA.
- Scherer, A.M., O'Rourke, J., Windschitl, P.D., & Smith, A.R. (2011, November). *Hoping for more: The influence of desirability on selective exposure and predictions about relative quantities*. Poster presented at the 32<sup>nd</sup> annual conference of the Society for Judgment and Decision Making, Seattle, WA.
- Scherer, A.M., Windschitl, P.D., & Smith, A.R. (2011, January). *Hope to be right: Biased information seeking following arbitrary and non-arbitrary predictions*. Annual Meeting of the Society of Personality and Social Psychology, San Antonio, TX.
- Scherer, A.M., Windschitl, P.D., & Smith, A.R. (2010, November). *Mechanisms of post-prediction selective exposure*. Paper presentation at the 31<sup>st</sup> annual meeting of the Society for Judgment and Decision Making, St. Louis, MO.
- Smith, A. R. & Windschitl, P. D. (2010, November). *Consequences of anchoring for willingness to pay and purchase likelihood judgments*. Poster presented at the 31<sup>st</sup> annual conference for the Society of Judgment and Decision Making, St. Louis, MO.
- Smith, A. R., Windschitl, P. D., & Scherer, A. M. (2010, January). *The distortion of information to support a desired alternative: The importance of choice*. Poster presented at the Judgment and Decision Making Pre-conference at the annual meeting of the Society for Personality and Social Psychology, Las Vegas, NV.
- Smith, A. R., & Windschitl, P. D., (2009, November). *The (lack of) downstream consequences of anchoring*. Paper presented at the 30<sup>th</sup> annual conference for the Society of Judgment and Decision Making, Boston, MA.

- Windschitl, P.D., Scherer, A.M., Smith, A.R., & Rose, J.P. (2009, November). *The role of selective exposure in overconfidence effects and the desirability bias*. Paper presentation at the Annual Meeting of the Society for Judgment and Decision Making, Boston, MA.
- Smith, A. R., Windschitl, P. D., & Bruchmann, K. (2009, February). *The influence of cognitive load and knowledge on anchoring and adjustment*. Poster presented at the Judgment and Decision Making Pre-conference at the annual meeting of the Society for Personality and Social Psychology, Tampa, FL.
- Smith, A. R., Windschitl, P. D. (2008, November). *Anchoring effects with complete information: Numeric anchors influence answers to math equations*. Poster presented at the annual meeting of the Society for Judgment and Decision Making, Chicago, IL.
- Smith, A. R., Windschitl, P. D., & Rose, J. P. (2008, February). *Understanding referent-dependent assessments by comparing biases in probability and comparative judgments*. Poster presented at the Judgment and Decision Making Pre-conference at the annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Smith, A. R., & Price, P. C. (2004, November). *Effect of grouping alternatives on the dud-alternative effect*. Poster presented at the annual meeting of the Society for Judgment and Decision Making, Minneapolis, MN.
- Smith, A. R., & Price, P. C. (2004, April). *The dud-alternative effect examined: The importance of pairwise comparisons between focal and alternative outcomes*. Paper presented at the 25<sup>th</sup> annual Central California Research Symposium, Fresno, CA.
- Smith, A. R., Price, P. C., & Lench, H. C. (2003, November). *The group size effect on personal risk judgments: A result of using a numerosity heuristic?* Poster presented at the annual meeting of the Society for Judgment and Decision Making, Vancouver, BC.
- Smith, A. R., & Price, P. C. (2003, April). *Group size effect for positive, negative and neutral events*. Paper presented at the 24<sup>th</sup> annual Central California Research Symposium, Fresno, CA.
- Smith, A. R., & Price, P. C. (2002, November). *The more, the riskier: A group size effect on personal risk judgments*. Poster presented at the annual meeting of the Society for Judgment and Decision Making, Kansas City, MO.

## Grants

### Internal Grants - Funded

Summer Grant, College of Arts and Sciences, Appalachian State University, 2016, \$5,000.

University Research Council Grant, Appalachian State University, 2012, \$4,500.

### External Grants – Funded

National Science Foundation, 2013-2014, \$49,950.

## Teaching Experience

*Social Psychology Laboratory*, Instructor, Appalachian State University  
*Graduate Seminar in Judgment and Decision Making*, Instructor, Appalachian State University  
*Survey of Social Psychology*, Instructor, Appalachian State University  
*Social Psychology*, Instructor, Appalachian State University  
*Research Methods in Psychology*, Instructor, Appalachian State University  
*Elementary Psychology*, Instructor, University of Iowa  
*Elementary Psychology*, Administrative Teaching Assistant, University of Iowa  
*Elementary Psychology*, Teaching Assistant, University of Iowa  
*Lab in Psychology*, Teaching Assistant, University of Iowa  
*Social Cognition*, Teaching Assistant, University of Iowa  
*Attitude Change*, Teaching Assistant, University of Iowa  
*Research Methods and Experimental Design in Psychology*, Teaching Assistant, California State University, Fresno

## Awards

Summer Dissertation Fellowship, University of Iowa, 2010.  
Psychology Department Teaching Assistant Award, University of Iowa, 2007.  
Psi Chi Teaching Assistant of the Year, California State University, Fresno, 2004-2005.  
Pickford Memorial Scholarship, California State University, Fresno, 2004.  
Dr. Edward V. Tenney Scholarship, California State University, Fresno, 2003.  
Psychology Honors Scholar, California State University, Fresno, 2002-2003.  
Psi Chi Teaching Assistant of the Year, California State University, Fresno, 2002-2003.

## Mentorship

### Master's Thesis Chair

Samantha Harris, graduated 2017  
Eva Ebert, graduated 2016  
Shanon Rule, graduated 2015  
Lindsay Marshall, graduated 2015

### Master's Thesis Committee Member

Katheryn Hardin, graduated 2017  
Robert McClelland, graduated 2016  
Alexandria MacKinnon, graduated 2016  
Zachary Morgan, graduated 2015  
Chase Hood, graduated 2015  
Sarah Light, graduated 2014  
Jennifer Jarret, graduated 2013

### **Honors Thesis Chair**

Brooklyn Eshenbaugh, graduated 2018  
Ryan Palmieri, graduated 2017  
Makayla Wylie, graduated 2017  
Victor Norris, graduated 2017  
Cassandra Smith, graduated 2016  
Kelsey Thomas, graduated 2015  
Zachary Cruz, graduated 2015  
Eva Ebert, graduated 2014  
Anastasiya Orlova, graduated 2014  
Kerry Bartlett, graduated 2013  
Ryan Wright, graduated 2013

### **Honors Thesis Reader**

Tyler Lane, graduated 2015  
Morgan Eudy, graduated 2013  
Jacqueline Woerner, graduated 2012

## **Editorial Service**

### **Ad-hoc reviewer:**

Journal of Experimental Psychology: General  
Journal of Experimental Psychology: Learning, Memory, and Cognition  
Memory & Cognition  
Cognition  
Judgment and Decision Making  
European Journal of Social Psychology  
Journal of Nutrition Education and Behavior  
Thinking & Reasoning  
Management Science

### **Guest Action Editor:**

SAGE Open

## **University and Departmental Service**

Psychology Department Honors Program Co-Chair, 2017-present  
Jimmy Smith Outstanding Service Award Committee, 2017-present  
Psy.D. Integration Committee, 2017-2018  
Undergraduate Assessment Committee, 2012-2018  
Strategic Planning Committee, 2014-2016



Liberal Studies Experience Workgroup, 2014-2016  
Psychology Department Chair Search Committee, 2015  
Social Psychologist Search Committee, 2014  
Departmental Personnel Committee, alternate member, 2013  
Departmental Subject Pool Committee, 2012-2013