

Austin S. Baldwin

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EMPLOYMENT

Assistant Professor, Department of Psychology, Southern Methodist University, Dallas, TX
2008-present

**HSR&D Post-doctoral Fellow, Center for Research in the Implementation of Innovative
Strategies in Practice, Iowa City VA Medical Center, Iowa City, IA** 2006-2008

Adjunct Assistant Professor, Department of Psychology, University of Iowa, Iowa City, IA
2006-2008

EDUCATION

Ph.D., Psychology, University of Minnesota, Minneapolis, MN, 2006

Area of Specialization: Social Psychology

Supporting Program: Statistics and Research Methods

Dissertation Title: *Explaining the cognitive processes underlying the persuasive effect of self-generated arguments: A test of the self as source heuristic effect*

B.S., Psychology, Brigham Young University, Provo, UT, 2000

Graduated *cum laude*

PUBLICATIONS

Baldwin, A.S., Rothman, A.J., Hertel, A.W., Keenan, N.K., & Jeffery, R.W. (in press).

Longitudinal associations between people's cessation-related experiences and their satisfaction with cessation. *Psychology & Health*.

Baldwin, A.S., Kiviniemi, M.T., & Snyder, M. (in press). A subtle source of power: The effect of having an expectation on anticipated interpersonal power. *Journal of Social Psychology*.

Baldwin, A.S., Cvengros, J.A., Christensen, A.J., Ishani, A., & Kaboli, P.K. (2008).

Preferences for a patient-centered role orientation: Association with patient-information-seeking behavior and clinical markers of health. *Annals of Behavioral Medicine*, 35, 80-86.

Rothman, A.J., Hertel, A.W., **Baldwin, A.S.**, & Bartels, R. (2007). Understanding the determinants of health behavior change: Integrating theory and practice. In J. Shah & W. Gardner (Eds.), *Handbook of motivation science* (pp. 494-507). New York, NY: Guilford Press.

Baldwin, A.S., Rothman, A.J., Hertel, A.W., Linde, J.A., Jeffery, R.W., Finch, E., & Lando, H. (2006). Specifying the determinants of the initiation and maintenance of behavior change: An examination of self-efficacy, satisfaction, and smoking cessation. *Health Psychology*, 25, 626-634.

Linde, J.A., Rothman, A.J., **Baldwin, A.S.**, & Jeffery, R.W. (2006). The impact of self-efficacy on behavior change and weight change among overweight participants in a weight loss trial. *Health Psychology*, 25, 282-291.

Sullivan, H.W., Worth, K.A., **Baldwin, A.S.**, & Rothman, A.J. (2006). The effect of approach and avoidance referents on academic outcomes: A test of competing predictions. *Motivation and Emotion*, 30, 157-164.

Rothman, A.J., **Baldwin, A.S.**, & Hertel, A.W. (2004). Self-regulation and behavior change: Disentangling behavioral initiation and behavioral maintenance. In R. Baumeister & K. Vohs (Eds.), *Handbook of self-regulation: Research, theory, and applications* (pp. 130-148). New York, NY: Guilford Press.

MANUSCRIPTS UNDER REVIEW OR IN PREPARATION

Kaboli, P.K., **Baldwin, A.S.**, Henderson, M.S., Ishani, A., Cvigros, J.A., & Christensen, A.J. (2008). *Measuring patient-centeredness for patients and providers in VA and university general medicine clinics*. Manuscript under review.

Katz, D.A., Lounsbury, P., Birrer, E., Graber, M., **Baldwin, A.S.**, Hillis, S.L., & Christensen, A.J. (2008). *Health beliefs toward cardiovascular risk reduction in patients admitted to chest pain observation units*. Manuscript under review.

Baldwin, A.S., Rothman, A.J., & Jeffery, R.W. (2008). *Influences on satisfaction with behavior change: An examination of the longitudinal associations between people's weight loss experiences and satisfaction*. Manuscript in preparation.

Baldwin, A.S., & Rothman, A.J. (2008). *Understanding the persuasive effect of self-generated arguments: A biased cognitive processing explanation*. Manuscript in preparation.

Stark, E.N., **Baldwin, A.S.**, Hertel, A.W., & Rothman, A.J. (2008). *Understanding the framing effect: The role of rational and experiential processing in influencing evaluations of framed*

options and choice. Manuscript in preparation.

Christensen, A.J., Kellerman, Q., & **Baldwin, A.S.** (2008). Coping with chronic illness. To appear in J. Suls, R. Kaplan, & K. Davidson (Eds.), *Handbook of health psychology*. New York, NY: Guilford Press.

PRESENTATIONS (past four years)

Baldwin, A.S., Rothman, A.J., & Jeffery, R.W. (2008, March). *What influences satisfaction with behavior change?: An examination of the longitudinal associations between people's weight loss experiences and satisfaction.* Poster presented at the annual meeting of the Society of Behavioral Medicine, San Diego, CA.

Keenan, N.K., Fuglestad, P. T., Hertel, A.W., **Baldwin, A.S.**, & Rothman, A.J. (2008, March). *Smoking cessation self-efficacy: Perspectives on structure and function.* Poster presented at the annual meeting of the Society of Behavioral Medicine, San Diego, CA.

Baldwin, A.S., Rothman, A.J., Hertel, A.W., Keenan, N.K., & Jeffery, R.W. (2008, February). *Longitudinal associations between people's cessation-related experiences and their satisfaction with smoking cessation.* Poster presented at the annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.

Baldwin, A.S., Christensen, A.J., Ishani, A., & Kaboli, P.K. (2007, March). *Associations between patients' health care role orientation and clinical markers of health.* Poster presented at the annual meeting of the Society of Behavioral Medicine, Washington, D.C.

Baldwin, A.S., Rothman, A.J., Hertel, A.W., Keenan, N.K., & Jeffery, R.W. (2007, March). *Elucidating the factors that longitudinally relate to people's satisfaction with smoking cessation.* Poster presented at the annual meeting of the Society of Behavioral Medicine, Washington, D.C.

Baldwin, A.S. (2007, January). *Explaining the persuasive effect of self-generated arguments: The mediating effect of biased cognitive processing.* Poster presented at the annual meeting of the Society for Personality and Social Psychology, Memphis, TN.

Keenan, N.K., Hertel, A.W., **Baldwin, A.S.**, & Rothman, A.J. (2007, January). *Situation-specific cessation self-efficacy: Testing its unique ability to predict situation-specific smoking temptation and behavior.* Poster presented at the annual meeting of the Society for Personality and Social Psychology, Memphis, TN.

Kiviniemi, M. T., **Baldwin, A. S.**, & Snyder, M. (2006, June). *Interpersonal interaction dynamics can create power: Implications for social issues.* Symposium presentation at the biennial meetings of the Society for the Psychological Study of Social Issues, Long Beach, CA.

Kiviniemi, M. T., **Baldwin, A. S.**, & Snyder, M. (2005, August). *Having power without being powerful: Creation of power through the structural dynamics of interactions*. Symposium presentation at the annual meetings of the American Psychological Association, Washington, DC.

Linde, J.A., Rothman, A.J., **Baldwin, A.S.**, & Jeffery, R.W. (2005, April). *The impact of self-efficacy on behavior change and weight change among overweight participants in a weight loss trial*. Poster presented at the annual meeting of the Society of Behavioral Medicine, Boston, MA.

Stark, E.N., **Baldwin, A.S.**, Hertel, A.W., & Rothman, A.J. (2005, January). *Understanding the framing effect: The role of appeal in mediating the relation between frame and choice*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.

Sullivan, H.W., Worth, K.A., **Baldwin, A.S.**, & Rothman, A.J. (2005, January). *The effect of prevention-focus on academic outcomes: Main effect or interaction?* Poster presented at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.

RESEARCH INTERESTS

Social cognitive and individual difference factors in the process of health behavior change; health information and cognitions; patient preferences in health care decision making

TEACHING EXPERIENCE

Instructor, Southern Methodist University

Social Psychology
Fall 2008

Instructor, University of Iowa

Health Psychology
Spring 2007, Summer 2007, Spring 2008

Instructor, University of Minnesota

Social Psychology and Health Behavior
Fall 2005

Introduction to Social Psychology
Summer 2001, Summer 2002, Spring 2005

Introduction to Psychology
Summer 2004

Major Project in Psychology
Fall 2003, Spring 2004, Fall 2004, Summer 2005

AWARDS AND HONORS

Gough Travel Award, Dept. of Psychology, University of Minnesota, 2003, 2004, 2005
Student Travel Award, American Psychological Association, 2002
Psi Chi National Honor Society, 1999

PROFESSIONAL MEMBERSHIPS AND SERVICE

American Psychological Association
APA Division 38: Health Psychology
Association of Psychological Science
Society of Behavioral Medicine
Society for Personality and Social Psychology

Ad hoc reviewer:

Annals of Behavioral Medicine
Health Psychology
International Journal of Behavioral Nutrition and Physical Activity
Psychology & Health
Review of General Psychology

Abstracts for the 29th Annual Meeting of the Society for Behavioral Medicine
Abstracts for the 7th Annual Meeting of the Society for Personality and Social Psychology

REFERENCES

Prof. Alexander J. Rothman
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