

CURRICULUM VITA

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BACHELOR'S and DOCTORAL EDUCATION

1981-1985 B.A., Taylor University, Upland, IN
1989-1994 Ph. D., Social-Personality Psychology, University of Wisconsin, Madison, WI

RESEARCH and TEACHING POSITIONS

1989, 1991, 1993 Teaching Assistant, University of Wisconsin, Madison, WI
1992 Research Assistant, University of Wisconsin, Madison, WI
1994-1999 Assistant Professor of Psychology, University of Rochester, Rochester, NY
1999-2003 Associate Professor of Psychology, University of Rochester, Rochester, NY
2003- Professor of Psychology, University of Rochester, Rochester, NY
2003-2004 Visiting Professor of Psychology, University of Munich, Munich, Germany
2008-2009 Churchill Fellow, Cambridge University, Cambridge, England
2008-2011 Excellence Guest Professorship, University of Munich, Munich, Germany

EDITORIAL POSITIONS

1998-present Consulting editor, *Journal of Personality and Social Psychology*
2000-2002 Guest action editor, *Journal of Personality and Social Psychology*
2002-2005 Consulting editor, *Personality and Social Psychology Bulletin*
2003-2005 Associate editor, *Journal of Personality*
2005-2007 Consulting editor, *Self and Identity*
2005-2008 Associate editor, *Personality and Social Psychology Bulletin*
2005-present Consulting editor, *Motivation and Emotion*
2006-2008 Editor (motivation and emotion section), *Social and Personality Psychology Compass*

2008-2010 Consulting editor, *Personality and Social Psychology Bulletin*
 2008-present Consulting editor, *Social and Personality Psychology Compass*
 2009-present Consulting editor, *Social Psychology and Personality Science*
 2010 Associate editor, *Emotion*
 2010-present Consulting editor, *Journal of Personality*
 2012- Associate editor, *Psychological Science*

MANUSCRIPT REVIEWING

Academy of Management Journal, Acta Psychologica, American Educational Research Journal, American Journal of Media Psychology, American Journal of Psychology, American Psychologist, Anxiety, Stress, and Coping: An International Journal, Applied Cognitive Psychology, Applied Psychology: An International Journal, Basic and Applied Social Psychology, Behavior Research Methods, Behavior Research and Therapy, Biological Letters, British Journal of Developmental Psychology, British Journal of Educational Psychology, British Journal of Health Psychology, British Journal of Psychology, British Journal of Social Psychology, Canadian Journal of Behavioral Science, Cerebral Cortex, Child Development, Clinical Psychology and Psychotherapy, Cognition and Emotion, Cognitive Science, Cognitive Therapy and Research, Color Research and Application, Communication Research, Communication Theory, Consciousness and Cognition, Contemporary Educational Psychology, Current Directions in Psychological Science, Developmental Psychobiology, Developmental Psychology, Early Childhood Research Quarterly, Educational and Psychological Measurement, Educational Assessment, Educational Psychologist, Educational Psychology, Educational Psychology Review, Educational Review, Emotion, Evolution and Human Behavior, European Journal of Cognitive Psychology, European Journal of Developmental Psychology, European Journal of the Psychology of Education, European Journal of Social Psychology, European Journal of Work and Organizational Psychology, European Psychologist, Evolution and Human Behavior, Evolutionary Psychology, Experimental Brain Research, Experimental Psychology, Facilities, Frontiers, Health Psychology, Human Development, Human Movement Science, International Journal of Behavioral Development, International Journal of Behavioral Nutrition and Physical Activity, International Journal of Clinical Practice, International Journal of Coaching Science, International Journal of Educational Research, International Journal of Psychology, International Journal of Testing, Journal of Abnormal Psychology, Journal of Adolescence, Journal of Applied Psychology, Journal of Applied Social Psychology, Journal of Applied Sport Psychology, Journal of Consulting and Clinical Psychology, Journal of Counseling Psychology, Journal of Cross-Cultural Psychology, Journal of Educational Psychology, Journal of the European Association for Research on Learning and Instruction, Journal of Experimental Child Psychology, Journal of Experimental Psychology: Applied, Journal of Experimental Psychology: General, Journal of Experimental Psychology: Human Perception and Performance, Journal of Experimental Social Psychology, Journal of Individual Differences, Journal of Managerial Psychology, Journal of Neuroscience, Psychology, and Economics, Journal of Nonverbal Behavior, Journal of Occupational and Organizational Psychology, Journal of Personality, Journal of Personality Assessment, Journal of Personality and Social Psychology, Journal of Positive

Psychology, Journal of Research in Adolescence, Journal of Research in Personality, Journal of Social and Clinical Psychology, Journal of Social and Personal Relationships, Journal of Social Psychology, Journal of Sport and Exercise Psychology, Journal of Sport Sciences, Journal of Teaching and Learning, Journal of Undergraduate Research, Journal of Visualization, Laterality: Asymmetries of Body, Brain, and Cognition, Learning and Individual Differences, Learning and Instruction, Learning and Motivation, Management Science, Motivation and Emotion, Organizational Behavior and Human Decision Processes, Perceptual and Motor Skills, Personality and Individual Differences, Personality and Social Psychology Bulletin, Personality and Social Psychology Review, Personality and Social Psychology Science, Personnel Psychology, Perspectives on Psychological Science, Psicothema, Psychological Bulletin, Psychological Record, Psychological Reports, Psychological Review, Psychological Science, Psychology and Aging, Psychology and Health, Psychology of Sport and Exercise, Psychonomic Bulletin and Review, Psychotherapy Research, Quarterly Journal of Experimental Psychology, Research Quarterly for Exercise and Sport, Review of Educational Research, Science, Scandinavian Journal of Science and Medicine in Sports, Self and Identity, Sex Roles, Social Behavior and Personality: An International Journal, Social Cognition, Social Psychology, Social Psychology of Education: An International Journal, Social Psychological and Personality Science, Sport and Exercise Psychology Review, Teaching and Teacher Education, Urban Education

GRANT/MISC REVIEWING

American Psychological Association program reviewer, Division 8
 American Psychological Association program reviewer, Division 15
 Economic and Social Research Council
 Hong Kong Institute of Education
 Institute of Educational Sciences
 Israel Science Foundation
 National Institutes of Health
 National Science Foundation
 Netherlands Organization for Scientific Research
 Social Sciences and Humanities Research Council of Canada
 Society for Research on Child Development program reviewer
 Spencer Foundation
 Swiss National Science Foundation
 The Wellcome Trust
 William T. Grant Foundation

OTHER PROFESSIONAL ACTIVITIES: INTERNAL

1996-1998 Member of University Graduate Committee, University of Rochester
 1996-1999 Head of Social-Personality Psychology Area Group, University of Rochester
 2000-2001 Member of Course Evaluation Questionnaire Committee, University of

	Rochester
2005-2006	Member of Research Subjects Review Board Committee, University of Rochester
2006	Member of Sproull Fellowship Selection Committee, University of Rochester
2009-present	Chair, Colloquium Committee
2010-2011	Co-chair, Social-personality search committee

OTHER PROFESSIONAL ACTIVITIES: EXTERNAL

1997-1998	Member of American Psychological Association Student Travel Award Committee
2001-2002	Member of National Institutes of Health Center for Scientific Review Special Emphasis Grant Review Panel
2002	Co-chair of American Psychological Association Division 8 Program Committee
2002	Member of Positive Psychology Initiative's Distinguished Scientist and Scholar Award Committee
2003	Member of <i>Personality and Social Psychology Bulletin</i> Student Publication Award Committee
2003	Member of Society for Personality and Social Psychology Graduate Student Poster Award Committee
2007	Member of selection committee for American Psychological Association Distinguished Scientific Award for Early Career Contribution to Psychology
2007	Member of selection committee for Society for Personality and Social Psychology Jack Block Award
2010	Member of Institute of Educational Sciences Social and Behavioral Education Grant Review Panel
2010-	Member of American Psychological Association Division 15 Publication Committee
2010-2012	Member of Society for Personality and Social Psychology Fellows Committee (Chair, 2011)
2011	Co-chair of Society for Personality and Social Psychology Conference Program Committee
2011-	Member of selection committee for American Educational Research Association Richard E. Snow Award

AWARDS

1993	First place, Annual Poster Competition, Illinois Psychological Association
1993	Science Directorate Award, American Psychological Association
1993	Student Travel Award, Society for Personality and Social Psychology
1994	Berkowitz Dissertation Award, University of Wisconsin
1994	Dissertation Research Award, American Psychological Association

- 1994 Student Travel Award, Society for Personality and Social Psychology
- 1998 W. T. Grant Faculty Scholars Award
- 1999 Member Status, Society for Experimental Social Psychology
- 2001 American Psychological Association Distinguished Scientific Award for Early Career Contribution to Psychology
- 2002 International Society for Self and Identity Early Career Award
- 2002 American Educational Research Association Richard E. Snow Award for Early Career Contributions to Educational Psychology
- 2003 Alexander von Humboldt Foundation Friedrich Wilhelm Bessel Research Award (for midcareer research contributions)
- 2004 Fellow Status, Society for Personality and Social Psychology
- 2005 Fellow Status, American Psychological Association, Division 8
- 2007 Fellow Status, Association for Psychological Science
- 2008 Churchill Fellow, Churchill College, University of Cambridge
- 2008 Fellow Status, American Psychological Association, Division 15
- 2009 Fellow Status, Society of Experimental Social Psychology
- 2010 Runner up, University of Rochester Students' Association Social Sciences Professor of the Year Award (student vote)
- 2010 Named to Thompson Reuter's ISI Highly Cited for Social Sciences (Psychology/Psychiatry)

MEMBERSHIP IN PROFESSIONAL ASSOCIATIONS

American Educational Research Association
American Psychological Association
Association for Research in Personality
European Association for Research on Learning and Instruction
International Society for Self and Identity
Society for Experimental Social Psychology
Society for Personality and Social Psychology
Society for Research in Child Development

TEACHING EXPERIENCE

Achievement and motivation (undergraduate and graduate)
Approach and avoidance motivation (undergraduate and graduate)
Attitude theory and change (undergraduate)
Personality psychology (undergraduate)
Readings in motivation (undergraduate and graduate independent study)
Research in social and personality psychology (undergraduate and graduate)
Social psychology (undergraduate and graduate)

PUBLICATIONS

- Devine, P. G., Monteith, M. J., Zuwerink, J. R., & Elliot, A. J. (1991). Prejudice with and without compunction. *Journal of Personality and Social Psychology*, *60*, 817-830.
- Harackiewicz, J. M., & Elliot, A. J. (1993). Achievement goals and intrinsic motivation. *Journal of Personality and Social Psychology*, *65*, 904-915.
- Elliot, A. J., & Devine, P. G. (1994). On the motivational nature of cognitive dissonance: Dissonance as psychological discomfort. *Journal of Personality and Social Psychology*, *67*, 382-394.
- Elliot, A. J., & Harackiewicz, J. M. (1994). Goal setting, achievement orientation, and intrinsic motivation: A mediational analysis. *Journal of Personality and Social Psychology*, *66*, 968-980.
- Devine, P. G., & Elliot, A. J. (1995). Are racial stereotypes *really* fading: The Princeton trilogy revisited. *Personality and Social Psychology Bulletin*, *21*, 1139-1150.
- Harackiewicz, J. M., & Elliot, A. J. (1995). Life is a rollercoaster when you view the world through entity glasses. *Psychological Inquiry*, *8*, 298-301.
- Elliot, A. J., & Harackiewicz, J. M. (1996). Approach and avoidance achievement goals and intrinsic motivation: A mediational analysis. *Journal of Personality and Social Psychology*, *70*, 461-475.
- Elliot, A. J. (1997). Integrating "classic" and "contemporary" approaches to achievement motivation: A hierarchical model of approach and avoidance achievement motivation. In P. Pintrich & M. Maehr (Eds.), *Advances in motivation and achievement* (vol. 10, pp. 143-179). Greenwich, CT: JAI Press.
- Elliot, A. J., & Church, M. A. (1997). A hierarchical model of approach and avoidance achievement motivation. *Journal of Personality and Social Psychology*, *72*, 218-232.
- Elliot, A. J., & Sheldon, K. M. (1997). Avoidance achievement motivation: A personal goals analysis. *Journal of Personality and Social Psychology*, *73*, 171-185.
- Elliot, A. J., Sheldon, K. M., & Church, M. A. (1997). Avoidance personal goals and subjective well-being. *Personality and Social Psychology Bulletin*, *23*, 915-927.
- Harackiewicz, J. M., Barron, K. E., Carter, S. M., Lehto, A. T., & Elliot, A. J. (1997). Predictors and consequences of achievement goals in the college classroom: Maintaining interest and making the grade. *Journal of Personality and Social Psychology*, *73*, 1284-1295.
- Elliot, A. J., & Sheldon, K. M. (1998). Avoidance personal goals and the personality-illness relationship. *Journal of Personality and Social Psychology*, *75*, 1282-1299.

- Harackiewicz, J. M., Barron, K. E., & Elliot, A. J. (1998). Rethinking achievement goals: When are they adaptive for college students and why? *Educational Psychologist*, *33*, 1-21.
- Harackiewicz, J. M., & Elliot, A. J. (1998). The joint effects of target and purpose goals on intrinsic motivation: A mediational analysis. *Personality and Social Psychology Bulletin*, *24*, 675-689.
- Sedikides, C., Campbell, W. C., Reeder, G. D., & Elliot, A. J. (1998). The self-serving bias in relational context. *Journal of Personality and Social Psychology*, *74*, 378-386.
- Sheldon, K. M., & Elliot, A. J. (1998). All personal goals are not "personal": Comparing autonomous and controlling goals on effort and attainment. *Personality and Social Psychology Bulletin*, *24*, 546-557.
- Devine, P. G., Tauer, J. T., Barron, K. E., Elliot, A. J., & Vance, K. M. (1999). Moving beyond attitude change in the study of dissonance-related processes. In E. Harmon-Jones & J. Mills (Eds.), *Cognitive dissonance: Progress on a pivotal theory in social psychology* (pp. 297-323). Washington, DC: APA Press.
- Elliot, A. J., (1999). Approach and avoidance motivation and achievement goals. *Educational Psychologist*, *34*, 149-169.
- Elliot, A. J., & McGregor, H. A. (1999). Test anxiety and the hierarchical model of approach and avoidance achievement motivation. *Journal of Personality and Social Psychology*, *76*, 628-644.
- Elliot, A. J., McGregor, H. A., & Gable, S. L. (1999). Achievement goals, study strategies, and exam performance: A mediational analysis. *Journal of Educational Psychology*, *91*, 549-563.
- Rawsthorne, L. J., & Elliot, A. J. (1999). Achievement goals and intrinsic motivation: A meta-analytic review. *Personality and Social Psychology Review*, *3*, 326-344.
- Sedikides, C., Campbell, W. C., Reeder, G. D., & Elliot, A. J. (1999). The relationship closeness induction task. *Representative Research in Social Psychology*, *23*, 1-4.
- Sheldon, K. M., & Elliot, A. J. (1999). Goal striving, need-satisfaction, and longitudinal well-being: The self-concordance model of goal-striving. *Journal of Personality and Social Psychology*, *76*, 482-497.
- Campbell, W. K., Reeder, G. D., Sedikides, C., & Elliot, A. J. (2000). Narcissism and comparative self-enhancement strategies. *Journal of Research in Personality*, *34*, 329-347.
- Campbell, W. K., Sedikides, C., Reeder, G. D., & Elliot, A. J. (2000). Among friends? An examination of friendship and the self-serving bias. *British Journal of Social Psychology*,

39, 229-239.

- Elliot, A. J., & Cappobianco, A. (2000). Facilitating test anxiety research. *Contemporary Psychology, 45*, 480-482.
- Elliot, A. J., Faler, J., McGregor, H. A., Campbell, W. K., Sedikides, C., & Harackiewicz, J. M. (2000). Competence valuation as a strategic intrinsic motivation process. *Personality and Social Psychology Bulletin, 26*, 780-794.
- Gable, S. L., Reis, H. T., & Elliot, A. J. (2000). Behavioral activation and inhibition in everyday life. *Journal of Personality and Social Psychology, 78*, 1135-1149.
- Harackiewicz, J. M., Barron, K. E., Tauer, J. M., Carter, S. M., & Elliot, A. J. (2000). Short-term and long-term consequences of achievement goals: Predicting interest over time. *Journal of Educational Psychology, 92*, 316-330.
- Sheldon, K. M., & Elliot, A. J. (2000). Personal goals in social roles: Divergences and convergences across roles and across levels of analysis. *Journal of Personality, 68*, 51-84.
- Church, M. A., Elliot, A. J., & Gable, S. L. (2001). Perceptions of classroom environment, achievement goals, and achievement outcomes. *Journal of Educational Psychology, 93*, 43-54.
- Covington, M. V., & Elliot, A. J. (2001). Approach and avoidance motivation: Implications for achievement motivation research in educational contexts. *Educational Psychology Review (special issue), 12*, 71-186.
- Elliot, A. J., Chirkov, V. I., Sheldon, K. M., & Kim, Y. (2001). A cross-cultural analysis of avoidance (relative to approach) personal goals. *Psychological Science, 12*, 505-510.
- Elliot, A. J., & Covington, M. V. (2001). Approach and avoidance motivation. *Educational Psychology Review, 13*, 73-92.
- Elliot, A. J., & McGregor, H. A. (2001). A 2 x 2 achievement goal framework. *Journal of Personality and Social Psychology, 80*, 501-519.
- Elliot, A. J., & Thrash, T. M. (2001). Achievement goals and the hierarchical model of achievement motivation. *Educational Psychology Review, 12*, 139-156.
- Elliot, A. J., & Thrash, T. M. (2001). Narcissism and motivation. *Psychological Inquiry, 12*, 216-219.
- Sheldon, K. M., Elliot, A. J., Kim, Y., & Kasser, T. (2001). What is satisfying about satisfying events?: Testing ten candidate needs. *Journal of Personality and Social Psychology, 80*, 325-339.

- Thrash, T. M., & Elliot, A. J. (2001). Delimiting and integrating the goal and motive constructs in achievement motivation. In A. Efklides, J. Kuhl, & R. Sorrentino (Eds.), *Trends and prospects in motivation research* (pp. 3-21). Amsterdam: Kluwer Academic Publishers.
- Cury, F., Elliot, A. J., Sarrzin, P., Da Fonseca, D., & Ruffo, M. (2002). The trichotomous achievement goal model and intrinsic motivation: A sequential mediational analysis. *Journal of Experimental Social Psychology, 38*, 473-481.
- Elliot, A. J. (2002). Foreword. In J. Aronson (Ed.), *Improving Education: Classic and contemporary lessons from psychology* (xix-xxi). New York, NY: Academic Press.
- Elliot, A. J., & Church, M. A. (2002). Client-articulated avoidance goals in the therapy context. *Journal of Counseling Psychology, 49*, 243-254.
- Elliot, A. J., & Mapes, R. R. (2002). Enhancing the intrinsic motivation yield. *Contemporary Psychology, 38*, 200-202.
- Elliot, A. J., McGregor, H. A., & Thrash, T. M. (2002). The need for competence. In E. Deci & R. Ryan (Eds.), *Handbook of Self-determination Research* (pp. 361-387). Rochester, NY: University of Rochester Press.
- Elliot, A. J., & Thrash, T. M. (2002). Approach-avoidance motivation in personality: Approach and avoidance temperaments and goals. *Journal of Personality and Social Psychology, 82*, 804-818.
- Harackiewicz, J. M., Barron, K. E., Pintrich, P. R., Elliot, A. J., & Thrash, T. M. (2002). Revision of achievement goal theory: Necessary and illuminating. *Journal of Educational Psychology, 94*, 638-645.
- Harackiewicz, J. M., Barron, K. E., Tauer, J. M., & Elliot, A. J. (2002). Predicting success in college: A longitudinal study of achievement goals and ability measures as predictors of interest and performance from freshman year through graduation. *Journal of Educational Psychology, 94*, 562-575.
- McGregor, H. A., & Elliot, A. J. (2002). Achievement goals as predictors of achievement-relevant processes prior to task engagement. *Journal of Educational Psychology, 94*, 381-395.
- Metzler, J. N., Conroy, D. E., Elliot, A. J., & Hofer, S. M. (2002). Structural and latent mean stability of achievement goals. *Journal of Sport and Exercise Psychology, 24* (supplement), 96-97.
- Sedikides, C., Campbell, W. K., Reeder, G. D., & Elliot, A. J. (2002). The self in close relationships: Whether, how, and when close others put the self "in its place." In W. Stroebe & M. Hewstone (Eds.), *European Review of Social Psychology, 12*, 237-265.
- Sedikides, C., Campbell, W. K., Reeder, G. D., Elliot, A. J., & Gregg, A. P. (2002). Do others

- really bring out the worst in narcissists? The "Others Exist for Me" illusion. In Y. Kashima, M. Foddy, & M. Platow (Eds.), *Self and identity: Personal, social, and symbolic* (pp. 102-123). Mahwah, NJ: Lawrence Erlbaum Associates.
- Thrash, T. M., & Elliot, A. J. (2002). Implicit and self-attributed achievement motives: Concordance and predictive validity. *Journal of Personality, 70*, 729-755.
- Conroy, D. E., Elliot, A. J., & Hofer, S. M. (2003). A 2 x 2 achievement goals questionnaire for sport. *Journal of Sport and Exercise Psychology, 25*, 456-476.
- Elliot, A. J., & Church, M. A. (2003). A motivational analysis of defensive pessimism and self-handicapping. *Journal of Personality, 71*, 369-396.
- Elliot, A. J., & Moller, A. (2003). Performance-approach goals: Good or bad forms of regulation? *International Journal of Educational Research, 39*, 339-356.
- Elliot, A. J., & Reis, H. T. (2003). Attachment and exploration in adulthood. *Journal of Personality and Social Psychology, 85*, 317-331.
- Gable, S. L., Reis, H., & Elliot, A. J. (2003). Evidence for bivariate systems: An empirical test of appetite and aversion across domains. *Journal of Research in Personality, 37*, 349-372.
- Gramzow, R. H., Elliot, A. J., Asher, E., & McGregor, H. A. (2003). Self-evaluation bias and academic performance: Some ways and some reasons why. *Journal of Research in Personality, 37*, 41-61.
- Thrash, T. M., & Elliot, A. J. (2003). Inspiration as a psychological construct. *Journal of Personality and Social Psychology, 84*, 871-889.
- Conroy, D. E., & Elliot, A. J. (2004). Fear of failure and achievement goals in sport: Addressing the issue of the chicken and the egg. *Anxiety, Stress, and Coping: An International Journal, 17*, 271-285.
- Elliot, A. J., & Thrash, T. M. (2004). The intergenerational transmission of fear of failure. *Personality and Social Psychology Bulletin, 30*, 957-971.
- Sheldon, K. M., Elliot, A. J., Ryan, R. M., Chirkov, V., Kim, Y., Wu, C., Demir, M., & Sun, Z. (2004). Self-concordance and subjective well-being in four cultures. *Journal of Cross Cultural Psychology, 35*, 209-223.
- Thrash, T. M., & Elliot, A. J. (2004). Inspiration: Core characteristics, component processes, antecedents, and functions. *Journal of Personality and Social Psychology, 87*, 957-973.
- Elliot, A. J. (2005). A conceptual history of the achievement goal construct. In A. Elliot & C. Dweck (Eds.), *Handbook of competence and motivation* (pp. 52-72). New York, NY: Guilford Press.

- Elliot, A. J., & Conroy, D. E. (2005). Beyond the dichotomous model of achievement goals in sport and exercise psychology. *Sport and Exercise Psychology Review*, *1*, 17-25.
- Elliot, A. J., & Dweck, C. S. (Eds.) (2005). *Handbook of competence and motivation*. New York, NY: Guilford Press.
- Elliot, A. J., & Dweck, C. S. (2005). Competence as the core of achievement motivation. In A. Elliot & C. Dweck (Eds.), *Handbook of competence and motivation* (pp. 3-12). New York, NY: Guilford Press.
- Elliot, A. J., & Mapes, R. R. (2005). Approach-avoidance motivation and self-concept evaluation. In A. Tesser, J. Wood, & D. Stapel (Eds.), *On building, defending, and regulating the self: A psychological perspective* (pp. 171-196). Washington, D. C.: Psychological Press.
- Elliot, A. J., Shell, M. M., Henry, K., & Maier, M. (2005). Achievement goals, performance contingencies, and performance attainment: An experimental test. *Journal of Educational Psychology*, *97*, 630-640.
- McGregor, H. A., & Elliot, A. J. (2005). The shame of failure: Examining the link between fear of failure and shame. *Personality and Social Psychology Bulletin*, *31*, 218-231.
- Soenens, B., Elliot, A. J., Goossens, L., Vansteenkiste, M., Luyten, P., & Duriez, B. (2005). The intergenerational transmission of perfectionism: Parent's psychological control as an intervening variable. *Journal of Family Psychology*, *19*, 358-366.
- Cury, F., Elliot, A. J., Da Fonseca, D., & Moller, A. C. (2006). The social-cognitive model of achievement motivation and the 2 x 2 achievement goal framework. *Journal of Personality and Social Psychology*, *90*, 666-679.
- Elliot, A. J. (2006). The hierarchical model of approach-avoidance motivation. *Motivation and Emotion*, *30*, 111-116.
- Elliot, A. J., Cury, F., Fryer, J. W., & Huguet, P. (2006). Achievement goals, self-handicapping, and performance attainment: A mediational analysis. *Journal of Sport and Exercise Psychology*, *28*, 344-361.
- Elliot, A. J., Gable, S. L., & Mapes, R. R. (2006). Approach and avoidance motivation in the social domain. *Personality and Social Psychology Bulletin*, *32*, 378-391.
- Heimpel, S., Elliot, A. J., & Wood, J. (2006). Basic personality dispositions, self-esteem, and personal goals: An approach-avoidance analysis. *Journal of Personality*, *74*, 1293-1319.
- Moller, A. C., & Elliot, A. J. (2006). The 2 x 2 achievement goal framework: An overview of empirical research. In A. Mittel (Ed.), *Focus on educational psychology* (pp. 307-326). New York, NY: Nova Science Publishers, Inc.

- Pekrun, R., Elliot, A. J., & Maier, M. A. (2006). Achievement goals and discrete achievement emotions. *Journal of Educational Psychology, 98*, 583-597.
- Conroy, D. E., Elliot, A. J., & Coatsworth, D. (2007). Competence motivation in sport and exercise: The hierarchical model of achievement motivation and self-determination theory. In M. Hagger & N. Chatzisarantis (Eds.), *Self-determination theory in sport and exercise* (pp. 181-192). Champaign, IL: Human Kinetics.
- Elliot, A. J. (2007). Achievement motivation. In R. Baumeister & K. Vohs (Eds.), *Encyclopedia of social psychology*, vol. 1 (pp. 5-7). Thousand Oaks, CA: Sage Publications.
- Elliot, A. J., & Friedman, R. (2007). Approach and avoidance personal goals. In B. Little, K. Salmela-Aro, & S. Phillips (Eds.), *Personal project pursuit: Goals, action, and human flourishing* (pp. 97-116). Hillsdale, NJ: Lawrence Erlbaum Associates.
- Elliot, A. J., & Maier, M. A. (2007). Color and psychological functioning. *Current Directions in Psychological Science, 16*, 250-254.
- Elliot, A. J., Maier, M. A., Moller, A. C., Friedman, R., & Meinhardt, J. (2007). Color and psychological functioning: The effect of red on performance in achievement contexts. *Journal of Experimental Psychology: General, 136*, 154-168.
- Elliot, A. J., & Pekrun, R. (2007). Emotion in the hierarchical model of approach-avoidance achievement motivation. In P. Schutz & R. Pekrun (Eds.), *Emotions in Education* (pp. 57-73). New York, NY: Academic Press.
- Friedman, R., & Elliot, A. J. (2007). Goals. In R. Baumeister & K. Vohs (Eds.), *Encyclopedia of social psychology*, vol. 1 (pp. 378-382). Thousand Oaks, CA: Sage Publications.
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- Thrash, T. M., Elliot, A. J., & Schultheiss, O. C. (2007). Methodological and dispositional predictors of congruence between implicit and explicit need for achievement. *Personality and Social Psychology Bulletin, 33*, 961-974.
- Vallerand, R. J., Salvy, S., Mageau, G. A., Elliot, A. J., Denis, P., Blanchard, C., & Grouzet, F. M. (2007). On the role of passion in performance. *Journal of Personality, 75*, 505-534.
- Wang, C. K., Biddle, S. J., & Elliot, A. J. (2007). The 2 x 2 achievement goal framework in a physical education context. *Psychology of Sport and Exercise, 8*, 147-168.
- Conroy, D. E., Cassidy, C., & Elliot, A. J. (2008). Prospective relations between 2 x 2

- achievement goals and the quality of sport training. *International Review of Social Psychology*, *21*, 109-134.
- Cury, F., Da Fonseca, D., Zahn, I., & Elliot, A. J. (2008). Implicit theories and IQ test performance: A sequential mediational analysis. *Journal of Experimental Social Psychology*, *44*, 783-791.
- Elliot, A. J. (2008). Approach and avoidance motivation. In A. Elliot (Ed.), *Handbook of approach and avoidance motivation* (pp. 3-14). New York, NY: Taylor & Francis.
- Elliot, A. J. (2008). Goals. In N. Salkind (Ed.), *Encyclopedia of educational psychology* (pp. 443-445). Thousand Oaks, CA: Sage Publications.
- Elliot, A. J. (Ed.) (2008). *Handbook of approach and avoidance motivation*. New York, NY: Taylor & Francis.
- Elliot, A. J., & Fryer, J. W. (2008). The goal concept in psychology. In J. Shah & W. Gardner (Eds.), *Handbook of motivational science* (pp. 235-250). New York, NY: Guilford Press.
- Elliot, A. J., & Maier, M. A. (2008). The color of competence motivation. In M. Maehr, S. Karabenick, & T. Urda (Eds.), *Advances in motivation and achievement* (vol. 15, pp. 145-170). New York, NY: Elsevier Press.
- Elliot, A. J., & Murayama, K. (2008). On the measurement of achievement goals: Critique, illustration, and application. *Journal of Educational Psychology*, *100*, 613-628.
- Elliot, A. J., & Niesta, D. (2008). Romantic red: Red enhances men's attraction to women. *Journal of Personality and Social Psychology*, *95*, 1150-1164.
- Elliot, A. J., & Thrash, T. M. (2008). Approach and avoidance temperaments. In G. Boyle, G. Matthews, & D. Saklofske (Eds.), *Sage handbook of personality* (pp. 315-333). Thousand Oaks, CA: Sage Publications.
- Elliot, A. J., & Zahn, I. (2008). Motivation. In N. Salkind (Ed.), *Encyclopedia of educational psychology* (pp. 686-692). Thousand Oaks, CA: Sage Publications.
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- Friedman, R., & Elliot, A. J. (2008). The effect of arm crossing on performance and persistence. *European Journal of Social Psychology*, *38*, 449-461.
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- Vallerand, R. J., Mageau, G. A., Elliot, A. J., Dumais, A., Demers, M., & Rousseau, F. L. (2008). Passion and performance attainment in sport. *Psychology of Sport and Exercise*, *9*, 373-392.
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- Elliot, A. J., Maier, M. A., Binser, M. J., Friedman, R., & Pekrun, R. (2009). The effect of red on avoidance behavior in achievement contexts. *Personality and Social Psychology Bulletin*, *35*, 365-375.
- Elliot, A. J., & Niesta, D. (2009). Goals in the context of the hierarchical model of approach-avoidance motivation. In G. Moskowitz & H. Grant (Eds.), *Goals* (pp. 56-76). New York, NY: Guilford Press.
- Feltman, R. & Elliot, A. J. (2009). Color in psychological research: Toward a systematic method of measurement. In D. Skusevich & P. Matikas (Eds.), *Color Perception: Physiology, Processes and Analysis* (pp. 225-237). New York, NY: Nova Science Publishers, Inc.
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- preferences: The case of human preference for red. *Emotion*, 9, 734-738.
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- Moller, A. C., Elliot, A. J., & Maier, M. A. (2009). Basic hue-meaning associations. *Emotion*, 9, 898-902.
- Murayama, K., & Elliot, A. J. (2009). The joint influence of personal achievement goals and classroom goal structures on achievement-related outcomes. *Journal of Educational Psychology*, 101, 432-447.
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- Elliot, A. J., Conroy, D. E., Barron, K. E., & Murayama, K. (2010). Achievement motives and goals: A developmental analysis. In M. Lamb & A. Freund (Eds.), *Handbook of lifespan development: Social and emotional development* (vol. 2, pp. 474-511). New York, NY: John Wiley and Sons.
- Elliot, A. J., Niesta Kayser, D., Greitemeyer, T., Lichtenfeld, S., Gramzow, R. H., Maier, M. A., & Liu, H. (2010). Red, rank, and romance in women viewing men. *Journal of Experimental Psychology: General*, 139, 399-417.
- Elliot, A. J., & Thrash, T. M. (2010). Approach and avoidance temperament as basic personality dimensions. *Journal of Personality*, 78, 865-906.
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- Moller, A. C., Deci, E. L., & Elliot, A. J. (2010). Person-level dynamics of the psychological need to belong: Sensitization with regard to the affective value of belonging. *Personality and Social Psychology Bulletin*, 36, 754-767.
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- Thrash, T. M., Elliot, A. J., Maruskin, L. A., & Cassidy, S. (2010). Inspiration and the

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- Thrash, T. M., Cassidy, S. E., Maruskin, L. A., & Elliot, A. J. (2010). Factors that influence the relation between implicit and explicit motives: A general implicit-explicit congruence framework. In O. Schultheiss & J. Brunstein (Eds.), *Implicit Motives* (pp. 308-346). New York, NY: Cambridge University Press.
- Elliot, A. J., & Aarts, H. (2011). Perception of the color red enhances the force and velocity of motor output. *Emotion*, *11*, 445-449.
- Feltman, R., & Elliot, A. J. (2011). The influence of red on perceptions of dominance and threat in a competitive context. *Journal of Sport and Exercise Psychology*, *33*, 308-314.
- Fetterman, A. K., Robinson, M. D., Gordon, R. D., & Elliot, A. J. (2011). Anger as seeing red: Perceptual sources of evidence. *Social Psychological and Personality Science*, *2*, 311-316.
- Murayama, K., Elliot, A. J., & Yamagata, S. (2011). A broader analysis of construct separation: The illustrative case of performance-approach and performance-avoidance goals. *Journal of Educational Psychology*, *103*, 238-256.
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- Roussel, P., Elliot, A. J., & Feltman, R. (2011). The influence of achievement goals and social goals on help seeking from peers. *Learning and Instruction*, *21*, 394-402.
- Aarts, H., & Elliot, A. J. (Eds.) (in press). *Goal-directed behavior*. New York, NY: Taylor & Francis.
- Bounoua, L., Cury, F., Barron, K. E., Huguet, P., Regner, I., & Elliot, A. J. (in press). Achievement goals and the direction of social comparison. *British Journal of Social Psychology*.
- Elliot, A. J., & Maier, M. A. (2011). Color-in-context theory. *Advances in Experimental Social Psychology*.
- Elliot, A. J., Murayama, K., & Pekrun, R. (in press). A 3 x 2 achievement goal model. *Journal of Educational Psychology*.
- Elliot, A. J., Payes, V., Brisswalter, J., Cury, F., & Thayer, J. (in press). A subtle threat cue, heart rate variability, and cognitive performance. *Psychophysiology*.
- Elliot, A. J., Thrash, T. M., & Murayama, K. (in press). A longitudinal analysis of self-regulation and well-being: Avoidance personal goals, avoidance coping, stress

generation, and subjective well-being. *Journal of Personality*.

Feltman, R., & Elliot, A. J. (in press). Approach and avoidance motivation. *Encyclopedia of the Sciences of Learning*. Heidelberg, Germany: Springer Verlag.

Murayama, K., & Elliot, A. J. (in press). Achievement motivation and memory: Achievement Goals differentially influence immediate and delayed remember-know recognition memory. *Personality and Social Psychology Bulletin*.

Murayama, K., Elliot, A. J., & Friedman, R. (in press). Achievement goals. In R. Ryan (Ed.), *Oxford Handbook of Motivation*. Oxford: Oxford University Press.

Pazda, A. D., & Elliot, A. J. (in press). The color of attraction: How red influences physical appeal. In M. Paludi (Ed.), *The psychology of love*. New York, NY: Praeger Press.

MANUSCRIPTS UNDER REVIEW

Elliot, A. J., & Pazda, A. D. (2011). Dressed for sex: Red as a female sexual signal in humans. Submitted to *PLOS ONE*.

Elliot, A. J., Sedikides, C., Murayama, K., Tanaka, A., Thrash, T. M., & Mapes, R. (2011). Cross-cultural generality and specificity in self-regulation: Avoidance personal goals and multiple aspects of wellbeing in the U.S. and Japan. Submitted to *Emotion*.

Law, W., Elliot, A. J., & Murayama, K. (2011). Perceived competence moderates the relation between performance-approach and performance-avoidance goals. Submitted to *Journal of Educational Psychology*.

Lichtenfeld, S., Elliot, A. J., Maier, M. A., & Pekrun, R. (2011). Fertile green: Green facilitates creative performance. Submitted to *Personality and Social Psychology Bulletin*.

Maier, M. A., Elliot, A. J., Lee, B., Lichtenfeld, S., Barchfeld, P., Lichtinger, U., & Pekrun, R. (2010). Red and impression formation in the job application context. Submitted to *Personality and Social Psychology Bulletin*.

Meier, B. P., D'Agostino, P. R., Elliot, A. J., Maier, M. A., & Wilkowski, B. M. (2011). Exposure to the color red primes approach and avoidance behavior in distance perception and walking speed. Submitted to *Emotion*.

Maruskin, L. A., Thrash, T. M., & Elliot, A. J. (2011). The chills as a psychological construct: Content universe, factor structure, affective composition, elicitors, and trait antecedents. Submitted to *Journal of Personality and Social Psychology*.

Murayama, K., & Elliot, A. J. (2011). The opposing processes model of competition and performance. Submitted to *Psychological Review*.

Oertig, D., Schüler, J., Schnelle, J., Brandstätter, V., Roskes, M., & Elliot, A. J. (2011). Avoidance goal pursuit depletes self-regulatory resources. Submitted to *Journal of Personality*.

Pekrun, R., Murayama, K., & Elliot, A. J. (2010). Anticipated achievement feedback, achievement goals, and achievement emotions: An experimental study. Submitted to *Journal of Educational Psychology*.

GRANTS

National Institute of Mental Health (NIMH) R03 MH57054-01

Title: "Achievement goals and distinct emotions"

P.I.: Andrew J. Elliot

Dates: December 15, 1996 to December 14, 1998 (\$39,750)

W. T. Grant Foundation Faculty Scholars Program

Title: "Avoidance motivation in children: Parents and teachers as socialization agents"

P.I.: Andrew J. Elliot

Dates: July 1, 1998 to June 30, 2003 (\$270,000)

Radcliffe Research Support Program

Title: "The differentiation of need for achievement: Mastery and performance orientations"

P.I.: Andrew J. Elliot

Dates: September 1, 1998 to August 31, 2000 (\$3,800)

W. T. Grant Foundation Faculty Scholars Program

Title: "Avoidance motivation in children (supplemental)"

P.I.: Andrew J. Elliot

Dates: July 1, 1999 to June 30, 2000 (\$20,000)

Alexander von Humboldt Foundation

Title: "Testing a motivational conceptualization of relief"

P.I.: Andrew J. Elliot

Dates: August 1, 2003 to July 31, 2004 (\$72,500)

W. T. Grant Foundation

Title: "Fear of failure and the middle school transition"

P.I.: Andrew J. Elliot

Dates: March 1, 2004 to February 28, 2007 (\$178,419)

W. T. Grant Foundation

Title: "Fear of failure and the middle school transition (supplemental)"

P.I.: Andrew J. Elliot

Dates: February 1, 2007 to May 31, 2009 (\$25,000)

Rochester Center for Brain Imaging

Title: "The color red and sexual attraction"

P.I.: Daniela Niesta (Andrew J. Elliot, Co-P.I.)

Dates: June 1, 2007 to May 31, 2008 (\$10,000)

Alexander von Humboldt Foundation – TransCoop Research Collaboration

Title: "Achievement goals and emotions"

Collaboration partners: Andrew J. Elliot (U.S.), Markus A. Maier & Reinhard Pekrun (Germany)

Dates: December 1, 2007 to November 30, 2010 (\$109,080 [including matching funds])

University of Munich

Title: Guest Professorship, Excellence Program

P.I.: Andrew J. Elliot

Dates: July 1, 2008 to October 31, 2011 (\$492,138)

Institute of Education Sciences (IES) Education Training Grant R305A100150

Title: "Transforming algebra assignments"

P.I.: Andrew J. Elliot

Dates: April 1, 2010 to March 31, 2013 (\$213,424)

INVITED TALKS, COLLOQUIA, and SYMPOSIA

Elliot, A. J. Competence-relevant goals and intrinsic motivation. Colloquium at the University of Rochester, Rochester, NY, December, 1993.

Elliot, A. J., & Harackiewicz, J. M. For some of the people, some of the time: The positive effects of performance goals on intrinsic motivation. Paper presented in the symposium, "Achievement goals and motivational processes" at the American Psychological Society conference, Chicago, IL, June, 1993.

Elliot, A. J. The WHY and the HOW of competence-relevant behavior: Integrating classic and contemporary approaches to achievement motivation. Invited paper presented at the Empire State Social Psychology conference, Blue Mountain Lake, NY, April, 1996.

Elliot, A. J. A hierarchical model of approach and avoidance achievement goals. Paper presented at the symposium, "Approach and avoidance motivation" at the American Psychological Association conference, Toronto, Ontario, August, 1996.

Elliot, A. J. Approach and avoidance motivation. Chair of symposium presented at the American Psychological Association conference, Toronto, Ontario, August, 1996.

Elliot, A. J. Approach and avoidance personal goals and subjective well-being. Invited paper presented at the Personal Projects Summit, Carleton College, Ottawa, August, 1996.

Elliot, A. J. Approach and avoidance personal goals and well-being. Invited paper presented at the Nags Head conference, Highland Beach, FL, June, 1997.

Sedikides C., Campbell, W. K., Reeder, G. D., & Elliot, A. J. The (non)self-serving bias in close relationships. Paper presented at the symposium, "The self in close relationships" at the American Psychological Association conference, Chicago, IL, August, 1997.

Elliot, A. J. Avoidance personal goals and the personality-illness relationship. Invited paper presented at the Northeast Social Psychology conference, Williamstown, MA, September, 1997.

Elliot, A. J. A hierarchical model of approach and avoidance achievement motivation. Paper presented at the symposium, "Principles of engagement: Strategies of approach and avoidance behavior" at the International Conference on Motivation, Thessaloniki, Greece, March, 1998.

Elliot, A. J. Avoidance personal goals and physical symptomatology. Colloquium presented at Syracuse University, Syracuse, NY, April, 1998.

Elliot, A. J. Avoidance personal goals and the personality-illness relationship. Paper presented at the symposium "Progress in conative science" at the American Psychological Society conference, Washington, DC, May, 1998.

Covington, M. V., & Elliot, A. J. Approach and avoidance motivation in achievement settings. Co-chair of symposium at the American Educational Research Association conference, Montreal, Quebec, April, 1999.

Elliot, A. J. Approach and avoidance motives and goals. Paper presented at the symposium "Approach and avoidance motivation in achievement settings at the American Educational Research Association conference, Montreal, Quebec, April, 1999.

Elliot, A. J. Approach and avoidance personal goals, self-determination, and physical health. Invited paper presented at the Self-determination conference, Rochester, NY, April, 1999.

Elliot, A. J. Approach and avoidance personal goals. Paper presented at the symposium "Go and stop: Motivational approaches" at the American Psychological Association conference, Boston, MA, August, 1999.

Elliot, A. J. Approach and avoidance personal goals. Paper presented at the symposium "Good and bad, come and go: The motivational crossroad" at the Society for Experimental Social Psychology conference, St. Louis, MO, October, 1999.

Elliot, A. J., & McGregor, H. A. Performance-approach goals: Conceptual and empirical issues. Paper presented at the symposium "Performance-approach goals" at the American Educational Research Association conference, New Orleans, LA, April, 2000.

Elliot, A. J. Fear of failure and the long walk to evaluation. Colloquium presented at Pennsylvania State University, College Station, PA, November, 2000.

Elliot, A. J. Approach and avoidance motivation: Classic distinction, contemporary application. Colloquium presented at University of Illinois, Champaign-Urbana, IL, February, 2001.

Elliot, A. J. Neurophysiological antecedents of achievement goals. Paper presented at the symposium "Motive and goals in achievement motivation" at the American Educational Research Association conference, Seattle, WA, April, 2001.

Elliot, A. J. The development of fear of failure in children. Invited paper presented at the W. T. Grant Faculty Scholars meeting, Santa Fe, NM, June, 2001.

Elliot, A. J. Approach and avoidance personal goals. Invited paper presented at the Positive Psychology Summit, Washington, D.C., October, 2001.

Elliot, A. J. Fear of failure: Consequences and development. Colloquium presented at New York University, NY, December, 2001.

Elliot, A. J. Approach and avoidance achievement motivation. Colloquium presented at the University of Michigan, Ann Arbor, MI, January, 2002.

Elliot, A. J. Goal orientations go to work: Issues, implications, and controversies regarding goal orientation effects in work settings. Panel discussion at Wright State University, Dayton, OH, January, 2002.

Elliot, A. J. Fear of failure: Consequences and development. Colloquium presented at University of California-Los Angeles, Los Angeles, CA, February, 2002.

Elliot, A. J. A cross-cultural analysis of approach and avoidance goals. Paper presented at the symposium "Culture and motivation" at the Society for Personality and Social Psychology conference, Savannah, GA, February, 2002.

Elliot, A. J., & Sheldon, K. M. Culture and motivation. Co-chair of symposium presented at the Society for Personality and Social Psychology conference, Savannah, GA, February, 2002.

Elliot, A. J. Approach and avoidance temperaments and well-being. Paper presented at the symposium "Approach-avoidance motivation and well-being" at the American Psychological Association conference, Chicago, IL, August, 2002.

Elliot, A. J. Approach and avoidance motivation in education. Award address presented at the American Psychological Association conference, Chicago, IL, August, 2002.

Elliot, A. J. Fear of failure: Consequences and development. Colloquium presented at University of Massachusetts-Amherst, Amherst, MA, October, 2002.

Elliot, A. J. Avoidance motivation and the self. Invited paper presented at the self pre-

conference at the Society for Experimental Social Psychology conference, Columbus, OH, October, 2002.

Elliot, A. J. Failure, shame, and the self. Colloquium presented at the State University of New York-Buffalo, NY, December, 2002.

Elliot, A. J. Failure, shame, and the self. Award address presented at the self pre-conference of the Society for Personality and Social Psychology conference, Los Angeles, CA, February, 2003.

Reis, H. T., & Elliot, A. J. Adult attachment and exploration. Paper presented at the symposium "Current approaches to intimacy and its impact on well-being" at the Society for Personality and Social Psychology conference, Los Angeles, CA, February, 2003.

Elliot, A. J. Fear of Failure. Colloquium presented at the University of Toronto, Toronto, Ontario, February, 2003.

Elliot, A. J. Achievement goals: Conceptual issues and empirical findings. Colloquium presented at the University of Michigan, Ann Arbor, MI, March, 2003.

Elliot, A. J. Parent-child concordance in fear of failure: Implications for achievement goals. Paper presented at the symposium "Multiple goals and multiple contexts" at the American Educational Research Association conference, Chicago, IL, April, 2003.

Elliot, A. J. The intergenerational transmission of fear of failure. Paper presented at the symposium "Familial influences on children's motivation" at the Society for Research on Child Development conference, Tampa, FL, April, 2003.

Pomerantz, E. M., & Elliot, A. J. Familial influences on children's motivation. Co-chair of symposium presented at the Society for Research on Child Development conference, Tampa, FL, April, 2003.

Elliot, A. J. On the nature and development of fear of failure. Invited paper presented at the W. T. Grant Faculty Scholars meeting, Monticello, VA, June, 2003.

Elliot, A. J. Failure, shame, and self-regulation. Paper presented at the symposium "Emotions in students' self-regulated learning and achievement" at the European Association for Research on Learning and Instruction, Padova, Italy, August, 2003.

Elliot, A. J. Discussant at the symposium "Advances in achievement goal research: The role of moderators and mediators" at the European Association for Research on Learning and Instruction, Padova, Italy, August, 2003.

Elliot, A. J. A 2 x 2 model of achievement goals. Colloquium presented at Leuven University, Leuven, Belgium, September, 2003.

Elliot, A. J. On the development of fear of failure. Colloquium presented at University of

Osnabrück, Osnabrück, Germany, December, 2003.

Elliot, A. J. Approach-avoidance motivation in achievement settings. Keynote address at the Life as Learning Research Program conference of the Academy of Finland, Helsinki, Finland, December, 2003.

Elliot, A. J. Approach and avoidance achievement motivation. Colloquium presented at University of Munich, Munich, Germany, January, 2004.

Elliot, A. J. Approach and avoidance achievement motivation. Colloquium presented at Southampton University, Southampton, England, February, 2004.

Elliot, A. J. Approach and avoidance achievement goals in sport. Colloquium presented at University of Loughborough, Loughborough, England, February, 2004.

Elliot, A. J. Approach and avoidance motivation in achievement settings. Colloquium presented at University of Birmingham, Birmingham, England, February, 2004.

Elliot, A. J. Approach and avoidance motivation. Colloquium presented at University of Potsdam, Potsdam, Germany, March, 2004.

Elliot, A. J. Approach and avoidance motivation. Colloquium presented at Max Plank Institute, Berlin, Germany, March, 2004.

Elliot, A. J. Approach and avoidance motivation in achievement settings. Colloquium presented at University of Zurich, Zurich, Switzerland, April, 2004.

Elliot, A. J. Orienting to failure: Implications and developmental considerations. Colloquium presented at the University of South Bohemia, Cesky Budejovice, The Czech Republic, April, 2004.

Elliot, A. J. Orienting to failure: Implications and developmental considerations. Colloquium presented at the University of Nuremberg, Nuremberg, Germany, May, 2004.

Elliot, A. J. Approach and avoidance motivation in achievement settings. Colloquium presented at University of Vienna, Vienna, Austria, May, 2004.

Elliot, A. J. Orienting to failure: implications and developmental considerations. Colloquium presented at the University of Bielefeld, Bielefeld, Germany, June, 2004.

Elliot, A. J. Approach and avoidance motivation in achievement settings. Colloquium presented at University of Gronigen, Gronigen, The Netherlands, June, 2004.

Elliot, A. J. The 2 x 2 achievement goal framework. Kurt Lewin Institute address presented at University of Gronigen, Gronigen, The Netherlands, June, 2004.

Elliot, A. J. A hierarchical model of approach and avoidance motivation in achievement settings. Colloquium presented at University of Würzburg, Würzburg, Germany, June, 2004.

Elliot, A. J. The 2 x 2 achievement goal framework. Colloquium presented at Norwegian University of Sport Science, Oslo, Norway, June, 2004.

Elliot, A. J. The 2 x 2 achievement goal framework. Keynote address presented at the Stress and Anxiety Research Society Conference, Amsterdam, The Netherlands, July, 2004.

Elliot, A. J. Discussant at the symposium "Personal goals and subjective well-being across the lifespan" at the International Society for the Study of Behavioral Development, Ghent, Belgium, July, 2004.

Elliot, A. J. The shame of failure. Colloquium presented at Universite Blaise Pascal, Clarmont-Ferrand, France, July, 2004.

Elliot, A. J. Panel member in symposium "Integrative perspectives in motivation" at the Paul Pintrich Tribute, University of Michigan, Ann Arbor, MI, October, 2004.

Elliot, A. J. A 2 x 2 achievement goal framework. Colloquium presented at Hebrew University of Jerusalem, Jerusalem, Israel, November, 2004.

Elliot, A. J. A 2 x 2 achievement goal framework: Consequences and antecedents. Colloquium presented at Ben Gurion University, Be'er Sheva, Israel, November, 2004.

Elliot, A. J. A 2 x 2 achievement goal framework. Colloquium presented at University of Connecticut, Storrs, CT, February, 2005.

Elliot, A. J. The effects of achievement goals on performance: A new look. Paper presented at the symposium "What might explain the counterintuitive correlations between goal orientation measures and achievement measures?" at the American Educational Research Association conference, Montreal, Canada, April, 2005.

Elliot, A. J. Approach and avoidance motivation in achievement situations. Colloquium presented at University of Quebec in Montreal, Canada, April, 2005.

Elliot, A. J. Approach and avoidance achievement motivation. Colloquium presented at The Ohio State University, Columbus, OH, April, 2005.

Elliot, A. J. Attachment and approach-avoidance achievement motivation. Invited paper presented at the New York Attachment Consortium Workshop, SUNY-Stony Brook, NY, June, 2005.

Elliot, A. J. Shame as the emotional core of fear of failure. Paper presented at the symposium "Affective aspects of effective learning environments" at the European Association for Research on Learning and Instruction, Nicosia, Cyprus, August, 2005.

Elliot, A. J. The effect of red in achievement situations. Colloquium presented at Rochester Institute of Technology, Rochester, NY, November, 2005.

Elliot, A. J. The effect of subtle cues on performance in achievement situations. Colloquium presented at University of Waterloo, Waterloo, CA, January, 2006.

Elliot, A. J. The effect of red in achievement situations. Colloquium presented at Cornell University, Ithaca, NY, March, 2006.

Elliot, A. J. Discussant at the Motivation SIG 25th anniversary panel at the American Educational Research Association conference, San Francisco, CA, April, 2006.

Elliot, A. J., & Cury, F. Mastery-avoidance goals: Assessment, antecedents, and consequences. Paper presented at the symposium “Defining and distinguishing mastery-avoidance goals: Definitions, domains, and assessment” at the American Educational Research Association conference, San Francisco, CA, April, 2006.

Elliot, A. J. Two issues in need of attention in achievement goal research. Invited paper presented at the Festschrift in honor of Martin Maehr, University of Michigan, Ann Arbor, MI, May, 2006.

Elliot, A. J. Approach and avoidance motivation in achievement situations. Keynote address presented at the American Psychological Association conference, New Orleans, LA, August, 2006.

Elliot, A. J. The color of achievement motivation. Invited paper presented at the self pre-conference of the Society for Experimental Social Psychology conference, Philadelphia, PA, October, 2006.

Elliot, A. J. The color of motivation. Colloquium presented at Hope College, Hope, MI, October, 2006.

Elliot, A. J. Color and performance. Keynote address presented at the Annual Meeting of Experimental Psychologists (Tagung experimentell arbeitender Psychologen, TeaP), Trier, Germany, March, 2007.

Elliot, A. J. Future directions in motivation theory and research. Paper presented at the symposium “Future directions in motivation theory and research” at the American Educational Research Association conference, Chicago, IL, April, 2007.

Elliot, A. J. Goals in the classroom. Invited paper presented at the Strategic Education Research Partnership Institute design group meeting, Chicago, April, 2007.

Elliot, A. J., & Cury, F. Mastery-avoidance goals in achievement contexts: Assessment, antecedents, and consequences. Paper presented at the symposium “Advances in goal orientation research: Understanding outcomes of achievement goals” at the Society for Industrial and

Organizational Psychology conference, New York, NY, April, 2007.

Elliot, A. J. The color of motivation. Colloquium presented at Michigan State University, East Lansing, MI, October, 2007.

Elliot, A. J., & Niesta, D. Color and psychological functioning. Paper presented at the symposium “Nonconscious motivators: The influence of environmental cues on cognition and behavior” at the Society for Personality and Social Psychology conference, Albuquerque, NM, February, 2008.

Elliot, A. J. The color of motivation. Colloquium presented at State University of New York – Geneseo, Geneseo, New York, March, 2008.

Elliot, A. J. The color of motivation. Colloquium presented at College of William and Mary, Williamsburg, Virginia, March, 2008.

Elliot, A. J., Maier, M. A., & Lichtenfeld, S. Why are you doing this? The reasons behind performance-approach goals may alter achievement outcomes. Paper presented at the symposium “Does competition benefit students?: Performance-approach goals in broader context” at the American Educational Research Association conference, New York, NY, March, 2008.

Fryer, J. W., & Elliot, A. J. Resilience and vulnerability of achievement goal endorsement. Paper presented at the symposium “Advances in achievement goal theory” at the American Educational Research Association conference, New York, NY, March, 2008.

Elliot, A. J. Approach and avoidance motivation. Kurt Lewin Institute address presented at University of Utrecht, Utrecht, The Netherlands, May, 2008.

Elliot, A. J. Approach and avoidance achievement goals: Conceptualization, measurement, and application. Keynote address at the KU Brain Korea 21 International Symposium. Seoul, South Korea, October, 2008.

Elliot, A. J. Approach and avoidance achievement goals: Competence and valence. Colloquium presented at Waseda University, Tokyo, Japan, October, 2008.

Elliot, A. J. Approach and avoidance achievement goals: Definition and valence. Colloquium presented at Doshisha University, Kyoto, Japan, October, 2008.

Elliot, A. J. The color of motivation. Colloquium presented at Cambridge University, Cambridge, England, November, 2008.

Elliot, A. J. The hierarchical model of achievement motivation: Conceptual and applied issues. Colloquium presented at Oxford University, Oxford, England, November, 2008.

Elliot, A. J. The hierarchical model of achievement motivation: Conceptual and applied issues. Colloquium presented at Durham University, Durham, England, December, 2008.

Elliot, A. J. The hierarchical model of achievement motivation: Conceptual and applied issues. Colloquium presented at Cambridge University, Cambridge, England, January, 2009.

Elliot, A. J. The color of motivation. Colloquium presented at Trinity College, University of Dublin, Dublin, Ireland, January, 2009.

Elliot, A. J. The color of motivation. Colloquium presented at Cardiff University, Cardiff, Wales, February, 2009.

Elliot, A. J. The color of motivation. Colloquium presented at the University of London - Goldsmiths, London, England, February, 2009.

Elliot, A. J. The color of achievement and sexual motivation. Colloquium presented at the University of Southampton, Southampton, England, March, 2009.

Elliot, A. J. The color of achievement and sexual motivation. Colloquium presented at the University of Provence, Marseille, France, March, 2009.

Elliot, A. J. Achievement goal theory: Practice and theory. Colloquium presented at Cambridge University, Cambridge, England, May, 2009.

Elliot, A. J. The hierarchical model of achievement motivation: Conceptual and applied issues. Colloquium presented at Carnegie Mellon University, Pittsburgh, PA, November, 2009.

Elliot, A. J. The color of achievement and sexual motivation. Colloquium presented at Gettysburg College, Gettysburg, PA, November, 2009.

Elliot, A. J. The color of achievement and sexual motivation. Colloquium presented at Rensselaer Polytechnic Institute, Troy, NY, November, 2009.

Elliot, A. J. The hierarchical model of achievement motivation: Conceptual and applied issues. Colloquium presented at the University of Pittsburgh, Pittsburgh, PA, February, 2010.

Elliot, A. J. The hierarchical model of achievement motivation: Conceptual and applied issues. Keynote address presented at the International Congress on Motivation, University of Porto, Porto, Portugal, September, 2010.

Elliot, A. J., & Maier, M. A. Red and dominance in person perception. Paper presented at the symposium "Dominance: Perception, motivation, and behavior" at the Society for Personality and Social Psychology conference, San Antonio, TX, January, 2011.

Elliot, A. J. The color of achievement and sexual motivation. Colloquium presented at University of Illinois-Chicago, Chicago, IL, April, 2011.

Elliot, A. J. The hierarchical model of achievement motivation applied to competitive

striving. Keynote address at the SELF Biennial International Conference. Quebec City, Quebec, June, 2011.

PAPER PRESENTATIONS, POSTERS, and COMMUNITY TALKS

Elliot, A. J., & Devine, P. G. Prejudice with and without compunction. Paper presented at the Midwestern Psychological Association conference, Chicago, IL, May, 1991.

Elliot, A. J., & Harackiewicz, J. M. Goals, achievement orientation, and intrinsic motivation. Paper presented at the Midwestern Psychological Association conference, Chicago, IL, May, 1992.

Elliot, A. J., & Harackiewicz, J. M. Target achievement goals and intrinsic motivation. Paper presented at the American Psychological Society conference, Chicago, IL, June, 1993.

Elliot, A. J., & Harackiewicz, J. M. Achievement goal hierarchies and intrinsic motivation. Paper presented at the American Psychological Association conference, Toronto, Ontario, August, 1993.

Elliot, A. J. A mediational analysis of the effects of achievement goals on intrinsic motivation. Paper presented at the Illinois Psychological Association conference, Lincoln, IL, November, 1993.

Campbell, W. K., Elliot, A. J., Reeder, G. D., & Sedikides, C. Attenuation of the self-serving bias in close relationships. Paper presented at the Midwestern Psychological Association conference, Chicago, IL, May, 1994.

Elliot, A. J., & Devine, P. G. On the motivational nature of cognitive dissonance. Paper presented at the American Psychological Society conference, Washington, D.C., July, 1994.

Campbell, W. K., Elliot, A. J., Reeder, G. D., & Sedikides, C. Narcissists in interdependent tasks: The task outcome matters. Paper presented at the Midwestern Psychological Association conference, Chicago, IL, May, 1995.

Barron, K. E., Harackiewicz, J. M., Carter, S. M., & Elliot, A. J. Determinants and consequences of achievement goals in the college classroom. Paper presented at the Midwestern Psychological Association conference, Chicago, IL, May, 1995.

Church, M. A., & Elliot, A. J. A hierarchical model of approach and avoidance achievement goals. Paper presented at the American Psychological Society conference, Toronto, Ontario, August, 1996.

Tauer, J., Devine, P. G., & Elliot, A. J. Attitude importance, dissonance, and resistance to attitude change. Paper presented at the Midwestern Psychological Association conference, Chicago, IL, May, 1998.

Rawsthorne, L. J., & Elliot, A. J. Achievement goals and intrinsic motivation: A meta-analytic review. Paper presented at the American Psychological Association conference, San Francisco, CA, August, 1998

McGregor, H. A., & Elliot, A. J. Shame-proneness, guilt-proneness, and achievement goal adoption in the college classroom. Paper presented at the American Psychological Society conference, Denver, CO, August, 1999.

Thrash, T. M., & Elliot, A. J. Intergenerational transmission of fear of failure. Paper presented at the Social and Personality Psychology in New York conference, Rochester, NY, March, 1999.

Thrash, T. M., & Elliot, A. J. Intergenerational transmission of the fear of failure motive. Paper presented at the American Psychological Association conference, Boston, MA, August, 1999.

McGregor, H. A., & Elliot, A. J. Cognitive and affective appraisals in exam preparation as a function of achievement goals. Poster presented at the Society for Personality and Social Psychology conference, Nashville, TN, February, 2000.

Thrash, T. M., & Elliot, A. J. Inspiration. Paper presented at the American Psychological Society conference, Miami, FL, June, 2000.

McGregor, H. A., & Elliot, A. J. Shamed after failure: A test of the fear of failure-shame connection. Poster presented at the Society for Personality and Social Psychology conference, San Antonio, TX, February, 2001.

Thrash, T. M., & Elliot, A. J. Individual differences in the frequency and intensity of inspiration. Poster presented at the American Psychological Society conference, San Antonio, TX, June, 2001.

Thrash, T. M., & Elliot, A. J. Individual differences in inspiration. Poster presented at the Society for Personality and Social Psychology conference, Savannah, GA, February, 2002.

Metzler, J. N., Conroy, D. E., Elliot, A. J., & Hofer, S. M. Structural and mean latent stability of achievement goals. Paper presented at the North American Society for the Psychology of Sport and Physical Activity, Baltimore, MD, June, 2002.

Gates, S. C., Conroy, D. E., Cassidy, C. M., Metzler, J. N., Elliot, A. J. Fear of failure and achievement goal orientations: Which is the chicken and which is the egg? Paper presented at the Association for the Advancement of Applied Sport Psychology conference, Tucson, AZ, November, 2002.

Fryer, J. W., Elliot, A. J., & Thrash, T. M. The intergenerational transmission of fear of failure. Poster presented at the Society for Personality and Social Psychology conference, Austin,

TX, February, 2003.

Mapes, R., R., Elliot, A. J., & Tanaka, A. Cross-cultural differences in avoidance (relative to approach) personal goals and subjective well-being. Poster presented at the Society for Personality and Social Psychology conference, Austin, TX, February, 2003.

Moller, A. C., Cury, F., & Elliot, A. J. Process variables linking implicit theories to performance following positive and negative feedback. Poster presented at the Society for Personality and Social Psychology conference, Austin, TX, February, 2003.

Thrash, T. M., & Elliot, A. J. Incremental predictive utility of the inspiration construct: An HLM analysis. Poster presented at the Society for Personality and Social Psychology conference, Austin, TX, February, 2003.

Thrash, T. M., & Elliot, A. J. The distal and proximal antecedents of inspiration and activated positive affect: A multilevel analysis. Poster presented at the International Positive Psychology Summit, Washington, D.C., October, 2003.

Elliot, A. J. The development of avoidance motivation in children. Talk presented to the Parent-Teachers Association, Rush-Henrietta, NY, November, 2004.

Fryer, J. W., & Elliot, A. J. Interpersonal distance in child drawings as an indicator of love withdrawal. Poster presented at the Society for Personality and Social Psychology, Austin, TX, February, 2004.

Fryer, J. W., Elliot, A. J., Cury, F., & Huguet, P. Achievement goals, self-handicapping, and performance attainment: A mediational analysis. Poster presented at the Society for Personality and Social Psychology, New Orleans, LA, January, 2005.

Caprariello, P., Reis, H., & Elliot, A. J. Attachment and exploration in the domain of sport achievement. Poster presented at the Society for Personality and Social Psychology conference, Palm Springs, CA, January, 2006.

Fryer, J. W., & Elliot, A. J. Stability and change in achievement goals. Poster presented at the Society for Personality and Social Psychology conference, Palm Springs, CA, January, 2006.

Tanaka, A., Mapes, R. R., & Elliot, A. J. The influence of perceived parental socialization on approach and avoidance achievement motivation. Poster presented at the Society for Personality and Social Psychology conference, Palm Springs, CA, January, 2006.

Elliot, A. J. The color of attraction. Lecture presented at McQuaid Jesuit High School, Rochester, NY, May, 2006.

Elliot, A. J. The color of motivation. Lecture presented at the Laser Laboratory, University of Rochester, Rochester, NY, December, 2006.

Friedman, R., Deci, E. L., & Elliot, A. J. Motivational synchronicity: Preliminary investigations. Poster presented at the Society for Personality and Social Psychology conference, Memphis, TN, January, 2007.

Fryer, J. W. & Elliot, A. J. Novel observational methodologies for the assessment of achievement goal outcomes and processes. Poster presented at the Society for Personality and Social Psychology conference, Memphis, TN, January, 2007.

Zahn, I. The ironic effects of trying to prove how smart you are: Focusing on demonstrating intelligence to others impairs test performance. Poster presented at the Society for Personality and Social Psychology conference, Memphis, TN, January, 2007.

Fryer, J. W., Zahn, I., & Elliot, A. J. The reasons behind achievement goal endorsement: A qualitative analysis. Paper presented at the annual meeting of the American Educational Research Association, Chicago, IL, April, 2007.

Pekrun, R., Elliot, A. J., & Maier, M. A. Achievement goals and students' discrete emotions: A theoretical model and prospective field studies. Paper presented at the annual meeting of the American Educational Research Association, Chicago, IL, April, 2007.

Thrash, T. M., & Elliot, A. J. Inspiration and the promotion of well-being. Poster presented at the Annual Convention of the American Psychological Association, San Francisco, CA., August, 2007.

Thrash, T. M., Elliot, A. J., & Cassidy, S. E. Inspiration and the promotion of well-being. Paper presented at the Gallup Global Well-Being Forum, Washington, DC, October, 2007.

Fryer, J. W. & Elliot, A. J. When to persist and when to desist: Predictors of intraindividual stability in achievement goals. Poster presented at the Society for Personality and Social Psychology conference, Albuquerque, NM, February, 2008.

Law, W., & Elliot, A. J. Perceived competence as a moderator of the correlation between approach and avoidance achievement goals. Poster presented at the Society for Personality and Social Psychology conference, Albuquerque, NM, February, 2008.

Moller, A. C., Deci, E. L., & Elliot, A. J. Does the value of belonging operate in accord with a satiation or sensitization model at the person level? Poster presented at the Society for Personality and Social Psychology conference, Albuquerque, NM, February, 2008.

Niesta, D., & Elliot, A. J. The color of motivation. Lecture presented at the Department of Biology, University of Rochester, Rochester, NY, May, 2008.

Fryer, J. W., & Elliot, A. J. The role of goal valence and goal abstraction on subjective well-being: A personal goals analysis. Poster presented at the Society for Personality and Social Psychology conference, Tampa, FL, February, 2009.

Law, W., & Elliot, A. J. The effect of perceived competence on the correlation between performance-approach and performance-avoidance goals. Poster presented at the Society for Personality and Social Psychology conference, Tampa, FL, February, 2009.

Moller, A. C., Elliot, A. J., & Maier, M. A. Red is for failure and green is for success: Achievement-related associations to color. Poster presented at the Society for Personality and Social Psychology conference, Tampa, FL, February, 2009.

Elliot, A. J. The color of achievement (and sexual) motivation. Brownbag talk presented at Carnegie Mellon University, Pittsburgh, PA, November, 2009.

Fryer, J. W., & Elliot, A. J. Intraindividual variability in achievement goals across the middle school transition. Paper presented at the annual meeting of the American Educational Research Association, Denver, CO, April, 2010.

Fryer, J. W., & Elliot, A. J. Achievement goals and self-handicapping excuses. Poster presented at the Society for Personality and Social Psychology conference, Las Vegas, NV, January, 2010.

Law, W., Putter, S., Elliot, A. J., & Feltman, R. The effect of red on physical performance. Poster presented at the Society for Personality and Social Psychology conference, Las Vegas, NV, January, 2010.

Lichtenfeld, S., Maier, M. A., Elliot, A. J., & Pekrun, R. The effect of green on performance attainment in creative tasks. Poster presented at the Society for Personality and Social Psychology conference, Las Vegas, NV, January, 2010.

Murayama, K., Elliot, A. J., Yamagata, S., & Ando, J. Separation of performance-approach and performance-avoidance goals: State level, state change level, intraindividual level, and genetic level analyses. Poster presented at the Society for Personality and Social Psychology conference, Las Vegas, NV, January, 2010.

Fetterman, A. K., Robinson, R. D., Elliot, A. J. Anger as seeing red: perceptual sources of evidence. Paper presented at the Society for Personality and Social Psychology Embodiment preconference, San Antonio, TX, January, 2011.

Fetterman, A. K., Robinson, R. D., Elliot, A. J. Seeing red again: Anger and its effects on perception. Poster presented at the Society for Personality and Social Psychology conference, San Antonio, TX, January, 2011.

Murayama, K., Elliot, A. J., & Yamagata, S. Multiple perspectives on separation: Multi-sample, response bias, within-person, and behavioral genetics. Paper presented at the annual meeting of the American Educational Research Association, New Orleans, LA, April, 2011.

Law, W., Elliot, A. J., & Murayama, K. The effect of competence and response format on the relationship between performance-approach and performance-avoidance goals. Paper presented

at the annual meeting of the American Educational Research Association, New Orleans, LA, April, 2011.

Matsumoto, M., Murayama, K., Izuma, K., Elliot, A. J., Matsumoto, K. (2011). Neural basis of setting achievement goals and its effects on motivation. Paper presented at Neuroscience 2011, Washington, DC, November, 2011.

Fryer, J. W., & Elliot, A. J. (2011). Stability and change in achievement goals across the middle school transition. Paper presented at SELF conference, Quebec Cit, Quebec, June, 2011.

McCabe, K. O., Van Yperen, N. W., Elliot, A. J., & Verbraak, M. (2011). Big Five personality profiles of achievement goals. Paper presented at SELF conference, Quebec Cit, Quebec, June, 2011.

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