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BA, PhD (Yale) Contact information Recipient of uWaterloo awards for: Excellence in Research, 2000 Outstanding Performance, 2004, 2008, 2011 Excellence in Graduate Supervision, 2005 Research interests My area of research is the psychology of attitudes. In the domain of communication and persuasion, I have conducted research on overcoming resistance to change (e.g., subliminal

### Mark Zanna | Psychology | University of Waterloo

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