

# CURRICULUM VITAE

**MARK J. LANDAU**

## CONTACT INFORMATION

---

Address:

Department of Psychology  
University of Kansas  
1415 Jayhawk Blvd.  
Lawrence, Kansas 66045-7556

Phone: 785.864.8121

Fax: 785.864.5696

Email: mjlandau@ku.edu

## EDUCATION

---

- Ph.D. Psychology, University of Arizona (2007)  
Major Area: Social Psychology; Minor Area: Cognitive Science
- M.A. Experimental Psychology, University of Colorado (2002)
- B.A. Psychology, Skidmore College (1999)

## EMPLOYMENT HISTORY

---

- Assistant Professor, University of Kansas (2007-present)
- Research Associate, University of Arizona (2003-2007)
- Research Associate, University of Colorado (2001-2002)

## PROFESSIONAL AFFILIATIONS

---

- American Psychological Association
- American Psychological Society
- Society for Personality and Social Psychology

## RESEARCH

## AWARDS AND HONORS

---

- New Faculty Graduate Research Fund Award* (“Exploring the Cognitive Underpinnings of the Self-Concept”), University of Kansas: \$8,000 (March, 2009)
- Dissertation Award* (runner-up), Society for Experimental Social Psychology (2008)
- Student Publication Award*, Society for Personality and Social Psychology (2004)
- Top Paper Award*, National Communication Association (2004)
- Outstanding Graduate Student Award*, Psychological Society of the Pikes Peak Region (2001)
- University Fellowship*, University of Colorado (2001)
- Admission into Skidmore College’s *Periclean Honor’s Society* (1999)

## PUBLICATIONS

---

### *JOURNAL ARTICLES*

Sullivan, D., Landau, M. J., & Rothschild, Z. (in press). An existential function of enemyship: Evidence that people attribute influence to personal and political enemies to compensate for threats to control. *Journal of Personality and Social Psychology*.

Landau, M. J., Sullivan, D., & King, L. (in press). Terror management and personality: Variations in the psychological defense against the awareness of mortality. *Social and Personality Psychology Compass*.

Vess, M., Routledge, C., Landau, M. J., & Arndt, J. (in press). The dynamics of death and meaning: The effects of death-relevant cognitions and personal need for structure on perceptions of meaning in life. *Journal of Personality and Social Psychology*.

Landau, M. J., Sullivan, D., & Greenberg, J. (in press). Evidence that self-relevant motivations and metaphoric framing interact to influence political and social issues. *Psychological Science*.

Sullivan, D., Greenberg, J., & Landau, M. J. (in press). Toward a new understanding of two films from the dark side: Utilizing terror management theory to analyze *Rosemary's Baby* and *Straw Dogs*. *Popular Film and Television*.

Greenberg, J., Kosloff, S., Solomon, S., Cohen, F., & Landau, M.J. (in press). Toward understanding the fame game: The effect of mortality salience on the appeal of fame. *Self and Identity*.

Landau, M. J., Greenberg, J., Sullivan, D., Routledge, C., & Arndt, J. (2009). The protective identity: Evidence that mortality salience heightens the clarity and coherence of the self-concept. *Journal of Experimental Social Psychology*, *45*, 796-807.

Landau, M. J., Greenberg, J., & Rothschild, Z. K. (2009). Motivated cultural worldview adherence and culturally loaded test performance. *Personality and Social Psychology Bulletin*, *35*, 442-453.

Landau, M.J., Greenberg, J., & Sullivan, D. (2009). Defending a coherent autobiography: When past events appear incoherent, mortality salience prompts compensatory bolstering of the past's significance and the future's orderliness. *Personality and Social Psychology Bulletin*, *35*, 1012-1020.

Landau, M. J., Greenberg, J., & Sullivan, D. (2008). Managing terror when worldviews and self-worth collide: Evidence that mortality salience increases reluctance to self-enhance beyond authorities. *Journal of Experimental Social Psychology*, *45*, 68-79.

Schimmel, J., Landau, M., & Hayes, J. (2008). Self-esteem: A human solution to the problem of death. *Social and Personality Psychology Compass*, *2*, 1-17.

Landau, M. J., Solomon, S., Pyszczynski, T., & Greenberg, J. (2007). On the compatibility of terror management theory and perspectives on human evolution. *Evolutionary Psychology*, 5, 476-519.

Martens, A., Kosloff, S., Greenberg, J., Landau, M.J., & Schmader, T. (2007). Killing begets killing: Evidence from a bug-killing paradigm that initial killing of similar targets escalates subsequent killing. *Personality and Social Psychology Bulletin*, 33, 1251-1264.

Landau, M. J., & Greenberg, J. (2006). Play it safe or go for the gold? A terror management perspective on self-enhancement and protection motives in risky decision making. *Personality and Social Psychology Bulletin*, 32, 1633-1645.

Goldenberg, J. L., Hart, J., Pyszczynski, T., Warnica, G. W., Landau, M. J., & Thomas, L. (2006). Ambivalence towards the body: Death, neuroticism, and the flight from physical sensation. *Personality and Social Psychology Bulletin*, 32, 1264-1277.

Landau, M. J., Greenberg, J., Solomon, S., Pyszczynski, T. & Martens, A. (2006). Windows into nothingness: Terror management, meaninglessness, and negative reactions to modern art. *Journal of Personality and Social Psychology*, 90, 879-892.

Landau, M. J., Goldenberg, J., Greenberg, J., Gillath, O., Solomon, S., Cox, C., Martens, A., & Pyszczynski, T. (2006). The siren's call: Terror management and the threat of men's sexual attraction to women. *Journal of Personality and Social Psychology*, 90, 129-146.

Miller, C.H., & Landau, M. J. (2005). Communication and terrorism: A terror management theory perspective. *Communication Research Reports*, 22, 79-88.

Pinel, E. C., Long, A. E, Landau, M. J., Alexander, K., & Pyszczynski, T. (2006). Seeing I to I: A pathway to interpersonal connectedness. *Journal of Personality and Social Psychology*, 90, 243-257.

Martens, A., Greenberg, J., Schimel, J., & Landau, M. J. (2004). Ageism and death: Effects of mortality salience and perceived similarity to elders on reactions to elderly people. *Personality and Social Psychology Bulletin*, 30, 1524-1536.

Landau, M. J., Solomon, S., Greenberg, J., Cohen, F., Pyszczynski, T., Arndt, J., Miller, C. H., Ogilvie, D. M., & Cook, A. (2004). Deliver us from evil: The effects of mortality salience and reminders of 9/11 on support for President George W. Bush. *Personality and Social Psychology Bulletin*, 30, 1136-1150.

Landau, M. J., Johns, M., Greenberg, J., Pyszczynski, T., Martens, A., Goldenberg, J. L., & Solomon, S. (2004). A function of form: Terror management and structuring the social world. *Journal of Personality and Social Psychology*, 87, 190-210.

Figueredo, A. J., Landau, M. J., & Sefcek, J. A. (2004). Apes and angels: Adaptationism versus Panglossianism: Comment. *Behavioral and Brain Sciences*, 27, 334-335.

Landau, M. J., Greenberg, J., & Solomon, S. (2004). The motivational underpinnings of religion: Comment. *Behavioral and Brain Sciences*, 27, 743-744.

Goldenberg, J. L., Landau, M. J., Pyszczynski, T., Cox, C. R., Greenberg, J., Solomon, S., & Dunnam, H. (2003). Gender-typical responses to sexual and emotional infidelity as a function of mortality salience induced self-esteem striving. *Personality and Social Psychology Bulletin*, 29, 1585-1595.

### **MANUSCRIPTS UNDER REVIEW**

Landau, M. J., Kosloff, S., & Schmeicheal, B. (Invited Resubmission). Imbuing everyday actions with meaning in response to existential threat. *Self and Identity*

Landau, M. J., Sullivan, D., & Solomon, S. (Invited Resubmission). On graves and graven images: A terror management analysis of the psychological functions of art. *Personality and Social Psychology Review*.

Ismail, I., Martens, A., Landau, M. J., & Greenberg, K. (Invited Resubmission). Exploring the effects of the naturalistic fallacy: Evidence that genetic explanations increase the accessibility of killing and male promiscuity. *Journal of Applied Social Psychology*.

Landau, M. J., & Meier, B. (under review). A metaphor-enriched social cognition. *Psychological Bulletin*.

Landau, M. J., et al. (under review). Embodiment and the intrinsic self: Priming entity expansion heightens expression of the intrinsic self-concept in self-perceptions and interpersonal behavior. *Psychological Science*.

Reyson, S., Landau, M. J., & Branscombe, N. (under review). Copycatting as a threat to the self. *Self and Identity*

### **BOOKS**

Greenberg, J., Landau, M. J., Schmader, T., & Arndt, J. (Author order currently undetermined). *The cultural animal: An introduction to social psychology*. Textbook to be published under Worth Publishing.

### **BOOK CHAPTERS**

Kosloff, S., Landau, M. J., Weise, D., Sullivan, D., & Greenberg, J. (in press). In the wake of 9/11: A terror management analysis of the psychological repercussions of the 9/11 terrorist attacks. In M. Morgan (Ed.), *The Day that Changed Everything? Looking at the Impact of 9-11 at the End of the Decade*. Greenwood: Praeger International Security Press.

Landau, M. J., & Greenberg, J., & Kosloff, S. (in press). Coping with the one certainty: A terror management perspective on the existentially uncertain self. In R. M. Arkin, K. C. Oleson, & P. J. Carroll (Eds.), *Uncertainty in self: A handbook of perspectives from social and personality psychology*. Lawrence Erlbaum Associates.

Greenberg, J., Landau, M. J., Solomon, S., & Pyszczynski, T. (in press). What is the primary psychological function of religion? In D. Wurff (Ed.), *Handbook of the Psychology of Religion*. London: Oxford University Press.

Greenberg, J., & Landau, M. J., Kosloff, S., & Sheldon, S. (2009). How our dreams of death transcendence breed prejudice, stereotyping, and conflict: Terror management theory. In T. Nelson (Ed.), *Handbook of prejudice, stereotyping, and discrimination*. (pp. 309-332). New York: Taylor & Francis.

Landau, M. J., & Greenberg, J., & Solomon, S. (2008). The Never-Ending Story: A terror management perspective on the psychological function of self-continuity. In F. Sani (Ed.), *Self-continuity: Individual & Collective perspectives* (pp. 87-100). New York: Taylor & Francis Group.

Miller, C., & Landau, M. J. (2008). Communication and the causes and costs of terrorism: A terror management theory perspective. In D. O'Hair, R. Heath, K. Ayotte, & G. Ledlow (Eds.), *Terrorism: Communication and rhetorical perspectives* (pp. 93-130). NJ: Hampton Press.

Kosloff, D., Landau, M. J., Sullivan, D., & Greenberg, J. (2008) A terror management perspective on the quiet and loud egos: Implications of ego volume control for personal and social well-being. In H. Wayment & J. Bauer (Eds.), *Transcending self-interest: Psychological explorations of the quiet ego* (pp. 33 – 42). American Psychological Association.

Landau, M. J. (2007). Theory of mind. In R. F. Baumeister & K. D. Vohs (Eds.), *Encyclopedia of Social Psychology*. Thousand Oaks, CA: Sage.

Pinel, E. C., Long, A. E., Landau, M. J., & Pyszczynski, T. (2004). I-sharing, the problem of existential isolation, and their implications for interpersonal and intergroup phenomena. In J. Greenberg, S. Koole, & T. Pyszczynski (Eds.), *Handbook of experimental existential psychology* (pp. 352-368). New York: Guilford Press.

### ***SELECTED WORKING PAPERS***

Landau, M. J., Rothschild, Z., & Sullivan, D. (in prep). The extremism of everyday life: Fetishism as a defense against existential uncertainty. Invited chapter to appear in M. Hogg & D. Blaylock (Eds.), *Extremism and the psychology of uncertainty*. Boston: Wiley-Blackwell.

Greenberg, J., Landau, M. J. (in prep). Religion, spirituality, and anxiety management. Invited chapter to appear in K. Pargament (Ed.), *The APA handbook of psychology, religion, and spirituality*. New York: APA Books.

Greenberg, J., Landau, M. J. (in prep). Mortality salience. Invited chapter to appear in D. Carlston (Ed.), *The Oxford handbook of social cognition*. New York: Oxford University Press.

Rothschild, Z. Landau, M. J., & Sullivan, D. (in prep). Self-worth by the numbers: Uncertainty and quantification of personal value. University of Kansas.

Sullivan, D., Landau, M. J., Branscombe, N., Rothschild, Z., & Cronin, T. (in prep). Victim and executioner: Focus on collective or individual self-harm increases collective guilt towards an outgroup. University of Kansas.

Gillath, O., Landau, M. J., & Goldenberg, J. (in prep). The salience of death and cognitive and physiological responses to sexual stimuli. University of Kansas.

## PRESENTATIONS

---

Rothschild, Z., & Landau, M. J. (2010). I am a person of value,  $p < .05$ : Epistemic ambiguity and the quantification of self-esteem. Talk to be presented at the upcoming Annual Meeting of the Society for Personality and Social Psychology, Las Vegas.

Landau, M. J. et al. (2009). Semantically instantiated conceptual metaphors shape representations of the intrinsic self-concept. Poster to be presented at the upcoming Annual Meeting of the Psychonomic Society, Boston, MA.

Landau, M. J., Sullivan, D., & Rothschild, Z. (2009). The existential function of enemyship: Evidence that people attribute influence to personal and political enemies to compensate for threats to control. Invited talk at the Conference on Uncertainty and Extremism, sponsored by the Society for the Psychological Study of Social Issues, hosted by Claremont Graduate University, Los Angeles.

Landau, M. J. (2009). Metaphors of expansion in the representation of the intrinsic self-concept. Talk presented at the Social Psychology Program Meeting, University of Kansas.

Landau, M. J. (2009). Evidence that self-relevant motive and metaphoric framing interact to influence social attitudes. Talk presented at the annual meeting for the Association for Psychological Science, San Francisco, CA.

Landau, M. J. (2009). Exploring the psychological dimensions of *The Borderland*. Invited address at the Kansas City Repertory Theater's Scholar's Forum. Kansas City, MO.

Landau, M. J., (2009). Seeking solace in a nemesis: The existential function of having personal and political enemies. Talk presented at the Social Psychology around the Midwest Conference, Fayetteville, AK.

Vess, M., Arndt, J., Landau, M. J., Greenberg, J. (2009). Conceptual metaphor and the self: Evidence that metaphors shape the representation of the intrinsic self. Poster presented at the conference of the Society for Personality and Social Psychology. Tampa, FL.

Reysen, S., Landau, M. J., Branscombe, N. R. (2009). Identity theft: When similarity breeds contempt. Poster presented at the conference of the Society for Personality and Social Psychology. Tampa, FL.

Landau, M. J., & Kay, A. C. (2008). Religiosity: Motivational roots and sociopolitical impact. Chaired symposium at the Society for Experimental Social Psychology conference, Sacramento, CA.

Landau, M. J. (2008). The self in time and the problem of death. Talk presented as part of the Time/Frame exhibition sponsored by the Spencer museum of art and the Hall Center for the Humanities, University of Kansas.

Landau, M. J. (2008). Psychological dimensions of "49up". Talk presented as part of the Time/Frame exhibition sponsored by the Spencer museum of art and the Hall Center for the Humanities, University of Kansas.

Landau, M. J. (2008). Things can't fall apart: Existential uncertainty and terror management. Talk presented at the conference for the American Psychological Association, Boston, MA.

Landau, M. J. (2008). Terror management theory and the conflict between preserving meaning and striving for self-esteem. Invited presentation at the conference for the International Network on Personal Meaning. Toronto, ON, Canada.

Landau, M. J. (2008). Terror management theory symposium. Co-coordinator of symposium at the conference for the International Network on Personal Meaning. Toronto, ON, Canada.

Landau, M. J. (2008). A terror management perspective on meaningful conceptions of action. Talk presented at the conference of the Midwestern Psychological Association, Chicago, IL.

Landau, M. J. (2008). The Neverending story: Denying death through meaningful conceptions of the self in time. Talk presented at the Society for Personality and Social Psychology conference, Albuquerque, NM.

Landau, M. J. (2008). The self in time: exploring the cognitive, emotional, and motivational dimensions of temporally extended self-conceptions. Chaired Symposium at the Society for Personality and Social Psychology conference, Albuquerque, NM.

Landau, M. J. (2007). Managing terror when worldviews and self-esteem collide. Talk presented at the Society for Experimental Social Psychology conference, Chicago, IL.

Landau, M. J. (2007). Why do people care what they are doing? Terror management theory and action identification. Talk presented to the Psi Chi association of the University of Kansas.

Landau, M. J. (2007). The poetics of intergroup bias: Conceptual metaphor links individual threat and intergroup bias. Invited address at the 2007 Workshop on Individual Threat and Intergroup Behavior, Jena, Germany.

Landau, M. J., & Greenberg, J. (2007). A terror management perspective on art's psychological function. Invited address at the American Psychological Association conference, San Francisco, CA.

Landau, M. J., & Goldenberg, J. L. (2007). Existential embodied cognition: The body as a reminder of mortality and a vehicle for death-transcending meaning. Talk presented at the Society for Personality and Social Psychology conference, Memphis, TN.

Greenberg, J., & Landau, M. J. (2006). The eternal story: Striving for self-worth and self-continuity in response to the awareness of death. Talk presented at the Society for Experimental Social Psychology conference, Philadelphia, PA.

Landau, M. J. (2006). A thousand points of light, all shining on me: Terror management and support for charismatic leaders. Talk presented at the Attitudes Pre-conference during the Society for Personality and Social Psychology conference, Palm Springs, CA.

Landau, M. J., & Greenberg, J., Solomon, S., & Pyszczynski, T. (2006). The denial of meaninglessness as the denial of death. Talk presented at the Society for Personality and Social Psychology conference, Palm Springs, CA.

Martens, A., Greenberg, J., Kosloff, S., Landau, M., & Schmader, T. (2006). Killing begets killing. Poster presented at the Society for Personality and Social Psychology conference, Palm Springs, CA.

Landau, M. J., Greenberg, J., & Martens, A. (2005). Terror management, action identification, and the perception of meaning. Poster presented at the Society for Personality and Social Psychology conference, New Orleans, LA.

Miller C.H., & Landau, M. J. (2004). Communication and the nature of terrorism: A terror management theory perspective. Talk presented at the National Communication Association conference, Chicago, IL.

Goldenberg, J., & Landau, M. J. (2001). Gender-typical responses to sexual and emotional infidelity as a function of mortality salience induced self-esteem striving. Poster presented at the American Psychological Association conference, San Francisco, CA.

## **TEACHING**

The University of Kansas

Psyc 775: *Advanced social psychology II* (Spring 2009)  
Psyc 622: *Experimental psychology: Social behavior* (Fall 2008, Fall 2009)  
Psyc 993: *Language and social behavior* (Spring 2008)  
Psyc 690: *Human motivation* (Fall 2007; Spring 2009)  
Psyc 480: *Research assistantships* (Fall 2007 – present)  
Psyc 980: *Special problems in psychology* (indep. Study) (Fall 2008)

The University of Arizona

Psyc 360: *Social psychology* (Summer 2006, Fall 2005, Summer 2005)  
Psyc 290: *Research methods* (Summer 2004, Summer 2003, Spring 2003)

The University of Colorado, Colorado Springs

Psyc 290: *Research methods laboratory section* (Spring 2002, Fall 2001, Spring 2001, Fall 2000)

Multiple guest lectures from 2001-present, in such classes as Introduction to Psychology, Psychology of Death and Loss, Psychology of Love and Spirituality, Human Sexuality, Introduction to Sociology, Evolutionary Psychology, Personality, Social Psychology, Human Development, and Memory.

## **SERVICE**

Member, Editorial Board, Basic and Applied Social Psychology

Ad Hoc Reviewer:

Journal of Personality and Social Psychology (*Attitudes & Social Cognition; Interpersonal Relations & Group Processes; Personality Processes & Individual Differences*), Personality and Social Psychology Bulletin, Journal of Experimental Social Psychology, Journal of Experimental Psychology: General, Behavioral and Brain Sciences, European Journal of Social Psychology, British Journal of Social Psychology, Health Psychology, Evolutionary Psychology, Self & Identity, Personality and Individual Differences, Journal of Research in Personality, Cognition and Emotion, Political Psychology, Journal of Applied Social Psychology, Basic and Applied Social Psychology, and the National Science Foundation

Departmental Service (University of Kansas):

Psychology recognition ceremony award committee (2009)  
Dissertation defense committee (Stephen Reyson)  
Graduate Admissions Committee (2007, 2008)  
Honors Thesis Advisor (Joseph Tenent) (Fall 2008)  
Comprehensive exam committee (I. Katzarska-Miller) (Summer 2008)  
Master's defense committee (K. Pickett) (Spring 2008)  
Contract committee (M. Canterbury) (Spring 2008)

University Service (University of Kansas)

Invited talk at the "Commons" Honor's Course (Psyc 492) (Spring 2009)  
Invited talks at the Spencer Art museum  
McNair Honor's Program mentor (Carrie Mendoza) (Spring 2009)