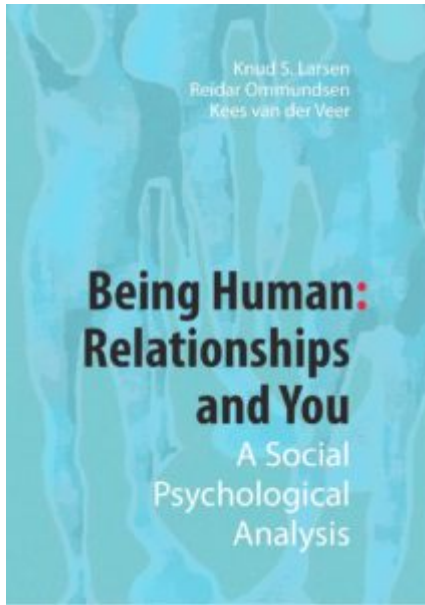


Being Human. References



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., Scepanisky, 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., & Albarracín, 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 WetenschapWeek* (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., & Herrnstein, 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.

Hannah Arendt - Zur Person - Full Interview (with English Subtitles)

Hannah Arendt in the Rozenberg Quarterly

Anthony Court - Hannah Arendt's Theory of Totalitarianism. Part One: <http://rozenbergquarterly.com/?p=3099>

Anthony Court - Hannah Arendt's Theory of Totalitarianism. Part Two: <http://rozenbergquarterly.com/?p=3115>

Nima Emami - Hannah Arendt and The Green Movement: <http://rozenbergquarterly.com/?p=563>

The Open Library of Humanities



Open Library of Humanities

The Open Library of Humanities (OLH) is a charitable organisation dedicated to publishing open access scholarship with no author-facing article processing charges (APCs). We are funded by an international consortium of libraries who have joined us in our mission to make scholarly publishing fairer, more accessible, and rigorously preserved for the digital future.

The OLH publishing platform supports academic journals from across the humanities disciplines, as well as hosting its own multidisciplinary journal. Launched as an international network of scholars, librarians, programmers and publishers in January 2013, the OLH has received two substantial grants from the Andrew W. Mellon Foundation to date, and has built a sustainable business model with its partner libraries.

All of our academic articles are subject to rigorous peer review and the scholarship we publish showcases some of the most dynamic research taking place in the humanities disciplines today - from classics, modern languages and cultures, philosophy, theology and history, to political theory, sociology, anthropology, film and new media studies, and digital humanities. Our articles benefit from the latest advances in online journal publishing - with high-quality presentation, annotative functionality, robust digital preservation, strong discoverability and easy-to-share social media buttons.

Our mission is to support and extend open access to scholarship in the humanities - for free, for everyone, for ever.

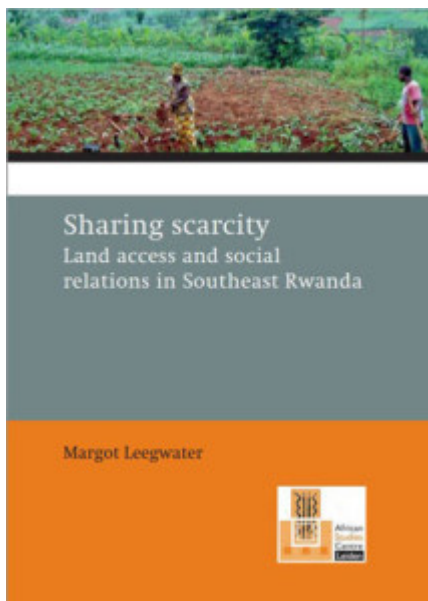
Go to: <https://www.openlibhums.org/>

The School Of Life ~ Sociology - Alexis De Tocqueville

Alexis de Tocqueville was a 19th century French aristocrat with some crucial things to tell us about the strengths and weaknesses of that once-new and now widespread political system: democracy. Please subscribe here: <http://tinyurl.com/o28mut7>

If you like our films take a look at our shop (we ship worldwide): <http://www.theschooloflife.com/shop/all/>

Margot Leegwater ~ Sharing Scarcity: Land Access And Social Relations In Southeast Rwanda



Land is a crucial yet scarce resource in Rwanda, where about 90% of the population is engaged in subsistence farming, and access to land is increasingly becoming a source of conflict. This study examines the effects of land-access and land-tenure policies on local community relations, including ethnicity, and land conflicts in post-conflict rural Rwanda. Social relations have been characterized by (ethnic) tensions, mistrust, grief and frustration since the end of the 1990-1994 civil war and the 1994 genocide. Focusing on southeastern Rwanda, the study describes the negative consequences on social

and inter-ethnic relations of a land-sharing agreement that was imposed on Tutsi returnees and the Hutu population in 1996-1997 and the villagization policy that was introduced at the same time. More recent land reforms, such as land

registration and crop specialization, appear to have negatively affected land tenure and food security and have aggravated land conflicts. In addition, programmes and policies that the population have to comply with are leading to widespread poverty among peasants and aggravating communal tensions. Violence has historically often been linked to land, and the current growing resentment and fear surrounding these land-related policies and the ever-increasing land conflicts could jeopardize Rwanda's recovery and stability.

Full text book: <http://www.ascleiden.nl/news/sharing-scarcity>

Civil Domains and Arenas in Zimbabwean Settings. Democracy and Responsiveness Revisited - DPRN Five



Harare - goafrica.about.com

Introduction (written 2008 - first published 2010)

A popular remedy for Africa's predicament is the promotion of '*civil society*'. It is conventionally seen as a collection of various kinds of non-profit bodies separate from the state and business sector. It is framed within a consensual model of politics, and thus capable of working in '*partnership*' with both state and business sectors in pursuit of common interests, particularly '*development*' and

'democracy' [i]. Since the late 1970s donors sought substitutes for the state in the private sector. In the 1980s they discovered the virtues of the non-profit branch of this sector. They tasked older entities such as mission hospitals and newly-arrived non-governmental organisations (NGOs) with providing a range of services, from schooling and healthcare to small enterprise promotion, that were once considered responsibilities of the public sector.

Under their neoliberal paradigm, donors have tried to raise the nonprofit sector's political status. Beyond service provision, its main task is to counter government power. Here civil society is cast as a hero, who routinely calls a villainous state to account. Yet this model of 'civil society' has evoked controversy. Questions have arisen about the effects of NGOs not only as substitute providers of basic services, but also as vehicles of public politics, effectively substituting for opposition political parties [ii]. A number of writers have called attention to '*the obvious: that civil society is [largely] made up of international organisations*'. Some argue that the whole concept of 'civil society' as promoted by outsiders does not match African sociological or political realities, and can ultimately weaken, rather than strengthen the power of common citizens. There are calls, in short, for a re-think.

Civil domains

How closely does the idea of civil society correspond to the ways Africans themselves go about their associational life and politics? How has it worked in the past? Can it foster robust citizenship in the future? At some times and places, answers to these questions have been affirmative. Where Africans could organize to transform the political order - the ending of minority rule in southern Africa being a major case in point - rights and collective self-esteem have advanced. In this stormy history, consensual politics of the conventional 'civil society' model are hard to detect. Hence the need for more realism. The concept of public space, as derived from the work on the foundations of democracy of the German philosopher Jürgen Habermas [iv], allows us not only to analyze players and issues at stake but also to pay attention to the history of the discourse in that space, which specifically is quite important in an African context with an authoritarian past, colonialism, and often Marxism-Leninism in the years behind.

Hence our preference for another conception of this public space, which we term the civil domain: A social realm or space apart from the state, familial bonds and for-profit firms, in which people associate together voluntarily to reproduce, promote or contest the character of social, cultural economic or political rules

that concern them. Such a conception makes it possible to include other powers as well as a great variety of civil society players (including churches, trade unions, vernacular civil structures - like the sometimes powerful Chiefs in Zimbabwe - groups of intellectuals around universities and social movements).

Yet were this space to comprise the whole of what interests us, a glance at history would rapidly reveal its limitations. For where the interplay of global interests and national vulnerabilities has had the upper hand, the advance of public politics and citizenship has been halted or reversed. Coerced by or colluding with forces abroad, many African leaders have squandered public goods and public trust. Sovereign powers and surpluses have been transferred abroad, open political competition outlawed and space for active citizenship reduced to nothing. In much of Africa, public institutions have decayed. In some cases - Somalia, Congo, Sierra Leone - they have collapsed outright. Explaining why states fail is a complex and disputed matter. Many homegrown villains from Mengistu to Mobutu to Mugabe are blameworthy. But as powers over fundamental political and economic choices have shifted even further upward and outward, to Western-based entities that make the rules - donor agencies, bankers, investors and policy think-tanks - external factors loom very large indeed.

Power in African settings is commonly constructed and deployed in spheres far wider than civil domains: the state, the armed forces, enterprises and the media. These have external as well as domestic dimensions; in a continent where power is highly extraverted [v], relationships with foreign actors are commonly decisive. Hence when talking of governance, democracy, and respect for human rights it is important to keep in mind differing levels - global, national, regional and local - and the interplay among them.

Civil domains in the public arena

Habermas concluded that in the 18th and 19th century 'real' democracy developed in feudal Europe when independent public spaces (such as coffee houses, salons, reading rooms, the beginning of the independent press) emerged where issues at stake were debated, outside the influence of government structures. He argues that the independent media are also in the 'public space'. Their importance lives on in the articles on freedom of speech, opinion, association, assembly, freedom of the media, now cornerstones of the Universal declaration of Human Rights.

Today in Africa public space is not necessarily confined to the media. In Angola, the churches provided a public space for a discourse of peace to emerge in times

of war, as Comerford has compellingly argued [vi]. Yet the public space transcends national frontiers. In the case of Zimbabwe, it is internationalized. Much space is today found outside the country, in the diaspora in South Africa, U.K. and beyond. Here we can expand the 'public space model' beyond civil domains to embrace the 'arena model'. A 'public arena' is a complex whole of 'antagonistic cooperation' [vii]. The scope of the 'civil domain' allows for conflict, but cannot account for its non-territorial, externalised dimensions. Those are of great importance in accounting for what is really going on in the complex African context.

The arena model allows analysis of the intrinsic power relations in day-to-day struggles. Power relations inside the different organisations figure in the arena model. Here organisations are seen as half-open systems interacting with other organisations in the context but at the same time being influenced by them, which works out differently for different layers in the organisations.

Conventional civil society notions do not draw attention to this. Let us take an example. A large non-governmental organisation in Zimbabwe is dependent on international donors. At the same time it operates in the Zimbabwean political reality where it is dependent on the Zimbabwean Government. It faces further challenges posed by its beneficiaries, in the field where things are really happening. But: these three are in fact different organisations! Although the whole NGO is affected by the decisions of its donors, these are decisions mainly carried out on the level of the directors and the managers: they are judged mainly based on the needs of their donors who are all abroad and influenced by other political realities than that of Zimbabwe, while the organisation's field officers are dealing with the direct needs of the people: the organisation (as well as all others in the arena) is a half-open system. Its inner workings can be described as an arena, nested in the arenas of political reality in Zimbabwe but at the same time in the foreign aid system which in its turn is nested again in overall international relations systems.

This complex 'nesting' of arenas [viii] is an important part of the analytical model. International pressure cannot be omitted when analyzing Zimbabwe. This pressure is exerted on many levels. Simultaneously the organisation is a half-open system in the sense that the culture of the programme related officers inside the organisation is more geared towards the beneficiaries than that of the 'Zimbabwe or international related' managers and directors, while the organisation as a

whole is more related to the beneficiaries than the Zimbabwean Government itself. At the same time all parties have a fragile relationship, based on conflict resolution and negotiation, and this relationship is reflected inside the organisation as well.

Thus in the organisation's internal arenas, different players confront each other and may become interdependent [ix]. These are not in the 'public arena'. But if they are not taken into account, any analysis would overlook many things that drive relations in the 'public arena' and hence the complex power plays that are going on. This is *qualitate qua* of course also the case with media outlets and political parties etc. So it is not enough to analyse 'the' organisation: an analysis needs to be deeper and more encompassing.

It is the public arena in which battles (cold or hot) are fought by various players and powers, resulting eventually in more democracy - or less.

Democracy and state responsiveness

Official aid agencies have expressed their dismay at 'top-down' approaches; they now claim to be paid-up members of the 'participatory methods' club. Yet in practice, those new methods have often camouflaged old-fashioned autocratic power. Donors continue attaching coercive conditions to their loans and grants. Aid-givers' insistence on 'participation' in some places is experienced as manipulation, deception and unpaid local labour. Some now speak of the 'tyranny of participation', and discuss it only with adjectives: 'veneered participation' (going-through-the-motions); 'inequitable participation' (women and minorities marginalized), and 'bureaucratic participation' (planning-by-numbers, discussing-by-checklists)[x]

Some wish to drop the term participation altogether. Real citizenship is not served by cheap substitutes; rather it requires 'teeth' - concrete obligations and rights capable of being upheld in courts of law. Citizens should have real powers to 'throw the rascals out', but credible mechanisms (truly competitive elections, independent parliamentary inquiries, independent public auditing) for downward accountability are scarce or weak.

In their approaches to the state in Africa, aid donors have shown ambivalence and mood swings. In the 1960s they favored the state and '*nation-building*'. By 1980 they had changed course, mounting an offensive to 'roll back' government through privatization, decentralization and de-legitimation of the public sector. Up to the mid-1990s, donors showed great optimism about the powers of private

for-profit and non-profit sectors. This harmonized with prevailing neoliberal orthodoxies, namely that Greed is Good, and that horse-and-sparrow economics would be sufficient to tackle poverty - that is, *'feed the horse well and some benefits are sure to pass through for the sparrows to eat'*.

Where African governments poured public resources into such luxuries as four-star hotels and automobile assembly plants, cutting back state engagement in the economy was not a bad thing. But deligitimizing the public sector rapidly became a self-fulfilling prophecy. Schools, health services, police and other public sector services - especially those serving the politically weak - rapidly lost good staff and other means to meet citizen needs. Unable to deliver basic services of acceptable quality on a fair basis, and ravaged by corruption, the state lost legitimacy for citizens. Readiness to pay taxes and fees declined. The public sector lost whatever responsive character it may have had. The 'social contract' between states and citizens lost any meaning.

Donors and lenders sped up the decay of African public sectors simply by choosing to by-pass them. They channeled aid via special project units, consulting firms - and nonprofits. NGOs became aid vehicles of choice, and their supply both in the North and the South boomed in response to donor demand. The resulting organizational islands could deliver their agricultural extension, health care and training project services for a while. But disconnected from public institutions and local taxes and fees, those services stopped when the stream of aid dried up.

Institutional decay, combined with low and declining reciprocity between political classes and citizens, have made states dangerously fragile. There has been no lack of disaffected politicians or disgruntled army officers ready to spark a coup or a war. The sequel has collapsed, sometimes with unspeakable violence. Victims have been chiefly civilians. In the case of Rwanda, the system of foreign aid - including that helping to create 'civil society'- set the stage for genocide [xi].

After 11 September 2001, strategists at the centre of world power began paying more attention to the periphery. People in supposedly secure Western countries have turned out to be vulnerable to the breakdown of public order and security in faraway non-Western places. Washington DC today regards weak and failed states as among its top security priorities. Its main development agencies are re-tooling themselves to promote *'nation building'* - a theme of the 1960s. The task is no longer to shrink the state but to reshape it in ways assumed to secure Western interests.

That is not a bad idea. Contrary to some conventional thinking about civil society, stronger states can advance anti-poverty and human rights agendas. Weak and poorly institutionalized states hardly favour emancipatory associational life. But where there are robust public institutions to provide basic services and enable open politics, many things become possible. Citizen action in South Africa, for example, has scored victories for landless people and those living with HIV-AIDS because special courts and official commissions have grown (partially as a result of civil society pressures) to promote provisions of the Constitution's bill of rights. In Mozambique, an important pre-condition for achievement of smallholder land rights was the rehabilitation of the public cadastre (land title office).

Charitable giving and government subsidies to NGOs are commonly justified by claims about their responsiveness in combating poverty. Indeed in many African settings, a lot seems to be happening: sewing circles, street children centres, HIV-AIDS counseling, kitchen garden and small livestock efforts, micro-lending, literacy, and many other instances of NGO intervention. Africa seems abuzz with little projects supported from abroad. But does this add up to anything people can count on? For many citizens such beehives of activity can be a 'tyranny of structurelessness' - a situation in which benefits are indeed flowing to some, but not according to any priorities or plans ratified by wide popular consent. Nonprofits claiming to be more responsive than the state in service provision seem to have a point when people flock to their clinics and schools. But in the absence of public steering and comprehensive coverage, overall outcomes can add up to fragmentation, instability, unequal access and no reliable ways for citizens to call service providers to account and get what they are entitled to.

Yet it appears that neither '*building civil society*', nor '*building the state*' are in themselves the answer to public issues. Rather, viable answers may be better sought in the '*public arena*' where the question is not one of shrinking or developing substitutes for the state, but challenging it to become more responsive while at the same time helping it gain the capacities to respond.

In this framework an interesting study has been conducted in the Balkans [xii] where the authors ask themselves: '*Why is economic growth not generating support for market capitalism and why is state weakness reproduced in the Balkans?*' Their study shows that economic growth is not sufficient to create a social base for a market society and that state building in the Balkans cannot and should not be simply reduced to an EU-guided reform of public administrations

(both of which are assumptions underlying the actual discourse on 'reconstruction' of the Balkans, mainly driven by EU-forces.) The answer of the researchers in the Balkans is that state building should be viewed primarily as a constituency building. The paradigm shift proposed here (a shift from emphasis on the state to one on the constituency of the state, including different civil domains) is a virtual reversal of the neoliberal paradigm shift from state building to civil society.

As the authors of the Balkans study say:

What is needed is a new generation of democratization policies that focus on the quality of political representation. What we see as a priority is a shift from the normative approach to democratization that focuses on democratic institutions (elections, courts, and media) and which is most often expressed with the idea of 'accountable government' or 'good government' to the idea of 'responsive government' that underlines not the state's autonomy from civil society but the influence of major social constituencies over state decisions

In our view that synthesizes the approaches we described in our theoretical notes: a concept of civil domains is more useful than that of civil society. But that in itself is not sufficient. For in the end it is all about the 'balance of powers' in the public arena. This nested constellation of public and private entities has non-territorial, global dimensions; in a place like Zimbabwe, where so many citizens are now 'offshore', it is a crucial concept. A functioning public arena is a precondition for a functioning state as well as functioning constituencies of that state. It makes responsiveness possible, as a first requisite for genuine democracy. To understand the actual situation in Zimbabwe, these mechanisms need to be better understood.

Part II. From model to practice - The public arena in Zimbabwe.

Which institutions, rules and incentives are driving or blocking change? Which ones are shaping the civil domain and public arena in today's Zimbabwe? The following sections consider these questions on several terrains: economic and state-party (including military and justice, section 4); and the 'civil domains': church, civil, vernacular and the media (section 5). Section 6 offers concluding observations.

Zimbabwe's public arena



Economic power

After independence in 1980 Zimbabwe started with one of the best regulated – be it settler-colonialist – regimes in Africa. It was then already a corporatist economic regime, but it worked, generating a relatively high per-capita income and a basis for extending social as well as economic infrastructure. The main sources of income were agriculture, mining and industry. In the first decade of independence the ZANU government effectively maintained this structure, adding important redistributive measures like a minimum wage, increasing expenditure on health and education [xiv]. The ruling party did not immediately begin to seek the maximum benefits for themselves out of the system; its rule could be described as ‘enlightened dictatorship’. For most Zimbabweans, welfare improved, especially in rural areas where agricultural output boomed.

However powerful outside interests, led by the World Bank and IMF, had concluded that Zimbabwe’s economy was underperforming. Therefore, like in the case of virtually every other African economy (never mind the differences) it had to be overhauled. The ensuing Economical Structural Adjustment Programme (ESAP) began in 1991. Six years later, the World Bank lauded the programme, bestowing on it the Bank’s highest rating: ‘highly satisfactory’. Yet as a World Bank senior economist, William Easterly, has recently noted, this coercively-imposed economic programme set Zimbabwe on the path to predatory capitalism and economic and political ruin [xv]. The massive wave of privatization and deregulation accelerated the creation of a class of politician-owners and well-connected business people whose main interest was in extracting rents, not building up enterprises. Hence the job creation boom promised by ESAP’s architects failed to materialize. Instead Zimbabwe saw worsening poverty and inequality. Salaried and wage-earning classes – the social bases of formal associational life – suffered grave setbacks. Some of these were caused by factors beyond the control of the regime (drought, collapsing commodity prices) but most stemmed from the logic of the programme and the interests of the class it empowered: lowered social sector spending, increases in military outlays, and especially moves to redistribute assets to a small elite. Clientelism grew and along with it, a ‘political economy of disorder’ [xvi].

Zimbabwe's fall and those who pushed it into the abyss have been vividly documented [xvii]. Among others the study by Gunning and Oostendorp [xviii] shows how an over-rapid liberalization leads to grave accidents and poor outcomes, especially the explosive increase of poverty. This deterioration, and the emergence of protest toward the end of the 1990s, showed that the support for the ZANU regime was dwindling. Political decisions to maintain this support by all means (from large payments to war veterans in 1997 through land appropriation to outright violent repression after 2002) in order to keep power in the hands of the ruling ZANU elites did the rest. Land grabs, military plunder in the Congo, hyperinflation and the collapse of formal sector employment have led to radical impoverishment, public squalour and private accumulation in the hands of a tiny elite. Eighty percent of the people live below the poverty line and are in fact only kept alive by the remittances from the quarter of the 12 million inhabitants that fled the country.... [xix]

Zimbabwe is one of the clearest examples of how *political* developments (international as well as national) impacted directly on *economic* policy formulas (corporatism in the 1980s and liberalism in the 1990s) thus backfiring to politics and the society as a whole again in the first decade of the 21st century. As Brett puts it: '*... its continuing need to pay its political debts made it impossible for [the regime] to cut the budget deficit, and this ... produced unsustainable threats to its ability to buy political support*' [xx]. It finally led to a rampant inflation, destroying most of what was left of the Zimbabwean economy.



Mugabe -
en.wikipedia.org

State and party power, military and justice

Up to the year 2000 Zimbabwe could still be considered a '*one party elected state*' [xxi]: the power of the ruling party was overwhelming, but it was always more or less legitimized by elections, at least nominally. In February 2000 the ruling party decisively lost a national referendum on a new constitution; later it recouped its standing in the 2000 and 2005 parliamentary elections, the 2002 presidential election and the 2005 senate elections. At the time this chapter was being written in 2008, Zimbabwean politics had been on a roller-coaster ride taking citizens from orderly parliamentary and first-round presidential elections to a period of such intense violence that a second round of voting for president was effectively nullified.

A military junta operating behind the figure of an aging President today essentially runs Zimbabwe. The military has been purged of all possible sympathizers with any form of opposition. The military is thus a trustworthy base for the ruling party, for which it undertakes open and active propaganda. In 2002 the chief of staff solemnly declared that the army would not accept an electoral defeat of the ruling party. Ex-soldiers have been appointed to administer elections from voter registration to the announcement of election results. Militarization of the police and the systematic intimidation of magistrates to force their resignation and replacement by party men make the life of anyone who dares to oppose the ruling party a complete misery. If you are beaten up by the mobs (including a newly formed '*youth league*') of the ZANU-PF, you cannot go to the police or if you do you'll be beaten again (as happened to opposition leader Morgan Tsvangirai). When you lodge a complaint to the judiciary you will be arrested yourself, and so forth.

Thus Zimbabwean politics has evolved from a '*one party elected state*' to a one party military dictatorship. Party members such as former Finance Minister Simba Makoni, who dare to challenge the candidature of Robert Mugabe *inside* the party quickly find themselves thrown out of the party.

Typology of civil domains in Zimbabwe

Vernacular ways of associating

Chiefs and spirit mediums hold considerable authority, especially in rural areas. Although often underestimated, they form powerful (sub-)elites that cannot be ignored. When Zimbabwe was colonized during the 19th and 20th century, black

inhabitants were – as in so many colonies – pushed onto ‘communal lands’ and put under the supervision of ‘traditional’ leaders in fact appointed by the colonial authority. Despite the illegitimacy of their imposition, these chiefs formed the heart of colonial control over rural people and the lands allocated to them. Local cults were thriving (and often still are) in these areas: chiefs and spirit mediums form a ‘state in the state’ together representing vernacular power. Spirit mediums and chiefs played an important role in many areas in the guerilla war, ‘providing a mythic base for the alliance between the people and the guerillas’ [xxii], sometimes in happy alliance with the local Catholic missionaries. But in light of many chiefs’ active collaboration with the white minority regime, their formal role in land allocation after independence was taken over by the ruling party. Nevertheless inhabitants *de facto* went on to refer land matters to traditional leaders [xxiii].

Today, as central governmental performance deteriorates, local chiefs are again gaining influence. The ruling party’s authoritarianism is expressed in the power relations in the ‘communal areas’, which are often adjacent to commercial farms. The politics of ‘traditional’ leadership, here and there combined with ‘war veterans’ (a grouping in civil society revived around 1997 as a useful rent-a-mob in the service of the ruling party) thus helped drive a wave of violent takeovers of commercial farmland beginning in 2000.

But the power of the vernacular ‘systems’ is real power: in order to get permission to work a certain piece of land in the communal areas people must turn to the chief. Land is collectively owned, or in some places even totally appropriated by the chief. In that way a complicated political economical balance in the rural areas exists, where the chief holds the formal power, the spirit medium the religious and historical power, and the elected (sometimes MDC, not just ZANU) rural councilors hold the formal power, but where the executive power is divided between the ZANU party system and local NGOs, since the latter command (foreign) funding. Quite often a nightmare for a (subsistence) farmer in rural areas! [xxiv]

The churches

In Zimbabwe the churches have been divided for many years as far as their answer to the political crisis is concerned. Individuals like Archbishop Ncube of the Bulawayo diocese have been taking a stance against repression and in favour of the needs of the common people. Other church leaders (especially the

Anglicans) are staunch supporters of the regime. All together the churches have been quite inert for a long time, since they withdrew when the '*Movement for Democratic Change*', which was a genuine movement at the time of its inception, developed itself into a political party under Morgan Tsvangirai [xxv].

The Christian Alliance (CA) was formed in 2005 to formulate a joint strategy of the younger clergymen. When in 2005 the government launched a campaign of forced eviction of 700.000 shack dwellers ('operation Murambatsvina' meaning 'throw out the rubbish') the church response reflected growing civil preparedness to defend the people. At that time the churches led civil condemnations of government action and organised practical support for the evicted. These churches' activities have intensified in recent years. Today the Christian Alliance is one of the 'umbrella' organizations trying to (re-)unite non-profit organizations. In 2006 they launched a 'Save Zimbabwe' campaign, a successor to the (older) civil society coalition 'Crisis in Zimbabwe'. In this way, the church has again become a force of its own but also may be a powerful ally for other (civil society) activists.

Formal organisations

In 2000 ZANU-PF was rudely awakened from its slumber of political security when the government soundly lost a referendum to change the country's constitution to give the president far more executive powers and to confiscate commercial (white-owned) land for black resettlement. Leading the opposition to these reforms was a predominantly black civil society organisation, the National Constitutional Assembly (NCA), which was itself an umbrella of several civil society organisations. It demanded reforms along lines of Western liberal and human rights. Shortly thereafter, a key NCA member, the Zimbabwe Congress of Trade Unions (ZCTU) with others seized the momentum and established a new political party - the Movement for Democratic Change (MDC). That development followed closely on the launch in 1999 of the *Daily News* - a privately owned daily newspaper that intended to promote public demands for a new democratic and human rights order. It rapidly became the prime communication vehicle of the MDC. For the first time, state-owned and controlled media faced serious challenges from a paper with extensive national distribution capacity. The *Daily News* helped MDC come close to winning the 2000 parliamentary election and the 2002 presidential election. Many believe that the MDC did indeed win these elections, but that government control and manipulation resulted in the rigging of the election, giving ZANU-PF a narrow victory in both instances. Both the

Commonwealth and the SADC Parliamentary Forum found these elections to be substantially unfree and unfair [xxvi].

NGOs have tried to gain clout by working more closely together. Many NGO umbrellas and networks have sprung up. Examples include the formation of the Crisis Coalition - a grouping of about 250 Zimbabwean NGOs from all sectors, including the media sector. Both the NCA and the ZCTU also remain as strong forces for change in the country. From 2005 onward, these NGO groupings, plus churches and the MDC opposition, started combining their efforts in planning strategies towards the elections. They initiated new rounds of mass protests, court cases and other challenges to the dictatorship.

Action in this domain, however, never overcame a culture of personality-driven organisations and resulting in inter- and intra-organisational rivalries. These dynamics seriously destabilised the democratic struggle. Strategic unity of division and purpose is needed, and is frequently lacking. We could call this the 'umbrella dilemma': cooperation is necessary but over the last years in Zimbabwe cooperation became an end in itself. A main motivation was commonly to qualify for foreign donor support. The attraction of umbrella organisations for donors and for ambitious leaders is well known [xxvii], but the frequency of collapse and other negative outcomes would suggest that donors have yet to show much respect for lessons learned on this terrain of 'civil society building'.

There are many formal NGOs in Zimbabwe, and almost as many umbrella organizations 'uniting' them. NGOs have been surveyed and critically described on many occasions as for example by Moyo, Makumbe and Raftopoulos [xxviii]. They conclude: *'This has led to the pursuit of individualistic NGO survival strategies and power brokerage as instruments of NGO sustainability. The manipulation of this situation by some donors, government officials and NGO leaders has thus generated a hostile context for coordination. In this situation, the result has been that NGOs remain scattered in their development work, lacking an effective development strategy and lacking any significant influence on government policies'* [xxix]. NGOs range from simple, very local, (subsistence) farmer associations, through largely a-political service delivery organizations up to the 'chattering class' [xxx] formed by many human rights and political NGOs (including those in defense of media freedom etc.) and their umbrellas. A Zimbabwean lawyer lecturing in the Netherlands explained: *'It's not uncommon that once a leader loses office in an NGO he goes on to form another one.'*

Unfortunately donors buy into their project proposal and consequently Zimbabwe has a lot of organizations doing the same things' [xxxii].



Masvingo Bus Terminus

Many Zimbabwean civilians are all too aware of the need for political change; they are mostly also willing to participate in it. Zimbabwean civil domains have witnessed what could be termed an *overproduction* of awareness, in no small part due to the interest and investments by donors, driven by the best intentions. But a result has been increased competition among NGOs in a shrinking political space, with resulting disappointing outcomes. In short, investments in civil society by donors *lacking adequate knowledge of the public arena* has had counterproductive effects in Zimbabwe. At the moment we see, to a great extent thanks to Western donors, civil society organizations *de facto* taking the place of political organizations that lack the legitimacy, knowledge and member-based structure of political parties.

Sarah Rich Dorman provides us with a 'thick description' of the Rise and Fall of ZimRights, a human rights NGO between 1992 and 2001 [xxxiii]. She shows how a devastating growth rate (caused by *overinvestment* by donors) from two to forty staff members in seven years, combined with the politically volatile situation in which it operated, brought about the demise of the organization. The most courageous project of ZimRights was the systematic documentation of the 'operation gukurahundi', the slaughter of Matabeleland in 1982-83. The eventual publication of the book in 1999 was delayed for two years by internal infighting; ZimRights was a 'half open organization'. The study details the organization's evolution from a 'volunteer' to an employment base thanks to donor funding; its internal infighting between 'big men'; its infiltration by the secret service CIO; its taking the brunt of government attacks; and its subsequent labeling as a 'sell-out' by the ruling party.

This case (and that of the Zimbabwe Election Support Network - ZESN, studied by the same author [xxxiii] are good illustrations of 'operating in the public arena'. Studies of such things within a wider arena can avoid the common traps of over-praising or of rubbishing NGOs. By placing NGOs into wider terrains in which national and international forces are at work, such studies allow realistic understandings to develop. We hold in any case that staying with limited and often romanticizing narratives of 'Civil Society' is not a valid way forward.

Social movements

Zimbabwean resistance to settler takeovers in the 1890s was arguably the country's first national socio-political movement in the modern era. Sixty years later, African nationalism crystallized in two rival political movements, pursuing much the same goal: an end to white minority domination. Led by intellectuals and a few trade unionists, those movements drew on and mobilized discontent in the countryside, including that expressed through vernacular religious groupings. Trade unions emerged in the 1920s under both local and foreign inspiration, but never posed serious threats to the colonial order, which had systematically repressed them and especially their attempts to associate with movements of political nationalism. As a result, Zimbabwe's traditions of social movements as conventionally defined have been weaker than in neighbouring Zambia or South Africa.

In the post-independence period, claims by the ruling party over terrains of public action on the one hand, and NGO-ization on the other, tended to confine civic domains where social movements might have been expected to develop. The authorities moved to organize public action in rural areas through Village and Ward Development Committees; later something called the National Farmers' Association of Zimbabwe emerged, but it represented a small fraction of the African farming population, mainly those using advanced technologies and possessing ample land. Something resembling a movement of the urban poor emerged in 1998 when the Zimbabwe Homeless Peoples Federation was founded. Based on a model developed in India and South Africa, this constellation of member-based organizations grew rapidly, supported by an NGO, Dialogue on Shelter. By 2003 it included about 50 thousand households in poor settlements on the edges of 27 Zimbabwean cities and towns. The Federation had carefully avoided taking party political positions, but was nevertheless one of the targets of the state violence unleashed against the urban poor in May 2005.

The media

'The creation and sustaining of independent media is central to theories of democratisation. However, in the case of fragile states, it may also be misguided and potentially dangerous to assume that encouraging the creation of free and independent media will automatically strengthen civil society, or help establish a democratic system that will hold governments accountable. This approach underestimates the complexity of the contexts of fragile states' [xxxiv]. Alas, Zimbabwe was not one of the case studies that have led to this report and the conclusions drawn from a workshop held in March 2005; it would have presented quite a challenge to categorise the Zimbabwean (Media) experience. For the sake of clarity, Zimbabwe does not fall under the definition of a 'fragile state'; it deserves a category of its own. *'Zimbabwe is ruled by the law'* is one of Robert Mugabe's favourite phrases countering critics. And it is; if the media is too critical and if bombing and arresting journalists does not work, then you just change the law.

Following the reasoning of the authors of the abovementioned report, Zimbabwe is probably a 'crisis state' where legitimacy and (the lack of) responsiveness of the state has been challenged over and over again, by Civil Society and the Media. It made sense to support Zimbabwe's mainstream media as it contributed to the building of a countervailing power in the struggle for the democratisation of Zimbabwe, specifically in the 1990s. There was a time when Zimbabwe held the promise for the future. Not only was it exporting food to the rest of the region; it was also successful in institutionalising democracy; indeed, there was a time when Zimbabwe was ruled by laws that had a broad consensus within society...

Soon after 2000 the continuous attacks on the private media started and journalism in Zimbabwe was on the defensive, engaged in dogfights with the state Media; uncovering official lies; trying to fence off the vicious misinformation campaigns and black-ops. And it never recovered from this. If there are lessons to be learned with regard to media development in Zimbabwe with the aim of strengthening democratic processes (which is not the same as following the 'liberal agenda') they probably lie in the field of taking a critical look at the kind of support that was rendered.

First of all most of the support went to the private print media. And although Zimbabwe held one of the highest literacy rates in Africa, the private print media never had the capacity to become mass media because of the limited distribution

of newspapers and a reduced purchasing power of people in the marginalised neighbourhoods and outside the mayor cities. It could never comply with the right to information of the population and was not able to compete with the State (Broadcast) Media. This way the private print media had a reduced audience and was contained to the towns and upper echelons of civil society.

Secondly Media development was too narrowly defined. It did not sufficiently address or support other media outlets such as Community Communications projects (which were certainly existing in various forms in the country). Initiatives are being developed to get licenses for Community Radios, but it is an uphill struggle to get these licenses.

Other Radio initiatives such as The Voice of the People and Short Wave Africa suffer from serious financial constraints and Chinese-backed radio interference on the frequencies they are broadcasting on. But as well as 'The Zimbabwean' paper and several on-line publications these 'offshore' media illustrate the enormous potential of the Zimbabwean Diaspora: large part of the Zimbabwean *public arena* is based outside the country.

MISA's [xxxv] campaign to transform State Media into Public Media is a strategic campaign on the longer term. Given the political landscape in Zimbabwe there is little chance the Mugabe government will accept such a transformation.

Zimbabwean civic domains and public arenas

ZANU-PF's strategies in recent years are clearly geared towards taking control of all facets of society to ensure its political hegemony. Effectively, the separation of powers among the Executive, the Parliament and the Judiciary has been abolished except in formal appearance. The party has also extended its control over the civil domain including the non-state media, trade unions, human rights and development organisations, the business sector and the agricultural sector. ZANU-PF also controls the traditional chiefs: 'They bought the chiefs, where that did not work they brought in the War Veterans (who were bought a few years ago with high pensions) and generally speaking they had over 25 years to establish a completely closed system of patronage, thus establishing a powerful military-party-state complex' [xxxvi]. Continued support from the state (including all-important food support provided by international donors) to individual chiefs is dependent on the political loyalty of the chiefs including the loyalty of all persons who fall under the control of chiefs. The notorious youth brigades, enrolment into which is now compulsory for all school leavers and a condition of admission to

tertiary education, are deployed in these villages (but also in townships). Their role is to observe and ensure that all villages and residents attend ZANU-PF meetings, obtain ZANU-PF cards, do not listen to or read any independent or 'anti-government' media, and to visit violence on those individuals who do not comply. These 'examples' also serve the purpose of warning others about their fate if they deviate from the party line [xxxvii].

Operating in such an environment is extremely difficult, heavily complicated as it is by its setting in the international arena, in which the Zimbabwean ruling party and its president Robert Mugabe managed to manipulate especially African public opinion against Western Governments (happily supported by the stupidities and undiplomatic behaviour of especially the British former colonisers).

Meanwhile African governments have their own reasons to back Mugabe. Recently Moeletsi Mbeki (South African entrepreneur and brother of President Thabo Mbeki) published an article about them: 'short-sighted leadership, *coupled with fear of emerging more democratic political forces in Zimbabwe*' (italics by the authors of this paper). Moeletsi Mbeki sees it in the light of political emancipation ('African Renaissance' in his view) in Zimbabwe: citizens 'demanded a greater say in how their country was run', they are interested in the 'accountability of governance'. Here we meet the cry for *responsiveness* we described earlier in this paper. But unfortunately it is exactly because the majority of the actual ruling nationalist parties *fears* the new wave of democracy, of which the opposition in Zimbabwe (MDC, formed by the newly emancipated business, mass media, organised labour and civil society in general) is the very forebode for the whole of Southern Africa and is as such a new type of party. And that is the reason they are such fierce backers of the old guard, that beat the colonialists out of Africa, but thrives in the (neo-) colonial structures they inherited [xxxviii].

Inside Zimbabwe there is a paradox: the further the political-economical situation worsens, the more 'impotent and demobilized the people directly effected become' [xxxix]. Eldred Maunungurure (University of Zimbabwe) argues that the 'fear thesis' is not sufficient to explain this; he concludes that 'reckless elites', headed by President Robert Mugabe himself, are prepared to take any risk to oppress any form of opposition. Apart from the fact that over one third of the population (over three million mostly educated professionals) have now decided not to risk their lives and their families and have left the country for greener

pastures, risk-averseness is according to Masunungurure now the predominant characteristic of the Zimbabwean masses, having been produced by three historical layers of authoritarianism: traditional political, settler colonial and commandist liberation war discourses and practices [xi].

All this does not make Zimbabwe into a *'failed state'*. It has indeed failed in delivering the most needed public goods to its constituency, but *'it is far from failing with regard to the delivery of coercion'*. He further argues that given this political culture it would be best to resort to decentralized, passive resistance, not confronting, but eroding the state. In this sense 'stay-aways' (e.g. from work), rent boycotts, etc. have been already more successful than street protests [xli].

Needed now are alternative strategies and donors who are willing to invest in them: from 'guerilla media' up to 'local uprisings' in order to erode the legitimacy of the actual state. The point is not to replace the state by civil society, but to make the state and its rulers accountable to their citizens. That will take a lot of time and effort; it will by no means be a 'walk over', given the enormous coercive apparatus of the same state.



Conclusions

Can public 'arenas' be restored *inside* Zimbabwe? Current surviving (micro-)initiatives at community levels and with regard to the media offer no immediate prospects for rapid scaling-up, given the level of repression. But at least they have established precedents. The 'public arena' in Zimbabwe is far from being a reality, but is not an impossibility. *Outside* Zimbabwe in any case, in the diaspora in surrounding countries, USA and UK, as well on the Internet, the civil domain is lively, though not kicking enough.

Up until recently, elections appeared to be a way of claiming what little public space there is; but this is far from providing robust ways forward. Supporting organizations of the diasporas in UK, South Africa and elsewhere may have to suffice for the time being. Newspapers, websites and e-publishing flourish outside the country and are imported, becoming part of the public space; radio from London and SMS messages contribute further to public debate.

The public *arena*, though, has to be fought in Zimbabwe itself: to this end supporting links between the *outside* public space and the *inside* public arena deserve attention. Of course many funders (especially in the media, and funders of organizations like Crisis in Zimbabwe) are already doing these things: we hope to provide them with some more (theoretical) notions that can bring about new ideas and initiatives if worked out well with different (inside and outside) actors.

To sum up:

Zimbabwe illustrates the limitations of the conventional civil society story. NGOs are far newer and far less rooted and effective politically than are many institutions of vernacular associational life, and some large, established churches.

Being anchored in global flows and arrangements with powerful actors in (Southern) Africa, and therefore operating with no public accountability, the decisive institutions of power in Zimbabwe are beyond the reach of most citizens and their organisations. Furthermore, given the level of oppression by the regime and the level of control by the state of the vernacular and even some churches, a simple solution like 'whom to support in order to get more leverage' is hard to find: it will be a painstaking process, where sideways and internal discrepancies (the Simba Makoni factor?) need to be explored and exploited.

Investment in conventionally defined civil society, NGOs as independent agents of 'countervailing power' is in many cases still provided under terms (scale, duration, level, apolitical intent and disconnection to actual political processes) that make it incommensurate with the challenges. Initiatives like 'Zimbabwe Watch' in the Netherlands (where a group of donors tries to exchange views and align actions) may have contributed to public knowledge; these kinds of efforts should be brought to a world level, with more active following of the process, and more active adaptation of policies and investments: the 'free for all' mentality where new groups consisting of old players always seem to find new donors has done more harm than good.

In the end the heart of the matter is a responsive state: A functioning set of formal political institutions (constitution, openly and freely chosen political representations at all levels, an independent judiciary, independent powers of public inquiry etc.) certainly merits pursuit. Public space for associational life is also without question a good thing. But a responsive state, built around public services and the active pressure of their constituents (users and producers) to

make them work well, seems to us to be an even more pressing and probably more feasible objective in the middle run. Therefore a chief priority for foreign support should be geared more and more towards those types of organisations which are actively enlarging public space and fighting in the public arena, as well as towards the means (e.g. media, communication) that de facto enlarge and protect the public domain.

We believe that the insight our approach allows into the interplay of various powers suggests pointers for future international politics in cases of self-destructive regimes. As this article was being prepared, developments in Zimbabwe took a dramatic course, possibly signalling the endgame for Mugabe and his cronies. The conceptual approach presented in this paper appears to be validated in that a solution to the crisis could not come from inside the country alone; rather, it had to be sought in the wider international arena, especially among Zimbabwe's neighbouring African states. Now that mining is becoming a factor again improvements in corporate responsibility also regarding Zimbabwe will require confronting corporations in their global settings, where politics and governance are still weak and unresponsive to publics at large.

To go on supporting civil society (e.g. in providing services) as if nothing has happened, while the state is seriously weakened is a highly doubtful strategy. Aid in the future should be focused on restoring a responsive state, restoring the rule of law and other mechanisms that will restore and strengthen citizen-state reciprocity.

Support to civil society should aim to restore a balance in the public arena, to bring back a much needed public debate about the future of the country. Experience elsewhere suggests that vultures are ready to swoop at moments of regime change to advance their private interests in non-transparent ways. Open, public discussion is the main defense against new kinds of internationalised domination.

—

About the Authors

David Sogge is a self-employed analyst on development cooperation, *Bob van der Winden* a self-employed organizational advisor and international cooperation consultant, both from Amsterdam, *René Roemersma* is coordinator of Worldcom foundation, working in theory and practice for communication in Development. This paper is based on a similar paper, *Civil Domains in Angolan Settings*,

Published in Justino Pinto de Andrade and Nuno Vidal: *Civil Society, Democracy and Human Rights in Angola* (Luanda & Lisbon: Angolan Catholic University and University of Coimbra, 2008) and on *Do not beat a drum with an axe*, master's thesis (2004) by Bob van der Winden.

Notes

- i. See Howell, J. and Pearce, J. (2001) *Civil society & development. A critical exploration*, London: Lynne Rienner.
- ii. See for example: Langohr, V. (2004) Too much civil society, too little politics, *Comparative Politics*, 36(2): 181-200.
- iii. Guyer, J. (1994) The spatial dimensions of civil society in Africa: An anthropologist looks at Nigeria, in J.W. Harbeson, D. Rothchild and N. Chazan (eds.), *Civil society and the state in Africa*, Boulder: Lynne Rienner, p. 223, cited in J. Ferguson (2007) *Power topographies*, in D. Nugent and J. Vincent (eds.) *A companion to the anthropology of politics*, Oxford: Blackwell, p. 390.
- iv. Habermas, J. (1989) *The structural transformation of the public sphere*, Cambridge, Mass.: MIT Press.
- v. Bayart, J.-F. (1999) *Africa in the world: A history of extraversion*, *African Affairs*, 99(395).
- vi. Doctoral thesis (2003) as well as: Comerford, M. (2005) *The peaceful face of Angola*, Luanda, p. xxiii. See also: Monga, C. (1997) Eight problems with African politics, *Journal of democracy*, 9(3): 156-70, cited in Comerford (2005) and Habermas, J. (1989) *The structural transformation of the public sphere*, Cambridge, Mass.: MIT Press.
- vii. Verweel, P. (2002) *Bewogen en gewogen: The power and weakness of vision and division*, Lecture for Forum, Utrecht, the Netherlands.
- viii. Antonissen, A. and Boessenkool, J. (1998) *Betekenenissen van besturen*, Utrecht: ISOR, p. 208.
- ix. Verweel, P. (2000) *Betekenisgeving in organisatiestudies*, Inaugural lecture, University of Utrecht.
- x. Heeks, R. (1999) *The tyranny of participation in information systems: Learning from development projects*, IDPM, University of Manchester.
- xi. Uvin, P. (1998) *Aiding violence. The development enterprise in Rwanda*, West Hartford: Kumarian. This important and surprisingly neglected study by a Belgian political scientist includes a devastating analysis in the chapter 'And where was civil society?'
- xii. Center for policy studies (Central European University) (2003) *In search of*

responsive government, Budapest.

xiii. Center for policy studies (2003) In search of responsive government, Budapest, p. 52.

xiv. Brett, E.A. (2005) From corporatism to liberalization in Zimbabwe, International Political Science Review, IPSA, Sage

xv. Easterly, W. (2007) The ideology of development, Foreignpolicy.com.

xvi. Chabal, P. and Daloz, J-P. (1999) Africa works. Disorder as political instrument, Oxford: James Currey.

xvii. Bond, P. and Manyanya, M. (2002) Zimbabwe's plunge, London: Merlin Press.

xviii. Gunning, J.W. and Oostendorp, R. (2002) Industrial change in Africa, Zimbabwean firms under structural adjustment, London: Palgrave.

xix. International Crisis Group (2007) Zimbabwe: A regional solution?

xx. Brett, E.A. (2005) From corporatism to liberalization in Zimbabwe, International Political Science Review, IPSA, Sage, p. 102.

xxi. Minnie, J. (2005) Outside the ballot box, an introduction, in Outside the ballot box, preconditions for elections in Southern Africa 2004/2005, Windhoek: MISA.

xxii. Maxwell, D. (1999) Christians and chiefs in Zimbabwe, Westport CT.

xxiii. Shungudzapera, P. (2001) The politics of land, Acquisition and struggles over land in the 'communal' areas of Zimbabwe Africa.

xxiv. Do not beat a drum with an axe, master's thesis (2004) by Bob van der Winden.

xxv. Raftopoulos, B. and Alexander, K. (2006) Reflections on democratic politics in Zimbabwe, Cape Town: Institute for Justice and Reconciliation.

xxvi. Matlosa, K., Uukunde, P. and Roemersma, R. (2004) Pre-Conditions for Elections Programme for Southern Africa (PEPSA): Feasibility and implementation framework.

xxvii. Biekart, K. (1999) The politics of civil society building. European private aid agencies and democratic transitions in Central America, Utrecht: International Books.

xxviii. Moyo, S. Makumbe, J. and Raftopoulos B. (2000) NGOs, the state and politics in Zimbabwe, Harare: Sapes Books.

xxix. Ibid.: 130.

xxx. Thanks to Andrew Moyse, director of Media Monitoring Project Zimbabwe, MMPZ

xxxi. Magaisa, A.T. (2006) A nation in dire straits. Law, politics and the crisis in Zimbabwe, The Inaugural Annual Basker Vashee Memorial Lecture, 8 June 2006,

Amsterdam.

xxxii. Dorman, S.R. (2005) *Democrats and donors: Studying democratisation in Africa*, in T. Kelsall and J. Igoe (eds.) *Between a rock and a hard place, African NGOs, donors and the state*, Carolina Academic Press.

xxxiii. Dorman, S.R. (2005) 'Make sure they count nicely this time': The politics of elections and election-observing in Zimbabwe, *Commonwealth and Comparative Politics*, 43(June).

xxxiv. Van der Zwan, J. (2006), in *Why templates for media development do not work in crisis states*, http://www.crisisstates.com/download/publicity/crisis_report_low.res.pdf.

xxxv. Media Institute of Southern Africa, especially the Zimbabwe Chapter.

xxxvi. Interview with chairman of the Teachers Union, by Bob van der Winden.

xxxvii. See: Matlosa, K., Uukunde, P. and Roemersma, R. (2004) *Pre-Conditions for Elections Programme for Southern Africa (PEPSA): Feasibility and Implementation Framework*.

xxxviii. Mbeki, M. (2008) 'Why SADC leaders keep backing Mugabe', *Sunday Tribune*, 17 February.

xxxix. Masunungurure, E. (2006) 'Why Zimbabweans do not rebel', *Zimonline opinion*, 22 September. Masunungurure is Chairman of the Department of Political and Administrative studies at the University of Zimbabwe.

xxxx. See also: Melber, H. (2006) *Liberation movements as governments: The unfinished business of decolonisation*, in *Outside the ballot Box 2005/6*, Windhoek: MISA.

xxxxi. Masunungurure, E. (2006) 'Why Zimbabweans do not rebel, part 2', *Zimonline opinion*, 28 September.