

SONJA GRELLE

✉ sonja.grelle@rub.de | 🌐 rub.de

RESEARCH INTERESTS

Decision-Making, Self-Regulation, Goal Pursuit, Policy Acceptance, Sustainable Consumption

WORK EXPERIENCE

Research Fellow

April 2019 - present

At the Social Psychology Department at the Ruhr-University Bochum, I research psychological predictors of public policy acceptance and compliance, engaging in both experimental approaches as well as field research (e.g., experience-sampling) methodology. Next, I am intensively involved in two DFG-funded projects; one is a computational approach (agent-based modeling) that embeds medical and psychological research and develops normative criteria for socio-economic policy evaluation, and the other is on social comparison impacts self-regulation using the experience-sampling method. Further, I give bachelor's and master's courses in judgment and decision-making, public policy-making, research project seminars, and I supervise bachelor's and master's theses.

Internship

Oct 2018 - March 2019

Consultancy CONTRACT KG in Cologne (Germany) and Cape Town (South Africa)

- Developing and implementing trainings for customers (e.g., Design Thinking, SCRUM)
- Designing organizational development interventions

Research Assistant

Aug 2017 - Sep 2018

Educational Psychology Department at Bielefeld University (Germany)

- Assist with preparation, conduction, data analysis, and evaluation of an experience sampling project on learning strategies

Tutor

June 2017 - Sep 2018

Social Psychology Department at Bielefeld University (Germany)

- Research masters' course "Gender Equality in Psychology."
- Support students with conducting and analyzing their research projects
- Assist with evaluating students' final research reports

Clinical Internship

Jan 2016 - April 2016

Forensic Christophorus Clinic, Münster (Germany)

- Assist with preparing, holding, and evaluating therapeutic sessions
- Administering standard psychological questionnaires
- Assistance during court visits of the patients

Research Internship

Sep 2015 - Dec 2015

Kenyatta University, Nairobi (Kenya)

- Research Project "Student Training for Entrepreneurial Promotion" (STEP)
- Conducting and evaluating interviews with the students

Voluntary and Freelancing Work

July 2010 - present

Diocesis Münster (Germany) and Tula (Mexico)

- Preparation, guidance, and management of seminars for volunteers
- Volunteering year (teaching English) in Hidalgo (Mexico)

PH.D. PROJECT

When and Why do People Accept Public Policy Interventions?

My main research goal is to provide a clearer picture of when and why people accept and ultimately comply with public policies. We are developing an integrative, review-based framework on public policy acceptance that offers guidance for researchers and practitioners. The framework depicts the relevant psychological determinants (e.g., problem awareness, trust, control attribution, value fit, perceived costs, fairness) and their interactions in public policy acceptance across policy domains. It introduces the desire for governmental support as a motivational foundation in public policy acceptance. We empirically test the proposed relationships for the domains of climate change and the COVID-19 outbreak.

EDUCATION

2019 - present	Ph.D. Student (Social Psychology) <i>Ruhr-University Bochum, Germany</i>
Sept - Dec 2021	Research Stay (Consumer and Behavioral Insights, CBS Sustainability) <i>Copenhagen Business School, Denmark</i>
2015 - 2018	Master's Degree in Applied Social- and Clinical Psychology <i>Bielefeld University, Germany</i> (GPA: 1.2/1.0)
Feb - July 2018	Exchange Semester (Applied Social Psychology) <i>Universidade Lisboa, Portugal</i>
2012 - 2015	Bachelor's Degree in Psychology and Cognitive Neuroscience <i>Maastricht University, Netherlands</i> (GPA: 8.2/10 CL)
July 2014 - Jan 2015	Exchange Semester (Clinical and Legal Psychology) <i>Universidad Mayor, Santiago de Chile</i>

PUBLICATIONS

- Diel, K., Grelle, S., & Hofmann, W. (2021). A motivational framework of social comparison. *Journal of Personality and Social Psychology*, 120(6), 1415–1430. <https://doi.org/10.1037/pspa0000204>
- Grelle, S., Bauer, J. M., Nielsen, K., Kukowski, C., & Hofmann, W. (2022). Is dietary goal failure associated with goal-supportive policy attitudes? *Manuscript in preparation*.
- Grelle, S., Fuhrmann-Riebel, H., Kuhn, S., & Hofmann, W. (2022). The role of framing and perceived effort in green nudging acceptance. *Manuscript submitted for publication*.
- Grelle, S., & Hofmann, W. (2022). Verhaltensökonomie und nudging. In P. Ozimek, W. Bierhoff, E. Rohmann, & S. Hanke (Eds.), *Angewandte sozialpsychologie: Ein lehrbuch* (pp. 272–286). Kohlhammer Verlag.
- Grelle, S., & Hofmann, W. (in press). When and why do people accept public policy interventions? – an integrative public policy acceptance framework. *Perspectives on Psychological Science*. <https://osf.io/ty2m7/>

SKILLS

- Languages German (MT), English (fluent), Spanish (fluent), Dutch (fluent), French (B2.2), Portuguese (A2.2)
- IT SPSS Statistics (advanced), R Statistics (advanced), Python (basics), SQL (basics), NetLogo (basics), fMRI (BrainVoyager QX), Eye-tracking (EyeLink® 1000)