



**APPLICATION OF A POTENTIAL SUPERVISOR in the recruitment process of doctoral students and participants and/or TUTOR/SCIENTIFIC TUTOR of the extramural/external mode ("mode E") at SWPS University**

<b>Name and surname of the supervisor</b>	<b>Agata Gasiorowska</b>
<b>Name of the research center/research group/artistic group to which the supervisor belongs</b>	<b>Center for Research in Economic Behavior</b>
<b>List of the most important scientific publications, completed and ongoing research grants; link to ORCID and/or to the ResearchGate/Academia.edu profile (or other website presenting scientific/artistic achievements)</b>	<p><a href="https://orcid.org/0000-0002-3354-1095">https://orcid.org/0000-0002-3354-1095</a></p> <p>Folwarczny, M., Gasiorowska, A., Sigurdsson, V., &amp; Otterbring, T. (2024). Conspicuous consumption and conscientious conservation: Testing for a status-prosociality link through need for uniqueness and variety seeking. <i>Cleaner and Responsible Consumption</i>, 14, 100219. <a href="https://doi.org/10.1016/j.clrc.2024.100219">https://doi.org/10.1016/j.clrc.2024.100219</a></p> <p>Folwarczny, M., Larsen, N. M., Otterbring, T., Gasiorowska, A., &amp; Sigurdsson, V. (2023). Viral Viruses and Modified Mobility: Cyberspace Disease Salience Predicts Human Movement Patterns. <i>Journal of Sustainable Marketing</i>, 1–18. <a href="https://doi.org/10.51300/JSM-2023-83">https://doi.org/10.51300/JSM-2023-83</a></p> <p>Folwarczny, M., Otterbring, T., Sigurdsson, V., &amp; Gasiorowska, A. (2022). Seasonal cues to food scarcity and calorie cravings: Winter cues elicit preferences for energy-dense foods. <i>Food Quality and Preference</i>, 96, 104379. <a href="https://doi.org/10.1016/j.foodqual.2021.104379">https://doi.org/10.1016/j.foodqual.2021.104379</a></p> <p>Gasiorowska, A. (2019). Lay people's and children's theories of money. In K. Gangl &amp; E. Kirchler, <i>A Research Agenda for Economic Psychology</i> (pp. 11–25). Edward Elgar Publishing. <a href="https://doi.org/10.4337/9781788116060.00007">https://doi.org/10.4337/9781788116060.00007</a></p> <p>Gasiorowska, A., Folwarczny, M., &amp; Otterbring, T. (2022). Anxious and status signaling: Examining the link between attachment style and status consumption and the mediating role of materialistic values. <i>Personality and Individual Differences</i>, 190, 111503. <a href="https://doi.org/10.1016/j.paid.2022.111503">https://doi.org/10.1016/j.paid.2022.111503</a></p> <p>Gasiorowska, A., Folwarczny, M., Tan, L. K. L., &amp; Otterbring, T. (2023). Delicate dining with a date and burger binging with buddies: Impression management across social settings and consumers' preferences for masculine or feminine foods. <i>Frontiers in Nutrition</i>, 10. <a href="https://www.frontiersin.org/articles/10.3389/fnut.2023.1127409">https://www.frontiersin.org/articles/10.3389/fnut.2023.1127409</a></p> <p>Gasiorowska, A., Glomb, K., &amp; Kesebir, P. (2022). Psychometric validation of the Polish version of the Emotional Style Questionnaire. <i>Current Psychology</i>. <a href="https://doi.org/10.1007/s12144-022-03323-4">https://doi.org/10.1007/s12144-022-03323-4</a></p> <p>Gasiorowska, A., &amp; Zaleskiewicz, T. (2021). Trading in search of structure: Market relationships as a compensatory control tool. <i>Journal of Personality and Social Psychology</i>, 120(2), 300–334. <a href="https://doi.org/10.1037/pspi0000246">https://doi.org/10.1037/pspi0000246</a></p> <p>Gasiorowska, A., &amp; Zaleskiewicz, T. (2022). Can We Get Social Assistance Without Losing Agency? Engaging in Market Relationships as an Alternative to Searching for Help from Others. <i>Psychological Inquiry</i>, 33(1), 38–41. <a href="https://doi.org/10.1080/1047840X.2022.2037998">https://doi.org/10.1080/1047840X.2022.2037998</a></p>

Gasiorowska, A., & Zaleskiewicz, T. (2023a). Attachment orientations moderate people's preferences for market versus communal relationships under a control threat. *Journal of Social and Personal Relationships*, 02654075231173460. <https://doi.org/10.1177/02654075231173460>

Gasiorowska, A., & Zaleskiewicz, T. (2023b). Social assistance or agency? Attachment Styles Moderate the Impact of Control Threat on Social Relationship Preferences. *Polish Psychological Bulletin*, 309–317. <https://doi.org/10.24425/ppb.2023.148849>

Gasiorowska, A., & Zaleskiewicz, T. (2023c). The psychology of money. In M. Altman (Ed.), *Handbook of Research Methods in Behavioural Economics* (pp. 209–225). Edward Elgar Publishing. <https://www.elgaronline.com/display/book/9781839107948/book-part-9781839107948-21.xml>

Huber, C., Dreber, A., Huber, J., Johannesson, M., Kirchler, M., Weitzel, U., Abellán, M., Adayeva, X., Ay, F. C., Barron, K., Berry, Z., Bönke, W., Brütt, K., Bulutay, M., Campos-Mercade, P., Cardella, E., Claassen, M. A., Cornelissen, G., Dawson, I. G. J., ... Holzmeister, F. (2023). Competition and moral behavior: A meta-analysis of forty-five crowd-sourced experimental designs. *Proceedings of the National Academy of Sciences*, 120(23), e2215572120. <https://doi.org/10.1073/pnas.2215572120>

Kesebir, P., Gasiorowska, A., Goldman, R., Hirshberg, M., & Davidson, R. J. (2019). Emotional Style Questionnaire: A multidimensional measure of healthy emotionality. *Psychological Assessment*, 31(10), 1234–1246. <https://doi.org/10.1037/pas0000745>

Koscielniak, M., Bojanowska, A., & Gasiorowska, A. (2022). Religiosity Decline in Europe: Age, Generation, and the Mediating Role of Shifting Human Values. *Journal of Religion and Health*. <https://doi.org/10.1007/s10943-022-01670-x>

Koscielniak, M., Enko, J., & Gasiorowska, A. (2024). "I Cheat" or "We Cheat?" The Structure and Psychological Correlates of Individual vs. Collective Examination Dishonesty. *Journal of Academic Ethics*, 22(1), 71–87. <https://doi.org/10.1007/s10805-024-09514-x>

Koscielniak, M., Rydzewska, K., Gasiorowska, A., & Sedek, G. (2024). Effect of age on susceptibility to the attraction effect in sequential risky decision-making. *Ageing & Society*, 1–28. <https://doi.org/10.1017/S0144686X24000527>

Kulwicka, K., & Gasiorowska, A. (2023). Depression literacy and misconceptions scale (DepSter): A new two-factorial tool for measuring beliefs about depression. *BMC Psychiatry*, 23(1), 300. <https://doi.org/10.1186/s12888-023-04796-8>

Kuzminska, A. O., Gasiorowska, A., Hełka, A. M., & Zaleskiewicz, T. (2024). Market mindset can increase allocations in the trust game through proportional thinking. *Journal of Experimental Psychology: Applied*, 30(2), 376–390. <https://doi.org/10.1037/xap0000499>

Kuzminska, A. O., Gasiorowska, A., & Zaleskiewicz, T. (2022). Market hinders interpersonal trust: The exposure to market relationships makes people trust less through elevated proportional thinking and reduced state empathy. *Quarterly Journal of Experimental Psychology*, 174702182211264. <https://doi.org/10.1177/17470218221126416>

Moldes, O., Zaleskiewicz, T., & Gasiorowska, A. (2024). Breaking the Loop: A Meta-Analysis on the Bidirectional Effects of Materialism on Social Well-Being Outlining Future Research Directions. *Journal of Consumer Behaviour*.

Otterbring, T., Folwarczny, M., & Gasiorowska, A. (2024). The impact of hunger on indulgent food choices is moderated by healthy eating

	<p>concerns. <i>Frontiers in Nutrition</i>, 11, 1377120.  <a href="https://doi.org/10.3389/fnut.2024.1377120">https://doi.org/10.3389/fnut.2024.1377120</a></p> <p>Tan, L. K. L., Folwarczny, M., Gasiorowska, A., &amp; Li, N. P. (2023). Dolling-up under disease threats: Do pathogen threats motivate attractiveness signaling? <i>Evolutionary Behavioral Sciences</i>.  <a href="https://doi.org/10.1037/ebs0000327">https://doi.org/10.1037/ebs0000327</a></p> <p>Zaleskiewicz, T., &amp; Gasiorowska, A. (2023). Taking financial advice: Going beyond making good decisions. In M. Altman (Ed.), <i>Handbook of Research Methods in Behavioural Economics</i> (pp. 226–241). Edward Elgar Publishing.  <a href="https://doi.org/10.4337/9781839107948.00022">https://doi.org/10.4337/9781839107948.00022</a></p> <p>Zaleskiewicz, T., Gasiorowska, A., &amp; Kuzminska, A. (2022). Market mindset reduces endorsement of individualizing moral foundations, but not in liberals. <i>Journal of Social and Political Psychology</i>, 10(2), 743–759. <a href="https://doi.org/10.5964/jspp.8163">https://doi.org/10.5964/jspp.8163</a></p> <p>Zaleskiewicz, T., Gasiorowska, A., Kuzminska, A. O., Korotusz, P., &amp; Tomczak, P. (2020). Market mindset impacts moral decisions: The exposure to market relationships makes moral choices more utilitarian by means of proportional thinking. <i>European Journal of Social Psychology</i>, 50, 1500–1522.  <a href="https://doi.org/10.1002/ejsp.2701">https://doi.org/10.1002/ejsp.2701</a></p> <p><b>Research Projects (Ongoing, Principal Investigator)</b></p> <ul style="list-style-type: none"> <li>• <i>Market Mindset as a Result of Insecure Attachment: Exploring the Relationship and Its Psychological Mechanisms</i> (2022-2026) Preludium BIS, Funder: National Science Centre, Poland</li> <li>• <i>Trust as a Polymorphic Phenomenon: Psychological Specificity of Trust in Communal and Market Relationships</i> (2022-2027) OPUS, Funder: National Science Centre, Poland</li> <li>• <i>Excessive Buying as a Behavior Arising in Response to Boredom</i> (2020-2025) Preludium BIS, Funder: National Science Centre, Poland</li> <li>• <i>Multidimensional Inventory of Electronic Media Overuse for Adults - Construction and Validation of E-MOI in Versions D1 and D2</i> (2024-2025) Funded by the National Center for Counteracting Addictions as part of the National Health Program of the Ministry of Health. Implementing Institution: Social Research Foundation in Szczecin</li> </ul>
<b>Discipline</b> for a future doctoral dissertation (possible: sociology, political and administrative sciences, culture and religion sciences, literary studies, psychology, fine arts and art conservation)	Psychology
<b>A brief description</b> of the research directions pursued by the supervisor (a few sentences describing the scientific/artistic specialization; main research problems; scientific interests) and a possible link to the website/research team	
<b>Thematic areas</b> of planned doctoral dissertations	<p>Intersection of economic and social psychology:</p> <ul style="list-style-type: none"> <li>• Psychological (Symbolic) Meaning of Money</li> <li>• Consequences of Framing Interpersonal Relationships as Market-Based Interactions</li> <li>• Consumer behavior and materialism</li> </ul>

<b>Number of people</b> that the supervisor/scientific supervisor would be able to accept as a result of recruitment in the academic year 2025/2026:	<b>to the Doctoral School</b> (doctoral scholarship financed by SWPS University)	Number: 1
	<b>for national and international research projects or grants</b> (doctoral scholarship financed from grant funds)	Number: 0 Project name:
	<b>to the Industrial Doctorate program</b> (doctoral scholarship financed by the Ministry of Science and Higher Education)	Number: 0
	<b>for external mode</b> (no doctoral scholarship)	Number: 1
<b>Number</b> of currently conducted doctorates:	in Doctoral School	Number: 3
	in external mode	Number: 1
<b>The number of doctoral students promoted so far</b> , along with the year of completing their doctoral degrees:	1 (2022)	
<p style="text-align: center;"><b>RECRUITMENT</b></p> <p style="text-align: center;">Candidates should contact their selected potential supervisors who are members of centers and/or research teams</p>		
<b>Conditions</b> to be met by the candidate in the field of: scientific interests; scientific competences; achievements to date; knowledge of foreign languages; social competences; availability, etc.	<ul style="list-style-type: none"> <li>• <b>Research Interests:</b> Economic Psychology, Social Psychology</li> <li>• <b>Skills:</b> Strong knowledge of experimental research methodology and the ability to independently analyze results (preference for individuals with a strong aptitude for statistics)</li> <li>• <b>Language Proficiency:</b> Fluency in English sufficient for reading and writing academic texts</li> <li>• <b>Experience:</b> Previous publication and conference participation</li> <li>• <b>Preference:</b> Candidates who intend to pursue a career in academia</li> </ul>	
<b>Preferences</b> regarding contact with the candidate during recruitment	<p>X E-mail contact: please provide e-mail address: <u>__agasirowska@swps.edu.pl__</u></p> <p><input type="checkbox"/> Telephone contact: <i>please provide phone number:</i> _____</p> <p>X Personal meetings )by prior arrangement by e-mail/telephone.)</p> <p><input type="checkbox"/> All forms of contact</p>	
<b>Preferred dates, times and location</b> (in the period March-June 2025) in order to conduct an interview with the candidate	To be decided after email contact	
<b>Information</b> about possible absence preventing candidates from contacting a potential supervisor (with dates)		