

Antonio Luis Freitas

CURRENT POSITION

Assistant Professor
Department of Psychology
SUNY Stony Brook
Stony Brook NY 11794-2500
(631) 632-7818
antonio.freitas@sunysb.edu

EDUCATION

Yale University

M.S., Psychology, 1999
M.Phil., Psychology, 2000
Ph.D., Psychology, 2002

Columbia University

B.S. in Psychology, 1997, *Summa Cum Laude*

AWARDS AND PROFESSIONAL ACTIVITIES

Panel Participant, *National Science Foundation*, Arlington, Virginia. Human and Social Dynamics, May 2004, May 2005, May 2007.

Panel Participant, *National Academies*, Washington, DC. Ford Foundation Diversity Fellowships, March 2005, March 2006, March 2007, March 2008.

Consulting Editor, *Journal of Personality and Social Psychology*, 2006-present.

Guest Editor, *Journal of Personality and Social Psychology*, June 2007.

Society for Personality and Social Psychology's (American Psychological Association Division 8) Award for Best Student-Authored Publication, for the paper: Freitas, A.L., Liberman, N., Salovey, P., & Higgins, E.T. (2002). When to begin? Regulatory focus and action initiation. *Personality and Social Psychology Bulletin*, 28, 121-130.

FUNDING HISTORY

2008	(Under review) National Science Foundation BCS 0819155: Self-referenced mental simulation of future events: Implications for motivation, attribution, and cognitive control. Role: Principal Investigator
2007	Selected for participation in 10-day NIMH-funded Event-Related Potential Bootcamp, UC Davis
2007	United University Professions Nuala McGann Drescher Faculty Development Award

- 2005-2006 Society for the Psychological Study of Social Issues Grants-in-Aid Program
- 1998-2002 Jacob K. Javits Doctoral Fellowship
- 1997-1998 Ford Foundation Doctoral Fellowship for Minorities
- 1997 American Psychological Association Doctoral Fellowship for Minorities (awarded but declined by recipient)

RESEARCH FOCUS

Understanding how people select and meet goals is among psychology's basic challenges. Research in social cognition has addressed these issues by examining the nature of goal representations that guide action. Research in cognitive neuroscience analogously has examined how people mentally simulate hypothetical courses of action and reconcile conflict between competing action choices. My research integrates theory and methods across these traditions, in the service of advancing conceptually the psychology of motivation and cognition. A major theme emerging from my research is the pivotal impact of one's current goal-directed behaviors on one's later decisions, preferences, and strategic orientations, as when one's abstract vs. concrete self-regulatory mindset colors one's interpretation of new newly encountered information (Freitas et al., 2004); when one's approach- vs. avoidance-related motivational orientation moderates one's breadth of thinking (Freitas, Katz, et al., in press); action enjoyment (Freitas & Higgins, 2002); and preference for familiarity (Freitas et al., 2005); when one's action history moderates one's approach/avoidance proclivities toward environmental cues (Freitas, Azizian, et al., 2007); and when one's recent experiences of encountering information-processing conflict engage general mechanisms of cognitive control (Freitas, Bahar, et al., 2007). By applying theory and methods across social, cognitive, and biological psychology, a broader impact of this work is its contribution to integrating these separate areas, as reflected in this work's publication in outlets specific to social and personality psychology, outlets specific to biological psychology, and outlets spanning psychological science more generally. Further recommending the benefits of this integrative approach is my recent work on self-referential event representation (Freitas, Langsam, et al., in press; Freitas & Clark, 2008). Research in cognitive neuroscience has documented an important role of episodic memory in the mental simulation of future events, supporting the notion that self-awareness is associated intimately with mental time travel, and independent research in social psychology has documented a potent influence of self-referential cognition on motivation, affect, and self-regulation. My research integrates these separate domains of inquiry into a new proposition, the *self-referential future* hypothesis that thinking of the future increases thoughts about oneself, which suggests coherent predictions bearing on event representation, affect anticipation, decision making, and detecting information-processing conflict. More broadly, then, this work illustrates the vibrant and generative nature of psychological science as the boundaries between its sub-disciplines become increasingly permeable.

PUBLICATIONS

Note: Asterisk connotes Stony Brook student co-author.*

- Freitas, A.L., & Clark*, C.L. (2008). Seeing oneself in one's future: Self-referential representation of future and ongoing events. Manuscript submitted for publication.
- Freitas, A.L., Langsam*, K.L., Clark*, C.L., & Moeller*, S.J. (in press). Seeing oneself in one's choices: Construal level and self-pertinence of electoral and consumer decisions. *Journal of Experimental Social Psychology*.
- Freitas, A.L., Katz*, A., Azizian*, A., & Squires, N.K. (in press). When affective cues broaden thought: Evidence from event-related potentials associated with identifying emotionally expressive faces. *Cognition and Emotion*.
- Azizian*, A., Freitas, A.L., & Squires, N.K. (in press). Varieties of action control: Event-related brain potentials to symbolically congruent and incongruent cues. *Physiology and Behavior*.
- Freitas, A.L., Bahar*, M., Yang*, S., & Banai*, R. (2007). Contextual adjustments in cognitive control across tasks. *Psychological Science, 18*, 1040 – 1043.
- Freitas, A.L., Azizian*, A., Leung, H.-C., & Squires, N.K. (2007). Resisting recently acted-on cues: Compatibility of Go/No-Go responses to response history modulates (anterior P3) event-related potentials. *Psychophysiology, 44*, 2 – 10.
- Higgins, E.T., & Freitas, A.L. (2007). Regulatory fit: Its nature and consequences. In C. Ostroff & C. Judge (Eds.), *Perspectives in Organizational Fit*. Mahwah, NJ: Lawrence Erlbaum Associates.
- Levy, S.R., Freitas, A.L., Mendoza-Denton, R., & Kugelmass*, H. (2006). Hurricane Katrina's impact on African Americans' and European Americans' endorsement of the Protestant Work Ethic. *Analyses of Social Issues and Public Policy, 6*, 75 – 85.
- Azizian*, A., Freitas, A.L., Parvaz*, M., & Squires, N. (2006). Beware misleading cues: Perceptual overlap modulates the N2/P3 complex. *Psychophysiology, 43*, 253 – 260.
- Azizian*, A., Freitas, A.L., Watson*, T.D., & Squires, N. (2006). Electrophysiological correlates of categorization: P300 amplitude as index of target similarity. *Biological Psychology, 71*, 278 – 288.
- Freitas, A.L., Azizian*, A., Travers*, S., & Berry*, S.A. (2005). The evaluative connotation of processing fluency: Inherently positive or moderated by motivational context? *Journal of Experimental Social Psychology, 41*, 636-644.

- Langsam*, K.L., Freitas, A.L., & Higgins, E.T. (2005). Self-regulatory fit and quality of life. In W. Lenderking and D. Revicki (Eds.), *Advances in health outcomes research: Methods, measurement, statistical analysis, and clinical applications* (pp. 249-264). Dordrecht, The Netherlands: Kluwer Academic Press.
- Freitas, A.L., Gollwitzer, P.M., & Trope, Y. (2004). The Influence of abstract and concrete mindsets on anticipating and guiding others' self-regulatory efforts. *Journal of Experimental Social Psychology*, *40*, 739-752.
- Downey, G., Freitas, A.L., Michaelis, B., & Khouri, J. (2004). The self-fulfilling prophecy in close relationships. [Republication of 1998 paper listed below.] In H.T. Reis, C.E. Rusbult, and C.E. Rusbult (Eds.), *Key Readings in Social Psychology Series: Close Relationships*. New York: Psychology Press.
- Higgins, E.T., Idson, L. C., Freitas, A.L., Spiegel, S., & Molden, D.C. (2003). Transfer of value from fit. *Journal of Personality and Social Psychology*, *84*, 1140-1153.
- Freitas, A.L., & Higgins, E.T. (2002). Enjoying goal-directed action: The role of regulatory fit. *Psychological Science*, *13*, 1-6.
- Freitas, A.L., Liberman, N., & Higgins, E.T. (2002). Regulatory fit and resisting temptation during goal pursuit. *Journal of Experimental Social Psychology*, *38*, 291-298.
- Levy, S.R., Freitas, A.L., & Salovey, P. (2002). Construing action abstractly and blurring social distinctions: Implications for perceiving homogeneity among, but also empathizing with and helping, others. *Journal of Personality and Social Psychology*, *83*, 1224-1238.
- Freitas, A.L., Liberman, N., Salovey, P., & Higgins, E.T. (2002). When to begin? Regulatory focus and action initiation. *Personality and Social Psychology Bulletin*, *28*, 121-130.
- Freitas, A.L., Salovey, P., & Liberman, N. (2001). Abstract and concrete self-evaluative goals. *Journal of Personality and Social Psychology*, *80*, 410-424.
- Freitas, A., & Salovey, P. (2000). Regulating emotion in the long and short term. *Psychological Inquiry*, *11*, 178-179.
- Downey, G., Freitas, A.L., Michaelis, B., & Khouri, J. (1998). The self-fulfilling prophecy in close relationships. *Journal of Personality and Social Psychology*, *75*, 545-560.
- Freitas, A.L., & Downey, G. (1998). Resilience: A dynamic perspective. *International Journal of Behavioral Development*, *22*, 263-285.

Downey, G., Lebolt, A., Rincón, C., & Freitas, A.L. (1998). Rejection sensitivity and children's interpersonal difficulties. *Child Development*, 69, 1072-1089.

CONFERENCE PRESENTATIONS

Langsam*, K.L., & Freitas, A.L. (2008, February). Level of construal and the ideal self: Implications for social support provision to close others. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.

Clark*, S.L., & Freitas, A.L. (2008, February). Seeing oneself in one's purchases: Level of action construal moderates the persuasive appeal of self-relevant advertisements. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, Albuquerque, NM.

Chou*, A., & Freitas, A.L. (2007, February). Others are good, but I'm better: Implicit self/other evaluations, goal-achievement confidence, and perceived invulnerability to risks. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, Memphis, TN.

Langsam*, K.L., & Freitas, A.L. (2007, February). Goal pursuit by proxy: Abstract and concrete construals of voting. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, Memphis, TN.

Clark*, S., & Freitas, A.L.. (2007, February). Abstract and concrete self-regulatory mindsets and the compartmentalization vs. generalization of life satisfaction. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, Memphis, TN.

Yi*, Yuji, Freitas, A.L., & Leung, H.C. (2006, October). Frontostriatal circuit in rapid action control: An fMRI study of past response selection and present Go/NoGo response compatibility. Paper presented at the Annual Meeting of the Society for Neuroscience, Atlanta, GA.

Freitas, A.L., & Chou*, A. (2006, May). Motivation generated through action: Ignoring a stimulus facilitates avoidance-oriented responses to it. Paper presented at the 18th Annual Meeting of the American Psychological Society, New York, NY.

Langsam*, K.L., & Freitas, A.L. (2006, May). Implications of mental representation for evaluating representatives: An intimate look at elections. Paper presented at the 18th Annual Meeting of the American Psychological Society, New York, NY.

Langsam*, K.L., & Freitas, A.L. (2006, February). Putting money into perspective: The combined impact of abstract vs. concrete thinking and local context on the value of financial rewards. Paper presented at the Seventh Annual Meeting of the Society for Personality and Social Psychology, Palm Beach, CA.

- Freitas, A.L., & Azizian*, A. (2005, September). The cognitive electrophysiology of conflict between past and present action intentions. Symposium paper presented in J. Duncan (Chair), "*Cognitive Control*" at the 9th Annual Meeting of the International Cognitive Neuroscience Society (ICON 9), Havana, Cuba.
- Azizian*, A., & Freitas, A.L. (2005, September). Beware misleading cues: Visual perceptual overlap augments the No-Go N2. Symposium paper presented in J. Duncan (Chair), "*Cognitive Control*" at the 9th Annual Meeting of the International Cognitive Neuroscience Society (ICON 9), Havana, Cuba.
- Moeller*, S.J., Langam*, K.L., & Freitas, A.L., (2005, May). Abstract and concrete mindsets guide evaluations of political candidates. Paper presented at the 17th Annual Meeting of the American Psychological Society, Los Angeles, CA.
- Freitas, A.L., (2005, February). Construal level and action-category breadth: Implications for social judgment. Symposium paper presented in K. Fujita and Y. Trope (Chairs), "*Psychological Distance and Social Judgment*" at the Sixth Annual Meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Trabosh*, S., & Freitas, A.L. (2005, February). Can women control the effects of exposure to the "thin ideal" on appearance-related concerns? The moderating impact of selective attention on priming. Paper presented at the Sixth Annual Meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Marcel*, W.J., & Freitas, A.L. (2005, February). The pull of music: Contextual variability in rudimentary approach-avoidance responses to auditory stimuli. Paper presented at the Sixth Annual Meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Freitas, A.L. , Azizian*, A., Paritskaya*, P., Berry*, S.A., & Squires, N. (2004, October). Effects of response compatibility on P300 amplitude. Paper presented at the 44th Annual Meeting of the Society for Psychophysiological Research, Santa Fe, NM.
- Berry*, S.A., Freitas, A.L. , Azizian, A., & Squires, N. (2004, October). Self-referential processing of emotionally charged stimuli. Paper presented at the 44th Annual Meeting of the Society for Psychophysiological Research, Santa Fe, NM.
- Freitas, A.L. (2004, February). Selective attention and valence tags. Paper presented at the Fifth Annual Meeting of the Society for Personality and Social Psychology, Austin, TX.
- Travers*, S., & Freitas, A.L. (2004, February). Perceptual Fluency and Liking: A Motivational Explanation. Paper presented at the Fifth Annual Meeting of the Society for Personality and Social Psychology, Austin, TX.

- Freitas, A.L., Levy, S., & Salovey, P. (2003, February). Construing Action Abstractly and Burring Social Distinctions. Paper presented at the Fourth Annual Meeting of the Society for Personality and Social Psychology, Los Angeles, CA.
- Freitas, A.L., Trope, Y., & Gollwitzer, P. (2002, February). Inferring Others' Self-Evaluative Goals: The Influence of Abstract and Concrete Representations of Feedback Situations. Paper presented at the Third Annual Meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Freitas, A.L., & Higgins, E.T. (2001, February). Anticipating action enjoyment: The role of regulatory fit. Paper presented at the Second Annual Meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Freitas, A.L., & Higgins, E.T. (2000, October). Enjoying goal-directed action: The Role of Regulatory Fit. Symposium paper presented in J. Harackiewicz & C. Sansone (Chairs), "Intrinsic and extrinsic motivation: Independent or interconnected?" at the annual meeting of the Society for Experimental Social Psychology. Atlanta, GA.
- Freitas, A.L., Salovey, P., & Liberman, N. (2000, February). How and why people seek feedback: Abstract and concrete self-evaluative goals. Paper presented at annual meeting of the Society for Personality and Social Psychology.
- Freitas, A.L., Liberman, N., Salovey, P., & Higgins, E.T. (1999, May). Regulatory focus and initiating goal pursuit. "Hot Topic" paper presented at the annual meeting of the American Psychological Society.
- Freitas, A.L., Salovey, P., & Liberman, N. (1999, November). Abstract and concrete self-evaluative goals. Paper presented at the first annual Graduate Student Conference in Social Psychology, New York University.
- Downey, G., Freitas, A., & Ayduk, O. (1998, May). The self-fulfilling prophecy in close relationships: Do young women who expect rejection get rejected by their partners? Paper presented at the Seventh Biennial Meeting of the Society for Research on Adolescence, San Diego, California.
- Downey, G., Freitas, A., & Ayduk, O. (1997, May). The intergenerational transmission of relationship frames: A working model of working models. Paper presented at the 9th annual meeting of the American Psychological Society, Washington, D.C.
- Downey, G., Freitas, A., & Ayduk, O. (1997, October). Rejection sensitivity and women's intimate relationships. Symposium paper presented in R. Baumeister (Chair), "*Relationship cognitions*" at annual meetings of Society for Experimental Social Psychology.
- Freitas, A. L., Levy, S.R., & Dweck, C.S. (1997, May). *Implicit theories predict behavioral stereotyping in a prisoner's dilemma game*. Paper presented at the annual meeting of the American Psychological Society.

Mendoza-Denton, R., & Freitas, A.L. (1997, August). *Delay of gratification buffers rejection-sensitive adolescents from enacting aggression*. Paper presented at the 1997 Annual Meetings of the American Psychological Association.

INVITED TALKS

Freitas, A.L. (2007). When social-rejection cues narrow thought: Evidence from event-related-potential-correlates of categorization. (April, 2006). Rejection-Sensitivity Research Group, Columbia University, New York, NY.

Freitas, A.L. (2007). When affective cues impact breadth of thought: Evidence from event-related-potential-correlates of categorization. (April, 2006). Motivational Science Group, Columbia University, New York, NY.

Freitas, A.L. (2007). Seeing oneself in one's decision: Levels of construal of voting.. (March, 2007). Social Psychology Brown Bag Series. Department of Psychology, Yale University, New Haven, CT.

Freitas, A.L. (2006). Abstract and concrete evaluations of political candidates and other proxies for the self. (March, 2006). Political Psychology Brown Bag Series. Department of Political Science, SUNY Stony Brook, Stony Brook, NY.

Freitas, A.L. (2005). Abstract and concrete evaluations of political candidates and other proxies for the self. (December, 2005). Motivational Science Group, Columbia University, New York, NY.

Freitas, A.L. (2004). Motivational and cognitive underpinnings of selective attention (September, 2004). Social Psychology Brown Bag Series, Department of Psychology, New York University, New York, NY.

Freitas, A.L. (2004). Location-based action tags. (November, 2004). Experimental Psychology Brown Bag Series, SUNY Stony Brook, Stony Brook, NY.

Freitas, A.L. (2004). Regulatory fit and quality of life. International Society for Quality of Life Research. (July, 2004). Boston, MA.

Freitas, A.L. (2003). Selective attention and action tags. (November, 2003). Experimental Psychology Brown Bag Series, SUNY Stony Brook, Stony Brook, NY.

Freitas, A.L. (2003). Selection and preference: Automatic effects of behavior on feeling. (April, 2003). Decision-Making Colloquia Series at Columbia School of Business, Columbia University, New York, NY.

- Freitas, A.L. (2003). Inhibition versus action tags as mechanisms of selective attention (January, 2003). Social Psychology Brown Bag Series, Columbia University, New York, NY.
- Freitas, A.L. (2002). Regulatory fit and action enjoyment (January, 2002). Departmental colloquium, New York University, New York, NY.
- Freitas, A.L. (2002). Enjoying goal-directed action: The role of regulatory fit (December, 2002). Departmental colloquium, Cornell University, Ithaca, NY.
- Freitas, A.L. (2002). Abstract and concrete self-evaluative goals (December, 2002). Departmental colloquium, Columbia University, New York, NY.
- Freitas, A.L. (2002). Abstract and concrete self-evaluative goals (December, 2002). Departmental colloquium, Cornell University, Ithaca, NY.
- Freitas, A.L. (2002). Regulatory fit and action enjoyment (November, 2002). Departmental colloquium, SUNY Stony Brook, Stony Brook, NY.
- Freitas, A.L. (2001). Abstract and concrete self-evaluative goals (November, 2001). Social Psychology Brown Bag Series, Yale University, New Haven, CT.

ADHOC REVIEWING

Scientific Journals

Asian Journal of Social Psychology
British Journal of Social Psychology
Cognition and Emotion
Emotion
European Journal of Social Psychology
Group Processes and Intergroup Relations
Journal of Experimental Social Psychology
Journal of Personality
Journal of Personality and Social Psychology
Motivation and Emotion
Personality and Social Psychology Bulletin
Political Psychology
Psychological Bulletin
Psychological Review
Psychology of Sport and Exercise
Psychonomic Bulletin and Review
Self and Identity
Social Cognition

Scientific Conferences

Society for Personality and Social Psychology
Society for the Psychological Study of Social Issues

Funding Agencies

Israel Science Foundation
National Science Foundation: Behavioral and Cognitive Sciences

DEPARTMENTAL AND UNIVERSITY SERVICE

- Member, Psychology Department Hiring Committee in Cognitive Neuroscience, 2007-2008
- Member, Psychology Department Hiring Committee in Developmental, 2007-2008
- Member, Psychology Department Graduate Committee, 2006-present
- Faculty Representative, Higher Education Opportunity Program Summer Orientation, 2004 - present
- Member, University Student Life Committee, 2003-2004
- Member, Psychology Department Undergraduate Committee, 2003-2004
- Member, Psychology Department Hiring Committee in Clinical Psychology, 2004-2005
- Member, Specialties and Dissertation Committees (24 total) of PhD candidates in political science; biopsychology; clinical psychology; cognitive psychology; and social psychology, 2002 - present.

COURSES TAUGHT

- *Statistics for Psychology* (undergraduate level)
- *Social Psychology* (undergraduate level); Rated among top undergraduate psychology courses, Fall 2006
- *Social Psychology* (graduate level); Rated among top graduate psychology courses, Fall 2004