

Dr. Andreas Kappes

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CONTACT INFORMATION

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RESEARCH INTEREST

The underlying theme of my research is to investigate the tools that give people control over their lives. People have a limited set of resources, such as time, effort, and money. Wisely investing these resources thereby becomes crucial for living a fulfilled life. However, when deciding on how to invest these resources, automatic biases and intuitions often suggest decisions that are not in one's best interest, or might even run counter to important beliefs, such as the moral values people hold. Understanding such biases and intuitions enables the development of tools that allow people to control them. My research focuses on understanding both the automatic tendencies that underlie the investment of personal resources and the tools that help people to gain control over such tendencies.

APPOINTMENTS

Since September 2012	Post-doctoral student, Cognitive, Perceptual & Brain Sciences, University College London, funded by the German Science Foundation (DFG)
2011 to September 2012	Post-doctoral student, Social Psychology Department, New York University, funded by the German Science Foundation (DFG)
2009 to 2010	Vertretungsprofessur (equivalent to temporary Lecturer/Assistant Professor), Department of Psychology, University of Hamburg

EDUCATION

2009	Ph.D., Psychology, University of Hamburg, Germany (summa cum laude)
2006	Diplom Psychology (equivalent to M.A.), Free University of Berlin (best possible grade average; 1,0)
2002	Zwischenprüfung Psychology (equivalent to B.A.), Free University of Berlin

GRANTS

With Jay Van Bavel (invited full proposal under review): Moral Redux: How and why beliefs shape moral judgments, John Templeton Foundation (\$346,425).

This proposal is based on my work with Jay Van Bavel, examining how situational cues and lay beliefs of morality shape ostensibly automatic moral intuitions. The proposal includes, among other items, funding for a 2-year post-doc position to work with me.

The Roles of Goal Representations and Conflict Monitoring in the Initiation of Goal-relevant Actions, German Research Foundation, Ka 3382/1-1 (Three Year Post-doctoral Funding)

This grant is based on my research examining how the detection of information in conflict with current goals initiates self-control.

With Gabriele Oettingen, The Mental Association between Future and Reality Mediates Mental Contrasting Effects on Energization and Behaviour

This grant is based on my dissertation work with Gabriele Oettingen, studying how the integration of obstacles into future thinking affects behaviour.

AWARDS & SCHOLARSHIPS

- 04/2008 – 04/2009 Dissertation Scholarship, University of Hamburg
- 10/2008 – 12/2008 Travel Scholarship, University of Hamburg
- 05/08 Travel Scholarship to attend the conferences of the Society for the Study of Motivation (SSM) and the Association for Psychological Science (APS) in Chicago, University of Hamburg
- 2008 Teaching Award of the Department of Psychology, University of Hamburg: Best Seminar

PUBLICATIONS

Kappes, A., Wendt, M., Reinelt, T., & Oettingen, G. (in press). Mental contrasting effects on the identification of obstacles. *Journal of Experimental Social Psychology*

Kappes, A. & Schikowski, A. L. (in press). Implicit theories about emotions shape responses to negative affect. *Cognition and Emotion*

Kappes, A. & Oettingen, G. & Pak, H, (2012). Mental contrasting and the self-regulation of responding to negative feedback. *Personality and Social Psychology Bulletin*. 38, 845-857.

Kappes, A., Singmann, H., & Oettingen, G., (2012). Mental contrasting instigates goal-pursuit by linking obstacles of reality with instrumental behavior. *Journal of Experimental Social Psychology*, 48, 811-818.

Oettingen, G., & **Kappes, A.** (2009). Mental contrasting of the future and reality to master negative feedback. In K. Markman, B. Klein & J. Suhr (Eds.), *The Handbook of Imagination and Mental Simulation*. Hove, GB: Psychology Press

Manuscripts under review / revision

Kappes, A., Wittleder, S., Oettingen, G., Reinelt, T., Hebbelmann, D., & Wendt, M.. (invited revision) *Conflict adaptation promotes conquests in daily life*. *Psychological Science*

Kappes, H. B., **Kappes, A.**, & Oettingen, G. (invited revision). When attainment is all in your head. *Social Cognition*.

Kappes, A., & Oettingen, G. (under review). The emergence of goal commitment: Mental contrasting connects future and reality. *Journal of Experimental Social Psychology*

Manuscripts in preparation

Kappes, A. & van Bavel, J. (to be submitted April, 2013) Go with your gut, or not: Subtle framing shapes moral judgment.

Kappes, A., Wittleder, S., Oettingen, G., Gollwitzer, P., & Morgenstern, J. (to be submitted April, 2013) Boosting self-regulation to reduce drinking in College students.

Kappes, A., & Oettingen, G. (to be submitted end of March, 2013). Mental contrasting effects on behaviour are caused by associations between future and reality.

CONFERENCE PRESENTATIONS

Symposium

Kappes, A & Van Bavel, J. (2013). New Perspectives on the Intuitive Foundations of Morality and Cooperation. (2013), *Symposium at the Annual Meeting of the Association for Psychological Science*

Talks

Kappes, A. & Van Bavel, J. (2013). Subtle Framing Shapes Moral Judgment (2013), *Association for Psychological Science, Washington*

Kappes, A & Van Bavel, J. (2013) Moral reasoning redux: Subtle framing shapes moral judgment (2013). *Annual Meeting Eastern Psychological Association, New York*.

Oettingen, G., Gollwitzer, P., **Kappes, A.** Wittleder, Morgenstern, J., (2012) Mental contrasting with implementation intentions (MCII) supports college students in regulating their alcohol consumption. *Society of Experimental Social Psychology, Austin, Texas*.

Posters

Melnikoff, D., **Kappes, A.**, & Oettingen, G., (2012). Mental contrasting facilitates the processing of negative feedback during goal pursuit. *Poster for the Conference of the Society of Personality and Social Psychology, San Diego.*

Wittleder, S., **Kappes, A.**, Oettingen, G., Gollwitzer, P., & Morgenstern., J. (2012). Mental contrasting with implementation intentions (MCII) as a behavior change intervention to reduce drinking in College students. *Poster for the Conference of the Society of Personality and Social Psychology, San Diego.*

Kappes, A., & Oettingen, G. (2009). How does mental contrasting promote goal attainment? Testing the underlying mental representations. *Poster for the Conference of the Society of Personality and Social Psychology, Tampa, FL.*

Singmann, H., **Kappes, A.**, & Oettingen, G. (2009). Mental contrasting produces associations critical for goal-striving. *Poster for the Conference of the Association for Psychological Science, San Francisco.*

Albert, J., Singmann, H., Merkt, J., Schweikert, P., **Kappes, A.**, Köhler, H., Gawrilow, C., & Wendt, M. (2009). Social facilitation in flanker tasks. *Poster for the Conference of the Association for Psychological Science, San Francisco.*

Merkt, J., Albert, J., Singmann, H., **Kappes, A.**, Gawrilow, C., & Wendt, M. (2009). Reduced Interference of Distractor Stimuli in Female Undergraduates with ADHD. *Poster for the Conference of the Association for Psychological Science, San Francisco.*

Singman, H., Albert, J., Merkt, J., Schweikert, S., **Kappes, A.** Köhler, H., Gawrilow, C., & Wendt, M. (2009). Soziale Erleichterung in der Flankierungsaufgabe (Social facilitation in the flanker task). *Poster for the Conference of the Association of Experimental Psychology, Jena, Germany.*

Kappes, A., Singmann, H. & Oettingen, G. (2008). Processes of Mental Contrasting: Linking Future with Reality. *Poster for the Conference of the Association for Psychological Science, Chicago.*

Kappes, A., Singmann, H. & Oettingen, G. (2008): Mental Contrasting Effects on Goal Commitment Mediated by Perceptual Change of Reality. *Poster for the Conference of the Society for Studying Motivation, Chicago.*

Kappes, A. & Leipold, B. (2006). Die Beziehung zwischen kognitiver Komplexität, Bewältigungsressourcen und subjektivem Wohlbefinden (The relationship

between cognitive complexity and subjective well-being). *Poster for the Conference of the German Psychology Association, Nürnberg, Germany.*

Leipold, B., **Kappes, A.** & Joop, D. (2005). Der Einfluss von Ressourcen auf das Selbstkonzept (Impact of resources on the self-concept). *Poster for the Conference of the Association of Differential Psychology, Personality Psychology, and Diagnostic, Marburg, Germany.*

TEACHING

I was teaching Master – and Bachelor students at the University of Hamburg. In my lectures as well as seminars, I focused on teaching the psychological theories and the way they are tested, and I incorporated multimedia presentations, online participation tools, and interactive websites. However, for me, the litmus test of whether students truly understand a particular theory is when they can transfer their knowledge into the real world. Hence, each of my lectures and seminars as a section, in which students had to apply the learned knowledge to the real world. For the lectures on educational psychology and the accompanying seminars, I developed a concept in which teams of students first picked a topic they are interested in – something they would like to change. Then, they had to find psychological theories, which can be applied to their topic. And finally, they had to develop and present an intervention based on the picked theories. Such training does not only deepen the understanding of the learned knowledge, but also opens students to the possibilities psychology has to offer.

TEACHING EXPERIENCE

Instructor, Physiological Foundations of Motivation, University of Hamburg, 2010

Instructor, Research Methods, University of Hamburg, 2010

Instructor, Motivation and Learning (Advanced), University of Hamburg, 2010

Instructor, Motivation and Emotion (Lecture), University of Hamburg, 2009

Instructor, Motivation and Emotion (Seminar), University of Hamburg, 2009

Instructor, Introduction to Educational Psychology (Lecture), University of Hamburg, 2009

Instructor, The New Unconsciousness, University of Hamburg, 2007/ 2008* / 2009

* Awarded Teaching Award for Best Seminar

Instructor, Goals and behavior: A cognitive perspective, University of Hamburg, 2009

Instructor, Attention, University of Hamburg, 2007