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ACADEMIC POSITIONS

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| 2025-present | Professor of Psychology, <i>Universidad Autónoma de Madrid (Madrid, Spain)</i>
Group Psychology |
| 2023-2025 | Assistant Professor, <i>IE Business School (Madrid, Spain)</i>
Topics in Marketing (PhD in Management)
Seminar in OB (PhD in Management)
Fundamentals of Human Behavior
Influence and Persuasion |
| 2019-2022 | Assistant Professor, <i>IE School of Human Sciences and Technology (Madrid, Spain)</i>
Fundamentals of Human Behavior
Influence and Persuasion |

EDUCATION

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| 2018-2019 | Postdoctoral Fellowship. Universidad Autónoma de Madrid (Spain).
Advisor: Pablo Briñol |
| 2013-2018 | Ph.D. Psychology. Universidad Autónoma de Madrid (Spain).
Title: <i>Aggressive Behavior as a Function of Person and Situation: A Metacognitive Approach</i> (*Sobresaliente Cum Laude and Outstanding Achievement Award winner)
Advisor: Pablo Briñol |
| 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

2020 (Oct)	PhD Outstanding Achievement Award. Universidad Autónoma de Madrid.
2020 (Feb)	Teacher Scholar Award. Society for Personality and Social Psychology
2015-2019	Predoctoral Fellowship (FPI). Universidad Autónoma de Madrid.
2015, 17	Visiting Fellowship. Universidad Autónoma de Madrid.
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 VISITS

2012, 2015, 2017	Visiting Researcher. Psychology Department Ohio State University (Columbus, Ohio, USA) Advisor: Richard E. Petty
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PUBLICATIONS

Summary*:

# Citations	12.536
H index	20
i10 index	32

*Source: Google Scholar (<https://scholar.google.es/citations?user=aTzqtRsAAAAJ&hl=en>)

Articles by quartile*:

Total	44 publications
Q1	14 publications
Q2	15 publications
Q3-Q4	15 publications

*Source: Web of Science, Journal of Citation Reports (<https://jcr-clarivate-com.ie.idm.oclc.org/jcr/home?Init=Yes&SrcApp=IC2LS>)

ABS journal ranking*:

Total	16 publications
4 stars	5 publications
3 stars	6 publications
2 stars	1 publication
1 star	4 publications

*Source: Chartered Association of Business Schools (<https://charteredabs.org/academic-journal-guide>)

Publications with Impact Factor JCR (N = 44):

* denotes corresponding author

ABS denotes Association of Business Schools (<https://charteredabs.org/academic-journal-guide>)

JIF denotes Journal Impact Factor (Web of Science: <https://jcr.clarivate.com/jcr/home>)

Requero, B., **Santos, D.**, & Martín-Fernández, M. (in press). Intervention intentions and donation decisions for nonprofit organizations combatting violence against women: The role of holistic vs. analytic thinking style. *Violence Against Women*.

Paredes, B., Briñol, P., **Santos, D.**, Moreno, L., Guyer, J., & Petty, R. E. (2026). Attitudes guiding behavior as a function of perceived knowledge: The moderating role of epistemic vs. hedonic mindsets. *Journal of Experimental Social Psychology*, *123*, 104857.

Open Science Collaboration. (2026). Investigating the replicability of the social and behavioral sciences. *Nature*, *652*, 143-150.

Briñol, P., Burton, B. S., **Santos, D.**, & Petty, R. E. (2025). Strengthening personalized matching by targeting persuasive messages to strong traits of the recipient. *Cogent Psychology*, *12*(1), 2545290.

Santos, D.*, Ghodsinia, A., Requero, B., Gonçalves, D., Briñol, P., & Petty, R. E. (in press). Certainty improves the predictive validity of honesty-humility and dark triad traits on cheating behavior. *Journal of Experimental Social Psychology*. [ABS: 4 stars; JIF (2023): 3.2, 5-year JIF: 4.1, Q1: 18/76 Social Psychology]

Santos, D.*, Requero, B., Moreno, L., Briñol, P., & Petty, R. E. (in press). Certainty in holistic thinking and responses to contradiction: Dialectical proverbs, counter-attitudinal change, and ambivalence. *British Journal of Social Psychology*. <https://doi.org/10.1111/bjso.12782> [ABS: 3 stars; JIF (2023): 3.2, 5-year JIF: 4.4, Q1: 18/76 Social Psychology]

Santos, D.*, Requero, B., & Martín-Fernández, M. (in press). Holism and causal responsibility: The role of number and valence of event consequences. *Personality and Social Psychology Bulletin*. <https://doi.org/10.1177/01461672231192827> [ABS: 4 stars; JIF (2023): 3.4, 5-year JIF: 4.5, Q1: 15/76 Social Psychology]

Lamprinakos, G., **Santos, D.**, Stavraki, M., Briñol, P., Magrinos, S., & Petty, R. E. (2024). Power can increase but also decrease cheating depending on what thoughts are validated. *Journal of Experimental Social Psychology*, *111*, Article 104578. <https://doi.org/10.1016/j.jesp.2023.104578> [ABS: 4 stars; JIF (2023): 3.2, 5-year JIF: 4.1, Q1: 18/76 Social Psychology]

Santos, D., Horcajo, J., Gil, R., & Guyer, J. (2024). Changing attitudes regarding a pro-environmental proposal about solar power: The self-validating role of ingroup versus outgroup sources. *Psicothema*, *36*(1), 46-54. <https://doi.org/10.7334/psicothema2022.502> [ABS: 1 star; JIF (2023): 3.2, 5-year JIF: 3.5, Q1: 39/218 Psychology, Multidisciplinary]

- Santos, D.***, Sayin, E., & Requero, B. (2024). The impact of individual differences in holistic-analytic thinking style and product incongruencies on word of mouth. *International Journal of Social Psychology*, 39(2), 294-323. <https://doi.org/10.1177/02134748241249891> [JIF (2023): 0.9, 5-year JIF: 1.4, Q4: 70/76 Social Psychology]
- Santos, D.***, Martínez, R., Briñol, P., & Petty, R. E. (2023). Improving attitudes toward minority groups by thinking about the thoughts and metacognitions of their members. *European Journal of Social Psychology*, 53(3), 552-566. <https://doi.org/10.1002/ejsp.2922> [ABS: 3 stars; JIF (2022): 2.8, 5-year JIF: 3.8, Q2: 25/76 Social Psychology]
- Santos, D.***, Paredes, B., Briñol, P., & Petty, R. E. (2022). Trait aggressiveness and aggressive behavior: The simultaneous influence of contextual variables. *Psychology of Violence*, 12(6), 438-449. <https://doi.org/10.1037/vio0000446> [JIF (2022): 2.8, 5-year JIF: 4.1, Q1: 15/70 Criminology & Penology]
- Lamprinakos, G., Magrizos, S., Kostopoulos, I., Drossos, D., & **Santos, D.** (2022). Overt and covert customer data collection in online personalized advertising: The role of user emotions. *Journal of Business Research*, 141, 308-320. <https://doi.org/10.1016/j.jbusres.2021.12.025> [ABS: 3 stars; JIF (2022): 11.3, 5-year JIF: 11.5, Q1: 10/306 Business]
- Martín-Fernández, M., Requero, B., Zhou, X., Gonçalves, D., & **Santos, D.*** (2022). Refinement of the Analysis-Holism Scale: A cross-cultural adaptation and validation of two shortened measures of analytic versus holistic thinking in Spain and the United States. *Personality and Individual Differences*, 186, 111322. <https://doi.org/10.1016/j.paid.2021.111322> [ABS: 3 stars; JIF (2022): 4.3, 5-year JIF: 4.1, Q2: 18/63 Social Psychology]
- Horcajo, J., **Santos, D.**, & Higuero, G. (2022). The effects of self-efficacy on physical and cognitive performance: An analysis of meta-certainty. *Psychology of Sport and Exercise*, 58, Article 102063. <https://doi.org/10.1016/j.psychsport.2021.102063> [JIF (2022): 3.4, 5-year JIF: 4.3, Q1: 20/87 Sports Sciences]
- Cárdaba, M.A., Requero, B., Antoñanzas, G., Sáenz, B., & **Santos, D.** (2022). You earn what you weigh: The effect of physical complexion and type of work on remuneration in a simulated personnel selection context. *International Journal of Social Psychology*, 37(1), 67-92. <https://doi.org/10.1080/02134748.2021.1992889> [JIF (2022): 1.8, 5-year JIF: 1.9, Q4: 63/76 Social Psychology]
- Moreno, L., Requero, B., **Santos, D.**, Paredes, B., Briñol, P., & Petty, R. E. (2022). Attitudes and attitude certainty guiding pro-social behavior as a function of perceived elaboration. *European Journal of Social Psychology*, 51(6), 990-1006. <https://doi.org/10.1002/ejsp.2798> [ABS: 3 stars; JIF (2022): 3.9, 5-year JIF: 4.6, Q2: 20/63 Social Psychology]
- Santos, D.***, Requero, B., & Martín-Fernández, M. (2021). Individual differences in thinking style and dealing with contradiction: The mediating role of mixed emotions. *PloS One*, 16(9), e0257864. <https://doi.org/10.1371/journal.pone.0257864> [JIF (2021): 3.752, 5-year JIF: 4.069, Q2: 26/74 Multidisciplinary Sciences]

- Requero, B., **Santos, D.**, Cancela, A., Briñol, P., & Petty, R. E. (2021). Promoting healthy eating practices through persuasion processes. *Basic and Applied Social Psychology*, 43(4), 239-266. <https://doi.org/10.1080/01973533.2021.1929987> [ABS: 1 star; JIF (2021): 1.518, 5-year JIF: 2.678, Q4: 59/66 Social Psychology]
- Zhou, X., Requero, B., Gonçalves, D., & **Santos, D.*** (2021). Every penny counts: The effect of holistic-analytic thinking style on donation decisions in the times of Covid-19. *Personality and Individual Differences*, 175, Article 110713. <https://doi.org/10.1016/j.paid.2021.110713> [ABS: 3 stars; JIF (2021): 3.950, 5-year JIF: 4.276, Q2: 24/66 Social Psychology]
- Santos, D.**, Mateos-Pérez, E., Cantero-García, M., & Gámez-Guadix, M. (2021). Cyberbullying in adolescents: Resilience as a protective factor of mental health outcomes. *Cyberpsychology, Behavior, and Social Networking*, 24(6), 414-420. <https://doi.org/10.1089/cyber.2020.0337> [JIF (2021): 6.135, 5-year JIF: 6.328, Q1: 7/66 Social Psychology]
- Rivera, R., **Santos, D.**, Grau-Grau, M., & DeRose, L. (2021). Family relationships and internet abuse in 25 European countries. *Families, Relationships and Societies*, 10(2), 249-268. <https://doi.org/10.1332/204674319X15717233345931> [JIF (2021): 0.981, 5-year JIF: 1.238, Q4: 45/48 Family Studies]
- Requero, B., **Santos, D.**, Paredes, B., Briñol, P., & Petty, R. E. (2020). Attitudes toward hiring people with disabilities: A meta-cognitive approach to persuasion. *Journal of Applied Social Psychology*, 50(5), 276-288. <https://doi.org/10.1111/jasp.12658> [ABS: 2 stars; JIF (2020): 2.122, 5-year JIF: 2.726, Q3: 43/65 Social Psychology]
- Paredes, B., **Santos, D.**, Briñol, P., Gómez, A., & Petty, R. E. (2020). The impact of meta-cognitive certainty on the relationship between identity fusion and endorsement of extreme pro-group behavior. *Self and Identity*, 19(7), 804-824. <https://doi.org/10.1080/15298868.2019.1681498> [JIF (2020): 3.304, 5-year JIF: 3.487, Q2: 23/65 Social Psychology]
- Horcajo, J., **Santos, D.**, Guyer, J., & Mateos, R. (2020). A meta-cognitive approach to doping in sports: The effects of thought validation on attitudes related to doping. *Journal of Sports Sciences*, 38(19), 2242-2252. <https://doi.org/10.1080/02640414.2020.1776930> [JIF (2020): 3.337, 5-year JIF: 3.820, Q2: 30/88 Sports Sciences]
- Santos, D.***, Briñol, P., Petty, R. E., Gascó, M., Gandarillas, B., & Horcajo, J. (2019). Separating thoughts from the self by selling them to others: The moderating role of self-esteem. *International Journal of Social Psychology*, 34, 506-534. <https://doi.org/10.1080/02134748.2019.1649891> [JIF (2019): 0.551, 5-year JIF: 0.702, Q4: 62/64 Social Psychology]
- Horcajo, J., **Santos, D.**, Guyer, J., & Moreno, L. (2019). Changing attitudes and intentions related to doping: An analysis of individual differences in Need for Cognition. *Journal of Sports Sciences*, 37, 2835-2843. <https://doi.org/10.1080/02640414.2019.1665876> [JIF (2019): 2.597, 5-year JIF: 3.060, Q2: 27/85 Sports Sciences]

- Santos, D.***, Briñol, P., Petty, R. E., Gandarillas, B., & Mateos, R. (2019). Trait aggressiveness predicting aggressive behavior: The moderating role of meta-cognitive certainty. *Aggressive Behavior*, 45, 255-264. <https://doi.org/10.1002/ab.21815> [JIF (2019): 2.219, 5-year JIF: 3.429, Q2: 42/138 Psychology, Multidisciplinary]
- Paredes, B., **Santos, D.**, Del Olmo, S., Gandarillas, B., & Briñol, P. (2019). La evaluación de candidatos en un proceso de selección de personal: Preferencia por la experiencia sobre el potencial en contextos desfavorables. *Anales de Psicología*, 35, 514-520. <https://doi.org/10.6018/analeps.35.3.334771> [JIF (2019): 1.346, 5-year JIF: 1.574, Q3: 74/138 Psychology, Multidisciplinary]
- Gascó, M., Briñol, P., **Santos, D.**, Petty, R. E., & Horcajo, J. (2018). Where did this thought come from? A self-validation analysis of the perceived origin of thoughts. *Personality and Social Psychology Bulletin*, 44, 1615-1628. <https://doi.org/10.1177/0146167218775696> [ABS: 4 stars; JIF (2018): 2.603, 5-year JIF: 3.732, Q2: 18/63 Social Psychology]
- Santos, D.**, Stavradi, M., Gandarillas, B., Cancela, A., & Briñol, P. (2018). Interrupting a joke can potentiate the thought validation effect and change the attitudes toward a recycling company. *International Journal of Social Psychology*, 33, 529-554. <https://doi.org/10.1080/02134748.2018.1483623> [JIF (2018): 0.510, 5-year JIF: 0.817, Q4: 62/63 Social Psychology]
- Rivera, R., **Santos, D.***, Martín-Fernández, M., Requero, B., & Cancela, A. (2018). Predicting attitudes and behavioral intentions towards social entrepreneurship: The role of servant leadership in young people. *International Journal of Social Psychology*, 33, 650-681. <https://doi.org/10.1080/02134748.2018.1482057> [JIF (2018): 0.510, 5-year JIF: 0.817, Q4: 62/63 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. <https://doi.org/10.1007/s11136-017-1737-8> [JIF (2018): 2.488, Q1: 35/164 Public, Environmental & Occupational Health]
- 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. <http://dx.doi.org/10.1086/693561> [JIF (2023): 2.1, Q3: 176/302 Business]
- Stavradi, 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. <https://doi.org/10.7334/psicothema2016.373> [ABS: 1 star; JIF (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. <https://doi.org/10.1080/02134748.2017.1292701> [JIF (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. <https://www.redalyc.org/articulo.oa?id=243057743006> [JIF (2017): 0.260, Q4: 130/135 Psychology, Multidisciplinary]
- Cancela, A., Requero, B., **Santos, D.**, Stavradi, M., & Briñol, P. (2016). Attitudes toward health-messages: The link between perceived attention and subjective strength. *European Review of Applied Psychology*, 66, 57-64. <https://doi.org/10.1016/j.erap.2016.02.002> [JIF (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. <https://doi.org/10.1177/0193841X16666196> [JIF (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. <https://doi.org/10.1111/chso.12118> [JIF (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. <https://www.revistacomunicar.com/ojs/index.php/comunicar/article/view/C46-2016-04> [JIF (2016): 2.212, Q1: 12/79 Communication, Q1: 29/235 Education & Educational Research]
- Open Science Collaboration.¹ (2015). Estimating the reproducibility of psychological science. *Science*, 349(6251), aac4716. <https://doi.org/10.1126/science.aac4716> [JIF (2015): 34.661, Q1: 2/63 Multidisciplinary Sciences]
- Requero, B., Cancela, A., **Santos, D.**, Díaz, D., & Briñol, P. (2015). Feelings of ease and attitudes toward healthy foods. *Psicothema*, 27(3), 241-246. <https://doi.org/10.7334/psicothema2014.287> [ABS: 1 star; JIF (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. <https://doi.org/10.1080/15534510.2015.1031170> [JIF (2015): 1.150, Q3: 44/62 Social Psychology]

Book chapters and other publications (N = 17):

- Moreno, L., Bustos, D., Gandarillas, B., **Santos, D.**, Requero, B., Gascó, M., Briñol, P., Lazaro, M., y Simón T. (2025). Pensamiento y lenguaje, en D. Díaz, J. M., Latorre y L. Beato, *Psicología Médica 3ª ed.* Elsevier.

¹ Reproducibility Project: Psychology. Authors are listed alphabetically in the article.

- Moreno, L., Bustos, D., Requero, B., **Santos, D.**, Gandarillas, B., Gascó, M., Blanco, R., Blanco, A., y Briñol, P. (2025). Psicología social: influencia social, cognición social y cambio de actitudes, en D. Díaz, J. M., Latorre y L. Beato, *Psicología Médica 3ª ed.* Elsevier.
- Santos, D.** (2024). Physical constitution and type of job: What impact does it have on salary? In T. Gamble & A. Zicari (Eds.), *Employee Meaning and Wellbeing: The responsible organisation, Routledge CoBS Focus on Responsible Business*. Routledge.
- Moreno, L., Requero, B., **Santos, D.**, Gandarillas, B., Gascó, M., y Briñol, P. (2021). Cognición social y cambio de actitudes. En D. Díaz y J. M. Latorre, *Psicología Médica* (Segunda edición; pp. 258-278). Barcelona: Elsevier. ISBN: [9788491139461](#)
- Moreno, L., Gandarillas, B., **Santos, D.**, Requero, B., Gascó, M., y Briñol, P. (2021). Pensamiento. En D. Díaz y J. M. Latorre, *Psicología Médica* (Segunda edición; pp. 141-158). Barcelona: Elsevier. ISBN: [9788491139461](#)
- Gascó, M., Requero, B., **Santos, D.**, y Briñol, P. (2015). Cognición social y cambio de actitudes. En D. Díaz y J. M. Latorre, *Psicología Médica* (pp. 231-248). Barcelona: Elsevier. ISBN: 978-84-9022-481-6
- Santos, D.**, Requero, B., Gascó, M., y Briñol, P. (2015). Pensamiento. En D. Díaz y J. M. Latorre, *Psicología Médica* (pp. 133-151). Barcelona: Elsevier. ISBN: 978-84-9022-481-6
- 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
- Santos, D.**, Requero, B., Cancela, A., & Pedrazzoli, A. (2015). Juventud proactiva: Cómo crear unas actitudes fuertes y positivas hacia el emprendimiento. *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]

CONFERENCES AND PROCEEDINGS

Bustos, D., **Santos, D.**, Briñol, P., & Petty, R. E. (Feb, 2026). Matching two-sided messages to individual differences in holistic thinking: Consequences for information processing, persuasion, and attitude strength. Presented at the *Society of Personality and Social Psychology 2026 Conference*. Chicago, IL.

Santos, D., & Briñol, P. (Oct, 2025). Psychological pathways to extreme behavior: the double-edged sword of certainty. Symposium presented at the *2025 Annual Meeting of the Society of Experimental Social Psychology*. Lisbon, Portugal.

Santos, D., Moreno, L., Paredes, B., Briñol, P., & Petty, R. E. (Oct, 2025). Would you give your life for science? When uncertainty drives extreme scientific behavior. Presented at the *2025 Annual Meeting of the Society of Experimental Social Psychology*. Lisbon, Portugal.

Paredes, B., Briñol, P., Siev, J., **Santos, D.**, & Petty, R. E. (April, 2025). Confidence can increase or decrease attitude strength: The extremity case. Presented at the *Ninety-seventh Annual Meeting Midwestern Psychological Association*. Chicago, Illinois.

Santos, D., Gonçalves, D., & Requero, B. (Sept, 2024). Continuous or dichotomous scales? Holistic and analytic thinking styles influence response fluency to different scale formats and trait-consistent behavior. Presented at the *Association for Consumer Research 2024 Conference*. Paris, France.

Santos, D., Requero, B., & Gonçalves, D. (April, 2024). Holism and item response format: A matching perspective. Presented at the *Ninety-sixth Annual Meeting Midwestern Psychological Association*. Chicago, Illinois.

Moreno, L., Paredes., B., Briñol, P., **Santos, D.**, & Petty, R. E. (April, 2024). Using metacognition to increase the predictive validity of self-compassion. Presented at the *Ninety-sixth Annual Meeting Midwestern Psychological Association*. Chicago, Illinois.

Santos, D., Requero, B., & Gonçalves, D. (March, 2023). Continuous or categorical items? The role of holistic-analytic thinking style and item response format on fluency. Presented at the *2024 Society for Consumer Psychology Annual Conference*. Nashville, Tennessee.

Santos, D., Requero, B., & Gonçalves, D. (February, 2024). Continuous or categorical items? The role of holistic-analytic thinking style and item response format on fluency. Presented at the *2022 Convention of the Society for Personality and Social Psychology*. San Diego, California.

Moreno, L., **Santos, D.,** Paredes., B., Briñol, P., & Petty, R. E. (February, 2024). Is increasing confidence always beneficial? The case of compassion predicting social outcomes. Presented at the *2022 Convention of the Society for Personality and Social Psychology*. San Diego, California.

Santos, D., Briñol, P., & Petty, R. E. (July, 2023). Perceiving cognitions and meta-cognitions of others. Presented at the *6th EASP Meeting on the Psychology of Attitudes*. Bath, United Kingdom.

Santos, D., Lamprinakos, G., Magrizos, S., Briñol, P., & Petty, R. E. (June, 2023). Power can increase but also decrease cheating depending on what thoughts are validated. Presented at the *18th General Meeting of the European Association of Social Psychology*. Krakow, Poland.

Paredes, B., **Santos, D.,** Briñol, P., Guyer, J., Moreno, L., & Petty, R. E. (April, 2023). Attitudes and perceived knowledge guiding behavior: The moderating role of hedonic mindset. Presented at the *Ninety-fifth Annual Meeting Midwestern Psychological Association*. Chicago, Illinois.

Santos, D., Requero, B., & Martín-Fernández, M. (October, 2022). Holismo e impacto causal: el papel del número y la valencia de las consecuencias en eventos interpersonales. Presented at the *V Congreso Internacional de la Sociedad Científica Española de Psicología Social*. Burgos, Spain.

Santos, D., Requero, B., Martín-Fernández, M., & Salinas, A. (July, 2022). ¿Ítems continuos o dicotómicos?: Una aproximación de diferencias individuales basada en el estilo de pensamiento holístico-analítico. Presented at the *XVII Congreso de Metodología de las Ciencias Sociales y de la Salud*. Teruel, Spain.

Santos, D., Sayin, E., Requero, B., & Uliana, E. (May, 2022). The Moderating Role of Holistic-Analytic Thinking Style on the Relationship between Product Incongruencies and Word of Mouth. Presented at the *European Marketing Academy Annual Meeting 2022*. Budapest, Hungary.

Santos, D., Moreno, L., Paredes, B., Briñol, P., & Petty, R. E. (May, 2022). Potenciando el efecto de la compasión hacia los demás y hacia uno mismo a través de la confianza. Presented at the *5º Congreso de Psicología Positiva*. Bilbao, Spain.

Santos, D., Requero, B., & Martín-Fernández, M., (February, 2022). Holism and causal impact: The role of number and valence of consequences. Presented at the *2022 Convention of the Society for Personality and Social Psychology*. San Francisco, California.

Mateos-Pérez, E., **Santos, D.,** Cantero-García, M., & Gámez-Guadix, M. (October, 2020). Cyberbullying en adolescentes: El papel moderador de la resiliencia en el ajuste

psicosocial. Presented online at the *Sociedad Científica Española de Psicología Social*. Burgos, Spain.

Santos, D., Requero, B., Martínez, R., Briñol, P., & Petty, R. E. (February, 2020). Improving the relationship between personality traits and behavior through meta-cognitive certainty. Presented at the *2020 Convention of the Society for Personality and Social Psychology*. New Orleans, Louisiana.

Santos, D., Briñol, P., Paredes, B., Gandarillas, B., & Petty, R. E. (February, 2020). Changing Prejudiced Attitudes through Meta-Cognitive Processes of Persuasion. Presented at the *2020 Convention of the Society for Personality and Social Psychology*. New Orleans, Louisiana.

Guyer, J., Horcajo, J., & **Santos, D.** (February, 2020). A Meta-cognitive Approach to Doping-related Attitude Change. Presented at the *2020 Convention of the Society for Personality and Social Psychology*. New Orleans, Louisiana.

Briñol, P., Petty, R. E., Paredes, B., **Santos, D.**, Gandarillas, B., & Moreno, L. (Oct, 2019). Attitudes and traits predicting real-world behaviors: Increasing predicting validity by taking into consideration meta-cognitive processes. Presented at the *Annual Meeting of the Society for Experimental Social Psychology*. Toronto, Canada.

Santos, D., Martín-Fernández, M., & Requero, B. (Julio, 2019). Validación y desarrollo de una escala de liderazgo de servicio: Análisis de las evidencias de validez. Presentado en el *XVI Congreso de la Asociación Española de Metodología de las Ciencias del Comportamiento (AEMCCO)*. Madrid, España.

Martínez, R., **Santos, D.**, & Briñol, P. (July, 2019). Metacognitive Intervention: Reducing Dehumanization. Poster presented at the *2019 Annual Scientific Meeting of the International Society of Political Psychology*. Lisbon, Portugal.

Santos, D., Sayin, E., Requero, B., & Serpa, A. (June, 2019). Product incongruences predicting word of mouth: The moderating role of holistic-analytic thinking style. Presented at the *Marketing Science 2019 Conference*. Rome, Italy.

Guyer, J., Paredes, B., **Santos, D.**, Gandarillas, B., Briñol, P., & Petty, R. E. (April, 2019). The Effect of Amount of Knowledge on Attitudes Toward Job Candidates in Personal Selection Settings. Presented at the *Ninety-first Annual Meeting of the Midwestern Psychological Association*. Chicago, Illinois.

Guyer, J., Horcajo, J., **Santos, D.**, & Moreno, L. (April, 2019). Need for Cognition Moderates Attitude-Intention Correspondence toward Doping. Presented at the *Ninety-first Annual Meeting of the Midwestern Psychological Association*. Chicago, Illinois.

Santos, D., & Martínez, R. (Oct, 2018). Intervención meta-cognitiva para reducir la deshumanización de grupos estigmatizados. Presentado en el *III Congreso Internacional de la Sociedad Científica Española de Psicología Social*. Cuenca, España.

Blázquez, D., **Santos, D.**, & Martín Cárdbaba, M. A. (Oct, 2018). Efectos paradójicos de los mensajes pro-actitudinales para reducir la agresividad. Presentado en el *III Congreso Internacional de la Sociedad Científica Española de Psicología Social*. Cuenca, España.

- Briñol, P., Paredes, B., **Santos, D.**, Gandarillas, B., & Petty, R. E. (Oct, 2018). Meta-cognitive Confidence Moderates the Link between Individual Differences and Behavior. To be presented at the *Annual Meeting of the Society for Experimental Social Psychology*. Seattle, WA.
- 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 *Eighty-ninth 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 *7th 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 *7th 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 *XIII 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 *6th Annual Meeting on Attitudes*. Columbus, Ohio.

INVITED TALKS

Santos, D. (Diciembre, 2018). Nadie es tan bueno ni tan malo como parece. Centro Universitario Cardenal Cisneros. Madrid, España.

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.

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

2023 - 26 **National Project PID2022-139380NA-I00 (32.100,00€).**
 Ministerio de Ciencia e Innovación. Plan Nacional de I+D+I
 Title: *Ambivalencia actitudinal y otras formas de conflicto cognitivo: una aproximación desde los estilos de pensamiento holístico y analítico. [Attitudinal ambivalence and other forms of cognitive conflict: A holistic-analytic thinking approach.]*
 PI: **David Santos**

2022 - 24 **Autonomic Project SI3/PJI/2021-00195 (17.009,90€).**
 Universidad Autónoma de Madrid & Comunidad de Madrid. Ayudas a Proyectos de I+D para Jóvenes Doctores.
 Title: *El efecto del estilo de pensamiento holístico-analítico en la disposición a intervenir en casos de violencia de pareja contra la mujer. Una aproximación intercultural. [The role of holistic-analytic thinking style on the willingness to intervene in cases of intimate partner violence against women: An intercultural approach.]*

PI: Manuel Martín-Fernández

Position: Researcher

- 2021 - 23 **National Project PID2020-116651GB-C31 (101.882,00€).**
 Ministerio de Economía, Industria y Competitividad. Programa Estatal de Fomento de la Investigación Científica y Técnica de Excelencia. Proyectos de I+D.
 Title: *Avances en la teoría y la investigación sobre autovalidación. [Advances in theory and research on self-validation.]*
 PI: Pablo Briñol
 Position: Researcher
- 2017 - 21 **National Project PSI2017-83303-C2-1-P (€101,640.00)**
 Ministerio de Ciencia e Innovación. Plan Nacional de I+D+I
 Title: *Facilitación del cambio: validación intencional y significativa del pensamiento. [Facilitating change: intentional and meaningful validation of thought.]*
 PI: Pablo Briñol
 Position: Researcher
- 2015 - 18 **National Project PSI2014-58476 (€50,699.00)**
 Ministerio de Ciencia e Innovación. Plan Nacional de I+D+I
 Title: *Validación del pensamiento en persuasión: Un enfoque motivacional- [Validation of thought in persuasion: A motivational approach.]*
 PI: Pablo Briñol
 Position: Researcher
- 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/>
- 2012 - 15 **National Project PSI2011-26212 (€35,000.00)**
 Ministerio de Ciencia e Innovación. Plan Nacional de I+D+I
 Title: *Validación del pensamiento a través de respuestas de ataque versus huida. [Thought validation through fight versus flight responses.]*
 PI: Pablo Briñol
 Position: Researcher
- 2010 - 14 **European Project JUST/2010/DAP3/AG/1111-30-CE-0397890/00-02 (€395,306.00)**
 European Commission (UE). Daphne III Funding Programme
 Title: *Safe Social Media*
 Partners: interMedia Social Innovation, CECE, Davide.it
 PI: Reynaldo Rivera

Position: Researcher
<http://www.safesocialmedia.eu/>

UNDERGRADUATE HONORS THESES SUPERVISED

2020 Rosalie Penel	When Personality Predicts Behavior: The Impact of Meta-cognitive Certainty on the Relationship between Personality and Behavior
2020 Balere Ortúzar	The Role of First versus Third Person Perspective in Product Reviews
2019 Maria Vittoria Mentasti	The Impact of Fast-food Marketing Strategies on Children's Behavior: A Literature Review
2019 Alicia Bermejo	The Distinctive Role of Having a Criminal Record and Intellectual Disability on Moral Judgements
2019 Alessandra Serpa*	Product Incongruences Predicting Word of Mouth: The Moderating Role of Holistic-Analytic Thinking Style (*with Honors)
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

EDITORIAL SERVICES

Associate Editor 2022-ongoing

International Journal of Social Psychology

Editorial Board 2019-2022

International Journal of Social Psychology

Ad-hoc reviewer

Scientific Reports; Social Influence; Cyberpsychology, Behavior, and Social Networking; Plos One; Internet Research; Journal of Sports Sciences; Aggressive Behavior; Journal of Family Violence; International Journal of Social Psychology; Social Behavior and Personality; Psychology of Violence; Journal of Contingencies and Crisis Management; Journal of Marketing Communications; Personality and Individual Differences; The Spanish Journal of Psychology; Social Psychology; Frontiers in Psychology; Psychosocial Intervention; Asian Journal of Philosophy; Psychology of Violence, PsyCh Journal; Behavioral Public Policy; Journal of Intelligence; Internet Research; International Journal of Consumer Studies

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

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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