

Name: Edward R. Hirt
Institutional affiliation: Indiana University
Area of specialization: Social Psychology
Website (if applicable):



I have been a faculty member in the Social Psychology area at Indiana University for over 25 years, and have served in numerous capacities there, including Associate Chair and (currently) as Director of Instruction. My favorite part of this job has always been the opportunity to support and mentor undergraduate and graduate students, helping them discern their career paths and providing them with guidance and opportunities to fulfill their goals. My initial research experience and the opportunity to attend the MPA Conference as an undergraduate student solidified my interest in going on to graduate school in social psychology, and profoundly shaped the rest of my career. My primary area of research focuses broadly on issues related to motivation and performance. How do you motivate people to perform their best? What are the deterrents of successful performance that lead to suboptimal outcomes? I have approached these questions from several vantage points, including the roles of the self-concept, social identity, affective states, social cognition, and judgment and decision making processes in determining motivation levels, effort expenditure, and performance outcomes. My primary current line of research focuses on self-regulation and self-control. Our initial work (Clarkson, Hirt, Jia, & Alexander, 2010) illustrated the malleability of perceptions of mental depletion, independent of actual levels of mental exertion. More recently, we have been investigating the experience of replenishment, and how expectancies about the replenishing effects of various conditions (such as positive mood, interpersonal power, etc.) affect perceptions of mental resource availability and lead to the restoration of performance following depletion (Egan et al., 2015; Egan & Hirt, 2015). This work has culminated in an edited book entitled *Self-Regulation & Ego Control* (Hirt, Clarkson, & Jia, 2016). Currently, our lab is examining how perceptions of depletion lead individuals to adaptively initiate efforts at proactive and counteractive self-control, in order to avert the negative consequences of mental fatigue in the pursuit of important goals.

Representative publications (no more than five):

- Jia, L., Hirt, E. R., & Koh, A. H. Q. (2018). How to have your cake and eat it: Strategic indulgence in big time collegiate sports among academically successful students. *Social Psychology and Personality Science*.
- Eyink, J., R. Hirt, E. R., Hendrix, K. S., & Galante, E. (2017). Circadian variations in the use of self-handicapping: Exploring the strategic use of stress as an excuse. *Journal of Experimental Social Psychology*, *69*, 102-110.
- Hirt, E. R., Clarkson, J. J., & Jia, L. (2016). *Self-regulation and ego control*. San Diego, CA: Elsevier.
- Jia, L., & Hirt, E. R. (2016). Depletion suspends the comparator mechanism in monitoring: The role of chronic self-consciousness in sequential self-regulation. *Journal of Personality and Social Psychology*, *111*, 284-300.
- Clarkson, J. J., Chambers, J. R., Hirt, E. R., Otto, A. S., Kardes, F. R., & Leone, C. (2015). The self-control consequences of political ideology. *Proceedings of the National Academy of Science*, *112*, 8250-8253.

Representative honors or awards (no more than five):

Associate Editor, *Journal of Personality and Social Psychology* (JPSP), 2001-2005; Associate Editor, *Journal of Experimental Social Psychology* (JESP), 2009-2013; Fellow, Society for Personality and Social Psychology (SPSP); Fellow, Society of Experimental Social Psychologists (SESP); SESP Executive Committee, 2014-2017

Involvement in MPA:

MPA Member since 1981, regular attendee 1981-present; MPA Fellow; MPA Program Committee, 1991-1994; MPA Executive Council Member, 2013-2016; Invited talks at MPA in 1989, 1994, 1998, 1999, 2005, 2016