

C U R R I C U L U M V I T A

C A M I L L E S U - L I N J O H N S O N

P E R S O N A L D A T A

Position:

Assistant Professor
Organizations and Management

Contact information:

College of Business
San Jose State University
One Washington Square
San Jose, CA 95192-0070
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(408)924-3416

E M P L O Y M E N T H I S T O R Y

Post-doctoral Research Associate, Stanford University Graduate School of Business (2005-2007)

E D U C A T I O N

Ph.D. Psychology, The Ohio State University (2005)
Major Area: Social Psychology
Minor Area: Quantitative Psychology

M.A. Psychology, Claremont Graduate University (1999)

Teaching Certification Teach For America Teacher-in-Residency Program (1996)

B.A. Psychology, Carleton College (1994)

F U N D I N G H I S T O R Y

California State University Research Grant 12/08-6/09
The Experience of Power and the Interpretation of Feedback

San Jose State University Junior Faculty Development Grant 7/08-6/09
Cultural Factors in Responses to Comparisons that are Directed by Another

San Jose State University Graduate Studies Grant 12/07-9/08
Viewing the Self in Time: Consequences for Goal-related Behaviors

National Research Service Award Individual Fellowship 1 F31 MH64238-01 9/01 – 9/04
Extension of Carryover Effects of Self-Presentation

Claro Mayo Grant, Society for the Psychological Study of Social Issues 1998
Stereotype Threat: Age of Emergence in African-American Males

R E S E A R C H

R E S E A R C H I N T E R E S T S

Consequences of social comparison on self-evaluations, motivation, and behavior; self-regulation; self-presentation and the self-concept; goal pursuit

P U B L I C A T I O N S

J O U R N A L A R T I C L E S

1. Johnson, C. S., Olson, M. A., & Fazio, R. H. (May 2009). Getting acquainted in interracial interactions: Avoiding intimacy but approaching race. *Personality and Social Psychology Bulletin*.
2. Johnson, C.S., Norton, M.I., Nelson, L., Stapel, D. A., & Chartrand, T.L. (2008). The downside of feeling better: Self-regard repair harms performance. *Self and Identity*, 7, 262-277.
3. Stapel, D. A., & Johnson, C.S. (2007). When nothing compares to me: How defensive motivations and similarity shape social comparison effects. *European Journal of Social Psychology*, 37(5), 824-838.
4. Johnson, C.S. & Stapel, D. A. (2007). No pain, no gain: The conditions under which upward comparisons lead to better performance. *Journal of Personality and Social Psychology*, 92, 1051-1067.
5. Johnson, C. S., & Stapel, D. A. (2007). When different is better: Performance following upward comparison. *European Journal of Social Psychology*, 37(2), 258-275.
6. Smith, J. L. & Johnson, C. S. (2006). A stereotype boost or choking under pressure? Positive gender stereotypes and men who are low in domain identification. *Basic and Applied Social Psychology*, 28(1), 51-63.

C H A P T E R S

Johnson, S. K. & Johnson, C. S. (in press). The secret life of mood: Unconscious mood in work contexts. To be published in peer-reviewed journal *Research on Emotions in Organizations*, Vol 5.

M A N U S C R I P T S U N D E R R E V I E W A N D U N D E R R E V I S I O N

1. Gramzow, R. H., Johnson, C. S., & Willard, G. (under revision). Boasts are a boost: Academic exaggeration becomes reality.
2. Johnson, C. S., & Stapel, D. A. (under revision). Harnessing social comparison in the workplace: When upward social comparisons improve goal pursuit and performance.
3. Johnson, C. S., & Stapel, D. A. (under revision). Happiness as Alchemy: Positive mood and responses to social comparisons
4. Johnson, C. S., & Stapel, D. A. (under revision). Reflection vs. Self-reflection: Sources of self-enhancement determine behavioral outcomes.
5. Johnson, C.S. & Stapel, D. A. (under revision). Being versus becoming mindset determines assimilative or contrastive responses to social comparisons.
6. Morrison, K. R., Johnson, C. S., & Wheeler, S. C. (under revision). Not all selves feel the same uncertainty: Motivated assimilation to primes among high and low collectivists.
7. Ein-Gar, D. & Johnson, C. S.* (Under review). Being indulgent and becoming prudent: Mindsets and hedonic consumer choices.

M A N U S C R I P T S I N P R E P A R A T I O N

Johnson, C. S. Directed social comparisons.

Johnson, C. S. When and how social comparisons influence performance in work contexts.

Johnson, C. S., Smeesters, D., & Wheeler, S. C. Viewing past selves from different perspectives influences decisions in the present.

Johnson, C.S. & Virick, M. Work, family and school: How life outside the classroom influences the performance of students inside the classroom.

Stephens, N., Johnson, C. S., & Markus, H. M. School, family, SES: How first generation college students navigate higher education contexts.

W O R K S I N P R O G R E S S (D A T A C O L L E C T E D)

Johnson, C.S. & Lammers, J. Consequences of powerlessness for self-views.

Morrison, K. R., & Johnson, C.S. Self-uncertainty and possessions.

Park. L., & Johnson, C. S. Gender differences in strategic self-presentation.

Virick M, & Johnson, C.S. Work family conflict among college students.

Yambrach, F. & Johnson, C. S. Reverse branding: Packaging is the product.

P R E S E N T A T I O N S

I N V I T E D T A L K S A N D C O L L O Q U I A

Columbia Business School, Organizational Behavior Group (Spring, 2009)
Tilburg Institute for Behavioral Economics Research (TIBER), Tilburg University (Spring, 2008)
Olin School of Business, Washington University (Fall, 2007)
Fisher School of Business, Ohio State University (Fall, 2007)
San Jose State University, College of Business (Spring, 2007)
Fuqua School of Business, Duke University (Winter, 2007)
Graduate School of Business, Stanford University (Spring, 2005)
University of Wisconsin Madison, Department of Psychology (Fall, 2003)
University of Groningen, Psychology (Spring, 2002)
Free University of Amsterdam, Psychology (Spring, 2002)
Utrecht University, Psychology (Spring, 2002)

C O N F E R E N C E T A L K S A N D P O S T E R P R E S E N T A T I O N S

1. Johnson, S. H. & Johnson, C. S. (August, 2009). *Knowing how you feel about catching your boss' feelings*. Paper to be presented at the Academy of Management Conference in Chicago, IL.
2. Johnson, C.S. & Stapel, D. A. (May, 2009). *Happiness as Alchemy: Positive Mood and Self-Serving Responses to Social Comparisons*. Poster to be presented at the Association for Psychological Science annual conference in San Francisco, CA.
3. Johnson, C. S. & Virick, M. (April, 2009). *Effect of role conflict among employed students*. Paper to be presented at the Society for Industrial-Organizational Psychology annual conference in New Orleans, LA.
4. Johnson, C.S. & Stapel, D. A. (February, 2009). *Harnessing Comparisons in the Workplace: When upward social comparisons improve goal pursuit and performance*. Poster presented at the Society for Personality and Social Psychology annual conference in Tampa, FL.
5. Johnson, C.S. (October, 2008). *Gendered beliefs influence self-presentations*. Informal paper presented at the Society for Experimental Social Psychology Conference in Sacramento, CA.
6. Johnson, C.S. & Stapel, D. A. (August, 2008). *Harnessing Comparisons in the Workplace: When upward social comparisons improve goal pursuit and performance*. Paper presented at the Academy of Management Conference in Anaheim, CA.
7. Ein-Gar, D. & Johnson, C. S. (May, 2008). *Being Indulgent and Becoming Prudent*. Poster presented at the International Congress of Psychology, Berlin, Germany.

8. Johnson, S. K. & Johnson, C. S. (July, 2008). *The Secret Life of Mood: Causes and Consequences of Unconscious Affect at Work*. Paper presented at the Sixth International Conference on Emotions and Worklife (EMONET VI) in Fontainebleau, France.
9. Johnson, C. S. & Ein-Gar, D. (May, 2008). *Being Indulgent and Becoming Prudent: Views of the Self determine choice*. Paper presented at the European Marketing Association Conference in Brighton, United Kingdom.
10. Johnson, C.S. & Stapel, D. A. (March 2008). *Boosting performance through boosted self-esteem: Method of self-enhancement determines performance consequences*. Pipeline paper presented at the Western Academy of Management annual conference in Oakland, CA.
11. Johnson, C. S., Olson, M. A, & Fazio, R. H. (February, 2008). *Getting acquainted in interracial interactions: Seeking versus disclosing the personal and controversial*. Poster presented at the Society for Personality and Social Psychology annual conference in Albuquerque, NM.
12. Morrison, K. R., Johnson, C. S., & Wheeler, S. C. (February, 2008). *Not all selves feel the same uncertainty: Motivated assimilation to primes among high and low collectivists*. Poster presented at the Society for Personality and Social Psychology annual conference in Albuquerque, NM.
13. Schaumberg, R. & Johnson, C. S. (February, 2008). *Being the hound: Consequences of downward comparison in zero-sum situations*. Poster presented at the Society for Personality and Social Psychology annual conference in Albuquerque, NM.
14. Gramzow, R. H., & Johnson, C. S. (February, 2008). *Boasts are a Boost: Academic Exaggeration Becomes Reality*. Poster presented at the Society for Personality and Social Psychology annual conference in Albuquerque, NM.
15. Johnson, C. S. & Ein-Gar, D. (October, 2007). *Being Indulgent and Becoming Prudent*. Poster presented at the Association of Consumer Research, Memphis, TN.
16. Johnson, C. S. (June, 2007). *Defensive Responses to Social Comparisons: Motivation and Opportunity*. Duck Conference on Social Cognition, Corolla, NC.
17. Johnson, C. S. (June, 2006). *The downstream effects of looking up: Social comparison, motivation, and performance*. Duck Conference on Social Cognition, Duck, NC.
18. Johnson, C. S., & Stapel, D. A. (January, 2006). *When different is better: Performance following upward comparison*. Poster presented at the Society for Personality and Social Psychology annual conference in Palm Springs, CA.
19. Olson, M. A., Johnson, C. S., & Fazio, R. H. (January, 2006). *Differential effects of asking versus answering controversial questions in interracial interactions*. Poster presented at the Society for Personality and Social Psychology annual conference in Palm Springs, CA.
20. Johnson, C. S., & Stapel, D. A. (May, 2005) *When different is better: Performance following upward comparison*. Paper presented at the Midwestern Psychological Association annual conference, Chicago, IL.

21. Johnson, C. S., Olson, M. A., & Fazio, R. H. (February, 2005). *Self-disclosure in interracial interactions*. Poster presented at the Society for Personality and Social Psychology annual conference in New Orleans, LA.
22. Johnson, C. S., & Shah, J. Y. (May, 2003). *Running on empty: The effects of self-regulatory depletion on goal pursuit*. Paper presented at the Midwestern Psychological Association annual conference, Chicago, IL.
23. Johnson, C.S. (January, 2003). *Social Concern or Social Comparison?: Underperformance Following the Success or Failure of Another*. Poster presented at the Society for Personality and Social Psychology annual conference in Los Angeles, CA.
24. Johnson, C. S., Chartrand, T. L., Norton, M. I., & Nelson, L.D. (May, 2002) *Role models revisited: When inspiration and achievement don't go hand in hand*. Talk accepted for Midwest Psychological Association Conference, Chicago, IL.
25. Johnson, C. S., & Chartrand, T. L. (February, 2002). *The effects of focal and alternative goal substitutability on alternative goal pursuit*. Poster presented at the Society for Personality and Social Psychology annual conference in Savannah, GA.
26. Johnson, C. S., Norton, M. I., Nelson, L.D., & Chartrand, T. L. (February, 2001). *Effects of attainability and category versus exemplar primes on inspiration and performance*. Poster presented at the Society for Personality and Social Psychology annual conference in San Antonio, TX.
27. Johnson, C. S., Arkin, R. M., and Hermann, A. D. (May, 2001). *Moderating the carryover effects of self-presentation: The role of thought suppression*. Poster presented at Midwest Psychological Association Conference, Chicago, IL.
28. Johnson, C. S. (May, 2000). *Stereotype Threat in Adolescents*. Paper presented at Midwestern Psychological Association annual conference, Chicago, IL.
29. Johnson, C. S., Hermann, A. D., and Arkin, R. M. (June, 2000). *Suppression during self-presentation affects self-concept clarity*. Poster presented at the American Psychological Society conference, Miami, FL.
30. Montes, A. Y., Johnson, C. S., & Murphy, S. E. (June, 2000). *The role of attributions and self-efficacy on academic performance for Mexican-American adolescents*. Poster presented at the American Psychological Society conference, Miami, FL.
31. Johnson, C. S., Montes, A. Y., and Murphy, S. E. (April, 1999). *Attributions in Academic Contexts: Consequences for Self-Efficacy*. Paper presented at Western Psychological Association Convention, Irvine, CA.
32. Murphy, S. E. and Johnson, C. S. (April 1999). *A Model of Relationship Development in Youth Mentoring*. Paper presented at Western Psychological Association Convention, Irvine, CA.

33. Johnson, C. S. (April, 1998). *Social Identity as a Moderator of Socially Motivated Underachievement*. Western Psychological Association Convention, Albuquerque, NM.

P R O F E S S I O N A L A F F I L I A T I O N S _____

American Psychological Association	Association for Psychological Science
International Society for Self and Identity	Academy of Management
Society for Personality and Social Psychology	Society for Industrial and Organizational Psychology

T E A C H I N G

T E A C H I N G E X P E R I E N C E _____

Lucas Graduate School of Business, San Jose State University, San Jose, California
Instructor, Leadership, MBA/MSE program (2009)

College of Business, San Jose State University, San Jose, California
Instructor, Fundamentals of Management and Organizational Behavior, Double-Section (2007-2008) Student evaluation scores: Fall 4.2/5, Spring 4.5/5

The Ohio State University, Columbus, Ohio
Instructor, Methods of Research for Social Psychologists (2004)
Instructor, Introduction to Social Psychology (2003, 2005)
Teaching Assistant, Methods of Research for Social Psychologists (1999-2000)

Claremont McKenna College, Claremont, California
Teaching Assistant, Introduction to Statistics for Psychologists (1998-1999)
Co-Instructor, Psychology of Mentoring: A service-learning course (1997-1998).

R E L A T E D E X P E R I E N C E S _____

Henry R. Kravis Leadership Institute, Claremont McKenna College, Claremont, California
Research Associate, (1996-1999)
Assistant Program Director, Step-Up to Leadership Camp, (1997 - 2000)

Claremont-Mudd-Scripps Athletics Program, Claremont, California
Assistant Men's water polo and swimming coach, 1996-1998
Acting Men's swimming coach, 1998-1999

Language Arts Teacher, Madison Middle School, Seattle Washington. (1994-1996).

T E A C H I N G I N T E R E S T S _____

Organizational Behavior	Goals, Motivation, and Achievement
Leadership	Social Influence
Introductory Statistics	Culture
Research Methods	

H O N O R S A N D A W A R D S

Nominee, Graduate Associate Teaching Award, Ohio State University (2005)
Participant, SPSP Summer Institute in Social Psychology, Social Neuroscience (2003)
Recipient, OSU Council of Graduate Student Professional Development Fund, (2002, 2003)
Trainee, NIMH Institutional Training Grant #T32-MH19728 (2000)
Member, Sigma Xi Science Honor Society (1994)
Member, Mortar Board, Carleton College, Northfield, Minnesota (1993)
American Psychology Association, Minority Undergraduate Student of Excellence (1993)
National Merit Scholar (1990)

S E R V I C E

E D I T O R I A L S E R V I C E

Ad-Hoc Reviewer 2008-2009

International Journal of Cross-Cultural Management (1)
Academy of Management Annual Conference (2)
Psychological Science (1)
Association of Consumer Research Annual Conference (2)

Ad-Hoc Reviewer 2007-2008

Journal of Experimental Social Psychology (1)
Personality and Social Psychology Bulletin (1)
Psychological Science (1)
Basic and Applied Social Psychology (1)
Association of Consumer Research Annual Conference (2)
Western Academy of Management Annual Conference (2)
Academy of Management Annual Conference (3)

P R O F E S S I O N A L S E R V I C E

Editor, SPSP Graduate Student Committee Newsletter, *The Forum*, (2002-current)
Past-President, SPSP Graduate Student Committee (2003-2004)
President, SPSP Graduate Student Committee (2002-2003)
Founder and coordinator, SPSP Graduate Student Poster Award (2002-2004)
Charter Member, SPSP Graduate Student Committee (2001-2002)
Moderator, SPSP Graduate Student listserv (2001-2005)
Assistant Student Coordinator, SESP Annual Conference, Columbus, OH (2002)

U N I V E R S I T Y S E R V I C E

Member, University Professional Standards Committee (Spring, 2009)
Member, University Organizations and Governance Committee (Spring, 2008)
Member, Organizations and Management Curriculum Committee (2007-2008; 2008-2009)

Member, Organizations and Management Faculty Recruiting Committee (2007-2008)

Member, Organizations and Management OB/OT and Management Course Committees (2007-2008, 2008-2009)

Facilitator, New Faculty Support Network (2007-2008; 2008-2009)