

Stephan Winter

Publications

Peer-Reviewed International Journals and Conference Proceedings

Winter, S., Remmelswaal, P., & Vos, A. (2021). When posting is believing: Adaptation and internalization of expressed opinions in social network sites. *Journal of Media Psychology*. doi:10.1027/1864-1105/a000308 [Impact Factor: 1.634]

Winter, S., Maslowska, E., & Vos, A. L. (2021). The effects of trait-based personalization in social media advertising. *Computers in Human Behavior*, 114. doi:10.1016/j.chb.2020.106525 [Impact Factor: 5.003]

Winter, S., Neubaum, G., Stieglitz, S., & Ross, B. (2021). #Opinionleaders: a comparison of self-reported and observable influence of Twitter users. *Information, Communication, & Society*, 24, 1533-1550. doi:10.1080/1369118X.2019.1705374 [Impact Factor: 4.124]

Neubaum, G., Cargnino, M., **Winter, S.**, & Dvir-Gvirsman, S. (2021). "You're still worth it": The moral and relational context of politically motivated unfriending decisions in online networks. *PLOS ONE*, 16(1). doi:10.1371/journal.pone.0243049 [Impact Factor: 2.740]

Dienlin, T., Johannes, N., Bowman, N. D., Masur, P. K., Engesser, S., Kümpel, A. S., Lukito, J., Bier, L. M., Zhang, R., Johnson, B. K., Huskey, R., Schneider, F. M., Breuer, J., Parry, D. A., Vermeulen, I., Fisher, J. T., Banks, J., Weber, R., Ellis, D. E., Smits, T., Ivory, J. D., Trepte, S., McEwan, B., Rinke, E. M., Neubaum, G., **Winter, S.**, Carpenter, C. J., Krämer, N., Utz, S., Unkel, J., Wang, X., Davidson, B. I., Kim, N., Stevenson Won, A., Domahidi, E., Lewis, N. A., & de Vreese, C. (2021). An agenda for open science in Communication. *Journal of Communication*, 71, 1–26. doi:10.1093/joc/jqz052 [Impact Factor: 3.753]

Krämer, N. C., Neubaum, G., **Winter, S.**, Schaewitz, L., Eimler, S., & Oliver, M. B. (2021). I feel what they say: the effect of social media comments on viewers' affective reactions toward elevating online videos. *Media Psychology*, 24, 332-358. doi:10.1080/15213269.2019.1692669 [Impact Factor: 2.736]

Schaewitz, L., **Winter, S.**, & Krämer, N. C. (2021). The influence of privacy control options on the evaluation and user acceptance of mobile applications for volunteers in crisis situations. *Behaviour & Information Technology*, 40, 759-775. doi:10.1080/0144929X.2020.1723703 [Impact Factor: 1.429]

Winter, S. (2020). Do anticipated Facebook discussions diminish the importance of argument quality? An experimental investigation of attitude formation in social media. *Media Psychology*, 23, 79-106. doi:10.1080/15213269.2019.1572521 [Impact Factor: 2.736]

Wojcieszak, M., **Winter, S.**, & Yu, X. (2020). Social norms and selectivity: Effects of norms of open-mindedness on content selection and affective polarization. *Mass Communication and Society*, 23, 455-483. doi:10.1080/15205436.2020.1714663 [Impact Factor: 2.189]

- Flanagin, A. J., **Winter, S.**, & Metzger, M. J. (2020). Making sense of credibility in complex information environments: The role of message sidedness, information source, and thinking styles in credibility evaluation online. *Information, Communication, & Society*, 23, 1038-1056. doi:10.1080/1369118X.2018.1547411 [Impact Factor: 4.124]
- Winter, S.** (2019). Impression-motivated news consumption – Are user comments in social media more influential than on news sites? (Pre-registered study) *Journal of Media Psychology*, 31, 203–213. doi:10.1027/1864-1105/a000245 [Impact Factor: 1.514]
- Sülflow, M., Schäfer, S., & **Winter, S.** (2019). Selective attention in the news feed: An eye-tracking study on the perception and selection of political news posts on Facebook. *New Media & Society*, 2, 168-190. doi:10.1177/1461444818791520 [Impact Factor: 4.800]
- Winter, S.**, Krämer, N. C., Benninghoff, B., & Gallus, C. (2018). Shared entertainment, shared opinions: The influence of Social TV comments on the evaluation of talent shows. *Journal of Broadcasting & Electronic Media*, 62, 21-37. doi:10.1080/08838151.2017.1402903 [Impact Factor: 1.917]
- Walther, J. B., Neubaum, G., Rösner, L., **Winter, S.**, & Krämer, N. C. (2018). The effect of bilingual congruence on the persuasive influence of videos and comments on YouTube. *Journal of Language and Social Psychology*, 37, 310-329. doi:10.1177/0261927X17724552 [Impact Factor: 1.014]
- Horstmann, A., **Winter, S.**, Rösner, L., & Krämer, N. C. (2018). S.O.S. on my phone – Analysis of motives and incentives for participation in smartphone-based volunteering. *Journal of Contingencies and Crisis Management*, 26, 193-199. doi:10.1111/1468-5973.12174 [Impact Factor: 1.365]
- Winter, S.**, Krämer, N. C., & Liang, Y. (2017). User-generated opinion: How reader reactions and source reputation influence the effects of online news. *Studies in Communication and Media*, 6, 240–261. doi:10.5771/2192-4007-2017-3-240
- Krämer, N. C., Feurstein, M., Kluck, J. P., Meier, Y., Rother, M., & **Winter, S.** (2017). Beware of selfies: The impact of photo type on impression formation based on social networking profiles. *Frontiers in Psychology*, 8, 188. doi:10.3389/fpsyg.2017.00188 [Impact Factor: 2.129]
- Krämer, N. C., Eimler, S. C., Neubaum, G., **Winter, S.**, Rösner, L., & Oliver, M. B. (2017). Broadcasting one world: How watching online videos can elicit elevation and reduce stereotypes. *New Media & Society*, 19, 1349 - 1368. doi:10.1177/1461444816639963 [Impact Factor: 4.800]
- Winter, S.**, Metzger, M. J., & Flanagin, A. J. (2016). Selective use of news cues: A multiple-motive perspective on information selection in social media environments. *Journal of Communication*, 66, 669-693. doi: 10.1111/jcom.12241 [Impact Factor: 3.914]

- Winter, S.,** & Neubaum, G. (2016). Examining characteristics of opinion leaders in social media – A motivational approach. *Social Media + Society*, 2, 1-12. doi:10.1177/2056305116665858
- Winter, S.,** & Krämer, N. C. (2016). Who's right: The author or the audience? Effects of user comments and ratings on the perception of online science articles. *Communications – The European Journal of Communication Research*, 41, 339-360. doi:10.1515/commun-2016-0008 [Impact Factor: 0.707]
- Rösner, L., **Winter, S.,** & Krämer, N. C. (2016). Dangerous minds? Effects of uncivil online comments on aggressive cognitions, emotions, and behavior. *Computers in Human Behavior*, 58, 461–470. doi:10.1016/j.chb.2016.01.022 [Impact Factor: 4.306]
- Winter, S.,** Brückner, C., & Krämer, N. C. (2015). They came, they liked, they commented: Social influence on Facebook news channels. *Cyberpsychology, Behavior, and Social Networking*, 18, 431-436. doi:10.1089/cyber.2015.0005 [Impact Factor: 2.650]
- Winter, S.,** Krämer, N. C., Rösner, L., & Neubaum, G. (2015). Don't keep it (too) simple: How textual representations of scientific uncertainty affect laypersons' attitudes. *Journal of Language and Social Psychology*, 34, 251-272. doi: 0.1177/0261927X14555872 [Impact Factor: 1.014]
- Krämer, N. C., **Winter, S.,** Benninghoff, B., & Gallus, C. (2015). How “social” is Social TV? The influence of social motives and expected outcomes on the usage of Social TV applications. *Computers in Human Behavior*, 51, 255-262. doi:10.1016/j.chb.2015.05.005 [Impact Factor: 4.306]
- Detjen, H., Hoffmann, S., Rösner, L., **Winter, S.,** Geisler, S., Krämer, N., & Bumiller, G. (2015). Integrating volunteers into rescue processes: analysis of user requirements and mobile app conception. *International Journal of Information Systems for Crisis Response and Management*, 7, 1–18. doi:10.4018/IJISCRAM.2015040101
- Winter, S.,** Neubaum, G., Eimler, S. C., Gordon, V., Theil, J., Herrmann, J., Meinert, J., & Krämer, N. C. (2014). Another brick in the Facebook wall – How personality traits relate to the content of status updates. *Computers in Human Behavior*, 34, 194–202. doi:10.1016/j.chb.2014.01.048 [Impact Factor: 4.306]
- Winter, S.,** & Krämer, N. C. (2014). A question of credibility – Effects of source cues and recommendations on information selection on news sites and blogs. *Communications – The European Journal of Communication Research*, 39, 435-456. doi:10.1515/commun-2014-0020 [Impact Factor: 0.707]
- Krämer, N. C., Rösner, L., Eimler, S. C., **Winter, S.,** & Neubaum, G. (2014). Let the weakest link go! Empirical explorations on the relative importance of weak and strong ties on social networking sites. *Societies*, 4, 785–809. doi:10.3390/soc4040785
- Winter, S.,** & Krämer, N. C. (2012). Selecting science information in Web 2.0: How source cues, message sidedness, and need for cognition influence users' exposure to blog posts.

Journal of Computer-Mediated Communication, 18, 80–96. doi:10.1111/j.1083-6101.2012.01596.x [Impact Factor: 4.896]

Winter, S., Haferkamp, N., Stock, Y., & Krämer, N. C. (2011). The digital quest for love – The role of relationship status in self-presentation on social networking sites. *Cyberpsychology: Journal of Psychosocial Research on Cyberspace*, 5.
<http://www.cyberpsychology.eu/view.php?cisloclanku=2011121801&article=3>

Winter, S., Krämer, N. C., Appel, J., & Schielke, K. (2010). Information selection in the blogosphere – The effect of expertise, community rating, and age. In S. Ohlsson & R. Catrambone (Eds.), *Proceedings of the 32nd annual conference of the Cognitive Science Society* (pp. 802–807). Austin, TX: Cognitive Science Society.

Krämer, N. C., & **Winter, S.** (2008). Impression management 2.0 – The relationship of self-esteem, extraversion, self-efficacy, and self-presentation within social networking sites. *Journal of Media Psychology*, 20, 106–116. [Impact Factor: 1.514]

Articles in German Journals

Stadtler, M., **Winter, S.**, Scharrer, L., Thomm, E., Krämer, N. & Bromme, R. (2017). Selektion, Integration und Evaluation: Wie wir das Internet nutzen, wenn wir uns über Wissenschaft informieren wollen [Selection, integration, and evaluation: How we use the Internet when searching for science information]. *Psychologische Rundschau*, 68, 177-181. [Impact Factor: 1.231]

Rosenthal-von der Pütten, A., Elson, M. & **Winter, S.** (2016). Kommentar zum Positionspapier zur Lage der Allgemeinen Psychologie aus medienpsychologischer Sicht [Comment on the position paper on the state of general psychology from a media psychological perspective]. *Psychologische Rundschau*, 67, 198-199. [Impact Factor: 1.231]

Krämer, N. C. & **Winter, S.** (2014). Selektion und Rezeption von wissenschaftsbezogenen Informationen aus dem Internet – Entwicklung eines theoretischen Modells und Implikationen für instruktionale Settings [Selection and processing of science-related online content – Development of a theoretical model and implications for instructional settings]. *Unterrichtswissenschaft – Zeitschrift für Lernforschung*, 42, 39–54.
doi:09201401039

Schmitt-Beck, R., Schwarz, F., Abbaszadeh, C. & **Winter, S.** (2005). Wahlkommunikation im Internet. Eine Exploration zur Nutzung von Informationslotsen am Beispiel des „WählerInformationSystems“ zur Europawahl 2004 [Online communication about elections: Exploring the usage of a search tool for the European elections 2004]. *Zeitschrift für Parlamentsfragen*, 36, 839–853.

Authored Book

Winter, S. (2013). *Lost in Information? – Sozialpsychologische Aspekte der Selektion und Rezeption von journalistischen Online-Angeboten* [Lost in information? Social

psychological aspects of selecting and processing online news]. Stuttgart, Germany: Kohlhammer.

Chapters in Edited Books

- Winter, S.** (2020). Heuristic-systematic model. *The International Encyclopedia of Media Psychology*. Hoboken, NJ: Wiley-Blackwell. doi:10.1002/9781119011071
- Winter, S.** & Rösner, L. (2019). Krisenkommunikation im Gesundheitsbereich. In M. Hastall & C. Rossmann (Hrsg.), *Handbuch der Gesundheitskommunikation* (S. 423-432). Wiesbaden: Springer. doi:10.1007/978-3-658-10948-6_34-1
- Hu, X., & **Winter, S.** (2019). The effects of abstract vs. concrete mindsets on the persuasiveness of online reviews: A construal level perspective. In E. Bigne E. & S. Rosengren (Eds.), *Advances in Advertising Research X* (pp. 43-52). Wiesbaden, Germany: Springer.
- Winter, S.**, & Schulte-Bockholt, L. (2018). When do we trust online reviews by similar vs. dissimilar users? An application of construal level theory. In V. Cauberghe, L. Hudders, & M. Eisend (Eds.), *Advances in advertising research IX: Power to consumers* (pp. 287-300). Wiesbaden, Germany: Springer.
- Krämer, N. C., & **Winter, S.** (2017). Digitized communication at work. In G. Hertel, D. Stone, R. Johnson, & J. Passmore (Eds.), *The Wiley Blackwell Handbook of the Psychology of the Internet at Work* (p. 21-38). Chichester, UK: Wiley-Blackwell.
- Winter, S.** (2016). Selective Exposure. In N. C. Krämer, S. Schwan, D. Unz & M. Suckfüll (Eds.), *Medienpsychologie: Schlüsselbegriffe und Konzepte* (2nd Edition, p. 24-30). Stuttgart, Germany: Kohlhammer.
- Eimler, S. C. & **Winter, S.** (2016). Impression Management und Self-Disclosure in sozialen Medien [Impression management and self-disclosure in social media]. In N. C. Krämer, S. Schwan, D. Unz & M. Suckfüll (Eds.), *Medienpsychologie: Schlüsselbegriffe und Konzepte* (2nd Edition, p. 363-371). Stuttgart, Germany: Kohlhammer.
- Krämer, N. C., Rösner, L. & **Winter, S.** (2016). Krisenkommunikation bei Facebook? Wie sich die Social-Media-Nutzung öffentlicher Institutionen auf ihre Glaubwürdigkeit auswirkt [Crisis communication on Facebook? How the social media usage of public institutions affects their perceived credibility]. In T. Jäger, D. Freudenberg & A. Daun (Eds.), *Politisches Krisenmanagement – Wahrnehmung, Wissen und Kommunikation* (p. 155–167). Wiesbaden, Germany: Springer. doi:10.1007/978-3-658-09223-8_10
- Winter, S.**, Eimler, S. C., Haferkamp, N. & Krämer, N. C. (2010). Bildung zum Download? Der Einfluss von Print- und Online-Medien auf das Allgemeinwissen [Knowledge for download? The influence of print and online news media usage on general knowledge]. In S. Trepte & M. Verbeet (Eds.), *Allgemeinbildung in Deutschland – Erkenntnisse aus dem SPIEGEL-Studentenpisa-Test* (p. 315–332). Wiesbaden, Germany: VS-Verlag.

Conference Papers and Presentations

Cargnino, M., Neubaum, G., & **Winter, S.** (2021, July). *Building politically congruent networks and connections to perceived homogeneity in social media*. Conference of the International Society of Political Psychology (ISPP) 2021.

Hirschhäuser, V., & **Winter, S.** (2021, May). *The influence of moral framing and impression motivation on the persuasive effect of YouTube comments*. Paper presented at the annual conference of the International Communication Association, Virtual Event.

Klebba, L., & **Winter, S.** (2021, May). *Threat alert: (Fake) News selection and sharing during the COVID-19 pandemic*. Paper presented at the annual conference of the International Communication Association, Virtual Event.

Winter, S. (2021, February). *Microtargeting from a media psychology perspective*. Presentation at the workshop "Privacy and political behavioral targeting. Hohenheim, Germany, Virtual Event.

Winter, S., Maslowska, E. H., & Vos, A. L. (2020, May). *The effects of trait-based personalization in social media advertising*. Paper presented at the annual conference of the International Communication Association. Gold Coast, Australia, Virtual Session.

Neubaum, G., Cargnino, M., **Winter, S.**, & Dvir-Gvirsman, S. (2020, May). *"You're still worth it!" The moral and relational context of politically motivated unfriending decisions in online networks*. Paper presented at the annual conference of the International Communication Association. Gold Coast, Australia, Virtual Session.

Dienlin, T., Johannes, N., Bowman, N. D., Masur, P. K., Engesser, S., Kümpel, A. S., Lukito, J., Bier, L. M., Zhang, R., Johnson, B. K., Huskey, R., Schneider, F. M., Breuer, J., Parry, D. A., Vermeulen, I., Fisher, J. T., Banks, J., Weber, R., Ellis, D. E., Smits, T., Ivory, J. D., Trepte, S., McEwan, B., Rinke, E. M., Neubaum, G., **Winter, S.**, Carpenter, C. J., Krämer, N., Utz, S., Unkel, J., Wang, X., Davidson, B. I., Kim, N., Stevenson Won, A., Domahidi, E., Lewis, N. A., & de Vreese, C. (2020). *An agenda for open science in Communication*. Paper presented at the annual conference of the International Communication Association. Gold Coast, Australia, Virtual Session.

Winter, S., Remmelswaal, P., & Vos, A. (2019, September). *Do we believe what we post? How social media users internalize expressed opinions*. Presentation at the Media Psychology conference of the German Psychological Society DGPs. Chemnitz, Germany.

Cargnino, M., Neubaum, G., **Winter, S.**, & Dvir-Gvirsman, S. (2019, September). *You're still worth it! How relational closeness and perceived social support affect unfriending intentions in the face of moral trespasses*. Presentation at the Media Psychology conference of the German Psychological Society DGPs. Chemnitz, Germany.

Winter, S., Remmelswaal, P., & Vos, A. (2019, May). *When posting Is believing: Adaptation and internalization of expressed opinions in social and "non-social" media*. Paper presented at

the annual conference of the International Communication Association. Washington, D.C., USA.

Cargnino, M., Neubaum, G., & **Winter, S.** (2019, May). *We're a good match: Opinion congruence as a motive of friending in social networking sites*. Paper presented at the annual conference of the International Communication Association. Washington, D.C., USA.

Rösner, L., Flanagin, A. J., Heidemann, R., Hoss, T., Kölmel, L., Krämer, N. C., Metzger, M. J., & **Winter, S.** (2019, May). *Social sharing of political disinformation: Effects of tie strength, message valence, and corrective information on evaluations of political figures*. Paper presented at the annual conference of the International Communication Association. Washington, D.C., USA.

Cargnino, M., Neubaum, G., & **Winter, S.** (2019, Februar). *Wir passen einfach nicht zusammen: Meinungskongruenz als Auswahlkriterium für Kontakte auf sozialen Netzwerkseiten*. Präsentation bei der Jahrestagung der DGPK-Fachgruppe Rezeptions- und Wirkungsforschung. Mainz.

Winter, S. (2018, September). Understanding Fake News: How readers process and evaluate biased online information in social media. *Invited symposium at the conference of the German Psychological Society DGPs*. Frankfurt, Germany.

Winter, S., Krämer, N. C., Hoss, T., Kölmel, L., Feldmann, F., van Voort, A., Flanagin, A. J., & Metzger, M. J. (2018, September). When true friends share fake news: The effects of tie strength and message valence on the evaluation of political misinformation. *Presentation at the conference of the German Psychological Society DGPs*. Frankfurt, Germany.

Hu, X., & **Winter, S.** (2018, June). The effects of abstract vs. concrete mindsets on the persuasiveness of online reviews: A construal level perspective. *Paper presented at the International Conference on Research in Advertising (ICORIA)*. Valencia, Spain.

Bernritter, S., **Winter, S.**, Verlegh, P., & Smit, E. (2018, June). Brands with benefits: brand- and network-related drivers of engagement with social advertising. *Paper presented at the International Conference on Research in Advertising (ICORIA)*. Valencia, Spain.

Winter, S., & Schulte-Bockholt, L. (2018, May). A matter of timing: Effects of source similarity and message type on the persuasiveness of online reviews. *Paper presented at the annual conference of the International Communication Association*. Prague, Czech Republic.

Flanagin, A. J., **Winter, S.**, & Metzger, M. J. (2018, May). Making sense of credibility in complex information environments: The role of message sidedness, information source, and thinking styles. *Paper presented at the annual conference of the International Communication Association*. Prague, Czech Republic.

Wojcieczak, M., **Winter, S.**, Kremer, L., & Rogers, T. (2018, May). Social norms and selectivity: Effects of norms of openmindedness on unbiased content selection and affective

polarization. *Paper presented at the annual conference of the International Communication Association*. Prague, Czech Republic.

Dvir-Gvirsman, S., **Winter, S.**, & Neubaum, G. (2018, May). The public in our minds – Comparing the importance of ingroup opinion climates in the US, Israel and Germany. *Poster presented at the annual conference of the International Communication Association*. Prague, Czech Republic.

Neubaum, G., **Winter, S.**, & Dvir-Gvirsman, (2018, May). You're a bad person! When moral violations lead to unfriending behavior on social media. *Presentation at the annual conference of the International Communication Association*. Prague, Czech Republic.

Winter, S., Neubaum, G., Stieglitz, S., & Ross, B. (2018, February). #OpinionLeaders: A mixed-method study on self-perceived and observed influence of Twitter users. *Presentation at the Etmaal of the Netherlands-Flanders Communication Association*. Ghent, Belgium.

Winter, S., Schwenner, L., & Belak, L. (2017, September). Impression-motivated reasoning in social media: Expectations of Facebook discussions reduce the persuasive effects of argument quality. *Presentation at the conference of the Media Psychology division of the DGPs*. Landau, Germany.

Winter, S., & Schulte-Bockholt, L. (2017, June). *When do we trust online reviews by similar vs. dissimilar users? An application of construal level theory*. Paper presented at the International Conference on Research in Advertising (ICORIA). Ghent, Belgium.

Winter, S., Schwenner, L., & Belak, L. (2017, May). *Do Facebook users neglect the facts? An experimental investigation of news consumption on social networking sites*. Paper presented at the annual conference of the International Communication Association. San Diego, USA.

Winter, S., Neubaum, G., Stieglitz, S., & Ross, B. (2017, May). #OpinionLeaders: A comparison of self-reported and actual influence of Twitter users. Presentation at the annual conference of the International Communication Association. San Diego, USA.

Krämer, N. C., **Winter, S.**, Neubaum, G., Rösner, L., Eimler, S. C., & Oliver, M. B. (2017, May). *I feel what they say: The effect of social media comments on viewers' affective reactions toward elevating online videos*. Paper presented at the annual conference of the International Communication Association. San Diego, USA.

Rösner, L., & **Winter, S.** (2017, May). *The influence of privacy control on the evaluation of mobile applications for volunteers in crisis situations*. Paper presented at the annual conference of the International Communication Association. San Diego, USA.

Sülflow, M., Schäfer, S., & **Winter, S.** (2017, May). *Selective attention in the news feed*. Paper presented at the annual conference of the International Communication Association. San Diego, USA.

- Rösner, L., **Winter, S.** & Krämer, N. C. (2016, November). *The influence of privacy control options on the evaluation and usage intentions of mobile applications for volunteers in crisis situations*. Presentation at the conference of the European Communication Research and Education Association (ECREA). Prague, Czech Republic.
- Hayat, T., HersHKovitz, A., Krämer, N. C., & **Winter, S.** (2016, October). *Credibility assessment and tie strength on Facebook*. Presentation at the AOIR (Association of Internet Researchers) conference. Berlin, Germany.
- Walther, J. B., Neubaum, G., Rösner, L., **Winter, S.**, & Krämer, N. C. (2016, June). *The persuasive effect of language congruence between video and comments on YouTube*. Paper presented at the 15th International Conference on Language and Social Psychology. Bangkok, Thailand.
- Winter, S.**, Metzger, M. J., & Flanagin, A. J. (2016, June). *Selective use of news cues – A multiple-motive perspective on information selection in social media environments*. Paper presented at the annual conference of the International Communication Association. Fukuoka, Japan.
- Meinert, J., & **Winter, S.** (2016, June). *The personal is political: The influence of Facebook status updates on the perception of politicians*. Paper presented at the annual conference of the International Communication Association. Fukuoka, Japan.
- Winter, S.**, Metzger, M. J., & Flanagin, A. J. (2016, January). *Wer folgt der Masse, wer der eigenen Meinung? Selective Exposure in sozialen Medien und der Einfluss situativer Motivationen* [Selective exposure in social media and the influence of situational motivations]. Presentation at the media effects conference of the German Association for Communication (DGPK). Amsterdam, Netherlands.
- Rösner, L., **Winter, S.**, & Krämer, N. C. (2015, October). *S.O.S. on my phone – How mobile applications can help to motivate volunteers in emergency situations*. Presentation at Crisis4: The 4th International Conference on Crisis Communication in the 21st Century. Helsingborg, Sweden.
- Wilden, E., **Winter, S.**, Straßmann, C., & Ernst, T. (2015, September). *Real vs. superficial complexity: Effects of two-sided headlines and arguments on readers' attitudes toward scientific debates*. Presentation at the 9th conference of the media psychology division of the German Psychological Society DGPs. Tübingen, Germany.
- Winter, S.**, Benninghoff, B., Gallus, C., & Krämer, N. C. (2015, September). *Shared entertainment, shared opinions: The influence of Social TV comments on the evaluation and enjoyment of talent shows*. Presentation at the 9th conference of the media psychology division of the German Psychological Society DGPs. Tübingen, Germany.
- Straßmann, C., **Winter, S.**, & Krämer, N. C. (2015, September). *Persuasive effects of product review videos on YouTube – A comparison of central and heuristic cues*. Presentation at the 9th conference of the media psychology division of the German Psychological Society DGPs. Tübingen, Germany.

- Winter, S.**, Liang, Y., & Krämer, N. C. (2015, May). *User-generated opinion: How reader reactions and source reputation influence the effects of online news*. Paper presented at the annual conference of the International Communication Association. San Juan, Puerto Rico.
- Krämer, N. C., **Winter, S.**, Benninghoff, B., & Gallus, C. (2015, May). *How "social" is Social TV? The influence of social motives and expected outcomes on the usage of Social TV applications*. Poster presented at the annual conference of the International Communication Association. San Juan, Puerto Rico.
- Krämer, N. C., Eimler, S. C., Neubaum, G., Rösner, L., **Winter, S.**, & Oliver, M. B. (2015, May). *Broadcasting one world – How watching elevating online videos can strengthen universal orientation and reduce stereotypes*. Paper presented at the annual conference of the International Communication Association. San Juan, Puerto Rico.
- Winter, S.** & Neubaum, G. (2015, January). *Meine Facebook-Freunde, ihre Meinung und ich: Interpersonale Persuasionsprozesse auf sozialen Netzwerkseiten* [Processes of interpersonal persuasion on social networking sites]. Workshop at the media effects conference of the German Association for Communication (DGPK). Bamberg, Germany.
- Winter, S.**, Krämer, N. C., Straßmann, C. & Lang, T. (2015, Januar). *Who's right: The author or the audience? Effects of user reactions on the perception of science blog articles*. Presentation at the science communication conference of the German Association for Communication (DGPK). Jena, Germany.
- Przybilski, P., Nölleke, D., & **Winter, S.** (2014, June). *Multi-platform strategies of 'traditional' media: Practices of content production for Facebook in four German print media*. Presentation at the annual conference of the European Media Management Education Association (EMMA). Tallinn, Estonia.
- Rösner, L., **Winter, S.**, Walther, J. B., Krämer, N. C., & Ganster, T. (2014, May). *Lost and found in translation – Persuasive effects of native language and international comments on YouTube*. Paper presented at the annual conference of the International Communication Association. Seattle, USA.
- Winter, S.**, Neubaum G., Eimler, S. C., Meinert, J., Herrmann, J., Theil, J., & Gordon, V. (2014, May). *Another brick in the Facebook wall – How personality traits relate to the content of status updates*. Paper presented at the annual conference of the International Communication Association. Seattle, USA.
- Winter, S.**, & Neubaum, G. (2014, May). *Two-step flow on Facebook – Opinion leadership in social networking sites*. Presentation at the annual conference of the International Communication Association. Seattle, USA.
- Winter, S.**, & Brückner, C. (2014, May). *They came, they liked, they commented – Social influence on Facebook news channels*. Presentation at the annual conference of the International Communication Association. Seattle, USA.

- Winter, S.,** Rösner, L., Neubaum, G., Krämer, N. C., & Straßmann, C. (2014, May). *When science bloggers persuade the audience – Effects of message sidedness, author expertise, and reader characteristics on attitudes toward scientific topics*. Presentation at the conference of Public Communication of Science and Technology (PCST). Salvador de Bahia, Brazil.
- Winter, S.,** Nölleke, D., & Straßmann, C. (2014, March). *"Share me, like me and comment!" Print media and their Facebook channels*. Presentation at the ECREA conference "Journalism in Transition". Thessaloniki, Greece.
- Neubaum, G., & **Winter, S.** (2014, March). *Exploring the Facebook two-step flow: A survey on opinion leadership in social networking sites*. Presentation at the General Online Research (GOR) conference. Cologne, Germany.
- Winter, S.** (2014, March). *Lost in information? Social psychological aspects of selecting and processing online news*. Presentation at the General Online Research (GOR) conference. Cologne, Germany.
- Winter, S.,** Krämer, N. C., Neubaum, G., Rösner, L., Straßmann, C., & Sauer, V. J. (2013, September). *How persuasive are science blogs? Effects of message sidedness, source expertise, and reader characteristics on attitude formation toward scientific debates*. Presentation at the 8th conference of the media psychology division of the German Psychological Society DGPs. Würzburg, Germany.
- Winter, S.,** Krämer, N. C., Rösner, L., & Neubaum, G. (2013, June). *Don't keep it (too) simple – How representations of scientific uncertainty in online articles affect laypersons' attitudes*. Paper presented at the annual conference of the International Communication Association, June 2013. London, UK.
- Winter, S.,** & Liang, Y. (2012, May). *The influence of source reputation and user statements on the perception of online news articles*. Presentation at the annual conference of the International Communication Association (ICA). Phoenix, USA.
- Winter, S.,** Krämer, N. C., Neubaum, G., Rösner, L., & Appel, J. (2012, May). *Selecting science information in Web 2.0: Effects of personality characteristics, source cues, and message complexity*. Presentation at the annual conference of the International Communication Association (ICA). Phoenix, USA.
- Winter, S.,** & Krämer, N. C. (2012, April). *Coping with information overload: How laypersons select science-related content in Web 2.0*. Presentation at the Public Communication of Science and Technology (PCST) conference. Florence, Italy.
- Winter, S.,** Krämer, N. C., Neubaum, G., & Appel, J. (2011, August). *Lost in the Web? – The effect of information complexity and cognitive abilities on the selection of online science articles*. Presentation at the 7th conference of the media psychology division of the DGPs. Bremen, Germany.

Krämer, N. C., & **Winter, S.** (2011, June). *The effects of message complexity and source information on the selection of online science articles*. Presentation at the DFG-NSF conference "Public understanding and public engagement with science". New York, USA.

Winter, S., Krämer, N. C., Appel, J., Schielke, K., & Neubaum, G. (2011, May). *The influence of information complexity on the selection of online science articles*. Presentation at the annual conference of the International Communication Association (ICA). Boston, USA.

Winter, S., Krämer, N. C., Appel, J., & Schielke, K. (2011, May). *A question of expertise: How heuristic source cues influence selective exposure to online science information*. Paper presented at the annual conference of the International Communication Association (ICA). Boston, USA.

Winter, S., Haferkamp, N., Stock, Y., & Krämer, N. C. (2011, March). *All the single ladies – Relationship status and its relation to self-presentation on social networking sites*. Presentation at the General Online Research (GOR) conference. Düsseldorf, Germany.

Winter, S., Krämer, N. C., Appel, J., & Neubaum, G. (2011, March). *Both sides of the story? – How information complexity influences the selection of online science articles*. Presentation at the General Online Research (GOR) Conference. Düsseldorf, Germany.

Winter, S., & Krämer, N. C. (2010, July). *Science information in the Internet – The effect of source cues on selective exposure*. Presentation at the conference "Science and the public". London, UK.

Winter, S., Krämer, N. C., Schielke, K., & Appel, J. (2010, June). *Credibility in the blogosphere – Source effects on the selection of online science information*. Presentation at the annual conference of the International Communication Association (ICA). Singapore.

Winter, S., Appel, J., Schielke, K., & Krämer, N. C. (2010, May). *Who's an expert in the Web? Source effects on the selection of online science information*. Presentation at the General Online Research (GOR) Conference. Pforzheim, Germany.

Winter, S., & Krämer, N. C. (2008, July). *Impression management 2.0: Self-presentation on social networking sites and its relationship to personality*. Paper presented at the International Congress of Psychology (ICP). Berlin, Germany.

Invited Talks

Winter, S. (2019, November). *Die Psychologie sozialer Medien in postfaktischen Zeiten: Von Selfies zu Fake News und Microtargeting*. Vortrag bei den Psycho-Tagen der Universität Koblenz-Landau.

Winter, S. (2019). *Filterblase oder Fenster zur Welt? Informationsauswahl und Meinungsbildung im Zeitalter sozialer Medien*. Impulsvortrag bei der LehrerInnen-Fortbildung „Werte- und Demokratieerziehung in Zeiten von Fake News und Hate Speech“. Universität Koblenz-Landau.

Winter, S. (2015, April). *Understanding science in the information tide: How students and laypersons make sense of online information*. Presentation at the conference “Open Knowledge? Potentials of digital publishing in the academic world”. University of Duisburg-Essen.

Winter, S. (2014, December). *Finding scientific answers online – How laypersons select and process science-related content in Web 2.0*. Presentation at the Center for Nanotechnology in Society. University of California, Santa Barbara.

Winter, S. (2014, November). *I like the news: Informational uses of social media and processes of attitude formation and expression*. Lecture at the Center for Information Technology and Society. University of California, Santa Barbara.