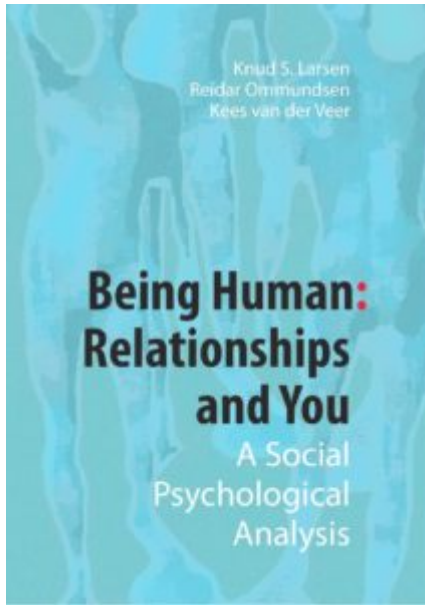


Being Human. References



Abell, G.O.C(1981). Astrology. In G.O. Abell & B. Singer (Eds.), *Science and the paranormal: Probing the existence of supernatural*. New York: Charles Scribner's Sons.

Abelson, R.P., Kinder, D.R, Peters, M.D., & Fiske, S.T. (1982). Affective and semantic components in political person perception. *Journal of Personality and Social Psychology*, 42, 619-630.

Aberson, C.L., & Ettlin, T.E. (2004). The aversive racism paradigm and responses favoring African-Americans: Meta-analytic evidence of two types of favoritism. *Social Justice Research*, 17, 25-45.

Aboud, R. (1988). *Children and prejudice*. New York: Basil Blackwell.

Abraham, M.M., & Lodish, L.M. (1990). Getting the most out of advertising and promotion. *Harvard Business Review*, 68, 50-60.

Abrahmson, A.C., Baker, L.A., & Capsi, A. (2002). Rebellious teens? Genetic and environmental influences on the social attitudes of adolescents. *Journal of Personality and Social Psychology*, 83, 1392-1408.

Abrams, D., Wetherell, M., Cochrane, S., Hogg, M.A., & Turner, J.C. (1990). Knowing what to think by knowing who you are: Self-categorization and the nature of norm formation, conformity, and group polarization. *British Journal of Social Psychology*, 29, 97-119.

Abramson, L.Y. (Ed.). *Social cognition and clinical psychology: A synthesis*. New York: Guilford.

Abramson, L.Y., Metalsky, G.I., & Alloy, L.B. (1989). Hopelessness depression: A theory based subtype of depression. *Psychological Review*, 96, 358-372.

Adams, H.E., Wrigth, L.W., & Lohr, B.A. (1996). Is homophobia associated with homosexual arousal? *Journal of Abnormal Psychology*, 105, 440-445.

Addis, M.E., & Mahalik, J.R. (2001). Men, masculinity, and the context of help seeking. *American Psychologist*, 58, 5-14.

Adler, J. (1994, November 7), Beyond the bell curve. *Newsweek*, p. 56.

Adler, N.E., Boyce, T., Chesney, M.A., Cohen, S., Folkman, S., & Kahn, R.L. (1994). Socioeconomic status and health: The challenge of the gradient. *American Psychologist*, 49, 15-24.

- Adorno, T.W., Frenkel-Brunswik, E., Levinson, D.J., & Sanford, R.N. (1950). *The authoritarian personality*. New York: Harper.
- Agnew, C.R., Van Lange, P.A.M., Rusbult, C.E., & Langston, C.A. (1998). Cognitive interdependence: Commitment and the mental representations of close relationships. *Journal of Personality and Social Psychology*, 74, 939-954.
- AhYun, K. (2002). Similarity and attraction. In M. Allen, R.W. Preiss, B.M. Gayle, & N.A. Burrell (Eds.), *Interpersonal communications research* (pp. 145-167). Mahwah, NJ: Erlbaum.
- Ainsworth, M.D., Blehar, M.C., Waters, E., & Wall, S. (1978). *Patterns of attachment*. Hillsdale, NJ: Erlbaum.
- Ajzen, I. (1982). On behaving in accordance with one's attitudes. In M.P. Zanna, E.T. Higgins, & C.P. Herman (Eds.), *Consistency in social behavior: The Ontario Symposium, vol. 2*, Hillside, NJ: Erlbaum.
- Ajzen, I. (1985). From intentions to actions: a theory of planned behavior. In J. Kuhl & J. Beckman (Eds.), *Action-control: From cognition to behavior*. Heidelberg, Germany: Springer-Verlag.
- Ajzen, I. (1987). Attitudes, traits, and actions: Dispositional prediction of behavior in personality and social psychology. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 20, pp. 1-63). San Diego, CA: Academic Press.
- Ajzen, I. (1996). The directive influence of attitudes on behavior. In P.M. Gollwitzer, & J.A. Bargh (Eds.), *Linking cognition and motivation to behavior* (pp. 385-403). New York: Guilford Press.
- Ajzen, I., & Fishbein, M. (1977). Attitude-behavior relations: A theoretical analysis and review of empirical research. *Psychological Bulletin*, 84, 888-918.
- Ajzen, I., & Fishbein, M. (1980). *Understanding attitudes and predicting social behavior*. Englewood Cliffs, NJ: Prentice-Hall.
- Ajzen, I., & Madden, T.J. (1986). Prediction of goal-directed behavior: Attitudes, intentions, and perceived behavioral control. *Journal of Experimental Social Psychology*, 22, 453-474.
- Akert, R.M. (1998). Terminating romantic relationships: The role of personal responsibility and gender. Unpublished manuscript, Wellesley College.
- Albarracin, D., Johnson, B.T., Fishbein, M., & Muellerleile, P.A. (2001). Theories of reasoned action and planned behavior as models of condom use; A meta-analysis. *Psychological Bulletin*, 127, 142-161.
- Albarracin, D., & Wyer, R.S. (2000). The cognitive impact of past behavior:

Influences on beliefs, attitudes, and future behavioral decisions. *Journal of Personality and Social Psychology*, 79, 5-22.

Albarracin, D., & Wyer, R.S. (2003). Affect as information in persuasion: A model of affect differentiation and discounting. *Journal of Personality and Social Psychology*, 84, 453-469.

Albright, L., Malloy, T.E., Dong, Q., Kenny, D.A., Fang, X., Winkquist, L., & Yu, D. (1997). Cross-cultural consensus in personality judgments. *Journal of Personality and Social Psychology*, 72, 558-569.

Allen, M. (1991). Meta-analysis comparing the persuasiveness of one-sided and two-sided messages. *Western Journal of Speech Communication*, 55, 390-404.

Allen, M., D'Alessio, D., & Brenzgel, K. (1995). A meta-analysis summarizing the effects of pornography: Vol. 2. Aggression after exposure. Thousand Oaks, CA.: Sage.

Allen, V.L. (1965). Situational factors in conformity. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 2, pp.133-175). New York: Academic Press.

Allison, P.D. (1992). The cultural evolution of beneficial norms. *Social Forces*, 71, 279-301.

Allport, G.W. (1954). *The Nature of Prejudice*. Cambridge, Mass.: Addison-Wesley.

Allport, G.W. (1985). The Historical Background of Social Psychology. In G. Lindzey, & E. Aronson (Eds). *Handbook of Social Psychology* (Vol. 1). New York: Random House.

Allport, G.W., & Ross, J.M. (1967). Personal religious orientation and prejudice. *Journal of Personality and Social Psychology*, 5, 432-443.

Alluisi, E.A., & Afdams, O.S. (1962). Predicting letter preferences: Aesthetics and filtering in man. *Perceptual and Motor Skills*, 14, 123-131.

Alpert, J.L., Brown, L.S., & Curtois, C.A. (1998). Symptomatic clients and memories of childhood abuse: What the trauma and child sexual abuse literature tells us. *Psychology, Public Policy, and Law*, 4, 941-995.

Altemeyer, 1988). *Enemies of freedom: Understanding right-wing authoritarianism*. San Francisco: Jossey-Bass.

Altman, L.K. (2000, January 18). Mysterious illnesses often turn out to be mass hysteria. *New York Times*, pp. D7, D12.

Amato, P.R. (1990). Personality and social network involvement as predictors of helping behavior in everyday life. *Social Psychology Quarterly*, 53, 31-43.

Ambady, N., & Gray, H.M. (2002). On being sad and mistaken: Mood effects on accuracy of thin-slice judgments. *Journal of Personality and Social Psychology*, 83,

947-961.

American Cancer Society. (1989). *Cancer facts and figures-1989*. Atlanta, GA.

Ames, D.R., Flynn, F.J., & Weber, E.U. (2004). It's the thought that counts: On perceiving how helpers decide to lend a hand. *Personality and Social Psychology Bulletin*, 30, 461-474.

Amir, I. (1969). Contact hypothesis in ethnic relations. *Psychological Bulletin*, 71, 319-342.

Andersen, S.M., & Bem, S.L. (1981). Sex typing and androgeny in dyadic interaction: Individual differences in responsiveness in physical attractiveness. *Journal of Personality and Social Psychology*, 41, 74-86.

Andersen, S.M., & Chen, S. (2002). The relational self: An interpersonal social-cognitive theory. *Psychological Review*, 109, 619-645.

Andersen, S.M., Reznik, I., & Mamzella, L.M. (1996). Eliciting facial affect, motivation, and expectancies in transference: Significant-other representations in social relations. *Journal of Personality and Social Psychology*, 71, 1108-1129.

Andersen, S.M., & Ross, L.D. (1984). Self-knowledge and social inference: The impact of cognitive / affective and behavioral data. *Journal of Personality and Social Psychology*, 46, 280-293.

Anderson, C.A. (1987). Temperature and aggression: Effects of quarterly, yearly, and city rates of violent and nonviolent crime. *Journal of Personality and Social Psychology*, 52, 1161-1173.

Anderson, C.A. (1989). Temperature and aggression: Ubiquitous effects of heat on occurrence of human violence. *Psychological Bulletin*, 106, 74-96.

Anderson, C.A., & Bushman, B.J. (2001). Effects off violent video games on aggressive behavior, aggressive cognition, aggressive affect, physiological arousal, and prosocial behavior: A meta-analytic review of the scientific literature. *Psychological Science*, 12, 353-359.

Anderson, J.L., Crawford, C.B., Nadeau, J., & Lindberg, T. (1992). Was the Duchess of Windsor right? A cross-cultural review of the socioecology of ideals of female body shape. *Ethology and Sociobiology*, 13, 197-227.

Anderson, C.A., Deuser, W.E., & DeNeve, K.M. (1995). Hot temperatures, hostile affect, hostile cognition, and arousal: Tests of a general model of affective aggression. *Personality and Social Psychology Bulletin*, 21, 434-448.

Anderson, C.A., & Harvey, R.J. (1988). Discriminating between problems in living: An examination of measures of depression, loneliness, shyness, and social anxiety. *Journal of Social and Clinical Psychology*, 6, 482-491.

Anderson, C.A., & Riger, A.L. (1986). A controllability attributional model of

- problems in living: Dimensional and situational interactions in the prediction of depression and loneliness. *Social Cognition*, 9, 149-181.
- Ansolabehere, S., & Iyengar, S. (1995). *Going negative: How political ads shrink and polarize the electorate*. New York: Free Press.
- Antill, J.K. (1983). Sex role complementarity versus similarity in married couples. *Journal of Personality and Social Psychology*, 45, 145-155.
- Apsler, R., & Sears, D.O. (1968). Warning, personal involvement, and attitude change. *Journal of Personality and Social Psychology*, 2, 162-166.
- Archer, D. (1994). American violence: How high and why? *Law Studies*, 19, 12-20.
- Archer, D., & Gartner, R. (1984). *Violence and crime in cross-national perspective*. New Haven, CT.: Yale University Press.
- Archer, D., & McDaniel, P. (1995). Violence and gender: Differences and similarities across societies. In R.B. Ruback, & N.A. Weiner (Eds.), *Social and cultural aspects* (pp. 63-88). New York: Springer-Verlag.
- Arendt, H. (1965). *Eichman in Jerusalem: A report on the banality of evil*. New York: Viking.
- Aries, E. (1996). *Men and women in interaction*. New York: Oxford University Press.
- Arkin, R.M., & Oleson, K.C. (1998). Self-handicapping. In J.M. Darley & J. Cooper (Eds.), *Attribution and social interaction: the legacy of Edward E. Jones* (pp. 313-341). Washington, DC.: American Psychological Association.
- Armitage, C.J. , & Conner, M. (2001). Social cognitive determinants of blood donations. *Journal of Applied Social Psychology*, 31, 1431-1457.
- Astor, D.A., & Taylor, S.E. (1998). Situated optimism: Specific outcome expectancies and self-regulation. In M.P. Zanna (Ed.), *Advances in experimental social psychology* (Vol. 30, pp. 309-379). New York: Academic Press.
- Arms, R.L., Russell, G.W., & Sandilands, M.L. (1979). Effects on the hostility of spectators of viewing aggressive sports. *Social Psychology Quarterly*, 42, 275-279.
- Arndt, J., Greenberg, J., & Cook, A. (2002). Mortality salience and the spreading activation of worldview-relevant constructs: Exploring the cognitive architecture of terror management. *Journal of Experimental Psychology: General*, 131, 307-324.
- Aron, A. (1998). The matching hypothesis reconsidered again: Comment on Kalick and Hamilton. *Journal of Personality and Social Psychology*, 54, 441-446.
- Aron, A., & Aron, E.N. (1997). Self-expansion motivation and including the other in self. In S. Duck (Ed.), *Handbook of personal relationships: Theory, research,*

- and interventions* (2nd ed., pp. 251-270). Chichester, England: Wiley.
- Aron, A., & Aron, E.N. (2000). Self-expansion motivation and including other in self. In W. Ickes & S. Duck (Eds.), *Social psychology of personal relationships* (pp. 109-128). Chichester, England: Wiley.
- Aron, A., Dutton, D.G., Aron, E.N., & Iverson, A. (1989). Experiences of falling in love. *Journal of Social and Personal Relationships*, 6, 243-257.
- Aron, A., & Fraley, B. (1999). Relationship closeness as including other in the self: Cognitive underpinnings and measures. *Social Cognition*, 17, 140-160.
- Aron, A., Norman, C.C., Aron, E.N., McKenna, C., & Heyman, R.E. (2000). Couples shared participation in novel and arousing activities and experienced relationship quality. *Journal of Personality and Social Psychology*, 78, 273-284.
- Aron, A., & Rodriguez, G. (1992). Scenarios of falling in love among Mexicans, Chinese, and Anglo-Americans. In A. Aron (Chair), *Ethnic and cultural differences in love*. Symposium conducted at Sixth International Conference on Personal Relationships, Orono, ME.
- Aronson, E. (1999). *The social animal* (8th ed.). New York: Worth/Freeman.
- Aronson, E., Blaney, N., Stephan, C., Sikes, J., & Snapp, M. (1978). *The jigsaw classroom*. Beverly Hills, CA.: Sage Publications.
- Aronson, E., & Carlsmith, J.M. (1963). The effect of the severity of threat on the devaluation of forbidden behavior. *Journal of Abnormal and Social Psychology*, 66, 584-588.
- Aronson, E., & Gonzales, A. (1988). Desegregation, jigsaw, and the Mexican-American experience. In P. A. Katz & D.A. Taylor (Eds.), *Eliminating racism: Profiles in controversy* (pp. 301-314). New York: Plenum Press.
- Aronson, E., & Mills, J. (1959). The effect of severity of initiation on liking for a group. *Journal of Abnormal and Social Psychology*, 59, 177-181.
- Aronson, E., & Thibodeau, R. (1992). The jigsaw classroom: A cooperative strategy for reducing prejudice. In J. Lynch, C. Modgil, & S. Modgil (Eds.), *Cultural diversity in the schools* (pp. 110-118). London: Falmer Press.
- Aronson, E., Turner, J.A., & Carlsmith, J.M. (1963). Communicator credibility and communication discrepancy as determinants of opinion change. *Journal of Abnormal and Social Psychology*, 67, 31-36.
- Aronson, J., Blanton, H., & Cooper, J. (1995). From dissonance to disidentification: Selectivity in the self-affirmation process. *Journal of Personality and Social Psychology*, 68, 986-996.
- Aronson, J.M., Lustina, M.J., Good, C., Keough, K., Steele, C.M., & Brown, J.

- (1999). When white men can't do math: Necessary and sufficient factors in stereotype threat. *Journal of Experimental Social Psychology*, 35, 29-46.
- Aronson, J.M., Quinn, D., & Spencer, S. (1998). Stereotype threat and the academic underperformance of women and minorities. In J.K. Swim, & C. Stangor (Eds.), *Stigma: The target's perspective* (pp. 83-103). San Diego, CA.: Academic Press.
- Asch, S.E. (1946). Forming impressions on personality. *Journal of Abnormal and Social Psychology*, 41, 258-290.
- Asch, S.E. (1951). Effects of group pressure upon modification and distortion of judgments. In G. Guetzkow (Ed.), *Groups, leadership, and men* (pp. 177-190). Pittsburgh, PA: Carnegie Press.
- Asch, S.E. (1955). Opinions and social pressure. *Scientific American*, 19, 31-35.
- Asch, S.E. (1956). Studies of independence and conformity: A minority of one against a unanimous majority. *Psychological Monographs*, 70, (9, whole No. 416).
- Asch, S.E. (1957). *An experimental investigation of group influence*. In Walter Reed Army Institute of Research, Symposium on prevention and social psychiatry (pp. 15-17). Washington, DC: US Government Printing Office.
- Ashburn-Nardo, L., Voils, C.I., & Monteith, M.J. (2001). Implicit associations as the seeds of inter-group bias: How easily do they take root? *Journal of Personality and Social Psychology*, 81, 789-799.
- Ashmore, R.D., & Longo, L.C. (1995). Accuracy of stereotypes: What research on physical attractiveness can teach us. In Y.T., Lee, L.J. Jussim, & C.R. McCauley (Eds.), *Stereotype accuracy: Toward appreciating group difference* (pp. 63-86). Washington, DC: American Psychological Association.
- Aspinwall, L.G., & Brunhart, S.M. (1996). Distinguishing optimism from denial: Optimistic beliefs predict attention to health threats. *Personality and Social Psychology Bulletin*, 22, 993-1003.
- Astin, A. (1991). *The American freshman: National norms for Fall 1991*. Los Angeles: American Council on Education and UCLA.
- Atkin, C.K. (1979). Research evidence on mass mediated campaigns. In D. Nimmo (Ed.), *Communications yearbook 3* (pp. 665-669). New Brunswick, NJ: Transaction Books.
- Augoustinos, M., & Innes, J.M. (1990). Towards an integration of social representations and social scheme theory. *British Journal of Social Psychology*, 29, 213-231.
- Austin, W. (1990). Friendship and fairness: Effects of type of relationship and task performance on choice distribution rules. *Personality and Social Psychology*

Bulletin, 6, 402-408.

Averill, J.R. (1973). Personal control over aversive stimuli and its relationship to stress. *Psychological Bulletin*, 80, 286-303.

Axelrod, R. (1984). *The evolution of cooperation*. New York: Basic Books.

Baldwin, M.W., & Fehr, B. (1995). On the instability of attachment style ratings. *Personal Relationships*, 2, 247-261.

Banaji, M.R., Nosek, B.A., & Greenwald, A.G. (2005). No place for nostalgia in science: A response to Arkes and Tetlock. *Psychological Inquiry*, 4, 279-310.

Bandura, A. (1979). The Social Learning Perspective: Mechanisms of Aggression. In H. Toch (Ed), *Psychology of Crime and Criminal Justice*. New York: Holt, Rinehart, and Winston.

Bandura, A. (1986). *Social foundations of thought and action: A social cognitive theory*. Upper Saddle River, NJ: Prentice-Hall.

Bandura, A., Cioffi, D., Taylor, C.B., & Brouillard, M.E. (1988). Perceived self-efficacy in coping with cognitive stressors and opioid activation. *Journal of Personality and Social Psychology*, 55, 479-488.

Bandura, A., Ross, D., & Ross, S.A. (1961). Transmission of aggression through imitation of aggressive models. *Journal of Abnormal and Social Psychology*, 63, 575-582.

Bandura, A., Ross, D., & Ross, S.A. (1963). Imitation of film-mediated aggressive models. *Journal of Abnormal and Social Psychology*, 66, 3-11.

Bandura, A., & Walters, R.H. (1959). *Adolescent aggression*. New York: Ronald Press.

Bandura, A., & Walters, R.H. (1963). *Social learning and Personality Development*. New York: Holt, Rinehart, and Winston.

Barber, N. (1998). Secular changes in standards of bodily attractiveness in American women: Different masculine and feminine ideals. *Journal of Psychology*, 132, 87-94.

Bargh, J.A., Chaiken, S., Raymond, P., & Hymes, C. (1996). The automatic evaluation effect: Unconditional automatic activation with pronunciation task. *Journal of Experimental Social Psychology*, 31, 124-128.

Bargh, J.A., Chen, M., & Burrows, L. (1996). Automacity of social behavior: Direct effects of trait construct and stereotype activation on action. *Journal of Personality and Social Psychology*, 1, 1-40.

Bargh, J.A., & Ferguson, M.J. (2000). Beyond Behaviorism: On the automacity of higher mental processes. *Psychological Bulletin*, 126, 925-945.

Bargh, J.A., & Pietromonaco, P. (1982). Automatic information processing

- presented outside of conscious awareness on impression formation. *Journal of Personality and Social Psychology*, 43, 437-449.
- Barker, R., Dembo, T., & Lewin, K. (1941). Frustration and aggression: An experiment with young children. *University of Iowa Studies in Child Welfare*, 18, 1-314.
- Barnlund, D.C. (1989). *Communications styles of Japanese and Americans*. Belmont, CA: Wadsworth Publishing.
- Baron, J.A., & Vandello, J.A. & Brunsman, B. (1996). The forgotten variable in conformity research: Impact of task importance on social influence. *Journal of Personality and Social Psychology*, 71, 915-927.
- Baron, L., & Straus, M.A. (1984). Sexual stratification, pornography, and rape in the United States. In N.M. Malamuth, & E. Donnerstein (Eds.), *Pornography and sexual aggression*. New York: Academic Press.
- Baron, R.A. (1971a). Aggression as a function of magnitude of victim's pain cues, level of prior anger arousal, and aggressor-victim similarity. *Journal of Personality and Social Psychology*, 18, 48-54.
- Baron, R.A. (1971b). Magnitude of victim's pain cues and level of prior anger arousal as determinants of adult aggressive behavior. *Journal of Personality and Social Psychology*, 17, 236-243.
- Baron, R.A. (1972). Reducing the influence of an aggressive model: The restraining effects of peer censure. *Journal of Experimental Social Psychology*, 8, 266-275.
- Baron, R.A. (1974). Aggression as a function of victim's pain cues, level of prior anger arousal, and exposure to an aggressive model. *Journal of Personality and Social Psychology*, 29, 117-124.
- Baron, R.A. (1988). Negative effects of destructive criticism: Impact on conflict, self-efficacy, and task performance. *Journal of Applied Psychology*, 73, 199-207.
- Baron, R.A. (1990). Countering the effects of destructive criticism: The relative efficacy of four interventions. *Journal of Applied Psychology*, 75, 235-245.
- Baron, R.A., & Richardson, D.R. (1994). *Human aggression*. (2nd ed.). New York: Plenum.
- Baron, R.M., Albright, L., & Malloy, T.E. (1995). Effects of behavioral and social class information on social judgment. *Personality and Social Psychology Bulletin*, 21, 308-315.
- Baron, R.M. & Rodin, J. (1978). Perceived control and crowding stress: Processes mediating the impact of spatial and social density. In A. Baum & Y. Epstein (Eds.),

Human response in crowding. Hillsdale, NJ: Erlman.

Bar-Tal, Y., Kishon-Rabin, L., & Tabak, N. (1997). The effect of need and ability to achieve cognitive structuring on cognitive structuring. *Journal of Personality and Social Psychology*, 73, 1158-1176.

Bar-Tel, D., & Saxe, L. (1976). Perceptions of similarly and dissimilar attractive couples and individuals. *Journal of Personality and Social Psychology*, 33, 772-781.

Bartholomew, R.E., & Wessely, S. (2002). Protean nature of mass sociogenic illness: From possessed nuns to chemical and biological terrorism. *British Journal of Psychiatry*, 180, 300-306.

Bartlett, F.A. (1932). *Remembering: A study in experimental psychology*. Cambridge: Cambridge University Press.

Bass, E., & Davis, L. (1994). *The courage to heal: A guide for women survivors of childhood sexual abuse* (3rd ed.). New York: HarperCollins.

Bassili, J.N., & Provencal, A. ((1988). Perceiving minorities: A factor analytic approach. *Personality and Social Psychology Bulletin*, 14, 5-15.

Batson, C.D. (1993). Communal and exchange relationships: What's the difference? *Personality and Social Psychology Bulletin*, 19, 677-683.

Batson, C.D. (1998). Altruism and prosocial behavior. In D.T. Gilbert, S.T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (Vol. 2, pp. 282-316). Boston: McGraw-Hill.

Batson, C.D. (2002). Addressing the altruism question experimentally. In S.G. Post & L.G. Underwood (Eds.), *Altruism and altruistic love: Science, philosophy, and religion in dialogue* (pp. 89-105). Oxford, England: Oxford University Press.

Batson, C.D., Ahmad, N., Lishner, D.A., & Tsang, J. (2002). Empathy and altruism. In C.R. Snyder & S.J. Lopez (Eds.), *Handbook of positive psychology* (pp. 485-498). New York: Oxford University Press.

Batson, C.D., Bolen, M.H., Cross, J.A., & Neuringer-Benefiel, H.E. (1986). Where is the altruism in the altruistic personality? *Journal of Personality and Social Psychology*, 50, 212-220.

Batson, C.D., Cochran, P.J., Biederman, M.F.G., Blosser, J.L., Ryan, M.J., & Vogt, B. (1978). Failure to help when in a hurry: Callousness or conflict. *Personality and Social Psychology Bulletin*, 4, 97-101.

Batson, C.D., Coke, J.S., Jasnoski, M.L., & Hanson, M. (1978). Buying kindness: Effect of an extrinsic incentive for helping others on perceived altruism. *Personality and Social Psychology Bulletin*, 4, 86-91.

- Batson, C.D., Early, S., & Salvarani, G. (1997). Perspective-taking: Imagining how another feels versus imagining how you would feel. *Personality and Social Psychology*, 23, 751-758.
- Batson, C.D., Fultz, J., Schoenrade, P.A., & Paduano, A. (1987). Critical self-reflection and self-perceived altruism: when self-rewards fail. *Journal of Personality and Social Psychology*, 53, 594-602.
- Batson, C.D., & Powell, A.A. (2003). Altruism and prosocial behavior. In T. Millon, & M.J. Lerner (Eds.), *Handbook of psychology: Personality and social psychology* (Vol. 5, pp. 463-484). New York: Wiley.
- Batson, C.D., O'Quinn, K., Fultz, J., Vanderplas, M., & Isen, A., (1983). Self-reported distress and empathy and egoistic versus altruistic motivation for helping. *Journal of Personality and Social Psychology*, 45, 706-718.
- Batson, C.D., Schoenrade, P.A., & Pych, V. (1985). Brotherly love or self concern? Behavioral consequences of religion. In L.B. Brown (Ed.), *Advances in the psychology of religion*. Oxford: Pergamon Press.
- Batson, C.D., & Shaw, L.L. (1991). Evidence for altruism: Toward a pluralism of prosocial motives. *Psychological Inquiry*, 2, 107-122.
- Baum, A., & Paulus, P. (1987). Crowding. In D. Stokols, & I. Altman (Eds.), *Handbook of Environmental Psychology*, New York: Wiley, pp. 533-570.
- Baumeister, R.F. (1982). A self-presentational view of social interaction. *Psychological Bulletin*, 91, 3-26.
- Baumeister, R.F. (1987). How the self became a problem: A psychological review of historical research. *Journal of Personality and Social Psychology*, 52, 163-176.
- Baumeister, R.F., Chesner, S.P., Senders, P.S., & Tice, D.M. (1988). Who's in charge here? Group leaders do lend help in emergencies. *Personality and Social Psychology Bulletin*, 14, 17-22.
- Baumeister, R.F., & Hetherington, T.F. (1996). Self-regulation failure: An overview. *Psychological Inquiry*, 7, 1-15.
- Baumeister, R.F., & Leary, M.R. (1995). The need to belong: Desire for interpersonal attachments as a fundamental human motivation. *Psychological Bulletin*, 117, 497-529.
- Baumeister, R.F., Smart, L., & Boden, J.M. (1996). Relation of threatened egoism to violence and aggression: The dark side to high self-esteem. *Psychological Review*, 103, 5-33.
- Baumeister, R.F., & Sommer, K.L. (1997). What do men want? Gender differences and two spheres of belongingness: Comment on Cross and Madson. *Psychological Bulletin*, 122, 38-44.

- Baumeister, R.F., Twenge, J.M., & Nuss, C. (2002). Effects of social exclusion on cognitive processes: Anticipated aloneness reduces intelligent thought. *Journal of Personality and Social Psychology*, 83, 817-827.
- Baumeister, R.F., & Vohs, K.D. (2003). Self-regulation and the executive function of the self. In M.R. Leary, & J.P. Tangney (Eds), *Handbook of self and identity* (pp. 197-217). New York: Guildford Press.
- Baumrind, D. (1964). Some thoughts on the ethics of research: After reading Milgram's "Behavioral study on obedience". *American Psychologist*, 19, 421-423.
- Beaman, A.L., Barnes, P.J., Klentz, B., & McQuirk, B. (1978). Increasing helping rates through information dissemination: Teaching pays. *Personality and Social Psychology Bulletin*, 4, 406-411.
- Beaman, A.L., Klentz, B., Diener, E., & Svanum, S. (1979). Self-awareness and transgression in children: Two field studies. *Journal of Personality and Social Psychology*, 37, 1835-1946.
- Beauregard, K.S., & Dunning, D. (1998). Turning up the contrast: Self-enhancement motives prompt egocentric contrast effects in social judgments. *Journal of Personality and Social Psychology*, 74, 606-621.
- Becker, B.J. (1986). Influence again: Another look at studies of gender differences in social influence. In J.S. Hyde, & M.C. Linn (Eds.), *The psychology of gender: Advances through meta-analysis* (pp.178-209). Baltimore: John Hopkins University Press.
- Becker, M.H., & Josephs, J.G. (1988). Aids and behavioral change to reduce risk: A review. *American Journal of Public Health*, 78, 394-410.
- Becker, S.W., & Eagly, A.H. (2004). The heroism of women and men. *American Psychologist*, 59, 163-178.
- Beckett, N.E., & Park, B. (1995). Use of category versus individuating information: Making base rates salient. *Personality and Social Psychology Bulletin*, 21, 21-31.
- Beech, H. (2006). Breaking up is easy to do. *Time*, November 6th, pp. 51-52. retrieved from <http://www.time.com/time/magazine/article/0,9171,1552060,00.html>
- Bell, D.C. (2001). Evolution of parental care giving. *Personality and Social Psychology Review*, 5, 216-229.
- Bem, D.J. (1972). Self-perception theory. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 6, pp. 1-62). New York: Academic Press.
- Benedict, R. (1935). *Patterns of Culture*. London: Routledge & Kegan Paul.

- Ben-Shakhar, G., & Elaad, E. (2003). The validity of psycho physiological detection of information with the guilty knowledge test: A meta-analytic review. *Journal of Applied Psychology*, 88, 131-151.
- Berger, J., Cohen, B.P., & Zelditch, M. Jr. (1972). Status characteristics and social interaction. *American Sociological Review*, 37, 241-255.
- Berger, J., Wagner, D.G., & Zelditch, M. Jr. (1985). Expectation states theory: Review and assessment. In Berger, J., & Zelditch, M. (Eds.), *Rewards, status, and influence: How expectations organize behavior* (pp. 1-72). San Francisco: Jossey-Bass.
- Berger, J., Webster, M., Ridgeway, C., & Rosenholtz, S.J. (1986). In E.J. Lawler, (Ed.), *Advances in Group processes* (Vol. 3, pp.1-22). Greenwich, CT: JIA Press.
- Berglas, S., & Jones, E.E. (1978). Drug choice as a self-handicapping strategy in response to noncontingent success. *Journal of Personality and Social Psychology*, 36, 405-417.
- Berke, R.L. (2000, September 12). Democrats see, and smell "rats" in GOP add. *New York Times on the web*, retrieved from <http://nytimes.com>
- Berkman, L.F. (1995). The role of social relations in health promotion. *Psychosomatic Medicine*, 57, 245-254.
- Berkowitz, L. (1962). *Aggression: A social psychological analysis*. New York: McGraw-Hill.
- Berkowitz, L. (1972). Social norms, feelings, and other factors affecting helping and altruism. In L. Berkowitz (ed.), *Advances in experimental social psychology* (Vol. 6). New York: Academic Press.
- Berkowitz, L. (1987). Mood, self-awareness, and the willingness to help. *Journal of Personality and Social Psychology*, 52, 721-729.
- Berkowitz, L. (1989). Frustration-aggression hypothesis: Examination and reformulation. *Psychological Bulletin*, 106, 59-73.
- Berkowitz, L. (1993). *Aggression: Its causes, consequences, and control*. New York: McGraw-Hill.
- Berkowitz, L., & Le Page, A. (1967). Weapons as aggression-eliciting stimuli. *Journal of Personality and Social Psychology*, 7, 202-207.
- Berkowitz, L., & Troccoli, B. (1990). Feelings, direction of attention, and expressed evaluations of others. *Cognition and Emotion*, 4, 305-325.
- Bernard, M.M., Maio, G.R., & Olson, J.M. (2003). The vulnerability of values to attack: Inoculation of values and value-relevant attitudes. *Personality and Social Psychology Bulletin*, 29, 63-75.
- Bernichon, T., Cook, K.E., & Brown, J. (2003). Seeking self-evaluative feedback:

The interactive role of global self-esteem and specific self-views. *Journal of Personality and Social Psychology*, 84, 194-204.

Bernieri, F.J., Zuckerman, M., Koestner, R., & Rosenthal, R. (1994). Measuring person perception accuracy: Another look at self-other agreement. *Personality and Social Psychology Bulletin*, 20, 367-378.

Bernstein, I.H., Lin, T., & McClellan, P. (1982). Cross-vs. within racial judgments of attractiveness. *Perception and Psychophysics*, 32, 495-503.

Berscheid, E. (1985). Interpersonal attraction. In G. Lindzey, & E. Aronson (Eds.), *Handbook of social psychology*. New York: Random House.

Berscheid, E., Graziano, W., Monson, T., & Dermer, M. (1977). Outcome dependency: Attention, attribution, and attraction. *Journal of Personality and Social Psychology*, 34, 978-989.

Berscheid, E., & Regan, P. (2005). *The psychology of interpersonal relationships*. Upper Saddle River, NJ: Prentice Hall.

Berscheid, E., & Reis, H.T. (1998). Attraction and close relationships. In D.T., Gilbert, S.T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (4th Ed., Vol. 2, pp. 193-281). New York: McGraw Hill.

Berscheid, E., & Walster, E. (1967). When does a harm-doer compensate a victim? *Journal of Personality and Social Psychology*, 18, 343-350.

Berscheid, E., & Walster, E. (1978), *Interpersonal attraction*. Reading, MA: Addison-Wesley.

Bessenoff, G.R., & Sherman, J.W. (2000). Automatic and controlled components of prejudice toward fat people: Evaluation versus stereotype activation. *Social Cognition*, 18, 329-353.

Betancourt, H., & Blair, I. (1992). A cognition (attribution)-emotion model of violence in conflict situations. *Personality and Social Psychology Bulletin*, 18, 343-350.

Bettencourt, B.A., & Sheldon, K. (2001). Social roles as mechanism for psychological need satisfaction within social groups. *Journal of Personality and Social Psychology*, 81, 1131-1143.

Bianco, A.T., Higgins, E.T., & Klem, A. (2003). How "fun/importance" fit affects performance: Relating implicit theories to instructions. *Personality and Social Psychology Bulletin*, 29, 1091-1103.

Bickman, L. (1979). Interpersonal influence and the reporting of a crime. *Personality and Social Psychology Bulletin*, 5, 32-35.

Bierbrauer, G. (1979). Why did he do it? Attribution of obedience and the phenomenon of dispositional bias. *European Journal of Social Psychology*, 9, 67-84.

- Bierhoff, H.W., Klein, R., & Kramp, P. (1991). Evidence for the altruistic personality from data on accident research. *Journal of Personality*, 59, 263-280.
- Biernat, M., Vescio, T.K., & Green, M.L. (1996). Selective self-stereotyping. *Journal of Personality and Social Psychology*, 71, 1194-1209.
- Billings, A.G., & Moos, R.H. (1984). Coping, stress, and social resources among adults with unipolar depression. *Journal of Personality and Social Psychology*, 46, 877-891.
- Binham, R. (1980, March-April). Trivers in Jamaica. *Science*, 80, pp. 57-67.
- Bird, K. (2002). Advertise or die: Advertising and market share dynamics revisited. *Applied Economic Letters*, 9, 763-767.
- Blader, S.L., & Tyler, T.R. (2003). A four-component model of procedural justice: Defining the meaning of a "fair" process. *Personality and Social Psychology Bulletin*, 6, 747-758.
- Blair, I.V. (2002). The malleability of automatic stereotypes and prejudice. *Personality and Social Psychology Bulletin*, 6, 242-261.
- Blalock, Jr, H.M. (2006). *Social Statistics. Revised second edition*. Singapore: McGraw-Hill.
- Blanchard, F.A., & Cook, S.W. (1976). Effects of helping a less competent member of a cooperating interracial group on the development of interpersonal attraction. *Journal of Personality and Social Psychology*, 34, 1245-1255.
- Blank, P.D. (1993). Interpersonal expectations in the courtroom: Studying judges and juries' behavior. In P.D. Blank (Ed.), *Interpersonal Expectations: Theory, research, and applications* (pp. 64-87). New York: Cambridge University Press.
- Blanton, H., Buunk, B.P., Gibbons, F.X., & Kuyper, H. (1999). When better-than-others compare upward: Choice of comparison and comparative evaluation as independent predictors of academic performance. *Journal of Personality and Social Psychology*, 76, 420-430.
- Blascovich, J. Ginsburg, G.P., & Veach, T.L. (1975). A pluralistic explanation of choice shifts on the risk dimension. *Journal of Personality and Social Psychology*, 31, 422-429.
- Blaskovich, J., Mendes, W.B., Hunter, S.B., Lickel, B., & Kowai-Bell, N. (2001). Perceiver threat in social interactions with stigmatized others. *Journal of Personality and Social Psychology*, 81, 828-841.

- Blaskovich, J., Spencer, S., Quinn, D., & Steele, C. (2001). African-Americans and high blood pressure: The role of stereotype threat. *Psychological Science, 12*, 225-229.
- Blass, T. (2001). *Obedience to authority: Current perspectives on the Milgram paradigm*. Mahwah, NJ: Erlbaum.
- Blass, T. (2003). The Milgram paradigm after 35 years: Some things we know about obedience to authority. *Journal of Applied Social Psychology, 29*, 955-978.
- Blass, T. (2004). *The man who shocked the world: The life and legacy of Stanley Milgram*. New York: Basic Books.
- Bless, H., Schwarz, N., & Wieland, R. (1996). Mood and impact of category membership and individuating information. *European Journal of Social Psychology, 26*, 935-959.
- Bless, H., Strack, F., & Walther, E. (2001). Memory as a target of social influence? Memory distortions as a function of social influence and metacognitive knowledge. In J.P. Forgas, & W.D. Kipling (Eds.), *Social influence: Direct and indirect processes* (pp. 167-183). Philadelphia: Psychology Press.
- Block, J., & Robins, R.W. (1993). A longitudinal study of consistence and change in self-esteem from early adolescence to early adulthood. *Child Development, 64*, 909-923.
- Blumstein, P., & Schwartz, P. (1983). *American couples: Money, work, sex*. New York: Pocket Books.
- Bochner, S. (1994). Cross-cultural differences in the self-concept: A test of Hofstede's individualism/collective distinction. *Journal of Cross-Cultural Psychology, 25*, 273-283.
- Bochner, S., & Insko, C.A. (1966). Communicator discrepancy, source credibility, and opinion change. *Journal of Personality and Social Psychology, 4*, 614-621.
- Bodenhausen, G.V. (1988). Stereotypic biases in social decision-making and memory: Testing process models of stereotype use. *Journal of Personality and Social Psychology, 48*, 267-282.
- Bogardus, E.S. (1925). Measuring social distance. *Journal of Applied Sociology, 9*, 299-308.
- Boldoro, J., & Francis, J. (2000). The relation between self-discrepancies and emotion: The moderating roles of self-guide, location relevance, and social self-domain centrality. *Journal of Personality and Social Psychology, 78*, 38-52.
- Bolger, N., Davis, A., & Rafaeli, E. (2003). Diary methods: Capturing life as it is lived. *Annual Review Of Psychology, 54*, 579-616.
- Bolger, N., DeLongis, A., Kessler, R.C., & Schilling, E.A. (1989). Effects of daily

- stress on negative mood. *Journal of Personality and Social Psychology*, 57, 808-818.
- Bolger, N., & Schilling, E.A. (1991). Personality and problems of everyday life: The role of neuroticism in exposure and reactivity to daily stressors. *Journal of Personality*, 59, 355-386.
- Bolger, N., Zuckerman, A., & Kessler, R.C. (2000). Invisible support and adjustment to stress. *Journal of Personality and Social Psychology*, 79, 953-961.
- Bond, C., Di Candia, C., & McKinnon, J.R. (1988). Response to violence in psychiatric setting. *Personality and Social Psychology*, 14, 448-458.
- Bond, C.F. Jr., & Andersen, E.L. (1987). The reluctance to transmit bad news: Private discomfort or public display? *Journal of Experimental Social Psychology*, 23, 176-187.
- Bond, C.F. Jr., & Atoum, A.O. (2000). International deception. *Personality and Social Psychology Bulletin*, 26, 385-395.
- Bond, C.F. Jr., & Titus, L.J. (1983). Social facilitation: A meta-analysis of 241 studies. *Psychological Bulletin*, 94, 264-292.
- Bond, M.H. (1988). Finding universal dimensions of individual variation in multi-cultural studies of values: The Rokeach and Chinese Value Surveys. *Journal of Personality and Social Psychology*, 55, 1009-1015.
- Bond, M.H. (2004). Culture and aggression- from context to coercion. *Personality and Social Psychology Bulletin*, 8, 62-78.
- Bond, R., & Smith, P.B. (1996). Culture and conformity: A meta-analysis of studies using Asch's line judgment task. *Psychological Bulletin*, 119, 11-137.
- Borgatta, S.F., & Lambert, W. (Eds.) (1968). *Handbook of personality theory and research* (pp. 1130-1187). Chicago: Rand McNally.
- Borgida, E., & Brekke, N. (1981). Psycholegal research on rape trials. In A.W. Burgess (Ed.), *Rape, and sexual assault: A research handbook*. New York: Garland.
- Borgida, E., & Fiske, S.T. (2007). *Beyond common sense: Psychological science in the courtroom*. Oxford: Blackwell.
- Borland, R., Owen, N., Hill, D., & Schofield, P. (1991). Predicting attempts and sustained cessation of smoking after the introduction of workplace smoking bans. *Health Psychology*, 10, 336-342.
- Borstein, R.F. (1989). Exposure and affect: Overview and meta-analysis of research, 1968-1987. *Psychological Bulletin*, 106, 265-289.
- Boster, F.J., & Mongeau, P. (1984). Fear-arousing persuasive messages. In R.N. Bostrom (Ed.), *Communication yearbook* (Vol. 8, pp. 330-375). Beverly Hills, CA:

Sage.

Bower, G.H., & Hilgard, E.R. (1981). *Theories of learning* (15th ed.). Englewood Cliffs, NJ.: Prentice Hall.

Bowlby, J. (1982). *Attachment and loss* (2nd ed., Vol. 1). New York: Basic Books.

Bowlby, J. (1988). *A secure base: Parent-child attachment and healthy human development*. New York: Basic Books.

Bradbury, T.N., & Fincham, F.D. (1990). Attributions in marriage: Review and critique. *Psychological Bulletin*, 107, 3-33.

Bradbury, T.N., Rogge, R., & Lawrence, E. (2001). Reconsidering the role of conflict in marriage. In A. Booth, A.C. Crouter, & M. Clements (Eds.), *Couples in conflict* (pp. 59-81). Mahwah, NJ: Erlbaum.

Braiker, H.B., & Kelley, H.H. (1979). *Conflict in the development of close relationships* (pp. 135-168). New York: Academic Press.

Brandon, R., & Davies, C. (1973). *Wrongful imprisonment: Mistaken convictions and their consequences*. London: Allen & Unwin.

Brannon, L.A., & Brock, T.C. (1994). The subliminal persuasion controversy. In S. Shavitt, & T.C. Brock (Eds.), *Persuasion: Psychological insights and perspectives* (pp. 279-293). Needham Heights, MA: Allyn & Bacon.

Branscombe, N.R., & Wann, D.L. (1992). Physiological arousal and reactions to outgroup members during competitions that implicate an important social identity. *Aggressive Behavior*, 18, 85-93.

Brant, W.D., Larsen, K.S., & Langenberg, D. (1978). Authoritarian traits as predictors of 1976 United States presidential election. *Psychological Reports*, 43, 313-314.

Breckler, S.J. (1984). Empirical validation of affect, behavior, and cognition as distinct components of attitude. *Journal of Personality and Social Psychology*, 47, 1191-1205.

Brehm, J.W. (1956). Post-decision changes in desirability of alternatives. *Journal of Abnormal and Social Psychology*, 52, 384-389.

Brehm, J.W. (1966). *A theory of psychological reactance*. New York: Academic Press.

Brehm, S.S., Miller, R.S., Perlman, D., & Campbell, S.M. (2002). *Intimate relationships*. Boston: McGraw Hill.

Brennan, K.A., & Shaver, P.R. (1993). Attachment styles and parental divorce. *Journal of Divorce and Remarriage*, 21, 161-175.

Bretl, D.J., & Cantor, J. (1988). The portrayal of men and women in U.S. television

- commercials: A recent content analysis and trends over 15 years. *Sex Roles*, 18, 595-609.
- Brewer, M.B., & Brown, R.J. (1998). Inter-group relations. In D.T. Gilbert, S.T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (4th ed., Vol. 2, pp. 554-594). New York: McGraw-Hill.
- Brewer, M.B., & Gardner, W.L. (1996). Who is this "we"? Levels of collective identity and self-representations. *Journal of Personality and Social Psychology*, 71, 83-93.
- Brewer, M.B., & Nakamura, G.V. (1984). The nature and function of schemas. In R.S. Wyer, & T.K. Srull (Eds). *The handbook of social cognition* (Vol.1). Hillsdale, NJ:
- Brickner, M.A., Harkins, S.G., & Ostrom, T.M. (1986). Effects of personal involvement: Thought-provoking implications for social loafing. *Journal of Personality and Social Psychology*, 51, 763-769.
- Brislin, R. (1993). *Understanding culture's influence on behavior*. Fort Worth, TX: Harcourt Brace.
- Brockner, J., & Weisenfeld, B.M. (1994). The interactive impact of procedural and outcome fairness on reactions to a decision: The effects of what you do depend on how you do it. *Psychological Bulletin*, 120, 189-208.
- Broman, C.L. (1993). Social relationships and health-related behavior. *Journal of Behavioral Medicine*, 16, 335-350.
- Brophy, J. E.(1983). Research on self-fulfilling prophecy and teacher expectations. *Journal of Educational Psychology*, 75, 631-661.
- Brown, D. (1971). *Bury my heart at wounded knee*. New York: Holt, Rinehart & Winston.
- Brown, J.D. (1998). *The self*. New York: McGraw-Hill.
- Brown, R. (1965). *Social Psychology*. New York: Free Press.
- Brownell, K.D., Stunkard, A.J., & McKeon, P.M. (1985). Weight reduction at the worksite: A promise partially fulfilled. *American Journal of Psychiatry*, 142, 47-51.
- Browning, C.R. (1992). *Ordinary men: Reserve police battalion 101 and the final solution in Poland*. New York: Aaron Asher.
- Brownstein, A.L. (2003). Biased predecision processing. *Psychological Bulletin*, 129, 545-568.
- Bryan, J.H., & Test, M.A. (1967). Models and helping: Naturalistic studies in aiding behavior. *Journal of Personality and Social Psychology*, 6, 400-407.
- Burger, J.M. (1986). Increasing compliance by improving the deal: the that's not all technique. *Journal of Personality and Social Psychology*, 51, 277-283.

- Burger, J.M. (1999). The foot-in-the-door compliance procedure: A multiple-process analysis and review. *Personality and Social Psychology Review*, 3(4), 303-325.
- Burgess, E.W., & Wallin, P. (1953). *Engagement and marriage*. Philadelphia: Lippincott.
- Burkhart, K. (1973). *Women in prison*. Garden City, NY: Doubleday.
- Burleson, B.R. (1994). Friendship and similarities in social-cognitive and communicative abilities: Social skill bases of interpersonal attraction in childhood. *Personal Relationships*, 1, 371-389.
- Burleson, B.R. (2003). The experience and effects of emotional support. *Personal Relationships*, 10, 1-23.
- Burleson, B.R., & Samter, W. (1996). Similarity in communication skills of young adults: Foundation for attraction, friendship, and relationship satisfaction. *Communication Reports*, 9, 127-139.
- Burnstein, E. (2005). Kin altruism: The morality of biological systems. In D.M. Buss (Ed.), *The handbook of evolutionary psychology* (pp. 528-551). New York: Wiley.
- Burnstein, E., & Vinokur, A. (1977). Persuasive argumentation and social comparison as determinants of attitude polarization. *Journal of Experimental Social Psychology*, 13, 315-332.
- Burnstein, E., Crandall, C., & Kitayama, S. (1994). Some neo-Darwinian decision rules for altruism: Weighing cues for inclusive fitness as a function of the biological importance of the decision. *Journal of Personality and Social Psychology*, 67, 773-789.
- Burr, W.R. (1973). *Theory construction and sociology of the family*. New York: Wiley.
- Bushman, B.J. (2002). Does venting anger feed or extinguish the flame? Catharsis, rumination, distraction, anger, and aggressive responding. *Personality and Social Psychology Bulletin*, 28, 724-731.
- Bushman, B.J., Baumeister, R.F., & Phillips, C.M. (2001). Do people aggress to improve their mood? Catharsis beliefs, affect regulation opportunity, and aggressive responding. *Journal of Personality and Social Psychology*, 81, 17-32.
- Bushman, B.J., & Geen, R.G. (1990). Role of cognitive-emotional mediators and individual differences in the effects of media violence on aggression. *Journal of Personality and Social Psychology*, 58, 156-163.
- Buss, D.M. (1984). Toward a psychology of person-environment (PE) correlation: The role of spouse selection. *Journal of Personality and Social Psychology*, 47,

361-377.

Buss, D.M. (1989). Sex differences in human mate preferences: Evolutionary hypotheses tested in 37 cultures. *Behavioral and Brain Sciences*, 122, 1-49.

Buss, D.M. (1994). The strategies of human mating. *American Scientist*, 82, 238-249.

Buss, D.M. (1999). Human nature and individual differences: The evolution of human personality. In L.A. Pervin, & O.P. John (eds.), *Handbook of personality: Theory and research* (2nd ed., pp. 31-56). New York: Guilford Press.

Buss, D.M., & Kendrick, D.T. (1998). Evolutionary social psychology: In D.T. Gilbert, S.T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (4th ed., Vol.2, pp. 982-1026). Boston: McGraw Hill.

Buss, D.M., Shackelford, T.K., Kirkpatrick, L.A., & Larson, R.J. (2001). A half century of mate preferences: The cultural evolution of values. *Journal of Marriage and the Family*, 63, 491-503.

Buunk, B.P., Oldersma, F.L., & de Dreu, C.K.W. (2001). Enhancing satisfaction through downward comparison: The role of relational discontent and individual differences in social comparison orientation. *Journal of Experimental Social Psychology*, 37, 452-467.

Byrne, D. (1961). Interpersonal attraction and attitude similarities. *Journal of Abnormal and Social Psychology*, 62, 713-715.

Byrne, D., & Clore, G.L. (1970). A reinforcement model of evaluative processes. *Personality*, 1, 103-128.

Cacioppo, J.T., & Petty, R.E. (1979). Effects of message repetition and position on cognitive response, recall and persuasion. *Journal of Personality and Social Psychology*, 27, 97-109.

Cacioppo, J.T., & Petty, R.E. (1985). Central and peripheral routes to persuasion: The role of message repetition. In L.F. Alwitt, & A.A. Mitchell (Eds.), *Psychological processes and advertising effects: Theory, research, and applications* (pp. 91-111). Hillsdale, NJ: Erlbaum.

Cacioppo, J.T., Petty, R.E., Feinstein, J., & Jarvis, B. (1996). Dispositional differences in cognitive motivation: The life and times of individuals low versus high in need for cognition. *Psychological Bulletin*, 119, 197-253.

Cacioppo, J.T., Petty, R.E., Kao, C.F., & Rodriguez, R. (1986). Central and peripheral routes to persuasion: An individual difference perspective. *Journal of Personality and Social Psychology*, 51, 1032-1043.

Cacioppo, J.T., Petty, R.E., & Morris, K.J. (1983). Effects of need for cognition on message evaluation, recall, and persuasion. *Journal of Personality and Social*

Psychology, 45, 805-818.

Cacioppo, J.T., Petty, R.E., & Sidera, J. (1982). The effects of salient self-schema on the evaluation of proattitudinal editorials: Top down versus bottom-up message processing. *Journal of Experimental Social Psychology*, 18, 324-338.

Caldwell, M.A., & Peplau, L.A. (1982). Sex differences in same-sex friendship. *Sex Roles*, 8, 721-732.

Callero, P.L., & Piliavin, J.A. (1983). Developing a commitment to blood donation: The impact of one's first experience. *Journal of Applied Social Psychology*, 13, 1-16.

Calvert, J.D. (1988). Physical attractiveness: A review and reevaluation of its role in social skill research. *Behavioral Assessment*, 10, 29-42.

Campbell, D.T. (1967). Stereotypes and the perception of group differences. *American Psychologist*, 22, 817-829.

Campbell, D.T. (1975). On conflicts between biological and social evolution and between psychology and moral tradition. *American Psychologist*, 30, 1103-1126.

Campbell, J.D. (1986). Similarity and uniqueness: The effects of attribute type, relevance, and individual differences in self-esteem and depression. *Journal of Personality and Social Psychology*, 50, 281-294.

Campo, S., Brossard, D., Frazer, M.S., Marchell, T., Lewis, D., & Talbot, J. (2003). Are social norms campaigns really magic bullets? Assessing the effects on student's misperceptions on drinking behavior. *Health Communications*, 15(4), 481-497.

Canary, D.J., & Stafford, L. (2001). Equity in the preservation of personal relationships. In J. Harvey, & A. Wenzel (Eds.), *Close romantic relationships: Maintenance and enhancement* (pp. 133-151). Mahwah, NJ: Erlbaum.

Cantor, J., Bushman, B.J., Huesmann, L.R., Groebel, J., Malamuth, N.M., Impett, E.A., Donnerstein, E., & Smith, S. (2001). Some hazards of television viewing: Fears, aggression, and sexual attitudes. In D.G. Singer, & J. L. Singer (Eds.), *Handbook of children and the media* (pp. 207-307). Thousand Oaks, CA: Sage.

Cantril, H. (1940). *The invasion from Mars: A study in the psychology of panic*. New York: Harper & Row.

Carli, L.L., & Eagly, A.H. (1999). Gender effects on social influence and emergent leadership. In G.N. Powell (Ed.), *Handbook of Gender and Work* (pp.203-222), Thousand Oaks, CA.: Sage.

Carli, L.L. (1999). Cognitive reconstruction, hindsight, and reactions to victims and perpetrators. *Personality and Social Psychology Bulletin*, 25, 966-979.

Carli, L.L., & Leonard, J.B. (1989). The effect of hindsight on victim derogation.

Journal of Social and Clinical Psychology, 8, 331-343.

Carlsmith, K.M., Darley, J.M., & Robinson, P.H. (2002). Why do we punish? Deterrence and just deserts as motives for punishment. *Journal of Personality and Social Psychology*, 83, 284-299.

Carlson, J., & Davis, D.M. (1971). Cultural values and the risky shift: A cross-cultural test in Uganda and the United States. *Journal of Personality and Social Psychology*, 20, 392-399.

Carlson, J., & Hatfield, E. (1992). *The psychology of emotion*. Fort Worth, TX: Holt, Rinehart, & Winston.

Carlson, M., Charlin, V., & Miller, N. (1988). Positive mood and helping behavior: A test of six hypotheses. *Journal of Personality and Social Psychology*, 55, 211-229.

Carnahan, T., & McFarland, S. (2007). Revisiting the Stanford prison experiment: Could participant self-selection have lead to cruelty? *Personality and Social Psychology Bulletin*, 33, 603-614.

Cartwright, D., & Zander, A (1968). *Group Dynamics: Research and Theory*. New York: Harper & Row.

Carver, C.S. (2003). Self-awareness. In M.R. Leary, & J.P. Tangney (Eds.), *Handbook of self and identity* (pp. 179-196). New York: Guildford Press.

Carver, C.S., & Scheier, M.F. (1981). *Attention and self-regulation: A control-theory approach to human behavior*. New York: Springer-Verlag.

Carver, C.S., Sutton, S.K., & Scheier, M.F. (2000). Action, emotion, and personality: Emerging conceptual integration. *Personality and Social Psychology Bulletin*, 26, 741-751.

Cash, T.E., & Trimer, C.A. (1984). Sexism and beautyism in women's evaluations of peer performance. *Sex Roles*, 10, 87-98.

Caspi, A., Elder, G.H. Jr., & Bem, D.J. (1988). Moving away from the world: Life-course patterns of shy children. *Developmental Psychology*, 24, 824-831.

Caspi, A., McClay, J., Moffitt, T.E., Mill, J., Martin, J., & Craig, I.W. (2002). Role of genotype in the cycle of violence in maltreated children. *Science*, 297, 851-854.

Caspi, A., & Roberts, B.W. (2001). Personality development across the life course: The argument for change and continuity. *Psychological Inquiry*, 12, 49-66.

Cassidy, J., & Shaver, P.R., (Eds.). *Handbook of attachment*. New York: Guilford.

Catalano, R., Novaco, R., & McConnell, W. (1997). A model of net effect of job loss on violence. *Journal of Personality and Social Psychology*, 72, 1440-1447.

Catania, J., Coates, T., Stall, R., Bye, L., Kegeles, S, & Capell, F. (1991). Changes in condom use among homosexual men in San Francisco. *Health Psychology*, 10,

190-199.

Cate, R.M., & Lloyd, S.A. (1992). *Courtship*. Newbury Park: Sage.

Cate, R.M., Lloyd, S.A., Henton, J.M., & Larson, J.H. (1982). Fairness and reward level as predictors of relationship satisfaction. *Social Psychology Quarterly*, 45, 177-181.

Centerwall, B.S. (1989). Exposure to television as a risk factor for violence. *American Journal of Epidemiology*, 129, 643-652.

Cesario, J., Grant, H., & Higgins, E.T. (2004). Regularity fit and persuasion: Transfer from "feeling right". *Journal of Personality and Social Psychology*, 86, 388-404.

Chaiken, A.L., & Derlega, V.J. (1974). Liking for norm-breaker in self-disclosure. *Journal of Personality*, 42, 117-129.

Chaiken, S. (1979). Communicator physical attractiveness and persuasion. *Journal of Personality and Social Psychology*, 37, 1387-1397.

Chaiken, S. (1980). Heuristic versus systematic information processing and the use of source versus message cues in persuasion. *Journal of Personality and Social Psychology*, 39, 752-766.

Chaiken, S. (1987). The heuristic model of persuasion. In M.P. Zanna, J.M. Olson, & C.P. Herman (Eds.), *Social influence: The Ontario Symposium*, Vol. 5. Hillsdale, NJ: Erlbaum.

Chaiken, S., & Baldwin, M.W. (1981). Affective-cognitive consistency and the effect of salient behavioral information on self-perceptions of attitudes. *Journal of Personality and Social Psychology*, 41, 1-12.

Chaiken, S., & Eagly, A.H. (1983). Communicator modality as a determinant of persuasion: The role of communicator salience. *Journal of Personality and Social Psychology*, 45, 241-256.

Chaiken, S., Wood, W., & Eagly, A.H. (1996). Principles of persuasion. In E.T. Higgins & A.W. Kruglanski (Eds), *Social Psychology: Handbook of basic principles*. (pp. 702-742). New York: Guildford Press.

Chang, E.C. (1998). Does dispositional optimism moderate the relation between perceived stress and psychological well-being? A preliminary investigation. *Personality and Individual Differences*, 25, 233-240.

Chapman, L.J., & Chapman, J. (1967). Genesis of popular but erroneous diagnostic observations. *Journal of Abnormal Psychology*, 72, 193-204.

Chapple, C.L., McQuillan, J.A., & Berdahl, T.A. (2005). Gender, social bonds, and delinquency: a comparison of boys and girl models. *Social Science Research*, 34, 357-383.

- Chartrand, T.L., & Bargh, J.A. (1999). The chameleon effect: The perception-behavior link and social interaction. *Journal of Personality and Social Psychology*, 76, 893-910.
- Chatman, C.M., & von Hippel, W. (2001). Attributional mediation of in-group bias. *Journal of Experimental Social Psychology*, 37, 267-272.
- Check, J.V.P., & Malamuth, N.M. (1983). Sex role stereotyping and reactions to depictions of stranger versus acquaintance rape. *Journal of Personality and Social Psychology*, 45, 344-356.
- Chen, H.C., Reardon, R., Rea, C., & Moore, D.J. (1992). Forewarning of content and involvement: Consequences for persuasion and resistance to persuasion. *Journal of Experimental Social Psychology*, 28, 523-541.
- Chen, N.Y., Shaffer, D.R., & Wu, C.H. (1997). On physical attractiveness stereotyping in Taiwan: A revised sociocultural perspective. *Journal of Social Psychology*, 137, 117-124.
- Chen, S., Chen, K.Y., & Shaw, L. (2004). Self-verification motives at the collective level of self-definition. *Journal of Personality and Social Psychology*, 86, 77-94.
- Christensen, L. (1988). Deception in psychological research: When is its use justified? *Personality and Social Psychology Bulletin*, 14, 664-675.
- Christensen, T.C., Wood, J.V., & Barrett, L.F. (2003). Remembering everyday experience through the prism of self-esteem. *Personality and Social Psychology Bulletin*, 29, 51-62.
- Chua, H., Leu, J., & Nisbett, R.E. (2005). Culture and the divergent views of social events. *Personality and Social Psychology Bulletin*, 31, 925-934.
- Chui, Cy., Morris, M.W., Hong, Yy., & Menon, T. (2000). The impact of implicit cultural theories on dispositional attributions varies as a function of need for closure. *Journal of Personality and Social Psychology*, 78, 247-259.
- Church, G.J. (1986, January 6). China. *Time*, pp.6-19.
- Chwalisz, K., Diener, E., & Gallagher, D. (1988). Automatic arousal feedback and emotional experience: Evidence from the spinal cord injured. *Journal of Personality and Social Psychology*, 54, 820-828.
- Cialdini, R.B., & Goldstein, N.J. (2004). Social influence: Compliance and conformity. *Annual Review of Psychology*, 55, 591-621.
- Cialdini, R.B., Borden, R.J., Thorne, A., Freeman, S., & Sloan, L.R. (1976). Basking in reflected glory: Three (football) field studies. *Journal of Personality and Social Psychology*, 39, 406-415.
- Cialdini, R.B., & De Nicholas, M.E. (1989). Self-presentation by association. *Journal of Personality and Social Psychology*, 55, 591-621.

- Cialdini, R.B., Schaller, M., Houlihan, D., Arps, K., Fultz, J., & Beaman, A. (1987). Empathy based helping: Is it selflessly or selfishly motivated? *Journal of Personality and Social Psychology*, 52, 749-758.
- Cialdini, R.B., & Trost, M.R. (1998). Social influence: Social norms, conformity, and compliance. In D.T. Gilbert, S.T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (Vol.2, pp. 151-192). Boston: McGraw-Hill.
- Clancy, S.M., & Dollinger, S.J. (1993). Photographic depictions of the self: Gender and age differences in social connectedness. *Sex Roles*, 15, 145-158.
- Clarke, A.C. (1952). An examination of the operation of residual propinquity as a factor in mate selection. *American Sociological Review*, 27, 17-22.
- Clark, K., & Clark, M. (1947). Racial identification and preferences in Negro children. In T.M. Newcomb & E.L. Hartley (Eds.), *Readings in social psychology* (pp. 169-178). New York: Holt.
- Clark, M., & Isen, A.M. (1982). Toward understanding the relationship between feeling states and social behavior. In A.H. Hastorf, & A.M. Isen (Eds.), *Cognitive social psychology* (pp. 73-108). New York: Elsevier.
- Clark, M.S., & Chrisman, K. (1994). Resource allocation in intimate relationships. In M. J. Lerner & G. Mikula (Eds.), *Entitlement and the affectionate bond: Justice in close relationships* (pp. 65-88). New York: Plenum Press.
- Clark, M.S., Graham, S., & Grote, N. (2002). Bases for giving benefits in marriage: What is ideal? What is realistic? What really happens? In P. Noller & J.A. Feeney (Eds.), *Understanding marriage* (pp. 150-176). New York: Cambridge University Press.
- Clark, M.S., & Groote, N.K. (1998). Why aren't indices of relationship costs always negatively related to indices of relationship quality? *Personality and Social Psychology Review*, 2, 2-17.
- Clark, M.S., & Mills, J. (1979). Interpersonal attraction in exchange and communal relationships. *Journal of Personality and Social Psychology*, 37, 12-24.
- Clark, M.S., Mills, J., & Powell, M.C. (1986). Keeping track of needs in communal and exchange relationships. *Journal of Personality and Social Psychology*, 51, 333-338.
- Clark, R. Crockett, W., & Archer, R. (1971). Risk-as-value hypothesis: The relationship of perception of self, others, and the risky shift. *Journal of Personality and Social Psychology*, 20, 425-429.
- Clark, R.D. (2001). Effects of majority defection and multiple minority sources on minority influence. *Group dynamics*, 5(1), 57-62.
- Clark, R.D., & Word, L.E. (1972). Why don't bystanders help? Because of

ambiguity? *Journal of Personality and Social Psychology*, 24, 392-400.

Clark, R.D., & Word, L.E. (1974). Where is the apathetic bystander? Situational characteristics of the emergency. *Journal of Personality and Social Psychology*, 29, 279-287.

Cline, V.B., Croft, R.G., & Courier, S. (1973). Desensitization of children to television violence. *Journal of Personality and Social Psychology*, 27, 360-365.

Clore, G.L., & Gormly, J.B. (1974). Knowing, feeling, and liking: A psychophysical study of attraction. *Journal of Research in Personality*, 8, 218-230.

CNN (2000). *Bob Jones University ends ban on interracial dating*. Retrieved October 30, 2007 from: <http://archives.cnn.com/2000/US/03/04/bob.jones/>

CNN. *The Anderson Hour*. June 4th, 2007.

Coats, E. (1998). *Bystander intervention* (Email responses to G. Mumford, Tobacco update 3/20/98). Retrieved from: <http://www.stolaf.edu/cgi-bin/mailarchivesearch.pl?directory=/home/www/people/huff/SPSP&listname=archive98>

Cohen, C.E. (1981). Person categories and social perception: Testing the boundaries of the processing effects of prior knowledge. *Journal of Personality and Social Psychology*, 40, 441-452.

Cohen, D. (1996). Law, social policy, and violence: The impact of regional cultures. *Journal of Personality and Social Psychology*, 70, 961-978.

Cohen, D., & Gunz, A. (2002). As seen by other...: The self from "outside in" and the "inside out" in the memories and emotional perceptions of Easterners and Westerners. Unpublished manuscript, University of Waterloo.

Cohen, D., & Nisbett, R.E. (1994). Self-protection and the culture of honor: Explaining southern violence. The self and the collective. (Special Issue) *Personality and Social Psychology Bulletin*, 20, 551-567.

Cohen, D., Nisbett, R.E., Bowdle, B.F., & Schwarz, N. (1996). Insult, aggression, and the southern culture of honor: An "experimental ethnography". *Journal of Personality and Social Psychology*, 70, 945-960.

Cohen, S., & Williamson, G.M. (1991). Stress and infectious disease in humans. *Psychological Bulletin*, 109, 5-24.

Cohn, L.D., & Adler, N.E. (1992). Female and male perceptions of ideal body shapes. *Psychology of Women Quarterly*, 16, 69-79.

Coie, J.D, Cillessen, A.H.N., Dodge, K.A. Hubbard, J.A., Schwartz, D., Lemerise, E.D., & Bateman, H. (1999). It takes two to fight: A test of relational factors and a method for assessing aggressive dyads. *Developmental Psychology*, 35,

1179-1188.

Colasanto, D. (1989, November). Americans show commitment to helping those in need. *Gallup Report*, No. 90, pp. 17-24.

Collins, N.L. (1996). Working models of attachment: Implications for explanation, emotion, and behavior. *Journal of Personality and Social Psychology*, 71, 810-832.

Collins, N.L., & Feeney, B.C. (2000). A safe haven: An attachment theory perspective on support seeking and care giving in intimate relationships. *Journal of Personality and Social Psychology*, 78, 1053-1073.

Collins, N.L., & Feeney, B.C. (2004). An attachment theory perspective on closeness and intimacy. In D.J. Mashek, & A. Aron (Eds.), *Handbook of closeness and intimacy* (pp. 163-188). Mahwah, NJ: Erlbaum.

Collins, N.L., & Miller, L.C. (1994). Self-disclosure and liking: A meta-analytic review. *Psychological Bulletin*, 116, 457-475.

Collins, R.L., Taylor, S.E., Wood, J.V., & Thomson, S.C. (1988). The vividness effect: Elusive or illusionary? *Journal of Experimental Social Psychology*, 24, 1-18.

Colvin, C.R., & Block, J. (1994). Do positive illusions foster mental health? An examination of the Taylor and Brown formulation. *Psychological Bulletin*, 116, 3-20.

Colvin, C.R., Block, J., & Funder, D.C. (1995). Overly positive self-evaluations and personality: Negative implications for mental health. *Journal of Personality and Social Psychology*, 68, 1152-1162.

Conway, M., & Ross, M. (1984). Getting what you want by revising what you had. *Journal of Personality and Social Psychology*, 47, 738-748.

Cook, K.S., & Hegtvedt, K.A. (1986). Justice and power: An exchange analysis. In H.W. Bierhoff, R.L. Cohen, & J. Greenberg (Eds.), *Justice in social relations* (pp. 19-43). New York: Plenum Press.

Cook, S.W. (1978). Interpersonal and attitudinal outcomes in cooperating groups. *Journal of Research and Development in Education*, 12, 97-113.

Cooley, C.H. (1902). *Human nature and the social order*. New York: Charles Scribner's Sons.

Cooper, J. (1980). Reducing fears and increasing assertiveness: The role of dissonance reduction. *Journal of Experimental Social Psychology*, 16, 199-213.

Corneille, O., Huart, J., Becquart, E., & Bredart, S. (2004). When memory shifts toward more typical category exemplars: Accentuation effects in the recollection of ethnically ambiguous faces. *Journal of Personality and Social Psychology*, 86, 236-250.

Correll, J., Park, B., Judd, C.M., & Wittenbrink, B. (2002). The police officers

- dilemma: Using ethnicity to disambiguate potentially threatening individuals. *Journal of Personality and Social Psychology*, 83, 1314-1329.
- Costa, P.T., Jr., & McCrae, R.R. (1988). Personality in adulthood: A six-year longitudinal study of self-reports and spouse ratings on the NEO Personality Inventory. *Journal of Personality and Social Psychology*, 54, 853-863.
- Cottrell, N.B. Wack, D.L., Sekerak, G.J., & Rittle, R.H. (1968). Social facilitation of dominant responses by the presence of an audience and the mere presence of others. *Journal of Personality and Social Psychology*, 9, 245-250.
- Court, J.H. (1985). Sex and violence: A ripple effect. In N.M. Malmuth, & E. Donnerstein (Eds.), *Pornography and sexual aggression*. New York: Academic Press.
- Coyne, J.C., Burchill, S.A.L., & Stiles, W.B. (1991). In C.R. Snyder, & D.O. Forsyth (Eds.), *Handbook of social and clinical psychology: The health perspective*. New York: Pergamon.
- Cramer, R.E., McMaster, M.R., Bartell, P.A., & Dragna, M. (1988). Subject competence and minimization of the bystander effect. *Journal of Applied Social Psychology*, 18, 1133-1148.
- Crandall, C.S., & Greenfield, B.S. (1986). Understanding the conjunction fallacy: A conjunction of effects? *Social Cognition*, 4, 408-419.
- Crawford, M., & Unger, R. (2000). *Women and gender* (3rd ed.). Boston: McGraw Hill.
- Crawford, T.J. (1974). Sermons on racial tolerance and the parish neighborhood context. *Journal of Applied Social Psychology*, 4, 1-23.
- Crocker, J., & Luhtanen, R. (1990). Collective self-esteem and in-group bias. *Journal of Personality and Social Psychology*, 58, 60-67.
- Crocker, J., Luthanen, R., Blaine, B., & Broadnax, S. (1994). Collective self-esteem and psychological well-being among White, Black, and Asian college students. *Personality and Social Psychology Bulletin*, 20, 503-513.
- Crocker, J., Major, B., & Steele, C. (1998). Social stigma. In D.T. Gilbert, S.T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (4th ed., pp. 504-553). New York: McGraw-Hill.
- Crocker, J., & Park, L.E. (2003). Seeking self-esteem: Construction, maintenance, and protection of self-worth. In M.R. Leary, & J.P. Tangney (Eds.), *Handbook of self and identity* (pp. 291-313). New York: Guildford Press.
- Crocker, J., & Park, L.E. (2004). The costly pursuit of self-esteem. *Psychological Bulletin*, 130, 392-414.

- Crocker, J., Sommers, S.R., & Luthanen, R.K. (2002). Hopes dashed and dreams fulfilled: Contingencies of self-worth and graduate school admissions. *Personality and Social Psychology Bulletin*, 28, 1275-1286.
- Crocker, J., Thompson, L.L., McGraw, K.M., & Ingerman, C. (1987). Downward comparison, prejudice, and evaluation of others: Effects of self-esteem and threat. *Journal of Personality and Social Psychology*, 52, 907-916.
- Crocker, J., & Wolfe, C. (2001). Contingencies of self-worth. *Psychological Review*, 108, 593-623.
- Cross, S., & Markus, H. (1991). Possible selves across the life span. *Human Development*, 34, 230-255.
- Cross, S.E., & Madson, L. (1997). Models of the self: Self-construals and gender. *Psychological Bulletin*, 122, 5-37.
- Cross, S.E., & Vick, N.V. (2001). The interdependent self-construal and social support: The case of persistence in engineering. *Personality and Social Psychology Bulletin*, 27, 820-832.
- Cross, S.E., Bacon, P.L., & Morris, M.L. (2000). The relational-interdependent self-construal and relationships. *Journal of Personality and Social Psychology*, 78, 791-808.
- Crutchfield, R.A. (1955). Conformity and character: *American Psychologist*, 10, 191-198.
- Csikszentmihali, M., & Figurski, T.J. (1982). Self-awareness and aversive experience in everyday life. *Journal of Personality*, 50, 15-28.
- Curran, J.P., & Lippold, S. (1975). The effects of physical attractiveness and attitude similarity on attraction in dating dyads. *Journal of Personality*, 43, 528-539.
- Curtis, R.C., & Miller, K. (1986). Believing another likes and dislikes you: Behaviors making the beliefs come true. *Journal of Personality and Social Psychology*, 51, 284-290.
- Curtis, S. (1977). *Genie: A psycholinguistic study of a modern-day "wild child"*. New York: Academic Press.
- Dabs, J.M. (1998). Testosterone and the concept of dominance. *Behavioral and Brain Sciences*, 21, 370-371.
- Dallas, M.E.W., & Baron, R.S. (1985). Do psychotherapists use a confirmatory strategy during interviewing? *Journal of Social and Clinical Psychology*, 3, 106-122.
- Daly, M., & Wilson, M. (1988). *Homicide*. New York: De Gruyter.
- Daly, M., & Wilson, M. (1996). Violence against stepchildren. *Current Directs in*

Psychological Science, 5, 77-81.

Daly, M., Wilson, M., & Vasdev, S. (2001). Income inequality and homicide rates in Canada and the United States. *Canadian Journal of Criminology*, 219-236.

Damasio, A. (2007). A story we tell ourselves. *Time*, January 29, p. 66.

Darley, J.M. (1992). Social organization for the production of evil. *Psychological Inquiry*, 3, 199-218.

Darley, J.M., & Batson, C.D. (1973). From Jerusalem to Jericho: A study of situational and dispositional variables in helping behavior. *Journal of Personality and Social Psychology*, 27, 100-108.

Darley, J.M., & Latane, B. (1968). Bystander intervention in emergencies: Diffusion of responsibility. *Journal of Personality and Social Psychology*, 8, 377-383.

Darley, J.M., Teger, A.I., & Lewis, L.D. (1973). Do groups always inhibit individuals' responses to potential emergencies? *Journal of Personality and Social Psychology*, 26, 395-399.

Darshiell, J.F. (1930). An experimental analysis of some group effects. *The Journal of Abnormal and Social Psychology*, 25, 190-199.

Darwin, C. (1871). *The Descent of Man*. London: John Murray.

David, B., & Turner, J.C. (2001). Self-categorization principles underlying majority and minority influence. In J.P. Forgas, & K.D. Williams (Eds.), *Social influence: Direct and indirect processes* (pp. 293-313). Philadelphia: Psychology Press.

Davidson, A.R., & Jaccard, J.J. (1979). Variables that moderate the attitude-behavior relation: Results of a longitudinal survey. *Journal of Personality and Social Psychology*, 37, 1364-1376.

Davidson, A.R., Yantis, S., Norwood, M., & Montano, D.E. (1985). Amount of information about attitude object and attitude-behavior consistency. *Journal of Personality and Social Psychology*, 49, 1184-1198.

Davidson, L., & Duberman, L. (1982). Friendship: Communication and interactional patterns in same-sex dyads. *Sex Roles*, 8, 809-822.

Davies, M.F. (1998). Dogmatism and belief formation: Output interference in the processing of supporting and contradictory cognitions, *Journal of Personality and Social Psychology*, 75, 456-466.

Davies, P.G., Spencer, S.J., Quinn, D.M., & Gehardstein, R. (2002). Consuming images: how television commercials that elicit stereotype threat can restrain women academically and professionally. *Personality and Social Psychology Bulletin*, 28, 1615-1628.

Davis, D. (1981). Implications for interaction versus effectance as mediators of

the similarity-attraction relationship. *Journal of Experimental Social Psychology*, 17, 96-116.

Davis, D.D., & Harless, D.W. (1996). Group versus individual performance in a price- searching experiment. *Organizational Behavior and Human Decision Processes*, 66, 215-227.

Davitz, J. (1952). The effects of previous training on post-frustration behavior. *Journal of Abnormal and Social Psychology*, 47, 309-315.

Dawes, R.M. (1980). You can't systemize human judgment: Dyslexia. In R.A. Shweder (Ed.), *New directions for methodology of social and behavioral science: Fallible judgments in behavioral research*. San Francisco: Jossey-Bass.

Dawes, R.M. (1991). Social dilemmas, economic self-interest, and evolutionary theory. In D.R. Brown, & J.E. Keith Smith (Eds), *Frontiers of mathematical psychology: Essays in honor of Clyde Coombs*, New York: Springer-Verlag.

Dawes, R.M., Faust, D., & Meehl, P.E. (1989). Clinical versus actuarial judgment. *Science*, 243, 1668-1674.

Dawkins, R. (1976). *The selfish gene*. New York: Oxford University Press.

De Dreu, C., & De Vries, N. (Eds.) (2001). *Group consensus and minority influence*. Oxford, England: Blackwell.

De Paulo, B.M., Stone, J.L., & Lassiter, G.D. (1985). Deceiving and detecting deceit. In B.R. Schlenker (Ed.), *The self and social life* (pp. 323-370). New York: McGraw-Hill.

De Vaux, R. (1965). *Ancient Israel (Vol. 2): Religious institutions*. New York: McGraw-Hill.

De Wall, F.B.M. (1996). *Good natured: The origins of right and wrong in humans and other animals*. Cambridge, MA: Harvard University Press.

Dean, K.E., & Malamuth, M.N. (1997). Characteristics of men who aggress sexually and of men who imagine aggression: Risk and moderating variables. *Journal of Personality and Social Psychology*, 72, 449-455.

Dearing, J.W., & Rogers, E.M. (1996). *Agenda setting*. Thousand Oaks, CA: Sage.

Deaux, K., & LaFrance, M. (1998). Gender. In D.T. Gilbert, S.T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (Vol. 2, pp. 788-827). Boston: McGraw-Hill.

Deaux, K., Reid, A., Mizrahi, K., & Ethier, K.A. (1995). Parameters of social identity. *Journal of Personality and Social Psychology*, 68, 280-291.

Debner, J.A., & Jacoby, L.L. (1994). Unconscious perception: Attention, awareness, and control. *Journal of Experimental Psychology: Learning, Memory, and Cognition*, 20, 304-317.

- DeBono, K.G., & Klein, C. (1993). Source expertise and persuasion: the moderating role of recipient dogmatism. *Personality and Social Psychology Bulletin*, 19, 167-173.
- Deci, E.L., Koestner, R., & Ryan, R.M. (1999). A meta-analytic review of experiments examining the effects of extrinsic rewards. *Psychological Bulletin*, 125, 627-668.
- Delespaul, P., Reis, H.T., & De Vries, P. (1996). *Comparison of event-based and experience sampling diaries*. Rijksuniversiteit Limburg, The Netherlands: Department of Social Psychiatry.
- Dengerink, H.A., & Myers, J.D. (1977). Three effects of failure and depression on subsequent aggression. *Journal of Personality and Social Psychology*, 35, 88-96.
- Dennett, D. (2007). A clever robot. *Time*, January 29, p. 69.
- DePue, R.A. (1995). Neurobiological factors in personality and depression. *European Journal of Personality*, 9, 413-439.
- Derlega, V.J., Durham, B., Gockel, B., & Sholis, D. (1981). Sex differences in self-disclosure: Effects of topic content, friendship, and partner's sex. *Sex Roles*, 7, 433-447.
- Derzon, J.H., & Lipsey, M.W. (2002). A meta-analysis of the effectiveness of mass communication for changing substance-use knowledge, attitudes, and behavior. In W.D. Crano, & M. Bergoon (Eds.), *Mass media and drug prevention: Classic and contemporary theories and research*. Mahwah, NJ: Lawrence Erlbaum Associates.
- DeSteno, D., Petty, R.E., Rucker, D.D., Wegener, D.T., & Braverman, J. (2004). Discrete emotions and persuasion: the role of emotion-induced expectancies. *Journal of Personality and Social Psychology*, 86, 43-56.
- Deutsch, M., & Krauss, R.M. (1960). The effects of threats on interpersonal bargaining. *Journal of Abnormal and Social Psychology*, 61, 181-189.
- Deutsch, M. (1975). Equity, equality, and need: what determines which value will be used as a basis for distributive justice? *Journal of Social Issues*, 31, 137-149.
- Deutsch, M. (1986). Folie a deux: A psychological perspective on Soviet-American relations. In M.P. Kearns (ed.), *Persistent patterns and emergent structures in a waving century*. New York: Praeger.
- Deutsch, M. (1991). Educating for a peaceful world. *Presidential address to the Division of Peace Psychology*, American Psychological Association convention.
- Deutsch, M., & Collins, M.E. (1951). *Interracial housing: A psychological evaluation of a social experiment*. Minneapolis: University of Minnesota Press.
- Deutsch, M., & Gerard, H.B. (1955). A study of normative and informational social influence upon individual judgment. *Journal of Abnormal and Social Psychology*,

51, 629-636.

Deutsch, R.M. (1977). *The new nuts among the berries: How nutrition nonsense captured America*. Palo Alto, CA.: Ball Publishing.

Devine, P.G. (1989a). Automatic and controlled processes in prejudice: the roles of stereotypes and personal beliefs. In A.R. Pratkanis, S.J. Breckler, & A.G. Greenwald (Eds.), *Attitude structure and function*. Hillsdale, NJ.: Lawrence Erlbaum Associates.

Devine, P.G. (1989b). Stereotypes and prejudice: Their automatic and controlled components. *Journal of Personality and Social Psychology*, 56, 5-18.

Devine, P.G., & Elliot, A. (1995). Are racial stereotypes really fading? The Princeton trilogy revisited. *Personality and Social Psychology Bulletin*, 21, 1139-1150.

Dewey, J. (1922). *Human Nature and Conduct: An introduction to Social Psychology*. New York: Holt.

Dhawan, N., Roseman, I.J., Naidu, R.K., Thapa, K., & Rettek, S.I. (1995). Self-concepts across two cultures: India and the United States. *Journal of Cross-Cultural Psychology*, 26, 606-621.

Diener, E. (1980). Deindividuation: The absence of self-awareness and self-regulation in group members. In P.B. Paulus (Ed.), *Psychology of group influence* (pp.209-242). Hillsdale, NJ.: Erlbaum.

Diener, E., & Diener, M. (1995). Cross-cultural correlates of life satisfaction and self-esteem. *Journal of Personality and Social Psychology*, 68, 653-663.

Diener, E., & Seligman, M.E.P. (2004). Beyond money. Toward an economy of well-being. *Psychological Science in the Public Interest*, 5, 1-31.

Diener, E., Suh, E.M., Lucas, R.E., & Smith, H.L. (1999). Subjective well-being: Three decades of progress. *Psychological Bulletin*, 125, 276-302.

Diener, E., & Walbom, M. (1976). effects of self-awareness on antinormative behavior. *Journal of Research in Personality*, 10, 107-111.

Diener, E., Wolsic, B., & Fujita, F. (1995). Physical attractiveness and subjective well-being. *Journal of Personality and Social Psychology*, 69, 207-213.

Dijksterhuis, A., & Van Knippenberg, A. (2002). *The power of the subliminal: On subliminal persuasion and other potential applications*. Unpublished manuscript.

Dijksterhuis, A., Spears, R., Postmes, T., Stapel, D.A., Koomen, W., Van Knippenberg, A., & Scheepers, D. (1998). Seeing one thing and doing another: Contrast effects in automatic behavior. *Journal of Personality and Social Psychology*, 75, 862-871.

Dindia, K. (2002). Self-disclosure research: Knowledge through meta-analysis. In

- M. Allen, R. W. Preciss, B.M. Gayle, & N.A. Burrell (Eds.), *Interpersonal communications research* (pp. 169-185). Mahwah, NJ: Erlbaum.
- Dindia, K., & Allen, M. (1992). Sex differences in self-disclosure: A meta-analysis. *Psychological Bulletin*, 112, 106-124.
- Dion, K.K. (1972). Physical attractiveness and evaluation of children's transgressions. *Journal of Personality and Social Psychology*, 24, 207-213.
- Dion, K.K., & Berscheid, E. (1974). Physical attractiveness and peer perception among children. *Sociometry*, 37, 1-12
- Dion, K.K., Berscheid, E., & Walster, E. (1972). What is a beautiful good. *Journal of Personality and Social Psychology*, 24, 285-290.
- Dion, K.K., & Dion, K.L. (1991). Psychological individualism and romantic love. *Journal of Social Behavior and Personality*, 6, 17-33.
- Dion, K.K., & Dion, K.L. (1993). Individualistic and collectivistic perspectives on gender and the cultural context of love and intimacy. *Journal of Social Issues*, 49, 53-69.
- Dion, K.K., & Dion, K.L. (1996). Cultural perspectives in romantic love. *Personal Relationships*, 3, 5-17.
- Diotto, P.H., Scepansky, J.A., Munro, J.D., Apanovitch, A.M., & Lockhart, L.K.C (1998). Motivated sensitivity to preference-inconsistent information. *Journal of Personality and Social Psychology*, 75, 53-69.
- Dixon, B. (1986, April). Dangerous thoughts: How we think and feel can make us sick. *Science*, 86, pp. 63-66.
- Dobson, K., & Franche, R-L.(1989). A conceptual and empirical review of the depressive realism hypothesis. *Canadian Journal of Behavioral Science*, 21, 419-433.
- Dodge, K.A., & Schwartz, D. (1997). Social information mechanisms in aggressive behavior. In D.M. Stoff, & J. Breiling (Eds.), *Handbook of antisocial behavior* (pp. 171-1800). New York: Wiley.
- Dodgson, P.G., & Wood, J.V. (1998). Self-esteem and the cognitive accessibility of strengths and weaknesses after failure. *Journal of Personality and Social Psychology*, 75, 178-197.
- Doise, W. (1986). *Levels of Explanation in Social Psychology*. Cambridge: Cambridge University Press.
- Doise, W., Csepele, G., Dann, D., Gouge, C., Larsen, K.S., & Ostell, A. (1972). An experimental investigation into the formation of inter-group representations. *European Journal of Social Psychology*, 2, 202-204.
- Dolinsky, D. (2000). In inferring one's beliefs from one's attempts and

- consequences for subsequent compliance. *Journal of Personality and Social Psychology*, 78, 260-272.
- Dollard, J. (1938). Hostility and fear in social life. *Social Forces*, 17, 15-26.
- Dollard, J., Doob, L.W., Miller, N.E., Mowrer, H.H., & Sears, R.R. (1939). *Frustration and aggression*. New Haven: Yale University Press.
- Donnerstein, E., & Berkowitz, L. (1981). Victim reactions in aggressive erotic films as a factor in violence against women. *Journal of Personality and Social Psychology*, 41, 710-724.
- Donnerstein, E., & Linz, D.G. (1994). Sexual violence in the mass media. In M. Costanzo, & S. Oskamp (Eds.), *Violence and the law* (pp. 9-36). Thousand Oaks, CA: Sage.
- Doob, A.N., & MacDonald, G.E. (1979). Television and fear of victimization: Is the relationship causal? *Journal of Personality and Social Psychology*, 37, 170-179.
- Doty, R.M., Peterson, B.E., & Winter, D.G. (1991). Threat and authoritarianism in the United States, 1978-1987. *Journal of Personality and Social Psychology*, 61, 629-640.
- Dovidio, J.F. (1984). Helping behavior and conceptual overview. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (pp. 361-427). New York: Academic Press.
- Dovidio, J.F., Evans, N., & Tyler, R.B. (1986). Racial stereotypes: The contents of their cognitive representations. *Journal of Experimental and Social Psychology*, 22, 22-37.
- Dovidio, J.F., & Gaertner, S.L. (1996). Affirmative action, unintentional racial biases, and inter-group relations. *Journal of Social Issues*, 52, 51-75.
- Dovidio, J.F., Gaertner, S.L., & Validzic, A. (1998). Inter-group bias: Status, differentiation, and a common in-group identity. *Journal of Personality and Social Psychology*, 75, 109-120.
- Dovidio, J.F., Kawakami, K., & Gaertner, S.L. (2002). Implicit and explicit prejudice and interracial interaction. *Journal of Personality and Social Psychology*, 82, 62-68.
- Dovidio, J.F., Piliavin, J.A., Gaertner, S.L., Schroeder, D.A., & Clark, R.D. 3rd. (1991). The arousal cost-reward model and the process of intervention. In M.S. Clark (Ed.), *Review of personality and social psychology* (Vol. 12, pp. 86-118). Newbury Park, CA: Sage.
- Downey, G., & Feldman, S. (1996). Implications of rejection sensitivity for intimate relationships. *Journal of Personality and Social Psychology*, 70,

1327-1343.

- Downey, G., Freitas, A.L., Michaelis, B., & Khori, H. (1998). The self-fulfilling prophecy in close relationships: Rejection sensitivity and rejection by romantic partners. *Journal of Personality and Social Psychology*, 75, 545-560.
- Drabman, R.S., & Thomas, M.H. (1976). Does watching violence on television cause apathy? *Pediatrics*, 57, 329-331.
- Draine, S.C., & Greenwald, A.G. (1998). Replicable unconscious semantic priming. *Journal of Experimental Psychology; General*, 127(3), 286-303.
- Duck, J.M., & Mullin, B. (1995). The perceived impact of the mass media: Reconsidering the third-person effect. *European Journal of Social Psychology*, 25, 77-93.
- Duck, S.W. (1994a). *Meaningful relationships: Talking, sense, and relating*. Thousand Oaks, CA: Sage.
- Duck, S.W. (1994b). Stratagems, spoils, and a serpents tooth: On the delights and dilemmas of personal relationships. In B.H. Spitzberg, & W. Cupach (Eds.), *The dark side of interpersonal communications* (pp. 3-24). Hillsdale, NJ: Erlbaum.
- Duck, S.W., & Pittman, G. (1994). Social and personal relationships. In M.L. Knapp, & G.R. Mills (Eds.), *Handbook of interpersonal communications* (2nd ed., pp. 676-695). Thousand Oaks, CA: Sage.
- Duckitt, J. (2003). Prejudice and inter-group hostility. In D.O. Sears, L. Huddy, & R. Jervis (Eds.), *The Oxford handbook of political psychology* (pp. 559-600). New York: Oxford University Press.
- Duckitt, J., Wagner, C., du Plessis, I., & Birum, I. (2002). The psychological bases of ideology and prejudice: Testing a dual process model. *Journal of Personality and Social Psychology*, 83, 75-93.
- Duclos, S.E., Laird, J.D., Schneider, E., Sexter, M., Stern, L., & Van Lighten, O. (1989). Emotion-specific effects of facial expressions and postures on emotional experience. *Journal of Personality and Social Psychology*, 57, 100-108.
- Dunn, J., & Munn, P. (1985). Becoming a family member: Family conflict and the development of social understanding in the second year. *Child Development*, 56, 480-492.
- Dunning, D., & Cohen, G.L., (1992). Egocentric definitions of traits and abilities in social judgment. *Journal of Personality and Social Psychology*, 63, 341-355.
- Dunning, D., & Stern, L.B. (1994). Distinguishing accurate from inaccurate eyewitness identifications via inquiries about decision processes. *Journal of Personality and Social Psychology*, 67, 818-835.

- Dutton, D.G., & Aron, A.P. (1974). Some evidence for heightened sexual attraction under conditions of high anxiety. *Journal of Personality and Social Psychology*, 30, 510-517.
- Duval, S., Duval, V.H., & Neely, R. (1979). Self-focus, felt responsibility, and helping behavior. *Journal of Personality and Social Psychology*, 37, 1769-1778.
- Duval, S., & Wicklund, R.A. (1972). *A theory of objective self-awareness*. New York: Academic Press.
- Duvall, T.S., & Lalwani, N. (1999). Objective self-awareness and causal attributions for self-standard discrepancies: Changing Self or changing standards of correctness. *Personality and Social Psychology Bulletin*, 30, 510-517.
- Duvall, T.S., & Silvia, P.J. (2002). Self-awareness, probability of improvement, and the self-serving bias. *Journal of Personality and Social Psychology*, 82, 49-61.
- Eagly, A.H. (1987). *Sex differences in social behavior: A social-role interpretation*. Hillsdale, NJ: Erlbaum.
- Eagly, A.H. (1994). On comparing women and men. *Feminism and Psychology*, 4, 513-522.
- Eagly, A.H. (1996). Differences between women and men: Their magnitude, practical importance, and political meaning. *American Psychologist*, 51, 158-159.
- Eagly, A.H., Ashmore, R.D., Makhijani, M.G., & Longo, L.C. (1991). What is beautiful is good, but...: A meta-analytic review of research on the physical attractiveness stereotype. *Psychological Bulletin*, 110, 109-128.
- Eagly, A.H., & Carli, L.L. (1981). Sex of researchers and sex-typed communications as determinants of sex differences in influence ability: A meta-analysis of social influence studies. *Psychological Bulletin*, 90, 1-20.
- Eagly, A.H., & Chaiken, S. (1993). *The psychology of attitudes*. Fort Worth, TX: Harcourt Brace.
- Eagly, A.H., & Chaiken, S. (1998). Attitude structure and function. In D.T. Fiske, & G. Lindzey (Eds.), *Handbook of Social Psychology* (4th Ed., Vol. 1, pp. 269-322). New York: McGraw-Hill.
- Eagly, A.H., & Crowley, M. (1986). Gender and helping behavior: A meta-analytic review of the social psychological literature. *Psychological Bulletin*, 100, 283-308.
- Eargle, A., Guerra, N., & Tolan, P. (1995). Preventing aggression in inner-city children: Small group training to change cognitions, social skills, and behavior. *Journal of Child and Adolescent Group Therapy*, 4, 229-242.
- Eagly, A.H., & Karau, S.J. (2002). Role congruity theory of prejudice toward female leaders. *Psychological Review*, 109, 573-598.
- Eagly, A.H., Makhijani, M.G., & Klonsky, B.G. (1992). Gender and the evaluation

of leaders: A meta-analysis. *Psychological Bulletin*, 111, 3-22.

Eagly, A.H., & Steffen, V.J. (1986). Gender and aggressive behavior: A meta-analytic review of the social psychological literature. *Psychological Bulletin*, 100, 309-330.

Eagly, A.H., & Steffen, V.J. (2000). Gender stereotypes stem from distribution of women and men into social roles. In C. Stangor (Ed.), *Stereotypes and Prejudice: Essential Readings* (pp.142-160). Philadelphia: Psychology Press.

Eagly, A.H., & Telaar, K. (1972). Width of the latitude of acceptance as a determinant of attitude change. *Journal of Personality and Social Psychology*, 23, 388-397.

Eagly, A.H., & Wood, W. (1999). The origins of sex differences in human behavior: Evolved dispositions vs. social roles. *American Psychologist*, 54, 408-423.

Eckes, T., & Six, B. (1994). Fact and fiction in research on the relationship between attitude and behavior: a meta-analysis. *Zeitschrift für Sozialpsychologie*, 25, 253-271.

Edney, J.J. (1970). The commons problem: Alternative perspectives. *American Psychologist*, 35, 131-150.

Edwards, A.L., & Kenney, K.C. (1946). A comparison of the Thurstone and Likert techniques of attitude scale construction. *Journal of Applied Psychology*, 15, 72-83.

Edwards, D. (1999). Emotion discourse. *Cultural Psychology*, 5, 271-291

Edwards, W. (1954). The theory of decision-making. *Psychological Bulletin*, 51, 380-417.

Egley, A., & Major, A.K. Jr. (2004). *Highlights of the 2002 National Youth Gang Survey*. Office of Juvenile Justice and Delinquency Prevention. U.S. Department of Justice. Washington, DC: Government Printing Office.

Ehrlinger, J., & Dunning, D. (2003). How chronic Self-views influence (and potentially mislead) estimates of performance. *Journal of Personality and Social Psychology*, 84, 5-17.

Eibach, R.P., Libby, L.K., & Gilovich, T. (2003). When change in the self is mistaken for change in the world. *Journal of Personality and Social Psychology*, 84, 917-931.

Eisenberg, N., & Fabes, R.A. (1991). Prosocial behavior and empathy: A multidimensional perspective. In M.S. Clark (Ed.), *Review of personality and social psychology* (Vol.12, pp. 34-61). Newbury Park, CA: Sage.

Eisenberg, N., Fabes, R.A., Miller, P.A., Fultz, J., Shell, R., & Mathy, R.M. (1989). Relation of sympathy and distress to prosocial behavior: A multimethod study.

Journal of Personality and Social Psychology, 57, 55-66.

Eisenberg, N., Guthrie, I.K., Cumberland, A., Murphy, B.C., Shepard, S.A., Zhou, Q., & Carlo, G. (2002). Prosocial development in early adulthood: a longitudinal study. *Journal of Personality and Social Psychology*, 82, 993-1006.

Eisenberger, N.I., Lieberman, M.D., & Williams, K.D. (2003). Does rejection hurt? An fMRI study of exclusion. *Science*, 302, 290-292.

Eisenstat, S.A., & Bancroft, L. (1999). Domestic violence. *New England Journal of Medicine*, 341, 886-892.

Eiser, J.R., Sutton, S.R., & Wober, M. (1979). Smoking, seat belts, and beliefs about health. *Addictive Behaviors*, 4, 331-338.

Ekman, P. (2002). *Telling lies: Clues to deceit in the marketplace, politics, and marriage*. New York: Norton.

Ekman, P., O'Sullivan, M., & Frank, M.G. (1999). A few can catch a liar. *Psychological Science*, 10, 263-266.

Elder, G.H. Jr. (1969). Appearance and education in marriage mobility. *American Sociological Review*, 34, 519-533.

Elder, G.H., Jr., & Clipp, E.C. (1988). Wartime losses and social bonding: Influences across 40 years in men's lives. *Psychiatry*, 51, 177-197.

Eldersveld, S.J., & Dodge, R.W. (1954). Personal contact or mail propaganda? An experiment in voting turnout and attitude change. In D. Katz, D. Cartwright, S. Eldersveld, & A.M. Lee (Eds.), *Public opinion and propaganda*. New York: Dryden Press.

Elkin, R.A., & Leippe, M.R. (1986). Physiological arousal, dissonance, and attitude change: Evidence for a dissonance arousal link and a "don't remind me" effect. *Journal of Personality and Social Psychology*, 51, 55-65.

Ellin, A. (2000, September 17). Dad, do you think I look fat? *New York Times*, p. 7.

Elliot, A.J., & Devine, P.G. (1994). On the motivational nature of cognitive dissonance: Dissonance as psychological discomfort. *Journal of Personality and Social Psychology*, 67, 382-394.

Ellis, B.J., & Malamuth, N.M. (2000). Love and anger in romantic relationships: A discrete systems model. *Journal of Personality*, 68, 525-556.

Ellsworth, P.V.C., & Mauro, R. (1998). Psychology and the law. In D.T. Gilbert, S.T. Fiske, & G. Lindzey (Eds.), *The handbook of social psychology* (4th Ed., Vol. 2, pp. 684-732). New York: McGraw-Hill.

Emswiller, T., Deaux, K., & Willits, J.E. (1971). Similarity, sex, and requests for small favors. *Journal of Applied Social Psychology*, 1, 284-291.

- Endo, Y., Heine, S.J., & Lehman, D.R. (2000). Culture and positive illusions in close relationships. *Personality and Social Psychology Bulletin*, 26, 1571-1586.
- English, E.H., & Baker, T.B. (1983). Relaxation training and cardiovascular response to experimental stressors. *Health Psychology*, 2, 239-259.
- Epley, N., & Dunning, D. (2000). Feeling "holier than thou": Are self-serving assessments produced by errors in self- or social prediction? *Journal of Personality and Social Psychology*, 79, 861-875.
- Epley, N., Savitsky, K., & Gilovich, T. Empathy neglect: Reconciling the spotlight effect and the correspondence bias. *Journal of Personality and Social Psychology*, 83, 300-312.
- Epstein, S. (1991). Cognitive-experiential self-theory: An integrative theory of personality. In R. Curtis (Ed.), *The self and others: Convergences in psychoanalytic, social, and personality psychology*. (pp. 111-137). New York: Guilford Press.
- Erlbaum. Center for Media and Public Affairs (July-August 2000). The media at the millennium: The networks top topics, trends, and joke targets of the 1990s. *Media Monitor*, 14, 1-6.
- Eron, L.D., & Huesmann, L.R. (1985). The role of television in the development of prosocial and antisocial behavior. In D. Olweus, M. Radke, T. Yarrow, & J. Block (Eds.), *Development of antisocial and prosocial behavior*. Orlando, Fla.: Academic Press.
- Eron, L.D. (1987). The development of aggressive behavior from the perspective of a developing behaviorism. *American Psychologist*, 42, 425-442.
- Eron, L.D. (2001). Seeing is believing: How viewing violence alters attitudes and aggressive behavior. In A.C. Bohart, & D.J. Stipek (Eds.), *Constructive and destructive behavior: Implications for family, school, and society* (pp. 49-60). Washington, DC: American Psychological Association.
- Eron, L.D., & Huesmann, L.R. (1984). The control of aggressive behavior by changes in attitudes, values, and the conditions of learning. In R.J. Blanchard, & C. Blanchard (Eds.), *Advances in the study of aggression*, vol. 1. Orlando, Fla.: Academic Press.
- Eron, L.D., Huesmann, L.R., Lefkowitz, M., & Walker, L.O. (1996). Does television violence cause aggression? In D.F. Greenberg (Ed.), *Criminal careers* (Vol. 2, pp. 311-321). Aldershot, England: Dartmouth.
- Esser, J.K. (1998). Alive and well after 25 years: A review of groupthink research. *Organizational Behavior and Human Decision Processes*, 73, 116-141.
- Essock-Vitale, S.M., & McGuire, M.T. (1985). Women's lives viewed from an

- evolutionary perspective. 2. Patterns of helping. *Ethnology & Sociobiology*, 6, 155-173.
- Evans, G.W. (1979). Behavioral and physiological consequences of crowding in humans. *Journal of Applied Social Psychology*, 9, 27- 46.
- Evans, G.W., Lepore, S.J., & Allen, K.M. (2000). Cross-cultural differences in tolerance for crowding: fact or fiction? *Journal of Personality and Social Psychology*, 79, 204-210.
- Fasenfest, D., Booza, J., & Metzger, S. (2005). *Living together: A new look at racial and ethnic integration in metropolitan neighborhoods, 1990-2000*. Living cities census series. Washington, DC: Brookings Institution.
- Fazio, R.H. (2000). Accessible attitudes as tools for object appraisal: Their costs and benefits. In G. Maio & J. Olson (Eds.), *Why we evaluate: Functions of attitudes* (pp. 1-36). Mahwah, NJ.: Erlbaum.
- Fazio, R.H., & Hilden, L.E. (2001). Emotional reactions to a seemingly prejudiced response: The role of automatically-activated racial attitudes and motivation to control prejudiced reactions. *Personality and Social Psychology Bulletin*, 27, 538-549.
- Fazio, R.H., Jackson, J.R., Dunton, B.C., & Williams, C.J. (1995). Variability in automatic activation as an unobtrusive measure of racial attitudes: A bona fide pipeline? *Journal of Personality and Social Psychology*, 69, 1013-1027.
- Fazio, R.H., Powell, M.C., & Williams, C.J. (1989). The role of attitude accessibility in the attitude-to-behavior process. *Journal of Consumer Research*, 16, 280-288.
- Fazio, R.H., & Zanna, M.P. (1978). Attitudinal qualities relating to the strength of the attitude-behavior relationship. *Journal of Experimental Social Psychology*, 14, 398-408.
- Fears, D., & Deane, C. (2001, July 5). Biracial couples report tolerance: Survey finds most are accepted by families. *The Washington Post Online*. <http://www.washingtonpost.com/ac2/wp-dyn/A19824-2001Jul4?referrer=emailarticle>
- Feeney, B.C., & Collins, N.L. (2001). Predictors of care giving in adult intimate relationships. An attachment theoretical perspective. *Journal of Personality and Social Psychology*, 80, 972-994.
- Feeney, J.A., & Hohaus, L. (2001). Attachment and spousal care giving. *Personal Relationships*, 8, 21-39.
- Fehr, B. (1996). *Friendship processes*. Thousand Oaks, CA: Sage.
- Fein, S., McCloskey, A.L., & Tomlinson, T.M. (1997). Can the jury disregard that information? The use of suspicion to reduce the prejudicial effects of pretrial

- publicity and inadmissible testimony. *Personality and Social Psychology Bulletin*, 23, 1215-1226.
- Feingold, A. (1988). Matching for attractiveness in romantic partners and same sex friends: A meta-analysis and theoretical critique. *Psychological Bulletin*, 104, 226-235.
- Feingold, A. (1990). Gender differences in effects of physical attractiveness on romantic attraction: A comparison across five research paradigms. *Journal of Personality and Social Psychology*, 59, 981-993.
- Feingold, A. (1992). Good-looking people are not what we think. *Psychological Bulletin*, 116, 304-341.
- Fejfar, M.C., & Hoyle, R.H. (2000). Effect of private self-awareness on negative affect and self-referent attributions: A quantitative review. *Personality and Social Psychology Review*, 4, 132-142.
- Feldman-Summers, S., & Kiesler, S.B. (1974). Those who are number two try harder: The effect of sex on attribution of causality. *Journal of Personality and Social Psychology*, 38, 846-855.
- Felmlee, D.H. (1994). Who's on top? Power in romantic relationships. *Sex Roles*, 31, 275-295.
- Felmlee, D.H. (1995). Fatal attractions: Affection and disaffection in intimate relationships. *Journal of Social and Personal Relationships*, 12, 295-311.
- Felmlee, D.H. (1998). "Be careful what you wish for...": A quantitative and qualitative investigation of "fatal attractions". *Personal Relationships*, 5, 235-253.
- Felmlee, D.H., Flynn, H.K., & Bahr, P.R. (2004, August). *Too much of a good thing: Fatal attractions in intimate relationships*. Paper presented at biannual conference of the International Association for Relationship Research, Madison, Wisconsin.
- Felson, R.B., & Reed, M.D. (1986). Reference groups and self-appraisals of academic ability and performance. *Social Psychology Quarterly*, 49, 103-109.
- Fenigstein, A. (1984). Self-consciousness and the over perception of self as target. *Journal of Personality and Social Psychology*, 47, 860-870.
- Fenigstein, A., Scheier, M.F., & Buss, A.H. (1975). Public and private self-consciousness: Assessment and theory. *Journal of Consulting and Clinical Psychology*, 43, 522-527.
- Ferguson, M.J., Bargh, J.A., & Nayak, D. (2005). After-affects: How automatic evaluations influence the interpretation of subsequent, unrelated stimuli. *Journal of Experimental Social Psychology*, 41, 182-191.
- Ferris, T. (1997, April 14). The wrong stuff. *New Yorker*, p. 32.

- Feshbach, N.D. (1978, March). *Empathy training: A field study in affective education*. Paper presented at the meeting of the American Research Association, Toronto, Ontario, Canada.
- Feshbach, N.D. (1997). Empathy: The formative years: Implications for clinical practice. In A.C. Bohart, & L.S. Greenberg (Eds.), *Empathy reconsidered: New directions in psychotherapy* (pp. 33-59). Washington, DC.: American Psychological Association.
- Feshbach, N.D., & Feshbach, S. (1969). The relationship between empathy and aggression in two age groups. *Developmental Psychology*, 1, 102-107.
- Festinger, L. (1954). A theory of social comparison processes. *Human Relations*, 7, 117-140
- Festinger, L. (1957). *A theory of cognitive dissonance*. Stanford: Stanford University Press.
- Festinger, L., & Carlsmith, J.M. (1959). Cognitive consequences of forced compliance. *Journal of Abnormal and Social Psychology*, 47, 382-389.
- Festinger, L., Pepitone, A., & Newcomb, T. (1952). Some consequences of deindividuation in a group. *Journal of Abnormal and Social Psychology*, 47, 382-389.
- Festinger, L., Riecken, H.W., & Schachter, S. (1956). *When prophecy fails*. Minneapolis: University of Minnesota Press.
- Festinger, L., Schachter, S., & Back, K. (1950). *Social pressures in informal groups: A study of human factors in housing*. New York: Harper.
- Fidler, S. (2007). US and Russia make a poor showing in peace rankings. *Financial Times*, May 31, 2007.
- Fiedler, K. (1991). The tricky nature of skewed frequency tables: An information loss account of distinctiveness-based illusory correlations. *Journal of Personality and Social Psychology*, 60, 24-36.
- Fincham, F.D. (2003). Marital conflict: Correlates, structure, and context. *Current Directions in Psychological Science*, 12, 23-27.
- Fincham, F.D., & Bradbury, T.N. (1993). Marital satisfaction, depression, and attributions: A longitudinal study. *Journal of Personality and Social Psychology*, 64, 442-452.
- Finkel, E.J., Rusbult, C.E., Kumashiro, M., & Hannon, P.A. (2002). Dealing with betrayal in close relationships: Does commitment promote forgiveness? *Journal of Personality and Social Psychology*, 82, 956-974.
- Finkenauer, C., & Hazam, H. (2000). Disclosure and secrecy in marriage: Do both contribute to marital satisfaction? *Journal of Social and Personal Relationships*,

17, 245-263.

Fischer, D. (1989). *Albion's seed: Four British folkways in America*. New York: Oxford University Press.

Fischer, W.F. (1963). Sharing in pre-school children as a function of amount and type of reinforcement. *Genetic Psychology Monographs*, 68, 215-245.

Fishbein, M., & Ajzen, I. (1974). Attitudes toward objects as predictive of single and multiple behavioral criteria. *Psychological Review*, 81, 59-74.

Fisher, J.D., Nadler, A., & Whitcher-Alagna, S. (1982). Recipient reactions to aid. *Psychological Bulletin*, 91, 33-54.

Fisher, R.P., Brennan, K.H., & McCauley, M.R. (2001). The cognitive interview method to enhance eyewitness recall. In M.L. Eisen (Ed.), *Memory and suggestibility in the forensic interview* (pp. 265-286). Mahwah, NJ: Erlbaum.

Fiske, A.P., (1991). *Structures of social life: the four elementary forms of human relations*. New York: Free Press.

Fiske, A.P. (1992). The four elementary forms of sociality: Framework for a unified theory of social relations. *Psychological Review*, 99, 689-723.

Fiske, S.T. (1993). Social Cognition and Social Perception. In L. Porter and M.R. Rosenzweig. (Eds), *Annual Review of Psychology*, 44, 155-194.

Fiske, S.T. (1998). Stereotyping, prejudice, and discrimination. In D.T. Gilbert, S.T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (Vol. 2, pp. 357-411). New York: Oxford University Press.

Fiske, S.T., & Depret, E. (1996). Control, interdependence, and power: Understanding social cognition in its social context. *European Review of Social Psychology*, 7, 31-61.

Fiske, S.T., Harris, L.T., & Cuddy, A.J.C. (2004). Why ordinary people torture enemy prisoners. *Science*, 306, 1483-1483.

Fiske, S.T., & Neuberg, S.L. (1990). A continuum of impression formation, from category-based to individuating processes: Influences of information and motivation of attention and interpretation. In M.P. Zanna (Ed.), *Advances in experimental social psychology* (Vol.23, pp. 1-73). New York: Academic Press.

Fiske, S.T., & Taylor, S.E. (1991). *Social Cognition*. New York: McGraw-Hill.

Fivush, R. (1992). Gender differences in parent-child conversations about past emotions. *Sex Roles*, 27, 683-698.

Flanagan, C.A., Bowes, J.M., Jonsson, B., Csapo, B., & Sheblanova, E. (1998). Ties that bind: Correlates of adolescents' civic commitments in seven countries. *Journal of Social Issues*, 54, 457-475.

Fleming, I, Baum, A., & Weiss, L. (1987). Social density and perceived control as

- mediators of crowding stress in high-density residential neighborhoods. *Journal of Personality and Social Psychology*, 52, 899-906.
- Fletcher, G.J.O., Tither, J.M., O'Loughlin, C., Friesen, M., & Overall, N. (2004). Warm and homely or cold and beautiful? Sex differences in trading off traits in mate selection. *Personality and Social Psychology Bulletin*, 30, 659-672.
- Foa, U.G., & Foa, E.B. (1975). *Resource theory of social exchange*. Morristown, NJ: General Learning Press.
- Folkes, V.S., & Sears, D.O. (1977). Does everybody like a liker? *Journal of Experimental Social Psychology*, 13, 505-519.
- Ford, T.E., & Kruglanski, A. (1995). Effects of epistemic motivations on the use of momentarily accessible constructs in social judgment. *Personality and Social Psychology Bulletin*, 21, 950-962.
- Forgas, J.P. (2001). On being moody but influential. In J.P. Forgas, & K.D. Williams (Eds.), *Social influence: Direct and indirect processes* (pp. 147-166). Philadelphia: Psychology Press.
- Forgas, J.P., Bower, G.H., & Krantz, S.E. (1984). The influence of mood on perceptions of social interactions. *Journal of Experimental Social Psychology*, 20, 497-513.
- Forgas, J.P., & Ciarrochi, J.V. (2002). On managing moods: Evidence of the role of homeostatic cognitive strategies in affect regulation. *Personality and Social Psychology Bulletin*, 28, 336-345.
- Forgas, J.P., & Williams, K.D. (2001). *Social influence: Direct and indirect processes*. Philadelphia: Psychology Press.
- Forster, J., & Lieberman, N. (2001). The role of attribution of motivation in producing postsuppressional rebound. *Journal of Personality and Social Psychology*, 81, 377-390.
- Fouts, G., & Burggraf, K. (1999). Television situation comedies: Female body images and verbal reinforcements. *Sex Roles*, 40, 473-479.
- Fowers, B.J., Lyons, E., Montel, K.H., & Shakel, N. (2001). Positive illusions about marriage among married and single individuals. *Journal of Family Psychology*, 15, 95-109.
- Fragale, A.R., & Heath, C. (2004). Evolving informational credentials: the (mis)attribution of believable facts to credible sources. *Personality and Social Psychology Bulletin*, 30, 225-236.
- Frager, R. (1970). Conformity and anti-conformity in Japanese *Journal of Personality and Social Psychology*, 15, 203-210.
- Fraley, R.C. (2002). Attachment stability from infancy to adulthood: Meta-analysis

- and dynamic modeling of developmental mechanisms. *Personality and Social Psychology Review*, 6, 123-151.
- Fraley, R.C., & Shaver, P.R. (1998). Airport separations: A naturalistic study of adult attachment dynamics in separating couples. *Journal of Personality and Social Psychology*, 75, 1198-1212.
- Fraley, R.C., & Spieker, S.J. (2003). Are infant attachment patterns continuously or categorically distributed? A taxometric analysis of strange situation behavior. *Developmental Psychology*, 34, 387-404.
- Frank, J.D. (1978). *Psychotherapy and the human predicament: A psychosocial approach*. (P.E. Dietz, Ed.). New York: Schocken Books.
- Frank, M.G., & Gilovich, T. (1988). The dark side of self and social perception: Black uniforms and aggression in professional sports. *Journal of Personality and Social Psychology*, 54, 74-85.
- Fraser, C., & Gaskell, G. (1990). *The social psychological study of widespread beliefs*. Oxford: Clarendon press.
- Fredrickson, B.L., & Roberts, T. (1997). Objectification theory: Toward understanding women's lived experiences and mental health risks. *Psychology of Women Quarterly*, 21, 173-206.
- Freedman, J.L. (1965). Long-term behavioral effects of cognitive dissonance. *Journal of Experimental and Social Psychology*, 1, 145-155.
- Freedman, J.L., & Fraser, S.C. (1966). Compliance without pressure: A foot-in-the-door technique. *Journal of Personality and Social Psychology*, 4, 195-202.
- Freedman, J.L., & Sears, D.O. (1965). Warning, distraction, and resistance to influence. *Journal of Personality and Social Psychology*, 1, 262-266.
- French, H.W. (2001, August 7). Hypothesis: A scientific gap. Conclusion: Japanese custom. *New York Times*, p. A1.
- French, J., & Raven, B. (1959). The bases of social power. In D. Cartwright (Ed.), *Studies of social power* (pp. 150-167). Ann Arbor, MI: Institute for Social Research.
- Freud, S. (1930). *Civilizations and its discontents*. London: Hogarth Press.
- Fried, R., & Berkowitz, L. (1979). Music hath charms... and can influence helplessness. *Journal of Applied Psychology*, 9, 199-208.
- Friedman, H.S. (1991). *The self-healing personality: Why some people achieve health and others succumb to illness*. New York: Holt.
- Friedman, M., & Rosenman, R.H. (1974). *Type A behavior and your heart*. New York: Knopf.
- Frieze, I.H., Olson, J.E., & Russell, J. (1991). Attractiveness and income for men

and women in management. *Journal of Applied Social Psychology*, 21, 1039-1057.

Frodi, A. (1975). The effect of exposure to weapons on aggressive behavior from a cross-cultural perspective. *International Journal of Psychology*, 10, 283-292.

Frye, N.E., & Karney, B.R. (2004). Revision of memories of relationship development: Do biases persist over time? *Personal Relationships*, 11, 79-97.

Fulero, S.M. (2002). Afterward: The past, present, and future of applied pretrial publicity research. *Law and Human Behavior*, 26, 127-133.

Funder, D.C. (1995). On the accuracy of personality judgment: A realistic approach. *Psychological Review*, 102, 652-670.

Furnham, A. (1993). Just world beliefs in twelve societies. *Journal of Social Psychology*, 133, 317-329.

Furnham, A., & Gunter, B. (1984). Just world beliefs and attitudes toward the poor. *British Journal of Social Psychology*, 23, 265-269.

Furnham, A., & Mak, T. (1999). Sex-role stereotyping in television commercials: A review and comparison of fourteen studies done on five continents over 25 years. *Sex Roles*, 41, 223-242,

Gable, S.L., Reis, H.T., & Elliot, A.J. (2000). Behavioral activation and inhibition in everyday life. *Journal of Personality and Social Psychology*, 78, 1135-1149.

Gable, S.L., Reis, H.T., Impett, E.A., & Asher, E.R. (2004). What do you do when things go right? The intrapersonal and interpersonal benefits of sharing positive events. *Journal of Personality and Social Psychology*, 87, 228-245.

Gabrenya, W.K., Wang, Y., & Latane, B.(1985). Social loafing on an optimizing task: Cross-cultural differences among Chinese and Americans. *Journal of Cross-Cultural Psychology*, 16, 23-242.

Gabriel, S., & Gardner, W.L. (1999). Are the "his" and "her" types of interdependence? The implications of gender differences in collective versus relational interdependence for affect, behavior, and cognition. *Journal of Personality and Social Psychology*, 77, 642-655.

Gaebelein, J.W., & Mander, A. (1978). Consequences for targets of aggression as a function of aggressor and instigator roles: Three experiments. *Personality and Social Psychology Bulletin*, 4, 465-468.

Gaertner, S.L., & Dovidio, J.F. (1977). The subtlety of white racism. arousal, and helping behavior. *Journal of Personality and Social Psychology*, 35, 691-707.

Gaertner, S.L., & Dovidio, J.F. (1986). Prejudice, discrimination, and racism: Problems, progress, and promise. In J.F. Dovidio & S.L. Gaertner (Eds.), *Prejudice, discrimination, and racism* (pp.315-332). Orlando, FL.: Academic Press.

Gaertner, S.L., Dovidio, J.F., Rust, M.C., Nier, J.A., Banker, B.S., & Ward, C.M.

- (1999). Reducing inter-group bias: Elements of inter-group cooperation. *Journal of Personality and Social Psychology*, 76, 388-402.
- Gaertner, S.L., Mann, J.A., Murrell, A., & Dovidio, J.F. (1989). Reducing inter-group bias: The benefits of recategorization. *Journal of Personality and Social Psychology*, 57, 239-249.
- Gaertner, S.L., Mann, J.A., Dovidio, J.F., & Murrell, A.J. (1990). How does cooperation reduce inter-group bias? *Journal of Personality and Social Psychology*, 59, 692-704.
- Galizio, M., & Hendrick, C. (1972). Effect of musical accompaniment on attitude: The guitar as a prop for persuasion. *Journal of Applied Social Psychology*, 2, 350-359.
- Gallup Organization (1989, July). Cigarette smoking at a 45 year low. *Gallup poll monthly*, No. 286, 23-26.
- Gallup, G., Jr. (1984, March). Religion in America. *The Gallup Report*, Report No. 222.
- Gallup, G.G. (1977). Self-recognition in primates: A comparative approach to the bi-directional properties of consciousness. *American Psychologist*, 32, 329-338.
- Gallup, G.G. (1997). On the rise and fall of self-conceptions in primates. In J.G. Snodgrass, & R.L. Thomson (Eds.), *The self across psychology: Self-recognition, self-awareness, and the self-concept* (Vol. 3, pp. 73-82). New York: New York Academy of Sciences Press.
- Galtung, J. (1998). *3R: Reconstruction, Resolution, Reconciliation*. Gernika: Gogoratz.
- Galtung, J. (2005). Twelve creative ways to foster reconciliation after Violence. *Intervention*, 3(3), 222-234.
- Gangestad, S.W., Simpson, J.A., Cousins, A.J., Garver-Apgar, C.E., & Christensen, P.N. (2004). Women's preference for male behavioral displays change across the menstrual cycle. *Psychological Science*, 15, 203-207
- Gangestad, S.W., & Snyder, M. (2000). Self-monitoring: Appraisals and reappraisals. *Psychological Bulletin*, 126, 530-555.
- Gangestad, S.W., & Thornhill, R. (1998). Menstrual cycle variation in women's preferences for the scent of symmetric men. *Proceedings of the Royal Society of London B*, 265, 727-733.
- Garbarino, J., & Bronfenbrenner, U. (1976). The socialization of moral judgment and behavior in cross-cultural perspective in T. Lickona (Ed.), *Moral development and behavior: theory, research, and social issues*. New York: Holt, Rinehart, & Winston.

- Garcia, S.M., Weaver, K., Moskowitz, G.B., & Darley, J.M. (2002). Crowded minds: The implicit bystander effect. *Journal of Personality and Social Psychology*, 83, 843-853.
- Gardner, W.L., Pickett, C.L. & Brewer, M.B. (2000). Social exclusion and selective memory: How the need to belong influences memory for social events. *Personality and Social Psychology Bulletin*, 26, 486-496.
- Gates, G.S. (1924). The effects of an audience upon performance. *The Journal of Abnormal and Social Psychology*, 18, 334-342.
- Geary, D.C. (1996). Sexual selection and sex differences in mathematical abilities. *Behavioral Sciences*, 19, 229-284.
- Geen, R.G. (1989). Alternative conceptions of social facilitation. In P.B. Paulus (Ed.), *Psychology of Group influence*. (2nd ed. pp.15-51). Hillsdale, NJ: Erlbaum.
- Geen, R.G. (1998). Aggression and antisocial behavior. In D.T. Gilbert, S.T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (4th ed, Vol. 2, pp. 317-356). New York: McGraw Hill.
- Geen, R.G., & Gange, J.J. (1983). Social facilitation: Drive theory and beyond. In H.H. Blumber, A.P. Hare, V. Kent, & M. Davis (Eds.), *Small Groups and Social Interaction*, Vol.1. London: Wiley.
- Geen, R.G., & Pigg, R. (1970). Acquisition of an aggressive response and its generalization to verbal behavior. *Journal of Personality and Social Psychology*, 15, 165-170.
- Geen, R.G., Stonner, D., & Shope, G. (1975). The facilitation of aggression by aggression: A study in response inhibition and disinhibition. *Journal of Personality and Social Psychology*, 31, 721-726.
- Geen, R.G., & Thomas, S.L. (1986). The immediate effects of media violence on behavior. *Journal of Social Issues*, 42(3), 7-28.
- Gemmill, G. (1989). The dynamics of scapegoating in small groups. *Small Group Behavior*, 20, 406-418.
- George, D.M. (1992). *An attribution-empathy-efficacy model of helping behavior*. Unpublished dissertation, University of California, Los Angeles.
- George, D.M., Carroll, P., Kersnick, R., & Calderon, K. (1998). Gender-related patterns of helping among friends. *Psychology of Women Quarterly*, 22, 685-704.
- George, J.M. (1990). Personality, affect, and behavior in groups. *Journal of Applied Psychology*, 75, 107-116.
- Gerard, H.B., & Mathewson, R.A. (1966). The effects of severity of initiation on liking for a group: A replication. *Journal of Experimental Social Psychology*, 2,

278-287.

Gerbner, G., Gross, L., Morgan, M., & Signorielli, N. (1980). The "mainstreaming" of America: Violence profile no. 11. *Journal of Communications*, 30, 10-29.

Gerber, G., Gross, L., Morgan, M., & Signorielli, N. (1986). Living with television: The dynamics of the cultivation process. In J. Bryant, & D. Zillman (Eds.), *Perspectives on media effects* (pp. 17-40). Hillsdale, NJ: Erlbaum Associates.

Gerbner, G., Gross, L., Morgan, M., Signorielli, N., & Shanahan, J. (2002). Growing up with television: Cultivation processes. In J. Bryant, & D. Zillman (Eds.), *Media effects: Advances in theory and research* (pp. 43-67). Mahwah, NJ: Erlbaum.

Gergen, K. (1978). Social Psychology as history. *Journal of Personality and Social Psychology*, 26, 309-320.

Gergen, K.L., Ellsworth, P., Maslach, C., & Seipel, M. (1975). Obligation, donor resources, and reactions to aid in three cultures. *Journal of Personality and Social Psychology*, 31, 390-400.

Gibbons, F.X. (1978). Sexual standards and reactions to pornography: Enhancing behavioral consistency through self-focused attention. *Journal of Personality and Social Psychology*, 36, 976-987.

Gibbons, F.X., & Gerrard, M. (1989). Effects of upward and downward social comparison on mood states. *Journal of Social and Clinical Psychology*, 8, 14-31.

Gilbert, G.M. (1951). Stereotype persistence and change among college students. *Journal of Abnormal and Social Psychology*, 46, 245-254.

Gilbert, S.J. (1981). Another look at Milgram's obedience studies: the role of the graduated series of shocks. *Personality and Social Psychology Bulletin*, 4, 690-695.

Gilens, M. (1999). *Why Americans hate welfare: Race, media, and the politics of antipoverty policy*. Chicago: University of Chicago Press.

Gilovich, T. (1981). Seeing the past in the present: The effect of associations to familiar events on judgments and decisions. *Journal of Personality and Social Psychology*, 40, 797-808.

Gilovich, T. (1987). Secondhand information and social judgment. *Journal of Experimental Social Psychology*, 23, 59-74.

Gilovich, T. (1991). *How do we know what isn't so: the fallibility of human reasoning in everyday life*. New York: Free Press.

Gilovich, T., & Griffin, D.W. (2002). Introduction: Heuristics and biases, now and then. In T. Gilovich, D.W. Griffin, & D. Kahneman (Eds.), *Heuristics and biases: The psychology of intuitive judgment* (pp. 1-18). New York: Cambridge University

Press.

- Gilovich, T., Griffin, D.W., & Kahneman, D. (Eds.). (2002). *Heuristics and biases: The psychology of intuitive judgment*. New York: Cambridge University Press.
- Gilovich, T., Kruger, J., Medvec, V.H. (2002). The spotlight effect revisited: Overestimating the manifest variability in our actions and appearance. *Journal of Experimental Social Psychology*, 38, 93-99.
- Gilovich, T., & Savitsky, K. (2002). Like goes with like: The role of representativeness in erroneous and pseudo-scientific beliefs. In T. Gilovich, D.W. Griffin, & D. Kahneman (Eds.), *Heuristics and biases: The psychology of intuitive judgment* (pp. 617-624). New York: Cambridge University Press.
- Gimlin, D. (1994). The anorexic as over conformist: Toward a reinterpretation of eating disorders. In K.A. Callaghan (Ed.), *Ideals of feminine beauty: Philosophical, social, and cultural dimensions* (pp.99-111). Westport, CT: Greenwood Press.
- Glasman, L.R., & Albarracin, D. (2006). Forming Attitudes That Predict Future Behavior: A Meta-Analysis of the Attitude-Behavior Relation. *Psychological Bulletin*, 132(5), 778-822.
- Glenn, N.D. (1991). The recent trend in marital success in the United States. *Journal of Marriage and the Family*, 53, 261-270.
- Glick, P., & Fiske, S.T. (2001). An ambivalent alliance: Hostile and benevolent sexism as complementary justifications for gender inequality. *American Psychologist*, 56, 109-118.
- Goethals, G.R., & Darley, J.M. (1977). Social comparison theory: An attributional approach. In J.M. Suls, & R.L. Miller (Eds.), *Social comparison processes: Theoretical and empirical perspectives* (pp. 259-278). Washington, DC: Hemisphere/Halsted.
- Goethals, G.R., & Reckman, R.F. (1973). The perception of consistency in attitudes. *Journal of Experimental Social Psychology*, 9, 491-501.
- Goffman, E. (1959). *The Presentation of Self in Everyday life*. Garden City, New York: Doubleday.
- Gold, J.A., Ryckman, R.M., & Mosley, N.R. (1984). Romantic mood induction and attraction to a dissimilar other: Is love blind? *Personality and Social Psychology Bulletin*, 10, 358-368.
- Goleman, D. (1985, March 5). Great altruists: Science ponders soul of goodness. *New York Times*, pp. C1, C2.
- Gologor, E. (1977). Group polarization in a non-risk-taking culture. *Journal of Cross-Cultural Psychology*, 8, 331-346.
- Goodheart, A. (2004, May-June). Change of heart. *AARP The Magazine*, 43-45.

- Gorassini, D.R., & Olson, J.M. (1995). Does self-perception change explain the foot-in-the-door effect? *Journal of Personality and Social Psychology*, 69, 91-105.
- Gordon, R.A. (1996). Impact of ingratiation on judgments and evaluations: A meta-analytic investigation. *Journal of Personality and Social Psychology*, 71, 54-70.
- Gorsuch, R.L. (1988). Psychology of religion. *Annual Review of Psychology*, 39, 201-222.
- Gotlieb, L.H. (1992). Interpersonal and cognitive aspects of depression. *Current Directions in Psychological Science*, 1, 149-154.
- Gottlieb, J., & Carver, C.S. (1980). Anticipation of future interaction and the bystander effect. *Journal of Experimental Social Psychology*, 16, 253-260.
- Gottman, J.M., & Levenson, R.W. (1992). Marital processes predictive of later dissolution: Behavior, physiology, and health. *Journal of Personality and Social Psychology*, 63, 221-233.
- Gottman, J.M., & Levenson, R.W. (1999). Rebound from marriage conflict and divorce prediction. *Family Processes*, 38, 287-292.
- Gottman, J.M., & Levenson, R.W. (2000). The timing of divorce: Predicting when a couple will divorce over a 14-year period. *Journal of Marriage and the Family*, 62, 737-745.
- Gould, S.J. (1997, June 26). Evolution: The pleasures of pluralism. *New York Review of Books*, pp. 47-52.
- Gouldner, A.W. (1960). The norm of reciprocity: A preliminary statement. *American Sociological Review*, 25, 161-178.
- Graham, S., Hudley, C., & Williams, E. (1992). Attributional and emotional determinants of aggression among African-American and Latino young adolescents. *Developmental Psychology*, 28, 731-740.
- Granberg, D., & Brown, T. (1989). On affect and cognition in politics. *Social Psychology Quarterly*, 52, 171-182.
- Gray, J.R. (2004). Integration of emotion and cognitive control. *Current Directions in Psychological Sciences*, 13, 46-49.
- Graziano, W.G., Jensen-Campbell, L.A., Shebilske, L.J., & Lundgren, S.R. (1993). Social influence, sex differences, and judgments of beauty: Putting the interpersonal back in interpersonal attraction. *Journal of Personality and Social Psychology*, 65, 522-531.
- Greenberg, J., Arndt, J., Schimel, J., Pyszczynski, T., & Solomon, S. (2001). Clarifying the function of mortality salience-induced world-view defense: Renewed suppression or reduced accessibility of death-related thoughts. *Journal of Experimental Social Psychology*, 37, 70-76.

- Greenberg, J., Porteus, J., Simon, L., Pyszczynski, T., & Solomon, S. (1995). Evidence of a terror management function of cultural icons: The effects of mortality salience on the inappropriate use of cherished cultural symbols. *Personality and Social Psychology Bulletin*, 21, 1121-1228.
- Greenberg, J., Pyszczynski, T. & Solomon, S. (1986). The causes and consequences of a need for self-esteem: A terror management theory. In R.F. Baumeister (Ed.), *Public self and private self* (pp. 189-212). New York: Springer/Verlag.
- Greenberg, J., Pyszczynski, T., Solomon, S., Rosenblatt, A., Veeder, M., Kirkland, S., & Lyon, D. (1990). Evidence for terror management theory 2: The effects of mortality salience on reactions to those who threaten or bolster the cultural worldview. *Journal of Personality and Social Psychology*, 58, 308-318.
- Greenberg, J., Pyszczynski, T., Solomon, S., Simon, L., & Breus, M.(1994). Role of consciousness and accessibility of death-related thoughts in mortality salience effects. *Journal of Personality and Social Psychology*, 67, 627-637.
- Greenberg, J., Solomon, S., Pyszczynski, T., & Solomon, S., Rosenblatt, A., Burling, J., & Lyon, D. (1992). Converging evidence that self-esteem serves as an anxiety-buffering function. *Journal of Personality and Social Psychology*, 63, 913-922.
- Greene, D., Sternberg, B., & Lepper, M.R. (1976). Overjustification in a token economy. *Journal of Personality and Social Psychology*, 34, 1219-1234.
- Greene, J.D., & Haidt, J. (2002). How (and where) does moral judgment work? *Trends in Cognitive Sciences*, 6, 517-523.
- Greenwald, A.G. (1980). The totalitarian ego: Fabrication and revision of personal history. *American Psychologist*, 35, 603-618.
- Greenwald, A.G., & Banaji, M.R. (1995). Implicit social recognition: attitudes, self-esteem, and stereotypes. *Psychological Review*, 102, 4-27.
- Greenwald, A.G., Carnot, C.G., Beach, R., & Young, B. (1987). Increasing voting behavior by asking people if they expect to vote. *Journal of Applied Psychology*, 72, 315-318.
- Greenwald, A.G., McGhee, D.E., & Schwartz, D.L.K. (1998). Measuring individual differences in implicit cognition: The implicit Association Test. *Journal of Personality and Social Psychology*, 74, 1464-1480.
- Greenwald, A.G., & Nosek, B.A. (2001). Health of the Implicit Association Test at age 3. *Zeitschrift fur Experimentelle Psychologie*, 48, 85-93.
- Greve, W., & Wentura, D. (2003). Immunizing the self: Self-concept stabilization through reality-adaptive self-definitions. *Personality and Social Psychology Bulletin*, 29, 39-50.

- Griffin, D., & Buehler, R. (1993). Role of construal processes in conformity and dissent. *Journal of Personality and Social Psychology*, 65, 657-669.
- Grote, N.K., & Clark, M.S. (2001). Perceiving unfairness in the family: Cause and consequence of marital distress? *Journal of Personality and Social Psychology*, 80, 281-293.
- Grube, J.A., & Piliavin, J.A. (2000). Role identity, organizational experience, and volunteer performance. *Personality and Social Psychology Bulletin*, 26, 1108-1119.
- Gruber-Baldini, A.L., Schaie, K.W., & Willis, S.L. (1995). Similarity in married couples: A longitudinal study of mental abilities and rigidity-flexibility. *Journal of Personality and Social Psychology*, 69, 191-203.
- Gruman, J.C., & Sloan, R.P. (1983). Disease as justice: Perceptions of the victims of physical illness. *Basic and Applied Social Psychology*, 4, 39-46.
- Grush, J.E. (1980). Impact of candidate expenditures, regionality, and prior outcomes on the 1976 Democratic presidential primaries. *Journal of Personality and Social Psychology*, 38, 337-347.
- Guadagno, R.E., Asher, T., Demaine, L.J., & Cialdini, R.B. (2001). When saying yes leads to saying no: Preferences for consistency and the reverse foot-in-the-door. *Personality and Social Psychology Bulletin*, 27, 859-867.
- Gudykunst, W.B. (1989). Culture and inter-group processes. In M.H. Bond (Ed.), *The cross-cultural challenge to social psychology*. Newbury Park, CA.: Sage.
- Guisinger, S., & Blatt, S.J. (1994). Individuality and relatedness: Evolution of a fundamental dialect. *American Psychologist*, 49, 104-111.
- Gunthert, C.B., Cohen, L.H., & Armeli, S. (1999). The role of neuroticism in daily stress and coping. *Journal of Personality and Social Psychology*, 77, 1087-1100.
- Gurin, P., & Epps, E. (1975). *Black consciousness, identity and achievement: A study of students in historically black colleges*. New York: Wiley.
- Gustafson, R. (1989). Frustration and successful vs. unsuccessful aggression: A rest of Berkowitz's completion hypothesis. *Aggressive Behavior*, 15, 5-12.
- Guttman, L., & Suchman, E.A. (1947). Intensity and zero point for attitude analysis. *American Sociological Review*, 12, 57-67.
- Haberstroth, S., Oyserman, D., Schwarz, N., Kuhnen, U., & Ji, L.J. (2002). Is the interdependent self more sensitive to question context than the independent self? Self-construal and the observation of conversational norms. *Journal of Experimental Social Psychology*, 38, 323-329.
- Haddock, G., Zanna, M.P., & Esses, V.M. (1993). Assessing the structure of prejudicial attitudes: The case of attitudes toward homosexuals. *Journal of*

Personality and Social Psychology, 65, 1105-1118.

Hafer, C.L., & Olson, J.M. (1993). Beliefs in a just world, discontent, and assertive actions by working women. *Personality and Social Psychology Bulletin*, 19, 30-38.

Haidt, J. (2003). The moral emotions. In R.J. Davidson, K.R. Scheer, & H.H. Goldsmith (Eds.), *Handbook of affective sciences* (pp. 852-870). Oxford, England: Oxford University Press.

Hak, T, Van der Veer, K., & Jansen, H. (2004). *The Three-Step Test-Interview (TSTI): An observational instrument for pretesting self-completion questionnaires*. ERIM Reports Series Research in Management. Retrieved from <https://ep.eur.nl/handle/1765/1265>

Hall, E.T. (1966). *The Hidden Dimension*. Garden City, NY: Doubleday.

Hall, E.T. (1976). *Beyond culture*. New York: Anchor Books.

Hall, J.A. (1984). *Nonverbal gender differences: Accuracy of communication and expressive style*. Baltimore: John Hopkins University Press.

Hamill, R., Wilson, T.D., & Nisbett, R.E. (1980). Insensitivity to sample bias: Generalizing from atypical cases. *Journal of Personality and Social Psychology*, 39, 578-589.

Hamilton, D.L., & Gifford, R.K. (1976). Illusory correlation in interpersonal perception: A cognitive basis of stereotypic judgments. *Journal of Experimental Social Psychology*, 12, 392-407.

Hamilton, D.L., & Sherman, S.J. (1989). Illusory correlations: Implications for stereotype theory and research. In D. Bar-Tal, C.F. Grauman, A.W. Kruglanski, & W. Stroebe (Eds.), *Stereotypes and prejudice: changing conceptions* (pp. 59-82). New York: Springer-Verlag.

Hamilton, D.L., & Trolier, T.K. (1986). Stereotypes and stereotyping: An overview of a cognitive approach. In J.E. Dovidio, & S.L. Gaertner (Eds.), *Prejudice, discrimination and racism* (pp. 127-163). Orlando, FL: Academic Press.

Hamilton, D.L., Stroessner, S., & Mackie, D.M. (1993). The influence of affect on stereotyping: The case of illusory correlations. In D.M. Mackie, & D.L. Hamilton (Eds.), *Affect, cognition, and stereotyping: Interactive processes in group perception* (pp. 39-61), San Diego, CA.: Academic Press.

Hamilton, V.L., Sanders, J., & McKearney, S.J. (1995). Orientations toward authority in an authoritarian state; Moscow in 1990. *Personality and Social Psychology Bulletin*, 21, 356-365.

Hamilton, W.D. (1964). The genetic evolution of social behavior. *Journal of Theoretical Biology*, 7, 1-52.

Hampson, R.B. (1984). Adolescent prosocial behavior: Peer-group and situational

factors associated with helping. *Journal of Personality and Social Psychology*, 46, 153-162.

Han, R.G., & Shaviitt, S. (1994). Persuasion and culture: Advertising appeals in individualistic and collectivistic societies. *Journal of Experimental Social Psychology*, 30, 326-350.

Haney, C., Banks, C., & Zimbardo, P. (1973). Interpersonal dynamics in a simulated prison. *International Journal of Criminology and Penology*, 1, 69-97.

Hansen, C.H., & Hansen, R.D. (1988). Finding the face in the crowd: An angry superiority effect. *Journal of Personality and Social Psychology*, 54, 917-924.

Hardin, G. (1968). The tragedy of the commons. *Science*, 162, 1243-1248.

Hardy, K., & Larsen, K.S. (1971). Personality and selectivity factors as predictors of social conformity among college girls. *The Journal of Social Psychology*, 83, 147-148.

Hare, R.D. (1993). *Without conscience: The disturbing world of psychopaths among us*. New York: Simon & Shuster/Pocket.

Haritos-Fatouros, M. (1988). The official torturer: A learning model for obedience to the authority of violence. *Journal of Applied Social Psychology*, 18, 1107-1120.

Harkins, S.G., & Petty, R.E. (1981). The effects of source magnification of cognitive effort on attitudes: An information processing view. *Journal of Personality and Social Psychology*, 40, 401-413.

Harkins, S.G., & Petty, R.E. (1987). Information utility and group evaluation. *Journal of Personality and Social Psychology*, 52, 260-268.

Harlow, H.F. (1959). Love in infant monkeys. *Scientific American*, 200, 68-86.

Harmon-Jones, E. (2000). Cognitive dissonance and experienced negative affect: Evidence that dissonance increases experienced negative affect even in the absence of aversive consequences. *Personality and Social Psychology Bulletin*, 26, 1490-1501.

Harmon-Jones, E., & Allen, J.J.B. (2001). The role of affect in the mere exposure effect. *Personality and Social Psychology Bulletin*, 27, 889-898.

Harmon-Jones, E., & Harmon-Jones, C. (2002). Testing the action-based model of cognitive dissonance: The effect of action orientation on post-decisional attitudes. *Personality and Social Psychology Bulletin*, 28, 711-723.

Harmon-Jones, E., Sigelman, J.D., Bohlig, A., & Harmon-Jones, C. (2003). Anger, Coping, and frontal cortical activity: the effect of coping potential on anger-induced left frontal activity. *Cognition and Emotion*, 17, 1-24.

Harris, C.R. (2001). Cardiovascular responses of embarrassment and effects of emotional suppression in a social setting. *Journal of Personality and Social*

Psychology, 81, 886-897.

Harris, M.B. (1974). Mediators between frustration and aggression in a field experiment. *Journal of Experimental and Social Psychology*, 10, 561-571.

Hart, D., & Damon, W. (1986). Developmental trends in self-understanding. *Social Cognition*, 4, 388-407.

Harter, S. (1983). Developmental perspectives on the self-system. In M. Hetherington (Ed.), *Handbook of child psychology: Social and personality development* (Vol. 4, pp. 275-385). New York: Wiley.

Harter, S. (2003). The development of self-representations during childhood and adolescence. In M. Leary, & J.P. Tangney (Eds.), *Handbook of self and identity* (pp. 610-642). New York: Guilford Press.

Hartshorne, H., & May, M.A. (1929). *Studies in the nature of character: Vol. 2. Studies in service and self-control*. New York: Macmillan.

Hartstone, M., & Augoustinos, M. (1995). The minimal group paradigm: Categorization into two versus three groups. *European Journal of Social Psychology*, 25, 179-193.

Hartup, W.W., & Stevens, N. (1997). Friendships and adaptation in the life course. *Psychological Bulletin*, 121, 355-370.

Hass, R.G., & Linder, D.E. (1972). Counterargument availability and the effect of message structure on persuasion. *Journal of Personality and Social Psychology*, 23, 219-233.

Hasstie, R., & Pennington, N. (2000). Explanation-based decision making. In T. Connolly, & H.R. Arkes (Eds.), *Judgment and decision-making: An interdisciplinary reader*. New York: Cambridge University Press.

Hatfield, E. (1988). Passionate and companionate love. In R.J. Sternberg, & M.L. Barnes (Eds.), *The psychology of love* (pp. 191-217). New Haven: Yale University Press.

Hatfield, E., Cacioppo, J.T., & Rapson, R.L. (1992). The logic of emotion: Emotional contagion. In M.S. Clark (Ed.), *Review of Personality and Social Psychology*. Newbury Park, CA: Sage.

Hatfield, E., Traupmann, J., Sprecher, S., Utne, M., & Hay, J. (1985). Equity and intimate relationships: Recent research. In W. Ickes (ed.), *Compatible and incompatible relationships* (pp. 91-118). New York: Springer-Verlag.

Haugtvedt, C.P., & Petty, R.E. (1992). Personality and persuasion: Need for cognition moderates the persistence and resistance of attitude changes. *Journal of Personality and Social Psychology*, 63, 308-319.

Haugtvedt, C.P., & Wegener, D.T. (1994). Message order effects in persuasion: An

attitude strength perspective. *Journal of Consumer Research*, 21, 205-218.

Hawkins, M.W., Carrere, S., & Gottman, S.M. (2002). Marital sentiment override: Does it influence couples' perception? *Journal of Marriage and the Family*, 64, 193-201.

Hawkey, L.C., Burleson, M.H., Berntson, G.G., & Cacioppo, J.T. (2003). Loneliness in everyday life: Cardiovascular activity, psychosocial context, and healthy behaviors. *Journal of Personality and Social Psychology*, 85, 105-120

Hazan, C., & Shaver, P. (1987). Romantic love conceptualized as an attachment process. *Journal of Personality and Social Psychology*, 52, 511-524.

Hearold, S. (1986). A synthesis of 1043 effects of television on social behavior. In G. Comstock (Ed.), *Public communication and behavior*, Vol. 1. Orlando, Fla.: Academic Press.

Heatherton, T.F., & Polivy, J. (1991). Development and validation of a scale for measuring state self-esteem. *Journal of Personality and Social Psychology*, 60, 895-910.

Hebl, M., Foster, J., Bigazzi, J., Mannix, L., & Dovidio, J. (2002). Formal and interpersonal discrimination: A field study of bias toward homosexual applicants. *Personality and Social Psychology Bulletin*, 28, 815-825.

Hebl, M., & Heatherton, T.F. (1997). The stigma of obesity in women: The difference in black and white. *Personality and Social Psychology Bulletin*, 24, 417-426.

Hebl, M., & Mannix, L. (2003). The weight of obesity in evaluating others: A mere proximity effect. *Personality and Social Psychology Bulletin*, 29, 28-38.

Heider, F. (1946). Attitudes and cognitive organization. *The Journal of Psychology*, 21, 107-112.

Heider, F. (1959). *The Psychology of Interpersonal Relations*. New York: Wiley.

Heimpel, S.A., Wood, J.V., Marshall, M.A., & Brown, J.D. (2002). Do people with low self-esteem really want to feel better? Self-esteem differences in motivation to repair negative moods. *Journal of Personality and Social Psychology*, 82, 128-147.

Heine, S.J. (2005). Constructing good selves in Japan and North America. In *Culture and Social Behavior: The tenth Ontario symposium* (pp. 115-143). Hillsdale, NJ.: Erlbaum.

Heine, S.J., & Lehman, D.R. (1995). Cultural variation in unrealistic optimism: Does the West feel more invulnerable than the East? *Journal of Personality and Social Psychology*, 68, 595-607.

Heine, S.J., & Lehman, D.R. (1997). Culture, dissonance, and self-affirmation. *Personality and Social Psychology Bulletin*, 23, 389-400.

- Heine, S.J., & Lehman, D.R. (2003). Move the body, change the self: Acculturative effects on the self-concept. In M. Schaller, & C.S. Crandall (Eds.), *Psychological foundations of culture* (pp. 305-331). Mahwah, NJ: Lawrence Erlbaum Associates.
- Heine, S.J., Kitiyama, S., Lehman, D.R., Takata, T., Ide, E., Leung, C., & Matsumoto, H. (2001). Divergent consequences of success and failure in Japan and North America: An investigation of self-improving motivations and malleable selves. *Journal of Personality and Social Psychology*, 81, 599-615.
- Heine, S.J., Lehman, D.R., Markus, H.R., & Kitayama, S. (1999). Is there a universal need for positive self-regard. *Psychological Review*, 106, 766-794.
- Heine, S.J., & Renshaw, K. (2002). Interjudge agreement, self-enhancement, and liking: Cross-cultural divergences. *Personality and Social Psychology Bulletin*, 28, 578-587.
- Helmets, K.F., Krantz, D.S., Merz, C.N.B., Klein, J., Kop, W.J., & Gottdiener, J.S. (1995). Defensive hostility: Relationship to multiple markers of cardiac ischemia in patients with coronary disease. *Health Psychology*, 14, 202-209.
- Henderlong, J., & Lepper, M.R., (2002). The effects of praise on children's intrinsic motivation: A review and synthesis. *Psychological Bulletin*, 128, 774-795.
- Hennigan, K.M., Del Rosario, M.L., Health, L., Cook, T.D., Wharton, J.D., & Calder, B.J. (1982). Impact of the introduction of television on crime in the United States: Empirical findings and theoretical implications. *Journal of Personality and Social Psychology*, 42, 461-477.
- Henrich, J., & Boyd, R. (1998). The evolution of conformist transmission and emergence of between-group differences. *Evolution and Human Behavior*, 19, 215-242.
- Hepworth, J.T., & West, S.G. (1988). Lynchings and the economy: A time-series reanalysis of Hovland and Sears (1940). *Journal of Personality and Social Psychology*, 55, 239-247.
- Herek, G.M., & Capitano, J.P. (1996). "Some of my best friends", Inter-group contact, concealable stigma, and "heterosexuals" attitudes toward gay men and lesbians. *Personality and Social Psychology Bulletin*, 22, 412-424.
- Hernstein, R.J., & Murray, C.A. (1994). *The bell curve: Intelligence and class structure in American life*. New York: Free Press.
- Herr, P.M. (1998). Consequences of priming: Judgment and behavior. *Journal of Personality and Social Psychology*, 51, 1106-1115.
- Hersh, S.M. (1970). *My Lai 4: A report on the massacre and its aftermath*. New York: Vintage Books.
- Hewstone, M., & Manstead, A. (1995). Social Psychology. In M. Hewstone, & A.

- Manstead (Eds.). *Blackwell Encyclopedia of Social Psychology*. Oxford: Blackwell, pp. 588-595.
- Higbee, K.L., Millard, R.J., & Folkman, J.R. (1982). Social psychology research during the 1970's: Predominance of experimentation and college students. *Personality and Social Psychology Bulletin*, 8, 180-183.
- Higgins, E.T. (1987). Self-discrepancy: A theory relating self and affect. *Psychological review*, 94, 319-340.
- Higgins, E.T. (1999). Self-discrepancy: A theory relating self and affect. In R.F. Baumeister (Ed.), *Self in social psychology. Key readings in social psychology* (pp. 150-181). Philadelphia: Psychology Press.
- Higgins, E.T., & Bargh, J.A. (1987). Social cognition and social perception. *Annual Review of Psychology*, 38, 369-425.
- Hill, C.T., & Peplau, L.A. (1998). Premarital predictors of relationship outcomes: A 15-year follow-up of the Boston Couples Study. In T.N. Bradbury (Ed.), *The development course of marital dysfunction* (pp. 237-278). New York: Cambridge University Press.
- Hinkley, K., & Andersen, S.M. (1996). The working self-concept in transference: Significant-other activation and self change. *Journal of Personality and Social Psychology*, 71, 1279-1295.
- Hinshaw, S.P., & Cicchetti, D. (2000). Stigma and mental disorder: Conceptions of illness, public attitudes, personal disclosure, and social policy. *Developmental and Psychopathology*, 12, 555-598.
- Hirt, E.R., MacDonald, H.E., & Erikson, G.A. (1995). How do I remember thee? The role of encoding set and delays in reconstructive memory processes. *Journal of Experimental Social Psychology*, 31, 379-409.
- Hirt, E.R., McCrera, S.M., & Boris, H.I. (2003). "I know your self-handicapped last exam": Gender differences in reactions to self-handicapping. *Journal of Personality and Social Psychology*, 84, 177-193.
- Hirt, E.R., Zillman, G.A., & Kennedy, C. (1992). Costs and benefits of allegiance: Changes in fan's self-ascribed competence after a team victory versus defeat. *Journal of Personality and Social Psychology*, 63, 724-738.
- Hobart, C. (1991). Conflict in remarriages. *Journal of Divorce and Remarriage*, 15, 69-86.
- Hobbes, T. (1997). *Leviathan*, New York: Touchstone (Original work published 1651).
- Hodgkinson, V.A., Weitzman, M.S., & Kirsch, A.D. (1990). From Commitment to action: How religious involvement affects giving and volunteering. In R.

- Wuthnow, V.A. Hodgkinson, & Associates (Eds.), *Faith, philanthropy in America: Exploring the role of religion in America's voluntary sector*. San Francisco: Jossey-Bass.
- Hodson, G., Dovidio, J.F., & Gaertner, S.L. (2002). Processes in racial discrimination: Differential weighting of conflicting information. *Personality and Social Psychology Bulletin*, 28, 460-471.
- Hoffman, A.R., & Noriega, C.A. (2004). *Looking for Latino regulars on prime-time television: The fall 2003 season*. Los Angeles: UCLA Chicano Studies Research Center.
- Hoffman, H.G., Granhag, P.A. See, S.T.K., & Loftus, E.F. (2001). Social influences on reality-monitoring decisions. *Memory and Cognition*, 29, 394-404.
- Hoffman, M.L. (2000). *Empathy and moral development: Implications for caring and justice*. New York: Cambridge University Press.
- Hogg, M.A., & Abrams, D. (1988). *Social identifications: A social psychology of intergroup relations and group processes*. London: Routledge.
- Holahan, C.J., & Moos, R.H. (1987). Personal and contextual determinants of coping strategies. *Journal of Personality and Social Psychology*, 52, 946-955.
- Holliday, R.E. (2003). Reducing misinformation effects in children with cognitive interviews: Dissociating recollection and familiarity. *Child Development*, 74, 728-751.
- Hollinghead, A.B. (2001). Cognitive interdependence and convergent expectations in transactive memory. *Journal of Personality and Social Psychology*, 81, 1080-1089.
- Holman, E.A., & Silver, R.C. (1998). Getting "struck" in the past: Temporal orientation and coping with trauma. *Journal of Personality and Social Psychology*, 74, 1146-1163.
- Holman, T.B., & Jarvis, M.O. (2003). Hostile, volatile, avoiding, and validating couple-conflict types: An investigation of Gottman's couple-conflict types. *Personal Relationships*, 10, 267-282.
- Holmberg, D., Markus, H., Herzog, A.R., & Franks, M. (1997). *Self-making in American adults: Content, structure, and function*. Ann Arbor: University of Michigan.
- Holyoak, K.J., & Thagard, P. (1995). *Mental leaps: Analogy in creative thought*. Cambridge, MA: MIT Press.
- Homans, G.C. (1961). *Social behavior: Its elementary forms*. New York: Harcourt, Brace, and the World.
- Homans, G.C. (1974). *Social Behavior in Elementary Forms* (rev. Ed.). New York:

Harcourt Brace Janovich.

Hoorens, V., Nuttin, J.M., Herman, I.E., & Pavakanun, U. (1990). Mastery pleasure versus mere ownership: A quasi-experimental cross-cultural and cross-alphabetical test of name letter effect. *European Journal of Social Psychology*, 20, 181-205.

Hornstein, H.A., Fisch, E., & Holmes, M. (1968). Influence of a model's feeling about his behavior and his relevance as a comparison other than observers' helping behavior. *Journal of Personality and Social Psychology*, 10, 222-226.

Horowitz, I.A., & Bordens, K.S. (2002). The effects of jury size, evidence complexity, and note taking on jury process and performance in a civil trial. *Journal of Applied Psychology*, 87, 121-130.

Houston, B.K., & Kelly, K.E. (1989). Hostility in employed women: Relation to work and marital experiences, social support, stress, and anger expression. *Personality and Social Psychology Bulletin*, 15, 175-182.

Houts, R.M., Robins, E., & Huston, T.L. (1996). Compatibility and the development of premarital relationships. *Journal of Marriage and the Family*, 58, 7-20.

Hovland, C.I., Harvey, O.J., & Sherif, M. (1957). Assimilation and contrast effects in reactions to communication and attitude change. *Journal of Abnormal and Social Psychology*, 54, 257-261.

Hovland, C.I., Janis, I.L., & Kelley, H.H. (1953). *Communications and persuasion: Psychological studies of opinion change*. New Haven, CT: Yale University Press.

Hovland, C.I., Lumsdaine, A.A., & Sheffield, F.D. (1949). *Experiments on mass communication*. Princeton: Princeton University Press.

Hovland, C.I., & Prizker, H.A. (1957). Extent of opinion change as a function of amount of change advocated. *Journal of Abnormal and Social Psychology*, 54, 257-261.

Hovland, C.I., & Sears, R.R. (1940). Minor Studies of aggression: VI. Correlations of lynchings with economic indices. *Journal of Abnormal and Social Psychology*, 9, 301-310.

Hovland, C.I., & Weiss, W. (1951). The influence of source credibility on communication effectiveness. *Public Opinion Quarterly*, 15, 635-660.

Howard, J.A., Blumstein, P., & Schawartz, P. (1987). Social or evolutionary theories? Some observations on preferences in human mate selection. *Journal of Personality and Social Psychology*, 53, 194-200.

Hordy, S.B. (1999). *Mother nature: A history of mothers, infants, and natural selection*. New York: Pantheon.

- Hudley, S., & Graham, C. (1992). An attributional approach to aggression in African-American children. In D. Schunk, & J. Meece (Eds.), *Student perspectives in the classroom* (pp. 75-94). Hillsdale, NJ.: Erlbaum.
- Huesmann, L.R., & Guerra, N.G. (1997). Children's normative beliefs about aggression and aggressive behavior. *Journal of Personality and Social Psychology*, 72, 408-419.
- Huesmann, L.R., & Miller, L.S. (1994). Long-term effects of repeated exposure to media violence in childhood. In L.R. Huesmann, L.R. (Ed.), *Aggressive behavior: Current perspectives* (pp. 153-186). New York: Plenum.
- Huesmann, L.R. (1986). Psychological processes promoting the relationship between exposure to media violence and aggressive behavior by the viewer. *Journal of Social Issues*, 42, 125-139.
- Huesmann, L.R. (1998). The role of social information processing and cognitive schema in the acquisition and maintenance of habitual aggressive behavior. In R.G. Geen, & E. Donnerstein (Eds.), *Human aggression: Theories, research, and implications for social policy*. New York: Academic Press.
- Huesmann, L.R., & Moise, J.F. (2000). The stability and continuity of aggression from early childhood to young adulthood. In D.J. Flannery, & C.R. Huff (Eds.), *Youth violence: Prevention, intervention, and social policy* (pp. 73-95). Washington, DC: America Psychiatric Press.
- Huesmann, L.R., Moise, K., Titus, J., Podolski, C.L., & Eron, L.D. (2003). Longitudinal relations between children's exposure to TV violence and their aggressive and violent behavior in young adulthood: 1977-1992. *Developmental Psychology*, 39, 201-221.
- Hull, J.G., Young, R.D., & Jouriles, E. (1986). Applications of the self-awareness model of alcohol consumption: Predicting patterns of use and abuse. *Journal of Personality and Social Psychology*, 51, 790-796.
- Hummert, M.L., Crockett, W.H., & Kemper, S. (1990). Processing mechanisms underlying use of the balance schema. *Journal of Personality and Social Psychology*, 58, 5-21.
- Hunter, J.D. (1991). *Culture wars*. New York: Basic Books.
- Huo, Y.J., Smith, H.J., Tyler, T.R., & Lind, E.A. (1996). Superordinate identification, subgroup identification, and justice concerns. *Psychological Science*, 7, 40-45.
- Hwang, K.-K. (2006). Constructive Realism and Confucian Relationalism. An Epistemological Strategy for the Development of Indigenous Psychology. In U, Kim, K.-S., Yang, & K.-K., Hwang (Eds.), *Indigenous and Cultural Psychology*.

Understanding People in Context. N.Y.: Springer.

Hyman, H.H., & Sheatsley, P.B. (1950). The current status of American public opinion. In J.C. Payne (Ed.), *The teaching of contemporary affairs: Twenty-first yearbook of National Council of Social Studies* (pp. 11-34). Washington Council for the Social Studies.

Hyman, J.J., & Sheatsley, P.B. (1956). Attitudes toward desegregation. *Scientific American*, 1996 (6), 35-39.

Inman, M.L., Reichl, A.J., & Baron, R.S. (1993). Do we tell less than we know or hear less than we are told? Exploring the teller-listener extremity effect. *Journal of Experimental Social Psychology*, 29, 528-550.

Insko, C.A. (1984). Balance theory, the Jordan paradigm, and the Wiest tetrahedron. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 18, pp. 89-140). San Diego, CA: Academic Press.

Isaacson, W. (2007). Einstein & Faith. *Time*, April 16th, pp. 44-48.

Isen, A.M., & Simmonds, S.F. (1978). The effect of feeling good on a helping task that is incompatible with good mood. *Social Psychology Quarterly*, 41, 346-349.

Isen, A.M., Clark, M., & Schwartz, M.F. (1976). Duration of the effect of good mood on helping: Footprints on the sands of time. *Journal of Personality and Social Psychology*, 34, 385-393.

Itard, J.M.G (1962). *The wild boy of Aveyron* (G. Humphey, & M. Humphrey, Trans.). New York: Apple-Century-Crofts (Original work published 1801).

Iyengar, S. (2004). Engineering consent: The renaissance of mass communication research in politics. In J.T. Jost, M.R. Banaji, & D. Prentice (Eds.), *Perspectives in social psychology: The yin and the yang of scientific progress: Perspectives in the social psychology of thought systems*. Washington, DC: APA Press.

Iyengar, S.S., & Lepper, M.R. (1999). Rethinking the value of choice: A cultural perspective on intrinsic motivation. *Journal of Personality and Social Psychology*, 76, 349-366.

Jackman, M.R. (1994). *The velvet glove: Paternalism and conflict in gender, class, and race relations*. Berkeley: University of California Press.

Jackman, M.R., & Crane, M. (1986). "Some of my best friends are black...": Interracial friendship and whites' racial attitudes. *Public Opinion Quarterly*, 50, 459-486.

Jackman, M.R., & Senter, M.S. (1981). Beliefs about race, gender, and social class, different therefore unequal: Beliefs about trait differences between groups of unequal status. In D.J. Treiman, & R.V. Robinson (Eds.), *Research in*

stratification and mobility (Vol.2). Greenwich, Conn.: JAI Press.

Jackson, J.W. (1993). Realistic group conflict theory: A review and evaluation of the theoretical and empirical literature. *Psychological Record*, 43, 395-413.

Jackson, L.A. (1992). *Physical appearance and gender: Sociobiological and sociocultural perspectives*. Albany: State University of New York Press.

Jacobs, J., & Eccles, J. (1992). The impact of mothers' gender-role stereotypic beliefs on mothers' and children's ability perceptions. *Journal of Personality and Social Psychology*, 63, 932-944.

Jacobs, P., & Landau, S. (1971). *To serve the devil* (Vol.2). New York: Vintage Books.

Jaffe, Y., & Yinon, Y. (1983). Collective aggression: The group-individual paradigm in the study of collective anti-social behavior. In H.H. Blumberg, A.P. Hare, V. Kent, & M. Davies (Eds.), *Small groups and social interaction*. Vol. 1. Cambridge: Wiley.

Jain, S.P., & Posovach, S.S. (2001). Prepurchase attribute verifiability, source credibility, and persuasion. *Journal of Consumer Psychology*, 11, 169-180.

James, W. (1890). *The principles of psychology*. New York: Henry Holt.

Janes, L.M., & Olson, J.M. (2000). Peer pressure: The behavioral effects of observing ridicule of others. *Personality and Social Psychology Bulletin*, 26, 474-485.

Janis, I.L. (1972). *Victims of Groupthink: A psychological study of foreign policy. Decisions and fiascoes*. Boston: Houghton Mifflin.

Janis, I.L. (1982). *Groupthink: Psychological studies of policy decisions and fiascoes* (2nd ed.). Boston: Houghton Mifflin.

Janis, I.L., Kaye, D., & Kirchner, P. (1965). Facilitating effects of eating while reading on responsiveness to persuasive communications. *Journal of Personality and Social Psychology*, 1, 181-186.

Janoff-Bulman, R., & Leggatt, H.K. (2002). Culture and social obligation: When "shoulds" are perceived as "wants". *Journal of Research in Personality*, 36, 260-270.

Jason, L.A., Rose, T., Ferrari, J.R., & Barone, R. (1984). Personal versus impersonal methods for recruiting blood donations. *Journal of Social Psychology*, 123, 139-140.

Jaspars, J. (1980). The coming of age of social psychology in Europe. *European Journal of Social Psychology*, 10, 421-428.

Jellison, J.M., & Riskind, J.A. (1970). A social comparison of abilities interpretation of risk taking behavior. *Journal of Personality and Social Psychology*, 13, 375-390.

- Jemmott, J.B.I., Jemmott, L.S., Braverman, P.K., & Fong, G.T. (2005). HIV/STD risk reduction interventions for African American and Latino adolescent girls in inner city medicine clinic: A randomized controlled trial. *Archives of Pediatrics and Adolescent Medicine*, 159, 440-449.
- Jensen-Campbell, L.A., Graziano, W.G., & West, S.G. (1995). Dominance, prosocial orientation, and female preference: Do nice guys really finish last? *Journal of Personality and Social Psychology*, 68, 427-440.
- Ji, J-L., Peng, K., & Nisbett, N.E. (2000). Culture, control, and perception of relationships in the environment. *Journal of Personality and Social Psychology*, 78, 943-955.
- Ji, L.J., Nisbett, R.E., & Su, Y. (2001). Culture, change, and prediction. *Psychological Science*, 12, 450-456.
- Job, R.F.S. (1988). Effective and ineffective use of fear in health promotion campaigns. *American Journal of Public Health*, 78, 163-167.
- John, O.P., & Robins, R.W. (1993). Determinants of interjudge agreement on personality traits: The big five domains, observability, evaluativeness, and the unique perspective of the self. *Journal of Personality*, 61, 521-551.
- John, O.P., & Srivastava, S. (1999). The big five trait taxonomy: History, measurement, and theoretical perspectives. In L.A. Pervin, & O.P. John (Eds.), *Handbook of personality: Theory and research* (2nd ed., pp. 102-138). New York: Guildford Press.
- Johnson, D.W., & Johnson, R.T. (2000). The three Cs of reducing prejudice and discrimination. In S. Oskamp (Ed.), *Reducing prejudice and discrimination*. (pp. 239-268). Mahwah, NJ: Erlbaum.
- Johnson, J.G., Cohen, P., Smailes, E.M., Kasen, S., & Brook, J. (2002). Television viewing and aggressive behavior during adolescence and adulthood. *Science*, 295, 2468-2471.
- Johnson, T.E., & Rule, B.G. (1986). Mitigating circumstance information, censure, and aggression. *Journal of Personality and Social Psychology*, 50, 537-542.
- Jonas, E., Schulz-Hardt, S., Dieter, F., & Thelen, N. (2001). Confirmation bias in sequential information search after preliminary decisions: An expansion of dissonance theoretical research on selective exposure to information. *Journal of Personality and Social Psychology*, 80, 557-571.
- Jones, E. (1985). Major developments in social psychology during the past five decades. In G. Lindzey, & E. Aronson (Eds.). *The Handbook of Social psychology Vol. 1: Theory and Method*. (3rd ed., pp. 47-107). New York: Random House.

- Jones, E.E. (1990). *Interpersonal Perception*. New York: Freeman.
- Jones, E.E., & Sigall, H. (1971). The bogus pipeline: A new paradigm for measuring affect and attitude. *Psychological Bulletin*, 76, 349-364.
- Jones, E.E., & Pittman, T. (1982). Toward a general theory of strategic self-presentation. In J. Suls (Ed.), *Psychological perspectives on the self* (Vol.1, pp. 231-262). Hillsdale, NJ.: Erlbaum.
- Jordan, M. (1996, January 15). In Japan, bullying children to death. *Washington Post*, pp. A1, A15.
- Jordan, M. (1996, September 8). A matter of saving face: Japanese can rent mourners, relatives, friends, even enemies to buff image. *Washington Post*, pp. A1, A28.
- Josephson, W.L. (1987). Television violence and children's aggression: Testing the priming, social script, and disinhibition predictions. *Journal of Personality and Social Psychology*, 53, 882-890.
- Jost, J.T., & Banaji, M.R. (1994). The role of stereotyping in system justification and the production of false consciousness. *British Journal of Social Psychology*, 33, 1-27.
- Jost, J.T., Pelham, B.W., & Carvallo, M. (2002). Non-conscious forms of system justification and behavioral preferences for higher status groups. *Journal of Experimental Social Psychology*, 38, 586-602.
- Jowett, G.S., & O'Donnell, V. (1999). *Propaganda and persuasion*. Thousand Oaks, CA: Sage.
- Jussim, L. (1991). Social perception and social reality: A reflection-construction model. *Psychological Review*, 98, 54-73.
- Jussim, L., & Eccles, J.S. (1992). Teacher expectations: 2. Construction and reflection of student achievement. *Journal of Personality and Social Psychology*, 63, 947- 961.
- Kagan, J. (1989). Temperamental contributions to social behavior. *American Psychologist*, 44, 668-674.
- Kahle, L.R., & Berman, J. (1979). Attitudes cause behavior: A cross-lagged panel analysis. *Journal of Personality and Social Psychology*, 37, 315-321.
- Kahneman, D., & Frederick, S. (2002). Representativeness revisited: Attribute substitution in intuitive judgment. In T. Gilovich, D.W. Griffin, & D. Kahneman, (Eds.), *Heuristics and biases: The psychology of intuitive judgment*. (pp. 49-81). New York: Cambridge University Press.
- Kahneman, D., & Tversky, A. (1973). On the psychology of prediction. *Psychological Review*, 80, 237-251.

- Kahneman, D., & Tversky, A. (1982). The psychology of preferences. *Scientific American* 246, 160-173.
- Kaid, L.L. (1981). Political advertising. In D.D. Nimmo, & K.R. Sanders (Eds.), *Handbook of political communication*. Beverly Hills, CA: Sage.
- Kalichman, S.C., Benotsch, L., Austin, J., Luke, W., & Chauncey, C. (2003). Health-related Internet use, coping, social support, and health indicators in people living with HIV/AIDS. *Health Psychology*, 22, 111-116.
- Kalick, S.M., & Hamilton, T.E. (1988). Closer look at a matching simulation: Reply to Aron. *Journal of Personality and Social Psychology*, 54, 447-451.
- Kalven, H.Jr., & Zeisel, H. (1966). *The American jury*. Boston: Little, Brown.
- Kameda, T., Takezawa, H., & Hastie, R. (2003). The logic of social sharing: An evolutionary game analysis of adaptive norm development. *Personality and Social Psychology Bulletin*, 7, 2-19.
- Kamen, L.P., Seligman, M.E.P., Dwyer, J., & Rodin, J. (1988). *Pessimism and cell-mediated immunity*. Unpublished manuscript, University of Pennsylvania.
- Kang, S.M., Shaver, P.R., Sue, S., Min, K.H., & Jing, H. (2003). Culture-specific patterns in the prediction of life satisfaction: Roles of emotion, relationship quality, and self-esteem. *Personality and Social Psychology Bulletin*, 29, 1596-1608.
- Kaplan, R.M. (2000). Two pathways to prevention. *American Psychologist*, 55, 382-396.
- Karabenick, S.A., & Knapp, J.R. (1988). Effects of computer privacy on self-helping. *Journal of Applied Social Psychology*, 18, 461-472.
- Karabenick, S.A., Lerner, R.M., & Beecher, M.D. (1973). Relation of political affiliation to helping behavior on election day, November 7, 1972). *Journal of Social Psychology*, 91, 223-227.
- Karau, S.J., & Williams, K.D. (1993). Social loafing: A meta-analytic review and theoretical integration. *Journal of Personality and Social Psychology*, 65, 681-706.
- Karlins, M., Coffman, T.L., & Walters, G. (1969). On the fading of social stereotypes: Studies in three generations of college students. *Journal of Personality and Social Psychology*, 13, 1-16.
- Karney, B.R., & Bradbury, T.N. (1997). Neuroticism, marital interaction, and the trajectory of marital satisfaction. *Journal of Personality and Social Psychology*, 72, 1075-1092.
- Karney, B.R., & Bradbury, T.N. (2000). Attributions in marriage: State or trait? A growth curve analysis. *Journal of Personality and Social Psychology*, 78, 295-309.
- Karney, B.R., & Coombs, R.H. (2000). Memory bias in long-term relationships:

- Consistency or improvement? *Personality and Social Psychology Bulletin*, 26, 959-970.
- Kashima, Y., Siegel, M., Tanaka, K., & Kashima, E.S. (1992). Do people believe behaviors are consistent with attitudes? Towards a cultural psychology of attribution process. *British Journal of Social Psychology*, 31, 111-124.
- Katz, D. (1960). The functional approach to the study of attitudes. *Public Opinion Quarterly*, 24, 163-204.
- Katz, D., & Braly, K.W. (1933). Racial stereotypes of 100 college students. *Journal of Abnormal and Social Psychology*, 28, 280-290.
- Katz, D., & Stotland, E.A. (1959). A preliminary statement to a theory of attitude structure and change. In S. Koch (Ed.), *Psychology: A study of a science* (Vol. 3, pp. 423-475). New York: McGraw-Hill.
- Katz, E. (1957). The two-step flow of communication: An up-to-date report on a hypothesis. *Public Opinion Quarterly*, 21, 61-78.
- Katz, J., & Beach, S.R.H. (2000). Looking for love? Self-verification and self-enhancement effects on initial romantic attraction. *Personality and Social Psychology Bulletin*, 26, 1526-1539.
- Kauffman, D.R., & Steiner, I.D. (1968). Conformity as an ingratiation technique. *Journal of Experimental Social Psychology*, 4, 404-414.
- Kaufman, J., & Zigler, E. (1987). Do abused children become abusive parents? *American Journal of Orthopsychiatry*, 57, 186-192.
- Kelley, H.H., & Thibaut, J. (1978). *Interpersonal relations: A theory of interdependence*. New York: Wiley.
- Kelley, H.H. (1967). Attribution Theory in Social Psychology. In D.L. Vine (Ed), *Nebraska Symposium on Motivation*. Lincoln: University of Nebraska Press.
- Kelley, H.H. (1972). Causal Schemata and the Attribution Process. In E. Jones, D. Kanouse, R. Nisbett, S. Valins, & B. Weiner (Eds). *Attribution: Perceiving the Causes of Behavior*. Moristown, N.J.: General Learning Press.
- Kelley, H.H. (1979). *Personal relationships: Their structures and processes*. Hillsdale, NJ: Lawrence-Erlbaum.
- Kelley, H.H., & Stahelski, A.J. (1970). The social interaction basis of cooperators' and competitors' beliefs about others. *Journal of Personality and Social Psychology*, 16, 66-91.
- Kelley, H.H., Berscheid, E., Christensen, A., Harvey, J.H., Huston, T.L., & Levinger, G. (2002). *Close relationships*. Clinton Corners, NY: Percheron.
- Kelman, H.C. (1961). Processes of opinion change. *Public Opinion Quarterly*, 25, 57-78.

- Keltner, D., & Anderson, C. (2000). Saving face for Darwin: Functions and uses of embarrassment. *Current Directions in Psychological Science*, 9, 187-191.
- Keltner, D., & Haidt, J. (2003). Approaching awe, a moral, spiritual, and aesthetic emotion. *Cognition and Emotion*, 17, 297-314.
- Keltner, D., & Potegal, M. (1997). Appeasement and reconciliation: Introduction to an Aggressive Behavior special issue. *Aggressive Behavior*, 23, 309-314.
- Keltner, D., Young, R.C., Heerey, E.A., Oemig, C., & Monarch, N.D. (1998). Teasing in hierarchical and intimate relations. *Journal of Personality and Social Psychology*, 75, 1231-1247.
- Kendzierski, D., & Whitaker, D.J. (1997). The role of self-schema in linking intentions with behavior. *Personality and Social Psychology Bulletin*, 23, 139-147.
- Kenny, D.A. (1994). Using the social relations model to understand relationships. In E. Erber, & R. Gilmour (Eds), *Theoretical frameworks for understanding personal relationships* (pp. 111-127). Hillsdale, NJ: Erlbaum.
- Kenrick, D.T., & Keefe, R.C. (1992). Age preferences in mates reflect sex differences in reproductive strategies. *Behavioral and Brain Sciences*, 15, 75-133.
- Kenrick, D.T., & MacFarlane, S.W. (1986). Ambient temperature and horn honking: A field study of heat/aggression relationship. *Environment and Behavior*, 18, 179-191.
- Kerr, N.L. (1983). Motivation losses in small groups: A social dilemma analysis. *Journal of Personality and Social Psychology*, 45, 819-828.
- Kerr, N.L. (1992). Norms in social dilemmas. In D. Schroeder (Ed.), *Social dilemmas: Psychological perspectives*. New York: Praeger.
- Kerr, N.L. (1995). Social psychology in court: The case of the prejudicial pretrial publicity. In G.G. Brannigan, & M.R. Merrens (Eds.), *The social psychologists: Research adventures* (pp. 247-262). New York: McGraw-Hill.
- Key, W.B. (1973). *Subliminal seduction*. Englewood Cliffs, NJ: Signet Books.
- Kiacolt-Glaser, J.K., Malarkey, W.B., Cacioppo, J.T., & Glaser, R. (1994). Stressful personal relationships: Immune and endocrine functions. In G. Glaser, & Kiecolt-Glaser (Eds.), *Handbook of Human stress and immunity* (pp. 321-339). San Diego, CA: Academic Press.
- Kihlstrom, J.F. (1996). The trauma-memory argument and recovered memory therapy. In K. Pezdek, & W.P. Banks (Eds.), *The recovered memory/false memory debate* (pp. 297-311). San Diego, CA: Academic Press.
- Killian, L.M. (1964). Social movements. In R.E.L. Farris (Ed.), *Handbook of modern sociology* (pp. 426-455). Chicago: Rand McNally.
- Kim, U., Yang, K.-S., & Hwang, K.-K. (Eds.) (2006). *Indigenous and Cultural*

Psychology. Understanding People in Context. N.Y.: Springer.

Kimmel, M.S. (2004). *The gendered society* (2nd ed.). New York: Oxford University Press.

Kinder, D.R., & Sanders, L.M. (1996). *Divided by color: Racial politics and democratic deals*. Chicago: University of Chicago Press.

Kinder, D.R., & Sears, D.O. (1981). Prejudice and politics: Symbolic racism versus racial threats to the good life. *Journal of Personality and Social Psychology*, 40, 414-431.

Kindlon, D., & Thomson, M. (2000). *Raising Cain: Protecting the emotional life of boys*. New York: Ballantine Books.

Kirkpatrick, L.A., & Hazan, C. (1994). Attachment styles and close relationships: A four-year prospective study. *Personal Relationships*, 1, 123-142.

Kirmeyer, S.L. (1978). Urban density and pathology: A review of Research. *Environment and Behavior*, 10, 257-268.

Kitayama, S. (1992). Some thoughts on the cognitive-psychodynamic self from a cultural perspective. *Psychological Inquiry*, 3, 41-44.

Kitayama, S., & Markus, H.R. (1994). Culture and the self: How cultures influence the way we view ourselves. In D. Matsumoto (Ed), *People: Psychology from a cultural perspective* (pp. 17-37). Pacific Grove, CA.: Brooks/Cole.

Kitayama, S., Markus, H.R., Matsumoto, H., & Norasakkunkit, V. (1997). Individual and collective processes in the construction of the self: Self-enhancement in the United States and self-depreciation in Japan. *Journal of Personality and Social Psychology*, 72, 1245-1267.

Kitayama, S., Snibbe, A.C., Markus, H.R., & Suzuki, T. (2004). Is there any "free" choice? Self and dissonance in two cultures. *Psychological Science*, 15, 527-533.

Klar, Y., & Giladi, E.E. (1999). Are most people happier than their peers, or are they just happy? *Personality and Social Psychology Bulletin*, 25, 585-594.

Klein, S.B., & Kihlstrom, J.F. (1986). Elaboration, organization, and the self-reference effect in memory. *Journal of Experimental Psychology: General*, 115, 26-38.

Klein, S.B., & Loftus, J. (1988). The nature of self-referent encoding: The contributions of elaborative and organizational processes. *Journal of Personality and Social Psychology*, 55, 5-11.

Kleiner, M. (Ed.), (2002). *Handbook of polygraph testing*. San Diego, CA: Academic Press.

Klinger, M.R., Burton, P.C., & Pitts, G.S. (2000). Mechanisms of unconscious

priming: Response competition, not spreading activation. *Journal of Experimental Psychology: Learning, Memory, and Cognition*, 26, 441-455.

Klofas, J., & Toch, H. (1982). The guard subculture myth. *Journal of Research in Crime Delinquency*, 19, 238-254.

Klohnen, E.C., & Bera, S.J. (1998). Behavioral and experiential patterns of avoidantly and securely attached women across adulthood: A 30-year longitudinal perspective. *Journal of Personality and Social Psychology*, 74, 211-223.

Klugel, J.R. (1990). Trends in whites' explanations of the black-white gap in socioeconomic status, 1977-1989. *American Sociological Review*, 55, 512-525.

Kluger, R. (1996). *Ashes to ashes: America's hundred-year cigarette war, the public health, and unabashed triumph of Philip-Morris*. New York: Knopf.

Kniffin, K.M., & Wilson, D.S. (2004). The effect of nonphysical traits on the perception of physical attractiveness: Three naturalistic studies. *Evolution and Human Behavior*, 25, 88-101.

Knight, G.P., Johnson, L.G., Carlo, G., & Eisenberg, N. (1994). A multiplicative model of the dispositional antecedents of a prosocial behavior: Predicting more of the people more of the time. *Journal of Personality and Social Psychology*, 66, 178-183.

Knopke, H., Norrell, R., & Rogers, R. (1991). *Opening doors: Perspectives on race relations in contemporary America*. Tuscaloosa: University of Alabama Press.

Knowles, E.S., & Sibicky, M.E. (1990). Continuity and diversity in the stream of selves: Metaphorical resolutions of William James's one-in-many-selves paradox. *Personality and Social Psychology Bulletin*, 16, 676-687.

Knowles, J.H. (1977). *Doing better, Feeling Worse*. New York: W.W. Norton.

Knox, R.E., & Inkster, J.A. (1968). Post decision dissonance at post-time. *Journal of Personality and Social Psychology*, 8, 319-323.

Kobassa, S.C. (1997). Stressful life events, personality, and health: An inquiry into hardiness. *Journal of Personality and Social Psychology*, 37, 1-11.

Koestner, R., & Wheeler, L. (1988). Self-presentation in personal advertisement: the influence of implicit notions of attraction and role expectations. *Journal of Social and Personal Relationships*, 5, 149-160.

Kohlberg, L. (1976). Moral stages and moralization: The cognitive-developmental approach. In I.T. Lickona (Ed.), *Moral development and behavior: Theory, research, and social issues* (pp. 31-53). New York: Holt, Rinehart, & Winston.

Kohn, P.M., Lafreniere, K., & Gurevich, M. (1991). Hassles, health, and personality. *Journal of Personality and Social Psychology*, 61, 478-482.

Koole, S.L., Dijksterhuis, A., & van Knippenberg, A. (2001). What's in a name:

- Implicit self-esteem and the automatic self. *Journal of Personality and Social Psychology*, 80, 669-685.
- Koole, S.L., Smeets, K., van Knippenberg, A., & Dijksterhuis, A. (1999). The cessation of rumination through self-affirmation. *Journal of Personality and Social Psychology*, 77, 111-125.
- Koop, C.E. (1987). Report of the Surgeon General's workshop on pornography and public health. *American Psychologist*, 42, 944-945.
- Kottler, J.A. (2000). *Doing good: Passion and commitment for helping others*. Philadelphia: Bruner-Routledge.
- Krakov, A., & Blass, T. (1995). When nurses obey or defy inappropriate physician orders: Attributional differences. *Journal of Social Behavior and Personality*, 10, 585-594.
- Kramer, G.P., Kerr, N.L., & Carroll, J.S. (1990). Pretrial publicity, judicial remedies, and jury bias. *Law and Human Behavior*, 14, 409-438.
- Kraus, S.J. (1991). *Attitudes and the prediction of behavior*. Doctoral dissertation, Harvard University.
- Kremer, J.F., & Stephens, L. (1983). Attributions and arousal as mediators of mitigation's effects on retaliation. *Journal of Personality and Social Psychology*, 45, 335-343.
- Krosnick, J.A., & Alwin, D.F. (1989). Aging and susceptibility to attitude change. *Journal of Personality and Social Psychology*, 57, 416-425.
- Krosnick, J.A., Jussim, L.J., & Lynn, A.R. (1992). Subliminal conditioning of attitudes. *Personality and Social Psychology Bulletin*, 18, 152-162.
- Krueger, J. (1998). Enhancement bias in descriptions of self and others. *Personality and Social Psychology Bulletin*, 24, 506-516.
- Krueger, J., & Burrus, J. (2004). Egocentrism and focalism in unrealistic optimism (and pessimism). *Journal of Experimental Social Psychology*, 40(3), 332-340.
- Kruglanski, A.W. (1989). *Lay epistemics and human knowledge*. New York: Plenum.
- Kruglanski, A.W., & Webster, D.M. (1996a). Group members' reaction to opinion deviates and conformists at varying degrees of proximity to deadline and environmental noise. *Journal of Personality and Social Psychology*, 61, 212-225.
- Kruglanski, A.W., & Webster, D.M. (1996b). Motivated closing of the mind: "Seizing" and "freezing". *Psychological Review*, 103, 263-283.
- Kruglanski, A.W., Webster, D.M., & Klem, A. (1993). Motivated resistance and openness to persuasion in the presence or absence of prior information. *Journal of Personality and Social Psychology*, 65, 861-876.

- Krugman, P. (2002, October 20). For richer. *New York Times*.
- Krysan, M. (1998). Privacy and the expression of white racial attitudes: A comparison across three contexts. *Public Opinion Quarterly*, 62, 506-544.
- Kubitschek, W.N., & Halliman, M.T. (1998). Tracking and students' friendships. *Social Psychology Quarterly*, 61, 1-15.
- Kuhn, T.S. (1970). *The structure of Scientific Revolutions*. (2nd Edition), Chicago: University of Illinois Press.
- Kulik, J.A. (1983). Confirmatory attribution and the perception of social beliefs. *Journal of Personality and Social Psychology*, 44, 1171-1181.
- Kulik, J.A., & Brown, R. (1979). Frustration, attribution of blame, and aggression. *Journal of Experimental Social Psychology*, 15, 183-194.
- Kunda, Z. (1987). Motivated inference: Self-serving generation and evaluations of causal choices. *The Journal of Personality and Social Psychology*, 53, 636- 647.
- Kunda, Z., & Oleson, K.C. (1997). When exceptions prove the rule: How extremity of deviance determines the impact of deviant examples on stereotypes. *Journal of Personality and Social Psychology*, 72, 965-979.
- Kunda, Z., & Thagard, P. (1996). Forming impressions from stereotypes, traits, and behaviors: A parallel-constraint-satisfaction theory. *Psychological Review*, 103, 646-657.
- Kupersmidt, J.B., DeRosier, M.E., & Patterson, C.P. (1995). Similarity as a basis for children's friendships. *Journal of Social and Personal Relationships*, 12, 439-452.
- Kurdek, L.A. (1992). Relationship stability and relationship satisfaction in cohabiting gay and lesbian couples: A prospective longitudinal test of the contextual and interdependence models. *Journal of Social and Personal Relationships*, 9, 125-142.
- Lagerspetz, K. (1979). Modification of aggressiveness in mice. In S. Feshbach, & A. Fraczek (Eds.), *Aggression and behavior change*. New York: Praeger.
- Laird, J.D. (1974). Self-attribution of emotion: the effects of expressive behavior on the quality of emotional experience. *Journal of Personality and Social Psychology*, 29, 475-486.
- Laird, J.D. (1984). The real role of facial responses in the experience of emotion: A reply to Tourangeau and Ellsworth, and others. *Journal of Personality and Social Psychology*, 47, 909-917.
- Lakin, J.L., & Chartrand, T.L. (2003). Using nonconscious behavioral mimicry to create affiliation and rapport. *Psychological Science*, 14, 234-239.
- Lalancette, M.F., & Standing, L. (1990). Asch fails again. *Social Behavior and*

Personality, 18, 7-12.

Langer, E. (1975). The illusion of control. *Journal of Personality and Social Psychology*, 32, 311-328.

Langer, E., Blank, A., & Chanowitz, B. (1978). The mindlessness of ostensibly thoughtful action: The role of "placebic" information in interpersonal interaction. *Journal of Personality and Social Psychology*, 36, 635-642.

Langlois, J.H., Kalakanis, L., Rubenstein, A.J., Larsen, A., Hallam, M., & Smoot, M. (2000). Maxims or myths of beauty: A meta-analytic and theoretical review. *Psychological Bulletin*, 126, 390-423.

Langlois, J.H., & Roggman, L.A. (1990). Attractive faces are only average. *Psychological Science*, 1, 115-121.

Langlois, J.H., Roggman, L.A., Casey, R.J., Ritter, J.M., Rieser-Danner, L.A., & Jenkins, V.Y. (1987). Infant preferences for attractive faces: Rudiments of a stereotype. *Developmental Psychology*, 23, 363-369.

Langlois, J.H., Roggman, L.A., & Rieser-Danner, L.A. (1990). Infants' differential social responses to attractive and unattractive faces. *Developmental Psychology*, 26, 153-159.

Langlois, J.H., Ritter, J.M., Casey, R.J., & Sawin, D.B. (1995). Infant attractiveness predicts maternal behaviors and attitudes. *Developmental Psychology*, 31, 464-472.

Langlois, J.H., Ritter, J.M., Roggman, L.A., & Vaughn, L.S. Facial diversity and infant preferences for attractive faces. *Developmental Psychology*, 27, 79-84.

LaPiere, R.T. (1934). Attitudes vs. Actions. *Social Forces*, 13, 230-237.

Larrick, R.P., Morgan, J.N., & Nisbett, R.E. (1990). Teaching the use of cost-benefit reasoning in everyday life. *Psychological Science*, 1, 362-370.

Larsen, K.S., & Schwendiman, G. (1970). Perceived aggression training as predictors of two assessments of authoritarianism. *The Journal of Peace Research*, 1, 69-71.

Larsen, K.S. (1969). Authoritarianism, self-esteem, and insecurity. *Psychological Report*, 25, 225-230.

Larsen, K.S. (1970a). Authoritarian traits as predictors of candidate preference in United States Presidential election-1968. *Psychological Reports*, 27, 629-630.

Larsen, K.S. (1970b). Cognitive complexity and dogmatism as determinants of displacement in social judgment. *Proceedings, 8th Annual Convention, American Psychological Society*, 377-378.

Larsen, K.S. (1971a). Affectivity, cognitive style and social judgment. *Journal of Personality and Social Psychology*, 19(1), 119-123.

- Larsen, K.S. (1971b). Aggression-Altruism: a scale and some validity. *The Journal of Personality Assessment*, 3, 35, 275-281.
- Larsen, K.S. (1971c). Racial prejudice and discrimination, the reason why: Rokeach and Pettigrew in dialogue. *Bulletin of Peace Proposals*, 2, 175-186.
- Larsen, K.S. (1972). Determinants of peace agreement, pessimism-optimism, and expectation of world conflict: A cross-national study. *Journal of Cross-Cultural Behavior* (3), 273-292.
- Larsen, K.S. (1973). *Social cost and Aggression*. Peace Research Reviews (Monograph Series).
- Larsen, K.S. (1974a). Laboratory aggression where the victim is a small dog. *Social Behavior and Personality*, 2(2), 174-176.
- Larsen, K.S. (1974b). Situational pressure, attitudes toward Blacks, and laboratory aggression. *Social Behavior and Personality*, 2(2), 219-221.
- Larsen, K.S. (1974c). A scale measuring attitudes toward black and white integration. *The Journal of Social Psychology*, 94, 111-113.
- Larsen, K.S. (1974d). Conformity in the Asch experiment. *The Journal of Social Psychology*, 94, 303-304.
- Larsen, K.S. (1974e). Social cost, belief incongruence and race: Experiments in choice behavior. *The Journal of Social Psychology*, 94, 253-267.
- Larsen, K.S. (1974f). Emotional responses to approval-seeking and personal identity frustration. *Psychological Reports*, 23, 403-405.
- Larsen, K.S. (1974g). Situational pressure, attitudes toward Blacks, and laboratory aggression. *Social Behavior and Personality*, 2 (2), 219-221.
- Larsen, K.S. (1976a). Approval-seeking, situational pressure, and the willingness to administer shock to a victim. *The Journal of Social Psychology*, 99, 87-95.
- Larsen, K.S. (1976b). Fascism and attitudes toward mandatory sterilization: the development of an attitude scale. *The Journal of Social Psychology*, 100, 107-110.
- Larsen, K.S. (1977a). *Aggression: Myths and Models*. Chicago: Nelson-Hall.
- Larsen, K.S. (1977b). *Discrimination toward Aborigines and Islanders in Northern Queensland: the case of Townsville*. Canberra: Australian Government Publishing Service.
- Larsen, K.S. (1978). White attitudes towards Aborigines: A working framework. *The Australian Quarterly*, 50(4), 94-113.
- Larsen, K.S. (1980). *Social Psychology: Crisis or Failure*. Monmouth, Oregon: Institute for Theoretical History.
- Larsen, K.S. (1981). White attitudes in Townsville: Authoritarianism, religiosity, and contact. *Australian Psychologist*, 16 (1), 111-122.

- Larsen, K.S. (1982). Cultural conditions and conformity: The Asch effect. *Bulletin of the British Psychological Society*, 35, 347.
- Larsen, K.S. (1987). Social psychological factors in military technology and strategy. *Journal of Peace Research*, 23(3), 391-400.
- Larsen, K.S. (1988). Attitudes toward rape. *The Journal of Sex Research*, 24, 299-304.
- Larsen, K.S. (1990). The Asch conformity experiment: Replication and transhistorical comparisons. *Journal of Social Behavior and Personality*, 5(4), 163-168.
- Larsen, K.S. (1993). *Dialectics and Ideology in Psychology*. Norwood, N.J.: Ablex Press.
- Larsen, K.S. (1997). *Conflict and Social Psychology*. London: Sage Publications.
- Larsen, K.S., Cary, W., Chaplin, B., Deane, D., Green, R., Hyde, W., & Zuleger, K. (1976). Women's liberation: the development of a Likert-type scale. *The Journal of Social Psychology*, 98, 295-296.
- Larsen, K.S., Coleman, D., Forbes, J., & Johnson, R. (1972). Is personality or the situation a better predictor of willingness to administer shock to a victim? *Journal of Personality and Social Psychology*, 22 (3), 287-295.
- Larsen, K.S., Dwyer, K.M., Hartwig, C., Whop, J., & Wyles, V. (1977). *Discrimination against Aborigines and Islanders in North Queensland: the case of Townsville*. Canberra: Australian Government Publishing Service.
- Larsen, K.S., Lesh, B., & White, C. (1976). The effect of the subject-victim relationship and general authoritarianism on the subjects willingness to administer shock. *The Journal of Social Psychology*, 99, 37-39.
- Larsen, K.S., Martin, H.J., Ettinger, R.H., & Nelson, J. (1976). Approval seeking, social cost, and aggression: A scale and some dynamics. *The Journal of Psychology*, 94, 3-11.
- Larsen, K.S., Martin, H.J., & Giles, H. (1977). Anticipated social cost and interpersonal accommodation. *Human Communication Research*, 3, 303-308.
- Larsen, K.S., & Minton, H. (1971). Attributed social power: A scale and some validity. *The Journal of Social Psychology*, 85, 37-39.
- Larsen, K.S., Ommundsen, R., & Larsen, K.J. (1978). The role of social cost in preference choices of selective cross-national and cross-ethnic samples. *The Journal of Social Psychology*, 104, 137-138.
- Larsen, K.S., Reed, M., & Hoffman, S. (1980). Attitudes of heterosexuals toward homosexuality: A Likert-type scale and construct validity. *The Journal of Sex Research*, 20 (3), 264-278

- Larsen, K.S., Serra, M., & Long, E. (1990). Aids victims and heterosexual attitudes. *Journal of Homosexuality*, 19, 103-116.
- Larsen, K.S., Triplet, J.S., Brant, W.D., & Langenberg, D. (1979). Collaborator status, subject characteristics, and conformity in the Asch paradigm. *The Journal of Social Psychology*, 108, 259-263.
- Larson, J.R. Jr., Christensen, C., Franz, T.M., & Abbott, A.S. (1998). Diagnosing groups: The pooling, management, and impact of shared and unshared case information in team based medical decision-making. *Journal of Personality and Social Psychology*, 75, 93-108.
- Latane, B., & Darley, J.M. (1975). Sex, Group size, and helping in three cities. *Sociometry*, 38, 108-194.
- Latane, B., & Darley, J.M. (1968). Group inhibition of bystander intervention. *Journal of Personality and Social Psychology*, 10, 215-221.
- Latane, B., & Darley, J.M. (1970). *The unresponsive bystander: Why doesn't he help?* Englewood, NJ: Prentice-Hall.
- Latane, B., Liu, J.H., Nowak, A., Bonevento, M., & Zheng, L. (1995). Distance matters: Physical space and social impact. *Personality and Social Psychology Bulletin*, 21, 795-805.
- Latane, B., & Nida, S. (1981). Ten years of research on group size and helping. *Psychological Bulletin*, 89, 308-324.
- Lawler, E.J., & Thye, S.R. (1999). Bringing emotion into social exchange theory. *Annual Review of Sociology*, 25, 217-244.
- Lazarus, R.S., & Folkman, S. (1984). *Stress, appraisal and coping*. New York: Springer.
- Le Bon, G. (1895). *The crowd*. London: Unwin.
- Le Bon, G. (1896). *The crowd: A study of the popular mind*. London: Ernest Benn.
- Lea, M., Spears, R., & de Groot, D. (2003). Knowing me, knowing you: Anonymity effects on social identity processes within groups. *Personality and Social Psychology Bulletin*, 27, 526-537.
- Leary, M.R. (1984). *Understanding social anxiety*. Beverly Hills, CA: Sage.
- Leary, M.R., Cottrell, C.A., & Phillips, M. (2001). Deconfounding the effects of dominance and social acceptance on self-esteem. *Journal of Personality and Social Psychology*, 81, 898-909.
- Leary, M.R., & Jones, J.L. (1993). The social psychology of tanning and sunscreen use: Self-presentational motives as a predictor of health risk. *Journal of Applied Social Psychology*, 51, 968-975.
- Leary, M.R., & Kowalski, R.M. (1990). Impression management: A literature

- review and two-component model. *Psychological Bulletin*, 107, 34-47.
- Leary, M.R., Rogers, P.A., Canfield, R.W., & Coe, C. (1986). Boredom in interpersonal encounters: Antecedents and social implications. *Journal of Personality and Social Psychology*, 51, 968-975.
- Leary, M.R., Tambor, E.S., Terdal, S.K., & Downs, D.L. (1995). Self-esteem as an interpersonal monitor: The sociometer hypothesis. *Journal of Personality and Social Psychology*, 68, 518-530.
- Lee, A.Y., Aaker, J.L., & Gardner, W.L. (2000). The pleasures and pains of distinct self-construals: The role of interdependence in regulatory focus. *Journal of Personality and Social Psychology*, 78, 1122-1134.
- Lee, R.W. (2001). Citizen heroes. *New American*, 17, 19-32.
- Leippe, M.R., & Elkin, R.A. (1987). When motives clash: Issue involvement and response involvement in determination of persuasion. *Journal of Personality and Social Psychology*, 52, 269-278.
- Lemyre, L., & Smith, P.M. (1985). Intergroup discrimination and self-esteem in the minimal group paradigm. *Journal of Personality and Social Psychology*, 49, 660-670.
- Lenton, M.R., Blair, I.V., & Hastie, R. (2001). Illusions of gender: Stereotypes evoke false memories. *Journal of Personality and Social Psychology*, 37, 3-14.
- Leon, D. (1969). *The Kibbutz: A new way of life*. London: Pergamon Press.
- Lepper, M.R., Henderlong, J., & Gingras, I. (1999). Understanding the effects of extrinsic rewards on intrinsic motivation-uses and abuses of meta-analysis: Comment on Deci, Koestner, and Ryan (1999). *Psychological Bulletin*, 125, 669-676.
- Lerner, M.J. (1980). *The belief in a just world: A fundamental delusion*. New York: Plenum Press.
- Lerner, M.J. (1991). The belief in a just world and the "heroic motive": Searching for "constants" in the psychology of religious ideology. *International Journal of the Psychology of Religion*, 1, 27-32.
- Lerner, M.J., & Miller, D.T. (1978). Just world research and the attribution process: Looking back and ahead. *Psychological Bulletin*, 85, 1030-1051.
- Levenson, R.W., & Gottman, J.M. (1983). Marital interaction: Physiological linkage and affective change. *Journal of Personality and Social Psychology*, 45, 587-597.
- Leventhal, H. (Ed.). (1970). *Findings and theory in the study of fear communications*. New York: Academic Press.
- Levi, P. (1986). *"Survival in Auschwitz" and "The Reawakening": Two memoirs*.

New York: Summit Books.

Levin, D.T. (2000). Race as a visual feature: Using visual search and perceptual discrimination task to understand face categories and the cross-race recognition deficit. *Journal of Experimental Psychology: General*, 129, 559-574.

Levin, S., Taylor, P.L., & Caudle, E. (2007). Interethnic and interracial dating in college. A longitudinal study. *Journal of Social and Personal Relationships*, 24, 323-341.

Levine, J.M. (1989). Reactions to opinion deviance in small groups. In P.B. Paulus (Ed.), *Psychology of group influence* (2nd Ed., pp. 187-231). Hillsdale, NJ: Erlbaum.

Levine, J.M. (1999). Solomon Asch's legacy for group research. *Personality and Social Psychology Review*, 3, 358-364.

Levine, J.M., Higgins, E.T., & Choi, H.S. (2000). Development of strategic norms in groups. *Organizational Behavior and Human Decision Processes*, 82, 88-101.

Levine, J.M., & Moreland, R.L. (1998). Small groups. In D.T. Gilbert, S.T. Fiske, & G. Lindzey (Eds.), *Handbook of Social psychology* (Vol. 2, pp. 415-469). Boston: McGraw-Hill.

Levine, M.P., & Smolak, L. (1996). Media as context for the development of disordered eating. In L. Smolak, M.P. Levine, & R. Striegel-Moore (Eds.), *Developmental Psychopathology of eating disorders: Implications for research, prevention, and treatment* (pp. 235-257). Mahwah, NJ: Erlbaum.

Levine, R.V., Martinez, T.S., Brase, G., & Sorenson, K. (1994). Helping in 36 U.S. cities. *Journal of Personality and Social Psychology*, 32, 543-560.

Levine, R.V., Norenzayan, A., & Philbrick, K. (2001). Cross-cultural differences in helping strangers. *Journal of Cross-cultural Psychology*, 32, 543-560.

Levinger, G. (1964). Note on need for complementarity in marriage. *Psychological Bulletin*, 61, 153-157.

Levinger, G., Senn, D.J., & Jorgensen, B.W. (1970). Progress toward permanence in courtship: A test of the Kerchhoff-Levitt hypothesis. *Sociometry*, 33, 427-433.

Levitt, S.D. (1994). Using repeat in the U.S. House. *Journal of Political Economy*, 102, 777-798.

Levy, B., & Langer, E. (1994). Aging free from negative stereotypes: Successful memory in China and among American deaf. *Journal of Personality and Social Psychology*, 66, 989-997.

Levy, J.S., & Morgan, T.C. (1984). The frequency and seriousness of war: An inverse relationship? *Journal of Conflict Resolution*, 28, 731-749.

Levy, S., Lee, J., Bagley, C., & Lipman, M. (1988). Survival hazards analysis in

- first recurrent breast cancer patients: Seven-year follow-up. *Psychosomatic Medicine*, 50, 520-528.
- Lewicki, P.W. (1983). Self-image bias in person perception. *Journal of Personality and Social Psychology*, 45, 384-393.
- Lewin, K. (1935). *A Dynamic theory of Personality*. New York: McGraw-Hill.
- Lewin, K. (1948). *Resolving Social Conflict: Selected Papers in Group Dynamics*. New York: Harper & Row.
- Lewinsohn, P.M., Hoberman, H., Teri, L., & Hautziner, M. (1985). An integrative theory of depression. In S. Reiss & R. Bootzin (Eds.), *Theoretical issues in behavior therapy*. New York: Academic Press.
- Lewis, M. (1997). The self in self-conscious emotions. In J.G. Snodgrass, & R.L. Thompson (Eds.), *The self across psychology: Self-recognition, self-awareness, and the self-concept* (pp. 119-142). New York: New York Academy of Sciences Press.
- Leyens, J.P., Camino, L., Parke, R.D., & Berkowitz, L. (1975). Effects of movie violence on aggression in a field setting as a function of group dominance and cohesion. *Journal of Personality and Social Psychology*, 32, 346-360.
- Leyens, J.P., Cortes, B.P., Demoulin, S., Dovidio, J.F., Fiske, S.T., & Gaun, R. (2003). Emotional prejudice, essentialism, and nationalism. *European Journal of Social psychology*, 33, 704-717.
- Li, N.P., Baily, J.M., Kenrick, D.T., & Linsenmeier, J.A.W. (2002). The necessities and luxuries of mate preferences: Testing the trade offs. *Journal of Personality and Social Psychology*, 82, 947-955.
- Lieberman, S. (1956). The effects of changes in roles on attitudes of role occupants. *Human Relations*, 9, 385-402.
- Lieberman, V., Samuels, S.M., & Ross, L. (2002). The name of the game: Predictive power of reputations vs. situational labels in determining Prisoner's Dilemma Game moves. *Personality of Social Psychology Bulletin*, 30, 1175-1185.
- Liebert, R.M., & Baron, R.A. (1972). Some immediate effects of televised violence on children's behavior. *Developmental Psychology*, 6, 469-475.
- Life (1988, Spring). *What we believe*. Pp. 69-70.
- Likert, R. (1932). *A technique for the measurement of attitudes*. Archives of Psychology, No. 140.
- Lin, Y.H.W., & Rusbolt, C.E. (1995). Commitment to dating relationships and cross-sex friendships in America and China. *Journal of Social and Personal Relationships*, 12, 2-26.
- Linder, D.E., Cooper, J., & Jones, E.E. (1967). Decision freedom as a determinant

of the role of incentive magnitude in attitude change. *Journal of Personality and Social Psychology*, 6, 245-254.

Lindsay, D.S., Read, J.D., & Sharma, K. (1998). Accuracy and confidence in person identification: The relationship is strong when witnessing conditions vary widely. *Psychological Science*, 9, 215-218.

Lindsay, R.C.L., & Wells, G.L. (1985). Improving eyewitness identification from lineups: Simultaneous versus sequential lineup presentation. *Journal of Applied Psychology*, 70, 556-564.

Lindsay, R.C.L., Wells, G.L., & Rumpel, C.M. (1981). Can people detect eyewitness-identification accuracy within and across situations? *Journal of Applied Social Psychology*, 66, 79-89.

Linton, R. (1936). *The Study of Man*. New York: Appleton-Century-Crofts.

Linville, P.W. (1985). Self-complexity and affective extremity: Don't put all your eggs in one basket. Depression (Special issue). *Social Cognition*, 3, 94-120.

Linville, P.W., Fischer, G.W., & Salovey, P. (1989). Perceived distribution characteristics of in-group and out-group members. *Journal of Personality and Social Psychology*, 57, 165-188.

Linz, D.G., Donnerstein, E., & Penrod, S. (1988). Effects of long-term exposure to violent and sexually degrading depictions of women. *Journal of Personality and Social Psychology*, 55, 758-768.

Lippa, R.A. (1994). *Introduction to Social Psychology*. Pacific Grove, California: Brooks/Cole.

Lisak, D., & Roth, S. (1988). Motivational factors in nonincarcerated sexually aggressive men. *Journal of Personality and Social Psychology*, 55, 795-802.

Locke, K.D. (2003). Status and solidarity in social comparisons: Agentic and communal values and vertical and horizontal directions. *Journal of Personality and Social Psychology*, 84, 619-631.

Lockwood, P. (2002). Could it happen to you? Predicting the impact of downward social comparisons on the self. *Journal of Personality and Social Psychology*, 82, 343-358.

Lodish, I.M., Abraham, M., Kalmenson, S., Lievelsberger, J. Lubetkin, B., Richardson, B., & Stevens, M.E. (1995). How TV advertising works: A meta-analysis of 389 real-world split-cable TV advertising experiments. *Journal of Marketing Research*, 32, 125-139.

Loehlin, J.C. (1992). *Genes and the environment in personality development*. Newbury Park, CA: Sage.

Loftus, E.F. (1993). The reality of repressed memories. *American Psychologist*, 48,

518-537.

Loftus, E.F. (2003). The dangers of memory. In R.J. Sternberg (Ed.), *Psychologists defying the crowd: Stories of those who battled the establishment and won* (pp. 105-117). Washington, DC: American Psychological Association.

Loftus, E.F., & Hoffman, H.G. (1989). Misinformation and memory: The creation of new memories. *Journal of Experimental Psychology: General*, 118, 100-104.

Loftus, E.F., Loftus, G.R., & Messo, J. (1987). Some facts about "weapon focus". *Law and Human Behavior*, 11, 55-62.

Loftus, E.F., Miller, D.G., & Burns, H.J. (1978). Semantic integration of verbal information into a visual memory. *Journal of Experimental Psychology: Human Learning and Memory*, 4, 19-31.

London, P. (1970). The rescuers: Motivational hypotheses about Christians who saved the Jews from the Nazi's. In J. Macaulay, & L. Berkowitz (Eds.), *Altruism and helping behavior*. New York: Academic Press.

Lord, C.G., Lepper, M.R., & Mackie, D. (1984). Attitude prototypes as determinants of attitude-behavior consistency. *Journal of Personality and Social Psychology*, 46, 1254-1266.

Lord, C.G., Lepper, M.R., & Preston, E. (1984). Considering the opposite: A corrective strategy for social judgment. *Journal of Personality and Social Psychology*, 47, 1231-1243.

Lore, R.K., & Schultz, L.A. (1993). Control of human aggression. *American Psychologist*, 48, 16-25.

Lorenz, K. (1966). *On aggression*. New York: Harcourt Brace.

Los Angeles Times, (2004, July 10). *Highlights of a report by Senate panel*.

Lott, A.J., & Lott, B.E. (1974). The role of reward in the formation of positive interpersonal attitudes. In T. Huston (Ed), *Foundations of Interpersonal Attractions*. New York: Academic Press.

Lovdal, L.T. (1989). Sex role messages in television commercials: An update. *Sex Roles*, 21, 715-724.

Lowe, R.H., & Wittig, M.A. (1989). Comparable worth: Individual, interpersonal, and structural considerations. *Journal of Social Issues*, 45, 223-246.

Luce, R.D. & Raiffa, H. (1957). *Games and Decisions: Introduction and critical survey*. New York: Wiley.

Lumsdaine, A.A., & Janis, I.L. (1953). Resistance to "counterpropaganda" produced by one-sided and two-sided "propaganda" presentations. *Public Opinion Quarterly*, 17, 311-318.

Lydon, J.E., Jamieson, D.W., & Zanna, M.P. (1988). Interpersonal similarity and

- the social and intellectual dimensions of first impressions. *Social Cognition*, 6, 269-286.
- Lynam, D.R., Milich, R., Zimmerman, R., Novak, S.P., Logan, T.K., & Martin, C.E. (1999). Project DARE: No effects at 10-year follow-up. *Journal of Consulting and Clinical Psychology*, 67, 590-593.
- Lynch, J.J. (1979). *The broken heart: The medical consequences of loneliness*. New York: Basic Books.
- Maass, A., & Clark, R.D. (1983). Internalization versus compliance: Different processes underlying minority influence and conformity. *European Journal of Social Psychology*, 13, 197-215.
- Maccoby, E.E. (1990). Gender and relationships: A developmental account. *American Psychologist*, 45, 513-520.
- Maccoby, N. (1980). Promoting positive health behavior in adults. In L.A. Bond, & J.C. Rosen (Eds.), *Competence and coping during adulthood*. Hanover, NH: University Press of New England.
- Maccoby, N., & Alexander, J. (1980). Use of media in lifestyle programs. In P.O. Davidson & S.M. Davidson (Eds.), *Behavioral medicine: Changing health lifestyles*. New York: Brunner/Mazel.
- MacDonald, T.K., Zanna, M.P., & Fong, M.P. (1996). Why common sense goes out the window: Effects of alcohol on intentions to use condoms. *Personality and Social Psychology Bulletin*, 22, 763-775.
- Mackey, R.A., Diemer, M.A., & O'Brien, B.A. (2000). Psychological intimacy in lasting relationships of heterosexual and same gender couples. *Sex Roles*, 43, 201-227.
- Mackie, D.M. (1987). Systematic and nonsystematic processing of majority and minority persuasive communications. *Journal of Personality and Social Psychology*, 53, 41-52.
- Mackie, D.M., & Hunter, S.B. (1999). Majority and minority influence: The interactions of social identity and social cognition mediators. In D. Abrams, & M.A. Hogg (Eds.), *Social identity and social cognition*, (pp. 332-353). Oxford, England: Blackwell Publishers.
- Mackie, D.M., Worth, L.I., & Anuncion, A.G. (1990). Processing of persuasive in-group messages. *Journal of Personality and Social Psychology*, 58, 812-822.
- Macleod, C., & Campbell, L. (1992). Memory accessibility and probability judgment: An experimental investigation of the availability heuristic. *Journal of Personality and Social Psychology*, 74, 890-902.
- Macrae, C.N., & Bodenhausen, G.V. (2000). Social cognition: Thinking

categorically about others. *Annual Review of Psychology*, 51, 93-120.

Macrae, C.N., Milne, A.B., & Bodenhausen, G.V. (1994). Stereotypes as energy-saving devices: A peek inside the cognitive toolbox. *Journal of Personality and Social Psychology*, 66, 37-47.

Maddux, J.E., Norton, L.W., & Leary, M.R. Cognitive component of social anxiety: An investigation of the integration of self-presentation theory and self-efficacy theory. *Journal of Social and Clinical Psychology*, 6, 180-190.

Maio, G.R., & Olson, J.M. (1995). Relations between values, attitudes, and behavioral intentions: The moderating role of attitude function. *Journal of Experimental Social Psychology*, 31, 266-285.

Malamuth, N.M., & Briere, J. (1986). Sexual violence in the media: Indirect effects on aggression against women. *Journal of Social Issues*, 42, 75-92.

Malatesta, C.Z. (1990). The role of emotions in the development and organization of personality. In R.A. Thompson (Ed.), *Socioemotional development: Nebraska Symposium on Motivation* (pp. 1-56). Lincoln: University of Nebraska Press.

Malloy, T.E. (2001). Difference to Inference: Teaching logical and statistical reasoning through on-line interactivity. *Behavior Research Methods, Instruments, and Computers*, 33, 270-273.

Manian, N., Strauman, T.J., & Denney, N. (1998). Temperament, recalled parenting styles, and self-regulation: Retrospective tests of the developmental postulates of self-discrepancy theory. *Journal of Personality and Social Psychology*, 75, 1321-1332.

Manis, M., Cornell, S.D., & Moore, J.C. (1974). Transmission of attitude-relevant information through a communication chain. *Journal of Personality and Social Psychology*, 30, 81-94.

Mann, L. (1981). The baiting in crowds in episodes of threatened suicide. *Journal of Personality and Social Psychology*, 41, 703-709.

Mann, T., Sherman, D., & Undegraf, J. (2004). Dispositional motivations and message framing: A test of congruency hypothesis in college students. *Health Psychology*, 23, 330-334.

Manning, R., Levine, M., & Collins, A. (2007). The Kitty Genovese murder and the social psychology of helping. The parable of the 38 witnesses. *American Psychologist*, 62, 555-562.

Manstead, A.S.R., Proffitt, C., & Smart, J.L. (1983). Predicting and understanding mother's infant-feeding intentions and behavior: Testing the theory of reasoned action. *Journal of Personality and Social Psychology*, 44, 657-671.

Marin, G., Marin, B., Otero-Sabogal, R., Sabogal, F., & Perez-Stable, E.J. (1989).

The role of acculturation on attitudes, norms, and expectancies of Hispanic smokers. *Journal of Cross-Cultural Psychology*, 20, 399-415.

Markey, P.M. (2000). Bystander intervention in computer-mediated communication. *Computers in Human Behavior*, 16, 183-188.

Markland, K.D., & Tetlock, P.E. (2000). Accountability and close-call counterfactuals: The loser who nearly won and the winner who nearly lost. *Personality and Social Psychology Bulletin*, 10, 1213-1224.

Markus, H. (1977). Self-schemata and processing information about the self. *Journal of Personality and Social Psychology*, 35, 63-78.

Markus, H., & Nurius, P.S. (1986). Possible selves. *American Psychologist*, 41, 954-969.

Markus, H., & Zajonc, R.B. (1985). The Cognitive Perspective in Social Psychology. In G. Lindzey, & E. Aronson (Eds). *Handbook of Social Psychology* (Vol. 1). New York: Random House.

Markus, H.R., & Kitayama, S. (1991). Culture and the self: Implications for cognition, emotion, and motivation. *Psychological Review*, 98, 224-253.

Markus, H.R., & Kitayama, S. (1994). A collective fear of the collective: Implications for selves and theories of selves. The self and the collective (Special issue). *Personality and Social Psychology Bulletin*, 20, 568-579.

Markus, H.R., Kitayama, S., & Heiman, R.J. (1996). Culture and "basic" psychological principles. In E.T. Higgins, & A.W. Kruglanski (Eds.), *Social psychology: Handbook of basic principles* (857-913). New York: Guilford Press.

Marques, J., Abrams, D., & Serodio, R. (2001). Being better by being right: Subjective group dynamics and derogation of in-group deviants when generic norms are undermined. *Journal of Personality and Social Psychology*, 81, 436-447.

Marsh, H.W., & Parker, J.W. (1984). Determinants of student self-concept: Is it better to be relatively large fish in a small pond if you don't learn to swim so well? *Journal of Personality and Social Psychology*, 74, 213-231.

Marshall, W.L. (1989). Pornography and sex offenders. In D. Zillmann, & J. Bryant (Eds.), *Pornography: Research advances and policy considerations*. Hillsdale, NJ.: Erlbaum.

Martin, C.L. (1987). A ratio measure of sex stereotyping. *Journal of Personality and Social Psychology*, 52, 489-499.

Martin, G.G., & Clark, R.D.I. (1982). Distress crying in infants: Species and peer specificity. *Developmental Psychology*, 18, 3-9.

Martinek, T.J. (1981). Physical attractiveness: Effects on teacher expectations and dyadic interactions in elementary age children. *Journal of Sports Psychology*, 3,

196-205.

Marty, M.E. (1982). Watch your language. *Context*, April 15, p. 6.

Maruyama, G., Fraser, S.C., & Miller, N. (1982). Personal responsibility and altruism in children. *Journal of Personality and Social Psychology*, 42, 658-664.

Maruyama, G., & Miller, N. (1981). Physical attractiveness and personality. In B.A. Maher, & W.B. Maher (Eds.), *Progress in experimental personality research*. New York: Academic Press.

Maslach, C. Stapp, J., & Santee, R.T. (1985). Individuation: Conceptual analysis and assessments. *Journal of Personality and Social Psychology*, 49, 729-738.

Mason, H.R.C., Marks, G., Simoni, J.M., Ruiz, M.S., & Richardson, J.L. (1995). Culturally sanctioned secrets? Latino men's nondisclosure of HIV infection to family, friends, and lovers. *Health Psychology*, 14, 6-12.

Mayer, J.D., & Salovey, P. (1987). Personality moderates the interaction of mood and cognition. In K. Fiedler, & J. Forgas (Eds.), *Affect, cognition, and social behavior*. Toronto: Hogrefe.

McAndrew, F.T. (2002). New evolutionary perspectives on altruism: Multilevel-selection and cost-signaling theories. *Current Directions in Psychology*, 11, 79-82.

McArthur, L.Z., & Friedman, S.A. (1980). Illusory correlation in impression formation: Variations in shared distinctiveness effect as a function of the distinctive person's age, race, and sex. *Journal of Personality and Social Psychology*, 39, 615-624.

McCann, C.D., & Hancock, R.D. (1983). Self-monitoring in communicative interactions: Social cognitive consequences of goal-directed message modification. *Journal of Experimental Social Psychology*, 19, 109-121.

McCarthy, J.F., & Kelley, B.R. (1978). Aggressive behavior and its effects on performance over time in ice hockey athletes: An Archival study. *International Journal of Sport Psychology*, 9, 90-96.

McCauly, C.R., & Segal, M.E. (1987). Social Psychology of Terrorist groups. In C. Hendrick (Ed.), *Group Processes and Intergroup Relations: Review of Personality and Social Psychology*, Vol. 9. Newbury Park, CA.: Sage.

McCleod, J.D., & Kessler, R.C. (1990). Socioeconomic status differences in vulnerability to undesirable life events. *Journal of Health and Social Behavior*, 31, 162-172.

McConahay, J.B. (1986). Modern racism, ambivalence, and the modern racism scale. In J.F. Dovidio, & S.L. Gaertner (Eds.), *Prejudice, discrimination, and racism* (pp. 91-126). Orlando, FL.: Academic Press.

McCoy, S.K., & Major, B. (2003). Group identification moderates emotional

responses to perceived prejudice. *Personality and Social Psychology Bulletin*, 29, 1005-1017.

McDonald, H.E., & Hirt, E.R. (1997). When expectancy meets desire: Motivational effects in reconstructive memory. *Journal of Personality and Social Psychology*, 72, 5-23.

McDougall, W. (1908). *An Introduction to Social Psychology*. London: Methuen.

McGonagle, K.A., Kessler, R.C., & Shilling, E.A. (1992). The frequency and determinants of marital disagreements in a community sample. *Journal of Personal and Social Relationships*, 9, 507-524.

McGrath, J.E. (1984). *Groups: Interaction and Performance*. Upper Saddle River, NJ: Prentice Hall.

McGregor, H., Lieberman, J.D. Solomon, S., Greenberg, T., Arndt, J., & Simon, L. (1998). Terror management and aggression: Evidence that mortality salience motivates aggression against world-view threatening others. *Journal of Personality and Social Psychology*, 74, 590-605.

McGuire, A.M. (1994). Helping behaviors in the natural environment: Dimensions and correlates of helping. *Personality and Social Psychology Bulletin*, 20, 45-56.

McGuire, W.J., & Papageorgis, D. (1961). The relative efficacy of various types of prior belief defense in producing immunity against persuasion. *Journal of Abnormal Social Psychology*, 62, 327-337.

McGuire, W.J. (1964). Inducing resistance to persuasion: Some contemporary approaches. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 1, pp.192-229). New York: Academic Press.

McGuire, W.J. (1968). Personality and susceptibility to social influence. In E.F. Meeus, W.H.J., & Raaijmakers, Q.A.W. (1995). Obedience on modern society: The Utrecht studies. *Journal of Social Issues*, 51, 155-175.

McGuire, W.J. (1985). Attitudes and attitude change. In G. Lindzey, & A. Aronson (Eds.), *Handbook of Social Psychology* (3rd ed. Vol. 2, pp. 233-346). New York: McGraw-Hill.

McGuire, W.J. (1986). The myth of massive media impact: savagings and salvagings. In G. Comstock (Ed.), *Public communication and behavior*, Vol. 1. Orlando, FL: Academic Press.

McMillen, D.L., & Austin, J.B. (1971). Effect of positive feedback on compliance following transgression. *Psychonomic Science*, 24, 59-61.

McMullen, M.N., & Markman, K.D. (2000). Downward counterfactuals and motivation: The "wake-up" call and the "Pangloss" Effect. *Personality and Social Psychology Bulletin*, 26, 575-584.

- McNally, R.J. (2003). *Remembering trauma*. Cambridge, MA: Harvard University Press.
- Medvene, L. (1992). Self-help groups, peer helping, and social comparison. In S. Spacapan, & S. Oskamp (Eds.), *Helping and being helped: Naturalistic Studies* (pp. 49-81). Newbury Park, CA: Sage.
- Meehl, P.E. (1954). *Clinical versus statistical prediction: A theoretical analysis and a review of evidence*. Minneapolis: University of Minneapolis Press.
- Meehl, P.E. (1986). Causes and effects of my disturbing little book. *Journal of Personality Assessment*, 50, 370-375.
- Meertens, R.W., & Pettigrew, T.F. (1997). Is subtle prejudice really prejudice? *Public Opinion Quarterly*, 61, 54-71.
- Mehrabian, A., & Williams, M. (1969). Nonverbal concomitants of perceived and intended persuasiveness. *Journal of Personality and Social Psychology*, 13, 37-58.
- Meindl, J.R., & Lerner, M.J. (1984). Exacerbation of extreme responses to an out-group. *Journal of Personality and Social Psychology*, 47, 71-84.
- Meissner, C.A., & Brigham, J.C. (2001). A meta-analysis of the verbal overshadowing effect in face identification. *Applied Cognitive Psychology*, 15, 603-616.
- Melara, R.D., DeWitt-Rickards, T.S., & O'Brien, T.P. (1989). Enhancing lineup identification accuracy: Two codes are better than one. *Journal of Applied Social Psychology*, 74, 706-713.
- Merle, F. (1949). Group leadership and institutionalization. *Human Relations*, 2, 23-29.
- Merton, R.K. (1957). *Social theory and social structure*. Glencoe, IL: Free Press.
- Mesquita, B. (2001). Emotions in collectivist and individualist contexts. *Journal of Personality and Social Psychology*, 80, 68-74.
- Messick, D.M., & Sentis, K.P. (1979). Fairness and preference. *Journal of Experimental Social Psychology*, 15, 418-434.
- Messick, D.M., Bloom, S., Boldivar, J.P., & Samuelson, C. (1985). Why are we fairer than others. *Journal of Experimental Psychology*, 21, 480-500.
- Meyer, J.P., & Mulherin, A. (1980). From attribution to helping: An analysis of the mediating effects and expectancy. *Journal of Personality and Social Psychology*, 39, 201-210.
- Mickelson, K.D., Kessler, R.C., & Shaver, P.R. (1997). Adult attachment in a nationally representative sample. *Journal of Personality and Social Psychology*, 73, 1092-1106.
- Mikulincer, M., & Shaver, P.R. (2003). The attachment behavioral system in

- adulthood: Activation, Psychodynamics, and interpersonal processes. In M.P. Zanna (Ed.), *Advances in experimental social psychology* (Vol. 35, pp. 53-152). New York: Academic Press.
- Miles, D.R., & Carey, G. (1997). Genetic and environmental architecture on human aggression. *Journal of Personality and Social Psychology*, 72, 207-217.
- Milgram, S. (1961). Nationality and conformity. *Scientific American*, 205, 45-51.
- Milgram, S. (1963). Behavioral study of obedience. *Journal of Abnormal and Social Psychology*, 67, 371-378.
- Milgram, S. (1964a). Behavioral study of obedience. *Journal of Abnormal and Social Psychology*, 69, 137-143.
- Milgram, S. (1964b). Issues in the Study of Obedience; A reply to Baumrind. *American Psychologist*, 19, 848-852.
- Milgram, S. (1965). Some conditions of obedience and disobedience to authority. *Human Relations*, 18, 57-75.
- Milgram, S. (1970). The Experience of Living in Cities. *Science*, 167, 1461-1468.
- Milgram, S. (1974). *Obedience to authority: An experimental view*. New York: Harper & Row.
- Milgram, S. (1976). Obedience to criminal orders: The compulsion to do evil. In T. Blass (Ed.), *Contemporary social psychology: Representative readings* (pp. 175-184). Itasca, Il: Peacock.
- Miller, A.G. (1986). *The obedience experiments: A case study of controversy in social science*. New York: Praeger.
- Miller, A.G. (1995). Constructions of the obedience experiments: A focus upon domains of relevance. *Journal of Social Issues*, 51, 33-53.
- Miller, A.G., & Prentice, D.A. (1996). The construction of social norms and standards. In E.T. Higgins, & A.W. Kruglanski (Eds.). *Social psychology: Handbook of basic principles* (pp. 799-829). New York: Guilford Press.
- Miller, D.T., & McFarland, C. (1986). Counterfactual thinking and victim compensation: A test of norm theory. *Personality and Social Psychology Bulletin*, 12, 513-519.
- Miller, J.G., & Bersoff, D.M. (1994). Cultural influences on the moral status of reciprocity and the discounting of endogenous motivation. *Personality and Social Psychology Bulletin*, 20, 592-602.
- Miller, J.G., Bersoff, D.G., & Harwood, R.L. (1990). Perceptions of social responsibilities in India and in the United States: Moral imperatives or personal decisions? *Journal of Personality and Social Psychology*, 58, 33-47.
- Miller, N., & Campbell, D.T. (1959). Recency and primacy in persuasion as a

- function of the timing of speeches and measurements. *Journal of Abnormal and Social Psychology*, 59, 1-9.
- Miller, N.E. (1941). The frustration-aggression hypothesis. *Psychological Review*, 48, 337-342.
- Miller, P.A., Kozu, J., & Davis, A.C. (2001). Social influence, empathy, and prosocial behavior in cross-cultural perspective. In W. Wosinska, R.B. Cialdini, D.W. Barrett, & J. Reykowski (Eds.), *The practice of social influence in multiple cultures* (pp. 63-77). Mahwah, NJ: Erlbaum.
- Miller, S., & Sears, D.O. (1986). Stability and Change in social tolerance: A test of persistence hypothesis. *American Journal of Political Science*, 30, 214-236.
- Mills, J., & Clark, M.S. (1994). Communal and exchange relationships: Controversaries and research. In E. Erber, & R. Gilmour (Eds.), *Theoretical frameworks for personal relationships* (pp. 29-42). Hillsdale, NJ: Erlbaum.
- Mills, J., & Clark, M.S. (2001). Viewing close romantic relationships as communal relationships: Implications for maintenance and enhancement. In J. Harvey, & A. Wenzel (Eds.), *Close romantic relationships: Maintenance and enhancement*. (pp. 13-25). Mahwah, NJ: Lawrence Erlbaum.
- Mills, R.S.L., & Grusec, J.E. (1989). Cognitive, affective, and behavioral consequences of praising altruism. *Merrill-Palmer Quarterly*, 35, 299-326.
- Minard, R.D. (1952). Race relationships in the Pocohontas coal field. *Journal of Social Issues*, 8(1), 29-44.
- Mirels, H.L., & McPeck, R.W. (1997). Self-advocacy and self-esteem. *Journal of Consulting and Clinical Psychology*, 45, 1132-1138.
- Mita, T.H., Dermer, M., & Knight, J. (1977). Reversed facial images and the mere-exposure hypothesis. *Journal of Personality and Social Psychology*, 35, 597-601.
- Mitchell, K.J., Johnson, M.K., & Mather, M. (2003). Source monitoring and suggestibility to misinformation: Adult age-related differences. *Applied Cognitive Psychology*, 17, 107-119.
- Mitchell, R.W. (2003). Subjectivity and self-recognition in animals. In M.R. Leary, & J.P. Tangney (Eds.), *Handbook of self and identity* (pp. 567-593). New York: Guildford Press.
- Mixon, D. (1971). Behaviour analysis treating subjects as actors rather than organisms. *Journal for the Theory of Social Behaviour*, 1, 19-31.
- Modigliani, A., & Rochat, F. (1995). The role of interaction sequences and the timing of resistance in shaping obedience and defiance to authority. *Journal of Social Issues*, 51, 107-123.
- Moghaddam, F.M., Taylor, D.M., & Wright, S.C. (1993). *Social psychology in*

cross-cultural perspective. New York: Freeman.

Mokken, R.J. (1991). *A theory and procedure of scale analysis*. The Hague, the Netherlands: Mouton.

Moore, D.L., & Baron, R.S. (1983). Social facilitation: A physiological analysis. In J.T. Cacioppo, & R. Petty (Eds.), *Social Psychophysiology*. New York: Guildford Press.

Mor, N., & Winquist, J. (2002). Self-focused attention and negative affect: A meta-analysis. *Psychological Bulletin*, 128, 638-662.

Moreland, R.L., & Beach, S.R. (1992). Exposure effects in the classroom: The development of affinity among students. *Journal of Experimental Social Psychology*, 28, 255-276.

Moreland, R.L., & Zajonc, R.B. (1982). Exposure effects in person perception: Familiarity, similarity, and attraction. *Journal of Experimental Social Psychology*, 18, 395-415.

Moretti, M., & Higgins, E.T. (1990). Relating self-discrepancy beyond actual self-ratings. *Journal of Experimental Social Psychology*, 26, 108-123.

Moriarty, T. (1975). Crime, commitment, and the responsive bystander. Two field experiments. *Journal of Personality and Social Psychology*, 31, 370-376.

Morris, W.N., & Miller, R.S. (1975). The effects of consensus-breaking and consensus-preempting partners on reduction of conformity. *Journal of Experimental Social Psychology*, 11, 215-223.

Morry, M.M., & Staska, S.L. (2001). Magazine exposure: Internalization, self-objectification, eating attitudes, and body satisfactions in male and female university students. *Canadian Journal of Behavioral Science*, 33, 269-279.

Moscovici, S. (1976). *Social influence and Social Change*. London: Academic Press.

Moscovici, S. (1981). On social representations. In J.P. Codol, & J.P. Leyens (Eds.), *Social Cognition: perspectives on everyday understanding*. (pp. 181-208), London: Academic Press.

Moscovici, S. (1985). Social influence and conformity. In G. Lindzey, & E. Aronson (Eds.), *Handbook of social psychology* (Vol. 2, 3rd Ed., pp. 347-412). New York: Random House.

Moscovici, S., Lage, E., & Naffrechoux, M. (1969). Influence of a consistent minority on the responses of a majority in a color perception task. *Sociometry*, 32, 365-379.

Moscovici, S., & Zavalloni, M. (1969). The group as a polarizer of attitudes. *Journal of Personality and Social Psychology*, 12, 125-135.

- Moser, D.V. (1992). Does memory affect judgment? Self-generated versus recall memory measures. *Journal of Personality and Social Psychology*, 62, 555-563.
- Moskalenko, S., & Heine, S.J. (2002). Watching your troubles away: Television viewing as a stimulus for subjective self-awareness. *Personality and Social Psychology Bulletin*, 29, 76-85.
- Mukai, T., Kambara, A., & Sasaki, Y. (1998). Body dissatisfaction, need for social approval, and eating disturbances among Japanese and American college women. *Sex Roles*, 39, 751-771.
- Mullen, B. (1986). Atrocity as a function of lynch mob composition. *Personality and Social Psychology Bulletin*, 12, 187-198.
- Mullen, B., Brown, R., & Smith, C. (1992). In-group bias as a function of salience, relevance, and status: An integration. *European Journal of Social Psychology*, 22, 103-122.
- Muller, S., & Johnson, B.T. (1990). *Fear and persuasion: A linear relationship?* Paper presented to the Eastern Psychological Association convention.
- Mulvihill, D.J., Tumin, M.M., & Curtis, L.A. (1969). *Crimes of violence* (vol. 11). Washington, DC.: U.S. Government Printing Office.
- Munro, G.D., & Ditto, P.H. (1997). Biased assimilation, attitude polarization, and affect in reactions to stereotype-relevant scientific information. *Personality and Social Psychology Bulletin*, 23, 636-653.
- Munsterberg, H. (1908). *On the witness stand: Essays on psychology and crime*. New York: Doubleday.
- Murphy, S.T., & Zajonc, R.B. (1993). Affect, cognition, and awareness: Affective priming with optimal and sub optimal stimulus exposures. *Journal of Personality and Social Psychology*, 64, 723-739.
- Murray, S.L. (1999). The quest for conviction: Motivated cognition in romantic relationships. *Psychological Inquiry*, 10, 23-34.
- Murray, S.L., & Holmes, J.G. (1993). Seeing virtues in faults: Negativity and the transformation of interpersonal narratives in close relationships. *Journal of Personality and Social Psychology*, 65, 707-723.
- Murray, S.L., & Holmes, J.G. (1997). A leap of faith? Positive illusions in romantic relationships. *Personality and Social Psychology Bulletin*, 23, 586-604.
- Murray, S.L., & Holmes, J.G. (1999). The (mental) ties that bind: Cognitive structures that predict relationship resilience. *Journal of Personality and Social Psychology*, 77, 1228-1244.
- Murstein, B.L. (1986). *Path to marriage*. Newbury Park, CA: Sage.
- Mussweiler, T., Gabriel, S., & Bodenhausen, G.V. (2000). Shifting social identities

as a strategy for deflecting threatening social comparisons. *Journal of Personality and Social Psychology*, 79, 398-409.

Mussweiler, T., Strack, F., & Pfeiffer, T. (2000). Overcoming the inevitable anchoring effect: Considering the opposite compensates for selective accessibility. *Personality and Social Psychology Bulletin*, 26, 1142-1150.

Myers, D.G. (2000a). *The American paradox*. New Haven: Yale University Press.

Myers, D.G. (2000b). The funds, friends, and faith of happy people. *American Psychologist*, 55, 56-67.

Myers, D.G., & Bishop, G.D. (1971). Enhancement of dominant attitudes in group discussion. *Journal of Personality and Social Psychology*, 20, 386-391.

Nadler, A. (1991). Help-seeking behavior: Psychological costs and instrumental benefits. In M.S. Clark (Ed.), *Prosocial Behavior* (pp. 290-311). Newbury Park, CA: Sage.

Naylor, T.H. (1990). Redefining cooperate motivation, Swedish style. *Christian Century*, 107, 566-570.

Neff, L.A., & Karney, B.R. (2002). Judgment of relationship partner: Specific accuracy but global enhancement. *Journal of Personality*, 70, 1079-1112.

Neimeyer, R.A., & Mitchell, K.A. (1988). Similarity and attraction: A longitudinal study. *Journal of Social and Personal Relationships*, 5, 131-148.

Neisser, U., & Harsch, N. (1992). Phantom flashbulbs: False recollections on hearing the news about Challenger. In E. Winograd, & U. Neisser (Eds.), *Affect and accuracy in recall: Studies of "flashbulb" memories* (pp.9-13). New York: Cambridge University Press.

Nemeth, C. (1979). The role of an active minority in intergroup relations. In W.G. Austin, & S. Worchel (Eds.), *The social psychology of intergroup relations*. Monterey, CA.: Brooks/Cole.

Nemeth, C. (1986). Differential contributions of majority and minority influence. *Psychological Review*, 93, 23-32.

Nemeth, C., Mosier, K., & Chiles, C. (1992). When convergent thought improves performance: Majority versus minority influence. *Personality and Social Psychology Bulletin*, 18, 139-144.

Nemeth, C., & Watchler, J. (1974). Creating the perceptions of consistency and confidence: A necessary condition for minority influence. *Sociometry*, 37, 529-540.

Nemeth, C.J., & Staw, B.M. (1989). The tradeoffs of social control and innovation in groups and organizations. *Advances in Experimental Social Psychology*, 22, 175-210.

- Neuberg, S.L. (1988). Behavioral implications of information presented outside conscious awareness: The effect of subliminal presentation of trait information on behavior in the Prisoner's Dilemma Game. *Social Cognition*, 6, 207-230.
- Neuberg, S.L., Judice, T.N., & West, S.G. What the Need for Closure? Scale measures and what it does not: Toward differentiating among related epistemic motives. *Personality and Social Psychology Bulletin*, 72, 1396-1412.
- Nevo, B. (Ed.). *Scientific aspects of graphology: A handbook*. Springfield, Il: Charles C. Thomas.
- Newcomb, T.M. (1958). Attitude development as a function of reference groups. In E.E. Maccoby, T.M. Newcomb, & E.L. Hartley (Eds.), *Readings in social psychology*, (3rd Ed.). New York: Holt, Rinehart, & Winston.
- Newcomb, T.M. (1961). *The acquaintance process*. New York: Holt, Rinehart and Winston.
- Newman, K.S. (2004, April 17). Too close for comfort. *The New York Times*, late ed., p A15.
- Newman, K.S., Fox, C., Harding, D.J., Metha, J., & Roth, W. (2004). *Rampage: The Social Roots of School Shootings*. New York: Basic Books.
- Newsom, J.T. (1999). Another side of care giving: Negative reactions to being helped. *Current Directions in Psychological Science*, 8, 183-187.
- Nezlek, J.B., & Plesko, R.M. (2001). Day-to-day relationships among self-concept clarity, self-esteem, daily events, and mood. *Personality and Social Psychology Bulletin*, 27, 201-211.
- Nicholson, N., Cole, S.G., & Rocklin, T. (1985). Conformity in the Asch situation: A comparison between contemporary British and U.S. university students. *British Journal of Social Psychology*, 24, 59-63.
- Niedenthal, P.M., & Kitayama, S. (1994), (Eds.), *The hearts eye: Emotional influences in perception and attention*. San Diego, CA: Academic Press.
- Niemi, R.G., & Jennings, M.K. (1991). Issues and inheritance in the formation of party identification. *American Journal of Political Science*, 35, 970-988.
- Nisbett, R.E. (1993). Violence and U.S. regional culture. *American Psychologist*, 48, 441-449.
- Nisbet, R.E. (2003). *The geography of thought: How Asians and Westerners think differently and why*. New York: Free Press.
- Nisbett, R.E., & Cohen, D. (1996). *Culture of honor: The psychology of violence in the south*. Boulder, CO.: Westview Press.
- Nisbett, R.E., Fong, G.T., Lehman, D.R., & Cheng, P.W. (1987). Teaching reasoning. *Science*, 238, 625-631.

- Nisbett, R.E., & Kunda, Z. (1985). Perception of social distribution. *Journal of Personality and Social Psychology*, 48, 297-311.
- Nisbett, R.E., Polly, G., & Lang, S. (1995). Homicide and U.S. regional culture. In B. Rubak, & N. Weiner (Ed.), *Interpersonal violent behavior: Social and cultural aspects*. New York: Springer-Verlag.
- Nisbett, R.E., & Ross, L. (1980). *Human inference: Strategies and shortcomings of human judgment*. Englewood Cliffs, NJ: Prentice Hall.
- Nisbett, R.E., & Wilson, T.D. (1977). Telling more than we can know: Verbal reports on mental processes. *Psychological Review*, 84, 231-259.
- Norenzayan, A., & Heine, S.J. (2004). *Psychological universals: What are they and how can we know?* Vancouver: University of British Columbia.
- Norton, M.L., Monin, B., Cooper, J., & Hogg, M. (2003). Vicarious dissonance: Attitude change from the inconsistency of others. *Journal of Personality and Social Psychology*, 85, 47-62.
- Nosek, B.A., Banaji, M.R., & Greenwald, A.G. (2002). Math= male, me= female, therefore math ≠ me. *Journal of Personality and Social Psychology*, 83, 44-59.
- Nowak, M.A., Page, K.M., & Sigmund, K. (2000). Fairness versus reason in the ultimatum game. *Science*, 289, 1773-1775.
- O'Connor, K.M., & Carnevale, P.J. (1997). A nasty but effective negotiation strategy: Misrepresentation of a common-value issue. *Personality and Social Psychology Bulletin*, 23, 504-515.
- Oakes, P.J., & Turner, J.C. (1980). Social categorization and intergroup behavior: Does minimal intergroup discrimination make social identity more positive? *European Journal of Social Psychology*, 10, 295-301.
- Ogloff, J.P.R., & Vidmar, N. (1994). The impact of pretrial publicity on jurors: A study to compare the relative effects of television and print media in a child sex abuse case. *Law and Human Behavior*, 18, 507-525.
- Ohbuchi, K., & Sato, K. (1994). Children's reactions to mitigating accounts: Apologies, excuses, and intentionality of harm. *Journal of Social Psychology*, 134, 5-17.
- Ohbuchi, K., Ohno, T., & Mukai, H. (1993). Empathy and aggression: Effects of self-disclosure and fearful appeal. *Journal of Social Psychology*, 133, 243-253.
- Ohtsubo, Y., Masuchi, A., & Nakanishi, D. (2002). Majority influence process in group judgment: Test of the social judgment scheme model in a group polarization context. *Group Processes and Intergroup Relations*, 5, 249-261.
- Oishi, S., & Diener, E. (2003). Culture and well-being: The cycle of action, evaluation, and decision. *Personality and Social Psychology Bulletin*, 29, 939-949.

- Oishi, S., Wyer, R.S., & Colcombe, S. (2000). Cultural variations in the use of current life satisfaction to predict the future. *Journal of Personality and Social Psychology*, 78, 434-445.
- Oliner, S.P., & Oliner, P.M. (1988). *The altruistic personality: Rescuers of Jews in Nazi Europe*. New York: Free Press.
- Olson, M.A., & Fazio, R.H. (2001). Implicit attitude formation through classical conditioning. *Psychological Science*, 12, 413-417.
- Olweus, D. (1979). Stability of aggressive reaction patterns in males: A review. *Psychological Bulletin*, 86, 852-875.
- Olweus, D. (1980). Familial and temperamental determinants of aggressive behavior in adolescent boys: A causal analysis. *Developmental Psychology*, 16, 644-660.
- Olweus, D. (1991). Bully/victim problems among school children: Basic facts and effects of a school based intervention program. In D. Pepler, & K. Rubin (Eds.), *The development and treatment of childhood aggression* (pp. 411-448). Hillsdale, NJ.: Erlbaum.
- Olweus, D. (1995). Bullying or peer abuse at school: Facts and interventions. *Current Directions in Psychological Science*, 4, 196-200.
- Olweus, D. (1997). Tackling peer victimization with a school-based intervention program. In D. Fry, & K. Bjorkquist (Eds.), *Cultural variation in conflict resolution: Alternatives to violence* (pp. 215-231). Mahwah, NJ.: Erlbaum.
- Ommundsen, R., & Larsen, K.S. (1997). Attitudes toward illegal immigration: the reliability and validity of a Likert-type scale. *The Journal of Social Psychology*, 137, 665-667.
- Ommundsen, R., & Larsen, K.S. (1999). Attitudes toward illegal immigration in Scandinavia and United States. *Psychological Reports*, 84, 1331-1338.
- Ommundsen, R., Hak, T., Morch, S., Larsen, K.S., & Van der Veer, K. (2002). Attitudes toward illegal immigration: A cross-national methodological comparison. *The Journal of Psychology*, 13(1), 103-110.
- Ommundsen, R., Van der Veer, K., Van Le, H., Krumov, K., & Larsen, K.S., (2007). Developing Attitude Statements toward Illegal Immigration: Transcultural Reliability and Utility. *Psychological Reports*, 100, 901-914.
- Opatow, S. (1990). Moral exclusion and injustice: An introduction. *Journal of Social Issues*, 46, 1-20.
- Oppenheim, A.N. (1966). *Questionnaire design and attitude measurement*. New York: Basic Books.
- Orians, G.H., & Heerwagen, J.H. (1992). In J.H. Barlow, L. Cosmides, & J. Tooby

- (Eds.), *The adapted mind: Evolutionary Psychology and the Generation of Culture* (pp. 555-580). New York: Oxford University Press.
- Orina, M.M., Wood, W., & Simpson, J.A. (2002). Strategies of influence in close relationships. *Journal of Experimental Social Psychology*, 38, 459-472.
- Orne, M. (1962). On the social psychology of the psychology experiment. *American Psychologist*, 17, 776-783.
- Ornstein, P.A., Ceci, S.J., & Loftus, E.F. (1998). Adult recollection of childhood abuse: Cognitive and developmental perspectives: What the trauma and child sexual abuse literature tells us. *Psychology, Public Policy, and Law*, 7, 1025-1051.
- Oskamp, S. (1991). *Curbside recycling: Knowledge, attitudes, and behavior*. Paper presented at the Society for Experimental Social Psychology meeting, Columbus, Ohio.
- Ostrom, T., & Sedikides, C. (1992). Out-group homogeneity effects in natural and minimal groups. *Psychological Bulletin*, 112, 536-552.
- Oxman, T.E., & Hull, J.G. (1997). Social support, depression, and activities of daily living in older heart surgery patients. *Journal of Gerontology: Psychological Sciences*, 52, 1-14.
- Pachon, H., & Valencia, M. (1999, June 7). It's a white, white TV world out there. *Los Angeles Times*.
- Pallak, M.S., Mueller, M., Dollar, K., & Pallak, J. (1972). Effect of commitment on responsiveness to an extreme consonant communication. *Journal of Personality and Social Psychology*, 23, 429-436.
- Paloutzian, R. (1979). *Pro-ecology behavior: Three field experiments on litter pickup*. Paper presented at the Western Psychological Association convention.
- Park, B., & Judd, C.M. (1990). Measures and models of perceived group variability. *Journal of Personality and Social Psychology*, 59, 173-191.
- Park, R.E. (1922). *The Immigrant Press and its Control*. New York: Harper.
- Parke, R.D., Berkowitz, L., Leyens, J.P., West, S.G., & Sebastian, J. (1977). Some effects of violent and nonviolent movies on the behavior of juvenile delinquents. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 10). New York: Academic Press.
- Parks, C.D., & Rumble, A.C. (2001). Elements of reciprocity and social value orientation. *Personality and Social Psychology Bulletin*, 27, 1301-1309.
- Patrick, H., Neighbors, C., & Knee, C.R. (2004). Appearance-related social comparisons: The role of contingent self-esteem and self-perceptions of attractiveness. *Personality and Social Psychology Bulletin*, 30, 501-514.
- Patterson, A. (1974, September). *Hostility catharsis: A naturalistic quasi-*

experiment. Paper presented at the annual meeting of the American Psychological Association, New Orleans.

Patterson, G.R., Littman, R.A., & Bricker, W. (1967). Assertive behavior in children: A step toward a theory of aggression. *Monographs of the Society for Research in Child Development*, 32, 1-43.

Paulhus, D.L. (1998). Interpersonal adaptiveness of trait self-enhancement: A mixed blessing? *Journal of Personality and Social Psychology*, 74, 1197-1208.

Paulus, P.B. (1998). Developing consensus about groupthink after these all these years. *Organizational Behavior and Human Decision Processes*, 73, 362-374.

Paxton, P., & Moody, J. (2003). Structure and sentiment: Explaining emotional attachment to groups. *Social Psychology Quarterly*, 66, 34-47.

Payne, B.K. (2001). Prejudice and perception: the role of automatic and controlled processes in misperceiving a weapon. *Journal of Personality and Social Psychology*, 81, 181-192.

Pelham, B.W., & Neter, E. (1995). The effect of motivation of judgment depends on the difficulty of the judgment. *Journal of Personality and Social Psychology*, 68, 581-594.

Pennebaker, J.W. (1990). *Opening up: The healing powers of confiding in others*. New York: Morrow.

Pennebaker, J.W., & Francis, M.E. (1996). Cognitive, emotional, and language processes in disclosure. *Cognition and Emotion*, 10, 601-626.

Penner, L.A. (2002). Dispositional and organizational influences on sustained volunteerism: An interactionist perspective. *Journal of Social Issues*, 58, 447-467.

Penner, L.A., Dertke, M.C., & Achenbach, C.J. (1973). The "flash" system: A field study of altruism. *Journal of Applied Social Psychology*, 3, 362-370.

Penner, L.A., & Finkelstein, M.A. (1998). Dispositional and structural determinants of volunteerism. *Journal of Personality and Social Psychology*, 74, 525-537.

Pennington, N., & Hastie, R. (1988). Explanation-based decision-making: Effects of memory structure on judgment. *Journal of Experimental Psychology: learning, memory, cognition*, 14, 521-533.

Pennington, N., & Hastie, R. (1990). Practical implications of psychological research on juror and jury decision-making. *Personality and Social Psychology Bulletin*, 16, 90-105.

Penrod, S.D., & Cutler, B. (1999). Preventing mistaken convictions in eyewitness identification trials: The case against traditional safeguards. In Roesch, S.D., Hart, & J.R.P. Ogloff (Eds.), *Psychology and the law: The state of the discipline*

(pp. 89-118). New York: Kluwer.

Peplau, L.A., & Gordon, S.L. (1985). Women and men in love: Gender differences in close heterosexual relationships. In V.E. O'Leary, R.K. Unger, & B.S. Walston (Eds.), *Women, gender, and social psychology*. Hillsdale, NJ: Erlbaum.

Peplau, L.A. (1984). Power in dating relationships. In J. Freeman (Ed.), *Women: A feminist perspective* (3rd ed., pp. 121-135). Palo Alto, CA: Mayfield.

Perdue, C.W., Dovidio, J.F., Gurtman, M.B., & Tyler, R.B. (1990). Us and them: Social categorization and the process of intergroup bias. *Journal of Personality and Social Psychology*, 59, 475-486.

Perkins, H.W. (Ed.). *The social norms approach to preventing school and college age substance abuse: A handbook for educators, counselors, and clinicians*. San Francisco: Jossey-Bass.

Perlman, D. (1990, August). *Age differences in loneliness: A meta-analysis*. Paper presented at the annual meeting of the American Psychological Association. Boston.

Perlman, D., & Peplau, L.A. (1998). *Loneliness*. *Encyclopedia of Mental Health* (Vol.2, pp. 571-581). New York: Academic Press.

Perloff, L.S., & Fetzer, B.K. (1986). Self-other judgments and perceived vulnerability of victimization. *Journal of Personality and Social Psychology*, 50, 502-510.

Perloff, R.M., & Brock, T.C. (1980). "...and thinking make it so": Cognitive responses to persuasion. In M.E. Roloff, & G.R. Miller (Eds.), *Persuasion: New directives in theory and research*. Beverly Hills: Sage publications.

Perrett, D.L., May, K.A., & Yoshikawa, S. (1994). Facial shape and judgments of female attractiveness. *Nature*, 368, 239-242.

Perrin, S., & Spencer, C. (1981). Independence or conformity in the Asch experiment as a reflection of cultural or situational factors. *British Journal of Social Psychology*, 20, 205-209.

Peterson, C., & Seligman, M.E.P. (1987). Explanatory style and illness. *Journal of Personality*, 55, 237-265.

Peterson, R.D., & Baily, W.C. (1988). Murder and capital punishment in the evolving context of the post-Furman era. *Social Forces*, 66, 774-807.

Pettigrew, T.F. (1958). Personality and Social-cultural factors in intergroup attitudes: A cross-national comparison. *Journal of Conflict Resolution*, 2, 29-42.

Pettigrew, T.F. (1979). The ultimate attribution error: Extending Allport's cognitive analysis of prejudice. *Personality and Social Psychology Bulletin*, 55,

461-476.

Pettigrew, T.F. (1980). Prejudice. In S. Thernstrom (Ed.), *Harvard encyclopedia of American Ethnic groups*, Mass.: Harvard University Press.

Pettigrew, T.F. (1985). New black-white patterns: how best to conceptualize them? *Annual Review of Sociology*, 11, 329-346.

Pettigrew, T.F. (1991). Normative theory in intergroup relations: Explaining both harmony and conflict. *Psychology and Developing Societies*, 3, 3-16.

Pettigrew, T.F. (1997). Generalized intergroup contact effects on prejudice. *Personality and Social Psychology Bulletin*, 23, 173-185.

Pettigrew, T.F. (1998). Reactions toward the new minorities of Western Europe. *Annual review of Sociology*, 24, 77-103.

Pettigrew, T.F., Jackson, J.S., Brika, J.B., Lemaine, G., Meertens, R.W., Wagner, U., & Zick, A. (1998). Out-group prejudice in Western Europe. *European Review of Social Psychology*, 8, 241-273.

Pettigrew, T.F., & Meertens, R.W. (1995). Subtle and blatant prejudice in Western Europe. *European Journal of Social Psychology*, 25, 57-75.

Pettigrew, T.F., & Tropp, L. (2000). Does intergroup contact reduce prejudice? In S. Oskamp (Ed), *Reducing prejudice and discrimination* (pp. 93-114). Mahwah, NJ: Lawrence Erlbaum Associates.

Pettigrew, T.F., & Tropp, L. (2003). *A meta-analysis test and reformulation of intergroup contact theory*. Unpublished manuscript.

Petty, R.E., & Brock, T.C. (1981). Thought disruption and persuasion; Assessing the validity of attitude experiments. In R.E. Petty, T.M. Ostrom, & T.C. Brock (Eds.), *Cognitive response in persuasion* (pp. 55-70). Hillsdale, NJ: Erlbaum.

Petty, R.E., & Cacioppo, J.T. (1977). Forewarning, cognitive responding, and resistance to persuasion. *Journal of Personality and Social Psychology*, 35, 645-656.

Petty, R.E., & Cacioppo, J.T. (1979). Issue involvement can increase or decrease persuasion by enhancing message-relevant cognitive responses. *Journal of Personality and Social Psychology*, 37, 1915-1926.

Petty, R.E., & Cacioppo, J.T. (1986a). *Communications and persuasion: Central and peripheral routes to attitude change*. New York: Springer-Verlag.

Petty, R.E., & Cacioppo, J.T. (1986b). The elaboration likelihood model of persuasion. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 19, pp. 123-205). New York: Academic Press.

Petty, R.E., & Cacioppo, J.T. (1990). Involvement and persuasion: Tradition versus integration. *Psychological Bulletin*, 107, 367-374.

- Petty, R.E., Cacioppo, J.T., & Goldman, R. (1981). Personal involvement as a determinant of argument-based persuasion. *Journal of Personality and Social Psychology*, 41, 847-855.
- Petty, R.E., Fleming, M.A., & White, P.H. (1999). Stigmatized sources and persuasion: Prejudice as a determinant of argument scrutiny. *Journal of Personality and Social Psychology*, 76, 19-34.
- Petty, R.E., Haugtvedt, C.P., & Smith, S.M. (1995). Elaboration as a determinant of attitude strength. In R.E. Petty, & J.A. Krosnick, (Eds.), *Attitude strength: Antecedents and consequences* (pp. 93-130). Mahwah, NJ: Lawrence Erlbaum Associates.
- Petty, R.E., Priester, J.R., & Brinol, P. (2002). Mass media attitude change: Implications of the elaboration likelihood model of persuasion. In J. Bryant, & D. Zillmann (Eds.), *Media effects: Advances in theory and research* (2nd Ed., pp. 155-198). Mahwah, NJ: Lawrence Erlbaum Associates.
- Petty, R.E., & Wegener, D. (1998). Attitude change: Multiple roles for persuasion variables. In G.T. Gilbert, S.T. Fiske, & G. Lindzey (Eds.), *Handbook of Social Psychology* (4th Ed., pp. 323-390). New York: McGraw-Hill.
- Petty, R.E., Priester, J.R., & Brinol, P. (2002). Mass media attitude change: Implications of the elaboration likelihood model of persuasion. In J. Bryant, & D. Zillmann (Eds.), *Media effects: Advances in theory and research* (2nd Ed., pp. 155-198). Mahwah, NJ: Lawrence Erlbaum Associates.
- Petty, R.E., & Wegener, D. (1998). Attitude change: Multiple roles for persuasion variables. In D.T. Gilbert, S.T. Fiske, & G. Lindzey (Eds.), *Handbook of Social Psychology* (4th Ed., pp.323-390). New York: McGraw-Hill.
- Petty, R.E., Wegener, D.T., & Fabrigar, L.R. (1997). Attitudes and attitude change. *Annual Review of Psychology*, 48, 609-647.
- Pham, L.B., Taylor, S.E., & Seeman, T.E. (2001). Effects of environmental predictability and personal mastery on self-regulatory and physiological processes. *Personality and Social Psychology Bulletin*, 27, 611-620.
- Phillips, K. (2002). *Wealth and democracy*. New York: Broadway Books.
- Phinney, J.S. (1990). Ethnic identity in adolescents and adults: Review of research. *Psychological Bulletin*, 108, 499-514.
- Piliavin, J.A., & Calero, P.L. (1991). *Giving blood: The development of an altruistic identity*. Baltimore, MD: John Hopkins University Press.
- Piliavin, J.A., & Piliavin, I.M. (1972). The effects of blood on reactions to a victim. *Journal of Personality and Social Psychology*, 23, 253-261.
- Piliavin, J.A., Piliavin, I.M., & Broll, L. (1976). Time of arousal at an emergency

and likelihood of helping. *Personality and Social Psychology Bulletin*, 2, 273-276.

Piliavin, I.M., Rodin, J., & Piliavin, J.A. (1969). Good Samaritanism: An underground phenomenon? *Journal of Personality and Social Psychology*, 13, 289-299.

Pinker, S. (2007). The mystery of consciousness. *Time*, January 29, pp. 59-70.

Pinquart, M. (2003). Loneliness in married, widowed, divorced, and never married older adults. *Journal of Social and Personal Relationships*, 20, 31-53.

Plaks, J.E., & Higgins, E.T. (2000). Pragmatic use of stereotyping in teamwork: Social loafing and compensation as a function of inferred partner-situation fit. *Journal of Personality and Social Psychology*, 79, 962-974.

Plant, E.A., & Devine, P.G. (2003). The antecedents and implications of interracial anxiety. *Personality and Social Psychology Bulletin*, 29, 790-801.

Platt, J. (1973). Social traps. *American Psychologist*, 28, 641-651.

Plomin, R., & Caspi, A. (1998). DNA and personality. *European Journal of Personality*, 12, 387-407.

Plous, S. (1985). Perceptual illusions and military realities: A social-psychological analysis of the nuclear arms race. *Journal of Conflict Resolution*, 29, 363-389.

Podell, S., & Archer, D. (1994). Do legal changes matter? The case of gun control laws. In M. Costanzo, & S. Oskamp (Eds.), *Violence and the law. Claremont symposium on applied social psychology* (pp. 37-62). Thousand Oaks, CA.: Sage. Monographs of the Society of Research in Child Development (Serial No. 113), 32, 5.

Pope, H.G. Jr., Gruber, A.J., Mangweth, B., Burea, B., de Col, C., Jouvent, R., & Hudson, J.L. (2000). Body image perception among men in three countries. *American Journal of Psychiatry*, 157, 1297-1301.

Pope, H.G. Jr., Olivardia, R., Gruber, A.J., & Borowiecki, J. (1999). Evolving ideals of male body image as seen through action toys. *International Journal of Eating Disorders*, 26, 65-72.

Pope, H.G. Jr., Phillips, K.A., & Olivardia, R. (2000). *The Adonis complex: The secret crisis of male body obsession*. New York: Freeman.

Porter, R.H., Cernoch, J.M., & Balogh, R.D. (1984). Recognition of neonates by facial-visual characteristics. *Pediatrics*, 74, 501-504.

Postmes, T., & Spears, R. (1998). Deindividuation and anti normative behavior: A meta-Analysis. *Psychological Bulletin*, 123, 238- 259.

Potegal, M., & Knutson, J.F. (1994). *The dynamics of aggression: Biological and social processes in dyads and groups*. Hillsdale, NJ.: Erlbaum.

Potter, J., & Wetherell, M.S. (1987). *Discourse and Social Psychology: Beyond*

Attitudes and Behavior. London: Sage.

Povinelli, D.J., Landau, K.R., & Perilloux, H.K. (1996). Self-recognition in young children using delayed versus line feedback: Evidence of a developmental asynchrony. *Child Development*, 67, 1540-1554.

Pratkanis, A.R. (1992). The cargo-cult science of subliminal persuasion. *Skeptical Inquirer*, 16, 260-272.

Pratkanis, A.R., Breckler, S.J., & Greenwald, A.G. (Eds.). (1989). *Attitude structure and function*. Hillsdale, NJ: Lawrence Erlbaum Associates.

Pratkanis, A.R., & Aronson, E. (2000). *Age of propaganda*. New York: Freeman.

Pratkanis, A.R., Greenwald, A.G., Leippe, M.R., & Baumgardner, M.H. (1988). In search of reliable persuasion effects: III. The sleeper effect is dead. Long live the sleeper effect. *Journal of Personality and Social Psychology*, 54, 203-218.

Pratto, F., & John, O.P. (1991). Automatic vigilance: The attention-grabbing power of negative social information. *Journal of Personality and Social Psychology*, 61, 380-391.

Pratto, F., Sidanius, J., & Levin, S. (2006). Social dominance theory and the dynamics of intergroup relations: Taking stock and looking forward. In W. Stroebe, & M. Hewstone (eds.), *European Review of Social Psychology*. (pp. 271-320). New York: Psychology Press.

Prentice, D.A., & Miller, D.T. (1993). Pluralistic ignorance and alcohol use on campus: Some consequences of misperceiving the social norm. *Journal of Personality and Social Psychology*, 64, 243-256.

Preston, S.D., & de Waal, F.B.M. (2002). Empathy: Its ultimate and proximate bases. *Behavioral and Brain Sciences*, 25, 1-72.

Priester, J.R., & Petty, R.E. (2001). Extending the bases of subjective attitudinal ambivalence: interpersonal and intrapersonal antecedents of evaluative tension. *Journal of Personality and Social Psychology*, 80, 19-34.

Profet, M. (1992). Pregnancy sickness as adaptation: A deterrent to maternal ingestion of teratogens. In J.H. Barlow, L. Comides, & J. Tooby (Eds.), *The adapted mind* (pp. 327-366). New York: Oxford University Press.

Pronin, E., Gilovich, T., & Ross, L. (1992). (2004). Objectivity in the Eye of the Beholder: Divergent Perceptions of Bias in Self versus Others. *Psychological Review*, 111 (3), 781-799.

Pronin, E., Lin, D.Y., & Ross, L. (2002). The bias blind spot: Perceptions of bias in self versus others. *Personality and Social Psychology Bulletin*, 28, 369-381.

Ptacek, J.T., & Dodge, K.L. (1995). Coping strategies and relationship satisfaction in couples. *Personality and Social Psychology Bulletin*, 21, 76-84.

- Quattrone, G.A., & Jones, E.E. (1980). The perception of variability within in-groups and out-groups: Implications for the law of small numbers. *Journal of Personality and Social Psychology*, 38, 141-152.
- Radecki, A. (1989, February-March). On picking good television and film entertainment. *NCTV NEWS*, 10 (1-2), pp. 5-6.
- Raety, H., Vaenskae, J., Kasanen, K., & Kaerkkainen, R. (2002). Parents explanations of their child's performance in mathematics and reading: A replication and extension of Yee Eccles. *Sex Roles*, 46, 121-128.
- Raghunathan, R., & Trope, Y. (2002). Walking the tightrope between feeling good and being accurate: Mood as a resource in processing persuasive messages. *Journal of Personality and Social Psychology*, 83, 510-525.
- Rajecki, D.W., Bledsoe, S.B., & Rasmussen, J.L. (1991). Successful personal ads: Gender differences and similarities in offers, stipulations, and outcomes. *Basic and Applied Psychology*, 121, 457-469.
- Rasinski, K. (1987). What's fair is fair... or is it? Value differences underlying public views of social justice. *Journal of Personality and Social Psychology*, 53, 201-211.
- Raven, B.H. (1992). A power/interaction model of interpersonal influence: French and Raven thirty years later. *Journal of Social Behavior and Personality*, 7, 217-244.
- Raven, B.H., Schwarzwald, J., & Kolowsky, M. (1998). Conceptualizing and measuring a power/interaction model of interpersonal influence. *Journal of Applied Social Psychology*, 28, 307-332.
- Reed, D. (1989, November 25). Video collection documents. Christian resistance to Hitler. *Associated Press release in Grand Rapids Press*, pp. B4, B5.
- Reeder, G.D., Kumar, S., Hesson-McInnis, M.S., & Trafimov, D. (2002). Inferences about morality of an aggressor: The role of perceived motive. *Journal of Personality and Social Psychology*, 83, 789-803.
- Regan, D.T. (1968). *The effects of a favor and liking on compliance*. Unpublished doctoral dissertation, Stanford University.
- Regan, D.T., & Fazio, R. (1977). On the consistency between attitudes and behavior: Look to the method of attitude formation. *Journal of Experimental Social Psychology*, 13, 28-45.
- Regan, D.T., & Kilduff, M. (1988). Optimism about elections: Dissonance reduction at the ballot box. *Political Psychology*, 9, 101-107.
- Regan, P.C., & Berscheid, E. (1995). Gender differences in beliefs about the causes of female and male sexual desire. *Personal Relationships*, 2, 345-358.

- Regan, P.C., & Berscheid, E. (1997). Gender differences in characteristics desired in a potential sexual and marriage partner. *Journal of Psychology and Human Sexuality*, 9, 25-37.
- Regan, P.C., Snyder, M., & Kassim, S.M. (1995). Unrealistic optimism: Self-enhancement or person positivity? *Personality and Social Psychology Bulletin*, 21, 1073-1082.
- Reifman, A.S., Larrick, R.P., & Fein, S. (1991). Temper and temperature on the diamond: The heat-aggression relationship in major league baseball. *Personality and Social Psychology Bulletin*, 17, 580-585.
- Reis, H.T., Clark, M.S., & Holmes, J.G. (2004). Perceived partner responsiveness as an organizing construct in the study of intimacy and closeness. In D.J. Mashek, & A. Aron (Eds), *Handbook of closeness and intimacy* (pp. 201-225). Mahwah, NJ: Erlbaum.
- Reis, H.T., & Downey, G. (1999). Social cognition in relationships: Building essential bridges between two literatures. *Social Cognition*, 17, 97-117.
- Reis, H.T., Nezlek, J., & Wheeler, L. (1980). Physical attractiveness in social interaction. *Journal of Personality and Social Psychology*, 38, 604-617.
- Reis, H.T., & Shaver, P. (1988). Intimacy as an interpersonal process. In S. Duck (Ed.), *Handbook of social relationships: Theory, relationships, and interventions*. Chichester, England: Wiley.
- Reis, H.T., Sheldon, K.M., Gable, S.L., Roscoe, J., & Ryan, R.M. (2000). Daily well-being: The role of autonomy, competence, and relatedness. *Personality and Social Psychology Bulletin*, 26, 419-435.
- Reis, H.T., & Wheeler, L. (1991). Studying social interaction with the Rochester Interaction Record. In M.P. Zanna (Ed.), *Advances in experimental social psychology*, (pp. 269-318). New York: Academic Press.
- Reis, S.M. & Park, S. (2001). Gender differences in high-achieving students in math and science. *Journal for the Education of the Gifted*, 25, 52-73.
- Reitzes, D.C. (1953). The role of organizational structures: Union versus neighborhood in a tension situation. *Journal of Social Issues*, 9(1), 37-44.
- Ressler, R.K., Burgess, A.W., & Douglas, J.E. (1988). *Sexual homicide patterns*. Boston: Lexington Books.
- Rhee, E., Uleman, J.S., Lee, H.K., & Roman, R.J. (1995). Spontaneous self-descriptions and ethnic identities in individualistic and collectivist cultures. *Journal of Personality and Social Psychology*, 69, 142-152.
- Rhine, R.J., & Severance, L.J. (1970). Ego-involvement, discrepancy, credibility, and attitude change. *Journal of Personality and Social Psychology*, 16, 175-190.

- Rhodes, G., Yoshikawa, S., Clark, A., Lee, K., McKay, R., & Akamatsu, S. (2001). Attractiveness of facial, averageness and symmetry in non-Western cultures: In search of biologically based standards of beauty. *Perception*, 30, 611-623.
- Rhodes, N., & Wood, W. (1992). Self-esteem and intelligence affect influenceability: The mediating role of message reception. *Psychological Bulletin*, 111, 156-171.
- Richardson, D., Hammock, G., Smith, S., & Gardner, W. (1994). Empathy as a cognitive inhibitor of interpersonal aggression. *Aggressive Behavior*, 20, 275-289.
- Richmond, V.P., & McCroskey, J.C. (Eds.). (1992). *Power in the classroom: Communications, control, and concern*. Hillsdale, NJ: Erlbaum.
- Riggio, R.E., & Friedman, H.S. (1983). Individual differences and cues to deception. *Journal of Personality and Social Psychology*, 45, 899-915.
- Robberson, M.R., & Rogers, R.W. (1988). Beyond fear appeals: Negative and positive persuasive appeals to health and self esteem. *Journal of Applied Social Psychology*, 18, 277-287.
- Roberts, D.F., Foehr, U.G., Rideout, V.G., & Brodie, M. (1999). *Kids & the media @ The new millennium*. Menlo Park, CA.: Kaiser Family Foundation.
- Roberts, T.A., & Pennebaker, J.W. (1995). Gender differences in perceiving internal state: Toward a his-and-her model of perceptual cue use. In M. Zanna (Ed.), *Advances in experimental social psychology* (Vol. 27, pp. 143-176). New York: Academic Press.
- Robins, R.W., & Beer, J.S. (2001). Positive illusions about the self: Short-term benefits and long-term costs. *Journal of Personality and Social Psychology*, 80, 340-352.
- Robinson, R., & Keltner, D. (1996). Much ado about nothing? Revisionists and traditionalists choose an English syllabus. *Psychological Science*, 7, 18-24.
- Rodrigo, M.F., & Ato, M. (2002). Testing the group polarization hypothesis by using light models. *European Journal of Social Psychology*, 32, 3-18.
- Roese, N.J., & Jamieson, D.W. (1991). *Twenty years of bogus pipeline research: Review and meta-analysis*. Paper presented at the American Psychological Association convention.
- Rogers, R., & Prentice-Dunn, S. (1981). Deindividuation and anger mediated interracial aggression: Unmasking regressive racism. *Journal of Personality and Social Psychology*, 41, 63-73.
- Rogers, T.B., Kuiper, N.A., & Kirker, W.S. (1977). Self-reference and the encoding of personal information. *Journal of Personality and Social Psychology*, 35, 677-688.

- Rohrer, J.H., Baron, S.H., Hoffman, E.L., & Swander, D.V. (1954). The stability of autokinetic judgments. *Journal of Abnormal and Social Psychology*, 49, 595-597.
- Roiphe, K. (1994). *The morning after: Sex, fear, and feminism*. New York: Little, Brown.
- Rokeach, M. (1960). *The Open and Closed Mind*. New York: Basic Books.
- Romer, D., Gruder, D.L., & Lizzadro, T. (1986). A person-situation approach to altruistic behavior. *Journal of Personality and Social Psychology*, 51, 1001-1012.
- Roseman, I.J., & Smith, C. (2001). Appraisal theory: An overview, assumptions, varieties, controversies. In K. Scherer, & A. Schorr (Eds.), *Appraisal processes in emotion: Theory, methods, research* (pp. 3-19). New York: Oxford University Press.
- Rosenbaum, M.E. (1986). The repulsion hypothesis: On the nondevelopment of relationships. *Journal of Personality and Social Psychology*, 51, 1156-1166.
- Rosenblatt, A., & Greenberg, J. (1988). Depression and interpersonal attraction: The role of perceived similarity. *Journal of Personality and Social Psychology*, 55, 112-119.
- Rosenhan, D.L. (1973). On being sane in insane places. *Science*, 179, 250-258.
- Rosenthal, A.M. (1964). *Thirty-eight witnesses*. New York: McGraw-Hill.
- Rosenthal, R. (1966). *Experimenter Effects in Behavioral Research*. New York: Appleton-Century-Crofts.
- Rosenthal, R. (1994). Interpersonal expectancy effects: A 30-year perspective. *Current Directions in Psychological Science*, 3, 176-179.
- Rosenthal, R., & Jacobson, L. (1968). *Pygmalion in the classroom: Teacher expectations and student intellectual development*. New York: Holt, Rinehart and Winston.
- Ross, E.A. (1908). *Social Psychology: An Outline and Source book*. New York: McMillan.
- Ross, L., & Nisbett, R.E. (1991). *The Person and the Situation: Perspectives of Social Psychology*. N.Y.: McGraw-Hill.
- Ross, M. (1989). Relation of implicit theories to the construction of personal histories. *Psychological Review*, 96, 341-357.
- Ross, M., & Sicoly, F. (1979). Egocentric biases in availability and attribution. *Journal of Personality and Social Psychology*, 32, 880-892.
- Ross, M., & Wilson, A.E. (2002). It feels like yesterday: Self-esteem, valence of personal past experiences, and judgments of subjective distance. *Journal of Personality and Social Psychology*, 82, 792-803.
- Ross, S., & Ross, J.G. (1949). Socialization of feeding behavior in dogs: Group and

solitary feeding. *Journal of Genetic Psychology*, 74, 97-108.

Roszell, P., Kennedy, D., & Grabb, E. (1990). Physical attractiveness and income attainment among Canadians. *The Journal of Psychology*, 123, 547-559.

Rothberg, J.M., & Jones, F.D. (1987). Suicide in the U.S. Army: Epidemiological and periodic aspects. *Suicide and life-threatening behavior*, 17, 119-132.

Rothman, A.J., & Salovey, P. (1997). Shaping perceptions to motivate behavior: the role of message framing. *Psychological Bulletin*, 121, 3-19.

Rotton, J., & Cohn, E.G. (2000). Weather, disorderly conduct, and assaults: From social contact to social avoidance. *Environment & Behavior*, 32, 651-673.

Rotton, J., & Frey, J. (1985). Air pollution, weather, and violent crime: Concomitant time-series analysis of archival data. *Journal of Personality and Social Psychology*, 49, 1207-1220.

Rozin, P., Lowery, L., Imada, S., & Haidt, J. (1999). The CAD triad hypothesis: A mapping between three moral emotions (contempt, anger, disgust), and three moral codes (Community, autonomy, divinity). *Journal of Personality and Social Psychology*, 66, 870-881.

Rozin, P., & Royzman, E.B. (2001). Negativity bias, negativity dominance, and contagion. *Personality and Social Psychology Review*, 5, 296-320.

Rudman, L.A., & Kilianski, S.E. (2000). Implicit and explicit attitudes toward female authority. *Personality and Social Psychology Bulletin*, 26, 1315-1328.

Rule, B.G., Taylor, B.R., & Doobs, A.R. (1987). Priming effects of heat on aggressive thoughts. *Social Cognition*, 5, 131-143.

Rusbult, C.E. (1980). Commitment and satisfaction in romantic associations: A test of the investment model. *Journal of Experimental Social Psychology*, 16, 172-186.

Rusbult, C.E. (1983). A longitudinal test of investment model: The development (and deterioration) of satisfaction and commitment in heterosexual involvements. *Journal of Personality and Social Psychology*, 45, 101-117.

Rusbult, C.E. (1987). Responses to dissatisfaction in close relationships: The exit-voice-loyalty-neglect model. In D. Perlman, & S.W. Duck (Eds.), *Intimate relationships: Development, dynamics, and deterioration* (pp. 209-237). Newbury Park, CA: Sage.

Rusbult, C.E., & Martz, J.M. (1995). Remaining in an abusive relationship: An investment model analysis of nonvoluntary commitment. *Personality and Social Psychology Bulletin*, 21, 558-571.

Rusbult, C.E., & Van Lange, P.A.M. (1996). Interdependence processes. In E.T. Higgins, & A.W. Kruglanski (Eds.), *Social psychology: Handbook of basic*

principles (pp. 564-596). New York: Guildford Press.

Rusbult, C.E., Yovetich, N.A., & Verette, J. (1996). An interdependence analysis of accommodation processes. In G.J.O. Fletcher, & J. Fitness (Eds.), *Knowledge structures in close relationships: A social psychological approach* (pp. 63-90). Mahwah, NJ: Erlbaum.

Rusbult, C.E., & Zembrodt, I.M. (1983). Responses to dissatisfaction in romantic involvements: A multidimensional scaling analysis. *Journal of Experimental Social Psychology*, 19, 274-293.

Rushton, J.P. (1991). Is altruism innate? *Psychological Inquiry*, 2, 141-143.

Rushton, J.P., & Campbell, A.C. (1977). Modeling, vicarious reinforcement and extraversion on blood donating in adults: Immediate and long-term effects. *European Journal of Social Psychology*, 7, 297-306.

Rushton, J.P., Russell, R.J.H., & Wells, P.A. (1984). Genetic similarity theory: Beyond kin selection altruism. *Behavioral Genetics*, 14, 179-193.

Russell, D.E.H. (1997). Pornography causes harm to women. In M.R. Walsh (Ed.), *Women, men, and gender: Ongoing debates* (pp. 158-169). New Haven, CT.: Yale University Press.

Russell, G.W. (1983). Psychological issues in sport aggression. In J.H. Goldstein (ed.), *Sports violence* (pp. 157-181). New York: Springer/Verlag.

Russell, J.A., & Barratt, L.F. (1999). Core effect, prototypical emotional episodes, and other things called emotion: Dissecting the elephant. *Journal of Personality and Social Psychology*, 76, 805-819.

Rusting, C.L., & Nolen-Hoeksema, S. (1998). Regulating responses to anger; Effects of rumination and distraction on angry mood. *Journal of Personality and Social Psychology*, 74, 790-803.

Ruvolo, A.P., & Markus, H.R. (1992). Possible selves and performance: The power of self-relevant imagery. *Social Cognition*, 10, 95-124.

Ryan, R.M., & Deci, E.L. (2000). Intrinsic and extrinsic rewards: Classic definitions and new directions. *Current Educational Psychology*, 25, 54-67.

Ryder, A.G., Alden, L.E., & Paulhus, D.L. (2000). Is acculturation unidimensional or bidimensional? A head-to-head comparison in the prediction of personality, self-identity, and adjustment. *Journal of Personality and Social Psychology*, 79, 49-65.

Sacco, W.P., & Dunn, V.K. (1990). Effects of actor depression on observer attributions: Existence and impact of negative attributions toward the depressed. *Journal of Personality and Social Psychology*, 59, 517-524.

Sacks, C.H., & Bugenthal, D.P. (1987). Attributions as moderators of affective and

behavioral responses to social failure. *Journal of Personality and Social Psychology*, 53, 939-947.

Sakai, H. (1981). Induced compliance and opinion change. *Japanese Psychological Research*, 23, 1-8.

Sales, S.M. (1972). Economic threat as a determinant of conversion rates in authoritarian and nonauthoritarian churches. *Journal of Personality and Social Psychology*, 23, 420-428.

Salovey, P., Mayer, J.D., & Rosenhan, D.L. (1991). Mood and healing: Mood as a motivator of helping and helping as a regulator of mood. In M.S. Clark (Ed.), *Prosocial behavior*. Newbury Park, CA: Sage.

Sampson, E.E. (1977). Psychology and the American ideal. *Journal of Personality and Social Psychology*, 35, 767-782.

Sanbonmatsu, D.M., & Fazio, R.H. (1990). The role of attitudes in memory-based decision making. *Journal of Personality and Social Psychology*, 59, 614-622.

Sands, E.R., & Wardle, J. (2003). Internalization of ideal body shapes in 9- to 12-year old girls. *International Journal of Eating Disorders*, 33, 193-204.

Sarason, B.R., Sarason, I.G., & Gurung, R.A.R. (1997). Close personal relationships and health outcomes: A key to the role of social support. In S. Duck (Ed.), *Handbook of personal relationships* (pp. 547-573). New York: Wiley.

Sastry, J., & Ross, C.E. (1998). Asian ethnicity and the sense of personal control. *Social, Psychology Quarterly*, 61, 101-120.

Satow, K.L. (1975). Social approval and helping. *Journal of Experimental Social Psychology*, 11, 501-509.

Savitsky, K. (1998). *Embarrassment study (Emails)*. *Society for Personal and Social Psychology email list archive*. Retrieved from: <http://www.stolaf.edu/cgi-bin/mailarchievesearch.pl?directory=/home/www/people/huff/SPSP&listname=achieve98>

Savitsky, K., Medvec, V.H., Charlton, A., & Gilovich, T. (1998). "What me worry?": Arousal, misattribution, and the effect of temporal distance on confidence. *Personality and Social Psychology Bulletin*, 24, 529-536.

Schachter, S. (1951). Deviation, rejection and communication. *Journal of Abnormal and Social Psychology*, 46, 190-207.

Schachter, S. (1964). The interaction of cognitive and physiological determinants of emotional state. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 1, pp. 49-80). New York: Academic Press.

Schachter, S., & Singer, J.E. (1962). Cognitive, social, and physiological determinants of emotional states. *Psychological Review*, 69, 379-399.

- Schacter, D.L., (1996). *Searching for memory: the brain, the mind, and the past*. New York: Basic Books.
- Schaller, M., & Cialdini, R.B. (1988). The economics of empathic helping: Support for a mood management motive. *Journal of Experimental Social Psychology*, 24, 163-181.
- Schama, S. (2003, March 10). The unloved American. *New Yorker*, pp. 34-39.
- Schanie, C.F., & Sundel, M. (1978). A community mental health innovation in mass media preventive education: The alternative project. *American Journal of Community Psychology*, 6(6), 573-581.
- Schelenker, B.R. (1980). *Impression management: The self-concept, social identity, and interpersonal relations*. Monterey, CA.: Brooks/Cole.
- Scher, S.J., & Cooper, J. (1989). Motivational basis of dissonance. The singular role of behavioral consequences. *Journal of Personality and Social Psychology*, 56, 899-906.
- Scherer, K., & Schorr, A. (Eds.). (2001). *Appraisal processes in emotion: Theory, methods, research*. New York: Oxford University Press.
- Scheufele, P.M. (2000). Effects of progressive relaxation and classical music on measurements of attention, relaxation, and stress responses. *Journal of Behavioral Medicine*, 23, 207-228.
- Schmidt, G., & Weiner, B. (1988). An attribution-affect-action theory of behavior: Replications of judgments of help-giving. *Personality and Social Psychology Bulletin*, 14, 610-621.
- Schmitt, B.H., Gilovich, T., Goore, N., & Joseph, L. (1986). Mere presence and social facilitation: One more time. *Journal of Experimental Social Psychology*, 22, 242- 248.
- Schmitt, D.R., & Marwell, G. (1972). Withdrawal and reward reallocation as responses to inequity. *Journal of Experimental Social Psychology*, 8, 207-221.
- Schneider, D.J. (1973). Implicit personality theory: A review. *Psychological Bulletin*, 79, 294-309.
- Schofield, J.W. (1986). Causes and consequences of the color-blind perspective. In J.F. Dovidio, & S.L. Gaertner (Eds.), *Prejudice, discrimination, and racism* (pp. 231-253). Orlando, FL.: Academic Press.
- Schooler, J.W. (1999). Seeking the core: The issues and evidence surrounding recovered accounts of sexual trauma. In M.L. Williams, & V.L. Banyard (Eds.), *Trauma and memory* (pp. 203-216). Thousand Oaks, CA: Sage.
- Schooler, J.W., & Eich, E. (2000). Memory for emotional events. In E. Tulving, & F.I.M. Craik (Eds.), *The Oxford handbook of memory* (pp. 379-392). Oxford,

England: Oxford University Press.

Schooler, J.W., & Engstler-Schooler, T.Y. (1990). Verbal overshadowing of visual memories: some things are better left unsaid. *Cognitive Psychology*, 22, 36-71.

Schroeder, D.A., Penner, L.A., Dovidio, J.F., & Pialivin, J.A. (1995). *The psychology of helping and altruism: Problems and puzzles*. New York; McGraw-Hill.

Schultz-Hardt, S., Frey, D., Luthgens, C., & Moscovici, S. (2000). Biased information search in group decision-making. *Journal of Personality and Social Psychology*, 78, 655-669.

Schulz, R., & Decker, S. (1985). Long term adjustment to physical disability: The role of social support, perceived control, and self-blame. *Journal of Personality and Social Psychology*, 48, 1162-1172.

Schuman, H., Steeh, C., Bobo, L., & Krysan, M. (1997). *Racial attitudes in America: Trends and interpretations*. Cambridge, MA.: Harvard University Press.

Schwartz, J. (2003, June 7). Shuttle tests seem to back foam theory in accident. *New York Times*, p A1.

Schwartz, J., & Wald, M.L. (2003, June 7). NASA's failings go beyond foam hitting shuttle, panel says. *New York Times*, p.A1.

Schwartz, S.H. (1992). Universals in the content and structure of values: Theoretical advances and empirical tests in 20 countries. In M.P. Zanna (Ed.), *Advances in experimental social psychology* (Vol. 25, pp. 1-65). San Diego, CA: Academic Press.

Schwarz, N., Bless, H., & Bohner, G. (1991). Mood and persuasion: Affective states influence the processing of persuasive communications. In M. Zanna (Ed.), *Advances in experimental social psychology*, Vol. 24. New York: Academic Press.

Schwarz, N. & Strack, F. (1991). Context effects in attitude surveys: Applying cognitive theory to social research. *European Review of Social Psychology*, 2, 30-50.

Schwarz, N., & Vaughn, L.A. (2002). The availability heuristic revisited: Ease of recall and content of recall as distinct sources of information. In T. Gilovich, & D. Kahneman (Eds.), *Heuristics and biases: The psychology of intuitive judgment* (pp. 103-119). New York: Cambridge University Press.

Sears, D.O., & Henry, P.J. (2003). The origins of symbolic racism. *Journal of Personality and Social Psychology*, 85, 259-275.

Sears, D.O. (1986). College sophomores in the laboratory: Influences of a narrow data base on social psychology's view of human nature. *Journal of Personality and Social Psychology*, 51, 515-530.

Sears, D.O., & Funk, C.L. (1991). The role of self-interest in social and political

attitudes. In M.P. Zanna (Ed.), *Advances in experimental social psychology* (Vol. 24, pp. 1-91). New York: Academic Press.

Sears, D.O., & Levy, S.R. (2003). Childhood and adult political development. In D.O. Sears, L. Huddy, & R. Jervis (Eds.), *The Oxford Handbook of Political Psychology* (pp. 60-109). New York: Oxford University Press.

Sears, D.O., Van Leer, C., Carrillo, M., & Kosterman, R. (1997). Is it really racism? The origin of white Americans' opposition to race-targeted policies. *Public Opinion Quarterly*, 61, 16-53.

Sears, R.R., Whiting, J.W., Nowlis, V., & Sears, P.S. (1953). Some childrearing antecedents of aggression and dependency in young children. *Genetic Psychology Monographs*, 47, 135-263.

Secord, P.F., & Backman, C.W. (1964). *Social psychology*. New York: McGraw-Hill.

Sedikides, C. (1993). Assessment, enhancement, and verification determinants of the self-evaluative process. *Journal of Personality and Social Psychology*, 65, 317-338.

Sedikides, C., Gaertner, L., & Yoshiyasu, T. (2003). Pancultural self-enhancement. *Journal of Personality and Social Psychology*, 84, 60-79.

Sedikides, C., & Green, J.D. (2000). On the self-productive nature of inconsistency-negativity management: Using the person memory paradigm to examine self-referent memory. *Journal of Personality and Social Psychology*, 65, 317-338.

Sedikides, C., & Jackson, J.M. (1990). Social impact theory: A field-test of source strength, source immediacy, and number of targets. *Basic and Applied Social Psychology*, 11, 273-281.

Sedikides, C., Olsen, N., & Reis, H.T. (1993). Relationships as natural categories. *Journal of Personality and Social Psychology*, 64, 71-82.

Sedikides, C., & Showronski, J.J. (1993). The self in impression formation: Trait centrality and social perception. *Journal of Experimental Social Psychology*, 29, 347-357.

Segal, N.L. (1984). Cooperation, competition, and altruism within twin sets: A reappraisal. *Ethnology and Sociobiology*, 5, 163-177.

Seegerstrom, S.C., Taylor, S.E., Kemeny, M.E., & Fahey, J.L. (1998). Optimism is associated with mood, coping, and immune changes in response to stress. *Journal of Personality and Social Psychology*, 73, 805-815.

Seligman, M.E.P. (1975). *Helplessness: On depression, development, and death*. San Francisco: Freeman.

- Seligman, M.E.P. (1989). Explanatory style: Predicting depression, achievement, and health. In M.D. Yapko (Ed.), *Brief therapy approaches to treating anxiety and depression*. New York: Brunner/Mazel.
- Seligman, M.E.P. (1991). *Learned optimism*. New York: Knopf.
- Seligman, M.E.P. (2002). Positive psychology, positive prevention, and positive therapy. In C.R. Snyder, & S.J. Lopez (Eds.), *Handbook of positive psychology* (pp. 3-9). New York: Oxford University Press.
- Sellers, R.M., Rowley, S.A., Chavous, N.M., Shelton, N.J., & Smith, M.A. (1997). Multidimensional Inventory of Black Identity: A preliminary investigation of reliability and construct validity. *Journal of Personality and Social Psychology*, 73, 805-815.
- Selye, H. (1976). *Stress in health and disease*. Woburn, MA: Butterworth.
- Senko, C., & Harackiewicz, J.M. (2002). Performance goals: The moderating roles of context and achievement orientation. *Journal of Experimental Social Psychology*, 38, 603-610.
- Seta, J.J., McElroy, T., & Seta, C.E. (2001). To do or not to do: Desirability and consistency mediate judgments of regret. *Journal of Personality and Social Psychology*, 80, 861-870.
- Shah, J., & Higgins, E.T. (1991). Regulatory concerns and appraisal efficiency: The general impact of promotion and prevention. *Journal of Personality and Social Psychology*, 80, 693-705.
- Shaheen, J.G. (1990, August 19). Our cultural demon- the " ugly Arab". *Washington Post*, Outlook Section.
- Sharma, N. (1981). Some aspect of attitudes and behavior of mothers. *Indian Psychological Review*, 20, 35-42.
- Shaver, P.R., & Brennan, K.A. (1992). Attachment style and the "big five" of personality traits: Their connection with each other and with romantic relationship outcomes. *Personality and Social Psychology Bulletin*, 18, 536-545.
- Shavit, H., & Shouval, R. (1980). Self esteem and cognitive consistency effects on self- other evaluations. *Journal of Experimental Social Psychology*, 16, 417-425.
- Shavitt, S. (1989). Operationalizing functional theories of attitude. In A.R. Pratkanis, & A.G. Greenwald (Eds.), *Attitude structure and function* (pp. 311-337). Hillsdale, NJ: Erlbaum.
- Shaw, J.L., & Skolnick, P. (1999). Weapon focus and gender differences in eyewitness accuracy: Arousal versus salience. *Journal of Applied Social Psychology*, 29, 2328-2341.
- Sheeran, P., Conner, M., & Norman, P. (2001). Can the theory of planned

behavior explain patterns of health behavior change. *Health Psychology*, 20, 12-19.

Sheeran, P., & Taylor, S. (1999). Predicting intentions to use condoms: A meta-analysis of comparison of the theories of reasoned action and planned behavior. *Journal of Applied Social Psychology*, 29, 1624-1675.

Shepperd, J.A., & Wright, R.A. (1989). Individual contributions to a collective effort: An incentive analysis. *Personality and Social Psychology Bulletin*, 15, 141-149.

Sherif, M. (1936). *The psychology of social norms*. New York: Harper.

Sherif, M. (1966). *In common predicament: Social psychology of intergroup conflict and cooperation*. Boston: Houghton Mifflin.

Sherif, M., Harvey, O.J., White, B.J., Hood, W.R., & Sherif, C.W. (1961). *Intergroup conflict and cooperation: The robbers cave experiment*. Norman: Institute of Intergroup Relations, University of Oklahoma.

Sherman, D.A.K., Nelson, L.D., & Steele, C.M. (2000). Do messages about health risks threaten the self? Increasing the acceptance of threatening health messages via self-affirmation. *Personality and Social Psychology Bulletin*, 26, 1046-1058.

Sherman, D.K., & Kim, H.S. (2002). Affective perseverance: The resistance of affect to cognitive invalidation. *Personality and Social Psychology Bulletin*, 28, 224-237.

Shih, M., Pittinsky, T.L., & Ambady, N. (1999). Stereotype susceptibility: Identity salience and shifts in quantitative performance. *Psychological Science*, 10, 81-84.

Shotland, R.L., & Huston, T.L. (1979). Emergencies: What are they and do they influence bystanders to intervene? *Journal of Personality and Social Psychology*, 37, 1822-1834.

Showers, C.J., & Ryaf, C.D. (1996). Self-differentiation and well-being in a life transition. *Personality and Social Psychology Bulletin*, 22, 448-460.

Shrauger, S.J., Mariano, E., & Walter, T.J. (1998). Depressive symptoms and accuracy in prediction of future events. *Personality and Social Psychology Bulletin*, 24, 880-892.

Shumaker, S.A., & Hill, D.R. (1991). Gender differences in social support and physical health. *Health Psychology*, 10, 102-111.

Shweder, R.A., Much, N.C., Mahapatra, M., & Park, L. (1997). The "big three" of morality (Autonomy, community, divinity), and the "big three" of explanations of suffering. In A. Brandt, & P. Rozin (Eds.), *Morality and health* (pp. 119-169). New York: Routledge.

Sidanius, J., & Pratto, F. (1999). *Social dominance: An intergroup theory of social*

hierarchy and oppression. New York: Cambridge University Press.

Sigall, H., & Landy, D. (1973). Radiating beauty: Effects of having a physically attractive partner on person perception. *Journal of Personality and Social Psychology*, 31, 218-224.

Sijtsma, K., & Molenaar, I.E. (1996). Mokken scale analysis for polychotomous items: Theory, a computer program, and an empirical application. *Quality & Quantity*, 24, 173-188.

Silver, M., & Geller, D. (1978). On the irrelevance of evil: The organization and individual action. *Journal of Social Issues*, 34, 125-136.

Silverstein, B., Peterson, B., & Perdue, L. (1986). Some correlates of the thin standard of bodily attractiveness for women. *International Journal of Eating Disorders*, 5, 895-906.

Silvia, P.J., & Abele, A.E. (2002). Can positive affect induce self-focused attention? Methodological and measurement issues. *Cognition and Emotion*, 16, 845-853.

Sime, J.D. (1983). Affiliative behavior during escape to building exist. *Journal of Environmental Psychology*, 3, 21-41.

Simon, B., Pantaleo, G., & Mummedy, A. (1995). Unique individual or interchangeable group member? The accentuation of intragroup differences versus similarities as an indicator of the individual self versus the collective self. *Journal of Personality and Social Psychology*, 69, 106-119.

Simon, D., Krawczyk, D.C., & Holyoak, K.J. (2004). Construction of preferences by constraint satisfaction. *Psychological Science*, 15, 331-336.

Simon, H.A. (1990). A mechanism for social selection and successful altruism. *Science*, 250, 1665-1668.

Simon, R.W., Eder, D., & Evans, C. (1992). The development of feeling norms underlying romantic love among adolescent females. *Social Psychology Quarterly*, 55, 29-46.

Simpson, J.A. (1987). The dissolution of romantic relationships: Factors involved in relationship stability and emotional distress. *Journal of Personality and Social Psychology*, 53, 683-692.

Sinclair, R.C., Hoffman, C., Mark, M.M., Martin, L.L., & Pickering, T.L. (1994). Construct accessibility and the misattribution of arousal: Schachter and Singer revisited. *Psychological Science*, 5, 15-19.

Singer, M. (1979, July-August). Interview by M. Freeman. Of cults and communication: A conversation with Margaret Singer. *APA Monitor*, pp. 6-7.

Singer, M (2002, May 20th.). A year of trouble. *New Yorker*, pp.42-45.

Singh, D. (1993). Adaptive significance of female physical attractiveness: Role of

waist-to-hip ratio. *Journal of Personality and Social Psychology*, 65, 293-307.

Sistrunk, F., & McDavid, J.W. (1971). Sex variable in conforming behavior. *Journal of Personality and Social Psychology*, 17, 200-207.

Sivard, R.L. (1991). *World military and social expenditures*. Washington, DC: World Priorities.

Sleek, S. (1998, September). Isolation increases with Internet use. *APA Monitor*, 29, 30-31.

Sloman, S.A. (1996). The empirical case for two systems of reasoning. *Psychological Bulletin*, 119, 3-22.

Sloman, S.A. (2002). Two systems of reasoning. In T. Gilovich, D.W. Griffin, & D. Kahneman (Eds.), *Heuristics and biases: The psychology of intuitive judgment* (pp.379-396). New York: Cambridge University Press.

Slovich, P., Fischhoff, B., & Lichtenstein, S. (1982). Facts versus fears: Understanding perceived risks. In D. Kahneman, P. Slovic, & A. Tversky (Eds), *Judgment under uncertainty: Heuristics and biases* (pp.463-489). New York: Cambridge University Press.

Smith, A.E., Jussim, I., & Eccles, J.S. (1999). Do self-fulfilling prophecies accumulate, dissipate, or remain stable over time? *Journal of Personality and Social Psychology*, 77, 548-565.

Smith, P.B., & Bond, M.H. (1999). *Social psychology across cultures* (2nd Ed.). Needham Heights, MA: Allyn & Bacon.

Smith, T.W., Ruiz, J.M., & Uchino, B. (2000). Vigilance, active coping, and cardiovascular reactivity during social interaction in young men. *Health Psychology*, 19, 382-392.

Smith, V.L. (1991). Impact of pretrial instruction on jurors information processing and decision-making. *Journal of Applied Psychology*, 76, 220-228.

Sniderman, P.M., Crosby, G.C., & Howell, W.G. (2000). In D.O. Sears, J. Sidanius, & L. Bobo (Eds.), *Racialized politics; The debate about racism in America* (pp. 2326-279). Chicago, Il.: University of Chicago Press.

Snyder, C.R., & Smith, T.W. (1991). On being " shy like a fox": A self-handicapping analysis. In W.H. Jones (Ed.), *Shyness: Perspectives on research and treatment*. New York: Plenum.

Snyder, M. (1974). Self-monitoring of expressive behavior. *Journal of Personality and Social Psychology*, 30, 526-537.

Snyder, M. (1984). When belief creates reality. In L. Berkowitz (Ed), *Advances in Experimental Social Psychology* (Vol. 18, pp.247-305). Orlando, FL: Academic Press.

- Snyder, M. (1987). *Public appearances/private realities: the psychology of self-monitoring*. New York: Freeman.
- Snyder, M. (1993). Basic research and practical problems: The promise of a "functional" personality and social psychology. *Personality and Social Psychology Bulletin*, 19, 251-264.
- Snyder, M., & Copeland, J. (1989). Self-monitoring processes in organizational settings. In R.A. Giacalone, & P. Rosenfeld (Eds.), *Impression management in the organization*. Hillsdale, NJ: Erlbaum.
- Snyder, M., & DeBono, K.G. (1987). A functional approach to attitudes and persuasion. In M.P. Zana, J.M. Olson, & C.P. Herrman (Eds.), *Social influence: The Ontario symposium*, Vol. 5, Hillsdale, NJ: Erlbaum.
- Snyder, M., & DeBono, K.G. (1989). Understanding the functions of attitudes: Lessons for personality and social behavior. In A.R. Pratkanis, S.J. Breckler, & A.G. Greenwald (Eds.), *Attitude structure and function* (pp. 339-359). Hillsdale, NJ: Erlbaum.
- Snyder, M., Grether, J., & Keller, K. (1974). Staring and compliance: A field experiment on hitch-hiking. *Journal of Applied Social Psychology*, 4, 165-170.
- Snyder, M., & Ickes, W.J. (1985). Personality and social behavior. In G. Lindzey, & E. Aronson (Eds.), *Handbook of social psychology* (3rd Ed., pp. 883-947). New York: McGraw-Hill.
- Snyder, M., & Omoto, A.M. (1991). Who helps and why? The psychology of AIDS volunteerism. In S. Oskamp & S. Spacapan (Eds.), *Helping and being helped: Naturalistic studies*. Newbury Park, CA: Sage.
- Snyder, M., & Swann, W.B., Jr. (1978). Hypothesis testing processes in social interaction. *Journal of Personality and Social Psychology*, 36, 1202-1212.
- Snyder, M., Tanke, E.D., & Berscheid, E. (1977). Social perception and interpersonal behavior: On the self-fulfilling nature of social stereotypes. *Journal of Personality and Social Psychology*, 35, 656-666.
- Snyder, M., & Thomson, C.J. (1988). Interactions between therapists and clients: Hypothesis testing and behavioral confirmation. In D.D. Turk, & P. Salovey (Eds.), *Reasoning, inference, and judgment in clinical psychology*. New York: Free Press.
- Soderstrom, M., Dolbier, C., Leiferman, J., & Steinhardt, M. (2000). The relationship of hardiness, coping strategies, and perceived stress to symptoms of illness. *Journal of Behavioral Medicine*, 23, 311-328.
- Solomon, H., & Solomon, L.Z. (1978). *Effects of anonymity on helping in emergency situations*. Paper presented at the Eastern Psychological Association Convention.

- Solomon, L.Z., Solomon, H., & Stone, R. (1978). Helping as a function of number of bystanders and ambiguity of emergency. *Personality and Social Psychology Bulletin*, 4, 318-321.
- Sommer, K.L., & Baumeister, R.F. (2002). Self-evaluation, persistence, and performance following implicit rejection: The role of trait self-esteem. *Personality and Social Psychology Bulletin*, 28, 926-938.
- Sorrentino, R.M., Bobocel, C.R., Gitta, M.Z., Olsen, J.M., & Hewitt, E.C. (1988). Uncertainty orientation and persuasion: Individual differences in effects of personal relevance on social judgments. *Journal of Personality and Social Psychology*, 55, 357-371.
- Spafkin, J.N., Liebert, R.M., & Poulos, R.W. (1975). Effects of prosocial televised example on children's helping. *Journal of Experimental Child Psychology*, 20, 119-126.
- Spanier, G.B. (1992). Divorce: A comment about the future. In T.L. Orbuch (Ed.), *Close relationship loss: Theoretical approaches* (pp. 207-212). New York: Springer-Verlag.
- Spears, R. (1995). Social categorization. In A.S.R. Manstead, & M. Hewstone (eds.), *The Blackwell Encyclopedia of Social Psychology*. (pp. 530-535). Oxford: Blackwell.
- Spector, P.E. (1986). Perceived control by employees: A meta-analysis of studies concerning autonomy and participation at work. *Human Relations*, 39, 1005-1016.
- Speed, A., & Gangestad, S.W. (1997). Romantic popularity and mate preferences: A peer-nomination study. *Personality and Social Psychology Bulletin*, 23, 928-935.
- Spellman, B.A., & Holyoak, K.J. (1992). If Saddam is Hitler who is George Bush? Analogical mapping between systems of social roles. *Journal of Personality and Social Psychology*, 62, 913-933.
- Spencer, S.J., Fein, S., Zanna, M.P., & Olson, J.M. (Eds.), *Motivated social perception: the Ontario Symposium* (Vol. 9). Mahwah, NJ.: Erlbaum.
- Spencer, S.J., Steele, C.M., & Quinn, D.M. (1999). Stereotype threat and women's math performance. *Journal of Experimental Social Psychology*, 35, 4-28.
- Spiegel, D., Bloom, J.R., Kraemer, H.C., & Gottheil, E. (1989). Effects of psychosocial treatment on survival of patients with metastatic breast cancer. *Lancet*, 2, 888-891.
- Spivak, J., (1979, June 6). *Wall Street Journal*.
- Sprecher, S. (2001). Equity and social exchange in dating couples: Associations with satisfaction, commitment and stability. *Journal of Marriage and the Family*, 63, 599-613.

- Sprecher, S., Sullivan, Q., & Hatfield, E. (1994). Mate selection preference: Gender differences in a national sample. *Journal of Personality and Social Psychology*, 66, 1074-1080.
- Sprecher, S., Sullivan, Q., Hatfield, E., Cortese, A., Patopova, E., & Levitskaya, A. (1994). Love: American style, Russian style, and Japanese style. *Personal Relationships*, 1, 349-369.
- St. Lawrence, J.S., & Joyner, D.J. (1991). The effects of sexually violent rock music on males' acceptance of violence against women. *Psychology of Women Quarterly*, 15, 49-63.
- Stangor, C., & McMillan, D. (1992). Memory for expectancy- congruent and expectancy- incongruent information: A review of the social developmental literatures. *Psychological Bulletin*, 111, 42-61.
- Stangor, C., Sullivan, L.A., & Ford, T.E. (1991). Affective and cognitive determinants of prejudice. *Social Cognition*, 9, 359-380.
- Stapel, D.A., & Blanton, H. (2004). From seeing to being: Subliminal social comparisons affect implicit and explicit self-evaluations. *Journal of Personality and Social Psychology*, 87, 468-481.
- Stapel, D.A., & Koomen, W. (2000). Distinctiveness of others, mutability of selves: Their impact on self-evaluations. *Journal of Personality and Social Psychology*, 79, 1068-1087.
- Stasser, G. (1991). Pooling of unshared information during group discussion. In S. Worchel, W. Wood, & J. Simpson (Eds.), *Group Process and Productivity*. Beverly Hills, CA.: Sage.
- Stasser, G., & Titus, W. (1985). Pooling of unshared information in group decision-making: Biased information sampling during discussion. *Journal of Personality and Social Psychology*, 48, 1467-1478.
- Staub, E. (1989). *The roots of evil: The origins of genocide and other group violence*. Cambridge, England: Cambridge University Press.
- Staub, E. (1990). Moral exclusion: Personal goal theory, and extreme destructiveness. *Journal of Social Issues*, 46, 47-64.
- Staub, E. (1991). Altruistic and moral motivations for helping and their translation into action. *Psychological Inquiry*, 2, 150-153.
- Stayman, D.M., & Kardes, F.R. (1992). Spontaneous influence processes in advertising: Effects of need for cognition and self-monitoring on inference generation and utilization. *Journal of Consumer Psychology*, 1, 125-142.
- Stebly, N.M. (1987). *The roots of evil: The origins of genocide and other group violence*. Cambridge, England: Cambridge University Press.

- Stebly, N.M., Dysart, J., Fulero, S.M., & Lindsay, R.C.L. (2001). Eyewitness accuracy rates in sequential and simultaneous lineup presentations: A meta-analytic comparison. *Law and Human Behavior*, 25, 459-473.
- Steele, C.M. (1988). The psychology of self-affirmation: Sustaining the integrity of the self. In L. Berkowitz (Ed.), *Advances in Experimental Social Psychology* (Vol. 21, pp. 261-302). New York: Academic Press.
- Steele, C.M., & Aronson, J.M. (1995). Stereotype threat and the intellectual test performance of African-Americans. *Journal of Personality and Social Psychology*, 69, 797-811.
- Steele, C.M., & Southwick, L. (1985). Alcohol and social behavior: 1. The psychology of drunken excess. *Journal of Personality and Social Psychology*, 48, 18-34.
- Steiner, I.D. (1972). *Group Process and Productivity*. New York: Academic Press.
- Stephan, W.G. (1978). School desegregation: An evaluation of predictions made in Brown versus Board of Education. *Psychological Bulletin*, 85, 217-238.
- Stephan, W.G. (1985). Intergroup relations. In G. Lindzey, & E. Aronson (Eds.), *Handbook of Social Psychology* (3rd ed., Vol. 2, pp. 599-658). New York: McGraw-Hill.
- Sternberg, R.J. (1986). A triangular theory of love. *Psychological Review*, 93, 119-135.
- Stewart, J.E. (1980). Defendant's attractiveness as a factor in the outcome of criminal trials: An observational study. *Journal of Applied Social Psychology*, 10, 348-361.
- Stolberg, S.G. (2002, October 3). War, murder, and suicide.: A year's toll is 1.6 million. *New York Times*, p. A11.
- Stone, J. (2002). Battling doubt by avoiding practice: the effects of stereotype threat on self-handicapping in white athletes. *Personality and Social Psychology Bulletin*, 28, 1667-1678.
- Stone, J. (2003). Self-consistency for low self-esteem in dissonance processes: The role of self-standards. *Personality and Social Psychology Bulletin*, 37, 228-243.
- Stone, J., Perry, Z., & Darley, J. (1997). "White men can't jump": Evidence for perceptual confirmation of racial stereotypes following a basketball game. *Basic and Applied Social Psychology*, 19, 291-306.
- Stoner, J.A.F. (1961). *A comparison of individual and group decisions involving risk*. Unpublished masters thesis, MIT, Cambridge, Massachusetts.
- Stouffer, S.A., Suchman, E.A., DeVinney, L.C., Star, S.A., & Williams, R.M. (1949). *The American soldier: Adjustment during army life*. New York: Wiley.

- Strack, F., Martin, L.L., & Stepper, S. (1988). Inhibiting and facilitating conditions of the human smile: A non-obtrusive test of the facial feedback hypothesis. *Journal of Personality and Social Psychology*, 53, 768-777.
- Strahan, E.J., Spencer, S.J., & Zanna, M.P. (2002). Subliminal priming and persuasion: Striking while the iron is hot. *Journal of Experimental Social Psychology*, 38, 556-568.
- Strauss, M.A., & Gelles, R.J. (1980). *Behind closed doors: Violence in the American family*. Garden City, NY.: Anchor/Doubleday.
- Strobe, W., & Strobe, M. (1996). The social psychology of social support. In E.T. Higgins, & A.W. Kruglanski (Eds.), *Social psychology: Handbook of basic principles* (pp. 597-621). New York: Guilford Press.
- Stroufe, B., Chaikin, A., Cook, R., & Freeman, V. (1977). The effects of physical attractiveness on honesty: A socially desirable response. *Personality and Social Psychology*, 3, 59-62.
- Strumpel, B. (1976). Economic lifestyles, values, and subjective welfare. In B. Strumpel (Ed.), *Economic means for human needs*. Ann Arbor, Mich.: Institute for Social Research, University of Michigan.
- Stryker, S., & Statham, A. (1985). Symbolic interaction and role theory. In Lindzey, G., & Aronson, E. (Eds), *Handbook of Social Psychology*, Vol. 1 (3rd ed.). New York: Random House.
- Studer, J. (1996). Understanding and preventing aggressive responses in youth. *Elementary School Guidance and Counseling*, 30, 194-203.
- Stukas, A.A., Snyder, M., & Clary, E.G. (1999). The effects of "mandatory volunteerism" on intentions to volunteer. *Psychological Science*, 10, 59-64.
- Stumpf, H., & Stanley, J.C. (1998). Stability and change in gender related differences on the College Board advanced placement and achievement tests. *Current Directions in Psychological Science*, 7, 192-196.
- Suedfeld, P., & Tetlock, P.E. (1977). Integrative complexity of communications in international crises. *Journal of Conflict Resolution*, 21, 169-184.
- Suh, E., Diener, E., Oishi, S., & Triandis, H.C. (1998). The shifting basis of life satisfaction judgments across cultures: Emotions versus norms. *Journal of Personality and Social Psychology*, 74, 482-493.
- Sulloway, F.J. (1996). *Born to rebel: Birth order, family dynamics, and creative lives*. New York: Pantheon Books.
- Sulloway, F.J. (2001). Birth order, sibling competition, and human behavior. In H.R. Halcomb (Ed.), *Conceptual challenges in evolutionary psychology: Innovative research strategies: Studies in cognitive systems* (Vol. 27, pp. 39-83). Dordrecht,

The Netherlands: Kluwer Academic Publishers.

Suls, J., & Tesch, F. (1978). Students' preferences for information about their test performance: A social comparison model. *Journal of Applied Social Psychology*, 8, 189-197.

Suls, J., Lemos, K., & Stewart, H.L. (2002). Self-esteem, construal and comparisons with the self, friends, and peers. *Journal of Personality and Social Psychology*, 82, 252-261.

Suls, J.M., & Fletcher, B. (1983). Social comparison in the social and physical sciences: An archival study. *Journal of Personality and Social Psychology*, 44, 575-580.

Suls, J.M., & Wheeler, L. (2000). *Handbook of Social Comparisons: Theory and Research*. New York: Kluwer Academic/Plenum.

Svoboda, E. (2007). Science reveals why we see faces everywhere. *International Herald Tribune*, February 13. Retrieved May 11th, 2007 from: <http://www.iht.com/articles/2007/02/13/news/faces.php>

Swann, W.B. Jr. (1983). Self-verification: Bringing social reality into harmony with the self. In J. Suls, & A.G. Greenwald (Eds.), *Social Psychology Perspectives*, (Vol. 2, pp. 33-66). Hillsdale, NJ.: Erlbaum.

Swann, W.B., Jr., & Read, S.J. (1981). Self-verification processes: How we sustain our self-conceptions. *Journal of Experimental Social Psychology*, 17, 351-370.

Swap, W.C. (1977). Interpersonal attraction and repeated exposure to rewarders and punishers. *Personality and Social Psychology Bulletin*, 3, 248-251.

Sweeney, P.D., Anderson, K., & Bailey, S. (1986). Attributional style in depression: A meta-analytic review. *Journal of Personality and Social Psychology*, 50, 947-991.

Swim, J.K. (1994). Perceived versus meta-analytic effect sizes: An assessment of the accuracy of gender stereotypes. *Journal of Personality and Social Psychology*, 66, 21-36.

Swim, J.K., Aikin, K.J., Hall, W.S., & Hunter, B.A. (1995). Sexism and racism: Old fashioned and modern prejudices. *Journal of Personality and Social Psychology*, 68, 199-214.

Swim, J.K., Borgida, E., Maruyama, G., & Myers, D. G. (1989). Joan McKay vs. John McKay: Do gender stereotypes bias evaluations? *Psychological Bulletin*, 105, 409-429.

Swim, J.K., & Sanna, L. (1996). He's skilled, she's lucky: A meta-analysis of observers' attributions for women's and men's successes and failures. *Personality and Social Psychology Bulletin*, 22, 507-519.

- Swim, J.K., & Stangor, C. (Eds.), (1998). *Prejudice: the targets perspective*. New York: Academic Press.
- Tafarodi, R.W., Marshall, T.C., & Milne, A.B. (2003). Self-esteem and memory. *Journal of Personality and Social Psychology*, 84, 29-45.
- Tajfel, H. (1970, November). Experiments in intergroup behavior. *Scientific American*, pp. 96-102.
- Tajfel, H. (1981). *Human groups and social categories: Studies in social psychology*. London: Cambridge University Press.
- Tajfel, H. (1982). Social psychology of intergroup relations. *Annual Review of Psychology*, 33, 1-39.
- Tajfel, H., & Billig, M.G. (1974). Familiarity and categorization in intergroup behavior. *Journal of Experimental Social Psychology*, 10, 159-170.
- Tajfel, H., Flament, C., Billig, M., & Bundy, R.P. (1971), Social categorization and intergroup behaviour. *European Journal of Social Psychology*, 1, 149-178.
- Tajfel, H., & Turner, J.C. (1979). An integrative theory of social contact. In W. Austin, & S. Worchel (Eds.), *The social psychology of intergroup relations* (pp. 162-173). Monterey, CA.: Brooks/Cole.
- Tajfel, H., & Wilkes, A. (1963). Classifications and quantitative judgment. *British Journal of Social Psychology*, 54, 101-114.
- Tan, D.T.Y., & Singh, R. (1995). Attitudes and attraction: A developmental study of the similarity-attraction dissimilarity repulsion hypotheses. *Personality and Social Psychology Bulletin*, 21, 975-986.
- Tang, S., & Hall, V.C. (1995). The overjustification effect: A meta-analysis. *Applied Cognitive Psychology*, 9, 365-404.
- Tarde, B. (1903). *The laws of imitation*. New York: Holt, Rinehart, and Winston.
- Tarman, C., & Sears, D.O. (2005). The conceptualization and measurement of symbolic racism. *Journal of Politics* 76(3), 731-761.
- Taylor, S.E. (1991). Asymmetrical effects of positive and negative events: The mobilization-minimization hypothesis. *Psychological Bulletin*, 110, 67-85.
- Taylor, S.E. (2003). *Health psychology* (5th ed.). New York: McGraw-Hill.
- Taylor, S.E., & Aspinwall, L.G. (1990). Psychological aspects of chronic illness. In G.R. VandenBos, & P.T. Costa, Jr. (Eds.), *Psychological aspects of serious illness* (pp. 3060). Washington, DC: American Psychological Association.
- Taylor, S.E., & Brown, J. (1988). Illusion and well-being: A social-psychological perspective on mental health. *Psychological Bulletin*, 103, 193-210.
- Taylor, S.E., & Brown, J.D. (1994). Positive illusions and well-being revisited:

separating fact from fiction. *Psychological Bulletin*, 116, 21-27.

Taylor, S.E., & Crocker, J. (1986). Schematic bases of social information processing. In E.T. Higgins, C.P. Herman, & M.P. Zanna (Eds.), *Social Cognition: The Ontario Symposium* (vol., pp. 89-134). Hillsdale, NJ: Erlbaum.

Taylor, S.E., & Fiske, S.T. (1978). Salience, attention, and attribution: Top of the head phenomena. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 11). New York: Academic Press.

Taylor, S.E., Kemeny, M.E., Reed, G.M., Bower, J.E., & Grunewald, T.L. (2000). Psychological resources, positive illusions, and health. *American Psychologist*, 55, 99-109.

Taylor, S.E., Lerner, J.S., Sherman, D.K., Sage, R.M., & McDowell, N.K. (2003). Portrait of the self-enhancer: Well-adjusted and Well-liked or Maladjusted and Friendless? *Journal of Personality and Social Psychology*, 84, 165-176.

Taylor, S.E., Repetti, R.L., & Seeman, T.E. (1997). Health psychology: What is an unhealthy environment and how does it get under the skin. *Annual Review of Psychology*, 48, 411-447.

Taylor, S.E., Wood, J.V., & Lichtman, R.R. (1983). It could be worse: Selective evaluation as a response to victimization. *Journal of Personality and Social Psychology*, 39, 19-40.

Taylor, S.P., & Sears, J.D. (1988). The effects of alcohol and persuasive social pressure on human physical aggression. *Aggressive Behavior*, 14, 237-243.

Terry, D.J., & Hogg, M.A. (1996). Group norms and the attitude-behavior relationship: A role for group identification. *Personality and Social Psychology Bulletin*, 22, 776-793.

Tesser, A. (1988). Toward a self-evaluation maintenance model of social behavior. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 21, pp. 181-227). New York: Academic Press.

Tesser, A. (1993). The importance of heritability in psychological research: The case of attitudes. *Psychological Review*, 100, 129-142.

Tesser, A., Campbell, J., & Smith, M. (1984). Friendship choice and performance: Self-evaluation maintenance in children. *Journal of Personality and Social Psychology*, 46, 561-574.

Tetlock, P.E. (1981). Pre-to post-election shifts in presidential rhetoric: Impression management or cognitive adjustment. *Journal of Personality and Social Psychology*, 41, 207-212.

Tetlock, P.E. (1984). Cognitive style and political belief systems in the British House of Commons. *Journal of Personality and Social Psychology*, 41, 365-375.

- Tetlock, P.E. (1988). Monitoring the integrative complexity of American and Soviet policy rhetoric: What can be learned? *Journal of Social Issues*, 44, 101-131.
- Tetlock, P.E., & Boettger, R. (1989). Accountability: A social magnifier of the dilution effect. *Journal of Personality and Social Psychology*, 57, 388-398.
- Tetlock, P.E., Peterson, R.S., McGuire, C., Chang, S., & Field, P. (1992). Assessing political group dynamics: A test of the groupthink model. *Journal of Personality and Social Psychology*, 63, 403-425.
- Teves, A. (2002, May 28). WHO warns Asia 25% of youth will die from smoking without curbed advertising. *Associated Press*. Source: AP, 2002-05-28, via tobacco.org.
- Thernstrom, M. (2002, August 24). Untying the knot. *New York Times Magazine*, P. 38.
- Thibaut, J.W., & Kelley, H.H. (1959). *The Social Psychology of Groups*. New York: Wiley.
- Thibodeau, R. (1989). From racism to tokenism: The changing face of blacks in New Yorker cartoons. *Public Opinion Quarterly*, 53, 482-494.
- Thill, E.E., & Curry, F. (2000). Learning to play golf under different goal conditions: Their effects on irrelevant thoughts and subsequent control strategies. *European Journal of Social Psychology*, 30, 101-122.
- Thomas, S.L. Skitka, L.J., Christen, S., & Jurgena, M., (2002). Social facilitation and impression formation. *Basic and Applied Social Psychology*, 24(2), 67-70.
- Thompson, J. (2000, June 18). "I was certain, but I was wrong". *New York Times*, p. D 15.
- Thompson, J.K., & Heinberg, L.J. (1999). The media's influence on body image disturbance and eating disorders: We've reviled them, now we can rehabilitate them? *Journal of Social Issues*, 55, 339-353.
- Thompson, L. (2004). *The mind and the heart of the negotiator* (3rd Ed.). Upper Saddle River, NJ: Prentice Hall.
- Thornhill, R., & Gangestad, S.W. (1993). Human facial beauty: Averageness, symmetry, and parasite resistance. *Human Nature*, 4, 237-269.
- Thornhill, R., & Gangestad, S.W. (1999). The scent of symmetry: A human sex pheromone that signals fitness? *Evolution and Human Behavior*, 20, 175-201.
- Thornhill, R., & Thornhill, N.W. (1983). Human rape: An evolutionary analysis. *Ethnology and Sociobiology*, 4, 137-173.
- Thurstone, L.L., & Chave, E.J. (1929). *The measurement of attitudes*. Chicago: University of Chicago Press.
- Tice, D.M. (1993). Self-concept change and self-presentation: The looking glass

- self is also a magnifying glass. *Journal of Personality and Social Psychology*, 63, 435-451.
- Tice, D.M., & Baumeister, R.F. (1985). Masculinity inhibits helping in emergencies: Personality does predict the bystander effect. *Journal of Personality and Social Psychology*, 49, 420-428.
- Tidwell, M.O., Reis, H.T., & Shaver, P.R. (1996). Attachment, Attractiveness, and social interaction: A dairy study. *Journal of Personality and Social Psychology*, 71, 729-745.
- Ting, J., & Piliavin, J.A. (2000). Altruism in comparative international perspective. In J. Phillips, B. Chapman, & D. Stevens (Eds.), *Between state and market: Essays on charities law and policy in Canada* (pp. 51-105). Montreal and Kingston, Ontario, Canada: McGill-Queens University Press.
- Toch, H. (1980). *Violent men* (Rev. ed.). Cambridge, MA.: Schenkman.
- Todorov, A., & Bargh, J.A. (2002). Automatic sources of aggression. *Aggression and Violent Behavior*, 7, 53-68.
- Toi, M., & Batson, C.D. (1982). More evidence that empathy is a source of altruistic motivation. *Journal of Personality and Social Psychology*, 43, 281-292.
- Tollestrup, P.A., Turtle, J.W., & Yuille, J.C. (1994). Expectations of eyewitness performance: Jurors' verdicts do not follow from their beliefs. In D.F. Ross, J.D. Read, & M.P. Toglia (Eds.), *Adult eyewitness testimony: Current trends and developments*. New York: Cambridge University Press.
- Tourangeau, R., Smith, T., & Rasinski, K. (1997). Motivation to report sensitive behaviors on surveys: Evidence from a bogus pipeline experiment. *Journal of Applied Social Psychology*, 27, 209-222.
- Trafimov, D., Triandis, H.C., & Goto, S.G. (1991). Some tests of the distinction between the private self and the collective self. *Journal of Personality and Social Psychology*, 60, 649-655.
- Trappey, C. (1996). A meta-analysis of consumer choice and subliminal advertising. *Psychology and Marketing*, 13, 517-530.
- Triandis, H.C. (1982). *Incongruence between intentions and behavior: A review*. (1982). Paper presented at the American Psychological Association convention.
- Triandis, H.C. (1989). The self and social behavior in different cultural contexts. *Psychological Review*, 96, 506-520.
- Triandis, H.C. (1994). *Culture and social behavior*. New York: McGraw-Hill.
- Triandis, H.C. (1995). *Individualism and collectivism*. Boulder, CO.: Westview Press.
- Triplet, N. (1898). The dynamogenic factors in pace making and competition.

American Journal of Psychology, 9, 507-533.

Trivers, R.L. (1985). *Social evolution*. Menlo Park, CA: Benjamin/Cummings.

Trope, Y. (1983). Self-assessment in achievement behavior. In J.M. Suls, & A.G. Carver (Eds.), *Psychological Perspectives on the self* (Vol.2, pp. 93-122). Hillsdale, NJ.: Erlbaum.

Trope, Y., & Liberman, A. (1996). Social hypothesis testing: Cognitive and motivational mechanisms. In E.T. Higgins, & A.W. Kruglanski (Eds.), *Social Psychology: Handbook of basic principles* (pp. 239-270). New York: Guilford Press.

Trost, M.R., Maass, A., & Kenrick, D.T. (1992). Minority influence: Personal relevance biases cognitive processes and reverse private acceptance. *Journal of Experimental Social Psychology*, 28, 234-254.

Tucker, J.S., & Mueller, J.S. (2000). Spouses' social control of health behaviors: Use and effectiveness of specific strategies. *Personality and Social Psychology Bulletin*, 26, 1120-1130.

Turiel, E. (2002). *The culture of morality*. Cambridge, England: Cambridge University Press.

Turner, C., & Leyens, J. (1992). The weapons effect revisited: The effects of firearms on aggressive behavior. In P. Suedfeld, & P.E. Tetlock (Eds.), *Psychology and social policy* (pp. 201-221). New York: Hemisphere.

Turner, J.C., Oakes, P.J., Reicher, S.D., & Wetherell, M. (1987). *Rediscovering the social group: A self-categorization theory*. Oxford, England: Basil Blackwell.

Turner, M.E., & Horvitz, T. (2001). The dilemma of threats: Group effectiveness and ineffectiveness under adversity. In M.E. Turner (Ed.), *Groups at work: Theory and Research* (pp. 445-470). Mahwah, NJ: Erlbaum.

Turner-Cobb, J.M., Sephton, S.E., Koopman, C., Blake-Mortimer, J., & Spiegel, D. (2000). Social support and salivary cortisol in women with metastatic breast cancer. *Psychosomatic Medicine*, 62, 337-345.

Tversky, A., & Kahneman, D. (1973). Availability: A heuristic for judgment frequency and probability. *Cognitive Psychology*, 5, 207-232.

Tversky, A., & Kahneman, D. (1974). Judgment under uncertainty: Heuristics and biases. *Science*, 185, 1124-1131.

Twenge, J.M. (1997). Attitudes toward women, 1970-1995: A meta-analysis. *Psychology of Women Quarterly*, 21, 35-51.

Twenge, J.M. (2001). Changes in women's assertiveness in response to status and roles: A cross-temporal meta-analysis. 1931-1993. *Journal of Personality and Social Psychology*, 81, 133-145.

- Twenge, J.M. (2002). Birth cohort, Social change, and personality: The interplay of dysphoria and individualism in the 20th century. In D. Cervone, & W. Mischel (Eds.), *Advances in personality science*. New York: Guildford Press.
- Twenge, J.M., Baumeister, R.F., Tice, D.M., & Stucke, T.S. (2001). If you can't join them, beat them: Effects of social exclusion on aggressive behavior. *Journal of Personality and Social Psychology*, 81, 1058-1069.
- Twenge, J.M., Catanese, K.R., & Baumeister, R.F. (2000). Social exclusion and the deconstructed state: Time perception, meaninglessness, lethargy, lack of emotion, and self-awareness. *Journal of Personality and Social Psychology*, 85, 409-423.
- Tyler, T.R. (1990). *Why do people obey the law*. New Haven, CT: Yale University Press.
- Tyler, T.R., & Cook, F.L. (1984). The mass media and judgments of Risk: Distinguishing impact on personal and societal levels. *Journal of Personality and Social Psychology*, 47, 693-708.
- Tyler, T.R., & Lind, E.A. (1990). Intrinsic versus community-based justice models: When does group membership matter? *Journal of Social Issues*, 46, 83-94.
- Tyler, T.R., & Schuller, R.A. (1991). Aging and attitude change. *Journal of Personality and Social Psychology*, 61, 689-697.
- Tyler, T.R., & Smith, H.J. (1994). Psychological models of the justice motive: Antecedents of distributive and procedural justice. *Journal of Personality and Social Psychology*, 67, 850-863.
- Tyler, T.R., & Smith, H.J. (1998). Social justice and social movements. In D.T. Gilbert, S.T. Fiske, & G. Lindzey (Eds.), *The handbook of social psychology* (4th Ed., Vol. 2, pp. 595-629). New York: McGraw-Hill.
- Umberson, D., & Hughes, M. (1987). The impact of physical attractiveness on achievement and psychological well-being. *Social Psychology Quarterly*, 50, 227-236.
- Updegraf, J.A., Gable, S.L., & Taylor, S.E. (2004). What makes experiences satisfying? The interaction of dispositional motivations and emotion in cognitive well-being. *Journal of Personality and Social Psychology*, 86, 496-504.
- Uy, Y., & Williams, D.R. (1999). Socioeconomic status and mental health. In C.S. Aneshensel, & J.P. Phelan (Eds.), *Handbook of sociology and mental health* (pp. 151-166). New York: Plenum Press.
- Vallacher, R.R., & Wegner, D.M. (1987). What do people think they are doing? Action identification and human behavior. *Psychological Review*, 94, 3-15.
- Vallone, R.P., Ross, L., & Lepper, M.R. (1985). The hostile media phenomenon:

- Biased perception and perception of media bias in coverage of the Beirut Massacre. *Journal of Personality and Social Psychology*, 49, 577-585.
- Van Baaren, R.B., Holland, R.W., Kawakami, K., & van Knippenberg, A. (2004). Mimicry and pro-social behavior. *Psychological Science*, 15, 71-74.
- Van Beek, K.W.H. (1993). *To be hired or not to be hired, the employer decides. Relative chances of unemployed job-seekers on the Dutch labor market.* Amsterdam; Academic dissertation, University of Amsterdam.
- Van Boven, L., & Gilovich, T. (2003). To do or to have? This is the question. *Journal of Personality and Social Psychology*, 85, 1193-1202.
- Van der Veer, K. (2003). The Future of Western Societies: Multicultural Identity or Extreme Nationalism? In: Galtung, J. (Ed.), *Democracy works; People, Experts and the Year 2000. Futures* (Special issue), 35 (2), 169-187.
- Van der Veer, K. (2005). Pretesting: the three-Step Test-interview. In Best, S.J., & B. Radcliff (Eds.), *Polling America*. (pp. 848-851). Westport CT, USA: Greenwood Publishing Group.
- Van der Veer, K., & Herrebout, A.M. (1989). Amerikaanse toestanden? Over effecten van negatieve politieke advertenties (The American way? On the effects of negative political ads). *Tijdschrift voor Sociale Wetenschappen*, 32(3), 236-248.
- Van der Veer, K., & Van den Oosterkamp, M. (2007). *Gebruik je Energie!? De evaluatie van de publiciteitscampagne rondom de WettenWeek* (Use your Energy!? An evaluation of the publicity campaign for the National Science Week). Amsterdam: Cultural Studies Foundation.
- Van der Veer, K., Ommundsen, R., & K.S. Larsen (2007). *On the use of student samples*. Paper for the third Black Sea Symposium on Migration. Sozopol, October 2007.
- Van der Veer, K., Ommundsen, R., Krumov, K., Van Le, H., & Larsen, K.S. (2007). Scale development to measure attitudes toward unauthorized migration into a foreign country. In K. Krumov & K.S. Larsen (Eds.), *Migration: Current issues and problems* (pp. 127-139). Sofia, Bulgaria: Sofi-R.
- Van der Veer, K., Ommundsen, R., Larsen, K.S., Van Le, H., Krumov, K., Pernice, R.E., & Pastor Romans, G. (2004). The structure of attitudes toward illegal immigrants: the development of cross-national cumulative scales. *Psychological Reports*, 94, 897-906.
- Van Dijk, T.A. (1987). *Communicating racism: Ethnic prejudice in thought and talk*. Thousand Oaks: Sage.
- Van Lange, P.A.M., Ouwkerk, J.W., & Tazelaar, M.J.A. (2002). How to overcome noise in social interaction: The benefit of generosity. *Journal of Personality and*

Social Psychology, 82, 768-780.

Van Lange, P.A.M., Rusbolt, C.E., Drigotas, S.M., Arriaga, X.B., Witcher, B.S., & Cox, C.L. (1997). Willingness to sacrifice in close relationships. *Journal of Personality and Social Psychology*, 72, 1373-1395.

Van Vugt, M., & Hart, C.M. (2004). Social identity as social glue: The origin of group loyalty. *The Journal of Personality and Social Psychology*, 86, 585-598.

Van Yperen, N.W., & Buunk, B.P. (1990). A longitudinal study of equity and satisfaction in intimate relationships. *European Journal of Social Psychology*, 20, 287-309.

Vasquez, K., Keltner, D., Ebenbach, D.H., & Banaszynski, T.L. (2001). Cultural variation and similarity in moral rhetorics: Voices from the Philippines and United States. *Journal of Cross-Cultural Psychology*, 32, 93-120.

Vidyasagar, P., & Mishra, H. (1993). Effect of modeling on aggression. *Indian Journal of Clinical Psychology*, 20, 50-52.

Visintainer, M.A. & Seligman, M.E. (1983, July/August). The hope factor. *American Health*, pp. 59-61.

Vissing, Y., Straus, M., Gelles, R., & Harrop, J. (1991). Verbal aggression by parents and psychosocial problems of children. *Child Abuse and Neglect*, 15, 223-238.

Vogel, D.L., & Wester, S.R. (2003). To seek help or not to seek help: the risks of self-disclosure. *Journal of Counseling Psychology*, 50, 351-361.

Vohs, K.D., & Heatherton, T.F. (2000). Self-regulatory failure: A resource-depletion approach. *Psychological Science*, 11, 249-254.

Volpato, C., Maass, A., Mucchi-Faina, A., & Vitti, E. (1990). Minority influence and social categorization. *European Journal of Social Psychology*, 20, 119-132.

Vonk, R. (2002). Self-serving interpretations of flattery: why ingratiation works. *Journal of Personality and Social Psychology*, 82, 515-526.

Wagstaff, G. (1982). Attitudes to rape: The "just" world strikes again? *Bulletin of British Psychological Society*, 35, 277-279.

Walker, I., & Crogan, M. (1998). Academic performance, prejudice, and the jigsaw classroom: New pieces to the puzzle. *Journal of Community and Applied Social Psychology*, 8, 381-393.

Walker, L., & Mann, L. (1987). Unemployment, relative deprivation, and social protest. *Personality and Social Psychology Bulletin*, 13, 275-283.

Walker, I., & Pettigrew, T.F. (1984). Relative deprivation theory: An overview and conceptual critique. *British Journal of Social Psychology*, 23, 300-310.

Wallach, M.A., Kogan, N., & Bem, D.J. (1962). Group influences on individual risk

taking. *Journal of Abnormal and Social Psychology*, 65, 75-86.

Waller, W. (1938). *The family: A dynamic interpretation*. New York: Dryden Press.

Wallerstein, J.S., Lewis, J., & Blakeslee, S. (2000). *The unexpected legacy of divorce: The 25-year landmark study*. New York: Hyperion.

Walster, E., Aronson, E., Abrahams, D., & Rottman, L. (1966). Importance of physical attractiveness in dating behavior. *Journal of Personality and Social Psychology*, 4, 508-516.

Walster, E., Walster, G.W., & Berscheid, E. (1978). *Equity: Theory and Research*. Boston: Allyn & Bacon.

Watson, D. (1989). Stranger's ratings of the five robust personality factors: Evidence for a surprising convergence with self-report. *Journal of Personality and Social Psychology*, 57, 120-128.

Watson, D., & Pennebaker, J.W. (1989). Health complaints, stress, and distress: Exploring the central role of negativity affectivity. *Psychological Review*, 96, 234-254.

Watson, R.I. Jr. (1973). Investigation into deindividuation using a cross-cultural survey technique. *Journal of Personality and Social Psychology*, 25, 342-345.

Webber, R., & Crocker, J. (1983). Cognitive processes in the revision of stereotypic beliefs. *Journal of Personality and Social Psychology*, 45, 961-977.

Webster, G.D. (2003). Prosocial behavior in families: Moderators of resource sharing. *Journal of Experimental Social Psychology*, 39, 644-652.

Wegener, D.T., Petty, R.E., & Smith, S.M. (1995). Positive mood can increase or decrease message scrutiny: The hedonic contingency view of mood and message processing. *Journal of Personality and Social Psychology*, 69, 5-15.

Wegner, D.M. (2002). *The illusions of conscious will*. Cambridge, MA.: MIT Press.

Wegner, D.M., Erber, R., & Raymond, P. (1991). Transactive memory in close relationships. *Journal of Personality and Social Psychology*, 61, 923-929.

Wegner, D.M., Wenzlaff, R., Kerker, M., & Beattie, A.F. (1981). Incrimination through innuendo: Can media questions become public answers? *Journal of Personality and Social Psychology*, 40, 822-832.

Weiner, B. (1980). Prosocial behavior in families: Moderators of resource sharing. *Journal of Experimental Social Psychology*, 39, 644-652.

Weiner, B., Graham, S., Peter, O., & Zmuidinas, M. (1991). Public confession and forgiveness. *Journal of Personality*, 59, 281-312.

Weinstein, N.D. (1993). Testing four competing theories of health-protective behavior. *Health Psychology*, 12, 324-333.

Weiss, R.S. (1973). *Loneliness: The experience of emotional and social isolation*.

Cambridge, MA: MIT Press.

Weisz, M.G., & Earls, C.M. (1995). The effects of exposure to filmed sexual violence on attitudes toward rape. *Journal of Interpersonal Violence*, 10, 71-84.

Wells, G.L., & Bradfield, A.L. (1998). "Good, you identified the suspect": Feedback to eyewitness reports distorts their reports of the witnessing experience. *Journal of Applied Social Psychology*, 83, 360-376.

Wells, G.L., & Olson, E.A. (2003). Eyewitness testimony. *Annual Review of Psychology*, 54, 277-295.

Wells, G.L., Olson, E.A., & Charman, S.D. (2002). The confidence of eyewitnesses in their identification from lineups. *Current Directions in Psychological Science*, 11, 151-154.

Wells, G.L., Small, M., Penrod, S.D., Malpass, R.S., Fulero, S.M., & Brimacombe, C.A.E. (1998). Eyewitness identification procedures: Recommendations for lineups and photospreads. *Law and Human Behavior*, 22, 603-645.

Wells, G.L., Wright, E.F., & Bradfield, A.L. (1999). Witnesses to crime: Social and cognitive factors governing the validity of peoples' reports. In R. Roesch, S.D. Hart, & J.P.R. Ogloff (Eds.), *Psychology and the law: The state of the discipline* (pp. 53-88). New York: Kluwer.

Wells, W.D. (Ed.). *Measuring advertising effectiveness*. Mahwah, NJ: Erlbaum.

Wenzel, M. (2000). Justice and identity: The significance of inclusion for perceptions of entitlement and the justice motive. *Personality and Social Psychology Bulletin*, 26, 157-176.

West, S.G., & Brown, T.J. (1975). Physical attractiveness, the severity of the emergency and helping: A field experiment and interpersonal simulation. *Journal of Experimental Social Psychology*, 11, 531-538.

West, S.G., Whitney, G., & Schnedler, R. (1975). Helping a motorist in distress: the effects of sex, race, and neighborhood. *Journal of Personality and Social Psychology*, 31, 691-698.

Weyant, J.M., & Smith, S.L. (1987). Getting more by asking for less: The effects of request size on donations of charity. *Journal of Applied Social Psychology*, 17, 392-400.

Wheeler, L., & Kim, Y. (1997). What is beautiful is culturally good: The physical attractiveness stereotype has different content in collectivist cultures. *Personality and Social Psychology Bulletin*, 23, 795-800.

Wheeler, L., & Nezlek, J. (1977). Sex differences in social participation. *Journal of Personality and Social Psychology*, 35, 742-754.

White, G.L. (1980). Physical attractiveness and courtship progress. *Journal of*

Personality and Social Psychology, 39, 660-668.

White, J.W., Donat, P.L.N., & Humphrey, J.A. (1995). An examination of attitudes underlying sexual coercion among acquaintances. *Journal of Psychology and Human Sexuality*, 8, 27-47.

White, L.K., & Booth, A. (1991). Divorce over the life course: The role of marital happiness. *Review of Personality and Social Psychology*, 12, 265-289.

White, M.J., & Gerstein, L.H. (1987). Helping: The influence of anticipated social sanctions and self-monitoring. *Journal of Personality*, 55, 259-270.

Whitney, K.S., Dagrestano, L.M., & Maslach, C. (1994). Establishing the social impact of individuation. *Journal of Personality and Social Psychology*, 66, 1140-1153.

Whittaker, J.O., & Meade, R.D. (1967). Social pressure in the modification and distortion of judgment: A cross-national study. *International Journal of Psychology*, 2, 109-113..

Wicker, A.W. (1969). Attitudes versus actions: the relationship between verbal and overt behavioral responses to attitude objects. *Journal of Social Issues*, 25, 109-113.

Widom, C.S. (1989). Does violence beget violence? A critical examination of the literature. *Psychological Bulletin*, 106, 3-28.

Wilder, D.A. (1981). Perceiving persons as a group: Categorization and intergroup relations. In D.L. Hamilton (Ed.), *Cognitive processes in stereotyping and intergroup behavior* (pp. 213-257). Hillsdale, NJ.: Erlbaum.

Wilder, D.A. (1986). Social categorization: Implications for creation and reduction of intergroup bias. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 19, pp. 291-355). New York: Academic Press.

Williams, D.R., & Collins, C. (1995). U.S. socioeconomic and racial differences in health: Patterns and explanations. *Annual Review of Sociology*, 21, 349-386.

Williams, K.D. (1981). *The effects of group cohesion on social loafing*. Paper presented at the Midwestern Psychological Association Convention.

Williams, K.D., & Karau, S.J. (1991). Social loafing and social compensation: the effects of expectation of co-worker performance. *Journal of Personality and Social Psychology*, 61, 570-581.

Williams, K.D., Harkins, S.G., & Karau, S.J. (2003). Social performance. In M.A. Hogg, & J. Cooper (Eds.), *The Sage Handbook of Social Psychology* (pp.327-346). Thousand Oaks, CA: Sage.

Williams, R.D., Jr., & Barefoot, J.C. (1988). Coronary-prone behavior: The emerging role of the hostility complex. In B.K. Houston, & C.R. Snyder (Eds.),

- Type A behavior pattern: Current trends and future directions* (pp. 189-221). New York: Wiley.
- Williams, T.M. (Ed.), *The impact of television: A natural experiment in three communities*. Orlando, Fla.: Academic Press.
- Williams, T.P., & Sogon, S. (1984). Group composition and conforming behavior in Japanese students. *Japanese Psychological Research*, 26, 231-234.
- Williamson, G.M., & Clark, M.S. (1992). Impact of desired relationship type on affective reactions to choosing and being required to help. *Personality and Social Psychology Bulletin*, 18, 10-18.
- Wills, T.A. (1992). The helping process in the context of personal relationships. In S. Spacapan, & S. Oskamp (eds.), *Helping and being helped in the real world* (pp. 17-48). Newbury Park, CA: Sage.
- Wilson, A.E., & Ross, M. (2000). The frequency of temporal-self and social comparisons in people's personal appraisals. *Journal of Personality and Social Psychology*, 78, 928-942.
- Wilson, D.K., Purdon, S.E., & Wallston, K.A. (1988). Compliance to health recommendations: A theoretical overview of message framing. *Health Education Research*, 3, 161-171.
- Wilson, D.K., Wallston, K.A., & King, J.E. (1987). *The effects of message framing and self-efficacy on smoking cessation*. Paper presented at the Southeast Psychological Association convention.
- Wilson, E.O. (1978). *On human nature*. Cambridge, Mass.: Harvard University Press.
- Wilson, J.P., & Petruska, R. (1984). Motivation, model attributes, and prosocial behavior. *Journal of Personality and Social Psychology*, 46, 458-468.
- Wilson, J.Q., & Hernstein, R.J. (1985). *Crime and human nature*. New York: Simon & Schuster.
- Wilson, M., & Johnson, H., & Daly, M. (1995). Lethal and non-lethal violence against wives. *Canadian Journal of Criminology*, 37, 331-361.
- Wilson, M.I., & Daly, M. (1996). Male sexual proprietariness and violence against wives. *Current Directions in Psychological Science*, 5, 2-7.
- Wilson, M.I., Daly, M., & Weghorst, S.J. (1980). Household composition and the risk of child abuse and neglect. *Journal of Biological Science*, 12, 333-340.
- Wilson, T.D. (2002). *Strangers to ourselves: Discovering the adaptive unconscious*. Cambridge, MA.: Harvard University Press.
- Wilson, T.D., & Brekke, N.C. (1994). Mental contamination and mental correction: Unwanted influences on judgment and evaluations. *Psychological Bulletin*, 116,

117-142.

Wilson, T.D., Houston, C.E., & Meyers, J.M. (1998). Choose your poison: Effects of lay beliefs about mental processes on attitude change. *Social Cognition*, 16, 114-132.

Wilson, T.D., Lindsey, S., & Schooler, T.Y. (2000). A model of dual attitudes. *Psychological Review*, 107, 101-126.

Wilson, T.D., Wheatley, T., Kurtz, J., Dunn, J., & Gilbert, D.T. (2004). When to fire: Anticipatory versus post-event reconstrual of uncontrollable events. *Personality and Social Psychology Bulletin*, 30, 1-12.

Winch, R.F. (1955). The theory of complementary needs: A test of one kind of complementariness. *American Sociological Review*, 20, 52-56.

Windhauser, J., Seiter, J., & Winfree, T. (1991). Crime news in the Louisiana press, 1980 v 1985. *Journalism Quarterly*, 67 (1), 72-78.

Wink, P. (1991). Two faces of narcissism. *Journal of Personality and Social Psychology*, 61, 590-597.

Winguist, J.R., & Larson, J.R. (1998). Information pooling: When it impacts group decision-making. *Journal of Personality and Social Psychology*, 74, 351-377.

Wiseman, C.V., Gray, J.J., Mosimann, J.E., & Ahrens, A.H. (1992). Cultural expectations of thinness in women: An update. *International Journal of Eating Disorders*, 11, 85-89.

Witelson, S.F. (1992). Cognitive neuroanatomy: A new era. *Neurology*, 42, 709-713.

Woike, B., Gershkovich, I., Piorkowski, R., & Polo, M. (1999). The role of motives in the content and structure of autobiographical memory. *Journal of Personality and Social Psychology*, 85, 566-580.

Wolf, S. (1987). Majority and minority influence: A social impact analysis. In Zanna, J.M., Olson, J.M., & Herman, C.P. (Eds.) (1990). *Social influence: The Ontario symposium on personality and social psychology*, Vol.5 (pp.207-237). Hillsdale, NJ.: Erlbaum.

Wolfe, C., & Spencer, S. (1996). Stereotypes and prejudice: Their overt and subtle influence in the classroom. *American Behavioral Scientist*, 40, 176-185.

Woll, S. (1986). So many to choose from: Decision strategies in video dating. *Journal of Social and Personal Relationships*, 3, 43-52.

Wood, C.O., Zanna, M.P., & Cooper, J. (1974). The nonverbal mediation of self-fulfilling prophecies in interracial interaction. *Journal of Experimental Social Psychology*, 10, 109-120.

Wood, J.V. (1989). Theory and research concerning social comparisons of

- personal attributes. *Psychological Bulletin*, 106, 231-248.
- Wood, J.V., Heimpel, S.A., & Michela, J.L. (2003). Savoring versus dampening: Self-esteem differences in regulating positive affect. *Journal of Personality and Social Psychology*, 85, 566-580.
- Wood, W. (1987). Meta-Analytic review of sex differences in group performance. *Psychological Bulletin*, 102, 53-71.
- Wood, W., & Eagly, A.H. (2002). A cross-cultural analysis of the behavior of women and men: Implications for the origin of sex differences. *Psychological Bulletin*, 126, 699-727.
- Wood, W., Kallgren, C.A., & Priesler, R. (1985). Access to attitude relevant information in memory. *Personality and Social Psychology Bulletin*, 14, 172-182.
- Wood, W., Lundgren, S., Quelling, J.A., Busceme, S., & Blackstone, T. (1994). Minority influence: A meta-analytic review of social influence processes. *Psychological Bulletin*, 115, 323-345.
- Worchel, S. (1974). The effects of three types of arbitrary thwarting on the instigation to aggression. *Journal of Personality*, 42, 301-318.
- Wright, L. (1994). *Remembering Satan*, New York: Knopf.
- Wright, R. (2000). *Nonzero: The logic of human destiny*. New York: Pantheon Books.
- Wrosh, C., Scheier, M.F., Miller, G.E., Schulz, R., & Carver, C.S. (2003). Adaptive self-regulation of unattainable goals: Goal disengagement, goal reengagement, and subjective well-being. *Personality and Social Psychology Bulletin*, 29, 1494-1508.
- Wyer, R.S. (1988). Social memory and social judgment. In P.R. Solomon, G.R. Goethals, C.M. Kelley, & B.R. Stephens (Eds.), *Perspectives on memory research*. New York: Springer-Verlag.
- Yelsma, P., & Athappily, K. (1988). Marital satisfaction and communication practices: Comparisons among Indian and American couples. *Journal of Comparative Family Studies*, 19, 37-54.
- Yik, M.S., Bond, M.H., & Paulhus, D.L. (1998). Do Chinese self-enhance or self-efface? It's a matter of domain. *Personality and Social Psychology Bulletin*, 24, 399-406.
- Zadny, J., & Gerard, H.B. (1974). Attributed intentions and informational selectivity. *Journal of Experimental Social Psychology*, 10, 34-52.
- Zajonc, R.B. (1968). The attitudinal effects of mere exposure. *Journal of Personality and Social Psychology*, 9 (monographs), 1-27.
- Zajonc, R.B. (2001). Mere exposure: A gateway to the subliminal. *Current*

Directions in Psychological Science, 10, 224-228.

Zajonc, R.B. (2002). The zoomorphism of human collective violence. In L.S. Newman, & R. Erber (Eds.), *Understanding genocide: The social psychology of the holocaust* (pp. 222-240). New York: Oxford University Press.

Zajonc, R.B., Heingartner, A., & Herman, E.M. (1969). Social enhancement and impairment of performance in the cockroach. *Journal of Personality and Social Psychology*, 13, 83-92.

Zanna, J.M., Olson, J.M., & Herman, C.P. (Eds.) (1990). *Social influence: The Ontario symposium on personality and social psychology*, Vol.5. Hillsdale, NJ.: Erlbaum.

Zanna, M.P., & Rempel, J.K. (1988). Attitudes: A new look at an old concept. In D. Bar-Tal, & A.W. Kruglanski (Eds.), *The social psychology of knowledge* (pp. 315-334). Cambridge, England: Cambridge University Press.

Zanna, M.P., Klosson, E.C., & Darley, J.M. (1976). How television news viewers deal with facts that contradict their beliefs: A consistency and attributional analysis. *Journal of Applied and Social Psychology*, 6, 159-176.

Zanna, M.P., Olson, J.M., & Fazio, R.H. (1981). Self-perception and attitude-behavior consistency. *Personality and Social Psychology Bulletin*, 7, 252-256.

Zebrowitz, L. (1997). *Reading faces: Window to the soul?* Boulder, CO: Westview Press.

Zeichner, A., & Pihl, R. (1979). Effects of alcohol and behavior contingencies on human aggression. *Journal of Abnormal Psychology*, 88, 153-160.

Zelli, A., Dodge, K.A., Lochman, J.E., Laird, R.D., & Conduct Problems Prevention Group (1999). The distinction between beliefs legitimizing aggression and deviant processing mediates the effects of beliefs on aggression. *Journal of Personality and Social Psychology*, 77, 150-166.

Zeman, Z.A.B. (1995). The state and propaganda. In R. Jackall (Ed.), *Propaganda* (pp. 174-189). New York: New York University Press.

Ziegler, R., Diehl, M., & Ruther, A. (2002). Multiple source characteristics and persuasion: Source inconsistency as a determinant of message scrutiny. *Personality and Social Psychology Bulletin*, 28, 496-508.

Zillman, D. (1978). Attribution and misattribution of excitatory reactions. In J.H. Harvey, W.J. Ickes, & R.F. Kidd (Eds.), *New directions in attribution research* (Vol. 2, pp. 335-368). Hillsdale, NJ.: Lawrence.

Zimbardo, P.G. (1970). The human choice: Individuation, reason, order versus deindividuation, impulse, and chaos. In N.J. Arnold, & D. Levine (Eds.), *Nebraska Symposium on Motivation*, 1969, (p. 298). Lincoln: University of Nebraska Press.

- Zimbardo, P.G. (1973). On the ethics of intervention in human psychological research: with special reference to the Stanford prison experiment. *Cognition*, 2(2), 243-256.
- Zuber, J.A., Croft, H.W., & Werner, J. (1992). Choice shift and group polarization: An analysis of the status of arguments and social decision schemes. *Journal of Personality and Social Psychology*, 62, 50-61.
- Zuckerman, M. (1996). The psychobiological model for impulsive unsocialized sensation seeking: A comparative approach. *Neuropsychobiology*, 34, 125-129.
- Zusne, L., & Jones, W.H. *Anomalistic psychology*. Hillsdale, NJ: Lawrence Erlbaum Associate.
- Zuwerink, J., Monteith, M., Devine, P.G., & Cook, D. (1996). Prejudice toward blacks: with or without compunction? *Basic and Applied Social Psychology*, 18, 131-150.