

## ***Curriculum Vitae***

**Oliver C. Schultheiss, Dr. phil.**

**Professor of Psychology**

**Chair for Experimental Psychology, Motivation, and Affective Neuroscience**

**Department of Psychology and Sport Sciences**

**Friedrich-Alexander University, Erlangen, Germany**

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### *Work address:*

Institute of Psychology, Friedrich-Alexander University, Nägelsbachstrasse 49b, 91052  
Erlangen, Germany

Email: Oliver.Schultheiss@fau.de

Phone: +49 9131 85-20880

Fax: +49 9131 85-20878

Website: <http://www.psych2.phil.uni-erlangen.de/~oschult/humanlab/index.htm>

### ***Education:***

Dr. phil. Friedrich-Alexander University, Erlangen (Germany), 1996

Dipl.-Psych. (equivalent to M.Sc.)

Friedrich-Alexander University, Erlangen (Germany), 1994

### ***Academic positions:***

#### *Friedrich-Alexander University*

Professor of Psychology (W3, tenured) 2007--

#### *University of Michigan*

Director, Central Hormone Assay Facility 2007

Associate Professor of Psychology (tenured) 2005--2007

Assistant Professor of Psychology 2000--2005

#### *University of Potsdam (Germany)*

Postdoctoral Research Fellow 1998--1999

#### *Harvard University*

Postdoctoral Research Fellow 1997

**Honors and awards:**

Henry A. Murray Award, 2016, by the *Association for Research in Personality* and the *American Psychological Association*

Nomination, editor of *Journal of Personality and Social Psychology (Personality Processes and Individual Differences)*, 2013 (declined)

Fellow of the Association for Psychological Science, since 2011

Fellow of the Society for Personality and Social Psychology, since 2011

Nomination as candidate for a fellowship at the Center for Advanced Study in the Behavioral Sciences, Palo Alto, USA, 2002

*Habilitation* fellowship, *Deutsche Forschungsgemeinschaft* [German Research Foundation], 1999

Postdoc fellowship, *Deutsche Forschungsgemeinschaft* [German Research Foundation], 1997-1999

1995 Student Travel Award of the *Society for Personality and Social Psychology*

Graduate scholarship, *Studienstiftung des deutschen Volkes* [Scholarship foundation of the German people], 1994-1996

Undergraduate scholarship, *Studienstiftung des deutschen Volkes* [Scholarship foundation of the German people], 1992-1994

**Position offers:**

1999 Assistant professor (tenure track) at the University of Michigan, Ann Arbor, USA (accepted)

2006 Chair (W3; "Psychodiagnostik", full professor with tenure equivalent) at the University of Konstanz, Germany (declined)

2007 Chair (W3; "Allgemeine Psychologie", full professor with tenure equivalent) at Otto-Friedrich University, Bamberg, Germany (declined)

2007 Chair (W3; "Allgemeine Psychologie", full professor with tenure equivalent) at Friedrich-Alexander University, Erlangen, Germany (accepted)

2015 Chair (Emotion and motivation psychology, full professor with tenure equivalent) at University of Bern, Bern, Switzerland (declined)

**Grant support:**

*Deutsche Forschungsgemeinschaft* research grant SCHU 1210/3-1: "Motivationale Funktionen emotionaler Gesichtsausdrücke für Sender und Empfänger [Motivational functions of facial expressions of emotion for senders and perceivers]", € 250,000, PI (Co-PI: Andreas G. Rösch), 2010-2011.

*Sonderfonds für wissenschaftliche Arbeiten an der Universität Erlangen-Nürnberg* research grant: "Die Auswirkung impliziter Motive auf Wahrnehmung und Interpretation von Emotionsausdrücken [Effects of implicit motives on perception and interpretation of facial expressions of emotion]", € 6,000, Co-PI (PI: Andreas G. Rösch), 2009-2010.

National Science Foundation: "Physiological Effects of Helping Others", \$434,000, consultant (co-PI until relocation to Germany) (PI: Stephanie Brown)

Office of the Vice President of Research, University of Michigan: "Core Assay Facility", \$334,000, Co-PI (PI: Richard Gonzalez, department chair), 2007-2011.

Office of the Vice President of Research, University of Michigan: "*Hormonal Variation, Infant Coping, and the Infant's Attachment Relationships with Mother and Father*", \$15,000, Co-PI (PI: Brenda Volling), February 2006-January 2007.

Office of the Vice President of Research, University of Michigan: "Effects of implicit motives on brain activation in response to facial expressions of emotion: An fMRI investigation", \$8,000, PI, April 2005-December 2005.

National Science Foundation grant 0444301: "*Perceived facial expressions of emotion as motivational incentives*", \$600,000, May 2005-April 2009 (returned after relocation to Germany in 2007), PI

Rackham Grant and Fellowship Program grant for two-year research project "*Exploring the role of facial emotional expressions as motive-specific incentives*", \$15,000, January 2001-December 2002, PI

National Institutes of Mental Health R03 MH63069 grant for two-year research project "*Reward and reinforcement in implicit power motivation*", \$206,000, April 2001 - March 2003, PI

Deutsche Forschungsgemeinschaft research grant SCHU 1210/2-2: "Endokrine Korrelate des impliziten Machtmotivs bei Frauen und Männern [Endocrine correlates of implicit power motivation in women and men]", January 1999-December 1999, PI

Deutsche Forschungsgemeinschaft research grant SCHU 1210/1-3: "Motivation und Hormone: Implizite Motive und ihre endokrinen Korrelate [Motivation and hormones: Implicit motives and their endocrine correlates]", January 1998-December 1998, PI

### **Textbook citations in:**

Brandstätter, V., Schüler, J., Puca, R. M., & Lozo, L. (2013). *Motivation und Emotion [Motivation and emotion]*. Berlin: Springer.

Carver, C. S., & Scheier, M. F. (2012). *Perspectives on personality* (7 ed.). Boston: Allyn and Bacon.

Larsen, R. J., & Buss, D. M. (2008). *Personality Psychology: Domains of Knowledge About Human Nature* (3 ed.). New York: McGraw Hill.

McAdams, D. P. (2009). *The person: An introduction to the science of personality psychology* (5 ed.). Hoboken, NJ: Wiley.

Müsseler, J. (Ed.). (2008). *Allgemeine Psychologie [Experimental psychology]*. Berlin, Germany: Spektrum/Springer.

Rheinberg, F., & Vollmeyer, R. (2011). *Motivation* (8 ed.). Stuttgart: Kohlhammer/Urban.

Rothermund, K., & Eder, A. (2011). *Allgemeine Psychologie: Motivation und Emotion [Experimental Psychology: Motivation and Emotion]*. Wiesbaden, Germany: VS Verlag für Sozialwissenschaften.

Schmalt, H. D., & Langens, T. A. (2009). *Motivation* (4th ed.). Stuttgart, Germany: Kohlhammer.

Schütz, A., Brand, M., Selg, H., & Lautenbacher, S. (Eds.). (2011). *Psychologie. Eine Einführung in ihre Grundlagen und Anwendungsfelder [Introduction to psychology]*. Stuttgart, Germany: Kohlhammer.

### **Books**

Schultheiss, O. C., & Brunstein, J. C. (Eds.). (2010). *Implicit motives*. New York, NY: Oxford University Press.

**Publications in peer-reviewed journals and edited books:**

78. Drescher, A., & Schultheiss, O. C. (in press). Meta-analytic evidence for higher implicit affiliation and intimacy motivation in women, compared to men. *Journal of Research in Personality*.
77. Schultheiss, O. C., Wiemers, U., & Wolf, O. T. (in press). Exploring effects of hydrocortisone on implicit motivation and activity inhibition: A randomized placebo-controlled study. *Adaptive Human Behavior and Physiology*.
76. Kuo, P. X., Saini, E. K., Thomason, E., Schultheiss, O. C., Gonzalez, R., & Volling, B. L. (2016). Individual variation in fathers' testosterone reactivity to infant distress predicts parenting behaviors with their 1-year-old infants. *Developmental Psychobiology*, *58*(3), 303-314.
75. Schultheiss, O. C., & Zimni, M. (2015). Associations between implicit motives and salivary steroids, 2D:4D digit ratio, mental rotation performance, and verbal fluency. *Adaptive Human Behavior and Physiology*, *1*(4), 387-407. doi: 10.1007/s40750-014-0012-2
74. Donhauser, P. W., Rösch, A. G., & Schultheiss, O. C. (2015). The implicit need for power predicts recognition speed and accuracy for dynamic changes in facial expressions of emotion. *Motivation and Emotion*, *39*, 714–721.
73. Yang, F., Ramsay, J. E., Schultheiss, O. C., & Pang, J. S. (2015). Need for achievement moderates the effect of motive-relevant challenge on salivary cortisol changes. *Motivation and Emotion*, *39*(3), 321-334. doi: 10.1007/s11031-014-9465-7
72. Wiemers, U. S., Schultheiss, O. C., & Wolf, O. T. (2015). Public speaking in front of an unreceptive audience increases implicit power motivation and its endocrine arousal signature. *Hormones and Behavior*, *71*, 69-74. doi: 10.1016/j.yhbeh.2015.04.007
71. Steinmann, B., Dörr, S. L., Schultheiss, O. C., & Maier, G. W. (2015). Implicit motives and leadership effectiveness revisited: What constitutes the leadership motive pattern? *Motivation and Emotion*, *39*, 167-174. doi: 10.1007/s11031-014-9458-6
70. Neumann, M.-L., & Schultheiss, O. C. (2015). Implicit motives, explicit motives, and critical life events in clinical depression. *Cognitive Therapy and Research*, *39*, 89-99. doi: 10.1007/s10608-014-9642-8

69. Köllner, M., & 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
68. Schultheiss, O. C., Wiemers, U., & Wolf, O. T. (2014). Implicit need for achievement predicts attenuated cortisol responses to difficult tasks. *Journal of Research in Personality*, 48, 84-92.
67. Schultheiss, O. C., & Schultheiss, M. (2014). Implicit motive profile analysis: An if-then contingency approach to the Picture Story Exercise. *Social and Personality Psychology Compass*, 8(1), 1-16.
66. Schultheiss, O. C., & Köllner, M. (2014). Implicit motives 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.
65. Rösch, A. G., Stanton, S. J., & Schultheiss, O. C. (2013). Implicit motives predict affective responses to emotional expressions. *Frontiers in Psychology*, 4(985).
64. Rawolle, M., Schultheiss, M., & Schultheiss, O. C. (2013). Relationships between implicit motives, self-attributed motives, and personal goal commitments. *Frontiers in Psychology*, 4(923).
63. Schultheiss, O. C. (2013). Are implicit motives revealed in mere words? Testing the marker-word hypothesis with computer-based text analysis. *Frontiers in Psychology*, 4(748). doi: 10.3389/fpsyg.2013.00748
62. Schultheiss, O. C., & Schiepe-Tiska, A. (2013). The role of the dorsoanterior striatum in implicit motivation: The case of the need for power. *Frontiers in Human Neuroscience*, 7(141).
61. Schultheiss, O. C. (2013). Effects of sugarless chewing gum as a stimulant on progesterone, cortisol, and testosterone concentrations assessed in saliva. *International Journal of Psychophysiology*, 87, 111-114.
60. Schultheiss, O. C. (2013). The hormonal correlates of implicit motives. *Social and Personality Psychology Compass*, 7(1), 52-65.
59. Schultheiss, O. C., Patalakh, M., & Rösch, A. G. (2012). Salivary progesterone is associated with reduced coherence of attentional, cognitive, and motivational systems. *Brain and Cognition*, 80(2), 214-222.

58. Kordik, A., Eska, K., & Schultheiss, O. C. (2012). Implicit need for affiliation is associated with increased corrugator activity in a non-positive, but not in a positive social interaction. *Journal of Research in Personality*, *46*, 604-608.
57. Schultheiss, O. C., Strasser, A., Rösch, A. G., Kordik, A., & Graham, S. C. C. (2012). Motivation. In V. S. Ramachandran (Ed.), *Encyclopedia of Human Behavior* (2 ed., pp. 650-656). Oxford, GB: Elsevier.
56. Schultheiss, O. C., & Strasser, A. (2012). Referential processing and competence as determinants of congruence between implicit and explicit motives. In S. Vazire & T. D. Wilson (Eds.), *Handbook of self-knowledge* (pp. 39-62). New York: Guilford.
55. Schultheiss, O. C., Schiepe, A., & Rawolle, M. (2012). Hormone assays. In H. Cooper, P. M. Camic, D. L. Long, A. T. Panter, D. Rindskopf & K. J. Sher (Eds.), *Handbook of Research Methods in Psychology* (Vol. 1: Foundations, planning, measures, and psychometrics, pp. 489-500). Washington DC: American Psychological Association.
54. Schultheiss, O. C., Patalakh, M., Rawolle, M., Lienes, S., & MacInnes, J. J. (2011). Referential competence is associated with motivational congruence. *Journal of Research in Personality*, *45*, 59-70.
53. Stanton, S., Lienes, S. H., & Schultheiss, O. C. (2011). Testosterone is positively associated with risk taking in the Iowa Gambling Task. *Hormones and Behavior*, *59*, 252-256.
52. Stanton, S. J., & Schultheiss, O. C. (2011). Testosterone and power. In K. Dowding (Ed.), *Encyclopedia of power* (pp. 662-664). Thousand Oaks, CA: Sage.
51. Schultheiss, O. C., Rösch, A. G., Rawolle, M., Kordik, A., & Graham, S. (2010). Implicit motives: Current topics and future directions. In T. C. Urdan & S. A. Karabenick (Eds.), *Advances in motivation and achievement* (Vol. 16a: The decade ahead: Theoretical perspectives on motivation and achievement, pp. 199-233). Bingley: Emerald.
50. Lienes, S. H., Stanton, S. J., Saini, E. K., & Schultheiss, O. C. (2010). Salivary testosterone, cortisol, and progesterone: two-week stability, interhormone correlations, and effects of time of day, menstrual cycle, and oral contraceptive use on steroid hormone levels. *Physiology and Behavior*, *99*(1), 8-16.
49. Schultheiss, O. C., & Brunstein, J. C. (2010). Introduction. In O. C. Schultheiss & J. C. Brunstein (Eds.), *Implicit motives* pp. ix-xxviii). New York, NY: Oxford University Press.

48. Hall, J. L., Stanton, S. J., & Schultheiss, O. C. (2010). Biopsychological correlates of implicit motives. In Schultheiss, O. C., & Brunstein, J. C. (Eds.), *Implicit motives* (pp. 279-307). New York: Oxford University Press.
47. Stanton, S. J., Hall, J. L., & Schultheiss, O. C. (2010). Properties of motive-specific incentives. In Schultheiss, O. C., & Brunstein, J. C. (Eds.), *Implicit motives* (pp. 245-278). New York: Oxford University Press.
46. Stanton, S. J., & Schultheiss, O. C. (2009). The hormonal correlates of implicit power motivation. *Journal of Research in Personality*, *43*, 942-949.
45. Brown, S. L., Fredrickson, B. L., Wirth, M. M., Poulin, M. J., Meier, E. A., Heaphy, E. D., Cohen, M. D., & Schultheiss, O. C. (2009). Social closeness increases salivary progesterone in humans. *Hormones and Behavior*, *56*, 108-111.
44. Stanton, S. J., Wirth, M. M., Waugh, C. E., & Schultheiss, O. C. (2009). Endogenous testosterone levels are associated with amygdala and ventromedial prefrontal cortex responses to anger faces in men but not women. *Biological Psychology*, *81*, 118-122.
43. Schultheiss, O. C., Riebel, K., & Jones, N. M. (2009). Activity inhibition: A predictor of lateralized brain function during stress? *Neuropsychology*, *23*, 392-404.
42. Schultheiss, O. C., Kordik, A., Kullmann, J. S., Rawolle, M., & Rösch, A. G. (2009). Motivation as a natural linchpin between person and situation. *Journal of Research in Personality*, *43*, 268-269.
41. Schultheiss, O. C., & Stanton, S. J. (2009). Assessment of salivary hormones. In E. Harmon-Jones & J. Beer (Eds.), *Methods in the neurobiology of social and personality psychology* (pp. 17-44). New York, NY: Guilford.
40. Schultheiss, O. C., Yankova, D., Dirlikov, B., & Schad, D. (2009). Are implicit and explicit motive measures statistically independent? A fair and balanced test using the Picture Story Exercise and a cue- and response-matched questionnaire measure. *Journal of Personality Assessment*, *91*, 72-81.
39. Schultheiss, O. C. (2008). Implicit motives. In O. P. John, R. W. Robins & L. A. Pervin (Eds.), *Handbook of Personality: Theory and Research* (3 ed., pp. 603-633). New York: Guilford.
38. Schultheiss, O. C., Liening, S., & Schad, D. (2008). The reliability of a Picture Story Exercise measure of implicit motives: Estimates of internal consistency, retest reliability, and ipsative stability. *Journal of Research in Personality*, *42*, 1560-1571.



37. Schultheiss, O. C., & Wirth, M. M. (2008). Biopsychological aspects of motivation. In J. Heckhausen & H. Heckhausen (Eds.), *Motivation and action* (2 ed., pp. 247-271). New York: Cambridge University Press.
36. Schultheiss, O. C., Wirth, M. M., Waugh, C. E., Stanton, S. J., Meier, E., & Reuter-Lorenz, P. (2008). Exploring the motivational brain: Effects of implicit power motivation on brain activation in response to facial expressions of emotion. *Social Cognitive and Affective Neuroscience*, 3, 333-343.
35. Schultheiss, O. C., Jones, N. M., Davis, A. Q., & Kley, C. (2008). The role of implicit motivation in hot and cold goal pursuit: Effects on goal progress, goal rumination, and depressive symptoms. *Journal of Research in Personality*, 42, 971-987.
34. Stanton, S. J., & Schultheiss, O. C. (2007). Basal and dynamic relationships between implicit power motivation and estradiol in women. *Hormones and Behavior*, 52(5), 571-580.
33. Schultheiss, O. C. (2007). A memory-systems approach to the classification of personality tests: Comment on Meyer and Kurtz (2006). *Journal of Personality Assessment*, 89, 197-201.
32. Schultheiss, O. C. (2007). A biobehavioral model of implicit power motivation arousal, reward and frustration. In E. Harmon-Jones & P. Winkielman (Eds.), *Social neuroscience: Integrating biological and psychological explanations of social behavior* (pp. 176-196). New York: Guilford.
31. Schultheiss, O. C., & Hale, J. A. (2007). Implicit motives modulate attentional orienting to perceived facial expressions of emotion. *Motivation and Emotion*, 31(1), 13-24.
30. Schultheiss, O. C., & Pang, J. S. (2007). Measuring implicit motives. In R. W. Robins, R. C. Fraley & R. Krueger (Eds.), *Handbook of Research Methods in Personality Psychology* (pp. 322-344). New York: Guilford.
29. Thrash, T. M., Elliot, A. J., & Schultheiss, O. C. (2007). Methodological and dispositional predictors of congruence between implicit and explicit need for achievement. *Personality and Social Psychology Bulletin*, 33, 961-974.
28. Wirth, M. M., Meier, E. A., Fredrickson, B. L., & Schultheiss, O. C. (2007). Relationship between salivary cortisol and progesterone levels in humans. *Biological Psychology*, 74(1), 104-107.
27. Wirth, M. M., & Schultheiss, O. C. (2007). Basal testosterone moderates responses to anger faces in humans. *Physiology and Behavior*, 90, 496-505.

26. Schultheiss, O. C. (2006). Needs. In J. H. Greenhouse & G. A. Callanan (Eds.), *Encyclopedia of career development* (Vol. 1, pp. 532-535). Thousand Oaks, CA: Sage.
25. Wirth, M. M., & Schultheiss, O. C. (2006). Effects of affiliation arousal (hope of closeness) and affiliation stress (fear of rejection) on progesterone and cortisol. *Hormones and Behavior, 50*, 786-795.
24. Wirth, M. M., Welsh, K. M., & Schultheiss, O. C. (2006). Salivary cortisol changes in humans after winning or losing a dominance contest depend on implicit power motivation. *Hormones and Behavior, 49*, 346-352.
23. Pang, J. S., & Schultheiss, O. C. (2005). Assessing implicit motives in U. S. college students: Effects of picture type and position, gender and ethnicity, and cross-cultural comparisons. *Journal of Personality Assessment, 85*, 280-294.
22. Schultheiss, O. C., Pang, J. S., Torges, C. M., Wirth, M. M., & Treynor, W. (2005). Perceived facial expressions of emotion as motivational incentives: Evidence from a differential implicit learning paradigm. *Emotion, 5*, 41-54.
21. Schultheiss, O. C., & Brunstein, J. C. (2005). An implicit motive approach to competence. In A. J. Elliot & C. S. Dweck (Eds.), *Handbook of competence and motivation* (pp. 31-51). New York: Guilford.
20. Schultheiss, O. C., Wirth, M. M., Torges, C. M., Pang, J. S., Villacorta, M. A., & Welsh, K. M. (2005). Effects of implicit power motivation on men's and women's implicit learning and testosterone changes after social victory or defeat. *Journal of Personality and Social Psychology, 88*(1), 174-188.
19. Schultheiss, O. C., Wirth, M. M., & Stanton, S. J. (2004). Effects of affiliation and power motivation arousal on salivary progesterone and testosterone. *Hormones and Behavior, 46*(5), 592-599.
18. Schultheiss, O. C., Dargel, A., & Rohde, W. (2003 a). Implicit motives and gonadal steroid hormones: Effects of menstrual cycle phase, oral contraceptive use, and relationship status. *Hormones and Behavior, 43*, 293-301.
17. Schultheiss, O. C., Dargel, A., & Rohde, W. (2003 b). Implicit motives and sexual motivation and behavior. *Journal of Research in Personality, 37*, 224-230.
16. Schultheiss, O. C., & Rohde, W. (2002). Implicit power motivation predicts men's testosterone changes and implicit learning in a contest situation. *Hormones and Behavior, 41*, 195-202.

15. Schultheiss, O. C., & Brunstein, J. C. (2002). Inhibited power motivation and persuasive communication: A lens model analysis. *Journal of Personality, 70*, 553-582.
14. Schultheiss, O. C. (2001). An information processing account of implicit motive arousal. In M. L. Maehr & P. Pintrich (Eds.), *Advances in motivation and achievement* (Vol. 12: New directions in measures and methods, pp. 1-41). Greenwich, CT: JAI Press.
13. Schultheiss, O. C., & Brunstein, J. C. (2001). Assessment of implicit motives with a research version of the TAT: Picture profiles, gender differences, and relations to other personality measures. *Journal of Personality Assessment, 77*, 71-86.
12. Schultheiss, O. C., & Brunstein, J. C. (2000). Choice of difficult tasks as a strategy of compensating for identity-relevant failure. *Journal of Research in Personality, 34*, 269-277.
11. Brunstein, J. C., Maier, G., & Schultheiss, O. (1999). Motivation und Persönlichkeit: Von der Analyse von Teilsystemen zur Analyse ihrer Interaktion [Motivation and personality: From the analysis of subsystems to the analysis of their interaction]. In M. Jerusalem & R. Pekrun (Eds.), *Emotion, Motivation und Leistung [Emotion, motivation, and performance]*, pp. 147-167. Göttingen: Hogrefe.
10. Brunstein, J. C., Schultheiss, O. C., Maier, G. (1999). The pursuit of personal goals: A motivational approach to mental health and self-development. In J. Brandstädter & R. M. Lerner (Eds.), *Action and development: Origins and functions of self-development* (pp. 169-196). New York: Sage.
9. Campbell, K. L., Schultheiss, O. C., & McClelland, D. C. (1999). A necessary adjustment of protocol for use of DPC coated-tube testosterone assay with saliva. *Clinical Biochemistry, 32*, 83-85.
8. Schultheiss, O. C., & Brunstein, J. C. (1999). Goal imagery: Bridging the gap between implicit motives and explicit goals. *Journal of Personality, 67*, 1-38.
7. Schultheiss, O. C., Campbell, K. L., & McClelland, D. C. (1999). Implicit power motivation moderates men's testosterone responses to imagined and real dominance success. *Hormones and Behavior, 36*, 234-241.
6. Brunstein, J. C., Schultheiss, O. C., & Grässmann, R. (1998). Personal goals and subjective well-being: The moderating role of motive dispositions. *Journal of Personality and Social Psychology, 75*, 494-508.

5. Grässmann, R., Schultheiss, O. C., & Brunstein, J. C. (1998). Exploring the determinants of students' academic commitment. In P. Nenner, R. Jäger, A. Frey & M. Wosnitza (Eds.), *Advances in motivation*, pp. 83-89. Landau: VEP.
4. Schultheiss, O. C., & Brunstein, J. C. (1997). Motivation. In W. Kempf, J. Straub & H. Werbik (Eds.), *Einführung in die Psychologie [Introduction to psychology]*, pp. 297-323. München: dtv.
3. Brunstein, J. C., Dangelmayer, G., & Schultheiss, O. C. (1996). Personal goals and social support in close relationships: Effects on relationship mood and marital satisfaction. *Journal of Personality and Social Psychology*, 71, 1006-1019.
2. Brunstein, J. C., Lautenschlager, U., Nawroth, B., Pöhlmann, K., & Schultheiss, O. (1995). Persönliche Anliegen, soziale Motive und emotionales Wohlbefinden [Personal goals, social motives, and emotional well-being]. *Zeitschrift für Differentielle und Diagnostische Psychologie*, 16, 1-10.
1. Erzigkeit, H., Lehfeld, H., & Schultheiss, O. (1993). International dementia research: Comments on the validation of psychometric measures and proposals for the definition of clinical relevance. In I. Hindmarch & P. D. Stonier (Eds.), *Human psychopharmacology: Measures and methods*, vol. 4, pp. 37-52. Chichester: Wiley.

*Submitted for publication/under revision:*

Huppert, J. D., Gilboa-Schechtman, E., Aderka, I. M., Alden, L. E., Bar-Haim, Y., Becker, E. S., . . . Schultheiss, O. C., . . . Wieser, M. J. (submitted for publication). *Social anxiety and reactivity to interpersonal stress: From basic science to science-based interventions*.

Oxford, J., Tiedtke, J.M., Ossmann, A., Özbe, D., & Schultheiss, O. C. (submitted for publication). *Endocrine and aggressive responses to competition are moderated by contest outcome, gender, individual versus team competition, and implicit motives*.

Schultheiss, O. C. (under revision). *Validating motive measures*.

*Manuscripts in preparation:*

Oxford, J., Rösch, A. G., & Schultheiss, O. C. (in preparation). *Inhibited power motivation is associated with 2D:4D digit ratio*. Department of Psychology, Friedrich-Alexander University, Erlangen: Unpublished manuscript.

Rösch, A., & Schultheiss, O. C. (in preparation a). *The SMOFEE stimulus set: I. Evaluation of expressive and perceptual validity*.

Rösch, A. G., & Schultheiss, O. C. (in preparation b). *The Standardized and Motivated Facial Expression of Emotion (SMoFEE) stimulus set: II. The influence of implicit motives on the expression and perception of emotions.*

Roch, R., Rösch, A. G., & Schultheiss, O. C. (in preparation). *Enhancing congruence between implicit motives and personal goal commitments: A randomized controlled trial.*

Schultheiss, O. C., Herding, L., & Puts, D. A. (in preparation). *What predicts perceived musical competence as reflected in singing performance? Exploring the roles of senders' relationship status, implicit motives, gonadal steroids, and gender (mis-)match with judges.*

Schultheiss, O. C., & Hofer, J. (in preparation). *Meta-analytic evidence for robust age-graded gender difference in narrative fluency.*

Schultheiss, O. C., & Köllner, M. G. (in preparation). Implicit motives. In O. P. John & R. W. Robins (Eds.), *Handbook of Personality: Theory and Research* (4 ed.). New York: Guilford.

Schultheiss, O. C., & Mehta, P. (Eds., in preparation). *International handbook of social neuroendocrinology.* Oxford, GB: Routledge.

Schultheiss, O. C., Stopfer, K., Schmieg, P., Stanton, S., & Kullmann, J. S. (in preparation). *Validation of a content-coding measure of the need for sex (nSex).*

Schultheiss, O. C., & Rohleder, N. (in preparation). Biopsychological aspects of motivation. In J. Heckhausen (Ed.), *Motivation and action* (4 ed.). New York: Cambridge University Press.

### **Abstracts**

Hall, J. L., Gonzalez, R., Sripada, C., & Schultheiss, O. C. (2009). Unconscious affect and economics behavior: fMRI evidence for stronger subliminal than supraliminal affective priming effects on financial choices. *Psychophysiology*, 46, S52-S53.

Hall, J. L., Gonzalez, R., & Schultheiss, O. C. (2008). Put your money where your heart is: Affective influences on financial investment decisions. *Psychophysiology*, 45, S40.

Hall, J. L., Waugh, C. E., Stanton, C. J., Wirth, M. M., Reuter-Lorenz, P. A., & Schultheiss, O. C. (2007). Implicit motivation in the brain: The role of implicit power and affiliation motivation on neural responses to angry facial expressions.

*Psychophysiology*, 44, S18.

Wirth, M. M., & Schultheiss, O. C. (2007). Relationships between progesterone and implicit affiliation motivation. *Psychophysiology*, 44, S18.

Schultheiss, O. C., Thiele, K., Gerlach, A., Krippel, M., Rohde, W., & Brunstein, J. C. (2001). Implicit power motivation predicts testosterone changes after winning or losing a dominance contest. *Journal of Psychophysiology*, 15, 149.

Schultheiss, O. C., Campbell, K. L., & McClelland, D. C. (2000). Personalized power motivation, winning and losing, and changes in testosterone in male students. *Journal of Psychophysiology*, 14, 60.

### **Invited presentations (selection):**

Cyber Psych conference, Nanyang Technological University, Singapore, 2016; Institute of Psychology, University of Zurich, Zurich, Switzerland, 2015; International Convention of Psychological Science, Amsterdam, Netherlands, 2015; Munich Symposium on Motivation, Lake Eibsee, Germany, 2014; Workshop on implicit motives, Utrecht, Netherlands, 2014; Social Anxiety and Reactivity to Interpersonal Stress: From Basic Science to Science-based Interventions, Jerusalem & Tel Aviv, Israel, 2013; John Molson School of Business, Concordia University, Montreal, Canada, 2012; International Conference on Motivation, Porto, Portugal, 2010 (keynote speaker); University of Amsterdam, Amsterdam, Netherlands 2010; University of Leiden, Leiden, Netherlands 2010; Alpine Brain Imaging Meeting, Champéry, Switzerland, 2010; Nanyang Technological University, Singapore, 2009; Munich Symposium on Motivation, Lake Starnberg, Germany, 2008; Institute for Empirical Research in Economics, University of Zurich, Zurich, Switzerland, 2007; University of Toledo, Toledo, Ohio, 2007; 17th Annual Convention of the American Psychological Society, Los Angeles, 2005.

### **Workshops**

Sack, N. & Schultheiss, O.C. (2013). *Kompetenzen, Potenzial und Motive: Die Kunst der Personaldiagnose und -entwicklung [Competencies, potential, and motives: The art of personnel selection and development]*. Workshop taught at the Summer Management Academy of the Studienstiftung des Deutschen Volkes [German Scholarship Foundation].

Schultheiss, O. C. (2012). *Emotion regulation*. Workshop co-taught at the University of Zurich, Zurich, Switzerland.

Mauss, I. B., & Schultheiss, O. C. (2009, July). Biological basis of social behavior and personality. Summer Institute in Social Psychology, July 13 - 24, Northwestern University, Evanston, Illinois.

Schultheiss, O. C. (2009). *Measuring implicit motives*. Workshop taught at the Technical University, Munich, Germany, and the University of Zurich, Zurich, Switzerland.

Schultheiss, O. C. (2002 - 2010). *Assessment of salivary hormones*. Workshop taught at the University of Michigan, the University of Iowa, and Friedrich-Alexander University.

### **Research instruments:**

Frisch, M., & Schultheiss, O. C. (2012). *PSECoder software*. Erlangen, Germany: Author.

Schultheiss, O. C. (2001). *Manual for the assessment of hope of success and fear of failure (English translation of Heckhausen's need Achievement measure)*. Department of Psychology, University of Michigan, Ann Arbor: Unpublished manuscript.

Schultheiss, O. C. (1998). *Personalized/socialized power motive scoring system*. Department of Psychology, University of Potsdam, Potsdam, Germany: Unpublished manuscript.

Schultheiss, O. C. (1998). *Number Tracking Test (NTT) for the assessment of implicit learning*. Department of Psychology, University of Potsdam, Potsdam (Germany): Unpublished manuscript.

Schultheiss, O. C. (2009). *Picture Story Exercise - Questionnaire (PSE-Q)*. Department of Psychology, Friedrich-Alexander University.

Rösch, A. G., & Schultheiss, O. C. (2009). *Standardized and Motivated Facial Expressions of Emotion (SMoFEE)*. Set of pictures and videos of facial expressions of emotion. Department of Psychology, Friedrich-Alexander-University, Erlangen, Germany.

**Service:**

*At the Department of Psychology, University of Michigan, Ann Arbor:*

Augmented Executive Committee (member, 2000-2001)

Executive Committee (member, 2001-2003)

Undergraduate Committee (member, 2001-2003)

Tenure-track position candidate search (chair, 2005-2006)

Fulbright selection committee (member, 2001)

*At the Department of Psychology, Friedrich-Alexander University, Erlangen:*

Department chair (2008-2009)

Departmental executive committee member (2007 - present)

Scientific advisory council to the provost (since 2014)

Exam standards and M.Sc. admissions committee (member, since 2008)

Exam standards and M.Sc. admissions committee, chair (2013-2014)

Psychological assessment W3 position search (chair, 2009-2010)

Psychology of work W3 position search (member, 2009-2010)

Clinical psychology W3 position search (member, 2010-2011)

Health psychology W3 position search (member, 2014)

Social psychology W3 position search (member, 2015-)

Experimental psychology W3 position search (University of Göttingen, external reviewer, 2008)

Experimental psychology W3 position search (LMU, Munich, external reviewer, 2009)

Teaching evaluation committee (member, since 2009)

Tenure promotion external reviewer (University of Denver, USA)

Tenure promotion external reviewer (Nanyang Technological University, Singapore)

*To the field:*

Society for Personality and Social Psychology 2010 Block Award Selection Committee (member)

Society for Personality and Social Psychology 2011 Block Award Selection Committee (chair)

**Teaching:**

*At Friedrich-Alexander University Erlangen, Germany:*

*Total annual teaching load: 9 – 10 courses*

Bachelor of Science (since 2007):

Introduction to psychology (undergraduate lecture course)

Introduction to experimental psychology (undergraduate lecture course)

Introduction to behavioral endocrinology (undergraduate lecture course)



Experimental psychology practicum (undergraduate seminar)  
Implicit motives (undergraduate seminar)  
Biopsychology of motivation (undergraduate seminar)  
Current topics in motivation (undergraduate seminar)

Master of Science:  
Advanced seminar in motivation and emotion  
Advanced lab in endocrine assessment  
Colloquium course

*At the University of Michigan, Ann Arbor, Michigan, USA:*

*Total annual teaching load: 3 courses*

Assessment of steroids in saliva (workshop)  
Psychology 290: Introduction to personality psychology (undergraduate gateway course)  
Psychology 322: Field Practicum in Research Techniques for Psychology as a Natural Science (undergraduate lab course)  
Psychology 323: Field Practicum in Research Techniques for Psychology as a Social Science (undergraduate lab course)  
Psychology 331: Laboratories in Biopsychology & Cognitive Science (undergraduate lab course)  
Psychology 391: Advanced lab in personality psychology (undergraduate lab course)  
Psychology 433: Biopsychology of motivation (advanced undergraduate seminar)  
Psychology 438: Hormones and behavior (advanced undergraduate seminar)  
Psychology 505: Faculty directed independent research (individual teaching)  
Psychology 591: Implicit motives: Physiological basis, psychological processes, and economic and historical correlates (graduate seminar)  
Psychology 653: Research methods in personality psychology (graduate seminar)  
Psychology 831: Biopsychology and social psychology of motivation (graduate seminar, co-taught with Kent Berridge)  
Social, Cognitive, and Affective Neurosciences (SCAN) Forum (graduate student and faculty seminar)

*At the University of Potsdam, Germany:*

Development of antisocial behavior: Causes, processes, and cures (undergraduate seminar)

*At Harvard University, Boston, USA:*

Psychobiology of learning: Neurochemical bases of reward and reinforcement (undergraduate seminar, co-taught with David C. McClelland)

*At Friedrich-Alexander University Erlangen, Germany:*

Diploma (1992-1996):

Mood and memory (undergraduate lab course)

Social cognition (undergraduate lab course)

Motivation and emotion (undergraduate lab course)

Imagination, cognition, and emotion (undergraduate seminar)

Psychobiological approaches to motivation and personality (undergraduate seminar)

**Dissertations supervised:**

Thomas Czikmantor (Dr. phil., 2017 [expected]; dissertation committee member; University of Zurich, Switzerland)

Thuy Anh (PhD, expected 2017; dissertation committee member; Nanyang Technological University, Singapore)

Linda Becker (Dr. phil. 2016 [expected]; dissertation committee member)

Jessica Sharp (PhD 2016; external reader, Swinburne University of Technology, Australia)

Martin Köllner (Dr. phil. November 2015; dissertation committee chair)

Sonja Siegel (Dr. hum. biol. 2015 [expected]; dissertation committee member)

Jonathan Ramsay (PhD, summer 2014; dissertation committee member; Nanyang Technological University, Singapore)

Ursula Schade (Dr. phil. July 2014; dissertation committee chair)

Simon Steib (Dr. phil. spring 2014; dissertation committee member)

Anja Schiepe (Dr. phil. spring 2013; dissertation committee member)

Andreas Rösch (Dr. phil. July 2012; dissertation committee chair)

Alexandra Strasser (Dr. phil. October 2011; dissertation committee member)

Annette Kordik (Dr. phil. June 2011; dissertation committee chair)

Julie Hall (PhD August 2010; dissertation committee member; University of Michigan)

Elizabeth Meier (PhD August 2010; dissertation committee member; University of Michigan)

Maika Rawolle (Dr. phil. March 2010; dissertation committee chair)

Margit Jarolim (Dr. phil. June 2008; dissertation committee member)

Steven J. Stanton (PhD August 2008; dissertation committee chair; University of Michigan)

Joyce S. Pang (PhD June 2006; dissertation committee chair; University of Michigan)

Michelle M. Wirth (PhD June 2006; dissertation committee chair; University of Michigan)

**Diploma theses supervised:**

Bernd Geißer (2014; Friedrich-Alexander-University, Erlangen)

Judith Fischer (2012; Friedrich-Alexander-University, Erlangen)

Melanie Zimni (2011; Friedrich-Alexander-University, Erlangen)

Anne-Katrin Stab (2010; Friedrich-Alexander-University, Erlangen)

Martin Köllner (2010; Friedrich-Alexander-University, Erlangen)  
Maite Knopp (2010; Friedrich-Alexander-University, Erlangen)  
Miriam Frisch (2010; Friedrich-Alexander-University, Erlangen)  
Bettina Glaiber (2009; Friedrich-Alexander-University, Erlangen)  
Ramona Roch (2009; Friedrich-Alexander-University, Erlangen)  
Vilma Maksimovaite (2009; Friedrich-Alexander-University, Erlangen)  
Daniel Schad (2007; University of Potsdam)  
Anja Fiedler (2005; University of Osnabrück)  
Kathrin Riebel (2004; Johannes-Gutenberg-University Mainz)  
Rosemarie Dorsch (1996; Friedrich-Alexander University Erlangen)  
Armin Ernst (1996; Friedrich-Alexander University Erlangen)  
Harry Jankowsky (1996; Friedrich-Alexander University Erlangen)  
Manuela Hauck (1996; Friedrich-Alexander University Erlangen)  
Markus W. Laich (1996; Friedrich-Alexander University Erlangen)  
Petra G. Rothe (1996; Friedrich-Alexander University Erlangen)  
Melitta Kosmann (1995; Friedrich-Alexander University Erlangen)

***Honors theses supervised:***

Albert Betram (2004; University of Michigan, Ann Arbor, USA)  
Alexstine Davis (2006; University of Michigan, Ann Arbor, USA)  
Jessica Hale (2003; University of Michigan, Ann Arbor, USA)  
Justin Heinze (2004; University of Michigan, Ann Arbor, USA)  
Casey Kley (2004; University of Michigan, Ann Arbor, USA)  
Nicolette Jones (2003; University of Michigan, Ann Arbor, USA)  
Rebecca Mazurkiewicz (2002; University of Michigan, Ann Arbor, USA)

***Bachelor's theses supervised:***

Tanja Skiendziel (2016; Friedrich-Alexander-University, Erlangen)  
Alice Wolski (2015; Friedrich-Alexander-University, Erlangen)  
Sophie Albert (2015; Friedrich-Alexander-University, Erlangen)  
Andrea Schreiter (2015; Friedrich-Alexander-University, Erlangen)  
Lorena Els (2015; Friedrich-Alexander-University, Erlangen)  
Nicklas Kinder (2015; Friedrich-Alexander-University, Erlangen)  
Nona Jung (2014; Friedrich-Alexander-University, Erlangen)  
Anna Oßmann (2013; Friedrich-Alexander-University, Erlangen)  
Lisa Schmitz (2013; Friedrich-Alexander-University, Erlangen)  
Lisa Branz (2013; Friedrich-Alexander-University, Erlangen)  
Johanna Wallgren (2013; Friedrich-Alexander-University, Erlangen)  
Catharina Lang (2013; Friedrich-Alexander-University, Erlangen)  
Angela Donau (2012; Friedrich-Alexander-University, Erlangen)  
Johannes Scheidemann (2012; Friedrich-Alexander-University, Erlangen)  
Malte Lünser (2012; Friedrich-Alexander-University, Erlangen)

Katharina Stopfer (2012; Friedrich-Alexander-University, Erlangen)  
Petra Schmieg (2012; Friedrich-Alexander-University, Erlangen)  
Melanie Gründel (2012; Friedrich-Alexander-University, Erlangen)  
Philipp Heimbeck (2011; Friedrich-Alexander-University, Erlangen)  
Alexander Weller (2011; Friedrich-Alexander-University, Erlangen)  
Dorothea Floris (2011; Friedrich-Alexander-University, Erlangen)  
Amelie Drescher (2010; Friedrich-Alexander-University, Erlangen)  
Alexandra Kopp (2010; Friedrich-Alexander-University, Erlangen)  
Regina Volk (2010; Friedrich-Alexander-University, Erlangen)  
Carola Gerthoffert (2010; Friedrich-Alexander-University, Erlangen)

**Master's theses supervised:**

Dorothea Lorenz (2016; Friedrich-Alexander-University, Erlangen)  
Tanja Plack (2016; Friedrich-Alexander-University, Erlangen)  
Konstantin Königsbauer (2016; Friedrich-Alexander-University, Erlangen)  
Katja Kopp (2016; Friedrich-Alexander-University, Erlangen)  
Catharina Lang (2016; Friedrich-Alexander-University, Erlangen)  
Katja Kopp (2016; Friedrich-Alexander-University, Erlangen)  
Julia Boppel (2014; Friedrich-Alexander-University, Erlangen)  
Johanna Tiedtke (2013; Friedrich-Alexander-University, Erlangen)  
Lara Herding (2013; Friedrich-Alexander-University, Erlangen)  
Amely Drescher (2013; Friedrich-Alexander-University, Erlangen)  
Alexandra Kopp (2012; Friedrich-Alexander-University, Erlangen)  
Christina Adelhardt (2012; Friedrich-Alexander-University, Erlangen)  
Marie-Luise Neumann (2012; Friedrich-Alexander-University, Erlangen)  
Polina Olenberg (2012; Friedrich-Alexander-University, Erlangen)

**Professional Memberships:**

American Psychological Association  
Association for Psychological Science  
Association for Research in Personality  
Deutsche Gesellschaft für Psychologie  
Society for Personality and Social Psychology  
Society for Behavioral Neuroendocrinology (until 2015)  
International Society of Psychoneuroendocrinology

**Reviewer responsibilities:**

*Associate editor:*  
Journal of Research in Personality (2010 - 2012)

*Editorial boards:*

Adaptive Human Behavior and Physiology (consulting editor, 2014 -)  
Frontiers in Neuroscience (review editor board, 2008 -)  
Frontiers in Sociology (review editor board, 2016 -)  
Journal of Personality Assessment (consulting editor, 2008 -)  
Journal of Personality and Social Psychology (consulting editor, 2005-2007)  
Journal of Research in Personality (consulting editor, 2007-2009, 2013 -)  
Social and Personality Psychology Compass (consulting editor, 2007 -)

*Ad hoc:*

Applied Psychology  
Behavior Research and Therapy  
Behavioral and Brain Sciences  
Biological Psychology  
Cognition and Emotion  
Cognitive Therapy and Research  
Emotion  
European Journal of Personality  
European Journal of Psychological Assessment  
European Journal of Social Psychology  
Evolution and Human Behavior  
Frontiers in Psychology  
Hormones and Behavior  
Human Brain Mapping  
International Journal of Behavioral Development  
Journal of Cognitive Neuroscience  
Journal of Experimental Social Psychology  
Journal of Personality  
Journal of Physiological Sciences  
Journal of Marketing Research  
Management Science  
Motivation and Emotion  
Motivation Science  
NeuroImage  
Neuropsychobiology  
Neuroscience and Biobehavioral Reviews  
Online Readings in Psychology and Culture  
Organizational Behavior and Human Decision Processes  
Personality and Social Psychology Bulletin  
Personality and Social Psychology Review  
Pharmacology, Biochemistry and Behavior  
Physiology & Behavior  
PLOS ONE  
Proceedings of the National Academy of Sciences

Psychiatry Research  
Psychological Research  
Psychological Review  
Psychological Science  
Psychoneuroendocrinology  
Review of General Psychology  
Social Cognitive and Affective Neuroscience  
Translational Psychology  
National Science Foundation  
Deutsche Forschungsgemeinschaft  
Schweizerischer Nationalfonds zur Förderung der wissenschaftlichen Forschung  
Fulbright Program