

Matías Rabago Wissinger

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EDUCATION

Gonzaga University, Spokane WA 2020 - 2024

B.A. in Business Administration (Honors)

Individualized Study in Organizational Behavior, Minor: Hogan Entrepreneurial Leadership Program

GPA: 3.95/4.00; summa cum laude

Honors Thesis: *Mindfulness Matters: Fostering Conflict Resilient Teams*

Doctoral-Level Coursework Audited at Northwestern Kellogg:

MORS-526: Micro-Organizational Research Methods (William Brady, Ph.D.)

Relevant Undergraduate Coursework:

Quantitative: Programming Techniques, Database Systems, Business Computing, Statistics, Management Information Systems, Mathematical Analysis-Business

Substantive: I/O Psychology, Scientific Principles of Psychology, Cross-Cultural Psychology, Intercultural Management, Strategic Leadership, Group Research Topics in Psychology

AWARDS & SOCIETIES

Leaders Scholar, <i>Gonzaga University</i>	2020
Regents Scholar, <i>Gonzaga University</i>	2021
Newman Scholar, <i>Gonzaga University Honors Program</i>	2021
Hogan Entrepreneurial Leadership Scholar, <i>Gonzaga University SBA</i>	2021
Presidential Scholar, <i>Institute for American Universities, Madrid</i>	2023
Presidents List Honors, <i>Gonzaga University SBA</i>	2020–2024
Member, Alpha Sigma Nu	2023
Member, Beta Gamma Sigma	2023
Alma and Gill Centioli Scholar, <i>Gonzaga University SBA</i>	2024
Member, The PhD Project	2025
Member, The Society for Personality and Social Psychology	2025

RESEARCH INTERESTS & SKILLS

Conversation, Conflict, Emotion Regulation, Impression Formation, Trust, Decision Making, Identity

Technical: R, SPSS, Python, Qualtrics, JavaScript/HTML, GitHub, Amazon AWS, Zotero, Prolific, CloudResearch, SONA, NLP, Lexical Suite, statistical methods & packages

Related Training: CITI IRB Training, RCR course for Graduate Students and Postdocs

RESEARCH EXPERIENCE

Predoctoral Research Fellow

July 2024 - Present

Northwestern Kellogg School of Management, Evanston IL

PIs: Jacob Teeny, Ph.D. & Chethana Achar, Ph.D.

Advisor: Ginger Lee Jacobson, Ph.D.

- Develop studies investigating (1) how persuasive messages influence attitudes, (2) how exposure to AI-generated content affects creative self-confidence through social comparison, and (3) how identity signaling shapes perception and decision-making
- Perform statistical analyses in SPSS and R incorporating specialized macros like PROCESS, create scientific figures, and program experimental tasks in Python/JavaScript
- Author and share reproducible code on OSF, manage lab experiments, conduct replication checks, and oversee cross-platform study administration
- Conduct large-scale literature reviews (manual and API-based) on political polarization, use Zotero to organize 3,000+ citations, and train undergraduate RAs in systematic review methods

- Design Qualtrics surveys for thousands of participants across multiple studies, draft IRBs, and manage preregistrations

Research Assistant

Sep 2023 - May 2024

Social Interdependence Lab, Gonzaga University Department of Psychology

PI: Adam Stivers, Ph.D.

- Contributed to the development of an experimental task exploring how cognitive heuristics—such as anchoring, availability bias, and representativeness—shape economic decision-making
- Supported data collection for a gamified study on cooperation and control orientations
- Managed lab operations, trained research assistants, maintained materials, and coordinated communication among team members

Honors Thesis Student

Jan 2023 - May 2024

Gonzaga University School of Business Administration

Advisor: Rebecca Bull Schaefer, Ph.D.

- Authored *Mindfulness Matters: Fostering Conflict-Resilient Teams*, receiving highest mark
- Implemented an original month-long mindfulness intervention and examined its effects on workplace conflict and team effectiveness
- Evaluated conflict resilience and team dynamics pre- and post-intervention

CEE Civic/Wolff Fellow

Fall 2022 - Spring 2023

Gonzaga University Center for Community Engagement

Partner Organization: *The ZoNE*, Spokane WA

Advisor: Jene Ray

- Selected for a research and service initiative strengthening community–university partnerships on housing, food insecurity, and after-school care in Spokane’s Hillyard neighborhood
- Analyzed community survey data and conducted needs assessments for BHT grant applications

RESEARCH PRESENTATIONS

Wissinger, M. & Teeny, J.D. (2025) Relational Costs of Goal-Directed Listening in Workplace Conversations. Accepted for presentation at the *Society for Personality and Social Psychology*, Chicago, IL. (2026)

Wissinger, M. (2024) Mindfulness Matters: Fostering Conflict Resilient Teams. Presented at the *Spokane Intercollegiate Research Conference* (Spokane, WA)

Wissinger, M. (2024) Mindfulness Matters: Fostering Conflict Resilient Teams. Presented at the *Honors Program Student Research Symposium* (Spokane, WA)

Wissinger, M. (2023) Growing Community Together: Food, Housing, and Social Instability in the Hillyard Neighborhood. Presented at the *PICCE Student Symposium* (Spokane, WA)

RESEARCH IN PROGRESS

Wissinger, M. & Teeny, J.D. (2025) Relational Costs of Goal-Directed Listening in Workplace Conversations. *In data collection.*

An initial experiment found that, when in conflict, relational listening goals increased exhaustion and reduced authenticity; a follow-up study is built to test how person–goal fit shapes these effects by varying goal language.

Wissinger, M. (2025) Mapping Interpersonal Appraisals: A Tool for Conflict Reframing and Relational Insight. *Tool developed; validation study in progress.*

Developed a self-guided relationship appraisal tool that maps conflict reactions across control and responsibility, offering reframing suggestions for support-giving, reflection, and goal-setting.

REPLICATION & ANALYSIS CONTRIBUTIONS

Jazaieri & Rucker (2025). Softening the blow or sharpening the blade: Examining the reputational effects of satire. *Journal of Experimental Psychology: General* — *Acknowledged in publication; Led replication & coding validation*

Achar, Agrawal, & Adweumnni (2025). From stigma to support: “Black-owned” labels and expertise stereotypes in cannabis and psychedelics markets. *Journal of Consumer Research* — *Developed all analysis code*

- Reich & Teeny (2025). Does artificial intelligence cause artificial confidence? Generative AI as an emerging social referent. *Journal of Personality and Social Psychology — Led replication & coding validation*
- Teeny & Petty (2025). Reactions to undesired outcomes: Evidence for the opposer’s loss effect. *Journal of Personality and Social Psychology — Led replication & coding validation*
- Cheng, Whitson, & Wang (2025). I am, I am not: Strategies to cope with negative group labels. *Journal of Experimental Social Psychology — Led replication & coding validation*
- Spelman, Elnakouri, Kteily, & Finkel (2024). The Opposer’s Loss Effect: Reactions to Losing With vs. Without Opposition. Institute for Policy Research (Working Paper) — *Led replication & coding validation*

APPLIED EXPERIENCE

SBA Mozilo Fellow Summer - Fall 2023
Gonzaga University School of Business Administration
Partner Organization: *The Northeast Community Center, Spokane WA*
Advisor: Tyana Kelley

- Selected to conduct market research and cost analysis to support the Coffee 2 Careers job training initiative for youth experiencing housing instability
- Devised and delivered a workplace readiness training program for disadvantaged women

Marketing Specialist Summer 2023
Steinaway & Associates, Spokane WA
Advisor: Sherry Steinaway

- Designed and developed client website with analytics-informed navigation, managed social media accounts, and supported assessments, team-building, leadership coaching, and training program development

TEACHING EXPERIENCE

Assistant Instructor Summer 2022
Capitol Debate

- Delivered original public speaking and debate lessons for adolescent and high school students

Undergraduate TA Fall 2021
Gonzaga University Department of Sociology

- *HONS 193: Honors First Year Seminar* (Linda Tredennick, Ph.D., & Micheal DeLand, Ph.D.)
- Led weekly discussion sections; guided student teams in executing ethnographic field research

Speech and Debate Tutor Fall 2020-Fall 2024
Wyzant - Self-Employed

- Produced 5+ NSDA decorated top speakers in Lincoln Douglas & Public Forum debate

SERVICE TO THE UNIVERSITY

Student Body President 2022 - 2023
Gonzaga University Honors Program
Advisor: Linda Tredennick, Ph.D.

- Elected to lead a student government team to plan and execute campus-wide events for 300+ students, managing budgets, coordinating fundraising, and overseeing marketing efforts

Languages: English (native), Spanish (proficient)

Interests: Mindfulness, Media Arts, Basketball, Poetry, Vinyasa Yoga