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EDUCATION BACKGROUND:

1974-1979 *University of California, Los Angeles*
Ph.D. Psychology, 1979; M.A. Psychology, 1975
Major field: Social Psychology
Minor fields: Personality, Political Psychology

1970-1974 *Stanford University*
B.A. Psychology, with Honors, 1974

PROFESSIONAL ASSOCIATIONS:

American Political Science Association
Association for Psychological Science
International Society for Political Psychology
Midwest Political Science Association
Southern Political Science Association

PROFESSIONAL EXPERIENCE:

2015 - 2021 Chair, Department of Political Science, Rutgers University
2011 - Director, Research in Political Psychology Laboratory
2008 - Distinguished Professor, Rutgers University
2006 - 2009 Director of Graduate Studies, Political Science Dept, Rutgers University
2003 - 2006 Director, Whitman Center for the Study of Democracy, Rutgers University
2000 - 2001 Fellow, Center for the Study of Democratic Politics, Princeton University
1993 - 2008 Professor, Rutgers University
1990 - 1993 Associate Professor, Rutgers University
1985 - 1990 Associate Professor, Carnegie Mellon University.
1980 - 1985 Assistant Professor, Carnegie Mellon University.
1979 - 1980 Instructor, University of California, Los Angeles.

RECENT TEACHING:

Graduate Elections and Participation; Political Psychology; Public Opinion;
Classes: Introduction to Multivariate Statistics; Advanced Statistical Techniques.

Undergraduate Political Psychology; Elections and Participation; Introduction to
Classes: Research Methods in Political Science; Quantitative Study of Elections.

JOURNAL ARTICLES:

- Goubin, Silke, Richard R. Lau, Dieter Stiers, and Marc Hooghe. *Forthcoming*. "Inequality at the Voting Booth: The Role of Education in the Processing of Political Information and Correct Voting." *Political Behavior*. DOI: 10.1007/s11109-024-09997-9
- Locoman, Ecaterina, and Richard R. Lau. *Forthcoming*. "Narratives of Conflict: Russian Media's Evolving Treatment of Ukraine (2013 - 2022)." *Media, War & Conflict*. <https://DOI.org/10.1177/17506352241257053>
- Funck, Amy S., and Richard R. Lau. 2024. "A Meta-Analytic Assessment of the Effects of Emotions on Political Information Search and Decision Making." *American Journal of Political Science*. 68 (July): 891 - 906. Published online first August 23, 2023. DOI.org/10.1111/ajps.12819
- Strawbridge, Michael J., and Richard R. Lau. 2022. "House Republican Decision-Making Following the Capitol Riot." *PS: Political Science & Politics*, 55 (February): 484 - 489. DOI: 10.1017/S1049096521001931
- Lau, Richard R., Kathleen M. Rodgers, and Jamel Love. 2021. "Media Effects in the Viewer's Choice Era: Testing Revised Agenda-Setting and Priming Hypotheses." *Political Communication*, 28(3): 199 - 221. DOI: 10.1080/10584609.2020.1763526
- Kleinberg, Mona S., and Richard R. Lau. 2021. "Googling Politics: How Offloading Affects Voting and Political Knowledge." *Political Psychology*, 42(February): 93 - 110. DOI:10.1111/pops.12689
- Bougher, Lori D., and Richard R. Lau. 2020. "The Origins of Information Processing Preferences in Politics: Examining Parental Influence." *Journal of Social and Political Psychology*, 8(1). DOI.org/10.5964/jspp.v8i1.1057
- Dassonneville, Ruth, Mary Nugent, Marc Hooghe, and Richard R. Lau. 2020. "Do Women Vote Less Correctly? The Effect of Gender on Ideological Proximity Voting and Correct Voting." *Journal of Politics*, 82(July): 1156 - 1160. DOI.org/10.1086/707525
- Pierce, Douglass R., and Richard R. Lau. 2019. "Polarization and Correct Voting in U.S. Presidential Elections." *Electoral Studies*, 60(August): 1 - 10. DOI.org/10.1016/j.electstud.2019.102048
- Kleinberg, Mona S., and Richard R. Lau. 2019. "The Importance of Political Knowledge for Effective Citizenship: Differences between the Broadcast and Internet Generations." *Public Opinion Quarterly*, 83(Summer): 338 - 362. DOI:10.1093/poq/nfz025
- Andersen, David J., David P. Redlawsk, and Richard R. Lau. 2019. "The Dynamic Process Tracing Environment (DPTE) as a Tool for Studying Political Communication." *Political Communication*, 36(March): 303 - 314. DOI: 10.1080/10584609.2019.1579771

- Dassonneville, Ruth, Fernando Feitosa, Marc Hooghe, Richard R. Lau, and Dieter Stiers. 2019. "Compulsory Voting Rules, Reluctant Voters, and Ideological Proximity Voting." *Political Behavior*, 41(March): 209 - 230. DOI: 10.1007/s11109-018-9448-6.
- Lau, Richard R., Mona S. Kleinberg, and Tessa M. Ditonto. 2018. "Measuring Voter Decision Strategies in Political Behavior and Public Opinion Research." *Public Opinion Quarterly*, 82 (Supp): 325 - 350. DOI: 10.1093/poq/nfy004
- Andersen, David J., and Richard R. Lau. 2018. "Pay Rates and Subject Performance in Social Science Experiments Using Crowdsourced Online Samples." *Journal of Experimental Political Science*, 5 (Winter): 217 - 229. DOI: 10.1017/xps.2018.7
- Lau, Richard R., David J. Andersen, Tessa M. Ditonto, Mona S. Kleinberg, and David P. Redlawsk. 2017. "Effect of Media Environment Diversity and Advertising Tone on Information Search, Selective Exposure, and Affective Polarization." *Political Behavior*, 39(March): 231 - 255. DOI: 10.1007/s11109-016-9354-8
- Ha, Shang E., and Richard R. Lau. 2015. "Personality Traits and Correct Voting." *American Politics Research*, 43(November): 975 - 998. DOI: 10.1177/1532673X14568551
- Lau, Richard R., Parina Patel, Dalia F. Fahmy, and Robert R. Kaufman. 2014. "Correct Voting Across Thirty-Three Democracies: A Preliminary Analysis." *British Journal of Political Science*, 44(April): 239 - 259. DOI: 10.1017/S0007123412000610 [This paper won the 2014 GESIS Klingemann Prize for the Best CSES Scholarship completed in 2013.]
- Ditonto, Tessa M., Richard R. Lau, and David O. Sears. 2013. "AMPing Racial Attitudes: Comparing the Predictive Power of Explicit and Implicit Measures of Racial Prejudice in the 2008 ANES Survey." *Political Psychology*, 34(August): 487 - 510. DOI: 10.1111/pops.12013
- Lau, Richard R. 2013. "Correct Voting in the 2008 U.S. Presidential Nominating Elections." *Political Behavior*, 35(June): 331 - 355. DOI: 10.1007/s11109-012-9198-9
- Lau, Richard R., and Caroline Heldman. 2009. "Self-Interest, Symbolic Attitudes, and Support for Public Policy: A Multilevel Analysis." *Political Psychology*, 30(August): 513 - 537. DOI.org/10.1111/j.1467-9221.2009.00713.x
- Lau, Richard R., and Ivy Brown Rovner. 2009. "Negative Campaigning." *Annual Review of Political Science*, Volume 12, 285 - 306. DOI.org/10.1146/annurev.polisci.10.071905.101448
- Lau, Richard R., David J. Andersen, and David P. Redlawsk. 2008. "An Exploration of Correct Voting in Recent U.S. Presidential Elections." *American Journal of Political Science*, 52(April): 395 - 411. DOI: 10.1111/j.1540-5907.2008.00319.

- Lau, Richard R., and David P. Redlawsk. 2008. "Older but Wiser? The Effects of Age on Political Cognition." *Journal of Politics*, 70(January): 168 - 185.
DOI.org/10.1017/S0022381607080127
- Lau, Richard R, Lee Sigelman, and Ivy Brown Rovner. 2007. "The Effects of Negative Political Campaigns: A Meta-Analytic Reassessment." *Journal of Politics*, 69(November): 1176 - 1209. DOI:10.1111/j.1468-2508.2007.00618.x
- Geer, John G., and Richard R. Lau. 2006. "A New Approach for Studying Campaign Effects." *British Journal of Political Science*, 36(April): 269 - 290.
DOI.org/10.1017/S0007123406000159
- Lau, Richard R., and Mark Schlesinger. 2005. "Policy Frames, Metaphorical Reasoning, and Support for Public Policies." *Political Psychology*, 26(February): 77 - 114.
DOI.org/10.1111/j.1467-9221.2005.00410.x
- Lau, Richard R., and Gerald M. Pomper. 2002. "Effectiveness of Negative Campaigning in U.S. Senate Elections." *American Journal of Political Science*, 46(January): 47 - 66.
DOI:10.2307/3088414
- Lau, Richard R. and David P. Redlawsk. 2001. "Advantages and Disadvantages of Cognitive Heuristics in Political Decision Making." *American Journal of Political Science*, 45(October): 951 - 971. DOI.org/10.2307/2669334 [Reprinted in Richard G. Niemi, Herbert F. Weisberg, and David C. Kimball, (Eds.) *Controversies in Voting Behavior*, 5th edition. Washington, DC: CQ Press, 2011.]
- Lau, Richard R., and Gerald M. Pomper. 2001. "Effects of Negative Campaigning on Turnout in U.S. Senate Elections, 1988-1998." *Journal of Politics*, 63(August): 804 - 819.
DOI.org/10.2307/3088082
- Lau, Richard R., and Gerald M. Pomper. 2001. "Negative Campaigning by U.S. Senate Candidates." *Party Politics*, 7(January): 69 - 87.
DOI.org/10.1177/1354068801007001004
- Schlesinger, Mark, and Richard R. Lau. 2000. "The Meaning and Measure of Policy Metaphors." *American Political Science Review*, 94(September): 611 - 626. DOI.org/10.2307/2585834
- Lau, Richard R., Lee Sigelman, Caroline Heldman, and Paul Babbitt. 1999. "The Effects of Negative Political Advertisements: A Meta-Analytic Review." *American Political Science Review*, 93(December): 851 - 875. DOI.org/10.2307/2586117
- Lau, Richard R., and Jack S. Levy. 1998. "Contributions of Behavioral Decision Theory to Research in Political Science." *Applied Psychology: An International Review*, 47(January): 29 - 44. DOI.org/10.1111/j.1464-0597.1998.tb00011.x
- Lau, Richard R. and David P. Redlawsk. 1997. "Voting Correctly." *American Political Science Review*, 91(September): 585 - 599. DOI.org/10.2307/2952076 [Reprinted in Richard G.

- Niemi and Herbert F. Weisberg, (Eds.) *Controversies in Voting Behavior*, 4th edition. Washington, DC: CQ Press, 2001.]
- Lau, Richard R. 1994. "An Analysis of the Accuracy of 'Trial Heat' Polls in the 1992 Presidential Election." *Public Opinion Quarterly*, 58(Spring): 2 - 20. DOI.org/10.1086/269405 [Featured in Carolyn Frankfort-Nachmias, and David Nachmias *Research Methods in the Social Sciences* (5th edition). New York: St. Martin's Press, 1996; and by J. Scott Armstrong in the *International Journal of Forecasting*, 1994, Volume 10, pp. 473 - 474.]
- Lau, Richard R., Richard A. Smith, and Susan T. Fiske. 1991. "Political Beliefs, Policy Interpretations, and Political Persuasion." *Journal of Politics*, 53(August): 644 - 675.
- Lau, Richard R., Marilyn J. Quadrel, and Karen A. Hartman. 1990. "Development and Change of Young Adults' Preventive Health Beliefs and Behavior: Influence from Parents and Peers." *Journal of Health and Social Behavior*, 31(September): 240 - 259.
- Quadrel, Marilyn J., and Richard R. Lau. 1990. "A Multivariate Analysis of Adolescents' Orientations Toward Physician Use." *Health Psychology*, 9(November): 753 - 776.
- Lau, Richard R., David O. Sears, and Tom Jessor. 1990. "Fact or Artifact Revisited: Survey Instrument Effects and Pocketbook Politics." *Political Behavior*, 12(September): 217 - 242.
- Fiske, Susan T., Richard R. Lau, and Richard A. Smith. 1990. "On the Variety and Utility of Political Knowledge Structures." *Social Cognition*, 8(Spring): 31 - 48. [Reprinted in Jon Krosnick (Ed.) *Thinking about Politics: Comparisons of Experts and Novices*. New York: Guildford Press, 1990.]
- Erber, Ralph, and Richard R. Lau. 1990. "Political Cynicism Revisited: The Role of Political Schemata in the Decline of Trust in Government." *American Journal of Political Science*, 34(February): 237 - 253.
- Lau, Richard R. 1989. "Individual and Contextual Influences on Group Identification." *Social Psychology Quarterly*, 52(September): 220 - 231.
- Quadrel, Marilyn J., and Richard R. Lau. 1989. "Health Promotion, Health Locus of Control, and Health Behavior: Two Field Experiments." *Journal of Applied Social Psychology*, 19(December): 1497 - 1521.
- Lau, Richard R. 1989. "Construct Accessibility and Electoral Choice." *Political Behavior*, 11(March): 5 - 32.
- Lau, Richard R., Teresa M. Bernard, and Karen A. Hartman. 1989. "Further Explorations of Common Sense Representations of Common Illness." *Health Psychology*, 8(June): 195 - 219.

- Sidanius, Jim, and Richard R. Lau. 1989. "Political Sophistication and Political Deviance: A Matter of Context." *Political Psychology*, 10(March): 85 - 109.
- Lau, Richard R., and Steven Klepper. 1988. "The Development of Health-Related Beliefs: Children Aged 6 - 12." *Journal of Health and Social Behavior*, 29(June): 149 - 168.
- Lau, Richard R., Karen A. Hartman, and John E. Ware, Jr. 1986. "Health Value: Methodological and Theoretical Considerations." *Health Psychology*, 5(January): 25 - 43.
- Lepper, Mark R., Lee Ross, and Richard R. Lau. 1986. "Persistence of Inaccurate Beliefs about the Self: Perseverance Effects in the Classroom." *Journal of Personality and Social Psychology*, 50(March): 482 - 491.
- Lau, Richard R. 1985. "Two Explanations for Negativity Effects in Political Behavior." *American Journal of Political Science*, 29(February): 119 - 138.
- Lau, Richard R. 1984. "Dynamics of the Attribution Process." *Journal of Personality and Social Psychology*, 46(May): 1017 - 1028. [Featured in R.E. Smith, R.G. Sarason, and Richard R. Sarason, *Psychology: The Frontiers of Behavior* (3rd Edition). NY: Harper and Row, 1986.]
- Lau, Richard R., and Hartman, Karen A. 1983. "Common Sense Representations of Common Illnesses." *Health Psychology*, 2(March): 167 - 185.
- Sears, David O., and Richard R. Lau. 1983. "Inducing Apparently Self-Interested Political Preferences: An Experiment." *American Journal of Political Science*, 27(May): 223 - 252.
- Guttek, Barbara A., Harris M. Allen, Tom R. Tyler, Richard R. Lau, and Ann Majchrzak. 1983. "The Importance of Internal Referents as Determinants of Satisfaction." *Journal of Community Psychology*, 11(May): 111 - 120.
- Lau, Richard R. 1982. "Negativity in Political Perception." *Political Behavior*, 4(December): 353 - 378.
- Lau, Richard R., Steve Williams, Linda C. Williams, John E. Ware, Jr. and Robert H. Brook. 1982. "Psychosocial Problems in Chronically Ill Children: Physician Concern, Parent Satisfaction, and the Validity of Medical Records." *Journal of Community Health*, 7(Summer): 250 - 261.
- Lau, Richard R. 1982. "The Origins of Health Locus of Control Beliefs." *Journal of Personality and Social Psychology*, 42(February): 322 - 334.
- Lau, Richard R. and David O. Sears. 1981. "Cognitive Links Between Economic Grievances and Political Responses." *Political Behavior*, 3(December): 279 - 302.

- Lau, Richard R. and John E. Ware, Jr. 1981. "Refinements in the Measurement of Health-specific Locus of Control Beliefs." *Medical Care*, 19(November): 1147 - 1158.
- Lau, Richard R., and Dan Russell. 1980. "Attributions in the Sports Pages." *Journal of Personality and Social Psychology*, 39(July): 29 - 38. [Reprinted in Anne Peplau, David O. Sears, Shelly E. Taylor, and John L. Freedman, (Eds.) *Readings in Social Psychology* (2nd Edition). Englewood Cliffs, NJ: Prentice Hall, 1988.]
- Sears, David O., Richard R. Lau, Tom R. Tyler, and Harris M. Allen. 1980. "Self-Interest Vs. Symbolic Politics in Policy Attitudes and Presidential Voting." *American Political Science Review*, 74 (September): 670 - 684.
- Lau, Richard R., Robert Kane, Sandra Berry, John E. Ware, Jr., and Douglas Roy. 1980. "Channeling Health: A Review of the Evaluation of Televised Health Campaigns." *Health Education Quarterly*, 7(Spring): 56 - 89.
- Lau, Richard R., David O. Sears, and Richard Centers. 1979. "The 'Positivity Bias' in Evaluations of Public Figures: Evidence Against Instrument Artifacts." *Public Opinion Quarterly*, 43(Fall): 347 - 358.
- Lau, Richard R., Thad A. Brown, and David O. Sears. 1978. "Self-Interest and Civilians' Attitudes Toward the Vietnam War." *Public Opinion Quarterly*, 42(Winter): 464 - 483.
- Rook, Karen S., David O. Sears, Donald R. Kinder, and Richard R. Lau. 1978. "The 'Positivity Bias' in Evaluations of Public Figures: Evidence Against Interpersonal Artifacts." *Political Methodology*, 5(December): 469 - 499.

BOOKS:

- Lau, Richard R., and David P. Redlawsk. 2006. *How Voters Decide: Information Processing During Election Campaigns*. New York: Cambridge University Press.
DOI.org/10.1017/CBO9780511791048 [Awarded the 2007 Alexander George Award by the International Society for Political Psychology for the best book in political psychology published in the previous calendar year.]
- Lau, Richard R., and Gerry Pomper. 2004. *Negative Campaigning: An Analysis of U.S. Senate Elections*. Lanham, MD: Rowman Littlefield. DOI.org/10.1017/S1537592705490258
- Lau, Richard R., and David O. Sears (Eds.) 1986. *Political Cognition: The 19th Annual Carnegie Symposium on Cognition*. Hillsdale, NJ: Erlbaum.
- Baldrige, J. Victor, Richard R. Lau, Chris Peterson, et al. 1975. *Action: An Experiential Approach to Sociology*. New York: Wiley.
- Baldrige, J. Victor, Richard R. Lau, Chris Peterson, et al. 1975. *Instructor's Manual. Sociology: a Critical Approach to Power, Conflict, and Change*. New York: Wiley.

CHAPTERS IN EDITED VOLUMES:

- Lau, Richard R., and David P. Redlawsk. 2023. "Political Decision Making." In Leonie Huddy, David O. Sears, Jack Levy, and Jennifer Jerit (Eds.) *Oxford Handbook of Political Psychology*, third edition. New York: Oxford University Press.
- Lau, Richard R. 2020. "Classic Models of Persuasion." In Elizabeth Suhay, Bernard Grofman, and Alex Treshsel (Eds.), *Oxford Handbook of Electoral Persuasion* (pp. 29 - 50). New York: Oxford University Press. DOI: 10.1093/oxfordhb/9780190860806.013.1
- Lau, Richard R. 2019. "Decision Strategies in Politics." In David P. Redlawsk (Ed.) *Oxford Research Encyclopedia of Politics*. Oxford University Press. Online publication date April 2019. DOI: 9780190228637.013.882
- Ditonto, Tessa M., and Richard R. Lau. 2018. "(Working toward) Affective Transfer in the Real World." In Howard Lavine and Charles Taber (eds.), *The Feeling, Thinking Citizen: Essays in Honor of Milton Lodge*. New York: Routledge.
DOI: 10.4324/9781351215947-12
- Kleinberg, Mona S., and Richard R. Lau. 2016. "Candidate Extremity, Information Environments, and Political Polarization: Three Experiments with a Dynamic Process Tracing Environment." In Andre Blais, Jean-Francois Laslieer, and Karine Van der Straeten (Eds.), *Voting Experiments* (pp. 67 - 87). New York: Springer.
DOI: 10.1007/978-3-319-40573-5_4
- Lau, Richard R., and David P. Redlawsk. 2015. "Effects of Advertising Tone on Information Processing and Vote Choice." In Alessandro Nai and Annemarie Netter (Eds), *New Perspectives on Negative Campaigning: Why Attack Politics Matters*. ECPR Press.
DOI: 10.1080/23248823.2017.1287751
- Redlawsk, David P., and Richard R. Lau. 2013. "Behavioral Decision Making." In Leonie Huddy, David O. Sears and Jack S. Levy (Eds), *Oxford Handbook of Political Psychology*, Second Edition. New York: Oxford University Press.
DOI: 10.1093/oxfordhb/9780199760107.013.0005
- Gadarian, Shana K., and Richard R. Lau. 2011. "Candidate Advertisements." In James Druckman, Donald Green, James Kuklinski, and Arthur Lupia (Eds), *Handbook of Experimental Political Science* (pp 214 - 227). New York: Cambridge University Press.
DOI: 10.1017/cbo9780511921452.015
- Redlawsk, David P., Andrew Civettini, and Richard R. Lau. 2007. "Affective Intelligence and Voter Information." In W. Russell Neuman, George Marcus, Michael MacKuen, and Ann Crigler (Eds.), *The Affect Effect: Dynamics of Emotion in Political Thinking and Behavior* (pp. 152 - 179). Chicago: University of Chicago Press.
- Redlawsk, David P. and Richard R. Lau. 2006. "I Like Him, But ...: Vote Choice When Candidate Likeability and Closeness on Issues Clash." In David P. Redlawsk (Ed.), *Feeling Politics: Affect and Emotion in Political Information Processing* (pp. 187 - 208). New York: Palgrave Macmillan.

- Lau, Richard R. 2003. "Models of Decision Making." In David O. Sears, Leonie Huddy, and Robert Jervis (Eds.), *Oxford Handbook of Political Psychology* (pp. 19 - 59). New York: Oxford University Press.
- Lau, Richard R., and David P. Redlawsk. 2001. "An Experimental Study of Information Search, Memory, and Decision Making During a Political Campaign." In James Kuklinski (Ed.) *Citizens and Politics: Perspectives from Political Psychology* (pp. 136 - 159). New York: Cambridge University Press.
- Lau, Richard R., and Lee Sigelman. 2000. "The Effectiveness of Political Attack Advertising: A Literature Review." In James Thurber (Ed.) *Crowded Airwaves: Campaign Advertising in Modern Elections* (pp 10 - 43). Washington, D.C.: Brookings.
- Lau, Richard R. 1997. "Cognitive Representations of Health and Illness." In David Gochman (Ed.) *Handbook of Health Behavior Research* (Volume I, pp. 51 - 69). New York: Plenum.
- Lau, Richard R. 1995. "Information Search During an Election Campaign: Introducing a Process Tracing Methodology to Political Science." In Milton Lodge and Kathleen McGraw (Eds.) *Political Judgment: Structure and Process* (pp. 179 - 205). Ann Arbor: University of Michigan Press.
- Lau, Richard R. 1990. "Political Motivation and Political Cognition." In Richard Sorrentino and E. Tory Higgins (Eds), *Handbook of Motivation and Cognition: Foundations of Social Behavior* (Volume 2, pp. 297 - 329). New York: Guilford Press.
- Lau, Richard R. 1988. "Beliefs about Control and Health Behavior." In David Gochman (Ed.) *Health Behavior: Emerging Research Perspectives* (pp. 43 - 63). New York: Plenum.
- Lau, Richard R., and David O. Sears. 1986. "Social Cognition and Political Cognition: The Past, the Present, and the Future." In Richard R. Lau and David O. Sears (Eds.) *Political Cognition: The 19th Annual Carnegie Symposium on Cognition* (pp. 347 - 366). Hillsdale, NJ: Erlbaum.
- Lau, Richard R. 1986. "Political Schemata, Candidate Evaluations, and Voting Behavior." In Richard R. Lau and David O. Sears (Eds.), *Political Cognition: The 19th Annual Carnegie Symposium on Cognition* (pp. 95 - 125). Hillsdale NJ: Erlbaum.
- /Lau, Richard R., and Ralph Erber. 1985. "An Information Processing Perspective on Political Sophistication." In Sidney Kraus and Richard Perloff (Eds.), *Mass Media and Political Thought* (pp. 17 - 39). Beverly Hills: Sage.

BOOK REVIEWS:

- Lau, Richard R. 2022. Review of David E. Repass, *Listening to the American Voter: What Was on Voters' Minds in Presidential Elections, 1960 to 2016. Perspectives on Politics*, 20(September): 1113-1115. DOI.ORG/10.1017/S1537592722001517

- Lau, Richard R. 2006. Review of John Geer, *In Defense of Negativity: Attack Ads in Presidential Campaigns. Perspectives on Politics*, 4(December): 772 - 773.
- Lau, Richard R. 1996. Review of Shanto Iyengar and William J. McGuire (Eds.) *Explorations in Political Psychology. The Journal of Interdisciplinary History*, 26(December): 480 - 481.
- Lau, Richard R. 1992. Review of Leif Lewin, *Self-Interest and Public Interest in Western Politics. American Political Science Review*, 86(September): 1090.
- Lau, Richard R. 1987. "Voting Behavior in Britain." Review of Himmelweit, Humphreys, and Jaeger, *How Voters Decide* (Revised edition). *Contemporary Psychology*, 32(November): 884.

MANUSCRIPTS IN PREPARATION/UNDER REVIEW:

- Funck, Amy S., Richard R. Lau, Shang Ha, and Tessa M. Ditonto. "The Effects of Personality and Cognitive Styles on Political Information Search and Learning." In preparation.
- Lau, Richard R., and Amy S. Funck. "Issue Voting in U.S. Congressional Elections." *In preparation..*
- Lau, Richard R., and Amy S. Funck. "Correct Voting in 2010-2020 U.S. House of Representatives Elections." In preparation.
- Lau, Richard R., Benjamin M. Miller, Mona S. Kleinberg, and Amy S. Funck. 2025. "What Does It Take to Be a Good Democratic Citizen?"
- Lau, Richard R., and Michael G. Strawbridge. "Identities and Non-Identities: The (In)Stability of Racial/Ethnic Group Identifications and Consciousness." *Revisions underway.*
- McCabe, Katherine T., and Richard R. Lau. 2022. "Information Search and the Quality of Voter Decision Making." In preparation.

INVITED TALKS PAST FEW YEARS:

- November, 2024, Columbia University, New York Area Political Psychology Meeting.
- November, 2021, Department of Political Science, Rutgers University
- May, 2018, Keynote Address, Bamberg University (Germany), Department of Political Science
- May 2018, KU Leuven University (Belgium), Department of Political Science
- May 2018, Sciences Po University (France), Department of Political Science

CONVENTION PAPERS:

- Kleinberg, Mona S., Richard R. Lau, and Amy S. Funck. 2025. "Curse or Blessing? Political Knowledge, Cognitive Styles, and Affective Polarization." Paper to be presented at the 121st annual meeting of the American Political Science Association, September 11-14, Vancouver, Canada.
- Lau, Richard R., Benjamin M. Miller, Mona S. Kleinberg, and Amy S. Funck. 2025. "What Does It Take to Be a Good Democratic Citizen?" Paper to be presented at the 121st annual meeting of the American Political Science Association, September 11-14, Vancouver, Canada.
- Lau, Richard R., Mona S. Kleinberg, and Amy S. Funck. 2025. "Going Beyond Political Knowledge: New Evidence for the Cognitive Aspects of Democratic Citizenship." Paper presented at the 82nd annual meeting of the Midwest Political Science Association, Palmer House Hilton, April 3-6, Chicago.
- Lau, Richard R., Mona S. Kleinberg, and Amy S. Funck. 2024. "Examining the Knowledge and Skills Needed for Democratic Competence." Paper presented at the 120th annual meeting of the American Political Science Association, September 5 - 8, Philadelphia.
- Quinn, George D., Richard R. Lau, and Barea M. Sinno. 2024. "AI Topic Modeling for ANES Open-Ended Responses: Evaluating STM and LLM Models." Paper presented at the 120th annual meeting of the American Political Science Association, September 5 - 8, Philadelphia.
- Lau, Richard R., Mona S. Kleinberg, and Amy S. Funck. 2024. "Effective Political Knowledge: A New Measure of Political Decision-Making Ability." Paper presented at the 81st annual meeting of the Midwest Political Science Association, Palmer House Hilton, April 4-7, Chicago.
- Lau, Richard R., and Michael G. Strawbridge. 2024. "Identities vs. Non-identities: The (In)Stability of Racial/Ethnic Group Identifications." Paper presented at the 95th annual meeting of the Southern Political Science Association, New Orleans, LA.
- Lau, Richard R., Mona S. Kleinberg, and Amy S. Funck. 2023. "Effective Political Knowledge: Developing a New Measure of Political Decision-Making Ability." Paper prepared for delivery at the 119th annual meeting of the American Political Science Association, August 31 - September 3, Los Angeles.
- Goubin, Silke, Richard R. Lau, Dieter Stiers, and Marc Hooghe. 2023. "Inequality at the Voting Booth: The Role of Education in the Processing of Political Information and Correct Voting." Paper presented at the 119th annual meeting of the American Political Science Association, August 31 - September 3, Los Angeles.
- Funck, Amy S., Richard R. Lau, and Joanne M. Miller. 2023. "Effects of Emotions on Acceptance of Conspiracy Beliefs." Paper presented at the 80th annual meeting of the Midwest Political Science Association, April 13-16, Chicago.
- Lau, Richard R., and Amy S. Funck. 2023. "Issue Voting in U.S. Congressional Elections." Paper presented at the 80th annual meeting of the Midwest Political Science Association, April 13-16, Chicago.
- Lau, Richard R., and Michael J. Strawbridge. 2023. "Predicting the Instability of Individual Level Racial Group Identifications." Paper presented at the 80th annual meeting of the Midwest Political Science Association, April 13-16, Chicago.

- Lau, Richard R., and Michael J. Strawbridge. 2022. "Plus Ca Change ... Redux? The New 2016 – 2020 ANES Election Study." Paper presented at the 118th annual meeting of the American Political Science Association, Montreal.
- Kleinberg, Mona S., Amy S. Funck, and Richard R. Lau. 2022. "Looking Up Political Knowledge Online: Is it Competence or Cheating?" Paper presented at the 118th annual meeting of the American Political Science Association, Montreal.
- Lau, Richard R., and Amy S. Funck. 2022. "Down-Ballot Democracy: Correct Voting in 2010-2020 U.S. House of Representatives Elections." Paper presented at the 45th annual meeting of the International Society of Political Psychology, July 14-17, Athens, Greece.
- Lau, Richard R., and Amy S. Funck. 2022. "Down-Ballot Democracy: Do Simultaneous Elections Lower the Average Quality of Voter Decision Making?" Paper presented at the 79th annual meeting of the Midwest Political Science Association, April 7-10, Chicago.
- Lau, Richard R., and Yalidy Matos. 2022. "Did Latinx Support for Donald Trump Shift in 2020?" Paper presented at the annual meeting of the Southern Political Science Association, San Antonio.
- Funck, Amy, and Richard R. Lau. 2021. "The Effects of Emotions on Political Information Search: A Meta-Analytic Assessment." Paper presented at the 117th annual meeting of the American Political Science Association, Seattle.
- Lau, Richard R., Kathleen M. Rogers, and Amy Funck. 2020. "Correct Voting in 2010-2018 U.S. House of Representatives Elections." Paper presented at the 116th annual meeting of the American Political Science Association.
- Funck, Amy, and Richard R. Lau. 2020. "The Effects of Emotions on Political Information Gathering: A Meta-Analytic Assessment." Paper presented at the 43rd annual meeting of the International Society for Political Psychology.
- Lau, Richard R., and Katherine T. McCabe. 2020. "The Effect of Decision Strategy on the Quality of Voter Decision Making: An Experimental Study." Paper presented at the 43rd annual meeting of the International Society for Political Psychology.
- Lau, Richard R., Lasse Laustsen, Katherine McCabe, and Dieter Stiers. 2019. "Decision Strategies and the Quality of Voter Decision Making. Paper presented at the 76th annual meeting of the Midwest Political Science Association, April 4-7, Palmer House Hilton, Chicago.
- Rodgers, Kathleen, Richard R. Lau, and Tessa M. Ditonto. 2018. "The Impact of Personal and Political Distractions on Correct Voting." Paper presented at the 114th annual meeting of the American Political Science Association, Boston.
- Lau, Richard R., Kathleen Rodgers, and Tessa M. Ditonto. 2018. "Personal and Political Impediments to Correct Voting." Paper presented at the 41st annual meeting of the International Society of Political Psychology, San Antonio, TX, July 5-8, 2018.
- Love, Jamel, and Richard R. Lau. 2018. "Anti-Latino Prejudice: Racial Resentment as a Predictor of Latino-Targeted Policies." Paper presented at the 75th annual meeting of the Midwest Political Science Association, April 5-8, Palmer House Hilton, Chicago.
- Dassonneville, Ruth, Marc Hooghe, Richard R. Lau, and Mary Nugent. 2017. "Gender Representation and the Quality of the Vote." Paper presented at the 113th annual meeting of the American Political Science Association, San Francisco.

- Ditonto, Tessa M., Richard R. Lau, and Jamel Love. 2017. "Showdown at the OK Corral: Testing Competing Theories of Political Judgment." Paper presented at the 113th annual meeting of the American Political Science Association, San Francisco.
- Lau, Richard R., Kathleen Rodgers, and Jamel Love. 2017. "An Experimental Test of Agenda Setting and Priming in a More Realistic Campaign Environment." Paper presented at the 40th annual meeting of the International Society of Political Psychology, Edinburgh, Scotland, June 29-July 2, 2017.
- Bougher, Lori D., and Richard R. Lau. 2017. "The Origins of Cognitive Motivations and Information Processing Styles: Examining Parental Influence." Paper presented at the 75th annual meeting of the Midwest Political Science Association, April 6-9, Palmer House Hilton, Chicago.
- Dassonneville, Ruth, Fernando R. Feitosa, Marc Hooghe, Richard R. Lau, and Dieter Stiers. 2017. "Compulsory Voting Rules and Proximity Voting: A Comparative Investigation into the Causal Mechanism." Paper presented at the 75th annual meeting of the Midwest Political Science Association, April 6-9, Palmer House Hilton, Chicago.
- Love, Jamel, and Richard R. Lau. 2017. "Race Reconsidered: The Role of White Identity in Explaining Vote Choice in the 2016 Presidential Election." Paper presented at the 75th annual meeting of the Midwest Political Science Association, April 6-9, Palmer House Hilton, Chicago.
- Lau, Richard R., Héctor Bahamonde, and Mona S. Kleinberg. 2016. "Testing Online Evaluation vs. Memory-Based Processing in a More Realistic Campaign Environment." Paper presented at the 112th annual meeting of the American Political Science Association, Philadelphia.
- Kleinberg, Mona S., and Richard R. Lau. 2016. "Political Information Processing in the Internet Age: Are Citizens Relying on the Internet to Retrieve Political Information as Needed, or Do They Process Political Knowledge as They Encounter It?" Paper presented at the 74th annual meeting of the Midwest Political Science Association, April 7-10, Palmer House Hilton, Chicago.
- Lau, Richard R., and Mona S. Kleinberg. 2015. "An Experimental Test of the Generational Offloading-Political Knowledge Hypothesis." Paper presented at the annual meeting of the International Society of Political Psychology, San Diego, CA, July 3-6, 2015.
- Locoman, Ecaterina, and Richard R. Lau. 2015. "Foreign Policy Preferences, Mass Media, and Political Events: Moldovans between Russia and the European Union." Paper Presented at the 73rd annual meeting of the Midwest Political Science Association, April 16-19, Palmer House Hilton, Chicago.
- Andersen, David J., and Richard R. Lau. 2014. "Group Communication In the Internet Age: The Structure of Communications and Individual Decision-Making." Paper presented at the 110th annual meeting of the American Political Science Association, Washington, D.C.
- Kleinberg, Mona S., and Richard R. Lau. 2014. "Cognitive Misers 2.0 -- Does Internet Access and the 24/7 Availability of Political Knowledge Create a Disincentive to Committing

- Information to Memory?” Paper presented at the 110th annual meeting of the American Political Science Association, Washington, D.C.
- Kleinberg, Mona S., Richard R. Lau, Tessa M. Ditonto, and David J. Andersen. 2014. “Testing the Validity of Mechanical Turk Data Beyond Simple One-Shot Experiments.” Paper presented at the 110th annual meeting of the American Political Science Association, Washington, D.C.
- Scuderi, Caitlin, Parina Patel, Richard R. Lau, Doug Jones, and Amanda Marziliano. 2014. “A Longitudinal Study of Correct Voting Across Five Democracies.” Paper presented at the 110th annual meeting of the American Political Science Association, Washington, D.C.
- Lau, Richard R., Mona S. Kleinberg, Héctor Bahamonde, and David P. Andersen. 2014. “Testing the Online Model of Candidate Evaluation and Choice in a More Realistic Campaign Environment.” Paper presented at the annual meeting of the International Society of Political Psychology, Rome, Italy, July 4-7, 2014.
- Kleinberg, Mona S., and Richard R. Lau. 2014. “Candidate Extremity, Information Environments, and Political Polarization: Three Experiments with a Dynamic Process Tracing Environment.” Paper presented at the Montreal Voting Experiment Workshop, University of Montreal, March 28-29, 2014.
- Geer, John G., Richard R. Lau, and David Nickerson. 2013. “Political Information Search in the Viewer’s Choice Era.” Paper presented at the 109th annual meeting of the American Political Science Association, Chicago.
- Lau, Richard R., David J. Andersen, Mona Kleinberg, David P. Redlawsk, and Tessa M. Ditonto. 2013 “Exploring the Counterfactual: What if Obama Faced Romney During the Broadcast News Era?” Paper presented at the 109th annual meeting of the American Political Science Association, Chicago.
- Lau, Richard R., and Mona S. Kleinberg. 2013. “Does Internet Use Substitute for Political Knowledge Among the Young?” Paper presented at the annual meeting of the International Society of Political Psychology, Herzliya, Israel, July 8-11 , 2013.
- Lau, Richard R., David J. Andersen, Mona Kleinberg, David P. Redlawsk, and Tessa M. Ditonto. 2013 “Effect of Media Environment on Information Search and Political Learning during a Presidential Election Campaign.” Paper Presented at the 71st annual meeting of the Midwest Political Science Association, April 11-14, Palmer House Hilton, Chicago.
- Kleinberg, Mona S., David J. Andersen, Tessa M. Ditonto, and Richard R. Lau. 2013. “Speeders, Cheaters, and Satisficers: Attention in Mturk vs. Laboratory Experiments.” Paper Presented at the 71st annual meeting of the Midwest Political Science Association, April 11-14, Palmer House Hilton, Chicago.
- Lau, Richard R., and David P. Redlawsk. 2012. “Multi-Investigator Multi-Site (MIMS) Experiments: Advantages and Disadvantages.” Prepared prepared for delivery at the 108th annual meeting of the American Political Science Association, New Orleans.

- Lau, Richard R. 2012. "Multi-Investigator Multi-Site Experiments: General Logic and Basic Design of MIMS-1." Paper Presented at the 70th annual meeting of the Midwest Political Science Association, April 12-15, Palmer House Hilton, Chicago.
- Weiner Marc D, Orin T. Puniello, Richard R. Lau, and Robert B. Noland. 2011. "Stated Preference Surveys: Gridlock at the Intersection of Respondent Cognition, Survey Research Protocol, and Transportation Studies." Paper presented at the 9th International Conference on Transport Survey Methods, November 14-18, National Park Sanctuary and Biosphere Reserve, Termas de Puyehue, Chile.
- Lau, Richard R. 2011. "Correct Voting in the 2008 U.S. Presidential Nominating Elections." Paper presented at the 69th annual meeting of the Midwest Political Science Association, Chicago, March 31 - April 3.
- Ha, Shang E., and Richard R. Lau. 2010. "Personality Traits and Correct Voting." Paper presented at the 106th annual meeting of the American Political Science Association, Sept 2 - 5, Washington D.C.
- Kleinberg, Mona S., and Richard R. Lau. 2010. "Does Internet Use Increase Political Extremism and Partisanship? A Test of Competing Hypotheses Connecting Web Use to Political Attitudes, Engagement, and Partisanship." Paper presented at the 106th annual meeting of the American Political Science Association, Sept. 2 - 5, Washington D.C.
- Kleinberg, Mona S., and Richard R. Lau. 2010. "How is Political Knowledge Relevant to Correct Voting? Stored Knowledge Versus the Skill to Access Relevant Information Online." Paper presented at the 106th annual meeting of the American Political Science Association, Sept. 2 - 5, Washington D.C.
- Ditonto, Tessa M., and Richard R. Lau. 2010. "AMPing Racial Attitudes: Comparing the Predictive Power of Explicit and Implicit Measures of Racial Prejudice in the 2008 ANES Survey." Paper presented at the 33rd annual scientific meeting of the International Society of Political Psychology, July 7-10, San Francisco.
- Lau, Richard R. and Douglas Pierce. 2010. "Negativity Effects in Political Perceptions: A Test of the Figure-Ground Hypothesis." Paper presented at the 68th annual meeting of the Midwest Political Science Association, April 22-25, Palmer House Hilton, Chicago.
- Ditonto, Tessa M., and Richard R. Lau. 2009. "Personal and Political Impediments to Correct Voting." Paper presented at the 105th annual meeting of the American Political Science Association, Toronto.
- Lau, Richard R., John G. Geer, and Lynn Vavreck. 2009. "How News Coverage of Ads Conditions the Effectiveness of Campaign Ads." Paper presented at the 105th annual meeting of the American Political Science Association, Toronto.
- Kleinberg, Mona S., and Richard R. Lau. 2009. "Is Political Knowledge Relevant to Correct Voting? Stored Knowledge Versus the Skill to Access Relevant Information Online." Paper presented at the 67th annual meeting of the Midwest Political Science Association, April 2-5, Palmer House Hilton, Chicago.

- Lau, Richard R., and David J. Andersen. 2008. "Comparing Strategies for Missing Values Imputation (or not) in Structural Equations Models with Latent Variables." Paper presented at the 104th annual meeting of the American Political Science Association, August 28 - August 31, Boston.
- Redlawsk, David P., and Richard R. Lau. 2008. "Examining Decision Making Using Dynamic Process Tracing Experiments." Paper presented at the 104th annual meeting of the American Political Science Association, August 28 - August 31, Boston.
- Lau, Richard R., Parina Patel, Dalia F. Fahmy, and Robert R. Kaufman. 2008. "Correct Voting Across 32 Democracies (and 51 Elections)." Paper delivered at the 66th annual meeting of the Midwest Political Science Association, April 3-6, Palmer House Hilton, Chicago.
- Redlawsk, David P., and Richard R. Lau. 2008. "Dynamic Process Tracing Methodologies." Paper delivered at the 66th annual meeting of the Midwest Political Science Association, April 3-6, Palmer House Hilton, Chicago.
- Lau, Richard R. 2007. "Self-Interest and Political Cognition: A Salute to David Sears." Paper presented at the 103rd annual meeting of the American Political Science Association, August 30 - September 2, Chicago.
- Lau, Richard R., David J. Andersen, Hannah Holden, and Kevin Worrall. 2007. "Changing Patterns of the Presidential Vote Choice, 1980 - 2004: A Reconsideration." Paper presented at the 103rd annual meeting of the American Political Science Association, August 30 - September 2, Chicago.
- Lau, Richard R. 2007. "Self-Interest, Symbolic Attitudes, and Support for Public Policy: A New Look." Paper presented at the 30th annual meeting of the International Society of Political Psychology, July 4 - 7, Portland, OR.
- Lau, Richard R. 2006. "An Exploration of Age Effects on Information Processing and the Quality of Voter Decision Making." Paper presented at the 102nd annual meeting of the American Political Science Association, August 31 - September 3, 2006, Philadelphia.
- Lau, Richard R., David J. Andersen, Hannah Holden, and Kevin Worrall. 2006. "Changing Patterns of the Presidential Vote Choice, 1980 - 2004." Paper presented at the 102nd annual meeting of the American Political Science Association, August 31 - September 3, 2006, Philadelphia.
- Lau, Richard R., David J. Andersen, and David P. Redlawsk. 2006. "An Exploration of Correct Voting in U.S. Presidential Elections, 1972 - 2004." Paper presented at the 64th annual meeting of the Midwest Political Science Association, Palmer House Hilton, April 20 - 23, 2006.
- Lau, Richard R., and Marco R. Steenbergen. 2006. "Reconsidering 'Best Practices' in Political Communications Research." Paper presented at the 64th annual meeting of the Midwest Political Science Association, Palmer House Hilton, April 20 - 23, 2006.

- Lau, Richard R., Lee Sigelman, and Ivy Brown. 2005. "The Effects of Negative Political Campaigns: A Meta-Analytic Reassessment." Paper presented at the 101st annual meeting of the American Political Science Association, September 1 - 4, 2005, Washington, D.C.
- Lau, Richard R., and David P. Redlawsk. 2005. "Toward a Procedurally Plausible Model of the Vote Choice: Decision Strategies, Information Processing, and Correct Voting." Paper presented at the 101st annual meeting of the American Political Science Association, September 1 - 4, 2005, Washington, D.C.
- Lau, Richard R., and David P. Redlawsk. 2005. "Four Alternative Views of Voter Decision Making: Toward a Procedurally Plausible Model of the Vote Choice." Paper presented at the 28th annual meeting of the International Society of Political Psychology, July 3 - 6, 2005, Toronto, Canada.
- Redlawsk, David P., and Richard R. Lau. 2005. "Toward a Procedurally Plausible Model of the Vote Choice: Decision Strategies, Information Processing, and Correct Voting." Paper presented at the 63rd annual meeting of the Midwest Political Science Association, April 7 - 10, 2005, Palmer House Hilton, Chicago, IL.
- Lau, Richard R., Parina Patel, Dalia F. Fahmy, and Robert R. Kaufman. 2005. "Correct Voting Across 30 Democracies." Paper presented at the 63rd annual meeting of the Midwest Political Science Association, Palmer House Hilton, Chicago, IL.
- Lau, Richard R., and David P. Redlawsk. 2004. "When Rational Choice Works: Decision Strategies, Information Processing, and Correct Voting." Paper presented to the New York Area Political Psychology meeting, Columbia University, October 16.
- Lau, Richard R., and David P. Redlawsk. 2003. "When Rational Choice Works (And When It Doesn't)." Paper presented at the 99th annual meeting of the American Political Science Association, August 28 - 31, Philadelphia.
- Redlawsk, David P., and Richard R. Lau. 2003. "Do Voters Want Candidates They Like of Candidates They Agree With? Affect vs. Cognition in Voter Decision Making." Paper presented at the Shambaugh Conference on Affect and Cognition in Political Action, University of Iowa, March 6 - 9; and the annual meeting of the Midwest Political Science Association, Chicago, April 3 - 6.
- Redlawsk, David P., Richard R. Lau, and Jason Humphrey. 2002. "What Voters Do: The Frequency and Consequences of Compensatory and Noncompensatory Decision Strategies." Paper presented at the 98th annual meeting of the American Political Science Association, August 29 - September 1, 2002, Boston, MA.
- Jenkins, Krista, and Richard R. Lau. 2001. "The Effect of Partisan Identification and Ideology on Uninformed Voters." Paper presented at the 59th annual meeting of the Midwest Political Science Association, Chicago.
- Lau, Richard R., and Gerald M. Pomper. 2000. "Effectiveness of Negative Campaigning in U.S. Senate Elections, 1988 - 1998." Paper presented at the 96th annual meeting of the American Political Science Association, Washington, D.C.

- Lau, Richard R., and John G. Geer. 1999. "An Empirically-Grounded Simulation of Campaign Effects in U.S. Presidential Elections." Paper presented at the 57th annual meeting of the Midwest Political Science Association, Chicago.
- Geer, John G., and Richard R. Lau. 1998. "Modeling Campaign Effects: Does Attack Advertising Depress Turnout?" Paper presented at the 94th annual meeting of the American Political Science Association, Boston.
- Lau, Richard R., Gerald M. Pomper, and Grace Ann Mumoli. 1998. "Effects of Negative Campaigning on Senate Election Outcomes and Turnout: 1988 - 1996." Paper presented at the 94th annual meeting of the American Political Science Association, Boston.
- Lau, Richard R. 1998. "Do Cognitive Heuristics Affect Correct Voting? An Information Processing Study of Political Decision Making." Paper presented at the 21st annual meeting of the International Society of Political Psychology, Montreal, Canada, July 12 - 15. *This paper won the Freedman award for the best paper presented at the ISPP convention this year.*
- Lau, Richard R., Gerald M. Pomper, and Grace Ann Mumoli. 1998. "Effects of Negative Campaigning on Senate Election Outcomes: 1988, 90, 94, and 96." Paper presented at the 56th annual meeting of the Midwest Political Science Association, Chicago, April 23-26.
- Lau, Richard R., and Lee Sigelman. 1998. "The Effectiveness of Negative Political Advertisements: A Literature Review." Paper presented at the conference on "Political Advertising in Election Campaigns," Washington, D.C., April 16 and 17.
- Lau, Richard R., Lee Sigelman, Caroline E. Heldman, and Paul R. Babbitt. 1997. "The Effectiveness of Negative Political Advertisements." Paper presented at the 93rd annual meeting of the American Political Science Association, Washington, D.C.
- Pomper, Gerald M., and Richard R. Lau. 1997. "Negative Political Campaigning in the United States." Paper presented at the conference on Images of Politics, October 23 - 25, Amsterdam.
- Heldman Caroline E., and Richard R. Lau. 1997. "Self-Interest and Attitudes Toward Health Care Reform." Paper presented at the 55th annual meeting of the 55th annual meeting of the Midwest Political Science Association, Chicago, April 10 - 12, 1997.
- Lau, Richard R. and David P. Redlawsk. 1996. "Voting Correctly." Paper presented at the 92nd annual meeting of the American Political Science Association, San Francisco.
- Lau, Richard R. 1995. "Heuristics, Information Search, and Choice Strategies in Voter Decision Making." Paper presented at the 91st annual meeting of the American Political Science Association, Chicago.
- Lau, Richard R., Gerald M. Pomper, and Erlinda Mazeika. 1995. "The Effectiveness of Negative Campaigning." Paper presented at the 91st annual meeting of the American Political Science Association, Chicago.

- Redlawsk, David P., and Richard R. Lau. 1995. "The Miserly Voter: Heuristics and "Rational" Voting Behavior." Paper presented at the 53rd annual meeting of the Midwest Political Science Association, Chicago.
- Babbitt, Paul R., and Richard R. Lau. 1994. "The Impact of Negative Political Campaigns on Political Knowledge." Paper presented at the annual meeting of the Southern Political Science Association, Atlanta.
- Redlawsk, David P., and Richard R. Lau. 1994. "The Effect of Political Expertise on Support for the United States Supreme Court, 1980 - 1992." Paper presented at the 90th annual meeting of the American Political Science Association, New York.
- Murray, Patrick, and Richard R. Lau. 1993. "The Salience of Social Groups When Individuals Evaluate and Act Politically." Paper presented at the 89th annual meeting of the American Political Science Association, Washington D.C.
- Lau, Richard R., and David P. Redlawsk. 1993. "An Experimental Study of Information Search, Memory, and Decision Making During a Political Campaign." Paper presented at the Political Psychology Conference, University of Illinois at Urbana-Champaign, June 17 - 20, 1993.
- Lau, Richard R. 1992. "A Process Tracing Analysis of Political Decision Making." Paper presented at the annual meeting of the Society of Experimental Social Psychologists, San Antonio.
- Lau, Richard R., and David P. Redlawsk. 1992. "How Voters Decide: A Process Tracing Study of Decision Making During Political Campaigns." Paper presented at the 88th Annual Meeting of the American Political Science Association, Chicago.
- Lau, Richard R. and Leventhal, Howard. 1992. "Policy Implications of Commonsense Representation of Illness." *Invited address* to a special meeting of the Society for the Psychological Study of Social Issues, Bethesda, Maryland, March 6, 1992
- Lau, Richard R. 1991. "Negative Voters and Negative Voting." Paper presented at the 87th Annual Meeting of the American Political Science Association, Washington D.C.
- Lau, Richard R. 1991. "Negative Voting in the 1980s: Updating a Thesis." Paper presented at the 49th annual meeting of the Midwest Political Science Association, Chicago.
- Lau, Richard R. 1989. "Information Search During a Political Campaign." Paper presented at the 85th annual meeting of the American Political Science Association, Atlanta.
- Lau, Richard R., David O. Sears, and Tom Jessor. 1989. "Fact or Artifact Revisited: Survey Instrument Effects and Pocketbook Politics." Paper presented at the 47th annual meeting of the Midwest Political Science Association, Chicago.
- Lau, Richard R., Richard A. Smith, and Susan T. Fiske. 1988. "Framing Effects, Political Schemata, and Political Persuasion." Paper presented at the 84th annual meeting of the American Political Science Association, Washington, D.C.

- Jacobs, Marilyn L., and Richard R. Lau. 1988. "Health Promotion, Locus of Control, and Health Behavior." Paper presented at the 98th annual meeting of the American Psychological Association, Atlanta.
- Lau, Richard R. 1988. "Further Exploration of Commonsense Representations of Common Illnesses." Paper presented at the 98th annual meeting of the American Psychological Association, Atlanta.
- Lau, Richard R., Richard A. Smith, and Susan T. Fiske. 1987. "Framing Political Persuasion: A Preliminary Report." Paper presented at the 97th annual meeting of the American Psychological Association, New York; and the 83rd annual meeting of the American Political Science Association, Chicago.
- Jacobs, Marilyn L., and Richard R. Lau. 1987. "Determinants of Adolescent Health Orientations." Paper presented at the 97th annual meeting of the American Psychological Association, New York.
- Lau, Richard R., Richard A. Smith, and Susan T. Fiske. 1987. "Citizen Schemas about the Nature of Political Objects." Paper presented at the annual meeting of the Society of Experimental Social Psychologists, Charlottesville, VA.
- Erber, Ralph, and Richard R. Lau. 1986. "Political Cynicism Revisited: The Role of Political Schemata in the Decline of Trust in Government." Paper presented at the 82nd annual meeting of the American Political Science Association, Washington D.C.; and the 96th annual meeting of the American Psychological Association, Washington, D.C.
- Lau, Richard R. 1985. "Changing Perspectives on Political Thinking." *Keynote address* to the 81st annual meeting of the American Political Science Association, New Orleans.
- Lau, Richard R., and Steven Klepper. 1985. "The Development of Health Related Beliefs in Children." Paper presented at the 95th annual meeting of the American Psychological Association, Los Angeles.
- Lau, Richard R. 1984. "Political Schemas, Candidate Evaluations, and Voting Behavior." Paper presented at the 19th annual Carnegie Symposium on Cognition, Pittsburgh; and the annual meeting of the International Society of Political Psychology, Toronto.
- Lau, Richard R. 1983. "Reference Group Influences on Political Attitudes and Behavior: The Importance of the Social and Psychological Contexts." Paper presented at the 79th annual meeting of the American Political Science Association, Chicago; and the annual meeting of the Society of Experimental Social Psychologists, Pittsburgh.
- Lau, Richard R., Robert R. Coulam, and David O. Sears. 1983. "Proposition 2 ½ in Massachusetts: Self-interest, Anti-government Attitudes, and Political Schemas." Paper presented at the 41st annual meeting of the Midwest Political Science Association, Chicago.

- Lau, Richard R., and David O. Sears. 1981. "Economic Grievances and Political Response: Some Underlying Psychological Processes." Paper presented at the 77th annual meeting of the American Political Science Association, New York.
- Lau, Richard R. 1981. "The Role of Attributions in Response to Illness." Paper presented at the 91st annual meeting of the American Psychological Association, Los Angeles.
- Sears, David O., Richard R. Lau, Tom R. Tyler, and Harris M. Allen. 1981. "Self-interest vs. Symbolic Politics in Policy Attitudes and Presidential Voting." Paper presented at the 91st annual meeting of the American Psychological Association, New York; and at the 75th annual meeting of the American Political Science Association, Washington, D.C.
- Lau, Richard R. 1978. "Attributions in a Field Setting: The Sports Pages." Paper presented at the 58th annual meeting of the Western Psychological Association, San Francisco.
- Lau, Richard R., Thad A. Brown, and David O. Sears. 1978. "Personal Involvement vs. 'Symbolic Beliefs:' Contrasting Theories of Attitude Development." Paper presented at the Pacific Chapter of the American Association for Public Opinion Research, Monterey.
- Lau, Richard R., John S. Hart, and Charles Beeder. 1978. "Available Information as a Cause of Actor-Observer Differences in Attributions: A Test of Monson and Snyder." Paper presented at the 58th annual meeting of the Western Psychological Association, San Francisco.
- Lau, Richard R., and David O. Sears. 1978. "Evidence Against Artifactual Explanations for Positivity: The Survey Instrument." Paper presented at the 88th annual meeting of the American Psychological Association, Toronto.
- Lau, Richard R., and David O. Sears. 1977. "Agreement and Psychological Distance: A Balance Theory Interpretation." Paper presented at the 57th annual meeting of the Western Psychological Association, Seattle.
- Lau, Richard R., Mark R. Lepper, and Lee Ross. 1976. "Persistence of Inaccurate and Discredited Personal Impressions: A Field Demonstration of Attributional Perseverance." Paper presented at the 56th annual meeting of the Western Psychological Association, Los Angeles.

GRANT PROPOSALS:

Lau, Richard R., and Mona S. Kleinberg. "Doctoral Dissertation Research in Political Science: The Internet, Race, and US Democracy: Does a High-Choice Information Environment Lead to Political Polarization or Increased Knowledge Among Whites, Latinos and Blacks?" National Science Foundation, #SES-1160502, from 5/2012 through 4/2014, \$10,950.

Lau, Richard R., and Tessa M. Ditonto. "Doctoral Dissertation Research in Political Science: The Effects of Candidate Appearance on Information Search and Candidate Evaluation in Political Campaigns." National Science Foundation, #SES-11223231, \$8,000, 1/2012 through 12/2013.

Redlawsk, David P., and Richard R. Lau. "Dynamic Process Tracing Experiments and Infrastructure Development." National Science Foundation, #SES-1022551. From 7/2010 through 6/2012, \$199,860. Supplemental award of \$25,500 provided in August, 2012.

Lau, Richard R., and David P. Redlawsk. "Studying Information Processing in Political Science: Improving Infrastructure, Testing Theory." National Science Foundation, #SES-0647657. From 5/2007 through 4/2010, \$225,000.

Lau, Richard R., Michael L. Littman, Barry Sopher, and Matthew Stone. "The Role of Communication in the Dynamics of Effective Decision Making." National Science Foundation, #SBE-0624191. From 9/2006 through 8/2009, \$685,000.

Lau, Richard R., and David P. Redlawsk. "Doctoral Dissertation Research: How Voters Use Campaign Information: On-line Versus Memory-Based Processing in a Presidential Election." National Science Foundation, #SBR-9411162. From 6/1994 through 5/1995, \$6,238.

Lau, Richard R. *A Process Tracing Study of Information Search and "Rational" Decision Making in Elections*. National Science Foundation, #SBR-9321236. From 6/1994 through 5/1996, \$125,000.

Lau, Richard R., and Richard A. Smith. *Political Cognition and Political Persuasion*. National Science Foundation, #SES-8419010. From 6/1985 through 5/1987, \$59,993.

Lau, Richard R., and David O. Sears. *Information Processing in Political Perception: A Symposium Proposal*. National Science Foundation #SES-8309702. From 11/1983 - 10/1984, \$17,046. Additional funding provided by the Carnegie Corporation of New York, #1-34030. From 3/1984 through 12/1984, \$4,800.

Lau, Richard R. *Etiology of Adult's Health Beliefs and Behaviors*. National Institute of Child Health and Human Development, #1 R01 HD17324-01. From 1/1983 through 12/1986, \$370,416.

Lau, Richard R., and Robert F. Coulam. *Public Support for and Government Responses to Tax Cuts*. Ford Foundation, #1-31342. From 7/1981 through 6/1982, \$3,500.

REFERENCES:

Available upon request.