

## Curriculum Vitae

### NAME

Martin J. Bourgeois

### ADDRESS

Department of Social & Behavioral Sciences  
Florida Gulf Coast University  
Fort Myers, FL 33965

#### PHONE:

work: 239-590-7540

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### EDUCATION

1995 Ph.D., University of Toledo, Toledo, OH 43606  
1992 M.A., University of Toledo, Toledo, OH 43606  
1990 B.A., University of Toledo, Toledo, OH 43606

### ACADEMIC POSITIONS

(2010-present) Professor, Department of Social & Behavioral Sciences,  
Florida Gulf Coast University  
(2006-2010) Associate Professor, Department of Social & Behavioral  
Sciences, Florida Gulf Coast University  
(2002-2006) Associate Professor, Department of Psychology, University  
of Wyoming  
(1998-2002) Assistant Professor, Department of Psychology, University  
of Wyoming  
(1996-1998) Visiting Assistant Professor, Clinical and Social Sciences  
in Psychology, University of Rochester, Rochester NY  
14627  
(1994-1996) Postdoctoral Fellow, Department of Psychology, Florida  
Atlantic University, Boca Raton, FL 33431

### TEACHING

<u>Year</u>	<u>Semester</u>	<u>Course No./Title</u>	<u>Cr. Hrs.</u>	<u>Enr.</u>
2010	Fall	PSY 2012- General Psychology	3	180
2010	Fall	SOP 4004- Social Psychology	3	40
2010	Summer	SOP 4004- Social Psychology	3	35
2010	Spring	PSY 4990- Senior Seminar	3	22
2010	Spring	ISS 2011- Honors: Social Influence	3	19
2009	Fall	SOP 4004- Social Psychology	3	35
2009	Fall	PSY 2012- General Psychology	3	180
2009	Summer	PSY 3017- Experimental Psychology	3	35
2009	Fall	SOP 4004- Social Psychology	3	35
2009	Fall	PSY 2012- General Psychology	3	180
2009	Summer	PSY 3017- Experimental Psychology	3	35
2009	Spring	SOP 4004- Social Psychology	3	31
2009	Spring	PSY 4990- Senior Seminar	3	25
2008	Fall	SOP 4004- Social Psychology	3	35
2008	Fall	PSY 2012- General Psychology	3	177

2008	Summer	EXP 3017- Experimental Psychology	3	31
2008	Spring	SOP 4004- Social Psychology	3	32
2008	Spring	PSY 4990- Senior Seminar	3	17
2007	Fall	PSY 2012- General Psychology	3	45
2007	Fall	SOP 4004- Social Psychology	3	35
2007	Fall	PSY 3213- Research Methods	3	35
2007	Fall	EXP 3017- Experimental Psychology	3	35
2007	Summer	EXP 3017- Experimental Psychology	3	35
2007	Spring	SOP 4004- Social Psychology	3	35
2007	Spring	PSY 3017- Experimental Psychology	3	35
2007	Spring	PSY 3017- Experimental Psychology	3	35
2006	Fall	SOP 4004- Social Psychology	3	35
2006	Fall	PSY 3017- Experimental Psychology	3	30
2006	Fall	PSY 2012- General Psychology	3	40
2005	Fall	2000- Research Methods in Psychology	4	32
2005	Fall	5060- Graduate Statistics	3	10
2004	Spring	2000- Research Methods in Psychology	4	30
2004	Spring	4740- Advanced Social Psychology	3	15
2004	Fall	2000- Research Methods in Psychology	4	46
2004	Fall	5060- Graduate Statistics	3	15
2004	Spring	4730- Psychology & Law	3	66
2004	Spring	5650- Theories in Social Psychology	3	12
2003	Fall	2000- Research Methods in Psychology	4	40
2003	Fall	5785- Seminar in Dynamical Systems	3	12
2003	Spring	2000-Research Methods in Psychology	4	43
2003	Spring	5520- Research Design	3	7
2002	Fall	4755-Social Psychology	3	43
2002	Fall	5060- Graduate Statistics	3	25
2002	Spring	4740- Advanced Social Psychology	3	15
2002	Spring	5650-Theories in Social Psychology	3	22
2001	Fall	4755-Social Psychology	3	50
2001	Fall	4755-Social Psychology: Outreach	3	35
2001	Fall	2000-Research Methods in Psychology	4	45
2000	Fall	4755-Social Psychology	3	61
2000	Fall	2000-Research Methods in Psychology	4	46
2000	Summer	4755-Social Psychology	3	19
2000	Spring	2000-Research Methods in Psychology	4	30
2000	Spring	4740-Advanced Social Psychology	3	9
1999	Fall	2000-Research Methods in Psychology	4	49
1999	Fall	4755-Social Psychology	3	60
1999	Summer	4755-Social Psychology	3	29
1999	Spring	2000-Research Methods in Psychology	4	35
1999	Spring	5650-Theories of Social Psychology	3	15
1998	Fall	1000-Introduction to Psychology	4	300
1998	Fall	4755-Social Psychology	3	59

## **PUBLISHED WORKS**

### **Books:**

Bourgeois, M.J. (1995). *Student Study Guide to Accompany Social Psychology (Horowitz & Bordens)*. Mountain View, CA: Mayfield.

### **Refereed Journal Articles:**

- Hatz, J.L., & Bourgeois, M.J. (2010). Anger as a cue to truthfulness. *Journal of Experimental Social Psychology*, 46, 680-683.
- Sommer, K.L., & Bourgeois, M.J. (2010). Linking the Perceived Ability to Influence Others to Subjective Well-Being: A Need-Based Approach. *Social Influence*, 5, 220-244.
- Bourgeois, M.J., Sommer, K.L., & Bruno, S. (2009). The functions of social influence. *Social Influence*, 4, 96-121.
- Tang, C., Nunez, N., & Bourgeois, M.J. (2009). The effects of trial venue and juror bias on the evaluation of juvenile defendants. *Criminal Justice Review*, 34, 210-225.
- Binder, D.M., & Bourgeois, M.J. (2006). Direct and indirect effects of group discussion on consensus. *Social Influence*, 1, 249-264 .
- Adams, C. M., & Bourgeois, M.J. (2006). Separating compensatory and punitive damage award decisions by trial bifurcation. *Law and Human Behavior*, 30, 11-30.
- Perkins, J., & Bourgeois, M.J. (2006). Perceptions of police use of deadly force. *Journal of Applied Social Psychology*, 36, 161-177.
- Bourgeois, M.J., & Perkins, J. (2003). Testing an evolutionary explanation of reactions to sexual harassment. *Sex Roles*, 49, 343-351.
- Bourgeois, M.J. (2002). Heritability of attitudes constrains dynamic social impact. *Personality and Social Psychology Bulletin*, 28, 1063-1072.
- Hoegh, D.G., & Bourgeois, M.J. (2002). Prelude and postlude to the self: Correlates of achieved identity. *Youth and Society*, 33, 573-594.
- McKay, W.L., MacLean, W., & Bourgeois, M.J. (2002). Cluster analysis of maternal characteristics and perceptions of child behavior problems in a behavioral pediatrics practice. *Journal of Developmental and Behavioral Pediatrics*.
- Bourgeois, M.J., & Bowen, A.M. (2001). Self-organization of alcohol-related attitudes and beliefs in a campus housing complex: An initial investigation. *Health Psychology*, 20, 434-437.
- Bowen, A.M., & Bourgeois, M.J. (2001). The contribution of pluralistic ignorance, dynamic social impact, and contact theories to attitudes toward lesbian, gay, and bisexual college students. *Journal of American College Health*, 50, 91-96.
- Sommer, K.L., Horowitz, I.A., & Bourgeois, M.J. (2001). When juries fail to comply with the law: Biased evidence processing in individual and group decision making. *Personality and Social Psychology Bulletin*, 27, 309-320.
- Horowitz, I.A., Bordens, K.S., Victor, E., Bourgeois, M.J., & ForsterLee, L. (2001). The effects of complexity on jurors' verdicts and construction of the evidence. *Journal of Applied Psychology*, 86, 641-652.
- Welch, G.W., & Bourgeois, M.J. (1999). Stability and level of self-esteem as predictors of aggressive expression. *National McNair Journal*, 7, 39.

- Bourgeois, M.J., Christman, S., & Horowitz, I.A. (1998). The role of hemispheric activation in person perception: Evidence for an attentional focus model. *Brain and Cognition*, 38, 202-220.
- Huguet, P., Latane, B., & Bourgeois, M.J. (1998). A social representation of human rights emerges from communication. *European Journal of Social Psychology*, 28, 831-846.
- Bourgeois, M.J. (1997). A powerful, effective statistics text. *Contemporary Psychology*, 42, 993-994.
- Latane, B. & Bourgeois, M.J. (1996). Experimental evidence for dynamic social impact: The formations of subcultures in electronic groups. *Journal of Communication*, 46, 35-47.
- Latane, B. & Bourgeois, M.J. (1996). Commentary on 'Minority influence in social psychology: Points for a historical reconstruction.' *Revista de Psicologia Social*, 10, 105-109.
- Bourgeois, M.J., Horowitz, I.A., ForsterLee, L., & Grahe, J. (1995). Nominal and interactive juries: Effects of preinstruction and discussion on decisions and evidence recall in a complex trial. *Journal of Applied Psychology*, 80, 87-96.
- ForsterLee, L., Horowitz, I.A., & Bourgeois, M.J. (1995). Effects of notetaking on verdicts and evidence processing in a civil trial. *Law and Human Behavior*, 18, 567-578.
- Bourgeois, M.J., Horowitz, I.A., & ForsterLee, L. (1993). The effects of technicality and access to trial transcripts on verdicts and information processing in a civil trial. *Personality and Social Psychology Bulletin*, 19, 220-227.
- Bourgeois, M.J., & del Castillo, D. (1993). A HyperCard program to track information search strategies. *Behavior Research Methods, Instruments, and Computers*, 25, 396-399.
- ForsterLee, L., Horowitz, I.A., & Bourgeois, M.J. (1993). Juror competence in civil trials: The effects of preinstruction and evidence technicality. *Journal of Applied Psychology*, 78, 14-21.
- Williams, K.D., Bourgeois, M.J., & Croyle, R.T. (1993). Stealing thunder in criminal and civil trials. *Law and Human Behavior*, 17, 597-609.

**Refereed Chapters in books and encyclopedia entries:**

- Bourgeois, M.J. (2010). Communication networks. In *Encyclopedia of Group Processes and Intergroup Relations*, Sage Press.
- Bourgeois, M.J. (2010). Social impact theory. In *Encyclopedia of Group Processes and Intergroup Relations*, Sage Press.
- Harton, H.C., & Bourgeois, M.J. (2004). Cultural elements emerge from dynamic social impact. In M. Schaller & C. Crandall (Eds.) *The psychological foundations of culture*. NY: Erlbaum.
- Bourgeois, M.J., & Harton, H.C. (2004). The psychology of large groups and mass movements. In V. Hinsz (Ed.) *Encyclopedia of life support systems*.
- Latane, B., & Bourgeois, M.J. (2001). Simulating dynamic social impact: Three levels of prediction. In J. Forgas & K. Williams (Eds.) *Social influence: Direct and indirect processes* (pp. 61-76). Philadelphia, PA: Psychology Press.

Latane, B., & Bourgeois, M.J. (2000). Dynamic social impact and the consolidation, clustering, correlation, and continuing diversity of culture. In R.S. Tindale & M. Hogg (Eds.) *Handbook of social psychology volume 4: Group Processes*. London: Blackwell.

Williams, K.D., Karau, S.J., & Bourgeois, M.J. (1993). Working on collective tasks: Social loafing and social compensation. In M. Hogg & D. Abrams (Eds.) *Group motivation: social psychological perspectives*. Herts, England: Harvester Wheatsheaf.

### **AWARDS**

- (2003-2004) Top Ten Teacher Award, College of Arts & Sciences
- (2002-2003) Top Ten Teacher Award, College of Arts & Sciences
- (2001-2002) Top Ten Teacher Award, College of Arts & Sciences
- (1999-2000) Extraordinary Merit for Teaching, College of Arts & Sciences

### **CONTRACTS AND GRANTS**

#### **Funded Projects as PI**

(2008-2010) Collaborative Research: The Functions of Social Influence. National Science Foundation, Social Psychology Division, \$75,401 (2008-2010).

(2003) Supplement to *Enhancing juror and jury reasoning* (with co-PI Narina Nunez). National Science Foundation, Enhancing Human Performance Initiative, \$17,531.

(2003) Enhancing juror and jury reasoning. (with Co-PI Narina Nunez). National Science Foundation, Law and Social Sciences Program, \$86,731 (1 year)

(2002) The temporal evolution of cooperation and competition in interdependent groups. University of Wyoming Basic Research Grant, \$2700. (1 year)

(1998) Students' attitudes towards drinking: Testing a dynamic social impact model. University of Wyoming Basic Research Grant, \$2000. (1 year)

(1998) A computer laboratory for psychology courses. University of Wyoming Center for Teaching Excellence Advisory Council, \$972. (1 year)

#### **Funded Projects as CoPI**

(2005-2009) Rumor Propagation: Modeling and Testing Dynamic Social Influence Processes (with PI Nicholas DiFonzo and co-PI's Bernard Brooks, Prashant Bordia, and David Ross. National Science Foundation, Human and Social Dynamics Initiative, \$749,546 (4 years).

(2004) The Dynamics of Attitudes and Public Opinion: From Individual Beliefs to Cultural Norms (with PI Helen Harton). National Science Foundation, Empirical Implications of Theoretical Models Initiative, \$64,872 (1 year).

(2003) Upgrade for zoology/psychology computer laboratory/classroom. Co-PI David McDonald. University of Wyoming Arts & Sciences College Computer Fee Committee, \$28,290. (1 year)

(2001) (with PI Narina Nunez) Research Experiences For Undergraduates supplement for: Variations in individual juror reasoning and its impact on jury decision making. National Science Foundation, Law and Social Sciences Program, \$18,103. (3 months)

(2000) (with PI Narina Nunez) Variations in individual juror reasoning and its impact on jury decision making. National Science Foundation, Law and Social Sciences Program, \$113,308. (2 years)

(2000) Upgrade for zoology/psychology computer laboratory/classroom. Co-PI David McDonald. University of Wyoming Arts & Sciences College Computer Fee Committee, \$12,000. (1 year)

(1999) A computer laboratory/classroom for zoology and psychology. Co-PI David McDonald. University of Wyoming Arts & Sciences College Computer Fee Committee, \$38,030. (1 year)

(1999) The effects of jurors' reasoning ability on jury decision making. Co-PI Narina Nunez. University of Wyoming Grant-in-Aid program, \$4,980. (1 year)

(1996) A computer laboratory for undergraduate science courses. Co-PI's Bibb Latane & Helen Harton, State of Florida Region-V Higher Education Consortium, \$7,500. (1 year)

### **INVITED TALKS/CONFERENCE PRESENTATIONS**

Gillis, L.V., Morris, E.A., Sommer, K.L., & Bourgeois, M.J. (February, 2009).

Influencing others leads to increased self-esteem, sense of control, and belongingness. Presented at Society for Personality and Social Psychology meeting, Tampa, FL

Bourgeois, M.J., Binder, D., Shea-Adams, C., & Hatz, J. (October, 2008). Invited symposium on Psychology and Law, Society for Southeastern Social Psychology meeting, Greenville, SC. (I was the chair and discussant on this invited symposium).

Tang, C., Nunez, N., & Bourgeois, M.J. (March, 2008). Effects of trial venue and juror bias on the evaluation of juvenile defendants. Presented at American Psychology-Law Society meeting, Jacksonville, FL.

Bruno, S., Sommer, K.L., & Bourgeois, M.J. (April, 2008). Perceptions of social influence impact coworker attraction and helping behavior. Presented at Society for Industrial/Organizational psychology meeting, San Francisco, CA.

DiFonzo, N., Bourgeois, M.J., et al. (February, 2008). Dynamic social impact mechanisms in rumor propagation. Presented at Society for Personality and Social psychology annual meeting, Albuquerque, NM.

Hatz, J.L., Gillis, L.V., Strain, E.E., Bourgeois, M.J., & Schwab, N.G. (February, 2008). Linguistic cues emitted when lying to cover up a transgression. Presented at Society for Personality and Social psychology annual meeting, Albuquerque, NM.

Shea Adams, C.M., & Bourgeois, M.J. (2006). Predictive validity of the Death Penalty Attitudes Scale. Presented at the annual meeting of Society for Experimental Social Psychology, Philadelphia, PA, October 2006).

Hatz, J.L., & Bourgeois, M.J. (2007). Stereotype threat and nonverbal behavior: The role of negative expectancies in deceptive behavior. Presented at annual meeting of Society for Personality and Social Psychology

(2004, March) Adams, C.M.S., & Bourgeois, M. *The effects of bifurcation and deliberation on jury damage awards when injury severity is varied*. Talk given at the annual meeting of the American Psychology-Law Society, Scottsdale, AZ.

(2004, March) Nunez, N., Bourgeois, M.J., Adams, C.M.S., & Binder, D. *Effects of Note*

- Taking and Early Discussion on Evidentiary Reasoning Ability.* Talk given at the annual meeting of the American Psychology-Law Society, Scottsdale, AZ.
- (2004, March) Tang, C., Bourgeois, M.J., Nunez, N., Adams, C.M.S., & Binder, D. *Do All Jurors Hold Stereotypes About Juveniles Tried as Adults?* Talk given at the annual meeting of the American Psychology-Law Society, Scottsdale, AZ.
- (2004, January) Bourgeois, M., Perkins, J., Binder, D., & Adams, C.M.S. *A longitudinal study of patriotism pre- & post 9/11.* Poster presented at the annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- (2003, June) Clapp, J.D., Binder, D.M., Shea Adams, C.M., Bennick, J.A., & Bourgeois, M.J. The tenacious juror: Hung juries and the effects of agreeableness and extraversion. Poster presented at the American Psychological Society annual meeting, Atlanta, GA.
- (2003, June) Siceloff, E.R., Binder, D.M., Perkins, J.E., Andrews, T.C., & Bourgeois, M.J. Need for specific cognitive closure predicts jury deliberation time. Poster presented at the American Psychological Society annual meeting, Atlanta, GA.
- (2003, June) Shea Adams, C.M., Perkins, J.E., & Bourgeois, M.J. Validation of the death penalty attitudes scale. Poster presented at the American Psychological Society annual meeting, Atlanta, GA.
- (2003, June) Tang, C.M., Bourgeois, M.J., Nunez, N., & Dahl, M.J. The prejudicial judgment of juveniles tried as adults: Is it negative stereotyping? Poster presented at the American Psychological Society annual meeting, Atlanta, GA.
- (2003, June) Toolan, A.R., Wilamowska, Z.A., & Bourgeois, M.J. Changes in affect, jealousy, and sexual interest across the menstrual cycle. Poster presented at the American Psychological Society annual meeting, Atlanta, GA.
- (2003, May) Tang, C. M., Bourgeois, M.J., Nunez, N., & Dahl, M. (2003). *The prejudicial judgment of juveniles tried as adults: Is it negative stereotyping?* Poster presented at the annual convention of the American Psychological Society, Atlanta, GA.
- (2003, May) Bourgeois, M.J., Bowen, A., Binder, D., & Adams, C. Misperceived alcohol norms: Pluralistic ignorance or better-than-average? Talk presented at Midwestern Psychological Association annual meeting, Chicago, IL.
- (2002, September) Bourgeois, M.J. Genetic constraints on dynamic social impact. Invited talk presented at Augusta State University.
- (2002, June) Perkins, J.E., Bourgeois, M.J., & Crabbe, B. Perceptions of police misuse of deadly force. Poster presented at American Psychological Society annual meeting, New Orleans, LA.
- (2002, June) Binder, D.M., Adams, C.M.S., Bourgeois, M.J., & Nunez, N. Is social decision scheme theory limited by individual reasoning ability? Poster presented at American Psychological Society annual meeting, New Orleans, LA.
- (2002, May) Frantz, J.A., Perkins, J.E., & Bourgeois, M.J. Rallying around the flag: The effects of terrorism on blind patriotism. Presented at Midwestern Psychological Association annual meeting, Chicago, IL.
- (2002, May) Adams, C.M.S., & Bourgeois, M.J. The effect of revised instructions and bifurcation on damage awards. Poster presented at Midwestern Psychological Association annual meeting, Chicago, IL.

- (2002, March) Bourgeois, M.J., Nunez, N., Perkins, J.E., & Frantz, J. Correlates of juror reasoning. Talk presented at American-Psychology Law Society biannual meeting, Austin, TX.
- (2001, May) Bourgeois, M.J., & Perkins, J.E. Testing an evolutionary explanation of reactions to sexual harassment. Talk presented at Midwestern Psychological Association annual meeting, Chicago, IL.
- (2000, May) Bourgeois, M.J. Genetic constraints on dynamic social impact. Talk presented at Midwestern Psychological Association annual meeting, Chicago, IL.

## **PROFESSIONAL AFFILIATIONS AND ACTIVITIES**

### **Memberships in professional societies:**

Society for Experimental Social Psychology, fellow  
Society for Personality and Social Psychology, member  
Society for Southeastern Social Psychology, member

### **Editorial boards, manuscript and grant refereeing:**

Editorial Board, *Social Influence*, 2008-present

Manuscript reviewer for *Science*, *Journal of Personality and Social Psychology*, *Journal of Experimental Social Psychology*, *Personality and Social Psychology Bulletin*, *Psychological Science*, *Journal of Applied Social Psychology*, *British Journal of Social Psychology*, *Law and Human Behavior*, *Cognitive Therapy and Research*, *Contemporary Psychology*, *Behavioral Research Methods, Instruments, and Computers*, *Group Dynamics*, *Group Processes and Intergroup Relations*..

Grant reviewer for National Science Foundation, Social Psychology Division and Decision Making and Risk Division.

## **UNIVERSITY AND DEPARTMENTAL SERVICE**

Program leader, Psychology, 2007-present.  
Member, CAS Research Space Committee, 2007-present  
Member, AB7 Building Planning Committee, 2007-present  
Member, CAS College Governance Team, 2007-present  
Chair, Sabbatical Awards Committee, 2008-2009  
Co-chair, Developmental Psychology Search Committee, 2008-2009  
Chair, Experimental Psychology Search Committee, 2007-2008  
Member, Service Awards Committee, 2007-2008  
Member, Teaching Awards Committee, 2007-2008  
Member, Scholarship Awards Committee, 2007-2008  
Member, Sabbatical Awards Committee, 2007-2008  
Chair, Developmental Psychology Search Committee, 2007.  
Chair, Physiological Psychology Search committee, 2006-2007.  
Director, Experimental Psychology Graduate Program, 2002-2006  
Member, A & S Tenure & Promotion Committee, 2005-2006.  
Member, A & S Summer independent Study Committee, 2004-2006.

Member, A & S Scholarship Committee, 2001- 2003.  
Member, departmental community college articulation committee, 2001-2006.  
Member, graduate curriculum committee, 1999-2004.  
Member, research participation committee, 1999-2004.  
Member, departmental resource committee, 1999-2004.  
Faculty mentor, Wyoming Initiative for Student Empowerment, 2000-2001.  
Faculty mentor, Minority Student Leadership Initiative, 2000-2001.

## **STUDENT ADVISING/GRADUATE SUPERVISION**

### **Current graduate committee chair:**

1 Ph.D. (Nicholas Schwab)

### **Past graduate committee chair:**

3 PhD (Dana Binder, Christine Shea Adams, Jessica Hatz)

4 M.S. (Dana Binder, Suzanne Karis, Nicholas Schwab, Bridget Waack)

### **Past graduate committee co-chair:**

3 Ph.D. (Tonya Tom, Melody Charlton, Jameson Hirsch)

2 M.S. (James Perkins, Christine Adams)

### **Honors Program advisees:**

Keith Dodson (2003-2004), Zofia Wilamowska (2002-2003), Arya Garten (2002-2003), Rhonda Moran (2000-2001), Anne Toolan (2000-2001), Kosha Sabin (1999-2000), Blythe Duell (1999-2000), Eric Distad (1999-2000), Cassandra Schimmel (1998-9).

### **McNair Scholars program advisees:**

Tonya Lorenz (2004), E. Rebekah Siceloff (2002), Tonjah Andrews (2002), Heidi Bowen (2000), Kyle McClelland, (2000), Greg Welch (1999).

### **Current undergraduates enrolled in independent research:**

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