

## David Santos Ph.D.

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Psychology Department – Universidad Autónoma de Madrid  
 Campus de Cantoblanco, Ctra. Colmenar km. 15, 28049, Madrid (Spain)  
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[www.davidsantosphd.com](http://www.davidsantosphd.com)

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### ACADEMIC POSITIONS

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- 2016- **Adjunct Professor, Universidad Autónoma de Madrid (Madrid, Spain)**  
 Organizational Behavior (6 credits – basic)  
 Human Resources Management (6 credits – elective)  
 Communication and Persuasion (6 credits – elective)
- 2011- **Researcher, Universidad Autónoma de Madrid (Madrid, Spain)**  
 Attitude Change and Persuasion
- 2015- **Adjunct Professor, IE University (Madrid, Spain)**  
 Psychometrics (6 credits – basic)

### PROFESSIONAL POSITIONS

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- 2014-2015 **Associate Consultant, IE Business School (Madrid, Spain)**  
 Marketing and Consumer Psychology Project on Loyalty Programs
- 2013-2015 **Associate Consultant, interMedia Social Innovation (Rome, Italy)**  
 Social Marketing and Educational Projects

### EDUCATION

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- 2018-2019 **Postdoctoral Fellowship.** Universidad Autónoma de Madrid (Spain).  
 Advisors: Pablo Briñol
- 2013-2018 **Ph.D. Psychology.** Universidad Autónoma de Madrid (Spain).  
 Title: *Aggressive Behavior as a Function of Person and Situation: A Metacognitive Approach* (\*Sobresaliente Cum Laude)  
 Advisors: Pablo Briñol & Javier Horcajo
- 2012-2014 **M.Sc. Methodology.** Universidad Autónoma de Madrid, Universidad Complutense de Madrid, y Universidad Nacional de Educación a Distancia (Spain).
- 2007-2012 **B.A. Psychology.** Universidad Autónoma de Madrid (Spain).

## FELLOWSHIPS, HONORS AND AWARDS

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- 2015-2019 **Predoctoral Fellowship (FPI).** Universidad Autónoma de Madrid.  
 2015, 17 **Visiting Fellowship.** Universidad Autónoma de Madrid.  
 2015 (July) **Co-author of Reproducibility Project: Psychology. #5 in [Altmetric100](#), #6 by Science News, #8 of Top 100 Stories of 2015 by [Discover Magazine](#), [Nature Magazine's Top Science Stories of 2015](#), and runner-up for [Breakthrough of the Year by Science Magazine](#).**
- 2015 (July) **Graduate Scholar Award.** Common Ground Publishing.  
 2012-2014 **Graduate Fellowship.** Universidad Autónoma de Madrid.  
 2011-2012 **Collaboration Fellowship.** Ministerio de Educación y Ciencia.

## RESEARCH STAYS

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- 2012, 2015, 2017 Visiting Researcher.  
**Psychology Department**  
**Ohio State University** (Columbus, Ohio, USA)  
 Advisor: Richard E. Petty
- 2015 Visiting Researcher.  
**Graduate School of Business**  
**Stanford University** (Stanford, California, USA)  
 Advisor: Zak Tormala

## PUBLICATIONS

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### **Summary:**

# Citations*	2.295
H index*	5

\*Source: Google Scholar

### **Publications with Impact Factor JCR (N = 15):**

Gascó, M., Briñol, P., **Santos, D.**, Petty, R. E., & Horcajo, J. (in press). Where did this thought come from? A self-validation analysis of the perceived origin of thoughts. *Personality and Social Psychology Bulletin*.

**Santos, D.**, Stavraki, M., Gandarillas, B., Cancela, A., & Briñol, P. (in press). Interrupting a joke can potentiate the thought validation effect and change the attitudes toward a recycling company. *International Journal of Social Psychology*.

- Rivera, R., **Santos, D.**, Martín-Fernández, M., Requero, B., & Cancela, A. (in press). Predicting attitudes and behavioral intentions towards social entrepreneurship: The role of servant leadership in young people. *International Journal of Social Psychology*.
- Santos, D.**, Abad, F. J., Miret, M., Chatterji, S., Olaya, B., Zawisza, K., Koskinen, S., Leonardi, M., Haro, J. M., Ayuso-Mateos, J. L., & Caballero, F. F. (2018). Measurement invariance of the WHOQOL-AGE questionnaire across three European countries. *Quality of Life Research*, 27(4), 1015-1025.
- Briñol, P., Petty, R. E., **Santos, D.**, & Mello, J. (2017). Meaning moderates the persuasive effect of physical actions: Buying, selling, touching, carrying, and cleaning thoughts as if they were commercial products. *Journal of the Association for Consumer Research*, 2(4), 460-471.
- Stavraki, M., **Santos, D.**, Cancela, A., Requero, B., & Briñol, P. (2017). The evaluation of green companies changes after remembering tip of the tongue experiences. *Psicothema*, 29(4), 502-507. [IF (2017): 1.516, Q2: 57/135 Psychology, Multidisciplinary]
- Rivera, R., **Santos, D.**, & Martín-Fernández, M. (2017). Spanish validation of the Servant Leadership Short Scale for young adults and adolescents. *International Journal of Social Psychology*, 32(2), 392-423. [IF (2017): 0.886, Q4: 56/64 Social Psychology]
- Requero, B., Gandarillas, B., **Santos, D.**, Paredes, B., García, L., & Briñol, P. (2017). Effect of regulatory focus on performance and evaluation of training in organizations context. *Revista Mexicana de Psicología*, 34(2), 134-141. [IF (2017): 0.260, Q4: 130/135 Psychology, Multidisciplinary]
- Cancela, A., Requero, B., **Santos, D.**, Stavraki, M., & Briñol, P. (2016). Attitudes toward health-messages: The link between perceived attention and subjective strength. *European Review of Applied Psychology*, 66, 57-64. [IF (2016): 0.667, Q4: 69/80 Applied Psychology]
- Rivera, R., **Santos, D.**, Brändle, G., & Cárdbaba, M.A. (2016). Design effectiveness analysis of a media literacy intervention to reduce violent videogames consumption among adolescents: The relevance of lifestyles segmentation. *Evaluation Review*, 40(2), 142-161. [IF (2016): 1.293, Q2: 33/96 Social Sciences, Interdisciplinary]
- Rivera, R., & **Santos, D.** (2016). Civic and political participation of children and adolescents: A lifestyle analysis for positive youth developmental programs. *Children & Society*, 30(1), 59-70. [IF (2016): 0.802, Q3: 26/42 Social Work]
- Rivera, R., **Santos, D.**, Cabrera, V., & Docal, M. (2016). Online and offline pornography consumption of Colombian adolescents. *Comunicar*, 46(24), 37-45. [IF (2016): 2.212, Q1: 12/79 Communication, Q1: 29/235 Education & Educational Research]
- Open Science Collaboration.<sup>1</sup> (2015). Estimating the reproducibility of psychological science. *Science*, 349(6251), aac4716. [IF (2015): 34.661, Q1: 2/63 Multidisciplinary Sciences]

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<sup>1</sup> Reproducibility Project: Psychology. Authors are listed alphabetically in the article.

Requero, B., Cancela, A., **Santos, D.**, Díaz, D., & Briñol, P. (2015). Feelings of ease and attitudes toward healthy foods. *Psicothema*, 27(3), 241-246. [IF (2015): 1.245, Q2: 57/129 Psychology, Multidisciplinary]

**Santos, D.**, & Rivera, R. (2015). The accessibility of justice-related concepts can validate intentions to punish. *Social Influence*, 10(3), 180-192. [IF (2015): 1.150, Q3: 44/62 Social Psychology]

### **Book chapters and other publications (N = 10):**

Gonçalves, D., Serra, T., Sinha, S., Stamatogiannakis, A., & **Santos, D.** (2016). Make your multi-sponsor loyalty program work for you. *Ideas*, 132, 10-12. Retrieved from <http://ideas.ie.edu/en/ideas-with-a-spotlight-on-customer-loyalty/> [IE Business School Alumni Magazine]

Fernández-Castilla, B., & **Santos, D.** (2015). Se publican los resultados sobre la replicabilidad de los estudios de Psicología. *Infocop Online*. Retrieved from [http://www.infocop.es/view\\_article.asp?id=5807&cat=59](http://www.infocop.es/view_article.asp?id=5807&cat=59)

**Santos, D.**, Requero, B., Cancela, A., & Pedrazzoli, A. (2015). Juventud proactiva: Cómo crear unas actitudes fuertes y positivas hacia el emprendimiento [Proactive youth: How to create strong and positive attitudes toward entrepreneurship]. *Revista de Estudios de Juventud*, 107, 125-148. [Latindex]

Rivera, R., & **Santos, D.** (2015). El perfil de los futuros emprendedores sociales: Competencias y estilos de vida. *Revista de Estudios de Juventud*, 107, 13-28. [Latindex]

Rivera, R., & **Santos, D.** (2015). Participación de los niños y educación cívica: Bases para un modelo social inclusivo. *Revista Iberoamericana de Educación*, 67(2), 37-52. [Latindex]

Rivera, R., **Santos, D.**, Brändle, G., & Cárdbaba, M.A. (2015). Interactive audiences analysis and segmentation: The moderating role of relational lifestyles in adolescents. In M. Herrero & S. Wildman (Eds.). *The Business of Media: Change and Challenges* (pp. 95-108). Porto: Media XXI.

**Santos, D.**, Requero, B., Gascó, M., y Briñol, P. (2015). Pensamiento y lenguaje. En D. Díaz y J.M. Latorre (Eds.). *Psicología Médica* (pp. 133-144). Barcelona: Elsevier.

Gascó, M., Requero, B., **Santos, D.**, y Briñol, P. (2015). Cognición social y cambio de actitudes. En D. Díaz y J.M. Latorre (Eds.). *Psicología Médica* (pp. 231-248). Barcelona: Elsevier.

Martín-Fernández, M., **Santos, D.**, Requero, B., y Cedeño, M. (2014). Cambio de actitudes hacia la diversidad sexual: la reducción de la percepción del intento persuasivo. *Revista Colombiana de Psicología*, 23(1), 107-118. [Latindex; SJR = 0.14, Q4, Psychology (miscellaneous), H-index = 4; CiteScore Scopus = 0.18, P14: 144/168, Psychology]

**Santos, D.** (2013). La crisis en la psicología social contemporánea: el fenómeno del priming. *Revista Electrónica de Psicología Social «Poiésis»*, 13(25), 1-8. [DOAJ]

**Articles under review/in preparation:**

**Santos, D.**, Briñol, P., & Petty, R. E. (2018). A Match of Agent-victim Roles, Violent Videogames and Trait Aggressiveness Increase Thought Reliance in Judgments relevant to Aggression. Manuscript in preparation to be sent to *Journal of Personality and Social Psychology*.

**Santos, D.**, Gascó, M., Briñol, P., & Petty, R. E. (2018). Selling and Buying Our Thoughts As if They Were Commercial Products: An Endowment Perspective. Manuscript in preparation to be sent to *Journal of Consumer Psychology*.

Paredes, B., Briñol, P., **Santos, D.**, Guyer, J., & Petty, R. (2018). Amount of information and attitude strength in personnel selection. Manuscript in preparation to be sent to *Human Resource Management*.

### CONFERENCES AND PROCEEDINGS

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**Santos, D.**, Cárdbaba, M. A. M., Briñol, P., & Petty, R. E. (July, 2017). Matching Violent Videogames and Trait Aggressiveness: A Self-Validation Perspective. Presented at the *18th General Meeting of the European Association of Social Psychology*. Granada, Spain.

**Santos, D.**, Briñol, P., Cárdbaba, M.A., & Petty, R. E. (April, 2017). A Match of Violent Videogames and Trait Aggressiveness Increase Thought Reliance in Attitude Change. Presented at the *89th Annual Meeting of the Midwestern Psychological Association*. Chicago, Illinois.

**Santos, D.**, Cárdbaba, M.A., Brändle, G., & Briñol, P. (Octubre, 2016). Intervenciones para mitigar la agresividad: aproximaciones clásicas y contemporáneas. Presentado en el *II Congreso Internacional de la Sociedad Científica Española de Psicología Social*. Elche, España.

Díaz, D., Briñol, P., Requero, B., Cancela, A., & **Santos, D.** (July, 2016). Metacognitive feelings of ease and eating attitudes and behaviors. Presented at the *31st International Congress of Psychology*. Yokohama, Japan.

**Santos, D.**, Cárdbaba, M.A.M, Briñol, P., & Petty, R.E. (July, 2016). A match of violent videogames and trait aggressiveness increases thought reliance in attitude change. Presented at the *5th European Meeting on the Psychology of Attitudes*. Cologne, Germany.

Martín-Fernández, M., Rivera, R., & **Santos, D.** (May, 2016). Adaptation and validation to Spanish of the Servant Leadership Short Scale. Presented at the *2016 International Meeting of the Psychonomic Society*. Granada, Spain.

Fernández-Castilla, B., **Santos, D.**, y Open Science Collaboration (Julio, 2015). Estimando la replicabilidad de los estudios empíricos en psicología: Un meta-análisis con 100 réplicas. Presentado en el *XIV Congreso de Metodología de las Ciencias Sociales y de la Salud*. Mallorca, España.

- Requero, B., Martín-Fernández, M., **Santos, D.**, & Cancela, A. (July, 2015). Attitude change toward diversity: Implications for reducing prejudice in classrooms. Poster presented at the *XXII International Conference on Learning*. Madrid, Spain.
- Santos, D.**, & Rivera, R. (July, 2015). Civic education and participation: Foundations for a new school curriculum. Presented at the *XXII International Conference on Learning*. Madrid, Spain.
- Rivera, R., & **Santos, D.** (July, 2015). Civic and Political Participation of Adolescents: A Lifestyle Analysis. Presented at the *27th Annual Conference of the Society of the Advancement of Socio-Economics*. London, United Kingdom.
- Rivera, R., & **Santos, D.** (July, 2015). Leadership and Relational Skills: A Lifestyle Approach for Analyzing the Talent Gap and Developing Targeted Interventions. Presented at the *27th Annual Conference of the Society of the Advancement of Socio-Economics*. London, United Kingdom.
- Rivera, R., **Santos, D.**, Brändle, G., & Cárdbaba, M.A.M. (May, 2015). Design Effectiveness Analysis of an Intervention to Reduce Violent Attitudes and Video Games Consumption Among Adolescents Based on Relational Lifestyles Segmentation. Presented at the *65th Annual Conference of the International Communication Association*. San Juan, Puerto Rico.
- Santos, D.**, Briñol, P., Cárdbaba, M.A.M., & Petty, R.E. (Feb, 2015). Violent Videogames and Trait Aggressiveness Match Increasing Thought Reliance in Attitude Change. Poster presented at the *16th Annual Meeting of the Society for Personality and Social Psychology*. Long Beach, California.
- Caballero, F.F., Miret, M., **Santos, D.**, Mellor-Marsá, B., Martín, N., Chatterji, S., Olaya, B., Haro, J.M., y Ayuso-Mateos, J.L. (Feb, 2015). Diferencias en el funcionamiento de los ítems del WHOQOL-AGE por grupo de edad y país. Presentado en la *II Jornada Científica BiblioPRO*. Barcelona, España.
- Santos, D.**, & Cárdbaba, M.A.M. (Nov, 2014). El efecto paradójico del matching en el contexto de la violencia. Presentado en el *I Congreso de la SCEPS y XII Congreso Nacional de Psicología Social*. Sevilla, España.
- Requero, B., Cancela, A., & **Santos, D.** (Nov, 2014). Elaboración de mensajes persuasivos y resistencia al cambio en el contexto de la promoción de hábitos saludables. Presentado en el *I Congreso de la SCEPS y XII Congreso Nacional de Psicología Social*. Sevilla, España.
- Rivera, R., & **Santos, D.** (Oct, 2014). Interactive Audiences Analysis and Segmentation in Social Marketing: the Moderating Role of Relational Lifestyles in Adolescents. Presented at the *International Media Management Academic Association Annual Conference 2014*. Pamplona, Spain.
- Briñol, P., Cancela, A., Gandarillas, B., Petty, R. E., Requero, B., & **Santos, D.** (Oct, 2014). Processing goals and persuasion. Presented at the *50th Annual Meeting of the Society of Experimental Social Psychology*. Columbus, Ohio.

Rivera, R., & **Santos, D.** (Sep, 2014). Diseño e implementación de políticas para la promoción de estilos de vida sostenibles. La influencia de los estilos relacionales entre generaciones. Presented at the *II International Conference Family and Society*. Barcelona, Spain.

**Santos, D.**, Rivera, R., Cárdbaba, M.A.M., & Brändle, G. (Sep, 2014). Violent Videogames Consumption as a Function of the Relationships between Adolescents and Parents. Presented at the *7<sup>th</sup> European Society of Family Relations Congress*. Madrid, Spain.

Rivera, R., & **Santos, D.** (Sep, 2014). The role of family structure on children's well-being. Presented at the *7<sup>th</sup> European Society of Family Relations Congress*. Madrid, Spain.

**Santos, D.**, Rivera, R., Cárdbaba, M.A.M., & Brändle, G. (May, 2014). Violent Videogames and Adolescents' Lifestyles. Presented at the *Seminar 2 on European Responses to Violence against Children*. Liverpool, United Kingdom.

**Santos, D.** (Nov, 2013). Are the decisions we make really our decisions? Presented at the *XIII Semana de la Ciencia*. Madrid, Spain.

**Santos, D.**, Stavraki, M., Paredes, B., Díaz, D., Cárdbaba, M. A. M. y Briñol, P. (Nov, 2012). Nuestras respuestas corporales validan lo que pensamos. Póster presentado en la *XII Semana de la Ciencia*. Madrid, España.

**Santos, D.**, Stavraki, M., Briñol, P., & Petty, R. E. (Sep, 2012). Humor and feelings of emptiness: A self-validation analysis. Presented at the *6<sup>th</sup> Annual Meeting on Attitudes*. Columbus, Ohio.

## INVITED TALKS

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Fernández-Castilla, B., & **Santos, D.** (Mayo, 2016). La replicabilidad de la Psicología: el futuro de nuestra ciencia. Conferencia invitada en la Facultad de Psicología. Universidad de Almería. Almería, España.

**Santos, D.**, Briñol, P., Cárdbaba, M.A.M., & Petty, R.E. (March, 2015). Matching violent video games and trait aggressiveness: A self-validation analysis. Invited talk in the Marketing meeting at the Graduate School of Business. Stanford University. Stanford, California.

**Santos, D.**, Briñol, P., Cárdbaba, M.A.M., & Petty, R.E. (Feb, 2015). Violent Videogames and Trait Aggressiveness Match Increasing Thought Reliance in Attitude Change. Invited talk in the GAP at the Psychology Department. Ohio State University. Columbus, Ohio.  
[<http://www.psy.ohio-state.edu/gap/>]

**Santos, D.**, Stavraki, M., Briñol, P., & Petty, R.E. (Feb, 2015). Solved vs. Unresolved Tasks: A Self-validation Analysis. Invited talk in the APL Group at the Psychology Department. Ohio State University. Columbus, Ohio

## RESEARCH PROJECTS PARTICIPATION

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- 2015 - 18     **National Project PSI2014-58476**  
 Ministerio de Ciencia e Innovación. Plan Nacional de I+D+I  
 Title: *Validación del pensamiento en persuasión: Un enfoque motivacional*  
 PI: Pablo Briñol Turnes  
 Position: Researcher  
<http://www.uam.es/persuasion/>
- 2013 - 16     **Collaborative European Project HEALTH-F2-2009-223071**  
 European Commission (UE). Seventh Framework Programme  
 Title: *Courage in Europe*  
 Partners: WHO, UAM, IRCSS  
 Position: Researcher  
<http://www.courageproject.eu/>
- 2012 - 15     **Reproducibility Project: Psychology (Open Science Framework)**  
 Center for Open Science (Charlottesville, VA, USA)  
 Project Coordinator: Brian Nosek  
 Position: Reviewer, Coder, and Statistical Consultant  
<http://centerforopenscience.org/>  
<http://openscienceframework.org/>
- 2012 - 15     **National Project PSI2011-26212**  
 Ministerio de Ciencia e Innovación. Plan Nacional de I+D+I  
 Title: *Validación del pensamiento a través de respuestas de ataque versus huida*  
 PI: Pablo Briñol Turnes  
 Position: Researcher  
<http://www.uam.es/persuasion/>
- 2010 - 14     **European Project JUST/2010/DAP3/AG/1111-30-CE-0397890/00-02**  
 European Commission (UE). Daphne III Funding Programme  
 Title: *Safe Social Media*  
 Partners: interMedia Social Innovation, CECE, Davide.it  
 Position: Researcher  
<http://www.safesocialmedia.eu/>

## UNDERGRADUATE HONORS THESES SUPERVISED

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|---------------------------|--|
| 2018 Paula Faciolince*    | Reducing Dehumanization Outcomes towards Syrian Refugees in Spain: A Metacognitive Intervention (*with Honors) |
| 2018 Rayane Ali Cherkaoui | How Does Political Ideology Bias the Way We Remember News?   |
| 2018 Andrea Nardacci      | Political Ideology and Memory Bias: A Study on the Assimilation Bias of Political Information                  |



## ACADEMIC SERVICES

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### EDITORIAL SERVICES

Ad-hoc reviewer

*International Journal of Social Psychology*  
*Social Influence*  
*Internet Research*

### MEMBERSHIPS

*Society for Personality and Social Psychology (SPSP)*  
*Sociedad Científica Española de Psicología Social (SCEPS)*  
*Society for the Advancement of Socio-Economics (SASE)*

## MEDIA COVERAGE OF RESEARCH

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Open Science Collaboration. (2015). Estimating the reproducibility of psychological science. *Science*, 349(6251), aac4716.

- [New York Times](#)
- [Washington Post](#)
- [Nature](#)
- [Science](#)
- [The Economist](#)
- [The Guardian](#)
- [El País](#)
- [El Mundo](#)
- [Infocop Online](#)

## REFERENCES

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**Richard E. Petty, Ph.D.**  
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**Brad J. Bushman, Ph.D.**  
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