

JESSICA M. SALERNO

NEW COLLEGE OF INTERDISCIPLINARY ARTS AND SCIENCES
SCHOOL OF SOCIAL AND BEHAVIORAL SCIENCES
ARIZONA STATE UNIVERSITY
4701 W. THUNDERBIRD RD (MC 3051), GLENDALE, AZ 85306
JESSICA.SALERNO@ASU.EDU, (602) 543-5679

EDUCATION

Doctor of Philosophy (2012)

University of Illinois at Chicago, Chicago, IL

Major: Social Psychology

Minors: Psychology and Law; Statistics, Method, and Measurement

Dissertation: *One angry woman: Emotion expression and minority influence in a jury deliberation context*

Master of Arts (2009)

University of Illinois at Chicago, Chicago, IL

Thesis: *Can jurors identify junk science? Effects of a central cross-examination, deliberation, and need for cognition on jurors' decisions*

Bachelor of Arts (2003), Magna Cum Laude and Highest Departmental Honors

Middlebury College, Middlebury, VT

Majors: Psychology; Film & Media Studies; Minor: Italian

EMPLOYMENT

2012-Present

Assistant Professor of Psychology

School of Social and Behavioral Sciences

New College of Interdisciplinary Arts and Sciences

Arizona State University

STATEMENT OF RESEARCH INTERESTS

My research explores basic individual and group decision-making processes in legal contexts. Specifically, I am interested in how (a) negative emotion affects intergroup relations during individual and group decision making, (b) moral outrage drives biases against stigmatized groups in ambiguous legal contexts, and (c) different persuasion routes can lead individuals versus groups to reach accurate evaluations of expert witness credibility.

SELECTED SCHOLARSHIPS AND AWARDS

- American Psychology-Law Society (APLS) Dissertation Award, 3rd place, 2013
- Society for Personality and Social Psychology (SPSP) Poster Award, 2012
- SPSP Graduate Student Committee Outstanding Research Award Honorable Mention, 2012
- SPSP Travel Award, 2012 (\$500)
- UIC Dean's Scholar Award, stipend plus tuition waiver (valued at over \$40,000), 2011
- Summer Institute in Social Psychology 2011, SPSP program funded by NSF, Princeton University
- SPSP sponsorship to the European Association of Social Psychology Summer School 2010, Aegina, Greece (\$750)
- Christopher B. Keys Award for Early Outstanding Research Achievement (\$500), 2009
- UIC College of Liberal Arts and Sciences Scholarship (\$1000), Spring 2008
- NSF Research Experience for Undergraduates Fellow, Department of Psychology, Middlebury

GRANTS RECEIVED OR SUBMITTED

- Schweitzer, N. J., & Salerno, J. M. (under review). Solving the brain teaser: *Why neuroimage evidence is sometimes aggravating, mitigating, and inconsequential*. National Science Foundation, \$275,603.
- Salerno, J. M., & Schweitzer, N. J. (under revision). *A formidable opponent: The effects of anger expression, gender, and formidability on minority influence during jury deliberation*. National Science Foundation, \$279,275.
- Salerno, J. M., & Bottoms, B. L. (2011). *The emotional minority: Testing a theoretical model of minority influence, emotion stereotypes, and prejudice in a jury deliberation context*. National Science Foundation Doctoral Dissertation Improvement Grant, \$12,878.
- Salerno, J. M. (2010). Psi Chi Graduate Research Grant, \$1500
- Salerno, J. M. (2010). Society for the Psychological Study of Social Issues Grant-in-Aid, \$1000
- Salerno, J. M. (2010). American Psychology-Law Society Grant-in-Aid, \$480
- Salerno, J. M. (2010). UIC Provost Award for Graduate Research, \$1775
- Salerno, J. M. (2008). UIC Chancellor's Committee on the Status of LGBT Issues Graduate Student Grant, \$554
- Salerno, J. M. (2008). American Psychology-Law Society Grant-in-Aid, \$460
- Salerno, J. M. (2008). Psi Chi Graduate Research Grant, \$804

PUBLICATIONS

*Indicates student coauthors

- Salerno, J. M., Bottoms, B. L., Najdowski, C. J., Harrington, E., *Kemner, G., & *Dave, R. (in press). Excusing murder? Conservative jurors' acceptance of the "gay panic" defense. *Psychology, Public Policy, & Law*.
- Bandes, S. A., & Salerno, J. M. (in press). Emotion, proof and prejudice: The cognitive science of gruesome photos and victim impact statements. *Arizona State Law Review*.
- *Peter-Hagene, C. L., *Jay, A., & Salerno, J. M. (in press). The emotional components of moral outrage and their effect on mock juror verdicts. *The Jury Expert*.
- Diamond, S. S., & Salerno, J. M. (2014). Empirical analysis of juries in tort cases. In J. Arlen (Ed.) *Research handbook on the economics of torts*. Edward Elger Publishing.
- Salerno, J. M., Stevenson, M. C., Najdowski, C. N., Wiley, T. R. A., Bottoms, B. L., & *Peter-Hagene, C. L. (2014). The application of sex offender registry laws to juvenile offenders: Biases against stigmatized adolescents. In M. K. Miller and J. C. Chamberlain (Eds.) *Psychology, law, and the wellbeing of children*. Oxford Press.

- Salerno, J. M., & *Peter-Hagene, C. L. (2013). The interactive effect of anger and disgust in moral outrage and judgments. *Psychological Science, 24*, 2069-2078.
- Haegerich, T. M., Salerno, J. M., & Bottoms, B. L. (2013). Are the effects of juvenile offender stereotypes maximized or minimized by jury deliberation? *Psychology, Public Policy, & Law, 19*, 81-97.
- Nysse-Carris, K. L., Bottoms, B. L., & Salerno, J. M. (2011). Experts' and novices' abilities to detect deception in children. *Psychology, Public Policy & Law, 17*, 76-98.
- Salerno, J. M., & Diamond, S. S. (2010). The promise of a cognitive perspective on jury decision-making. *Psychonomic Bulletin & Review, 17*, 174-179.
- Salerno, J. M., Stevenson, M. C., Bottoms, B. L., Nadjowski, C. J., Wiley, T. R. A., & *Doran, R. (2010). Public attitudes toward applying sex offender registration laws to juvenile offenders. In J. M. Lampinen, & K. Sexton-Radek (Eds.) *Protecting children from violence: Evidence based interventions*. New York: Psychology Press.
- Reynolds, C. E., Nadjowski, C. J., Salerno, J. M., Stevenson, M. C., Wiley, T. R. A., & Bottoms, B. L. (2010). Public perceptions of registry laws for juvenile sex offenders. In F. Columbus (Ed.), *Youth violence: Causes, warning signs and prevention*. Hauppauge, NY: Nova Science Publishers, Inc.
- Salerno, J. M., & Bottoms, B. L. (2010). Unintended consequences of toying with jurors' emotions: The impact of disturbing emotional evidence on jurors' verdicts. *The Jury Expert, 22*, 16-25.
- Salerno, J. M., Nadjowski, C. N., Stevenson, M. C., Wiley, T. R. A., Bottoms, B. L., *Pimentel, P. S., & *Vaca, R. (2010). Psychological mechanisms underlying support for juvenile sex offender registry laws: Prototypes, moral outrage, and perceived threat. *Behavioral Sciences and the Law, 28*, 58-83.
- *Hernandez, G., Salerno, J. M., & Bottoms, B. L. (2010). Attachment to God, religious coping, and alcohol-related coping. *The International Journal for the Psychology of Religion, 20*, 97-108.
- Salerno, J. M., & McCauley, M. (2009). Mock jurors' judgments about scientific experts: Do cross-examination, deliberation, and need for cognition matter? *American Journal of Forensic Psychology, 27*, 1-24.
- Salerno, J. M., & Bottoms, B. L. (2009). Emotional evidence and jurors' judgments: The promise of neuroscience for informing psychology and law. *Behavioral Sciences and the Law: Special Issue: The Neuroscience of Decision Making and Law, 27*, 273-296.
- *Ducker, J. N., Salerno, J. M., Nadjowski, C. J., Bottoms, B. L., & Goodman, G. S. (2009). Child victims, child offenders: An introduction through legal cases. In B. L. Bottoms, C. J. Nadjowski, & G. S. Goodman (Eds.) *Children as victims, witnesses, and offenders: Psychological science and the law*. New York: Guildford Press.
- Dumas, J. A., Salerno, J. M., & Newhouse, P. (2006). Estrogen for the treatment of cognitive impairment and dementia. *Psychiatric Times, 23*, 34-44.

WORK IN PROGRESS & UNDER REVIEW

Salerno, J. M., Murphy, M. C., & Bottoms, B. L. (revision under review). Give the kid a break—But only if he's straight: Retributive motives drive biases against gay youth in ambiguous punishment contexts. *Psychology, Public Policy, & Law*.

Salerno, J. M., Bottoms, B. L., & *Peter-Hagene, L. The wrong arguments in the right hands: Central arguments promote individual accuracy; Yet peripheral arguments promote group accuracy. Manuscript in preparation.

Salerno, J. M., & *Peter-Hagene, C. L. One angry woman: The effect of anger expression on minority influence during jury deliberation. Manuscript in preparation.

Bottoms, B. L., Salerno, J. M., Epstein, M. Gender differences in conformity during deliberation: Group gender dynamics or differences in initial opinion? Manuscript in preparation.

Salerno, J. M. The Emotional Minority Model: Minority influence, emotion expression, and prejudice. Manuscript in preparation.

Salerno, J. M., & *Peter-Hagene, L. Probative or Prejudicial? The effect of probative versus non-probative photographs and defendant race on jurors' verdicts. Manuscript in preparation.

Stevenson, M. C., Najdowski, C. N., Salerno, J. M., Wiley, T. R. A., Bottoms, B. L., *Sorenson, K. M. (in preparation). Does a Juvenile's History of Sexual Abuse Enhance or Diminish Support for Juvenile Sex Offender Registration?

INVITED PRESENTATIONS

Salerno, J. M. (November, 2014). *The emotional side of juror and jury decision making*. Invited paper to be presented at the Master Seminar for Cognitive Science, Ethics and the Law. University of Arizona.

Salerno, J. M. (February, 2014). *The emotional side of juror and jury decision making*. Invited paper presented at Society for Personality and Social Psychology: Pre-conference meeting for Social Psychology & Law, Austin, TX.

Salerno, J. M. (November, 2013). *The emotional side of juror and jury decision making*. Social Psychology Seminar Series, University of Iowa.

Salerno, J. M., (November, 2011). Discussant, Sixth Annual Conference on Empirical Legal Studies, Northwestern University, Chicago, IL.

Salerno, J. M. & Bottoms, B. L. (September, 2011). *Juror versus Jury Decision Making: Implications for Group Process*. Social Psychology Seminar Series, Indiana University, Bloomington.

Salerno, J. M., Stevenson, M. C., Najdowski, C. J., Wiley, T. R. A., Bottoms, B. L. (May, 2008). *Public perception of the application of sex offender registration laws to juvenile sex offenders*. Invited paper presented at Association for Psychological Science: Annual Convention pre-conference meeting for Preventing Child Maltreatment, May 2008, Chicago, IL.

Salerno, J. M. (February, 2005). *Effects of cross-examination, deliberation and need for cognition on jurors'*

ability to evaluate the quality of scientific testimony. Invited talk sponsored by Psychology Club: Middlebury College: Middlebury, VT.

CONFERENCE PRESENTATIONS

Chaired Symposia

Salerno, J. M., & Stevenson, M. C. (March, 2014) *Should adolescents' consensual sexual behavior be punished under sex offender laws? This ambiguity breeds modern bias against stigmatized groups.* Symposium presented at the annual meeting of the 2014 American Psychology-Law Society, New Orleans, LA.

Salerno, J. M., & Stevenson, M. C. (March, 2013). *Counterintuitive race effects in legal decision making: Unexpected leniency toward African American defendants.* Symposium presented at the annual meeting of the American Psychology-Law Society, Portland, OR.

Papers

Salerno, J. M., *Peter-Hagene, C. L., & *Devault, A. (July, 2014). *Emotion expression creates race and gender gaps in minority influence during mock jury deliberation.* Talk to be presented at the biannual meeting of the European Association for Social Psychology, Amsterdam, Netherlands.

Salerno, J. M. & *Peter-Hagene, C. L. (June, 2014). *The interactive effect of anger and disgust in moral outrage and legal judgments.* Talk to be presented at the annual meeting of the International Society for Justice Research, New York, NY.

Salerno, J. M., *DeVault, A., & *Stevens, J. (March, 2014). *Why are we more lenient on “Lipstick Lesbians” than other gay offenders? Differences in perceived sexuality malleability and intent predict punishment.* Talk to be presented at the annual meeting of the American Psychology-Law Society, New Orleans, LA.

*Jay, A. C., Salerno, J. M., Murphy, M. C., & Bottoms, B. L. (March, 2014). *Gender bias in perceived criminality of adolescent “sext” offenders.* Talk to be presented at the annual meeting of the American Psychology-Law Society, New Orleans, LA.

*Martin, J. D., & Salerno, J. M. (March, 2014). *Minority influence during jury deliberation: Differential information processing of Black versus White holdout jurors' arguments.* Talk to be presented at the annual meeting of the American Psychology-Law Society, New Orleans, LA.

*DeVault, A., & Salerno, J. M. (March, 2014). *Motivation underlying the punishment of juvenile sex offenders depends on the gender, sexual orientation, and femininity of the offender.* Poster to be presented at the annual meeting of the American Psychology-Law Society, New Orleans, LA.

Salerno, J. M., & *Peter-Hagene, C. L. (June, 2013). *How gender, race, and emotion expression affect holdout jurors' influence during jury deliberation.* Talk presented at the annual meeting of the Law and Society Association, Boston, MA.

Salerno, J. M., & *Peter-Hagene, C. L. (March, 2013). *Incidental—but not integral—emotional evidence moderates the effect of defendant race on guilt judgments.* Talk presented at the annual meeting of the American Psychology-Law Society, Portland, OR.

Salerno, J. M., *Peter-Hagene, C. L. & Lytle, B. (January, 2013). *One angry woman: Emotion expression*

minority influence in a jury deliberation context. Data blitz talk to be presented at the annual meeting of the Society for Personality and Social Psychology, Psychology & Social Psychology Pre-Conference, New Orleans, LA.

Salerno, J. M., Lytle, B., & *Cunningham, J. (June, 2012). *Emotion and jury deliberation: Does expressing emotion make stereotyped holdout jurors more or less persuasive?* Talk presented at the annual meeting of Law and Society, Honolulu, HI.

Salerno, J. M., Bottoms, B. L., & *Peter-Hagene, C. L. (March, 2012). *Peripheral arguments can sometimes help juries evaluate expert witness quality.* Talk to be presented at the annual meeting of the American Psychology-Law Society, San Juan, Puerto Rico.

*Peter-Hagene, C. L. & Salerno, J. M. (March, 2012). *The interactive effect of anger and disgust on moral outrage and jurors' verdicts.* Poster to be presented at the annual meeting of the American Psychology-Law Society, San Juan, Puerto Rico.

Salerno, J. M., Murphy, M. C., & Bottoms, B. L. (February, 2012). *Give the kid a break—But only if he's straight: Moral outrage drives biases in juvenile sex offender punishment decisions.* Poster to be presented at the Meeting of Society for Personality and Social Psychology, San Diego, CA.

Salerno, J. M., Bottoms, B. L., & Epstein, M. (May, 2011). *Gender differences in conformity: Explained by group gender dynamics or by differences in initial opinion?* Talk presented at the Meeting of the Association for Psychological Society, Washington D.C.

Salerno, J. M., & Bottoms, B. L. (March, 2011). *Give the kid a break -- but only if he's straight: Public support for sex offender registration is biased against adolescent gay sex.* Talk presented at the Meeting of the American Psychology & Law Society, Miami, FL.

Salerno, J. M., & *Peter-Hagene, L. (March, 2011). *Gruesome evidence: Probative or prejudicial? The effect of probative versus non-probative photographs and defendant race on jurors' verdicts.* Talk presented at the Meeting of the American Psychology & Law Society, Miami, FL.

*Peter-Hagene, L. C., Salerno, J. M., & Bottoms, B. L. (March, 2011). *Defendant race and juror gender effects on verdicts in a murder case.* Poster presented at the Meeting of the American Psychology-Law Society, Miami, FL.

Salerno, J. M., Bottoms, B. L., *Vaca, R., & *Larkin, A. (March, 2010). *Cross-examination and jury deliberation protect against flawed expert witnesses only when they testify for the defense.* Talk presented at the Meeting of the American Psychology-Law Society, Vancouver, Canada.

Salerno, J. M., Bottoms, B. L., *Peter-Hagene, C. L., *Roy, K., & *Vargas, M. (March, 2010). *Jurors' reliance on peripheral versus central processing of expert testimony during deliberation.* Talk presented at the Meeting of the American Psychology & Law Society, Vancouver, Canada.

Najdowski, C. N., Stevenson, M. C., Salerno, J. M., Wiley, T. R. A., Bottoms, B. L., & *Sorenson, K. M. (March, 2010). *Perceptions of abuse history as a cause of juvenile sex offending.* Poster presented at the Meeting of the American Psychology & Law Society, Vancouver, Canada.

- Salerno, J. M., Bottoms, B. L., * Larkin, A., & * Vaca, R. (March 2009). *Can cross-examination and deliberation improve jurors' evaluation of scientific expert testimony?* Poster presented at the Meeting of the American Psychology & Law Society, San Antonio, TX.
- Salerno, J. M., * Vargas, M., & Bottoms, B. L. (March 2009). *Do women participate less than men in jury deliberation for a case involving scientific evidence?* Poster presented at the Meeting of the American Psychology & Law Society, San Antonio, TX.
- Salerno, J. M., Stevenson, M. C., Bottoms, B. L., Wiley, T. R. A., Najdowski, C. N., * Pimentel, P., * Vaca, R. (March 2009). *Public support for juvenile sex offender registry laws: Reaction to threat or moral outrage.* Talk presented at the Meeting of the American Psychology & Law Society, San Antonio, TX.
- Salerno, J. M., Stevenson, M. C., Bottoms, B. L., Najdowski, C. J., Wiley, T. R. A., * Vaca Jr., R., & * Schmillen, R. (February, 2009). *Are juvenile sex offender registry laws motivated by perceptions of threat or punishment motives?* Poster presented at the Meeting of the Society for Personality and Social Psychology, Tampa, FL.
- Salerno, J. M., Veilleux, J., & Bottoms, B.L. (March, 2008). *How do jurors reason about science?* Poster presented at the Meeting of the American Psychology & Law Society, Jacksonville, FL.
- Salerno, J. M., & McCauley, M. (March, 2006). *Effects of cross-examination and need for cognition on juror participation during deliberations.* Poster presented at the Meeting of the American Psychology & Law Society, St. Petersburg, FL.
- Newhouse, P., Dumas, J., Naylor, M., Salerno, J. M., Hancur, K., & Johnson, J. (November, 2005). *Estrogen agonist and antagonist effects on anticholinergic-induced cognitive dysfunction in post-menopausal women.* Poster presented at the Meeting of the Society for Neuroscience, Washington, D.C.
- Salerno, J. M. & McCauley, M. (March, 2005). *Effects of cross-examination, deliberation & need for cognition on jurors' ability to evaluate the quality of scientific testimony.* Talk presented at the Meeting of the Eastern Psychological Association, Boston, MA.

LEADERSHIP AND SERVICE

2014	SPSP Mentor Luncheon: "Job Market Tips"
2014	Reviewer, Conference Submissions, American Psychology-Law Society
2013-present	ASU West Faculty-in-Residence
2013-2014	Judge, Society for Personality and Social Psychology Poster Award
2013	SPSP Mentor Luncheon: "Preparing, Applying, and Getting into Graduate School"
2012-present	Member, Minority Affairs Committee, American Psychology-Law Society
2009-2011	Elected Representative, Committee of Graduate Studies
2009-2011	Elected Representative, Graduate Student Council
2008-2010	Campus Representative, American Psychology Law Society

Editorial Board Member:

2014- *Law and Human Behavior*

Ad hoc Reviewer for:

Psychological Science

Psychology, Public Policy & Law

Journal of Personality and Social Psychology *Law & Human Behavior*
Journal of Experimental Social Psychology *Psychology, Crime, & Law*
Personality and Social Psychology Bulletin *Journal of Applied Social Psychology*
Child Maltreatment *Journal of Experimental Psychology: Applied*
Behavioral Decision Making *Journal of Empirical Legal Studies*
Basic and Applied Social Psychology

Ad hoc grant proposal reviewer for the National Science Foundation

TEACHING EXPERIENCE

Instructor

- Psychology & Law (undergraduate), Spring 2014
- Psychology & Law (graduate), Spring 2014
- Graduate Professional Seminar, Fall 2013
- Organizational Behavior, Fall 2012, Spring 2013, Fall 2013
- Statistical Methods in Behavioral Sciences, Spring 2013, Fall 2013

Discussion Section Instructor

- Laboratory in Social Psychology (Fall 2008)
- Research Methods in Psychology (Fall 2006, Spring 2007, Summer 2007, Fall 2007, Spring 2008)

Coordinator

- Psychology 100 Subject Pool (Fall 2008, Spring 2008, Summer 2008, Fall 2009, Spring 2009, Summer 2009, Fall 2010)

Guest Lecturer

- Psychology 242, Introduction to Research Methods (Fall 2011)
- Psychology 417, Psychology & Law (Spring 2010)

PROFESSIONAL AFFILIATIONS

- Society for Empirical Legal Studies
- Society for Personality and Social Psychology
- American Psychology-Law Society
- Association for Psychological Science
- The Society for the Psychological Study of Social Issues
- Law & Society Association