

**Curriculum Vitae: Marcel Zeelenberg**  
November 2017

**1. Personal Details**

Date of Birth: 13 January 1968  
Nationality: Dutch  
Home: Burgemeester van Meursstraat 23  
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The Netherlands  
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TIBER (Tilburg Institute for Behavioral Economics Research)  
& Department of Social Psychology  
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Office: Vrije Universiteit, Amsterdam  
School of Business and Economics  
Department of Marketing  
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**2. Professional Experience**

2017- Professor of Behavioral Research in Marketing  
Vrije Universiteit, Amsterdam, Department of Marketing

2009- Professor of Economic Psychology,  
Tilburg University, Department of Social Psychology

2010 Visiting Professor @ Leiden University  
Department of Social and Organizational Psychology

2005-2009 Professor of Social and Economic Psychology  
Tilburg University, Department of Social Psychology

2004-2008 Professor of Behavioral Decision Making @ University of Amsterdam  
Guest professorship at the Department of Economics, CREED (Center for  
Research in Experimental Economics and political Decision making)

- 2000-2004 Van der Leeuw Professor of Social Psychology  
(funded by NWO—Dutch Science Foundation)  
Tilburg University, Department Psychology
- 1998 -2000 Assistant Professor of Marketing and Marketing Research  
Tilburg University, Department of Business Administration
- 1997-1998 TMR Marie Curie Research Fellow  
University of Sussex, School of Biological Sciences, Laboratory of Experimental Psychology  
Project: “Anticipated regret in interpersonal decision making”, funded by the European Community.  
Grant Holder: Marcel Zeelenberg; Scientific Supervisor: Jane Beattie.  
Contract number: FMBICT961052. Duration: 06 Months from 21-07-97 -- Category 20 (B20)
- 1996-1997 Postdoctoral Research Fellow  
Eindhoven University of Technology, Faculty of Technology Management, Department of Psychology and Language  
Project: “Affective factors in consumer decision making”
- 1992-1996 PhD-Student  
University of Amsterdam, Department of Social Psychology  
Project: “Affect and cognition in judgment and decision processes.”  
Advisors: Joop van der Pligt, Antony S.R. Manstead & Nanne K. de Vries.
- 1992 Researcher Assistant  
Leiden University: Centre for Safety Research  
Project: “Safety in construction,” Funded by the ARBO foundation.
- 1991 Research Assistant  
Leiden University: Centre for Energy and Environmental Research  
Project: “Energy labeling of domestic appliances,” Funded by NOVEM.

### **3. Teaching**

- All my teaching is evaluated by the Education Institute of the Faculty of Social Sciences, and the ratings are among the top 5% of the Psychology Program. Four times I won the best teacher award in our school (2003 best teacher in psychology, 2007, 2008, 2010 best teacher in the Master programs of the Faculty of Social Sciences).
- Courses taught: Introduction to Psychology, Social Psychology, Emotions, Psychology of Economics, Economic Psychology, Advanced Economic Psychology, Consumer Behavior, Marketing Communications, Academic Writing, Behavioral Decision Making, Negotiation, Group Dynamics, Research Methods.
- Coaching of research projects, student internships, and bachelor theses and master theses.

- Guest Lecturer at the International Summer School on “Economic Psychology,” June 20–July 1, 2017 at Universidad de los Andes, Bogota (Colombia).
- Co Taught with Dr. Seger M. Breugelmans “Behavioral Economics” in Applied Social Psychology Program at Higher School of Economics in Moscow, Russia, in 2012 and 2013. I taught this course solo in November 2015, and again in November 2016.
- Teacher and organizer of course on “Psychology of Experience” at Fontys University of Applied Sciences in Tilburg, 2012/2013, 2013/2014, 2014/2015, and 2015/2016.
- Lecturer and coordinator of “Emotion, Motivation and Decision Making” Track of the EAESP Summer School, 2004 in Groningen, The Netherlands (Co-teaching with Nira Liberman).
- Guest Lecturer at Summer School on “Rationality and irrationality in decision making: The role of intuition and emotion,” June 30–July 3, 2008 at The Catholic University of the Sacred Heart, Milano (Italy). ([http://www.aipass.org/SS\\_DECISION-MAKING.pdf](http://www.aipass.org/SS_DECISION-MAKING.pdf))
- Guest Lecturer at the IAREP/SABE/ICABEEP Summer School 2010, “Behavioral Economics and Economic Psychology”, August 22 — September 3, 2010 at the National Research University — Higher School of Economics (Russia). ([http://www.icabeeep-school.epee.hse.ru/conference\\_schedule](http://www.icabeeep-school.epee.hse.ru/conference_schedule)).
- Guest Lecturer at the 3<sup>rd</sup> EADM JDM Summer School July 11-16 2016 at University of Amsterdam, The Netherlands (<http://eadm.eu/3rd-eadm-jdm-summer-school/>).
- Guest lecturer at the fifth Spring School in behavioral economics, January 2017 in San Diego, CA.
- TEDx talk “On the science of regret” delivered at TEDxCollegeOfEuropeNatoLin: (When) It’s Up to You! on 6 April 2016. <https://www.youtube.com/watch?v=ZPCV3Oe1fYw>
- Teacher at the Tilburg’s Children’s University 2005 & 2006 on the topic Regret: ([http://www.uvt.nl/kinderuniversiteit/kUVT\\_spijt/](http://www.uvt.nl/kinderuniversiteit/kUVT_spijt/)). And in 2010 on the topic Material Possessions: [http://www.tilburguniversity.edu/nl/onderwijs/wetenschap-voor-scholieren/kinderuniversiteit/colleges\\_2010/spullen/](http://www.tilburguniversity.edu/nl/onderwijs/wetenschap-voor-scholieren/kinderuniversiteit/colleges_2010/spullen/)
- Teacher at the Boekids Children’s University 2017, at the Paard van Troye in The Hague.
- Professor at the University of the Netherlands (6 September 2016 I lectured on greed, in the series on Money) (9 November 2016 I lecture on regret in the series on Emotion). <http://www.universiteitvannederland.nl>
- Guest Lecture for the “Bildung Academie,” in the module “Geld” November 1, 2016. <http://debildungacademie.nl/course/de-rol-van-het-geld/>

- Teacher of “Strategic Decision Making” in Executive MBA program of IBO (Institute for Business Studies) in Zeist, 2003-2011.
- Teacher of “Authentic Influence” in the SIXO Performance Improvement Program, in Ellecom, 2011.
- 2013 “Dag van de Filosofie” Lecture on Regret.
- 2015 “Dag van de Filosofie” Lecture on Greed.
- Teacher at the Clinic “Risicobesluitvorming” of the NVVK, 2014. (Clinic on Risk and Decision Making of the Dutch Society for Safety Science)

#### 4. **Administration & Service**

- TIBER Academic Director (Tilburg Institute of Behavioral Economics Research), 2010 -
- Co-founder and co-director of TIBER (Tilburg Institute of Behavioral Economics Research) ([www.tilburguniversity.nl/tiber](http://www.tilburguniversity.nl/tiber)). 2006-2010.
- Coordinator of the English BSc-program in Psychology 2015-2017
- Chair of Tenure and Seniority Advice Committee (TASC –advising the dean on promotion and tenure decisions) of the TSB of Tilburg University (2012—).
- Member of the TASC of the TSB of Tilburg University (2010—).
- Member of the TSB Committee of ERC grants (2015—)
- Member of the TSB Committee Professor 1 Promotion Advice Committee (2016—)
- Temporary Head of Department, Department of Social Psychology at Tilburg University (November 2015—January 2016, replacing Prof. I. van Beest).
- Head of Department, Department of Social Psychology at Tilburg University 2010-2012.
- Temporary Head of Department, Department of Social Psychology at Tilburg University (2009-2010, replacing Prof. C. Rutte).
- Temporary Head of Department, Department of Psychology and Society at Tilburg University (2004-2005, replacing Prof. H. Lodewijks).
- Vice Chair of the Department of Social Psychology at Tilburg University 2007-2010, 2013-.
- Vice Chair of the Department of Psychology and Society at Tilburg University 2005-2007.
- Coordinator of The two-year International Master’s program in Cross-Cultural Economic Psychology, an international Double Degree program offered jointly by University of Osnabrück (Germany) and Tilburg University. 2015-
- Coordinator of The two-year International Master’s program in Applied Social Psychology, a two-year 120 ECTS international Double Degree program taught at both Higher School of Economics (Moscow, Russia) and Tilburg University. 2015-
- Director of Studies Tilburg University’s “Master in Social Psychology” 2005-2009, 2013-2014, 2016-2017.

- Program Director Tilburg University's Research Program "Social Decision Making" 2000 – 2014
- Member of Exams Committee of the Tilburg School for Social and Behavioral Sciences (TSB) of Tilburg University (2010 –2013).
- Member of Ethical Committee of the Faculty of Social Sciences at Tilburg University (2009-2012).
- Chair of writing committee for Masters program in Economic Psychology at Tilburg University (2009).
- Chair of writing committee for self-evaluation report for re-accreditation of Masters program in Social Psychology at Tilburg University (2005-2006).
- Chair of hiring committees Social, Organizational & Economic Psychology at Tilburg University, 2000-onwards.
- Member of Educational Committee of Psychology at Tilburg University (2000-2005).
- PhD member of the MT of the Department of Social Psychology, University of Amsterdam ('93-'96).
  
- Board member of the ASPO (Association of Dutch Social Psychologists) 2000-2007.
- Member of the NWO-Veni committee, 2006/2007/2008/2009.
  
- Member of the sJDM/EADM "*Jane Beattie Memorial Scholarship*" committee, 2010 –
- Member of the EADM "*Jane Beattie Scientific Recognition Award*" committee, 2009 –2011
  
- I am a member of the NWWO (Nederlandse Vereniging van Dierentuinen Werkgroep Wetenschappelijk Onderzoek), that aims to help ZOO's in the Netherlands with behavioral research.
- Member of Advisory Board of NTR 2014 onwards (<http://ntr.nl/site/tekst/Adviesraad/46>). We provide solicited and unsolicited advice to the NTR-Media Director about their programs and activities.
- Member of Advisory Board of NPS 2010-2013 (Chair of the Advisory Board 2012-2013)
- Member of Editorial Advisory Board of Univers (independent Tilburg University Newspaper), 2011-2015.

## 5. PhD Supervision

### Completed projects

1. **Maria J. Louro**, "Beyond Pleasure" (joint with Prof.dr. Rik Pieters). PhD- awarded Cum Laude at September 2, 2005.
2. **Jeroen Stouten**, "Virtue summons the fury" (joint with Prof.dr. Eric van Dijk, Leiden Univ. and Dr. David de Cremer). PhD- awarded at November 8, 2005.
3. **Roger Bougie**, "On Customer Anger" (joint with Prof.dr. Rik Pieters). PhD- awarded at December 8, 2005.
4. **Cinzia Giorgetta** (Universita Degli Studi Di Roma, La Sapienza), "Factors affecting the decision making: Theoretical and methodological implications of the emotional process."

- (joint with Prof.dr. Fabio Ferlazzo, and Prof.dr. Francesca D'Olimpio). PhD- awarded at January 16, 2007 at Universita Degli Studi Di Roma, La Sapienza.
5. **Inge M. Wetzer**, "Let's talk about it: Studies on the social sharing of emotion" (joint with Prof.dr. Rik Pieters, Dept of Marketing). PhD- awarded at February 9, 2007.
  6. **Rita Coelho do Vale**, "Impulse decisions" (joint with Prof.dr. Rik Pieters). PhD- awarded at April 27, 2007.
  7. **Yaniv Shani**, "Searching for negative information. The pains of suspecting the worst versus the comforts of knowing the worst." PhD- awarded at September 14, 2007.
  8. **Marijke van Putten**, "Dealing with missed opportunities: Causes and consequences of inaction inertia" (joint with Prof.dr. Eric van Dijk of Leiden University). PhD- awarded at January 15, 2008.
  9. **Ilona E. de Hooge**, "Social Emotion in Decision Making: Towards a better understanding of shame and guilt," (joint with Dr. Seger M. Breugelmans). PhD- awarded at June 27, 2008.
  10. **Niels van de Ven**, "The bright sides of a deadly sin: On the psychology of envy" (joint with Prof.dr. Rik Pieters, Dept of Marketing). PhD- awarded Cum Laude at 13 November 2009.
  11. **Luis F. Martinez**, "Emotion and decision making in interdependent settings: Behavioral Effects of Regret and Disappointment," (joint with Prof.dr. John B. Rijsman). PhD- awarded at September 13, 2010.
  12. **Stephanie C. M. Welten**, "Concerning Shame," (joint with Dr. Seger M. Breugelmans). PhD- awarded at January 20, 2012.
  13. **Yvette M. J. van Osch**, "Show or Hide Your Pride," (joint with Dr. Seger M. Breugelmans). PhD- awarded at November 30, 2012.
  14. **Philippe P. F. M. van de Calseyde**, "Implicit cues in social interaction and decision making," (joint with Prof. Gideon Keren). PhD- awarded at 26 March 2014.
  15. **Job van Wolferen**, "The Psychology of Insurances," (joint with Dr. Yoel Inbar). PhD- awarded at 19 September 2014.
  16. **Janne van Doorn**, "On Anger and Prosocial Behavior," (joint with Dr. Seger M. Breugelmans). PhD- awarded at November 17 2014.
  17. **Ellen R. K. Evers**, "Sets," (joint with Dr. Yoel Inbar). PhD- awarded Cum Laude at February 13, 2015.
  18. **Irene Blanken** "Moral Licensing and Behavior," (joint with Dr. Niels van de Ven). PhD- awarded at November 27, 2015
  19. **Catalina Estrada-Mejia**, "On the relationship between: Numeracy and Wealth," (joint with Dr. Marieke de Vries). PhD- awarded at December 4, 2015.
  20. **Maartje Meijs** "Identification with Feminism: Antecedents and Consequences," (joint with Dr. Kate Ratliff [Florida] and Dr. Joris Lammers [Köln]). PhD- awarded at January 15, 2016.
  21. **Terri Seuntjens**, "On the Psychology of Greed," (joint with Dr. Niels van de Ven). PhD- awarded at October 21, 2016.
  22. **George F. Loewenstein**, Honorary Doctorate awarded at November 17, 2016.
  23. **Job Krijnen**, "Inertia in Retirement Saving," (joint with Dr. Seger M. Breugelmans). PhD- awarded at January 13, 2017.

#### Current Supervision

24. **Arnoud Plantinga**, "The Economic Psychology of Poverty and Decision Making" (joint with Dr. Seger M. Breugelmans). Starting date September 1 2014.
25. **Fieke Wagemans**, "Disgust and Moral Judgment" (joint with Dr. Mark Brandt). Starting date January 13 2015.

26. **Nina Spälti**, “Status quo effects, query theory and political judgment” (joint with Dr. Mark Brandt). Starting date September 1 2015.
27. **Cong Peng**, “social relations” (joint with Dr. Rob M. A. Nelissen). Starting date September 1 2015.
28. **Karlijn Hoyer**, “Greed” (joint with Dr. Seger M. Breugelmans & Dr. Terri G. Seuntjens). Starting date June 1 2017.
29. **Mehmet Tunc**, “Emotions and Political Decision Making” (joint with Dr. Mark Brandt). Starting date June 1 2017.
30. **Hannes Rosenbuch**, “Dig Data & Trust” (joint with Dr. Tony Evans). Starting date August 1 2017.
31. **Xiaolu Zhang**, “Guilt” (joint with Dr. Seger M. Breugelmans). Starting date September 1 2017.
- 32.

#### Postdoc supervision

1. **Michel Handgraaf**, “The Economic Psychology of Ultimatum Bargaining” (2001-2003).
2. **Christopher J. Anderson**, “Psychological Processes in Decision Aversion” (2002-2003).
3. **Paul E. Jones**, “Social Projection and Decision Making” (2002-2004).
4. **Rob M. A. Nelissen**, “Emotion in Negotiations” (2005-2009).
5. **Monique Pollmann**, “Agentive Decision Making” (2009-2011).
6. **David Marchiori**, “Portion size effects” (2012-2014).

## 6. Awards & Research Funding Obtained

- |      |   |
|------|---|
| 2015 | Daniel Kahneman Lecture delivered at the IAREP-SABE annual meeting in Sibiu, Rumania.   |
| 2015 | Peng, C., Nelissen, R. M. A., & Zeelenberg. Guilt. CSC-funding for 4 years PhD-project.   |
| 2013 | Blanken, I, Van de Ven, N, Zeelenberg (2013). A meta-analytical review of psychological licensing. Runner-up for the Student Poster Award, SPSP Graduate Student Travel Award.  |
| 2012 | NETSPAR Grant with Seger Breugelmans for PhD project of Job Krijnen (approx. €60.000).  |
| 2012 | WEET WAT JE BESTEEDT Grant with Niels van de Ven for PhD project of Terri Seuntjens (approx. €100.000).   |
| 2012 | <i>Dancker Daamen Best Paper Award</i> , awarded by the ASPO for this paper: Van Wolferen, J., Krijnen, J., Jacobs, P., Inbar, Y., & Zeelenberg, M. (2012). Verzekeringsfraude: Ik betaal toch niet voor niets zoveel premie? In M. Strick, M. Baas, L. van Dillen, R. Dotsch & M. de Vries (Eds.), <i>Jaarboek Sociale Psychologie 2012</i> (pp. 259-262). Groningen: ASPO Pers. |
| 2010 | Best Teacher Award in the School of Social and Behavioral Sciences at Tilburg University  |
| 2008 | Best Teacher Award in the School of Social and Behavioral Sciences at Tilburg University  |
| 2008 | NETSPAR Grant with Jan Potters, Gideon Keren (approx. €800.000).  |
| 2007 | Best Teacher Award in the School of Social and Behavioral Sciences at Tilburg University  |
| 2007 | Franco Nicosia ACR Competitive Paper Award, for the paper “Sneaky Small Sins Flying Under the Radar. Package Sizes and Consumption Self-Regulation.” By Rita Coelho De Vale, Rik Pieters & Marcel Zeelenberg.   |

- 2007 Jane Beattie Scientific Recognition Award, awarded by the European Association for Decision Making.
- 2005 €5.000.000 startup grant for TIBER, Tilburg University.
- 2004 €100.000 intramural research grant for excellent research from Tilburg University.
- 2004 NWO-Open Competition, Grant for PhD project “Causes and consequences of Inaction Inertia” (€176.000).
- 2003 Best Teacher in Psychology Award at Tilburg University
- 2002 SOBU Grant for PhD project “The determinants of choice difficulty and associated regret” Together with Gideon Keren (TU Eindhoven) (approx. €100.000).
- 2001 SOBU Grant for 2.5 years postdoc “Social projection and decision making” Together with Gideon Keren (TU Eindhoven) (approx. €100.000).
- 1998 NWO-MAG/W grant. Two years funding (200.000 Dutch Guilders).
- 1997 MARIE CURRIE FELLOWSHIP, TMR-20 grant for 6 months at the Lab. of Experimental Psychology, University of Sussex. Project: “Anticipated regret in interpersonal decision making”, funded by the European Community. Grant Holder: Marcel Zeelenberg; Scientific Supervisor: Jane Beattie. Contract number: FMBICT961052 . Duration : 06 Months from 21-07-97 -- Category 20 (B20)
- 1992-1996 Several NWO /Sir Travel grants.

## 7. Editorial Responsibilities

- Associate Editor for Emotion (2013 –2015)
- Associate Editor for Theory and Decision (2005 –2007)
- Editorial board member of Psychological Science (2015 –)
- Editorial board member of the Journal of Behavioral Decision Making (2004 –2011)
- Editorial board member of Organizational Behavior and Human Decision Processes (2004 –2011)
- Editorial board member of the Journal of Consumer Research (2005 –2011)
- Editorial board member of Foundations and Trends® in Marketing (2005 –)
- Editorial board member of the Judgment and Decision Making (2006—2014)
- Editorial board member of the Journal of Personality and Social Psychology (2010 – 2012)

## 8. Publications and Research work

### *Under review & in preparation*

- Evers, E. R. K., Inbar, Y., Loewenstein, G., & Zeelenberg, M. (2017). Preference for simplicity. Submitted.
- Evers, E. R. K., Inbar, Y. & Zeelenberg, M. (2017). The set completion premium. Resubmission in preparation for the *Journal of Marketing Research*.
- De Hooge, I. E., Wagemans, F. M. A., Breugelmans, S. M., & Zeelenberg, M. (2017). The social side of shame: Approach versus withdrawal. Submitted to *Cognition and Emotion*.
- Krijnen, J. M. T., Breugelmans, S. M. & Zeelenberg, M. (2017). Overcoming retirement saving inertia. Submitted to *Behavioral Science and Policy*.



- Van Doorn, J., Zeelenberg, M., Breugelmans, S. M., Lotz, S., & Okimoto, T. G. (2017). Prosocial consequences of third-party anger. Submitted to *Social Justice Research*.
- Van Doorn, J., Zeelenberg, M., & Breugelmans, S. M. (2017). First-party and third-party experiences of anger. Submitted to.
- Van Doorn, J., Breugelmans, S. M., & Zeelenberg, M. (2016). Emotional experience and prosocial behavior in observers of unjust situations. Submitted to *Social Psychology*.
- Van Doorn, J., Zeelenberg, M., & Breugelmans, S. M. (2017). An exploration of third parties' preference for compensation over punishment: Six experimental demonstrations. Resubmitted to the *Journal of Behavioral and Experimental Economics*.
- Shani, Y., Zeelenberg, M., & Danziger, S. (2017). Mixing money with friendship. Resubmission in preparation for *Journal of Consumer Research*.
- Van de Calseyde, P., Zeelenberg, M. & Evers, E. R. K. (2017). Decisional doubt and the experience of regret. *Organizational Behavior and Human Decision Processes*.
- Van der Swaluw, K., Lambooi, M. S., Zeelenberg, M., Mathijssen, J. J. P., Polder, J. J., & Prast, H. M. (2017). The role of regret in weight loss lotteries. *Submitted*
- Van Osch, Y. M. J., Zeelenberg, M., & Breugelmans, S. M. (2016). Cultural variation in pride: A study among Dutch and Chinese-Dutch biculturals.
- Van Osch, Y. M. J., Zeelenberg, M., Breugelmans, S. M. & Brandt, M. J. (2017). Show or hide pride? Selective inhibition of pride expressions as a function of relevance of achievement domain. *Emotion*.
- Zeelenberg, M., & Seuntjens, T. G., (2015, in prep). Dispositional greed. In V. Zeigler-Hill & T. K. Shackelford (Eds.), *SAGE Handbook of Personality and Individual Differences*
- Zeelenberg, M., Seuntjens, T. G., Breugelmans, S. M. & Van de Ven, N., (2015, in prep). Greed, response to comments. in *Economic Psychology. Journal of Economic Psychology*
- Seuntjens, T. G., Zeelenberg, M., Van de Ven, N., & Breugelmans, S. M. (2016). Enough is never enough: Dispositional greed and overearning. Submitted to *JPSP*
- Seuntjens, T. G., Zeelenberg, M., Van de Ven, N., & Breugelmans, S. M. (2016). Greedy bastards: The desire for more and unethical behavior. To be submitted to *JPSP*.
- In press*
- Breugelmans, S. M., Plantinga, A., Zeelenberg, M., Poluektova, O. & Efremova, M. (in press). The elusive constellations of poverty. *Behavioral and Brain Science*.
- Peng, C., Nelissen, R. M. A., & Zeelenberg, M. (in press). Reconsidering the roles of gratitude and indebtedness in social exchange. *Cognition and Emotion*
- Plantinga, A., Krijnen, J. M. T., Zeelenberg, M., & Breugelmans, S. M. (in press). Evidence for opportunity cost neglect in the poor. *Journal of Behavioral Decision Making*.
- Van Osch, Y. M. J., Zeelenberg, M., & Breugelmans, S. M. (in press). The self and others in the experience of pride. *Cognition and Emotion*
- Van de Calseyde, P., Keren, G., & Zeelenberg, M. (in press). The hidden cost of insurance on cooperation. *Journal of Behavioral Decision Making*
- Van de Ven, N., & Zeelenberg, M. (2018). Envy and social comparison. In: J. Suls, R. Collins, & L. Wheeler (Eds.), *Social Comparison, Judgment and Behavior*. New York: Oxford University Press.

Van der Swaluw, K., Lambooi, M. S., Mathijssen, J. J. P., Schipper, M., Zeelenberg, M., Berkhout, S., Polder, J. J., & Prast, H. M. (2018). Commitment Lotteries Promote Physical Activity among Overweight Adults - A Cluster Randomized Trial. *Annals of Behavioral Medicine*.

Wagemans, F. M. A., Brandt, M., & Zeelenberg, M. (in press). Disgust sensitivity is primarily associated with purity-based moral judgments. *Emotion*.

Zeelenberg, M. (2018). Regret is a basic emotion. In A. Scarantino (Ed.), *Routledge Handbook of Emotion Theory* (pp. Xx-xx). New York: Routledge.

Zeelenberg, M. (2018). Anticipated regret: A prospective emotion about the future past. In G. Oettingen, A. T. Sevincer, and P. M. Gollwitzer (Eds.), *The Psychology of Thinking about the Future* (pp. Xx-xx). New York: The Guilford Press.

2017

Spalti, A. K., Brandt, M. J., & Zeelenberg, M. (2017). Memory retrieval processes help explain the incumbency advantage. *Judgment and Decision Making*, 12(2), 173-182.

Van Doorn, J., Zeelenberg, M., & Breugelmans, S. M. (2017). The impact of anger on donations to victims. *International Review of Victimology*, 23(3) 303–312 . DOI: 10.1177/0269758017710819

Zeelenberg, M. (2017) Anticipated regret. In R. Parrott (Ed.), *Encyclopedia of Health and Risk Message Design and Processing* (pp. 128-140 ). New York: Oxford University Press. DOI:10.1093/acrefore/9780190228613.013.264

2016

Coelho De Vale, R., Pieters, R. & Zeelenberg, M. (2016). The benefits of behaving badly on occasion: Successful regulation by planned hedonic deviations. *Journal of Consumer Psychology*, 26,(1), 17-28. DOI:10.1016/j.jcps.2015.05.001

Estrada-Mejia, C., De Vries, M., & Zeelenberg, M. (2016). Numeracy and wealth. *Journal of Economic Psychology*, 54, 53-63. DOI: 10.1016/j.joep.2016.02.011

Krijnen, J., Breugelmans, S.M., Zeelenberg, M. (2016). Overcoming inertia in retirement saving: Why now and how? *NEA Survey Paper*, 46, 7-70.

Seuntjens, T. G., Van de Ven, N., Zeelenberg, M., & Van der Schors, A., (2016). Greed and adolescent financial behavior. *Journal of Economic Psychology*, 57, 1-12. DOI: 10.1016/j.joep.2016.09.002

Shani, Y., Danziger, S., & Zeelenberg, M. (2016). The dark side of giving monetary gifts. L. Petruzzellis, R.S. Winer (eds.), *Rediscovering the Essentiality of Marketing* (p. 161). *Developments in Marketing Science: Proceedings of the Academy of Marketing Science*. DOI 10.1007/978-3-319-29877-1\_34

Van der Swaluw, K., Lambooi, M. S., Schipper, M., Mathijssen, J. J. P., Zeelenberg, M., Polder, J. J., Prast, H. M. (2016). Design and protocol of the weight loss lottery a cluster randomized trial. *Contemporary Clinical Trials*, 49, 109-115. DOI: 10.1016/j.cct.2016.06.007

Van Osch, Y. M. J., Zeelenberg, M., & Breugelmans, S. M. (2016). On the context-dependence of emotion displays: Perceptions of gold medalists' expressions of pride. *Cognition and Emotion*, 30(7), 1332-1343. DOI: 10.1080/02699931.2015.1063480

2015

- Blanken, I., Van de Ven, N., & Zeelenberg, M. (2015). A meta-analytic review of moral licensing. *Personality and Social Psychology Bulletin*, 41(4), 540–558. DOI: 10.1177/0146167215572134
- Krijnen, J. M. T., Zeelenberg, M., & Breugelmans, S.M. (2015). Decision importance as a cue for deferral. *Judgment and Decision Making*, 10(5), 407–415.
- Martinez, L. F., & Zeelenberg, M. (2015). Trust me (or not): Regret and disappointment in experimental economic games. *Decision*, 2(2), 118-126. DOI: 10.1037/dec0000025  
*Featured in the HARVARD BUSINESS REVIEW (October 2015, pp. 36-37). This was translated and published also in the German journal HARVARD BUSINESS MANAGER (January 2016, pp. 2-4)*
- Seuntjens, T. G., Zeelenberg, M., Breugelmans, S. M., & Van de Ven, N. (2015). Defining greed. *British Journal of Psychology*, 106(3), 505-525. DOI:10.1111/bjop.12100
- Seuntjens, T. G., Zeelenberg, M., Van de Ven, N., Breugelmans, S. M. (2015). Dispositional greed. *Journal of Personality and Social Psychology*, 108 (6) 917-933. DOI: 10.1037/pspp0000031
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#### *Technical reports*

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#### *Recent Invited Talks.*

- Talk at the "9th Triennial Invitational Choice Symposium" held at Huis ter Duin in Noordwijk, The Netherlands, June 12-16, 2013.
- On September 7, 2013, I gave a lecture at Brabant Open Air on regret.
- November 2014, lecture on regret at the "Gemeentemuseum Helmond" in the series on Art and Emotion (organized by Prof. Dr. Ad Vingerhoets).
- On October 1, 2014, I was one of the invited speakers a meeting of the [Money Wise](#) symposium on Sound Financial Behavior, of the Ministry of Finance, in Blijdorp Zoo in Rotterdam. My talk was entitled "The Human Factor". Other speakers were Queen Maxima, Minister Jeroen Dijsselbloem, Daniel Goldstein.
- On March 9, 2015 the [NIBUD celebrated it's 35<sup>th</sup> birthday](#). The NIBUD is the National Institute for Family Finance Information. I was one of the invited speakers at this celebration and talked about the psychological factors in financial behavior.
- On April 18 2015, the "NWE Vorst" in Tilburg hosted the local "[Dag van de Filosofie](#)". The theme of the day was INEQUALITY, and I gave a lecture in a symposium on Emotions and Inequality.

- On June 8 2015 the ImpactAcademy and the World Bank co-organized a seminar in Utrecht on “Mind, Society and Behavior: Duurzame ontwikkeling door gedegen mensenkennis”. Ryan Muldoon (Worldbank) and I were the two speakers.
- On September 6 2015, I was invited to deliver the [Kahneman Lecture](#) at the IAREP/SABE joint conference in Sibiu, Rumania
- On December 6 2015, I collaborated with the actors Eran Ben-Michaël en George Elias Tobal in a [theater production on greed](#) in the Stadschouwburg in Utrecht. This was a first show in a series on the seven deadly sins in relation to societal development. In between the sketches, I provided three short 5 minute lectures on the scientific research on greed and poverty, in between the sketches of the theater makers.
- The “Brand Venture Talk” at the School of Management at University of Innsbruck, January 22, 2016.
- Talk at the “Science of Regret” conference at Birmingham University, February 12-13, 2016.
- Talk at the Universidad de los Andes, School of Management, in Bogota, Columbia, April 13, 2016. Invited via the “Distinguished Visitors Program-Corona Chair.”
- Talk at the “10th Triennial Invitational Choice Symposium” held at Lake Louise, Alberta, Canada, May 14-17, 2016.
- Talk at the opening the “1<sup>st</sup> Conference on Incentives and Behavior Change” at the Collor Business School at Tel Aviv University, Israel, July 3-4, 2016.
- “Alle wetenschap ten spijt”, contribution to a night of experimental variety entertainment called “Muslukt” by Mus, Kunstmaan Salon, Stedekestraat 72 in Tilburg, November 30, 2016.
- ASPO-keynote on Greed, December 2016.

## 9. Other Information

### PhD committees:

1. Wilco van Dijk, 1999, “Dashed Hopes and Shattered Dreams: On the psychology of disappointment,” University of Amsterdam, Promotores Prof.dr. J. van der Pligt, Prof.dr. A.S.R. Manstead.
2. Hein Fennema, 2000, “Decision Making with Transformed Probabilities,” University of Nijmegen, Promotores Prof.dr. Th.G.G. Bezembinder, Prof.dr. P.P. Wakker.
3. Rene Lion, 2001, “Security of Opportunity: The effects of individual and situational factors on risk information preference,” Maastricht University, Promotores Prof.dr. G. Kok, Dr. R.M. Meertens.
4. Enrico Diecidue, 2001, “Non Expected Utility and Coherence,” Tilburg University, Promotor Prof.dr. P.P. Wakker.
5. Ilja van Beest, 2001, “Self-interest and fairness in coalition formation,” Leiden University, Promotores Prof.dr. H.A.M. Wilke, Promotores Prof.dr. E. van Dijk.
6. Marius van Dijke, 2002, Understanding Power Dynamics: Effects of social comparison on tendencies to change power and power differences,” Tilburg University, Promotores Prof.dr. J. Rijsman, dr. M.A.M. Poppe.

7. Jan-Willem van Prooijen, 2002, "Procedural Justice and Group Dynamics," Leiden University, Promotores Prof.dr. K. van den Bos, Prof.dr. H.A.M. Wilke.
8. Daniel Fästfjäll, 2002, "Mood and Preference for Anticipated Emotions," Göthenborg University, Promotor Prof.dr. T. Gärling (I served as External Member "fakultetoponent").
9. Veronika Köbberling, 2003, "Risk Attitude: Preference Models and Applications to Bargaining," Maastricht University, Promotores Prof.dr. H. Peters, Prof.dr. P.P. Wakker.
10. Judith V. Arends-Toth, 2003, "Psychological Acculturation of Turkish Migrants in the Netherlands," Tilburg University, Promotores Prof.dr. A.J.R. van de Vijver.
11. Maaïke M.T. van der Velden-Donkers, 2003, "Does Talking Make a Difference?: The effects of social interaction on anticipatory distress," Tilburg University, Promotores Prof.dr. V. Hoorens, Prof.dr. G.L. van Heck.
12. Astrid G. Herabadi, 2003, "Buying Impulses: A study on impulsive consumption," University of Nijmegen, Promotores Prof.dr. A.F.M. van Knippenberg, Prof.dr. B. Verplanken.
13. M.E. Givaudan Moreno, 2003, "Precursors of protective sexual behavior in Mexican Youth: Development and longitudinal evaluation of an intervention," Promotores Prof.dr. A.J.R. van de Vijver, Prof.dr. Y. Poortinga.
14. Michel Handgraaf, 2004, "Self interest and other oriented motives in social decision making: An ultimatum bargaining perspective," Leiden University, Promotores Prof.dr. E. van Dijk, Prof.dr. H.A.M. Wilke. (I also served as external "Referent" for this dissertation).
15. Gerard Meij, 2004, "Sticking to plans: Capacity limitation or decision-making bias?," University of Amsterdam, Promotores Prof.dr. J. Raaijmakers, Dr. J. Kerstholt.
16. Seger Breugelmans, 2004, "Cultural differences in Guilt and Shame," Promotores Prof.dr. A.J.R. van de Vijver, Prof.dr. Y. Poortinga.
17. Leatitia Mulder, 2004, "Throwing light on the dark side of sanctions," Leiden University, Promotores Prof.dr. E. van Dijk, Dr. D. de Cremer.
18. Chris Wright, 2004, "Regret," City University, London, UK, Promotor Prof.dr. P. Ayton. (I served as External Member).
19. Gerben van Kleef, 2004, "Emotion and negotiation?," University of Amsterdam, Promotores Prof.dr. C. De Dreu, Prof.dr. A.S.R. Manstead.
20. Tim Smits, 2005, "Comparative optimism" University of Leuven, Belgium, Promotor Prof.dr. V. Hoorens.
21. Michelle Hendriks. 2005, "On the functions of adult crying," Tilburg University, Promotor Prof.dr. A. Vingerhoets.
22. Ruud Zaalberg, 2005, "The Expression of Emotion in Social Situations," University of Amsterdam, Promotores Prof.dr. A.H. Fischer, Prof.dr. A.S.R. Manstead.
23. Rob Nelissen, 2005, "Guided by Reason, Struck by Emotion," Maastricht University, Promotores Prof.dr. N. H. de Vries, Dr. A. Dijker.
24. Sven Zebel, 2005. "Negative associations: The role of identification in group-based guilt," University of Amsterdam, Promotores Prof.dr. R. Spears, Dr. B. Doosje.
25. Astrid Hopfensitz, 2006, "The role of affect in reciprocity and risk taking," University of Amsterdam, Promotor Prof.dr. F.A.A.M. van Winden.
26. Sonja Spoor, 2006, "Feeling Bad, Fat or Ugly," Tilburg University, Promotores Prof.dr. G.L. van Heck, Dr. M. Bekker, Dr. T. van Strien.
27. Miquelle Marchand, 2006, "Forming an impression of a flatter," Raboud University Nijmegen, Promotor Prof.dr. R. Vonk.
28. Harm Veling, 2007, "On remembering intentions in the face of distractions," Raboud University Nijmegen, Promotor Prof.dr. A. van Knippenberg.
29. Stefan Gelissen, 2007, "The assessment and resolution of difficult choices when deciding among alternatives," Eindhoven University of Technology, Promotor, Prof.dr. G.B. Keren.

30. Seijan Ko, (Groningen University, 2007)
31. Markus Maringer, (Groningen University, 2008)
32. Daniele Raeva (Pisa, Italy), 2009
33. Marret Noordewier (Tilburg), 2009
34. Severine Koch, (Raboud University Nijmegen, 2009)
35. Femke van Hooren (Tilburg, 2010)
36. Yana Avramova (Tilburg, 2011)
37. Carmen Lee (Marketing, VU Amsterdam, 2011).
38. Ilona McNeil (Amsterdam, 2011)
39. Shaul Shalvi (Amsterdam, 2011)
40. Maria IJzermans (Tilburg Law School, 2011)
41. Goedele Krekels (Marketing, Gent, 2015)
42. Ioannis Evangelides (Marketing, Erasmus, 2015)
43. Tamara Madern (Leiden Law School, 2015)
44. Marret Noordewier (Leiden, 2016)

#### *Conference Organization*

Organizer of Symposium at the SPUDM 1999 conference: M. Zeelenberg (Chair), anticipated emotions and decision making. Symposium conducted at the SPUDM-17 Conference, Mannheim, Germany.

On program committee of the 7<sup>th</sup> biennial Behavioral Decision Research in Management (BDRM) Conference (May 2000, University of Arizona, Tucson).

Organizer of the Annual Meeting of Dutch Social Psychologists (ASPO-jaarcongres) (December 2001, Tilburg University)

Organizer of Symposium at the SPUDM 2003 conference: M. Zeelenberg (Chair), Recent developments in the psychology of regret. Symposium conducted at the SPUDM-19 Conference, Zurich, Switzerland.

Co-organizer (With K. Murnighan and D. De Cremer) of a Small group meeting on social psychology and economics. Kellogg Business School, Northwestern University, USA. 15-17 October, 2004.

Organizer of Symposium at the 2005 SPSP meeting: M. Zeelenberg & N. Roese (Chairs), The experience and regulation of regret. Symposium conducted that the SPSP meeting in New Orleans, MS, USA.

Co-organizer of 15 TIBER Symposia on Psychology and Economics 2002- 2016 (August, Tilburg University).

Co-organizer (With Jan Potters, Rik Pieters) of the TIBER-kick off conference (August 2007, Tilburg University).

On program committee of the 2008 ACR (Advances in Consumer Research) conference in San Francisco on October 22-26, 2008.

On program committee of the 2016 ACR (Advances in Consumer Research) conference in Berlin. Reviewer for EMAC-2106.