

**GABRIEL S. LENZ**  
(CV 2015-09-28)

Charles and Louise Travers Department of Political Science  
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**CITIZENSHIP:** United States

**EDUCATION**

| <b>INSTITUTION</b>   | <b>DEGREE</b> | <b>DATE</b> |
|----------------------|---------------|-------------|
| Princeton University | Ph.D.         | 2006        |
| Princeton University | M.A.          | 2003        |
| Reed College         | B.A.          | 1998        |

**PROFESSIONAL EXPERIENCE**

**ACADEMIC POSITIONS**

|           |  |
|-----------|--|
| 2013-     | Associate Professor, Political Science, University of California, Berkeley |
| 2011-2013 | Assistant Professor, Political Science, University of California, Berkeley |
| 2010-2011 | Associate Professor, Political Science (without tenure), MIT               |
| 2006-2010 | Assistant Professor, the Political Science, MIT                            |

**PUBLICATIONS**

**Books**

2012 *Follow the Leader? How Voters Respond to Politicians' Performance and Policies*. University of Chicago Press.

**Articles in Refereed Journals**

Forthcoming “Do Open Primaries Improve Representation? An Experimental Test of California’s 2012 Top-Two Primary” (with Douglas J. Ahler and Jack Citrin). *Legislative Studies Quarterly*.  
— Charles Redd Award for Best Paper on the Politics of the American West. Western Political Science Association, 2014.

2015 “Why Voters May Have Failed to Reward Proximate Candidates in the 2012 Top Two Primary” (with Douglas J. Ahler and Jack Citrin). *California Journal of Politics and Policy* 7(1).

- 2015 “Voter Learning in State Primary Elections” (with Shigeo Hirano, Maksim Pinkovskiy, and James M. Snyder). *American Journal of Political Science* 59(1): 91-108.
- 2014 “Red Scare? Revisiting Joe McCarthy's Influence on 1950s Elections” (with Adam J. Berinsky). *Public Opinion Quarterly* 78(2): 369-391.
- 2014 “Substituting the End for the Whole: Why Voters Respond Primarily to the Election-Year Economy” (with Andrew Healy). *American Journal of Political Science* 58(1): 31-47.
- 2012 “Sources of Bias in Retrospective Decision-Making: Experimental Evidence on Voters' Limitations in Controlling Incumbents” (with Gregory A. Huber and Seth J. Hill). *American Political Science Review* 106(4): 720-41.
- 2012 “Evaluating Online Labor Markets for Experimental Research: Amazon.com's Mechanical Turk.” (with Adam J. Berinsky and Gregory A. Huber). *Political Analysis* 25(3): 351-68.  
—*Political Analysis* Editors' Choice for 2012
- 2011 “Looking the Part: Television Leads Less Informed Citizens to Vote Based on Candidates' Appearance” (with Chappell Lawson). *American Journal of Political Science* 55(3): 574-89.
- 2011 “Education and Political Participation: Exploring the Causal Link” (with Adam J. Berinsky). *Political Behavior* 33(3): 357-73.
- 2011 “Does Anxiety Improve Voters' Decision-Making?” (with Jonathan Ladd). *Political Psychology* 32(2): 347-61. (Part of an exchange on our 2008 article.)
- 2010 “Looking Like a Winner: Candidate Appearance and Electoral Success in New Democracies” (with Chappell Lawson, Andy Baker, and Michael Myers). *World Politics* 64(4): 561-93.
- 2009 “Learning and Opinion Change, Not Priming: Reconsidering the Evidence for the Priming Hypothesis.” *American Journal of Political Science* 53(4): 821-37.  
— Winner of best article published in the *American Journal of Political Science* in 2009.  
— Reprinted in Friedman, Jeffrey, and Shterna Friedman. 2012. *Political Knowledge: Critical Concepts in Political Science*. Routledge Taylor & Francis Group.
- 2009 “Exploiting a Rare Communication Shift to Document the Persuasive Power of the News Media” (with Jonathan Ladd). *American Journal of Political Science* 53(2): 394-410.  
— Excerpted in Graber, Doris. 2010. *Media Power in Politics*. 6<sup>th</sup> ed. Washington, DC: CQ Press.
- 2008 “Reassessing the Role of Anxiety in Vote Choice” (with Jonathan Ladd). *Political Psychology* 29(2): 275-96.

## **Reviews**

2009 Review of *Red State, Blue State, Rich State, Poor State: Why Americans Vote the Way They Do*. *Public Opinion Quarterly*, 73(1): 221-223.

## **Other**

2004 “Inequality and Public Policy.” In *Social Inequality*, Kathryn N. Neckerman, ed. New York: Russell Sage Foundation, 797-820.

2000 “Corruption, Culture and Markets” (with Seymour Martin Lipset). In *Culture Matters: Values and Human Progress*, Samuel P. Huntington and Lawrence E. Harrison, ed. New York: Basic Books, 112-24.

## **Works in Progress**

2015 “Face Value? Experimental Evidence that Candidate Appearance Influences Electoral Choice” (with Doug J. Ahler, Michael Dougal, and Jack Citrin). *Under review*.

2015 “Presidential Voting and the Local Economy: Evidence from Two Population Datasets” (with Andrew Healy). *Under review*.

2015 “What Goes with What: Reinterpreting the Evidence on Attitude Stability, Policy Voting, and Multi-Item Issue Scales” (with Sean Freeder and Shad Turney).

2015 “Assessing Bias from the (Mis)Use of Covariates: A Meta-Analysis” (with Peter Osnes and Alexander Sahn).

2015 “Crime and Democratic Accountability: Understanding the Thirty-Year Rise in Crime” (with Sean Freeder).

2015 “A Change of Face: Exploiting Changes in Oregon Voter Pamphlet Pictures to Estimate the Appearance Effect on Vote Share” (with Jens Hainmueller, Dominik Hangartner, and Teppei Yamamoto)

## **SEMINARS, COLLOQUIA, ETC.**

May 2015 “What Goes with What: Reinterpreting the Evidence on Attitude Stability, Policy Voting, and Multi-Item Issue Scales.” McGill University. Massachusetts Institute of Technology (April 2015)

February 2015 “Substituting the End for the Whole: Why Voters Respond Primarily to the Election-Year Economy” University of North Carolina. Ohio State University (January 2015). Oxford University (February 2013). Loyola Marymount University (February 2013). Stanford University (October 2012). Annual meeting of the American Political Science Association,

- New Orleans, LA (September 2012). Advancing Electoral Research - ELECDEM, Florence, Italy (June 2012). California Institute of Technology (April 2012). UCLA (April 2012).
- May 2014 “Do Open Primaries Help Moderate Candidates? An Experimental Test on the 2012 California Primary.” Academia Sinica, Taipei, Taiwan. UCSD (May 2013). Stanford University (April 2013)
- May 2013 “Do Appearances Matter? Two Field like Experiments” West Coast Experiments Conference at Stanford University. Wharton School of the University of Pennsylvania (April 2013).
- April 2012 *New Directions in the Study of Retrospective Voting*. Roundtable at the annual meeting of the Midwest Political Science Association with Neil Malhotra, Randy Stevenson, Raymond Duch, Morris Fiorina, and Andrew Healy.
- April 2012 *Reconsidering the Nature and Origins of Mass Opinion*. Roundtable at the annual meeting of the Midwest Political Science Association with James Stimson, John Zaller, James Stimson, Andrew Sabl, Kenneth Rasinski, Walter Mebane, and Christopher Achen.
- April 2011 “Partisanship and Information Processing: Perceptions and Expectations” Annual meeting of the Midwest Political Science Association, Chicago Illinois.
- March 2011 “Understanding and Curing Myopic Voting” University of Rochester. University of California, Berkeley (December 2010), Princeton University (December 2010). Yale University, ISPS (December 2010). Brown University (December 2010). Yale University, School of Management (November 2010). Harvard University (November 2010).
- September 2010 “Red Scare? Revisiting Joe McCarthy's Influence on 1950s Elections.” Annual meeting of the American Political Science Association, Washington, DC.
- April 2010 “(Mis)Remembering Incumbent Performance.” Annual meeting of the Midwest Political Science Association, Chicago, IL. Yale University (November 2009). University of Pennsylvania (November 2009).
- September 2009 “Getting Rich(er) in Office? Corruption and Wealth Accumulation in Congress.” Annual meeting of the American Political Science Association, Toronto, ON. Annual meeting of the Society for Political Methodology, Yale University (July 2009). Harvard University (March 2009). MIT (March 2009).
- April 2009 “Looking the Part: Television Leads Less Informed Citizens to Vote Based on Candidates’ Appearance.” Annual meeting of the Midwest Political Science Association, Chicago, IL. Annual meeting of the American Political Science Association, Chicago, IL (August 2008). Annual meeting of the Midwest Political Science Association, Chicago, IL (April 2008).
- June 2008 “Exploiting a Rare Communication Shift to Document the Persuasive Power of the News Media” Yale University. Annual meeting of the Midwest Political Science Association, Chicago, IL (April 2006). Annual

- meeting of the American Political Science Association, Philadelphia, PA (August 2006).
- May 2008 “Citizens, Issues, and Democracy.” Princeton University.
- March 2007 “Understanding How and When Campaigns Influence Voters.” Harvard University. MIT (October 2007).
- August 2006 “Testing for Priming While Avoiding Endogeneity Bias: 13 Cases.” Annual meeting of the American Political Science Association, Philadelphia, PA.
- August 2005 “Campaign and Media Attention to Policy Issues Causes Learning-Based Effects, Not Priming.” Annual meeting of the American Political Science Association, Washington, DC.
- April 2005 “The Trouble with Estimates of Priming.” Annual meeting of the Midwest Political Science Association, Chicago, IL.
- July 2004 “Testing for Priming in Two-wave Panels: A Reanalysis of Three Studies Finds Little Evidence of Issue Opinion Priming and Some Evidence of Issue Opinion Change.” Poster presented at the 2004 annual meeting of the Methodology Section of the American Political Science Association, Stanford University, Stanford, CA.
- April 2004 “A Reanalysis of Priming Studies Finds Little Evidence of Issue Opinion Priming and Much Evidence of Issue Opinion Change.” Annual meeting of the Midwest Political Science Association, Chicago, IL.
- April 2004 “Emotions and Voting Behavior: A Critique.” (with Jonathan Ladd). Annual meeting of the Midwest Political Science Association, Chicago, IL.
- August 2003 “A Quantitative Investigation of the Extension of the Franchise in the West.” Annual meeting of the American Political Science Association, Philadelphia, PA.
- April 2003 “Tests of the Priming Hypothesis across Presidential and Senate Campaigns.” Annual meeting of the Midwest Political Science Association, Chicago, IL.

## **HONORS AND AWARDS**

Charles Redd Award for Best Paper on the Politics of the American West. Western Political Science Association, 2014. “Do Open Primaries Help Moderate Candidates? An Experimental Test of the 2012 California Primary” (with Doug J. Ahler and Jack Citrin)

Emerging Scholar Award, 2013, Elections, Public Opinion, and Voting Behavior section of the American Political Science Association. Presented to the top scholar in the field within ten years of his or her doctorate.

*Political Analysis* Editors' Choice Award 2012 for “Evaluating Online Labor Markets for Experimental Research: Amazon.com's Mechanical Turk.” (with Adam J. Berinsky and Gregory A. Huber). *Political Analysis* 25(3): 351-68.

Fellow, Center for the Study of American Politics, Yale University, 2009-2010

Best article published in the *American Journal of Political Science* in 2009. Presented by the Midwest Political Science Association for “Learning and Opinion Change, Not Priming.”

Dean's Fund for Faculty Development, 2007, 2008.

Society for Political Methodology Poster Award (given for the best poster in the area of political methodology at any political science conference in the preceding year), 2004.

Honorific Fellowship alternate, Princeton University, 2004. [University-wide merit fellowship.]

Nominated by the Politics Department for Princeton University teaching award, 2003.

Woodrow Wilson Fellow, Fellowship of Woodrow Wilson Scholars, Princeton University (awarded to “gifted doctoral students, normally in the social sciences, who are working on dissertations with a public policy focus, rather than purely disciplinary projects”), 2003-2005.

Andrew C. Mellon Foundation Summer Fellow, (awarded to support methods research at ICPSR summer workshop), 2001.

University Graduate Fellow, Princeton University (final two years declined in favor of Woodrow Wilson Fellowship), 2000-2004.

Graduate School Summer Fellow, Princeton University, 2002-2005.

NSF Graduate Research Fellowship Program, Honorable Mention, 2001.

Phi Beta Kappa, Reed College, 1998.

## **FIELDS OF INTEREST**

Electoral Behavior

Public Opinion

Political Psychology

Political Communication

## **PROFESSIONAL SERVICE**

Chair, Elections and Voting Behavior, Annual Meeting of the American Political Science Association, 2015.

Robert H. Durr Award Committee, MPSA (member, 2015):

Political Psychology Section (APSA): Best Dissertation Committee (member, 2009)

Referee: *American Political Science Review*, *American Journal of Political Science*, *British Journal of Political Science*, *Electoral Studies*, *European Union Politics*, *International Journal of Public Opinion Research*, *Journal of Experimental Political Science*, *Journal of Experimental Social Psychology*, *Journal of Politics*, *Journal of Political Economy*, *Journal of Public Economics*, *Judgment Decision Making*, Oxford University Press, *Quarterly Journal of Political Science*, *Perspectives on Politics*, *PLOS*, *Political Analysis*, *Political Behavior*, *Political Communication*, *Public Opinion Quarterly*,

*Political Psychology, Political Studies Quarterly, Princeton University Press, Science, TESS, World Politics.*

## **DEPARTMENT AND UNIVERSITY SERVICE**

University of California, Berkeley

Graduate Admissions Committee Chair, 2015  
American Politics Field Coordinator, 2014, 2015  
Graduate Admissions Committee, 2012, 2013, 2014  
IGS California Survey Director, 2013, 2014, 2015

MIT

Minor Advisor, 2008-2009  
Undergraduate Committee, 2008-2009  
Graduate Admissions Committee, 2007-2008, 2010-2011  
Search committee in political science, 2008-2009  
Stellar Faculty Advisory Board, 2007-2009

## **TEACHING EXPERIENCE**

University of California, Berkeley: Introduction to Political Psychology (graduate), Voting Behavior (graduate), Democracy in America (undergraduate), Presidential Elections and Democratic Accountability (undergraduate).

MIT: Introduction to American Politics (undergraduate), Introduction to Research Methods and Statistics (undergraduate), Elections (undergraduate and graduate), Media politics (undergraduate and graduate).

## **MEDIA**

News coverage of my research has appeared in the following:

*Reuters*, Lauren Keiper, Jul. 29, 2010; *Morning Edition*, NPR-WBUR, Jul. 29, 2010; *New York Magazine*, Dan Amira, Aug. 3, 2010; *Politico*, Emily Schultheis, Aug. 3, 2010; *Washington Post*, Ezra Klein, Jul. 28, 2010; *New Republic*, Jonathan Chait, Oct. 12, 2010; *Wall Street Journal*, Week in Ideas, October 16, 2010; "The 10 things to talk about this weekend," *New York Times*, Oct. 27, 2010; *Boston Globe*, Tracy Jan, July 2011; "Social Science for Pennies," *Science*, John Bohannon, Oct. 21, 2011; *Slate*, Libby Copeland, Jan. 25, 2012. *Science*, John Bohannon, February 4, 2014. *Boston Globe*, Kevin Lewis, August 17, 2014.