

## *Curriculum Vitae*

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### **Dr. phil. Martin G. Köllner**

Postdoc Researcher at the Chair for Experimental Psychology, Motivation, and Affective  
Neuroscience

Department of Psychology and Sport Sciences  
Friedrich-Alexander University, Erlangen, Germany

### *Contact Data*

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Chair for Experimental Psychology, Motivation, and Affective Neuroscience

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### *Personal Data*

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Date of birth: 09.06.1984

Place of birth: Roth, Germany

## Education

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- 2018-            Habilitand at Friedrich-Alexander University Erlangen
- 2015            Dr. phil. at the Friedrich-Alexander University Erlangen  
 Thesis: "The influence of implicit motives on implicit instrumental conditioning:  
 Testing a principle focusing on the power motive"  
 (Dissertation: *magna cum laude*; Disputation: *summa cum laude*)
- 2010-2015     PhD student at the chair for experimental psychology, motivation, and  
 affective neuroscience (Friedrich-Alexander University Erlangen, Germany;  
*Advisor: Prof. Dr. Oliver C. Schultheiss*)
- 2010            Diploma (equivalent to M.Sc.)  
 Thesis: „Korrelation zwischen Maßen impliziter und expliziter Motive – eine  
 Metaanalyse“  
 [Correlation of measures of implicit and explicit motives – a meta-analysis].  
*(Advisor: Prof. Dr. Oliver C. Schultheiss)*
- 2008-2009     Research internship at the Institute of Psychology at Friedrich-Alexander  
 University Erlangen (Germany) *(Advisor: Dr. Andreas G. Rösch)*
- 2008            Research assistant (function: tutor for two undergraduate seminars) at the  
 chair for experimental psychology, motivation, and affective neuroscience  
 Friedrich-Alexander University Erlangen, Germany)
- 2007            Internship at *Erziehungs- und Jugendberatungsstelle im Landkreis Nürnberger  
 Land* (Germany) *(Advisor: Dipl.-Psych. Gabriele Schippert-Brunner)*
- 2004-2010     Study of psychology at Friedrich-Alexander University Erlangen-Nürnberg  
 (Germany)
- 1995-2004     Mathematisches und Neusprachliches Gymnasium in Roth (Germany)  
 graduation: Abitur (A-Levels)

## Work Experience

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- 2015-            Postdoc Researcher at the chair for experimental psychology, motivation, and affective neuroscience (Friedrich-Alexander University Erlangen, Germany)
- 2010-2015      Research associate at the chair for experimental psychology, motivation, and affective neuroscience (Friedrich-Alexander University Erlangen, Germany)

## Publications in Peer-Reviewed Journals and Edited Books

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9. Köllner, M. G., Janson, K. T., & Bleck, K. (in press). The social biopsychology of implicit motive development. In O. C. Schultheiss & P. H. Mehta (Eds.), *International Handbook of Social Neuroendocrinology*: Routledge.
  8. Schultheiss, O. C., & Köllner, M. G. (in press). Implicit motives. In O. P. John & R. W. Robins (Eds.), *Handbook of personality: Theory and research* (4th ed.). New York, NY US: Guilford Press.
  7. Köllner, M. G., Janson, K. T., & Schultheiss, O. C. (2018). Commentary: Sexual dimorphism of facial width-to-height ratio in human skulls and faces: A meta-analytical approach. *Frontiers in Endocrinology*, 9(227). doi:10.3389/fendo.2018.00227
  6. Köllner, M. G. (2018). Book review: An introduction to behavioral endocrinology (5th edition). *Frontiers in Human Neuroscience*, 12(161). doi:10.3389/fnhum.2018.00161
  5. Janson, K. T., Bleck, K., Fenkl, J., Riegl, L. T., Jägel, F., & Köllner, M. G. (2018). Inhibited power motivation is associated with the facial width-to-height ratio in females. *Adaptive Human Behavior and Physiology*, 4(1), 21-41. doi:10.1007/s40750-017-0075-y
  4. Köllner, M. G., & Janson, K. T. (2017). The sociobiological development and arousal of implicit motives: The emergence of a growth-and-prune model of motive development and the continued linkage of hormones and motives throughout the life span [Abstract]. *Psychoneuroendocrinology*, 83S, 70. doi:10.1016/j.psyneuen.2017.07.426
  3. Janson, K. T., Bleck, K., Fenkl, J., Riegl, L. T., Jägel, F., & Köllner, M. G. (2017). The implicit power motive and the facial width-to-height ratio as possible marker of organizational hormone effects during puberty [Abstract]. *Psychoneuroendocrinology*, 83S, 69. doi:10.1016/j.psyneuen.2017.07.424
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2. Köllner, M. G., & Schultheiss, O. C. (2014). Meta-analytic evidence of low convergence between implicit and explicit measures of the needs for achievement, affiliation, and power. *Frontiers in Psychology*, 5(826). doi:10.3389/fpsyg.2014.00826
1. Schultheiss, O. C., & Köllner, M. G. (2014). Implicit motives, affect, and the development of competencies: A virtuous-circle model of motive-driven learning. In R. Pekrun & L. Linnenbrink-Garcia (Eds.), *International handbook of emotions in education* (pp.73-95). New York, NY: Taylor & Francis/Routledge.

## Theses

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Köllner, M. G. (2015). *The influence of implicit motives on implicit instrumental conditioning: Testing a principle focusing on the power motive*. (Doctoral dissertation).

[\[https://opus4.kobv.de/opus4-fau/frontdoor/index/index/docId/6736\]](https://opus4.kobv.de/opus4-fau/frontdoor/index/index/docId/6736)

Köllner, M. G. (2010). *Korrelation zwischen Maßen impliziter und expliziter Motive – eine Metaanalyse. [Correlation between implicit and explicit motive measures – A meta-analysis]*. (Diploma thesis).

## Symposia (Session Chair)

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2017, September:

*Organizational and activation hormone effects and the development and arousal of implicit motives across the life span*. 47<sup>th</sup> Annual Conference of the International Society of Psychoneuroendocrinology, Zurich (Switzerland).

## Workshops (Organized and Chaired)

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2017, October:

*Workshop Motive Assessment with David Winter*. Erlangen (Germany).

## Conference Presentations

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12. Janson, K. T., Bleck, K., Fenkl, J., Riegl, L. T., Jägel, F., & Köllner, M. G. (2017). The implicit power motive and the facial width-to-height ratio as possible marker of organizational hormone effects during puberty. Presentation at the 47<sup>th</sup> Annual Meeting of the International Society of Psychoneuroendocrinology, Zurich (Switzerland).
11. Köllner, M. G., & Janson, K. T. (2017). *The sociobiological development and arousal of implicit motives: The emergence of a growth-and-prune model of motive development and the continued linkage of hormones and motives throughout the life span.* Presentation at the 47<sup>th</sup> Annual Meeting of the International Society of Psychoneuroendocrinology, Zurich (Switzerland).
10. Köllner, M. G., Rösch, A. G., & Schultheiss, O. C. (2016, October). *Die Implizit-Explizit-Profilkongruenz von Motiven: Ein studienübergreifender Test des Unabhängigkeitspostulats anhand von Bild- und Subkategorienprofilen innerhalb von Individuen [Implicit-explicit profile congruence of motives: A multi-study test of the independence postulate using within-individual picture and subcategory profiles].* Presentation at the 36<sup>th</sup> Colloquium on Motivational Psychology, Erlangen (Germany).
9. Bleck, K., Fenkl, J., Jägel, F., & Köllner, M. G. (2016, October). *Zusammenhänge zwischen dem impliziten Machtmotiv, Steroidhormonen und Längen der Ulna und Fibula [Relationships between the implicit power motive, steroid hormones, and length of ulna and fibula].* Poster presented at the 36<sup>th</sup> Colloquium on Motivational Psychology, Erlangen (Germany).
8. Janson, K. T., Bleck, K., Fenkl, J., Jägel, F., Riegl, L., & Köllner, M. G. (2016, October). *Das implizite Machtmotiv und Marker organisationaler Hormoneffekte: Zusammenhänge mit 2D:4D und fWHR [The implicit power motive and markers of organizational hormone effects: Associations with 2D:4D and fWHR].* Presentation at the 36<sup>th</sup> Colloquium on Motivational Psychology, Erlangen, Germany.
7. Walther, C. S., & Köllner, M. G. (2016). *Kodierung impliziter Motive in audiovisuellem Material – Erstellung von Übungs- und Kalibrierungsmaterial zur Coder-Zertifizierung und Vorstellung des MovieMotiveCoders [Coding implicit motives in audiovisual material – Constructing practice and calibration materials for coder certification and presentation of the MovieMotiveCoder].* Presentation at the 36<sup>th</sup> Colloquium on Motivational Psychology, Erlangen, Germany.
6. Janson, K. T., Köllner, M. G., & Schultheiss, O. C. (2016, September). *Organizational effects of gonadal steroids on the implicit power motive.* Presentation at the 50<sup>th</sup> Conference of the German Society for Psychology, Leipzig, Germany.

5. Köllner, M. G. (2013). *Skalierungseffekte von Motiven auf implizites Lernen – Beeinflussen unsere impliziten und expliziten Motive die Lernleistung? [Scaling effects of motives on implicit learning – Do our implicit and explicit motives influence learning performance?]*. Poster presented at the 33<sup>rd</sup> Colloquium on Motivational Psychology, Osnabrück (Germany), July 2013.
4. Lorenz, D., Walther, C. S., & Köllner, M. G. (2013). *Motivational standoff – Kodierung von impliziten Motiven in Videomaterial anhand von genereller Motivdichte, Motivprofilen und Clips zur Motivanregung in ausgewählten Filmen [Motivational standoff – Coding implicit motives in video material by determining overall motive density, motive profiles, and clips for arousing motives in selected movies]*. Presentation at the 33<sup>rd</sup> Colloquium on Motivational Psychology, Osnabrück (Germany), July 2013.
3. Köllner, M. G., & Schultheiss, O. C. (2012). *Implicit and explicit motive measures – a meta-analysis of their correlation and potential moderators of the relationship*. Presentation at the 16<sup>th</sup> European Conference on Personality, Trieste (Italy), July 2012.
2. Köllner, M. G., Patalakh, M., & Schultheiss, O. C. (2011). *Korrelation von Motivkongruenz und Wohlbefinden - Eine Metaanalyse [Correlation of motive congruence and well-being – A meta-analysis]*. Presentation at the 31<sup>st</sup> Colloquium on Motivational Psychology, Munich (Germany), July 2011.
1. Köllner, M. G., & Schultheiss, O. C. (2010). *Korrelation impliziter und expliziter Motivmaße – Eine Metaanalyse [Correlation of implicit and explicit motive measures – A meta-analysis]*. Presentation at the 30<sup>th</sup> Colloquium on Motivational Psychology, Mannheim (Germany), July 2010.

### *Invited Presentations*

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8. Schwarm, A., & Köllner, M. G. (2018; June). *Organisationale Hormoneffekte und Handschrift [Organizational hormone effects and handwriting]*. Invited presentation at the “Kolloquium Motivationspsychologie”, Chair for Experimental Psychology, Motivation, and Affective Neuroscience, Friedrich-Alexander University, Erlangen, Germany.
7. Köllner, M. G. (2018; January). *Lehrstuhl für Allgemeine Psychologie II (Motivation, Emotion und Lernen) - Forschung/Expertise/Ausstattung [Chair for experimental psychology, motivation, and affective neuroscience – Research/expertise/infrastructure]*. Invited presentation at the “AB-Kolloquium”, Chair

of Exercise and Health, Department of Sport Science and Sport, Friedrich-Alexander University, Erlangen, Germany.

6. Köllner, M. G. (2017; October). *2nd sentence rule versus eXtended coding*. Invited presentation at the “Workshop Motive Assessment with David Winter”, Friedrich-Alexander University, Erlangen, Germany.
5. Köllner, M. G., & Janson, K. T. (2017; July). *The involvement of sex hormones in implicit motive development and arousal*. Invited presentation at the “Kolloquium Motivationspsychologie”, Chair for Experimental Psychology, Motivation, and Affective Neuroscience, Friedrich-Alexander University, Erlangen, Germany.
4. Janson, K. T., & Köllner, M. G. (2014; May). *Die PSE als Werkzeugkasten: Analyse von Bildanregungsgehalt, Subkategorienpräsenz und Passung zum PSE-Q als kommensurables explizites Verfahren [The PSE as a tool box: Analyzing picture pull, presence of subcategories and congruence to the PSE-Q as a commensurable explicit measure]*. Invited presentation at the “Kolloquium Motivationspsychologie”, Chair for Experimental Psychology, Motivation, and Affective Neuroscience, Friedrich-Alexander University, Erlangen, Germany.
3. Walther, C. S., Lorenz, D., & Köllner, M. G. (2013; May). *Wie motiviert ist Hollywood? - Motivkodierung, Motivclips und Motivgehalt in ausgewählten Filmen [How motivated is Hollywood? – Coding of motives, clips for arousing motives and motive content in selected films]*. Invited presentation at the “Kolloquium Motivationspsychologie”, Chair for Experimental Psychology, Motivation, and Affective Neuroscience, Friedrich-Alexander University, Erlangen, Germany.
2. Köllner, M. G., & Schultheiss, O. C. (2012; May). *Die Korrelation impliziter und expliziter Motivmaße – Eine Metaanalyse der Gesamtbeziehung, einzelner Motivbereiche, sowie potentieller Moderatoren [The correlation of implicit and explicit motive measures – A meta-analysis of the overall relationship, single motive domains, as well as potential moderators]*. Invited presentation at the “Kolloquium Motivationspsychologie”, Chair for Experimental Psychology, Motivation, and Affective Neuroscience, Friedrich-Alexander University, Erlangen, Germany.
1. Köllner, M. G., & Schultheiss, O. C. (2011; May). *Kongruenz impliziter und expliziter Motivmaße – Eine Metaanalyse [Congruence of implicit and explicit measures of motivation – A meta-analysis]*. Invited presentation at the “Forschungskolloquium: Forschungsmethoden der Organisations- und Motivationspsychologie”, Chair of Psychology, Technical University, Munich, Germany.

## Technical Reports

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Schultheiss, O. C., & Köllner, M. G. (2016). *Validating RIA against MS: No simple story* (Technical report). Department of Psychology and Sport Sciences, Friedrich-Alexander University, Erlangen, Germany: Unpublished manuscript.

## Software

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Köllner, M. G., Schmiedl, H., Waßer, J., & Schmiedl, S. (2017). *Face/Palm Measuring Tool: A stand-alone software for standardized hand and face morphometry [Software and manual]*. Erlangen. Retrieved from <https://github.com/swsch/FacePalm>

Walther, C. S., Walther, F. T., & Köllner, M. G. (2016). MMC: MovieMotiveCoder – A software for coding implicit motives and various behavioral data from audiovisual material [Software and manual]. Retrieved from [http://www.psych2.phil.uni-erlangen.de/~oschult/humanlab/resources/resources\\_MMC.htm](http://www.psych2.phil.uni-erlangen.de/~oschult/humanlab/resources/resources_MMC.htm)

## Textbook citations in

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Elliot, A. J., Dweck, C. S., & Yeager, D. S. (2017). *Handbook of competence and motivation - Theory and application* (2nd ed.). New York: Guilford Press.

Heckhausen, J., & Heckhausen, H. (2018). *Motivation and action* (3rd ed.). Cham, Switzerland: Springer.

Ortner, T., & van de Vijver, F. J. R. (2015). *Behavior-based assessment in psychology - Going beyond self-report in the personality, affective, motivation, and social domains*. Göttingen, Germany: Hogrefe Publishing.

Pekrun, R., & Linnenbrink-Garcia (Eds.), L. (2014). *International handbook of emotions in education*. New York, NY: Taylor & Francis/Routledge.

Welpe, I. M., Brosi, P., Ritzenhöfer, L., & Schwarzmüller, T. (2015). *Auswahl von Männern und Frauen als Führungskräfte [Selection of men and women as managers]*. Wiesbaden, Germany: Springer Gabler.

Winter, D. G. (2018). *Roots of war: Wanting power, seeing threat, justifying force*. New York: Oxford University Press.



## *In the media*

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Interview “Wahrsagen” (“Fortune Telling”) for funklust – Deine Campusmedien; broadcast in

April 2018. Retrieved from <https://www.funklust.de/2018/04/faszination-wahrsagen/>

Introducing David G. Winter for his talk on “Roots of War: Wanting Power, Seeing Threat, Justifying Force” in October 2017. Erlangen. Retrieved from

<https://www.fau.tv/clip/id/8402.html>

Interview “Unzufriedenheit” (“Dissatisfaction”) for afk max (German radio station); broadcast in September 2016. Available upon request: [martin.koellner@fau.de](mailto:martin.koellner@fau.de)

## *Teaching*

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2013 Zertifikat Hochschullehre Bayern [Certificate of Academic Teaching Bavaria]

2012 Zertifikat Hochschullehre der Friedrich-Alexander-Universität Erlangen-Nürnberg [Certificate of Academic Teaching of Friedrich-Alexander University Erlangen-Nuremberg]

Experimental psychology practicum (undergraduate seminar; Bachelor of Science)

Field research practicum (undergraduate seminar; Bachelor of Science)

Implicit motives (undergraduate seminar; Bachelor of Science)

## *Bachelor’s Theses supervised*

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Corinna Heyd (expected 2019; Friedrich-Alexander University, Erlangen)

Lola Riehlein (expected 2019; Friedrich-Alexander University, Erlangen)

Alexandra Rudnaya (expected 2018; Friedrich-Alexander University, Erlangen)

Julia Waßer (expected 2018; Friedrich-Alexander University, Erlangen)

Helena Schmiedl (expected 2018; Friedrich-Alexander University, Erlangen)

Alicia Schmidbauer (2017; Friedrich-Alexander University, Erlangen)

Maryam Bonakdar (2017; Friedrich-Alexander University, Erlangen)

Kira Bleck (2016; Friedrich-Alexander University, Erlangen)

Julia Fenkl (2016; Friedrich-Alexander University, Erlangen)

Franziska Jägel (2016; Friedrich-Alexander University, Erlangen)

Lea Riegl (2015; Friedrich-Alexander University, Erlangen)

Lukas de Wall (2015; Friedrich-Alexander University, Erlangen)  
Tobias Rieger (2015; Friedrich-Alexander University, Erlangen)  
Sinja Hondong (2015; Friedrich-Alexander University, Erlangen)  
Kevin T. Janson (2014; Friedrich-Alexander University, Erlangen)  
Anne Schnabel (2013; Friedrich-Alexander University, Erlangen)  
Franziska Herbig (2013; Friedrich-Alexander University, Erlangen)  
Carola S. Walther (2013; Friedrich-Alexander University, Erlangen)  
Dorothea Lorenz (2013; Friedrich-Alexander University, Erlangen)  
Katharina Hartmann (2013; Friedrich-Alexander University, Erlangen)

### *Master's Theses supervised*

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Annika Schwarm (expected 2018; Friedrich-Alexander University, Erlangen)  
Kevin T. Janson (2016; Friedrich-Alexander University, Erlangen)

### *Reviewer Responsibilities*

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#### *Article Editor:*

SAGE Open

#### *Ad hoc Reviewer:*

Frontiers in Behavioral Neuroscience  
Frontiers in Psychology  
Group Processes & Intergroup Relations  
Journal of Personality  
Journal of Personality Assessment  
Motivation Science  
Perspectives on Psychological Science  
Psychology in Russia: State of the Art  
Psychoneuroendocrinology  
Research Foundation Flanders (Fonds Wetenschappelijk Onderzoek - Vlaanderen, FWO)

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### Other Activities/Positions

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- 2012/04-2013/09     Modulverantwortlicher für Versuchspersonenstunden [*person responsible for administering course credit for participation in research*], Institute of Psychology, Friedrich-Alexander University Erlangen, Germany
- 2014/10-2017/3     Modulverantwortlicher für Versuchspersonenstunden (see above)
- 2015/5-2017/4     Stellvertretender Strahlenschutzbeauftragter nach StrlSchV [*radiation protection commissary (according to StrlSchV)*] at the chair for experimental psychology, motivation, and affective neuroscience (Friedrich-Alexander University Erlangen, Germany)
- 2015/12-2017/3     PC-Lab-Administrator at the chair for experimental psychology, motivation, and affective neuroscience (Friedrich-Alexander University Erlangen, Germany)
- 2017/4-             Departmental Erasmus+-coordinator, Institute of Psychology, Friedrich-Alexander University Erlangen, Germany

### Special Skills

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- Advanced research skills in PsycINFO
- Advanced statistical skills [SPSS, Systat]
- Certified coder for implicit achievement, affiliation, and power motivation [According to Winter, 1994]
- Advanced programming skills for computer-based psychological experiments [Inquisit 3.0/4.0]
- Meta-analysis
- Fachkunde im Strahlenschutz, Fachkundegruppen S2.2, S4.1, S5, S6.1 der Fachkunde-Richtlinie Technik nach Strahlenschutzverordnung [technical qualification in the field of radiation protection]
- Practical experience in salivary steroid hormone analysis [Radioimmunoassays]

## *Other Qualifications*

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2011 Erlaubnis zur Ausübung der Heilkunde ohne Bestallung, beschränkt auf das Gebiet der heilkundlichen Psychotherapie (Erlaubnis nach dem Heilpraktikergesetz, HeilprG) [concession for psychotherapy (HeilprG)]

## *Professional Memberships*

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Association for Psychological Science  
Berufsverband Deutscher Psychologinnen und Psychologen  
Deutsche Gesellschaft für Psychologie  
Society for the Study of Motivation

## *Scientific web sites*

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At Friedrich-Alexander University,  
<http://www.psych2.phil.uni-erlangen.de/team/koellner.shtml>  
At the Human Motivation and Affective Neuroscience Lab,  
<http://www.psych2.phil.uni-erlangen.de/%7Eoschult/humanlab/team.htm>  
Google Scholar,  
<https://scholar.google.de/citations?user=MEn62RgAAAAJ&hl=en>  
Loop,  
<http://loop.frontiersin.org/people/152633/overview>  
ORCID,  
<http://orcid.org/0000-0002-5102-805X>  
ResearchGate,  
[https://www.researchgate.net/profile/Martin\\_Koellner](https://www.researchgate.net/profile/Martin_Koellner)

Erlangen, 03.08.18