

Список литературы

- Aarts, H., & Dijksterhuis, A. (2003). The silence of the library: Environment, situational norm, and social behavior. *Journal of Personality and Social Psychology, 84*, 18–28.
- Abalakina-Paap, M., Stephan, W. G., Craig, T., & Gregory, W. L. (1999). Beliefs in conspiracies. *Political Psychology, 20*, 637–647.
- Abbate, S. S., Isgrò, A., Wicklund, R. A., & Boca, S. (2006). A field experiment on perspective-taking, helping, and self-awareness. *Basic and Applied Social Psychology, 28*, 283–287.
- Abbey, A. (1982). Sex differences in attributions for friendly behavior: Do males misperceive females' friendliness? *Journal of Personality and Social Psychology, 42*, 830–838.
- Abbey, A., Ross, L. T., McDuffie, D., & McAuslan, P. (1996). Alcohol, misperception, and sexual assault: How and why are they linked? In D. M. Buss & N. M. Malamuth (Eds.), *Sex, Power, Conflict* (pp. 138–161). New York: Oxford University Press.
- Abele, S., & Ehrhart, K. M. (2005). The timing effect in public good games. *Journal of Experimental Social Psychology, 41*, 470–481.
- Abelson, R. P. (1981). Psychological status of the script concept. *American Psychologist, 36*, 715–729.
- Abend, T. A., & Williamson, G. M. (2002). Feeling attractive in the wake of breast cancer: Optimism matters, and so do interpersonal relationships. *Personality & Social Psychology Bulletin, 28*, 427–436.
- Aberson, C. L., Healy, M., & Romero, V. (2000). Ingroup bias and self-esteem: A meta-analysis. *Personality and Social Psychology Review, 4*, 157–173.
- Abrahamson, A. C., Baker, L. A., & Caspi, A. (2002). Rebellious teens? Genetic and environmental influences on the social attitudes of adolescents. *Journal of Personality and Social Psychology, 83*, 1392–1408.
- Abu-Lughod, L. (1986). *Veiled sentiments: Honor and poetry in a Bedouin society*. Berkeley: University of California Press.
- Acker, M., & Davis, M. H. (1992). Intimacy, passion, and commitment in adult romantic relationships: A test of the triangular theory of love. *Journal of Social and Personal Relationships, 9*, 21–50.
- Ackerman, J. M., & Kenrick, D. T. (2008). The costs of benefits: Help-refusals highlight key trade-offs of social life. *Personality and Social Psychology Review, 12*, 118–140.
- Ackerman, J., Kenrick, D. T., & Schaller, M. (2007). Is friendship akin to kinship? *Evolution and Human Behavior, 28*, 365–374.
- Ackerman, J., Shapiro, J. R., Neuberg, S. L., Kenrick, D. T., Schaller, M., Becker, D. V., Griskevicius, V., & Maner, J. K. (2006). They all look the same to me (unless they're angry): From out-group homogeneity to out-group heterogeneity. *Psychological Science, 17*, 836–840.
- "Activist Mourns Ex-KKK Leader" (2005). *The News & Observer*, November 8. Available at www.newsobserver.com/102/v-print/story/362297.html.
- Adams, G. (2005). The cultural grounding of personal relationships: Enemyship in North American and West African worlds. *Journal of Personality and Social Psychology, 88*, 948–968.
- Adams, J. (1995). *Sellout: Aldrich Ames and the corruption of the CIA*. New York: Viking.
- Adams, R. G., & Bleisner, R. (1994). An integrative conceptual framework for friendship research. *Journal of Social and Personal Relationships, 11*, 163–184.
- Addis, M. E., & Mahalik, J. R. (2003). Men, masculinity, and the context of help seeking. *American Psychologist, 58*, 5–14.
- Adkins, B., & Caldwell, D. (2004). Firm or subgroup culture: Where does fitting in matter most? *Journal of Organizational Behavior, 25*, 969–978.
- Adorno, T. W., Frenkel-Brunswik, E., Levinson, D. J., & Sanford, R. N. (1950). *The authoritarian personality*. New York: Harper and Row.
- Afleck, G., Tennen, H., Pfeiffer, C., & Fifield, C. (1987). Appraisals of control and predictability in adapting to a chronic disease. *Journal of Personality and Social Psychology, 53*, 273–279.
- Ahmad, Y., & Smith, P. K. (1994). Bullying in schools and the issue of sex differences. In J. Archer (Ed.), *Male violence* (pp. 70–86). New York: Routledge.
- Aiello, J. R., & Douthitt, E. A. (2001). Social facilitation from Triplett to electronic performance monitoring. *Group Dynamics, 5*, 163–180.
- Ainsworth, M. D. S., Blehar, M. C., Waters, E., & Wall, S. (1978). *Patterns of attachment: Assessed in the strange situation and at home*. Hillsdale, NJ: Erlbaum.
- Ajzen, I. (1991). The theory of planned behavior. *Organizational Behavior and Human Decision Processes, 50*, 179–204.
- Akimoto, S. A., Sanbonmatsu, D. M., & Ho, E. A. (2000). Manipulating personal salience: The effects of performance expectations on physical positioning. *Personality and Social Psychology Bulletin, 26*, 755–761.
- Alba, J. W., & Marmorstein, H. (1987). The effects of frequency knowledge on consumer decision making. *Journal of Consumer Research, 14*, 14–25.
- Albarracín, D., & Mitchell, A. L. (2004). The role of defensive confidence in preference for proattitudinal information: How believing that one is strong can sometimes be a defensive weakness. *Personality and Social Psychology Bulletin, 30*, 1565–1584.
- Albarracín, 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.
- Albarracín, D., & Wyer, R. S. (2001). Elaborative and nonelaborative processing of a behavior-related communication. *Personality and Social Psychology Bulletin, 27*, 691–705.
- Albarracín, D., Johnston, 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.
- Alcock, J. (1989). *Animal behavior: An evolutionary approach* (4th ed.). Sunderland, MA: Sinauer Associates.
- Alcock, J. (1993). *Animal behavior: An evolutionary approach* (5th ed.). Sunderland, MA: Sinauer Associates.
- Aldag, R. J., & Fuller, S. R. (1993). Beyond fiasco: A reappraisal of the groupthink phenomenon and a new model of group decision processes. *Psychological Bulletin, 113*, 533–552.
- Aldhous, P. (1989). The effects of individual cross-fostering on the development of intrasex kin discrimination in male laboratory mice. *Animal Behavior, 37*, 741–750.
- Alexander, M. G., & Fisher, T. D. (2003). Truth and consequences: Using the bogus pipeline to examine sex differences in self-reported sexuality. *Journal of Sex Research, 40*, 27–35.
- Alford, J. R., Funk, C. L., & Hibbing, J. R. (2005). Are political orientations genetically transmitted? *American Political Science Review, 99*, 153–168.
- Alicke, M. D., & Govorun, O. (2005). The better-than-average effect. In M. D. Alicke, D. Dunning, & J. I. Krueger

- (Eds.), *The self in social perception* (pp. 85–106). New York: Psychology Press.
- Alicke, M. D., & Largo, E. (1995). The role of the self in the false consensus effect. *Journal of Experimental Social Psychology*, 31, 28–47.
- Allee, W. C., Collias, N., & Lutherman, C. (1939). Modification of the social order in flocks of hens by the injection of testosterone propionate. *Physiological Zoology*, 12, 412–440.
- Allen, J., Kenrick, D. T., Linder, D. E., & McCall, M. A. (1989). Arousal and attraction: A response facilitation alternative to misattribution and negative reinforcement models. *Journal of Personality and Social Psychology*, 57, 261–270.
- Allen, K. M., Blascovich, J., Tomaka, J., & Kelsey, R. M. (1991). Presence of human friends and pet dogs as moderators of autonomic responses to stress in women. *Journal of Personality and Social Psychology*, 61, 582–589.
- Allen, M. (1989). The man who broke North Haven's heart. *Yankee*, 53, 52.
- Allen, R. W., Madison, D. L., Porter, L. W., Renwick, P. A., & Mayes, B. T. (1979). Organizational politics: Tactics and characteristics of its actors. *California Management Review*, 22, 77–83.
- Allen, V. L., & Levine, J. M. (1969). Consensus and conformity. *Journal of Experimental Social Psychology*, 5, 389–399.
- Allgeier, A. R., Byrne, D., Brooks, B., & Reeves, D. (1979). The waffle phenomenon: Negative evaluations of those who shift attitudinally. *Journal of Applied Social Psychology*, 9, 170–182.
- Allison, S. T., & Kerr, N. L. (1994). Group correspondence biases and the provision of public goods. *Journal of Personality and Social Psychology*, 66, 688–698.
- Allison, S. T., & Messick, D. M. (1988). The feature-positive effect, attitude strength, and degree of perceived consensus. *Personality and Social Psychology Bulletin*, 14, 231–241.
- Allison, S. T., & Messick, D. M. (1990). Social decision heuristics in the use of shared resources. *Journal of Behavioral Decision Making*, 3, 195–204.
- Allison, S. T., Beggan, J. K., & Midgley, E. H. (1996). The quest for "similar instances" and "simultaneous possibilities": Metaphors in social dilemma research. *Journal of Personality and Social Psychology*, 71, 479–497.
- Alloy, L. B., & Abramson, L. Y. (1979). Judgment of contingency in depressed and nondepressed students: Sadder but wiser? *Journal of Experimental Psychology*, 108, 441–485.
- Alloy, L. B., Abramson, L. Y., & Viscusi, D. (1981). Induced mood and the illusion of control. *Journal of Personality and Social Psychology*, 41, 1129–1140.
- Allport, F. H. (1924). *Social psychology*. Boston: Houghton Mifflin.
- Allport, G. W. (1954). *The nature of prejudice*. Reading, MA: Addison-Wesley.
- Allport, G. W., & Kramer, B. M. (1946). Some roots of prejudice. *Journal of Psychology*, 22, 9–39.
- Allport, G. W., & Postman, L. (1947). *The psychology of rumor*. New York: Henry Holt.
- Allport, G. W., & Ross, J. M. (1967). Personal religious orientation and prejudice. *Journal of Personality and Social Psychology*, 5, 432–443.
- Altmeier, B. (1998). The other "authoritarian personality." In M. P. Zanna (Ed.), *Advances in Experimental Social Psychology* (Vol. 30, pp. 48–92). New York: Academic Press.
- Altmeier, B. (2004). Highly dominating, highly authoritarian personalities. *Journal of Social Psychology*, 144, 421–447.
- Alter, A. L., & Kwan, V. S. Y. (2009). Cultural sharing in a global village: Evidence for extracultural cognition in European Americans. *Journal of Personality and Social Psychology*, 96, 742–760.
- Alter, A. L., &Forgas, J. P. (2007). On being happy but fearing failure: The effects of mood on self-handicapping strategies. *Journal of Experimental Social Psychology*, 43, 947–954.
- Amato, P. R. (1983). Helping behavior in urban and rural environments. *Journal of Personality and Social Psychology*, 45, 571–586.
- Ambady, N., & Rosenthal, R. (1993). Half a minute: Predicting teacher evaluations from thin slices of nonverbal behavior and physical attractiveness. *Journal of Personality and Social Psychology*, 64, 431–441.
- Ambady, N., Bernieri, F. J., & Richeson, J. A. (2000). Toward a histology of social behavior: Judgmental accuracy from thin slices of the behavioral stream. In M. P. Zanna (Ed.), *Advances in experimental social psychology* (Vol. 32, pp. 201–271). San Diego, CA: Academic Press.
- Ambrose, M. L., Arnaud, A., Schminke, M. (2008). Individual moral development and ethical climate: The influence of person–organization fit on job attitudes. *Journal of Business Ethics*, 77, 323–333.
- American Society for Aesthetic Plastic Surgery. (2005). 11.5 million cosmetic procedures in 2005. Available at: http://www.surgery.org/press/news_release.php?iid=429.
- American Society for Aesthetic Plastic Surgery. (2009). "Cosmetic Procedures in 2007," accessed January 19, 2009, at http://www.surgery.org/public/consumer/trends/cosmetic_procedures_in_2007.
- Ammar, H. (1954). *Growing up in an Egyptian village: Silwa, Province of Aswan*. London: Routledge & Kegan Paul.
- Amodio, D. M. (2008). The social neuroscience of intergroup relations. *European Review of Social Psychology*, 19, 1–54.
- Amodio, D. M., Harmon-Jones, E., & Devine, P. G. (2003). Individual differences in the activation and control of affective race bias as assessed by startle eyeblink response and self-report. *Journal of Personality & Social Psychology*, 84, 738–753.
- Anderson, C. A. (1987). Temperature and aggression: Effects on quarterly, yearly, and city rates of violent and nonviolent crime. *Journal of Personality and Social Psychology*, 52, 1161–1173.
- Anderson, C. A., & Bushman, B. J. (1997). External validity of "trivial" experiments: The case of laboratory aggression. *Review of General Psychology*, 1, 19–41.
- Anderson, C. A., & Bushman, B. J. (2002). Human aggression. *Annual Review of Psychology*, 53, 27–51.
- Anderson, C. A., & DeNeve, K. M. (1992). Temperature, aggression, and the negative affect escape model. *Psychological Bulletin*, 111, 347–351.
- Anderson, C. A., & Dill, K. E. (2000). Video games and aggressive thoughts, feelings, and behavior in the laboratory and in life. *Journal of Personality & Social Psychology*, 78, 772–790.
- Anderson, C. A., & Bushman, B. J. (2001). Effects of violent video games on aggressive behavior, aggressive cognition, aggressive affect, physiological arousal, and prosocial behavior. A meta-analytic review of the literature. *Psychological Science*, 12, 353–359.
- Anderson, C. A., Buckley, K. E., & Carnagey, N. L. (2008). Creating your own hostile environment: A laboratory examination of trait aggressiveness and the violence escalation cycle. *Personality and Social Psychology Bulletin*, 34, 462–473.
- Anderson, C. A., Bushman, B. J., & Groom, R. W. (1997). Hot years and serious and deadly assault: Empirical tests of the heat hypothesis. *Journal of Personality and Social Psychology*, 73, 1213–1223.
- Anderson, C. A., Carnagey, N. L., & Eubanks, J. (2003). Exposure to violent media: Effects of songs with violent lyrics on aggressive thoughts and feelings. *Journal of Personality & Social Psychology*, 84, 960–971.
- Anderson, C. A., Carnagey, N. L., Flanagan, M., Benjamin, A. J., Eubanks, J., & Valentine, J. C. (2004). Violent video games: Specific effects of violent content on aggressive thoughts and behavior. In M. Zanna (Ed.), *Advances in*

- Experimental Social Psychology*, 36, 199–249.
- Anderson, D. E., DePaulo, B. M., & Ansfield, M. E. (2002). The development of deception detection skill: A longitudinal study of same sex friends. *Personality and Social Psychology Bulletin*, 28, 536–545.
- Anderson, J. L., Crawford, C. B., Nadeau, J., & Lindberg, T. (1992). Was the Duchess of Windsor right? A cross-cultural review of the sociobiology of ideals of female body shape. *Ethology and Sociobiology*, 13, 197–227.
- Anderson, N. H. (Ed.). (1991). *Contributions to information integration theory* (Vols. 1, 2, and 3). Hillsdale, NJ: Erlbaum.
- Anderson, S. C. (1993). Anti-stalking laws: Will they curb the erotomaniac's obsessive pursuit? *Law and Psychology Review*, 17, 171–191.
- Anderson, S. M., & Chen, S. (2002). The relational self: An interpersonal social-cognitive theory. *Psychological Review*, 109, 619–645.
- Andersson, J., & Roennberg, J. (1997). Cued memory collaboration: Effects of friendship and type of retrieval cue. *European Journal of Cognitive Psychology*, 9, 273–287.
- Andison, F. S. (1977). TV violence and viewer aggression: A cumulation of study results. *Public Opinion Quarterly*, 41, 314–331.
- Anthony, D. B., Holmes, J. G., & Wood, J. V. (2007). Social acceptance and self-esteem: Tuning the sociometer to interpersonal value. *Journal of Personality and Social Psychology*, 92, 1024–1039.
- Anthony, T., Copper, C., & Mullen, B. (1992). Cross-racial facial identification: A social cognitive integration. *Personality and Social Psychology Bulletin*, 18, 296–301.
- Antill, J. K. (1983). Sex role complementarity versus similarity in married couples. *Journal of Personality and Social Psychology*, 45, 145–155.
- Antonio, A. L., Chang, M. J., Hakuta, K., Kenny, D. A., Levin, S., & Milem, J. F. (2004). Effects of racial diversity on complex thinking in college students. *Psychological Science*, 15, 507–510.
- Apicella, C. L., Dreber, A., Campbell, B., Gray, P. B., Hoffman, M., & Little, A. C. (2008). Testosterone and financial risk preference. *Evolution and Human Behavior*, 29, 384–390.
- Applebome, P. (1983, May 31). Racial issues raised in robbery case. *New York Times*, p. A14.
- Applebome, P. (1984, March 22). Black is cleared by new arrest in Texas holdup. *New York Times*, p. A16.
- Archer, J. (1994). Introduction: Male violence in perspective. In J. Archer (Ed.), *Male Violence* (pp. 1–22). New York: Routledge.
- Archer, J. (2000). Sex differences in aggression between heterosexual partners: A meta-analytic review. *Psychological Bulletin*, 126, 651–680.
- Archer, J. (in press). Does sexual selection explain human sex differences in aggression? *Behavioral and Brain Sciences*.
- Archer, J., & Coyne, S. M. (2005). An integrated review of indirect, relational, and social aggression. *Personality & Social Psychology Review*, 9, 212–230.
- Archer, R. L. (1984). The farmer and the cowman should be friends: An attempt at reconciliation with Batson, Coke, and Psych. *Journal of Personality and Social Psychology*, 46, 709–711.
- Aries, E. J., & Johnson, F. L. (1983). Close friendship in adulthood: Conversational content between same-sex friends. *Sex Roles*, 9, 1183–1197.
- Arkes, H. R., Hackett, C., & Boehm, L. (1989). The generality of the relation between familiarity and judged validity. *Journal of Behavioral Decision Making*, 2, 81–94.
- Arkin, R. M., & Baumgardner, A. H. (1985). Self-handicapping. In J. H. Harvey & G. Weary (Eds.), *Basic issues in attribution theory and research* (pp. 169–202). New York: Academic Press.
- Arkin, R. M., & Baumgardner, A. H. (1988). *Social anxiety and self-presentation: Protective and acquisitive tendencies in safe versus threatening encounters*. Unpublished manuscript, University of Missouri, Columbia.
- Armitage, C. J., & Connor, M. (2001). Efficacy of the theory of planned behaviour: A meta-analytic review. *British Journal of Social Psychology*, 40, 471–499.
- Armor, 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.
- Armor, D. A., & Taylor, S. E. (2003). The effects of mindset on behavior: Self-regulation in deliberative and implemental frames of mind. *Personality and Social Psychology Bulletin*, 29, 86–95.
- Aron, A., & Westbay, L. (1996). Dimensions of the prototype of love. *Journal of Personality and Social Psychology*, 70, 535–551.
- Aron, A., Aron, E. N., & Smollan, D. (1992). Inclusion of other in the self scale and the structure of interpersonal closeness. *Journal of Personality and Social Psychology*, 63, 596–612.
- Aron, A., Melinat, E., Aron, E. N., Vallone, R. D., & Bator, R. J. (1997). The experimental generation of interpersonal closeness: A procedure and some preliminary findings. *Personality and Social Psychology Bulletin*, 23, 363–377.
- Aron, A., Norman, C. N., Aron, E. N., McKenna, C., & Heyman, R. E. (2000). Couples' shared participation in novel and arousing activities and experienced relationship quality. *Journal of Personality & Social Psychology*, 78, 273–284.
- Aron, E. N., & Aron, A. (1997). Sensory-processing sensitivity and its relation to introversion and emotionality. *Journal of Personality and Social Psychology*, 73, 345–368.
- Aronson, E. (1969). The theory of cognitive dissonance: A current perspective. In L. Berkowitz (Ed.), *Advances in experimental social psychology*. (Vol. 4, pp. 1–34). San Diego, CA: Academic Press.
- Aronson, E., Blaney, N., Stephan, C., Sikes, J., & Snapp, M. (1978). *The jigsaw classroom*. Beverly Hills, CA: Sage.
- Aronson, E., Turner, J. A., & Carlsmith, J. M. (1963). Communicator credibility and communication discrepancy as determinates of opinion change. *Journal of Abnormal and Social Psychology*, 67, 31–36.
- Aronson, E., Wilson, T. D., & Brewer, M. (1998). Experimentation in social psychology. In G. Lindzey and E. Aronson (Eds.), *Handbook of social psychology* (4th ed.), (pp. 99–142). New York: McGraw-Hill.
- Aronson, J., Fried, C. B., & Good, C. (2002). Reducing the effects of stereotype threat on African American college students by shaping theories of intelligence. *Journal of Experimental Social Psychology*, 38, 113–125.
- Aronson, J., 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.
- Arriaga, X. B., & Agnew, C. R. (2001). Being committed: Affective, cognitive, and conative components of relationship commitment. *Personality & Social Psychology Bulletin*, 27, 1190–1203.
- Arrow, H., McGrath, J. E., & Berdahl, J. L. (2000). *Small groups as complex systems: Formation, coordination, development, and adaptation*. Thousand Oaks, CA: Sage.
- “As Senate Hearings Begin, Hillary Clinton’s Image Soars.” (January 13, 2009). Gallup, accessed March 5, 2009, at <http://www.gallup.com/poll/113740/Senate-Hearings-Begin-Hillary-Clintons-Image-Soars.aspx>.
- Asch, S. E. (1955). Opinions and social pressures. *Scientific American*, 193, 31–35.
- Asch, S. E. (1956). Studies of independence and conformity: A minority of one against a unanimous majority. *Psychological Monographs*, 70 (9, Whole number 416).

- Aseltine, R. H., Jr., Gore, S., & Colten, M. E. (1994). Depression and the social developmental context of adolescence. *Journal of Personality and Social Psychology*, 67, 252–263.
- Ashburn-Nardo, L., Voils, C. I., & Monteith, M. J. (2001). Implicit associations as the seeds of intergroup bias: How easily do they take root? *Journal of Personality and Social Psychology*, 81, 789–799.
- Assad, K. K., Donnellan, M. B., & Conger, R. D. (2007). Optimism: An enduring resource for romantic relationships. *Journal of Personality and Social Psychology*, 93, 285–297.
- Asser, M. (2003, June 6). Who are Hamas? *BBC News Online*.
- Aune, R. K., & Basil, M. C. (1994). A relational obligations approach to the foot-in-the-mouth effect. *Journal of Applied Social Psychology*, 24, 546–556.
- Austin, J. R. (2003). Transactional memory in organizational groups: The effects of content, consensus, specialization, and accuracy on group performance. *Journal of Applied Psychology*, 88, 866–878.
- Axelrod, R. (1984). *The evolution of cooperation*. New York: Basic Books.
- Axelrod, R., & Hamilton, W. D. (1981). The evolution of cooperation. *Science*, 211, 1390–1396.
- Axelrod, R., Riolo, R. L., & Cohen, M. D. (2002). Beyond geography: Cooperation with persistent links in the absence of clustered neighborhoods. *Personality & Social Psychology Review*, 6, 341–346.
- Axsom, D., Yates, S., & Chaiken, S. (1987). Audience response as a heuristic cue in persuasion. *Journal of Personality and Social Psychology*, 53, 30–40.
- Ayres, I., & Siegelman, P. (1995). Race and gender discrimination in bargaining for a new car. *American Economic Review*, 85, 304–321.
- Bacon, F. T. (1979). Credibility of repeated statements. *Journal of Experimental Psychology: Human Learning and Memory*, 5, 241–252.
- Bahadhdah, A. M., & Tiemann, K. A. (2005). Mate selection criteria among Muslims living in America. *Evolution and Human Behavior*, 26, 432–440.
- Bailensen, J. N., Blascovich, J., & Guadagno, R. E. (2008). Self-representations in immersive virtual environments. *Journal of Applied Social Psychology*, 38, 2673–2690.
- Bailenson, J. N., & Yee, N. (2005). Digital chameleons: Automatic assimilation of nonverbal gestures in immersive virtual reality environments. *Psychological Science*, 16, 814–819.
- Bailenson, J. N., Beall, A. C., Loomis, J., Blascovich, J., & Turk, M. (2005). Transformed social interaction, augmented gaze, and social influence in immersive virtual environments. *Human Communication Research*, 31, 511–537.
- Bailenson, J. N., Blascovich, J., Beall, A. C., & Loomis, J. M. (2003). Interpersonal distance in immersive virtual environments. *Personality and Social Psychology Bulletin*, 29, 819–833.
- Bailey, J. M., Gaulin, S., Agyei, Y., & Gladue, B. A. (1994). Effects of gender and sexual orientation on evolutionarily relevant aspects of human mating psychology. *Journal of Personality and Social Psychology*, 66, 1081–1093.
- Baize, H. R., & Schroeder, J. E. (1995). Personality and mate selection in personal ads: Evolutionary preferences in a public mate selection process. *Journal of Social Behavior and Personality*, 10, 517–536.
- Baker, L. A., Pearcey, S. M., & Dabbs, J. M., Jr. (2002). Testosterone, alcohol, and civil and rough conflict resolution strategies in lesbian couples. *Journal of Homosexuality*, 42, 1637–1647.
- Balcetis, E., & Dunning, D. (2006). See what you want to see: Motivational influences on visual perception. *Journal of Personality and Social Psychology*, 91, 612–625.
- Baldwin, M. W., & Main, K. J. (2001). Social anxiety and the cued activation of relational knowledge. *Personality and Social Psychology Bulletin*, 27, 1637–1647.
- Ball, A. D., & Tasaki, L. H. (1992). The role and measurement of attachment in consumer behavior. *Journal of Consumer Psychology*, 1, 155–172.
- Baltes, B. B., Dickson, M. W., Sherman, M. P., Bauer, C. C., & LaGanke, J. (2002). Computer-mediated communication and group decision making: A meta-analysis. *Organizational Behavior and Human Decision Processes*, 87, 156–179.
- Banaji, M. R., & Greenwald, A. G. (1994). Implicit social cognition: Attitudes, self-esteem, and stereotypes. *Psychological Review*, 102, 4–27.
- Bandura, A. (1973). *Aggression: A social learning analysis*. Englewood Cliffs, NJ: Prentice-Hall.
- Bandura, A. (1977). Toward a unifying theory of behavioral change. *Psychological Review*, 84, 191–215.
- Bandura, A. (1983). Psychological mechanisms of aggression. In R. G. Geen & E. I. Donnerstein (Eds.), *Aggression: Theoretical and empirical reviews* (Vol. 1, pp. 1–40). New York: Academic Press.
- Bandura, A. (1986). *Social foundations of thought and action: A social-cognitive theory*. Englewood Cliffs, NJ: Prentice-Hall.
- Bandura, A., & Menlove, F. L. (1968). Factors determining vicarious extinction of avoidance behavior through symbolic modeling. *Journal of Personality and Social Psychology*, 8, 99–108.
- 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. (1963a). Imitation of film-mediated aggressive models. *Journal of Abnormal and Social Psychology*, 66, 3–11.
- Bandura, A., Ross, D., & Ross, S. A. (1963b). Vicarious reinforcement of imitative learning. *Journal of Abnormal and Social Psychology*, 67, 601–607.
- Bank, B. J., & Hansford, S. L. (2000). Gender and friendship: Why are men's best same-sex friendships less intimate and supportive? *Personal Relationships*, 7, 63–78.
- Bantel, K. A., & Jackson, S. E. (1989). Top management and innovations in banking: Does the composition of the top team make a difference? *Strategic Management Journal*, 10, 107–124.
- Barbee, A. P., Cunningham, M. R., Winstead, B. A., Derlega, V. J., Gulley, M. R., Yankelev, P. A., & Druen, P. B. (1993). Effects of gender role expectations on the social support process. *Journal of Social Issues*, 49, 175–190.
- Bargh, J. A., & Pratto, F. (1986). Individual construct accessibility and perceptual selection. *Journal of Experimental Social Psychology*, 22, 293–311.
- Bargh, J. A., & Thein, R. D. (1985). Individual construct accessibility, person memory, and the recall-judgment link: The case of information overload. *Journal of Personality and Social Psychology*, 49, 1129–1146.
- Bargh, J. A., & Williams, E. L. (2006). The automaticity of social life. *Psychological Science*, 15, 1–4.
- Bargh, J. A., Chen, M., & Burrows, L. (1996). Automaticity of social behavior: Direct effects of trait construct and stereotype activation on action. *Journal of Personality and Social Psychology*, 71, 230–244.
- Bargh, J. A., Raymond, P., Pryor, J. B., & Strack, F. (1995). The attractiveness of the underlying: An automatic power (R) sex association and its consequences for sexual harassment. *Journal of Personality and Social Psychology*, 68, 768–781.
- Bargh, J., & McKenna, K. (2004). The Internet and social life. *Annual Review of Psychology*, 55, 573–590.
- Barker, R. G., & Gump, P. V. (1964). *Big school, small school: High school size and student behavior*. Stanford, CA: Stanford University Press.
- Barlett, C. P., Harris, R. J., & Bruey, C. (2008). The effect of the amount of blood in a violent video game on aggression, hostility, and arousal. *Journal*

- of *Experimental Social Psychology*, 44, 539–546.
- Barley, S. R., & Bechky, B. A. (1994). In the backrooms of science: The work of technicians in science labs. *Work and Occupations*, 21, 85–126.
- Barling, J., & Rosenbaum, A. (1986). Work stressors and wife abuse. *Journal of Applied Psychology*, 71, 346–48.
- Barlow, D. H., & Durand, V. M. (1995). *Abnormal psychology: An integrative approach*. Pacific Grove, CA: Brooks/Cole.
- Barnard, M. M., Maio, G. R., & Olson, J. M. (2003). The vulnerability of values to attack. *Personality and Social Psychology Bulletin*, 29, 63–75.
- Barnett, M. A., Sinisi, C. S., Jaet, B. P., Bealer, R., Rodell, P., & Saunders, L. C. (1990). Perceiving gender differences in children's help-seeking. *Journal of Genetic Psychology*, 151, 451–460.
- Baron, R. A. (1974). The aggression inhibiting influence of heightened sexual arousal. *Journal of Personality & Social Psychology*, 30, 318–322.
- Baron, R. A. (1989). Personality and organizational conflict: Effects of Type A behavior pattern and self-monitoring. *Organizational Behavior and Human Decision Processes*, 44, 281–296.
- Baron, R. A., & Richardson, D. R. (1994). *Human aggression* (2nd ed.). New York: Plenum.
- Baron, R. M., & Boudreau, L. A. (1987). An ecological perspective on integrating personality and social psychology. *Journal of Personality and Social Psychology*, 53, 1222–1228.
- Baron, R. M., & Misovich, S. J. (1993). Dispositional knowing from an ecological perspective. *Personality and Social Psychology Bulletin*, 19, 541–552.
- Baron, R. S. (1986). Distraction-conflict theory: Progress and problems. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (pp. 1–40). Orlando, FL: Academic Press.
- Baron, R. S. (2000). Arousal, capacity, and intense indoctrination. *Personality and Social Psychology Review*, 4, 238–254.
- Baron, R. S., & Roper, G. (1976). Reaffirmation of social comparison views of choice shifts: Averaging and extremity effects in an autokinetic situation. *Journal of Personality and Social Psychology*, 33, 521–530.
- Baron, R. S., & Bellman, S. B. (2007). No guts, no glory: Courage, harassment and minority influence. *European Journal of Social Psychology*, 37, 101–124.
- Baron, R. S., Hoppe, S. I., Kao, C. F., Brunsman, B., Linneweh, B., & Rogers, D. (1996). Social corroboration and opinion extremity. *Journal of Experimental Social Psychology*, 32, 537–560.
- Baron, R. S., Vandello, J., & 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.
- Barr, A., Bryan, A., & Kenrick, D. T. (2002). Socially shared cognitions about desire, frequency, and satisfaction in men and women. *Personal Relationships*, 9, 287–300.
- Barreto, M., Spears, R., Ellemers, N., & Shahinper, K. (2003). Who wants to know? The effect of audience on identity expression among minority group members. *British Journal of Social Psychology*, 42, 299–318.
- Barry, B., & Stewart, G. L. (1997). Composition, process, and performance in self-managed groups: The role of personality. *Journal of Applied Psychology*, 82, 62–78.
- Bar-Tal, D., & Raviv, A. (1982). A cognitive-learning model of helping behavior development: Possible implications and applications. In N. Eisenberg (Ed.), *The development of prosocial behavior* (pp. 199–217). New York: Academic Press.
- Bartholow, B. D., & Anderson, C. A. (2002). Effects of violent video games on aggressive behavior: Potential sex differences. *Journal of Experimental Social Psychology*, 38, 283–290.
- Bartholow, B. D., & Heinz, A. (2006). Alcohol and aggression without consumption: Alcohol cues, aggressive thoughts, and hostile perception bias. *Psychological Science*, 17, 30–37.
- Bartholow, B. D., Anderson, C. A., Carnagey, N. L., & Benjamin, A. J. (2005). Interactive effects of life experience and situational cues on aggression: The weapons priming effect in hunters and nonhunters. *Journal of Experimental Social Psychology*, 41, 48–60.
- Bartholow, B. D., Bushman, B. J., & Sestir, M. A. (2006). Chronic violent video game exposure and desensitization to violence: Behavioral and event-related brain potential data. *Journal of Experimental Social Psychology*, 42, 532–539.
- Bartholow, B. D., Sestir, M. A., & Davis, E. B. (2005). Correlates and consequences of exposure to video game violence: Hostile personality, empathy, and aggressive behavior. *Personality and Social Psychology Bulletin*, 31, 1573–1586.
- Bartlett, F. A. (1932). *A study in experimental and social psychology*. New York: Cambridge University Press.
- Bartol, K. M., & Martin, D. C. (1986). Women and men in task groups. In R. D. Ashmore & F. K. Del Boca (Eds.), *The social psychology of female-male relations: A critical analysis of central concepts* (pp. 259–310). New York: Academic Press.
- Barton, J. (1974). *Lectures on female education*. New York: Gaine.
- Bartz, J. A., and Lydon, J. E. (2006). Navigating the interdependence dilemma: Attachment goals and the use of communal norms with potential close others. *Journal of Personality and Social Psychology*, 91, 77–96.
- Bass, B. M. (1998). *Transformational leadership: Industry, military, and educational impact*. Mahwah, NJ: Erlbaum.
- Bass, B. M., & Avolio, B. J. (1993). Transformational leadership: A response to critiques. In M. M. Chemers & R. Ayman (Eds.), *Leadership theory and research: Perspectives and directions* (pp. 49–80). San Diego, CA: Academic Press.
- Bassili, J. N. (1996). Meta-judgmental versus operative indexes of psychological attributes: The case of measures of attitude strength. *Journal of Personality and Social Psychology*, 71, 637–653.
- Bastardi, A., & Shafir, E. (1998). On the pursuit and misuse of useless information. *Journal of Personality and Social Psychology*, 75, 19–32.
- Bateup, H. S., Booth, A., Shirtcliff, E. A., & Granger, D. A. (2002). Testosterone, cortisol, and women's competition. *Evolution & Human Behavior*, 23, 181–192.
- Bator, R. J., & Cialdini, R. B. (2006). The nature of consistency motivation: Consistency, aconsistency, and anticonsistency in a dissonance paradigm. *Social Influence*, 1, 208–233.
- Batson, C. D. (1991). *The altruism question: Toward a social-psychological answer*. Hillsdale, NJ: Erlbaum.
- Batson, C. D., & Burris, C. T. (1994). Personal religion: Depressant or stimulant of prejudice and discrimination. In M. P. Zanna & J. M. Olson (Eds.), *The psychology of prejudice: The Ontario Symposium* (Vol. 7, pp. 149–169). Hillsdale, NJ: Erlbaum.
- Batson, C. D., & Shaw, L. L. (1991). Evidence for altruism: Toward a pluralism of prosocial motives. *Psychological Inquiry*, 2, 107–122.
- Batson, C. D., & Ventis, W. L. (1982). *The religious experience: A social-psychological perspective*. New York: Oxford University Press.
- Batson, C. D., Batson, J. G., Griffitt, C. A., Barrientos, S., Brandt, J. R., Sprengelmeyer, P., & Bayly, M. J. (1989). Negative-state relief and the empathy-altruism hypothesis. *Journal of Personality and Social Psychology*, 56, 922–933.
- Batson, C. D., Duncan, B. D., Ackerman, P., Buckley, T., & Birch, K. (1981). Is empathic emotion a source of altruistic

- motivation? *Journal of Personality and Social Psychology*, 40, 290–302.
- Batson, C. D., Dyck, J. L., Brandt, J. R., Batson, J. G., Powell, A. L., McMaster, M. R., & Griffitt, C. (1988). Five studies testing two new egoistic alternatives to the empathy-altruism hypothesis. *Journal of Personality and Social Psychology*, 55, 52–77.
- Batson, C. D., Eklund, J. H., Chermok, V. L., Hoyt, J. L., & Ortiz, B. G. (2007). An additional antecedent of empathic concern: Valuing the welfare of the person in need. *Journal of Personality and Social Psychology*, 93, 65–74.
- Batson, C. D., Flink, C. H., Schoenrade, P. A., Fultz, J., & Pych, V. (1986). Religious orientation and overt versus covert racial prejudice. *Journal of Personality and Social Psychology*, 50, 175–181.
- Batson, C. D., Polycarpou, M. P., Harmon-Jones, E., Imhoff, H. J., Mitchener, E. C., Bednar, L. L., Klein, T. R., & Highberger, L. (1997a). Empathy and attitudes: Can feeling for a member of a stigmatized group improve feelings toward the group? *Journal of Personality and Social Psychology*, 72, 105–118.
- Batson, C. D., Sager, K., Garst, E., Kang, M., Rubchinsky, K., & Dawson, K. (1997b). Is empathy-induced helping due to self-other merging? *Journal of Personality and Social Psychology*, 73, 495–509.
- Batson, C. D., Turk, C. L., Shaw, L. L., & Klein, T. R. (1995). Information function of empathic emotion: Learning that we value the other's welfare. *Journal of Personality and Social Psychology*, 68, 300–313.
- Baum, A., & Davis, G. E. (1980). Reducing the stress of high-density living: An architectural intervention. *Journal of Personality and Social Psychology*, 38, 471–481.
- Baumeister, R. F. (1982). A self-presentational view of social phenomena. *Psychological Bulletin*, 91, 3–26.
- Baumeister, R. F. (1993). Understanding the inner nature of low self-esteem: Uncertain, fragile, protective, and conflicted. In R. F. Baumeister (Ed.), *Self-esteem: The puzzle of low self-regard* (pp. 201–218). New York: Plenum.
- Baumeister, R. F. (1998). The self. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (4th ed.) (Vol. 1, pp. 680–740). New York: McGraw-Hill.
- Baumeister, R. F. (2004). Gender and erotic plasticity: Sociocultural influences on the sex drive. *Sexual and Relationship Therapy*, 19, 133–139.
- Baumeister, R. F., & Campbell, W. K. (1999). The intrinsic appeal of evil: Sadism, sensational thrills, and threatened egotism. *Personality & Social Psychology Review*, 3, 210–221.
- Baumeister, R. F., & Ilko, S. A. (1995). Shallow gratitude: Public and private acknowledgment of external help in accounts of success. *Basic and Applied Social Psychology*, 16, 191–209.
- 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., & Showers, C. J. (1986). A review of paradoxical performance effects: Choking under pressure in sports and mental tests. *European Journal of Social Psychology*, 16, 361–383.
- Baumeister, R. F., & Sommer, K. L. (1997). What do men want? Gender differences and two spheres of belongingness. *Psychological Bulletin*, 122, 38–44.
- 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: Guilford Press.
- Baumeister, R. F., & Vohs, K. D. (2004). Sexual economics: Sex as female resource for social exchange in heterosexual interactions. *Personality and Social Psychology Review*, 8, 339–363.
- Baumeister, R. F., Bratslavsky, E., Muraven, M., & Tice, D. M. (1998). Ego depletion: Is the active self a limited resource? *Journal of Personality and Social Psychology*, 74, 1252–1265.
- Baumeister, R. F., Bushman, B. J., & Campbell, W. K. (2000). Self-esteem, narcissism, and aggression: Does violence result from low self-esteem or from threatened egotism? *Current Directions in Psychological Science*, 9, 26–29.
- Baumeister, R. F., Campbell, J. D., Kreuger, J. I., & Vohs, K. D. (2003). Does high self-esteem cause better performance, interpersonal success, happiness, or healthier lifestyles? *Psychological Science in the Public Interest*, 4, 1–44.
- Baumeister, R. F., Catanese, K. R., & Vohs, K. D. (2001). Is there a gender difference in strength of sex drive? Theoretical views, conceptual distinctions, and a review of relevant evidence. *Personality & Social Psychology Review*, 5, 242–273.
- Baumeister, R. F., DeWall, C. N., Ciarocco, N. H., & Twenge, J. M. (2005). Social exclusion impairs self-regulation. *Journal of Personality & Social Psychology*, 88, 589–604.
- Baumeister, R. F., Hutton, D. G., & Tice, D. M. (1989). Cognitive processes during deliberate self-presentation: How self-presenters alter and misinterpret the behavior of their inter-action partners. *Journal of Experimental Social Psychology*, 25, 59–78.
- Baumeister, R. F., Smart, L., & Boden, J. M. (1996). Relation of threatened egotism to violence and aggression: The dark side of high self-esteem. *Psychological Review*, 103, 5–33.
- Baumeister, R. F., Wotman, S. R., & Stillwell, A. M. (1993). Unrequited love: On heartbreak, anger, guilt, scriptlessness, and humiliation. *Journal of Personality and Social Psychology*, 64, 377–394.
- Baumgardner, A. H., & Brownlee, E. A. (1987). Strategic failure in social interaction: Evidence for expectancy disconfirmation processes. *Journal of Personality and Social Psychology*, 52, 525–535.
- Beach, S. R. H., Tesser, A., Fincham, F. D., Jones, D. J., Johnson, D., & Whitaker, D. J. (1998). Pleasure and pain in doing well, together: An investigation of performance-related affect in close relationships. *Journal of Personality and Social Psychology*, 74, 923–938.
- 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, 1835–1846.
- Bearman, P. S., & Moody, J. (2004). Suicide and friendships among American adolescents. *American Journal of Public Health*, 94, 89–95.
- Becker, B. J. (1988). Influence again: An examination of reviews and 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). New York: Academic Press.
- Becker, D. V., Kenrick, D. T., Guerin, S., & Maner, J. K. (2005). Concentrating on beauty: Sexual selection and sociospatial memory. *Personality and Social Psychology Bulletin*, 31, 1643–1652.
- Becker, D. V., Kenrick, D. T., Neuberg, S. L., Blackwell, K. C., & Smith, D. M. (2007). The confounded nature of angry men and happy women. *Journal of Personality and Social Psychology*, 92, 179–190.
- Becker, H. S. (1963). *Outsiders*. New York: Free Press.
- Becker, S. W., & Eagly, A. H. (2004). The heroism of women and men. *American Psychologist*, 59, 163–178.
- Becoming Barbie. (1995, December 8). 20/20, American Broadcasting Company.
- Beggan, J. K., & Allison, S. T. (1997). More than meets the eyes: Support for the mere-ownership effect. *Journal of Consumer Psychology*, 6, 285–297.

- Beilock, S. L., & Carr, T. H. (2001). On the fragility of skilled performance: What governs choking under pressure? *Journal of Experimental Psychology: General*, 130, 701–725.
- Beilock, S. L., Rydell, R. J., & McConnell, A. R. (2007). Stereotype threat and working memory: Mechanisms, alleviation, and spillover. *Journal of Experimental Psychology: General*, 136, 256–276.
- Bell, P. A. (2005). Reanalysis and perspective in the heat-aggression debate. *Journal of Personality and Social Psychology*, 88, 71–73.
- Bell, S. T. (2007). Deep-level composition variables as predictors of team performance: A meta-analysis. *Journal of Applied Psychology*, 92, 595–615.
- Bello, M. (2008, October 7). Poll: Donors feel fiscal squeeze. *USA TODAY*, p. 15E.
- Belson, W. A. (1978). *Television violence and the adolescent boy*. Westmead, UK: Saxon House, Teakfield.
- Bem, D. J. (1967). Self-perception: An alternative explanation of cognitive dissonance phenomena. *Psychological Review*, 74, 183–200.
- 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.
- Benensen, J. F., & Alavi, K. (2004). Sex differences in children's investment in same-sex peers. *Evolution and Human Behavior*, 25, 258–266.
- Benenson, J. F., & Schinazi, J. (2004). Sex differences in reactions to outperforming same-sex friends. *British Journal of Developmental Psychology*, 22, 317–333.
- Benenson, J. F., & Koulnazarian, M. (2008). Sex differences in help-seeking appear in early childhood. *British Journal of Developmental Psychology*, 26, 163–169.
- Benenson, J. F., Pascoe, J., & Radmore, N. (2007). Children's altruistic behavior in the dictator game. *Evolution and Human Behavior*, 28, 168–175.
- Bennett, B. (2005, December 12). True confessions? *Time*, 166, 45–46.
- Ben-Zeev, T., Fein, S., & Inzlicht, M. (2005). Stereotype threat and arousal. *Journal of Experimental Social Psychology*, 41, 174–181.
- Berg, J. H., Stephan, W. G., & Dodson, M. (1981). Attributional modesty in women. *Psychology of Women Quarterly*, 5, 711–727.
- 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.
- Berkowitz, L. (1972). Social norms, feelings, and other factors affecting helping behavior and altruism. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 6, pp. 63–108). New York: Academic Press.
- Berkowitz, L. (1989). Frustration-aggression hypothesis: Examination and reformulation. *Psychological Bulletin*, 106, 59–73.
- Berkowitz, L. (1990). On the formation and regulation of anger and aggression: A cognitive-neoassociationistic analysis. *American Psychologist*, 45, 494–503.
- Berkowitz, L. (1993a). *Aggression*. New York: McGraw-Hill.
- Berkowitz, L. (1993b). Pain and aggression: Some findings and implications. *Motivation and Emotion*, 17, 277–293.
- Berkowitz, L., & Harmon-Jones, E. (2004). Toward an understanding of the determinants of anger. *Emotion*, 4, 107–130.
- Berkowitz, L., & LePage, A. (1967). Weapons as aggression-eliciting stimuli. *Journal of Personality and Social Psychology*, 7, 202–207.
- Berkowitz, L., & Thome, P. R. (1987). Pain expectation, negative affect, and angry aggression. *Motivation and Emotion*, 11, 183–193.
- Berkowitz, L., Cochran, S., & Embree, M. (1981). Physical pain and the goal of aversively stimulated aggression. *Journal of Personality and Social Psychology*, 40, 687–700.
- Bernard, M. M., Maio, G. R., & Olsen, 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. D. (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.
- Berns, G. S., Chappelow, J., Zink, C. F., Pagnoni, G., Martin-Skurski, M. E., & Richards, J. (2005). Neurobiological correlates of social conformity and independence during mental rotation. *Biological Psychiatry*, 58, 245–253.
- Berrnson, G. G., & Cacioppo, J. T. (2000). Psychobiology and social psychology: Past, present, and future. *Personality & Social Psychology Review*, 4, 3–15.
- Berry, D. S., & Landry, J. C. (1997). Facial maturity and daily social interaction. *Journal of Personality and Social Psychology*, 72, 570–580.
- Berscheid, E. (1983). Emotion. In H. H. Kelley, E. Berscheid, A. Christensen, J. Harvey, T. Huston, G. Loevinger, E. McClintock, L. A. Peplau, & D. Peterson (Eds.), *Close relationships* (pp. 110–168). San Francisco: Freeman.
- Berscheid, E. (2006). Searching for the meaning of "love." In R. J. Sternberg & K. Weis (Eds.), *The new psychology of love* (pp. 171–173). New Haven, CT: Yale University Press.
- 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. (1974). A little bit about love. In T. Huston (Ed.), *Foundations of interpersonal attraction* (pp. 355–381). New York: Academic Press.
- Berscheid, E., & Walster, E. (1978). *Interpersonal attraction* (2nd ed.). Reading, MA: Addison-Wesley.
- Berscheid, E., Snyder, M., & Omoto, A. (1989). The relationship closeness inventory: Assessing the closeness of interpersonal relationships. *Journal of Personality and Social Psychology*, 57, 792–807.
- Bertilson, H. S. (1990). Aggression. In V. J. Derlega, B. A. Winstead, & W. H. Jones (Eds.), *Personality: Contemporary theory and research* (pp. 458–480). Chicago: Nelson-Hall.
- Besag, V. (1989). *Bullies and victims in school*. Philadelphia, PA: Open University Press.
- Betz, A. L., Skoronski, J. J., Ostrom, T. M. (1996). Shared realities: Social influence and stimulus memory. *Social Cognition*, 14, 113–140.
- Bickman, L. (1971). The effect of another bystander's ability to help on bystander intervention in an emergency. *Journal of Experimental Social Psychology*, 7, 367–379.
- Bickman, L. (1974). The social power of a uniform. *Journal of Applied Social Psychology*, 4, 47–61.
- Biek, M., Wood, W., & Chaiken, S. (1996). Working knowledge, cognitive processing, and attitudes: On the determinants of bias. *Personality and Social Psychology Bulletin*, 22, 547–556.
- Biel, A., & Garling, T. (1995). The role of uncertainty in resource dilemmas. *Journal of Environmental Psychology*, 15, 221–233.
- Biernat, M., & Manis, M. (1994). Shifting standards and stereotype-based judgments. *Journal of Personality and Social Psychology*, 66, 5–20.
- Biernat, M., Kobrynowicz, D., & Weber, D. L. (2003). Stereotypes and shifting standards: Some paradoxical effects of cognitive load. *Journal of Applied Social Psychology*, 33, 2060–2079.
- Biesanz, J. C., Neuberg, S. L., Smith, D. M., Asher, T., & Judice, T. N. (2001). When accuracy-motivated perceivers fail: Limited attentional capacity and the reemerging self-fulfilling prophecy. *Personality and Social Psychology Bulletin*, 27, 621–629.
- Biesanz, J. C., West, S. G., & Millevoi, A. (2007). What do you learn about someone over time? The relationship

- between length of acquaintance and consensus and self-other agreement in judgments of personality. *Journal of Personality and Social Psychology*, 92, 119–135.
- Bigler, R. S. (1999). The use of multicultural curricula and materials to counter racism in children. *Journal of Social Issues*, 55, 687–705.
- Biner, P. M., Angle, S. T., Park, J. H., Mellinger, A. E., & Barber, B. C. (1995). Need state and the illusion of control. *Personality and Social Psychology Bulletin*, 21, 899–907.
- Birnbaum, G. E., Reis, H. T., Mikulincer, M., Gillath, O., & Orpaz, A. (2006). When sex is more than just sex: Attachment orientations, sexual experience, and relationship quality. *Journal of Personality and Social Psychology*, 91, 929–943.
- Bjerklie, D. (2003, July 28). The Katie Couric effect. *Time*, 73.
- Bjorkqvist, K., Osterman, K., & Lagerspetz, K. M. J. (1994). Sex differences in covert aggression among adults. *Aggressive Behavior*, 20, 27–33.
- Black, S. L., & Bevan, S. (1992). At the movies with Buss and Durkee: A natural experiment on film violence. *Aggressive Behavior*, 18, 37–45.
- Blaine, B., & Crocker, J. (1993). Self-esteem and self-serving biases in reactions to positive and negative events: An integrative review. In R. Baumeister (Ed.), *Self-esteem: The puzzle of low self-regard* (pp. 55–86). New York: Plenum.
- Blair, I. V., & Jost, J. T. (2003). Exit, loyalty, and collective action among workers in a simulated business environment: Interactive effects of group identification and boundary permeability. *Social Justice Research*, 16, 95–108.
- Blair, R. J. R. (2004). The roles of orbital frontal cortex in the modulation of antisocial behavior. *Brain and Cognition*, 55, 198–208.
- Blanchard, F. A., Crandall, C. S., Brigham, J. C., & Vaughn, L. A. (1994). Condemning and condoning racism: A social context approach to interracial settings. *Journal of Applied Psychology*, 79, 993–997.
- Blanchard, F. A., Lilly, T., & Vaughn, L. A. (1991). Reducing the expression of racial prejudice. *Psychological Science*, 2, 101–105.
- Blanchard, F. A., Weigel, R. H., & Cook, S. W. (1975). The effect of relative competence of group members upon interpersonal attraction in cooperating interracial groups. *Journal of Personality and Social Psychology*, 32, 519–530.
- Blanck, P. D., Rosenthal, R., Snodgrass, S. E., DePaulo, B. M., & Zuckerman, M. (1981). Sex differences in eavesdropping on nonverbal cues: Developmental changes. *Journal of Personality and Social Psychology*, 41, 391–396.
- Blanton, H., & Jaccard, J. (2006). Arbitrary metrics in psychology. *American Psychologist*, 61, 27–41.
- Blanton, H., & Stapel, D. A. (2008). Unconscious and spontaneous and . . . complex: The three selves model of social comparison assimilation and contrast. *Journal of Personality and Social Psychology*, 94, 1018–1032.
- 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.
- Blanton, H., Cooper, J., Skurnik, I., & Aronson, J. (1997). When bad things happen to good feedback: Exacerbating the need for self-justification with self-affirmations. *Personality and Social Psychology Bulletin*, 23, 684–692.
- Blascovich, J., & Kelsey, R. M. (1990). Using electrodermal and cardiovascular measures of arousal in social psychological research. In C. Hendrick & M. S. Clark (Eds.), *Review of Personality and Social Psychology: Research methods in personality and social psychology* (Vol. 11, pp. 45–73). Newbury Park, CA: Sage.
- Blascovich, J., Ginsberg, G. P., & Howe, R. C. (1975). Blackjack and the risky shift, II: Monetary stakes. *Journal of Experimental Social Psychology*, 11, 224–232.
- Blascovich, J., Loomis, J., Beall, A., Swinth, K., Hoyt, C., & Bailenson, J. N. (2002). Immersive virtual environment technology as a methodological tool for social psychology. *Psychological Inquiry*, 13, 103–124.
- Blascovich, J., Mendes, W. B., Hunter, S. B., & Salomon, K. (1999). Social “facilitation” as challenge and threat. *Journal of Personality & Social Psychology*, 77, 68–77.
- Blass, T. (1991). Understanding behavior in the obedience experiment: The role of personality, situations, and their interactions. *Journal of Personality and Social Psychology*, 60, 398–413.
- Blass, T. (1999). The Milgram paradigm after 35 years. *Journal of Applied Social Psychology*, 29, 955–978.
- Blass, T. (2000). *Obedience to authority: Current perspectives on the Milgram paradigm*. Mahwah, NJ: Erlbaum.
- Blau, F. D., & Kahn, L. M. (2000). *Gender differences in pay*. National Bureau of Economic Research Working Paper: 7732.
- Bleske-Rechek, A. L., & Buss, D. M. (2001). Opposite-sex friendship: Sex differences and similarities in initiation, selection, and dissolution. *Personality & Social Psychology Bulletin*, 27, 1310–1323.
- Bless, H., Bohner, G., Schwarz, N., & Strack, F. (1990). Mood and persuasion: A cognitive response analysis. *Personality and Social Psychology Bulletin*, 16, 331–345.
- Bly, B., Pierce, M., & Prendergast, J. (1986, January). Twenty-two rules for successful self-promotion. *Direct Marketing*, 48, 74.
- Bobrow, D., & Bailey, J. M. (2001). Is male homosexuality maintained via kin selection? *Evolution and Human Behavior*, 22, 361–368.
- Bodenhausen, G. V. (1990). Stereotypes as judgmental heuristics: Evidence of circadian variations in discrimination. *Psychological Science*, 1, 319–322.
- Bodenhausen, G. V., Kramer, G. P., & Süsser, K. (1994). Happiness and stereotypic thinking in social judgment. *Journal of Personality and Social Psychology*, 66, 621–632.
- Bodenhausen, G. V., & Lichtenstein, M. (1987). Social stereotypes and information-processing strategies: The impact of task complexity. *Journal of Personality and Social Psychology*, 52, 871–880.
- Bodenhausen, G. V., Sheppard, L. A., & Kramer, G. P. (1994). Negative affect and social judgment: The differential impact of anger and sadness. *European Journal of Social Psychology*, 24, 45–62.
- Boehm, L. E. (1994). The validity affect: A search for mediating variables. *Personality and Social Psychology Bulletin*, 20, 285–293.
- Boen, F., Vanbeselaere, N., Pandelaere, Dewitte, S., Duriez, B., Snaeuwaert, B., Feys, J., Dierckx, V., & Van Avermaet, E. (in press). Politics and basking-in-reflected-glory. *Basic and Applied Social Psychology*, 24, 204–213.
- Bogaert, S., Boone, C., & Declerck, C. (2008). Social value orientation and cooperation in social dilemmas: A review and conceptual model. *British Journal of Social Psychology*, 47, 453–480.
- Bogart, L. M., & Helgeson, V. S. (2000). Social comparisons among women with breast cancer: A longitudinal investigation. *Journal of Applied Social Psychology*, 30, 547–575.
- Bogart, L. M., Benotsch, E. G., & Pavlovic, J. D. (2004). Feeling superior but threatened: The relation of narcissism to social comparison. *Basic and Applied Social Psychology*, 26, 35–44.
- Bohra, K. A., & Pandey, J. (1984). Ingratiation toward strangers, friends, and bosses. *Journal of Social Psychology*, 122, 217–222.
- Boldry, J. G., Gaertner, L., & Quinn, J. (2007). Measuring the measures: A meta-analytic investigation of the

- measures of outgroup homogeneity. *Group Processes and Intergroup Relations*, 10, 157–178.
- Bolger, N., & Amarel, D. (2007). Effects of social support visibility on adjustment to stress. *Journal of Personality and Social Psychology*, 92, 458–475.
- Bolger, N., & Eckenrode, J. (1991). Social relationships, personality, and anxiety during a major stressful event. *Journal of Personality and Social Psychology*, 61, 440–449.
- Bonacich, E. (1972). A theory of ethnic antagonism: The split labor market. *American Sociological Review*, 37, 547–559.
- Bonanno, G. A., Rennicke, C., & Dekel, S. (2005). Self-enhancement among high-exposure survivors of the September 11th terrorist attack: Resilience or social maladjustment? *Journal of Personality and Social Psychology*, 88, 984–998.
- Bond, C. F., & Titus, L. J. (1983). Social facilitation: A meta-analysis of 241 studies. *Psychological Bulletin*, 94, 265–292.
- Bond, C. F., Jr., & DePaulo, B. M. (2006). Accuracy of deception judgments. *Personality and Social Psychology Review*, 10, 214–234.
- Bond, C. F., Jr., & DePaulo, B. M. (2008). Individual differences in judging deception: Accuracy and bias. *Psychological Bulletin*, 134, 477–492.
- Bond, C. F., Jr., Thomas, B. J., & Paulson, R. M. (2004). Maintaining lies: The multiple-audience problem. *Journal of Experimental Social Psychology*, 40, 29–48.
- Bond, M. H. (2004). Culture and aggression: From context to coercion. *Personality and Social Psychology Review*, 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, 111–137.
- Boninger, D. S., Krosnick, J. A., & Berent, M. K. (1995). Origins of attitude importance: Self-interest, social identification, and value relevance. *Journal of Personality and Social Psychology*, 68, 61–80.
- Boorstin, D. J. (1983). *The discoverers*. New York: Random House.
- Boothroyd, L. G., Jones, B. C., Burt, D. M., DeBruine, L. M., & Perrett, D. I. (2008). Facial correlates of sociosexuality. *Evolution and Human Behavior*, 29, 211–218.
- Borden, R. J. (1975). Witnessed aggression: Influence of an observer's sex and values on aggressive responding. *Journal of Personality and Social Psychology*, 31, 567–573.
- Borgida, E., Conner, C., & Manteufel, L. (1992). Understanding living kidney donation: A behavioral decision-making perspective. In S. Spacapan & S. Oskamp (Eds.), *Helping and being helped* (pp. 183–212). Newbury Park, CA: Sage.
- Bornstein, G. (2003). Intergroup conflict: Individual, group, and collective interests. *Personality & Social Psychology Review*, 7, 129–145.
- Bornstein, R. F. (1989). Exposure and affect: Overview and meta-analysis of research, 1968–1987. *Psychological Bulletin*, 106, 265–289.
- Borsari, B., and Carey, K. B. (2003). Descriptive and injunctive norms in college drinking: A meta-analytic integration. *Journal of Studies on Alcohol*, 64, 331–341.
- Boski, P. (1983). A study of person perception in Nigeria: Ethnicity and self versus other attributions for achievement-related outcomes. *Journal of Cross-Cultural Psychology*, 14, 85–108.
- Bossard, J. H. S. (1932). Residential propinquity as factor in marriage selection. *American Journal of Sociology*, 38, 219–224.
- Bosson, J. K., & Swann, W. B., Jr. (1999). Selfliking, self-competence, and the quest for self-verification. *Personality and Social Psychology Bulletin*, 25, 1230–1241.
- Boster, F. J., & Mongeau, P. (1984). Fear-arousing persuasive messages. In R. Bostrom (Ed.), *Communications yearbook* (Vol. 8, pp. 330–375). Beverly Hills, CA: Sage.
- Bouchard, T. J., Jr. (2004). Genetic influences on human psychological traits. *Current Directions in Psychological Science*, 13, 148–151.
- Boulton, M. J. (1994). The relationship between playful and aggressive fighting in children, adolescents, and adults. In J. Archer (Ed.), *Male violence* (pp. 23–41). New York: Routledge.
- Bourgeois, M. J., & Bowen, A. M. (2001). Self-organization of alcohol-related attitudes and beliefs in a campus housing complex: An initial investigation. *Health Psychology*, 20, 434–437.
- Bowlby, J. (1969). *Attachment and loss. Vol. 1: Attachment*. New York: Basic Books.
- Bowlby, J. (1973). *Attachment and loss: Vol. II: Separation*. New York: Basic Books.
- Bowles, H. R., Babcock, L., & Lai, L. (2007). Social incentives for gender differences in the propensity to initiate negotiations: Sometimes it does hurt to ask. *Organizational Behavior and Human Decision Processes*, 103, 84–103.
- Brüne, M. (2001). De Clerambault's syndrome (erotomania) in an evolutionary perspective. *Evolution and Human Behavior*, 22, 409–415.
- Branch, T. (1988). *Parting the waters: America in the King years 1954–63*. New York: Simon & Schuster.
- Brandis, S. G. (2004). *Servant of the lotus feet: A Hare Krishna odyssey*. New York: Universe.
- Brannigan, A. (1997). The postmodern experiment: Science and ontology in experimental social psychology. *British Journal of Sociology*, 48, 594–610.
- 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.
- Branscombe, N. R., Schmitt, M. T., & Schiffhauer, K. (2007). Racial attitudes in response to thoughts of White privilege. *European Journal of Social Psychology*, 37, 203–215.
- Brauer, M., Judd, C. M., & Jacqueline, V. (2001). The communication of social stereotypes: The effects of group discussion and information distribution on stereotypic appraisals. *Journal of Personality and Social Psychology*, 81, 463–475.
- Braver, S. L. (1995). Social contracts and the provision of public goods. In D. A. Schroeder (Ed.), *Social dilemmas: Perspectives on individuals and groups* (pp. 69–86). Westport, CT: Praeger.
- Braver, S. L., Linder, D. E., Corwin, T. T., & Cialdini, R. B. (1977). Some conditions that affect admissions of attitude change. *Journal of Experimental Social Psychology*, 13, 565–576.
- Brechner, K. C. (1977). An experimental analysis of social traps. *Journal of Experimental Social Psychology*, 13, 552–564.
- Brehm, J. W. (1966). *A theory of psychological reactance*. New York: Academic Press.
- Brehm, J. W. (1999). The intensity of emotion. *Personality and Social Psychology Review*, 3, 2–22.
- Brehm, J. W., & Cohen, A. R. (1962). *Explorations in cognitive dissonance*. New York: Wiley.
- Brehm, S. S., & Brehm, J. W. (1981). *Psychological reactance*. New York: Academic Press.
- Brennan, K. A., & Shaver, P. R. (1995). Dimensions of adult attachment, affect regulation, and romantic relationship functioning. *Personality and Social Bulletin*, 21, 267–283.
- Brescoll, V. L., & Uhlmann, E. L. (2008). Can an angry woman get ahead? Status conferral, gender, and expression of emotion in the workplace. *Psychological Science*, 19, 268–275.
- Brewer, M. B. (1979). In-group bias in the minimal intergroup situation: A cognitive-motivational analysis. *Psychological Bulletin*, 86, 307–324.
- Brewer, M. B. (1988). A dual-process model of impression formation. In T. K. Srull & R. S. Wyer, Jr. (Eds.), *Advances in social cognition* (Vol. 1, pp. 1–36). Hillsdale, NJ: Erlbaum.
- Brewer, M. B. (1991). The social self: On being the same and different at the same

- time. *Personality and Social Psychology Bulletin*, 17, 475–482.
- Brewer, M. B. (1997). On the social origins of human nature. In C. McGarty & S. A. Haslam (Eds.), *The message of social psychology: Perspectives on mind in society* (pp. 54–62). Oxford, U.K.: Blackwell.
- Brewer, M. B., & Alexander, M. G. (2002). Intergroup emotions and images. In D. M. Mackie & E. R. Smith (Eds.), *From prejudice to intergroup relations: Differentiated reactions to social groups* (pp. 209–225). New York: Psychology Press.
- Brewer, M. B., & Campbell, D. T. (1976). *Ethnocentrism and intergroup attitudes: East African evidence*. New York: Sage.
- Brewer, M. B., & Caporael, L. R. (2006). An evolutionary perspective on social identity: Revisiting groups. In M. Schaller, J. Simpson, & D. T. Kenrick (Eds.), *Evolution and Social Psychology* (pp. 143–161). New York: Psychology Press.
- Brewer, M. B., & Chen, Y.-R. (2007). Where (who) are collectives in collectivism? Toward conceptual clarification of individualism and collectivism. *Psychological Review*, 114, 133–151.
- Brewer, M. B., Kenny, D. A., & Norem, J. K. (2000). Personality and social psychology at the interface: New directions for interdisciplinary research. *Personality & Social Psychology Review*, 4, 2.
- 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, 763–770.
- Brief, A. P., Buttram, R. T., & Dukerich, J. M. (2001). Collective corruption in the corporate world: Toward a process model. In M. E. Turner (Ed.), *Groups at work: Advances in theory and research* (pp. 471–499). Mahwah, NJ: Erlbaum.
- Briggs, J. L. (1970). *Never in anger: Portrait of an Eskimo family*. Cambridge, MA: Harvard University Press.
- Briggs, S. R., Cheek, J. M., & Buss, A. H. (1980). An analysis of the Self-Monitoring Scale. *Journal of Personality and Social Psychology*, 38, 679–686.
- Brigham, J. C., & Malpass, R. S. (1985). The role of experience and contact in the recognition of faces of own- and other-race persons. *Journal of Social Issues*, 41, 139–155.
- Brissette, I. S., Scheier, M. S., & Carver, C. S. (2002). The role of optimism in social network development, coping, and psychological adjustment during a life transition. *Journal of Personality & Social Psychology*, 82, 102–111.
- Brock, T. C. (1967). Communication discrepancy and intent to persuade as determinants of counterarguments. *Journal of Experimental Social Psychology*, 3, 296–309.
- Brown, L. R. (1999). Feeding nine billion. In L. R. Brown, C. Flavin, & H. F. French (Eds.), *State of the world: 1999* (115–132). New York: Norton.
- Brown, P., & Levinson, S. C. (1987). *Politeness: Some universals in language use*. Cambridge, U.K.: Cambridge University Press.
- Brown, R. B. (1978). Social and psychological correlates of help seeking behavior among urban adults. *American Journal of Community Psychology*, 6, 425–439.
- Brown, S. L., & Brown, R. M. (2006). Selective investment theory: Recasting the functional significance of close relationships. *Psychological Inquiry*, 17, 1–29.
- Brown, S. L., Nesse, R. M., Vinokur, A. D., & Smith, D. M. (2003). Providing social support may be more beneficial than receiving it: Results from a prospective study of mortality. *Psychological Science*, 14, 320–327.
- Browne, A. (1993). Violence against women by male partners. *American Psychologist*, 48, 1077–1087.
- Brownstein, A. L. (2003). Biased predecision processing. *Psychological Bulletin*, 129, 545–568.
- Bruder-Mattson, S. F., & Hovanitz, C. A. (1990). Coping and attributional styles as predictors of depression. *Journal of Clinical Psychology*, 46, 557–565.
- Bruner, J. S. (1957). On perceptual readiness. *Psychological Review*, 64, 123–152.
- Bryan, A. D., Aiken, L. S., & West, S. G. (1996). Increasing condom use: Evaluation of a theory-based intervention to prevent sexually transmitted diseases in young women. *Health Psychology*, 15, 371–382.
- Bryan, A. D., Aiken, L. S., & West, S. G. (1999). The impact of males proposing condom use on perceptions of an initial sexual encounter. *Personality & Social Psychology Bulletin*, 25, 275–286.
- Bryan, A., Aiken, L. S., & West, S. G. (2004). HIV/STD risk among incarcerated adolescents: Optimism about the future and self-esteem as predictors of condom use self-efficacy. *Journal of Applied Social Psychology*, 34, 912–936.
- Bryan, J. H., & Test, M. A. (1967). Models and helping: Naturalistic studies in aiding behavior. *Journal of Personality and Social Psychology*, 6, 400–407.
- Buck, R., & Ginsburg, B. (1991). Spontaneous communication and altruism: The communicative gene hypothesis. In M. S. Clark (Ed.), *Review of personality and social psychology* (Vol. 12, pp. 149–175). Newbury Park, CA: Sage.
- Buckingham, J. T., & Alicke, M. D. (2002). The influence of individual versus aggregate social comparison and the presence of others on self-evaluations. *Journal of Personality & Social Psychology*, 83, 1117–1130.
- Budesheim, T. L., & DePaola, S. J. (1994). Beauty of the beast? The effects of appearance, personality, and issue information on evaluations of political candidates. *Personality and Social Psychology Bulletin*, 20, 339–348.
- Buffardi, L. E., & Campbell, W. K. (2008). Narcissism and social networking web sites. *Personality and Social Psychology Bulletin*, 34, 1303–1314.
- Bugental, D. B. (2000). Acquisition of the algorithms of social life: A domain-based approach. *Psychological Bulletin*, 126, 187–219.
- Bugliosi, V., & Gentry, C. (1974). *Helter skelter*. New York: Bantam.
- Bukowski, W. M., Hoza, B., & Boivin, M. (1994). Measuring friendship quality during pre- and early adolescence: The development and psychometric properties of the friendship qualities scale. *Journal of Personal and Social Relationships*, 11, 471–484.
- “Burger King fire-walkers burn feet.” (2001, October 7). *Arizona Republic*, p. A12.
- 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. (2009). Replicating Milgram: Would people still obey today? *American Psychologist*, 64, 1–11.
- Burger, J. M., & Caldwell, D. F. (2003). The effects of monetary incentives and labeling on the foot-in-the-door effect: Evidence for a self-perception process. *Basic and Applied Social Psychology*, 25, 235–231.
- Burger, J. M., & Guadagno, R. E. (2003). Self-concept clarity and the foot-in-the-door procedure. *Basic and Applied Social Psychology*, 25, 79–86.
- Burger, J. M., Soroka, S., Gonzago, K., Murphy, E., & Smervell, E. (2001). The effect of fleeting attraction on compliance to requests. *Personality and Social Psychology Bulletin*, 27, 1578–1586.
- Burkley, E. (2008). The role of self-control in resistance to persuasion. *Personality and Social Psychology Bulletin*, 34, 419–431.
- Burleson, K., Leach, C. W., & Harrington, D. M. (2005). Upward social comparison and self-concept: Inspiration and inferiority among art students in an advanced programme. *British Journal of Social Psychology*, 44, 109–123.
- Burn, S. H. (1996). *The social psychology of gender*. New York: McGraw-Hill.

- Burn, S. W. (1991). Social psychology and the stimulation of recycling behaviors: The block leader approach. *Journal of Applied Social Psychology, 21*, 611–629.
- Burnkrant, R. E., & Unnava, H. R. (1989). Self-referencing: A strategy for increasing processing of message content. *Personality and Social Psychology Bulletin, 15*, 628–638.
- Burns, J. M. (1978). *Leadership*. New York: Harper & Row.
- Burnstein, E. (2005). Altruism and genetic relatedness. In D. M. Buss (Ed.), *The Handbook of Evolutionary Psychology* (pp. 528–551). Hoboken, NJ: 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-Darwin 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.
- Burstein, K. (2000). Quoted from panel discussion titled “Hillary Rodham Clinton as feminist heroine.” Retrieved online on July 4, 2003, at <http://www.theamericanenterprise.org/taeja00i.htm>.
- Bushman, B. J. (1984). Perceived symbols of authority and their influence on compliance. *Journal of Applied Social Psychology, 14*, 501–508.
- Bushman, B. J. (1993). Human aggression while under the influence of alcohol and other drugs: An integrative research review. *Current Directions in Psychological Science, 2*, 148–152.
- Bushman, B. J. (1995). Moderating role of trait aggressiveness in the effects of violent media on aggression. *Journal of Personality & Social Psychology, 69*, 950–960.
- Bushman, B. J. (2002). Does venting anger feed or extinguish the flame? Catharsis, rumination, distraction, anger and aggressive responding. *Personality & Social Psychology Review, 28*, 724–731.
- Bushman, B. J., & Anderson, C. A. (2001). Is it time to pull the plug on hostile versus instrumental aggression dichotomy? *Psychological Review, 108*, 273–279.
- Bushman, B. J., & Anderson, C. A. (2002). Violent video games and hostile expectations: A test of the general aggression model. *Personality & Social Psychology Bulletin, 28*, 1679–1686.
- Bushman, B. J., & Baumeister, R. F. (1998). Threatened egotism, narcissism, self-esteem, and direct and displaced aggression: Does self-love or self-hate lead to violence? *Journal of Personality and Social Psychology, 75*, 219–229.
- Bushman, B. J., & Bonacci, A. M. (2004). You've got mail: Using e-mail to examine the effect of prejudiced attitudes on discrimination against Arabs. *Journal of Experimental Social Psychology, 40*, 753–759.
- Bushman, B. J., & Phillips, C. M. (2001). If the television program bleeds, memory for the advertisement recedes. *Current Directions in Psychological Science, 10*, 43–47.
- Bushman, B. J., & Stack, A. D. (1996). Forbidden fruit versus tainted fruit: Effects of warning labels on attraction to television violence. *Journal of Experimental Psychology: Applied, 2*, 207–226.
- Bushman, B. J., & Anderson, C. A. (2001). Media violence and the American public: Scientific facts versus media misinformation. *American Psychologist, 56*, 477–489.
- Bushman, B. J., Bonacci, A. M., Pedersen, W. C., Vasquez, E. A., & Miller, N. (2005). Chewing on it can chew you up: Effects of rumination on triggered displaced aggression. *Journal of Personality and Social Psychology, 88*, 969–983.
- Bushman, B. J., Wang, M. C., & Anderson, C. A. (2005). Is the curve relating temperature linear or curvilinear? Assaults and temperature in Minneapolis re-examined. *Journal of Personality and Social Psychology, 88*, 62–66.
- Bushman, B. J., Wang, M. C., & Anderson, C. A. (2005). Is the curve relating temperature to aggression linear or curvilinear? A response to Bell (2005) and to Cohn and Rotton (2005). *Journal of Personality and Social Psychology, 88*, 74–78.
- Buss, A. H. (1963). Physical aggression in relation to different frustrations. *Journal of Abnormal and Social Psychology, 67*, 1–7.
- Buss, D. M. (1987). Selection, evocation, and manipulation. *Journal of Personality and Social Psychology, 53*, 1214–1221.
- Buss, D. M. (1989). Sex differences in human mate preference: Evolutionary hypothesis tested in 37 cultures. *Behavioral and Brain Sciences, 12*, 1–49.
- Buss, D. M. (2000). *The dangerous passion*. New York: Free Press.
- Buss, D. M. (2004). *Evolutionary psychology: The new science of the mind* (2nd ed.). Boston: Allyn & Bacon.
- Buss, D. M., & Duntley, J. (1999). The evolutionary psychology of patriarchy: Women are not passive pawns in men's game. *Behavioral & Brain Sciences, 22*, 219–220.
- Buss, D. M., & Duntley, J. D. (2006). The evolution of aggression. In M. Schaller, J. A. Simpson, & D. T. Kenrick (Eds.), *Evolution and social psychology* (pp. 263–285). New York: Psychology Press.
- Buss, D. M., & Kenrick, D. T. (1998). Evolutionary social psychology. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *The handbook of social psychology* (4th ed.) (Vol. 2, pp. 982–1026). Boston: McGraw-Hill.
- Buss, D. M., & Schmitt, D. P. (1993). Sexual strategies theory: An evolutionary perspective on human mating. *Psychological Review, 2*, 204–232.
- Buss, D. M., & Shackelford, T. K. (2008). Attractive women want it all: Good genes, economic investment, parenting proclivities, and emotional commitment. *Evolutionary Psychology, 6*, 134–146.
- Buss, D. M., Larsen, R. J., Westen, D., & Semmelroth, J. (1992). Sex differences in jealousy: Evolution, physiology, and psychology. *Psychological Science, 3*, 251–255.
- Buston, P. M., & Emlen, S. T. (2003). Cognitive processes underlying human mate choice: The relationship between self-perception and mate preference in Western society. *Proceedings of the National Academy of Sciences (PNAS Early edition), 1533220100*, 1–6.
- Butler, J. C. (2000). Personality and emotional correlates of right-wing authoritarianism. *Social Behavior & Personality, 28*, 1–14.
- Buunk, B. P., & Baker, A. B. (1995). Extradadic sex: The role of descriptive and injunctive norms. *Journal of Sex Research, 32*, 313–318.
- Buunk, B. P., & Dijkstra, P. (2005). A narrow waist versus broad shoulders: Sex and age differences in the jealousy-evoking characteristics of a rival's body build. *Personality and Individual Differences, 39*, 379–389.
- Buunk, B. P., & VanYperen, N. (1991). Referential comparisons, relational comparisons, and exchange orientation: Their relation to marital satisfaction. *Personality and Social Psychology Bulletin, 17*, 709–717.
- Buunk, B. P., & Verhoeven, K. (1991). Companionship and support in organizations: A microanalysis of the stress-reducing features of social interaction. *Basic and Applied Social Psychology, 12*, 242–258.
- Buunk, B. P., Angleitner, A., Oubaid, V., & Buss, D. M. (1996). Sex differences in jealousy in evolutionary and cultural perspective: Tests from the Netherlands, Germany, and the United States. *Psychological Science, 7*, 359–363.
- Buunk, B. P., Collins, R. L., Taylor, S. E., VanYperen, N. W., & Dakof, G. A. (1990). The affective consequences of social comparison: Either direction has its ups and downs. *Journal of Personality and Social Psychology, 59*, 1238–1249.
- Buunk, B. P., Dijkstra, P., Kenrick, D. T., & Warntjes, A. (2001). Age preferences for

- mates as related to gender, own age, and involvement level. *Evolution & Human Behavior*, 22, 241–250.
- Buunk, B. P., Doosje, B. J., Jans, L. G. J. M., & Hopstaken, L. E. M. (1993). Perceived reciprocity, social support, and stress at work: The role of exchange and communal orientation. *Journal of Personality and Social Psychology*, 65, 801–811.
- Buunk, B. P., Gibbons, F. X., & Visser, A. (2002). The relevance of social comparison processes for prevention and health care. *Patient Education and Counseling*, 47, 1–3.
- Byrne, D. (1971). *The attraction paradigm*. New York: Academic Press.
- Byrne, D., & Clore, G. L. (1970). A reinforcement-affect model of evaluative responses. *Personality: An international journal*, 1, 103–128.
- Byrne, D., London, O., & Reeves, K. (1968). The effects of physical attractiveness, sex, and attitude similarity on interpersonal attraction. *Journal of Personality*, 36, 259–271.
- Byrnes, D. A., & Kiger, G. (1990). The effect of a prejudice-reduction simulation on attitude change. *Journal of Applied Social Psychology*, 20, 341–356.
- Cacioppo, J. T. (2002). Social neuroscience: Understanding the pieces fosters understanding the whole and vice-versa. *American Psychologist*, 57, 819–831.
- Cacioppo, J. T., Berntson, G. G., Lorig, T. S., Norris, C. J., Rickett, E., & Nusbaum, H. (2003). Just because you're imaging the brain doesn't mean you can stop using your head: A primer and set of first principles. *Journal of Personality and Social Psychology*, 85, 650–661.
- Cacioppo, J. T., Gardner, W. L., & Berntson, G. G. (1999). The affect system has parallel and integrative processing components: Form follows function. *Journal of Personality and Social Psychology*, 76, 839–855.
- Cacioppo, J. T., Hawkley, L. C., Rickett, E. M., & Masi, C. M. (2005). Sociality, spirituality, and meaning making: Chicago health, aging, and social relations study. *Review of General Psychology*, 9, 143–155.
- Cacioppo, J. T., Klein, D. J., Berntson, G. G., & Hatfield, E. (1993). The psychophysiology of emotion. In M. Lewis & J. M. Haviland (Eds.), *Handbook of emotions* (pp. 119–142). New York: Guilford.
- Cacioppo, J. T., Petty, R. E., Feinstein, J. A., & Jarvis, W. B. G. (1996). Dispositional differences in cognitive motivation: The life and times of individuals varying 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 differences perspective. *Journal of Personality and Social Psychology*, 51, 1032–1043.
- Cadinu, M. R., Maass, A., Rosabianca, A., & Kiesner, J. (2005). Why do women underperform under stereotype threat? Evidence for the role of negative thinking. *Psychological Science*, 16, 572–578.
- Campbell, A. (1999). Staying alive: Evolution, culture, and women's intrasexual aggression. *Behavioral & Brain Sciences*, 22, 203–252.
- Campbell, A. (2005). Aggression. In D. M. Buss (Ed.), *Handbook of evolutionary psychology* (pp. 628–652). Hoboken, NJ: Wiley & Sons.
- Campbell, D. T. (1958). Common fate, similarity, and other indices of the status of aggregates of persons as social entities. *Behavioral Science*, 3, 14–25.
- Campbell, D. T. (1965). Ethnocentric and other altruistic motives. In D. LeVine (Ed.), *Nebraska symposium on motivation: 1965* (pp. 283–311). Lincoln: University of Nebraska Press.
- Campbell, D. T. (1975). On the conflicts between biological and social evolution and between psychology and oral tradition. *American Psychologist*, 30, 1103–1126.
- Campbell, J. D., & Fairey, P. J. (1989). Informational and normative routes to conformity. *Journal of Personality and Social Psychology*, 57, 457–468.
- Campbell, J. D., & Tesser, A. (1985). Self-evaluation maintenance processes in relationships. In S. Duck & D. Perlman (Eds.), *Understanding personal relationships: An interdisciplinary approach* (pp. 107–135). Beverly Hills, CA: Sage.
- Campbell, L., & Ellis, B. J. (2005). Commitment, love, and mate retention. In D. M. Buss (Ed.), *The handbook of evolutionary psychology* (pp. 419–446). New York: Wiley.
- Campbell, L., Simpson, J. A., Boldry, J., & Kashy, D. A. (2005). Perceptions of conflict and support in romantic relationships: The role of attachment anxiety. *Journal of Personality and Social Psychology*, 88, 510–531.
- Campbell, L., Simpson, J. A., Kashy, D. A., & Rhoades, W. S. (2001). Attachment orientations, dependence, and behavior in a stressful situation: An application of the actor–partner interdependence model. *Journal of Social and Personal Relationships*, 8, 821–843.
- Campbell, M. C. (1995). When attention-getting advertising tactics elicit consumer inferences of manipulative intent. *Journal of Consumer Research*, 4, 225–254.
- Campbell, W. K., Bush, C. P., Brunell, A. B., & Shelton, J. (2005). Understanding the social costs of narcissism: The case of the tragedy of the commons. *Personality & Social Psychology Bulletin*, 31, 1358–1368.
- Campbell, W. K., Foster, C. A., & Finkel, E. J. (2002). Does self-love lead to love for others? A story of narcissistic game playing. *Journal of Personality & Social Psychology*, 83, 340–354.
- Campero-Ciani, A., Corna, F., & Capiluppi, C. (2004). Evidence for maternally inherited factors favouring male homosexuality and promoting female fecundity. *Proceedings of the Royal Society B*, 271, 2217–2221.
- Campos, L. D. S., Otta, A., & Siqueira, J. D. E. (2002). Sex differences in mate selection strategies: Content analyses and responses to personal advertisements in Brazil. *Evolution and Human Behavior*, 23, 395–406.
- Cann, A. (2004). Rated importance of personal qualities across four relationships. *Journal of Social Psychology*, 144, 322–334.
- Cannon W. B. (1929). *Bodily changes in pain, hunger, fear and rage: An account of recent research into the function of emotional excitement* (2nd ed.). New York: Appleton-Century-Crofts.
- Cannon, W. B. (1932). *The wisdom of the body*. New York: Norton.
- Cantor, J. R., Zillmann, D., & Einseidel, E. F. (1978). Female responses to provocation after exposure to aggressive and erotic films. *Communication Research*, 5, 395–411.
- Cantor, N., & Kihlstrom, J. F. (1987). *Personality and social intelligence*. Englewood Cliffs, NJ: Prentice Hall.
- Cantril, H. (1940). *The invasion from Mars*. Princeton, NJ: Princeton University Press.
- Caporeal, L. R. (1997). The evolution of truly social cognition: The core configurations model. *Personality and Social Psychology Review*, 1, 276–298.
- Caporeal, L. R., & Baron, R. M. (1997). Groups as the mind's natural environment. In J. A. Simpson & D. T. Kenrick (Eds.), *Evolutionary social psychology* (pp. 317–344). Hillsdale, NJ: Erlbaum.
- Caprara, G. V., Barbanelli, C., Consiglio, C., Picconi, L., & Zimbardo, P. G. (2003). Personalities of politicians and voters: Unique and synergistic relationships. *Journal of Personality & Social Psychology*, 84, 849–856.
- Carbonell, J. L., & Castro, Y. (2008). The impact of a leader model on high-dominant women's self-selection for leadership. *Sex Roles*, 58, 776–783.
- Carducci, B. J., Deuser, P. S., Bauer, A., Large, M., & Ramaekers, M. (1989). An

- application of the foot in the door technique to organ donation. *Journal of Business and Psychology*, 4, 245–249.
- Carli, L. L. (1989). Gender differences in interaction style and influence. *Journal of Personality and Social Psychology*, 56, 565–576.
- Carli, L. L. (2001). Gender and social influence. *Journal of Social Issues*, 57, 725–741.
- Carli, L. L., LaFleur, S. J., & Loeber, C. C. (1995). Nonverbal behavior, gender, and influence. *Journal of Personality and Social Psychology*, 68, 1030–1041.
- Carlston, D. E., Skowronski, J. J., & Sparks, C. (1995). Savings in relearning: II. On the formation of behavior-based trait associations and inferences. *Journal of Personality and Social Psychology*, 69, 420–436.
- Carnagey, N. I., & Anderson, C. A. (2005). The effects of reward and punishment in violent video games on aggressive affect, cognition, and behavior. *Psychological Science*, 16, 882–889.
- Carnege, D. (1936/1981). *How to win friends and influence people*. New York: Pocket Books.
- Caruso, E. M. (2008). Use of experienced retrieval ease in self and social judgments. *Journal of Experimental Social Psychology*, 44, 148–155.
- Caruso, E., Epley, N., & Bazerman, M. H. (2006). The costs and benefits of undoing egocentric responsibility assessments in groups. *Journal of Personality and Social Psychology*, 91, 857–871.
- Carver, C. S., & Glass, D. C. (1978). Coronary-prone behavior and interpersonal aggression. *Journal of Personality and Social Psychology*, 35, 622–633.
- Carver, C. S., & Scheier, M. F. (1985). Aspects of the self and control of behavior. In B. R. Schlenker (Ed.), *The self and social life* (pp. 146–174). New York: McGraw-Hill.
- Carver, C. S., & Scheier, M. F. (1998). *On the self-regulation of behavior*. Cambridge, U.K.: Cambridge University Press.
- Case, R. B., Moss, A. J., and Case, N. (1992). Living alone after myocardial infarction: Impact on prognosis. *Journal of the American Medical Association*, 267, 575–585.
- Cashdan, E. (1995). Hormones, sex, and status in women. *Hormones and Behavior*, 29, 345–366.
- Caspi, A. (2000). The child is father of the man: Personality continuities from childhood to adulthood. *Journal of Personality & Social Psychology*, 78, 158–172.
- Caspi, A., & Bem, D. J. (1990). Personality continuity and change across the life course. In L. A. Pervin (Ed.), *Handbook of personality: Theory and research* (pp. 549–575). New York: Guilford.
- Caspi, A., & Herbener, E. S. (1990). Continuity and change: Assortative marriage and the consistency of personality in adulthood. *Journal of Personality and Social Psychology*, 58, 250–258.
- Caspi, A., Elder, G. H., & Bem, D. J. (1988). Moving away from the world: Life-course patterns of shy children. *Developmental Psychology*, 24, 824–831.
- Castano, E., & Giner-Sorolla, R. (2006). Not quite human: Infrahumanization in response to collective responsibility for intergroup killing. *Journal of Personality and Social Psychology*, 90, 804–818.
- Catalano, R., Dooley, D., Novaco, R., Wilson, G., & Hough, R. (1993). Using ECA survey data to examine the effect of job layoffs on violent behavior. *Hospital and Community Psychiatry*, 44, 874–878.
- Caughlin, J. P., Huston, T. L., & Houts, R. M. (2000). How does personality matter in marriage? An examination of trait anxiety, interpersonal negativity, and marital satisfaction. *Journal of Personality & Social Psychology*, 78, 326–336.
- Cawley, J. (2000). *Body weight and women's labor market outcomes*. National Bureau of Economic Research Working Paper: 7841.
- CBS News Poll (2008). The public's views on same-sex marriage. Available at: www.cbsnews.com/htdocs/pdf/MAYB-GAYMARRIAGE.pdf. Accessed February 24, 2009.
- Center for Leadership Studies. (2000). *CLS library*. Retrieved on June 15, 2000, from <http://cls.binghamton.edu/library.htm>. Web site now located at www.gallupleadershipinstitute.org.
- Centers for Disease Control. (1991). Weapon-carrying among high school students. *Journal of the American Medical Association*, 266, 225–233.
- Centerwall, B. S. (1989). Exposure to television as a risk factor for violence. *American Journal of Epidemiology*, 129, 643–652.
- "CEO Compensation." (2006). *Forbes*, April 20, available at www.forbes.com/lists/2006/04/17/06ceo_ceo-compensation_land.html.
- Chagnon, N. A., & Bugos, P. E. (1979). Kin selection and conflict: An analysis of a Yanomamo ax fight. In N. A. Chagnon & W. Irons (Eds.), *Evolutionary biology and social behavior* (pp. 213–238). North Scituate, MA: Duxbury Press.
- Chaiken, S., & Eagly, A. H. (1983). Communication modality as a determinant of persuasion: The role of communicator salience. *Journal of Personality and Social Psychology*, 45, 241–256.
- Chaiken, S., & Maheswaran, D. (1994). Heuristic processing can bias systematic processing. *Journal of Personality and Social Psychology*, 66, 460–473.
- Chaiken, S., & Trope, Y. (Eds.). (1999). *Dual-process theories in social psychology*. New York: Guilford.
- Chaiken, S., Giner-Sorolla, R., & Chen, S. (1996). Beyond accuracy: Defense and impression motives in heuristic and systematic processing. In P. M. Gollwitzer & J. A. Bargh (Eds.), *The psychology of action* (pp. 553–578). New York: Guilford.
- Chance, S. E., Brown, R. T., Dabbs, J. M., & Casey, R. (2000). Testosterone, intelligence and behavior disorders in young boys. *Personality & Individual Differences*, 28, 437–445.
- Chang, E. C., & Asakawa, K. (2003). Cultural variations on optimistic and pessimistic bias for self versus a sibling: Is there evidence for self-enhancement in the West and for self-criticism in the East when the referent group is specified? *Journal of Personality and Social Psychology*, 84, 569–581.
- 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, J. A. (1991). Matching people and organizations. *Administrative Science Quarterly*, 36, 459–484.
- Chatman, J. A., Caldwell, D. F., & O'Reilly, C. A. (1999). Managerial personality and performance: A semi-idiographic approach. *Journal of Research in Personality*, 33, 514–545.
- Cheek, J. M., & Briggs, S. R. (1990). Shyness as a personality trait. In W. R. Crozier (Ed.), *Shyness and embarrassment: Perspectives from social psychology* (pp. 315–337). Cambridge, U.K.: Cambridge University Press.
- Cheek, J. M., & Melchior, L. A. (1990). Shyness, self-esteem, and self-consciousness. In H. Leitenberg (Ed.), *Handbook of social and evaluation anxiety* (pp. 47–82). New York: Plenum.
- Cheek, J. M., Melchior, L. A., & Carpenter, A. M. (1986). Shyness and self-concept. In L. M. Hartman & K. R. Blankenstein (Eds.), *Perception of self in emotional disorder and psychotherapy* (pp. 113–131). New York: Plenum Press.
- Chemers, M. M. (1997). *An integrative theory of leadership*. Mahwah, NJ: Erlbaum.
- Chen, F. F. (2008). What happens if we compare chopsticks with forks? The impact of making inappropriate comparisons in cross-cultural research. *Journal of Personality and Social Psychology*, 95, 1005–1018.

- Chen, F., & Kenrick, D. T. (2002). Repulsion or attraction: Group membership and assumed attitude similarity. *Journal of Personality & Social Psychology, 83*, 111–125.
- Chen, M., & Bargh, J. A. (1999). Consequences of automatic evaluation: Immediate behavioral predispositions to approach or avoid the stimulus. *Personality and Social Psychology Bulletin, 25*, 215–224.
- Chen, S., Boucher, H. C., & Tapias, M. P. (2006). The relational self revealed: integrative conceptualization and implications for interpersonal life. *Psychological Bulletin, 132*, 151–179.
- Chen, S., Lee-Chai, A. Y., & Bargh, J. A. (2001). Relationship orientation as a moderator of the effects of social power. *Journal of Personality & Social Psychology, 80*, 173–187.
- Chen, S., Schechter, D., & Chaiken, S. (1996). Getting at the truth or getting along: Accuracy-versus impression-motivated heuristic and systematic processing. *Journal of Personality and Social Psychology, 71*, 262–275.
- Chen, Y. R., Mannix, E. A., & Okamura, T. (2003) The importance of who you meet: Effects of self- versus other-concerns among negotiators in the United States, the People's Republic of China, and Japan. *Journal of Experimental Social Psychology, 39*, 1–15.
- Cheng, C. M., & Chartrand, T. L. (2003). Self-monitoring without awareness: Using mimicry as a nonconscious affiliation strategy. *Journal of Personality and Social Psychology, 85*, 1170–1179.
- Chesler, E. (1999, August 9–16). "Hillary Clinton: New York progressive," *The Nation*. In S. K. Flinn (2000), *Speaking of Hillary: A reader's guide to the most controversial woman in America*, pp. 298–301. Ashland, OR: White Cloud Press.
- Chibnall, J. T., & Wiener, R. L. (1988). Disarmament decisions as social dilemmas. *Journal of Applied Social Psychology, 18*, 867–879.
- China: Olympics help Tsingtao Sales. (2008, August 20). *The New York Times*, C5.
- Chinese Cultural Connection. (1987). Chinese values and the search for culture-free dimensions of culture. *Journal of Cross-Cultural Psychology, 18*, 143–164.
- Chivers, M. L., Rieger, G., Latty, E., & Bailey, J. M. (2004). A sex difference in the specificity of sexual arousal. *Psychological Science, 15*, 736–744.
- Christakis, N. A., & Fowler J. M. (2008). The collective dynamics of smoking in a large social network. *New England Journal of Medicine, 358*, 2249–2258.
- Christensen, P. N., & Kashy, D. A. (1998). Perceptions of and by lonely people in initial social interaction. *Personality and Social Psychology Bulletin, 24*, 322–329.
- Christie, R., & Jahoda, M. (1954). *Studies in the scope and method of "The Authoritarian Personality."* Glencoe, IL: Free Press.
- Chuleff, A. S., Read, S. J., & Walsh, D. A. (2001). A hierarchical taxonomy of human goals. *Motivation and Emotion, 25*, 191–232.
- Cialdini, R. B. (1995). A full-cycle approach to social psychology. In G. C. Brannigan & M. R. Merrens (Eds.), *The social psychologists: Research adventures* (pp. 52–73). New York: McGraw-Hill.
- Cialdini, R. B. (2008). *Influence: Science and Practice* (5th ed.). Boston: Allyn & Bacon.
- Cialdini, R. B., & Ascani, K. (1976). Test of a concession procedure for inducing verbal, behavioral, and further compliance with a request to give blood. *Journal of Applied Psychology, 61*, 295–300.
- Cialdini, R. B., & Baumann, D. J. (1981). Littering: A new unobtrusive measure of attitude. *Social Psychology Quarterly, 44*, 254–259.
- Cialdini, R. B., & Richardson, K. D. (1980). Two indirect tactics of image management: Basking and blasting. *Journal of Personality and Social Psychology, 39*, 406–415.
- Cialdini, R. B., Borden, R., Thorne, A., Walker, M., Freeman, S., & Sloane, L. T. (1976). Basking in reflected glory: Three (football) field studies. *Journal of Personality and Social Psychology, 34*, 366–375.
- Cialdini, R. B., Brown, S. L., Lewis, B. P., Luce, C., & Neuberg, S. L. (1997). Reinterpreting the empathy-altruism relationship: When one into one equals oneness. *Journal of Personality and Social Psychology, 73*, 481–494.
- Cialdini, R. B., Cacioppo, J. T., Bassett, R., & Miller, J. A. (1978). Low-ball procedure for producing compliance: Commitment then cost. *Journal of Personality and Social Psychology, 36*, 463–476.
- Cialdini, R. B., Eisenberg, N., Green, B. L., Rhoads, K., & Bator, R. (1998). Undermining the undermining effect of reward on sustained interest. *Journal of Applied Social Psychology, 28*, 253–267.
- Cialdini, R. B., Eisenberg, N., Shell, R., & McCreathe, H. (1987a). Commitments to help by children: Effects on subsequent prosocial self-attributions. *British Journal of Social Psychology, 26*, 237–245.
- Cialdini, R. B., Kallgren, C. A., & Reno, R. R. (1991). A focus theory of normative conduct: A theoretical refinement and reevaluation of the role of norms in human conduct. In M. P. Zanna (Ed.), *Advances in experimental social psychology* (Vol. 24, pp. 201–234). New York: Academic Press.
- Cialdini, R. B., Kenrick, D. T., & Baumann, D. J. (1982). Effects of mood on prosocial behavior in children and adults. In N. Eisenberg (Ed.), *The development of prosocial behavior* (pp. 339–359). New York: Academic Press.
- Cialdini, R. B., Levy, A., Herman, C. P., Kozlowski, L. T., & Petty, R. E. (1976). Elastic shifts of opinion: Determinants of direction and durability. *Journal of Personality and Social Psychology, 34*, 663–672.
- Cialdini, R. B., Schaller, M., Houlihan, D., Arps, K., Fultz, J., & Beaman, A. L. (1987b). Empathy-based helping: Is it selflessly or selfishly motivated? *Journal of Personality and Social Psychology, 52*, 749–758.
- Cialdini, R. B., Trost, M. R., & Newsom, J. T. (1995). Preference for consistency: The development of a valid measure and the discovery of surprising behavioral implications. *Journal of Personality and Social Psychology, 69*, 318–328.
- Cialdini, R. B., Vincent, J. E., Lewis, S. K., Catalan, J., Wheeler, D., & Darby, B. L. (1975). Reciprocal concessions procedure for inducing compliance: The door-in-the-face technique. *Journal of Personality and Social Psychology, 31*, 206–215.
- Cicerello, A., & Sheehan, E. P. (1995). Personal advertisements: A content analysis. *Journal of Social Behavior and Personality, 10*, 751–756.
- Cimbalo, R. S., Faling, V., & Mousaw, P. (1976). The course of love: A cross-sectional design. *Psychological Reports, 38*, 1292–1294.
- Cioffi, D., & Garner, R. (1996). On doing the decision: The effects of active versus passive choice on commitment and self-perception. *Personality and Social Psychology Bulletin, 22*, 133–147.
- Clark, M. S., & Chrisman, K. (1994). Resource allocation in intimate relationships. In A. H. Weber & J. H. Harvey (Eds.), *Perspectives on close relationships* (pp. 176–192). Boston: Allyn & Bacon.
- Clark, M. S., & Jordan, S. D. (2002). Adherence to communal norms: What it means, when it occurs, and some thoughts on how it develops. In B. Laursen & W. G. Graziano (Eds.), *Social exchange in development. New directions for child and adolescent development* (pp. 3–25). San Francisco: Jossey-Bass/Pfeiffer.
- Clark, M. S., & Mills, J. (1993). The difference between communal and exchange relationships: What it is and is not. *Personality and Social Psychology Bulletin, 19*, 684–691.
- Clark, M. S., & Reis, H. T. (1988). Interpersonal processes in close

- relationships. *Annual Review of Psychology*, 39, 609–672.
- Clark, M. S., & Waddell, B. A. (1983). Effects of moods on thoughts about helping, attraction and information acquisition. *Social Psychology Quarterly*, 46, 31–35.
- Clark, M. S., & Monin, J. K. (2006). Giving and receiving communal responsiveness as love. In R. J. Sternberg & K. Weis (Eds.), *The new psychology of love* (pp. 200–224). New Haven, CT: Yale University Press.
- Clark, M. S., Mills, J. R., & Corcoran, D. M. (1989). Keeping track of needs and inputs of friends and strangers. *Personality and Social Psychology Bulletin*, 15, 533–542.
- Clark, M. S., Ouellette, R., Powell, M. C., & Milberg, S. (1987). Recipient's mood, relationship type, and helping. *Journal of Personality and Social Psychology*, 53, 94–103.
- Clark, R. D., & Hatfield, E. (1989). Gender differences in receptivity to sexual offers. *Journal of Psychology and Human Sexuality*, 2, 39–55.
- Clark, R. D., III (1990). Minority influence: The role of argument refutation of the majority position and social support for the minority position. *European Journal of Social Psychology*, 20, 489–497.
- Clark, R. D., III (2001). Effects of majority defection and multiple minority sources on minority influence. *Group Dynamics*, 5, 57–62.
- Clary, E. G., & Tesser, A. (1983). Reactions to unexpected events: The naive scientist and interpretive activity. *Personality and Social Psychology Bulletin*, 9, 609–620.
- Clinton, B. (2007). *Giving: How each of us can change the world*. New York: Knopf.
- Clinton, H. R. (2003). *Living history*. New York: Simon & Schuster.
- Clore, G. L., & Byrne, D. (1974). A reinforcement-affect model of attraction. In T. L. Huston (Ed.), *Foundations of interpersonal attraction* (pp. 143–170). New York: Academic Press.
- Crocroft, B. K., & Ting-Toomey, S. (1994). Facework in Japan and the United States. *International Journal of Intercultural Relations*, 18, 469–506.
- Cody, M. J., Seiter, J., & Montange-Miller, Y. (1995). Men and women in the marketplace. In P. J. Kalbfleisch & M. J. Cody (Eds.), *Gender, power, and communication in human relationships* (pp. 305–330). Hillsdale, NJ: Erlbaum.
- Cohen, A. B. (2009). Many forms of culture. *American Psychologist*, 64, 194–204.
- Cohen, A. B., Malka, A., Rozin, P., & Cherfas, L. (2006). Religion and unforgivable offenses. *Journal of Personality*, 74, 85–118.
- Cohen, A. B., Malka, A., Hill, E. D., Thoemmes, F., Hill, P. C., & Sundie, J. M. (2009). Race as a moderator of the relationship between religiosity and political alignment. *Personality and Social Psychology Bulletin*, 35, 271–282.
- Cohen, D. (1996). Law, social policy, and violence: The impact of regional cultures. *Journal of Personality and Social Psychology*, 70, 961–978.
- Cohen, D. (2001). Cultural variation: Considerations and implications. *Psychological Bulletin*, 127, 451–471.
- Cohen, D., & Gunz, A. (2002). As seen by the other . . . : Perceptions of the self in the memories and emotional perceptions of Easterners and Westerners. *Psychological Science*, 13, 55–59.
- Cohen, D., & Nisbett, R. E. (1997). Field experiments examining the culture of honor: The role of institutions in perpetuating norms about violence. *Personality and Social Psychology Bulletin*, 23, 1188–1199.
- 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, F., Solomon, S., Maxfield, M., Pyszczynski, T., & Greenberg, J. (2004). Fatal attraction: The effects of mortality salience on evaluations of charismatic, task-oriented, and relationship-oriented leaders. *Psychological Science*, 15, 846–851.
- Cohen, J., & Golden, E. (1972). Informational social influence and product evaluation. *Journal of Applied Psychology*, 56, 54–59.
- Cohen, L. L., & Swim, J. K. (1995). The differential impact of gender ratios on women and men: Tokenism, self-confidence, and expectations. *Personality and Social Psychology Bulletin*, 21, 876–884.
- Cohen, S. G., & Bailey, D. E. (1997). What makes teams work: Group effectiveness research from the shop floor to the executive suite. *Journal of Management*, 23, 239–290.
- Cohn, E. G., & Rotton, J. (2005). The curve is still out there: A reply to Bushman, Wang, & Anderson's (2005) “Is the curve relating temperature to aggression linear or curvilinear?” *Journal of Personality and Social Psychology*, 89, 67–70.
- Cohn, E. G., Rotton, J., Peterson, A. G., & Tarr, D. B. (2004). Temperature, city size, and the southern subculture of violence. *Journal of Applied Social Psychology*, 34, 1652–1674.
- Coker, A. L., Smith, P. H., McKeown, R. E., & King, M. J. (2000). Frequency and correlates of intimate partner violence by type: Physical, sexual, and psychological battering. *American Journal of Public Health*, 90, 553–559.
- Cole, D., & Chaikin, I. (1990). *An iron hand upon the people*. Seattle: University of Washington Press.
- Collins, A. M., & Loftus, E. F. (1975). A spreading activation theory of semantic processing. *Psychological Review*, 82, 407–428.
- Collins, N. L., & Feeney, B. C. (2000). A safe haven: An attachment theory perspective on support seeking and caregiving in intimate relationships. *Journal of Personality & Social Psychology*, 78, 1053–1073.
- Collins, N. L., & Feeney, B. C. (2004). Working models of attachment shape perceptions of social support: Evidence from experimental and observational studies. *Journal of Personality and Social Psychology*, 87, 363–383.
- Collins, N. L., & Miller, L. C. (1994). Self-disclosure and liking: A meta-analytic review. *Psychological Bulletin*, 116, 457–475.
- Collins, R. L. (1996). For better or worse: The impact of upward social comparison on self-evaluations. *Psychological Bulletin*, 119, 51–69.
- 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.
- Colvin, C. R., Vogt, D., & Ickes, W. (1997). Why do friends understand each other better than strangers do? In W. J. Ickes (Ed.), *Empathic accuracy* (pp. 169–193). New York: Guilford.
- Condon, J. W., & Crano, W. D. (1988). Inferred evaluation and the relation between attitude similarity and interpersonal attraction. *Journal of Personality and Social Psychology*, 54, 789–797.
- Condry, J. C., & Condry, S. (1976). Sex differences: A study of the eye of the beholder. *Child Development*, 47, 812–819.
- Conlon, E. (2004). *Blue blood*. New York: Riverhead Books.
- Connery, D. S. (1977). *Guilty until proven innocent*. New York: Putnam's Sons.
- Connery, D. S. (1995). *Convicting the innocent*. Cambridge, MA: Brookline.
- Conway, L. G., Sexton, S. M., & Tweed, R. G. (2006). Collectivism and governmentally initiated restrictions: A cross-sectional and longitudinal analysis across nations and within a nation.

- Journal of Cross-cultural Psychology*, 37, 20–41.
- Cook, S. W. (1978). Interpersonal and attitudinal outcomes in cooperating interracial groups. *Journal of Research and Development in Education*, 12, 97–113.
- Cook, S. W. (1985). Experimenting on social issues: The case of school desegregation. *American Psychologist*, 40, 452–460.
- Cook, T. D. (1969). Competence, counterarguing, and attitude change. *Journal of Personality*, 37, 342–358.
- Cook, W. L. (2000). Understanding attachment security in family context. *Journal of Personality & Social Psychology*, 78, 285–294.
- Cooley, C. H. (1922). *Human nature and the social order*. New York: Charles Scribner's Sons.
- Coon, C. S. (1946). The universality of natural groupings in human societies. *Journal of Educational Sociology*, 20, 163–168.
- Cooper, J., & Scher, S. J. (1994). When do our actions affect our attitudes? In S. Shavitt & T. C. Brock (Eds.), *Persuasion* (pp. 95–112). Boston, MA: Allyn & Bacon.
- Cooper, J., Bennett, E. A., & Sukel, H. L. (1996). Complex scientific testimony: How do jurors make decisions. *Law and Human Behavior*, 20, 379–394.
- Cooper, J., Mirabile, R., & Scher, S. J. (2005). Actions and attitudes: The theory of cognitive dissonance. In T. C. Brock & M. C. Green (Eds.), *Persuasion: Psychological insights and perspectives* (pp. 63–79). Thousand Oaks, CA: Sage.
- Copeland, J. T. (1994). Prophecies of power: Motivational implications of social power for behavioral confirmation. *Journal of Personality and Social Psychology*, 67, 264–277.
- Correll, J., Park, B., Judd, C. M., & Wittenbrink, B. (2002). The police officer's dilemma: Using ethnicity to disambiguate potentially threatening individuals. *Journal of Personality and Social Psychology*, 83, 1314–1329.
- Correll, J., Uraland, G. R., & Ito, T. A. (2006). Shooting straight from the brain: Early attention to race promotes bias in the decision to shoot. *Journal of Experimental Social Psychology*, 42, 120–128.
- Cortes, B. P., Demoulin, S., Rodriguez, R. T., Rodriguez, A. P., Leyens, J. (2005). Infrahumanization or familiarity? Attribution of uniquely human emotions to the self, the ingroup, and the outgroup. *Personality and Social Psychology Bulletin*, 31, 243–253.
- Cosmides, L., & Tooby, J. (2005). Neurocognitive adaptations designed for social exchange. In D. M. Buss (Ed.), *Handbook of evolutionary psychology* (pp. 584–628). New York: Wiley.
- Cotterell, N., Eisenberger, R., & Speicher, H. (1992). Inhibiting effects of reciprocity wariness on interpersonal relationships. *Journal of Personality and Social Psychology*, 62, 658–668.
- Cottrell, C. A., & Neuberg, S. L. (2005). Different emotional reactions to different groups: A sociofunctional threat-based approach to "prejudice." *Journal of Personality and Social Psychology*, 88, 770–789.
- Cottrell, N. B. (1968). Performance in the presence of others: Mere presence, audience, and affiliation effects. In E. C. Simmel, R. A. Hoppe, & G. A. Milton (Eds.), *Social facilitation and imitative behavior* (pp. 91–110). Boston: Allyn & Bacon.
- 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.
- Coudeville, G., Ginis, K. A. M., & Farnose, J.-P. (2008). Determinants of self-handicapping strategies in sport and their effects on athletic performance. *Social Behavior and Personality*, 36, 391–398.
- Coulomb-Cabagno, G., & Raschle, O. (2006). Team sports players' observed aggression as a function of gender, competitive level, and sport type. *Journal of Applied Social Psychology*, 36, 1980–2000.
- Coulomb-Cabagno, G., Raschle, O., & Souchon, N. (2005). Players' gender and male referees' decisions about aggression in French soccer: A preliminary study. *Sex Roles*, 52, 547–553.
- Cox, C. L., Smith, S. L., & Insko, C. A. (1996). Categorical race versus individuating belief as determinants of discrimination: A study of southern adolescents in 1966, 1979, and 1993. *Journal of Experimental Social Psychology*, 32, 39–70.
- Cox, O. C. (1959). *Caste, class, and race: A study in social dynamics*. New York: Monthly Review Press.
- Crabb, P. B. (1996a). Answering machines take the "answering" out of telephone interactions. *Journal of Social Behavior & Personality*, 11, 387–397.
- Crabb, P. B. (1996b). Video camcorders and civil inattention. *Journal of Social Behavior & Personality*, 11, 805–816.
- Crabb, P. B. (1999). The use of answering machines and caller ID to regulate home privacy. *Environment & Behavior*, 31, 657–670.
- Crabb, P. B. (2000). The material culture of homicidal fantasies. *Aggressive Behavior*, 26, 225–234.
- Crabb, P. B. (2005). The material culture of suicidal fantasies. *Journal of Psychology*, 139, 211–220.
- Craig, B. (1985, July 30). A story of human kindness. *Pacific Stars and Stripes*, 13–16.
- Cramer, R. E., McMaster, M. R., Bartell, P. A., & Dragna, M. (1988). Subject competence and the minimization of the bystander effect. *Journal of Applied Social Psychology*, 18, 1133–1148.
- Crandall, C. S. (1995). Do parents discriminate against their heavyweight daughters? *Personality and Social Psychology Bulletin*, 21, 724–735.
- Crandall, C. S., & Eshleman, A. (2003). A justification-suppression of the expression and experience of prejudice. *Psychological Bulletin*, 129, 414–446.
- Crandall, C. S., Eshleman, A., & O'Brien, L. (2002). Social norms and the expression and suppression of prejudice. *Journal of Personality and Social Psychology*, 82, 359–378.
- Crano, W. D., & Seyranian, V. (2007). Majority and minority influence. *Social and Personality Psychology Compass*, 1, 572–589.
- Crary, D. (2005, December 15). Donor zeal impresses charities: Giving may be record for U.S. *Arizona Republic*, p. A28.
- Creasey, G., & Ladd, A. (2005). Generalized and specific attachment representations: unique and interactive roles in predicting conflict behaviors in close relationships. *Personality and Social Psychology Bulletin*, 31, 1026–1038.
- Crichton, R. (1959). *The great impostor*. New York: Random House.
- Crichton, R. (1961). *The rascal and the road*. New York: Random House.
- Crick, N. R., & Nelson, D. A. (2002). Relational and physical victimization within friendships: Nobody told me there'd be friends like these. *Journal of Abnormal Child Psychology*, 30, 599–607.
- Crocker, J., & Major, B. (1989). Social stigma and self-esteem: The self-protective properties of stigma. *Psychological Review*, 96, 608–630.
- 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: Guilford Press.
- Crocker, J., & Park, L. E. (2004). The costly pursuit of self-esteem. *Psychological Bulletin*, 130 (3), 392–414.
- Crocker, J., & Schwartz, I. (1985). Prejudice and ingroup favoritism in a minimal intergroup situation: Effects of self-esteem. *Personality and Social Psychology Bulletin*, 11, 379–386.
- Crocker, J., Thompson, L. L., McGraw, K. M., & Ingberman, C. (1987). Downward comparison, prejudice, and evaluations of others: Effects of self-esteem and

- threat. *Journal of Personality and Social Psychology*, 52, 907–916.
- Crocker, J., Voelkl, K., Testa, M., & Major, B. M. (1991). Social stigma: Affective consequences of attributional ambiguity. *Journal of Personality and Social Psychology*, 60, 218–228.
- Croizet, J.-C., Després, G., Gauzins, M. E., Huguet, P., Leyens, J. P., & Mèot, A. (2004). Stereotype threat undermines intellectual performance by triggering a disruptive mental load. *Personality and Social Psychology Bulletin*, 30, 721–731.
- Crook, J. H., & Crook, S. J. (1988). Tibetan polyandry: Problems of adaptation and fitness. In L. Betzig, M. Borgerhoff Mulder, & P. Turke (Eds.), *Human reproductive behavior: A Darwinian perspective* (pp. 97–114). Cambridge, U.K.: Cambridge University Press.
- Cross, S. E., & Markus, H. R. (1993). Gender in thought, belief, and action: A cognitive approach. In A. E. Beall & R. J. Sternberg (Eds.), *The psychology of gender* (pp. 55–98). New York: Guilford.
- Crowne, D. P., & Marlowe, D. (1964). *The approval motive: Studies in evaluative dependence*. New York: Wiley.
- Croyle, R., & Cooper, J. (1983). Dissonance arousal: Physiological evidence. *Journal of Personality and Social Psychology*, 45, 782–791.
- Croyle, R. T., & Sandee, G. N. (1988). Denial and confirmatory search: Paradoxical consequences of medical diagnoses. *Journal of Applied Social Psychology*, 18, 473–490.
- Crutchfield, R. S. (1955). Conformity and character. *American Psychologist*, 10, 191–198.
- Culos-Reed, S. N., Brawley, L. R., Martin, K. A., & Leary, M. R. (2002). Self-presentation concerns and health behaviors among cosmetic surgery patients. *Journal of Applied Social Psychology*, 32, 560–569.
- Cummings, P., Koepsell, T. D., Grossman, D. C., Savarino, J., & Thompson, R. S. (1997). The association between the purchase of a handgun and homicide or suicide. *American Journal of Public Health*, 87, 974–978.
- Cunningham, M. R. (1986). Levites and brother's keepers: A sociobiological perspective on prosocial behavior. *Humboldt Journal of Social Relations*, 13, 35–67.
- Cunningham, M. R., Barbee, A. P., Graves, C. R., Lundy, D. E., & Lister, S. C. (1996, August). *Can't buy me love: The effects of male wealth and personal qualities on female attraction*. Paper presented at American Psychological Association convention, Toronto.
- Cunningham, M. R., Barbee, A. P., & Philhower, C. L. (2002). Dimensions of facial physical attractiveness: The intersection of biology and culture. In G. Rhodes & L. R. Zebrowitz (Eds.), *Facial attractiveness: Evolutionary, cognitive, and social perspectives* (pp. 193–238). Westport, CT: Ablex Publishing.
- Cunningham, M. R., Druen, P. B., & Barbee, A. P. (1997). Angels, mentors, and friends: Tradeoffs among evolutionary, social, and individual variables in physical appearance. In J. Simpson & D. T. Kenrick (Eds.), *Evolutionary social psychology* (pp. 109–141). Hillsdale, NJ: Erlbaum.
- Cunningham, M. R., Jegerski, J., Gruder, C. L., & Barbee, A. P. (1995). *Helping in different social relationships: Charity begins at home*. Unpublished manuscript, University of Louisville, Department of Psychology, Louisville, KY.
- Cunningham, M. R., Shaffer, D. R., Barbee, A. P., Wolff, P. L., & Kelley, D. J. (1990). Separate processes in the relation of elation and depression to helping. *Journal of Experimental Social Psychology*, 26, 13–33.
- Cunningham, P. B., Henggeler, S. W., Limber, S. P., Melton, G. B., & Nation, M. A. (2000). Patterns and correlates of gun ownership among nonmetropolitan and rural middle school students. *Journal of Clinical Child Psychology*, 29, 432–442.
- Cunningham, W. A., Johnson, M. K., Raye, C. L., Gatenby, J. C., Gore, J. C., & Banaji, M. R. (2004). Separable neural components in the processing of Black and White faces. *Psychological Science*, 15, 806–813.
- Curran, J. (1977). Skills training as an approach to the treatment of heterosexual-social anxiety: A review. *Psychological Bulletin*, 84, 140–157.
- Curtis, N. M., Ronan, K. R., & Borduin, C. M. (2004). Multisystemic treatment: A meta-analysis of outcome studies. *Journal of Family Psychology*, 18, 411–419.
- Cutrona, C. E. (1982). Transition to college: Loneliness and the process of social adjustment. In L. A. Peplau & D. Perlman (Eds.), *Loneliness: A sourcebook of current theory, research, and therapy*. New York: Wiley-Interscience.
- Cutrona, C. E., Cole, V., Colangelo, N., Assouline, S. G., & Russell, D. W. (1994). Perceived parental social support and academic achievement: An attachment theory perspective. *Journal of Personality and Social Psychology*, 66, 369–378.
- Czikszentmihalyi, M., Larson, R., & Prescott, S. (1977). The ecology of adolescent activity and experience. *Journal of Youth and Adolescence*, 6, 281–294.
- D'Agostino, P. R. (2000). The encoding and transfer of stereotype-driven inferences. *Social Cognition*, 18, 281–291.
- D'Agostino, P. R., & Fincher-Kiefer, R. (1992). Need for cognition and the correspondence bias. *Social Cognition*, 10, 151–163.
- Dabbs, J. M., Jr. (1996). Testosterone, aggression, and delinquency. In S. Bhasin, H. L. Gabelnick, J. M. Spieler, R. S. Swerdloff, C. Wang, & C. Kelly (Eds.), *Pharmacology, biology, and clinical applications of androgens: Current status and future prospects* (pp. 179–189). New York: Wiley-Liss.
- Dabbs, J. M., Jr. (1997). Testosterone, smiling, and facial appearance. *Journal of Nonverbal Behavior*, 21, 45–55.
- Dabbs, J. M., Jr. (2000). *Heroes, rogues, and lovers: Testosterone and behavior*. New York: McGraw-Hill.
- Dabbs, J. M., Jr., & Morris, R. (1990). Testosterone, social class, and anti-social behavior in a sample of 4462 men. *Psychological Science*, 1, 209–211.
- Dabbs, J. M., Jr., Bernieri, F. J., Strong, R. K., Campo, R., & Milun, R. (2001). Going on stage: Testosterone in greetings and meetings. *Journal of Research in Personality*, 35, 27–40.
- Dabbs, J. M., Jr., Carr, S., Frady, R., & Riad, J. (1995). Testosterone, crime, and misbehavior among 692 male prison inmates. *Personality and Individual Differences*, 18, 627–633.
- Dabbs, J. M., Jr., Frady, R., Carr, T., & Besch, N. (1987). Saliva testosterone and criminal violence in young prison inmates. *Psychosomatic Medicine*, 49, 174–182.
- Dabbs, J. M., Jr., Hargrove, M. F., & Heusel, C. (1996). Testosterone differences among college fraternities: Well-behaved versus rambunctious. *Personality and Individual Differences*, 20, 157–161.
- Dabbs, J. M., Jr., Jurkovic, G., & Frady, R. (1991). Salivary testosterone and cortisol among late adolescent male offenders. *Journal of Abnormal Child Psychology*, 19, 469–478.
- Dalsky, D., Gohm, C. L., Noguchi, K., & Shiomura, K. (2008). Mutual self-enhancement in Japan and the United States. *Journal of Cross-Cultural Psychology*, 39, 215–223.
- Daly, J. A., Hogg, E., Sacks, D., Smith, M., & Zimring, L. (1983). Sex and relationship affect social self-grooming. *Journal of Nonverbal Behavior*, 7, 183–189.
- Daly, M., & Wilson, M. (1983). *Sex, evolution, and behavior*. Belmont, CA: Wadsworth.
- Daly, M., & Wilson, M. (1988). *Homicide*. New York: Aldine deGruyter.
- Daly, M., & Wilson, M. (1994). Evolutionary psychology of male violence. In J. Archer (Ed.), *Male violence* (pp. 253–288). New York: Routledge.

- Daly, M., Salmon, C., & Wilson, M. (1997). Kinship: The conceptual hole in psychological studies of social cognition and close relationships. In J. A. Simpson & D. T. Kenrick (Eds.), *Evolutionary social psychology* (pp. 265–296). Mahwah, NJ: Erlbaum.
- Damasio, A. R. (1985). Prosopagnosia. *Trends in Neuroscience*, 8, 132–135.
- Dambrun, M., Taylor, D. M., McDonald, D. A., Crush, J., & Méot, A. (2006). The relative deprivation-gratification continuum and the attitudes of South Africans toward immigrants: A test of the V-curve hypothesis. *Journal of Personality and Social Psychology*, 91, 1032–1044.
- Dandeneau, S. D., Baldwin, M. W., Baccus, J. R., Sakellaropoulos, M., & Pruessner, J. C. (2007). Cutting stress off at the pass: Reducing vigilance and responsiveness to social threat by manipulating attention. *Journal of Personality and Social Psychology*, 93, 651–666.
- Dardenne, B., Dumont, M., & Bollier, T. (2007). Insidious dangers of benevolent sexism: Consequences for women's performance. *Journal of Personality and Social Psychology*, 93, 764–779.
- Darley, J. M. (2001). The dynamics of authority in organizations. In J. M. Darley, D. M. Messick, & T. R. Tyler (Eds.), *Social influences on ethical behavior in organizations* (pp. 37–52). Mahwah, NJ: Erlbaum.
- Darley, J. M., & Latané, B. (1968). Bystander intervention in emergencies: Diffusion of responsibility. *Journal of Personality and Social Psychology*, 8, 377–383.
- Darley, J. M., Fleming, J. H., Hilton, J. L., & Swann, W. B., Jr. (1988). Dispelling negative expectancies: The impact of interaction goals and target characteristics on the expectancy confirmation process. *Journal of Experimental Social Psychology*, 24, 19–36.
- Darwin, C. (1873). *The expression of emotions in man and animals*. London: Murray.
- Das, E. H. H. J., de Wit, J. B. F., & Stroebe, W. (2003). Fear appeals motivate acceptance of action recommendations. *Personality and Social Psychology Bulletin*, 29, 650–664.
- Daubman, K. A., Heatherington, L., & Ahn, A. (1992). Gender and the self-presentation of academic achievement. *Sex Roles*, 27, 187–204.
- Dauten, D. (2004, July 22). How to be a good waiter, and other innovative ideas. *Arizona Republic*, p. D3.
- Davidson, A. R., Yantis, S., Norwood, M., & Montano, D. E. (1985). Amount of information about the attitude object and attitude-behavior consistency. *Journal of Personality and Social Psychology*, 49, 1184–1198.
- Davidson, O. G. (1996). *The best of enemies: Race and redemption in the New South*. New York: Scribner.
- Davidson, R. J., Ekman, P., Saron, C. D., Senulis, J. A., & Friesen, W. V. (1990). Approach/withdrawal and cerebral asymmetry: Emotional expression and brain physiology. *Journal of Personality and Social Psychology*, 58, 330–341.
- Davies, J. C. (1962). Toward a theory of revolution. *American Sociological Review*, 27, 5–19.
- Davis, B. P., & Knowles, E. S. (1999). A disrupt-then-reframe technique of social influence. *Journal of Personality and Social Psychology*, 76, 192–199.
- Davis, D., & Follette, W. C. (2001). Foibles of witness memory in high profile/traumatic cases. *Journal of Air Law and Commerce*, 66, 1421–1449.
- Davis, D., & Leo, R. A. (2006). Psychological weapons of influence: Applications in the interrogation room. *Nevada Lawyer*, 14, 14–19.
- Davis, D., & O'Donohue, W. T. (2003). The road to perdition: "Extreme influence" tactics in the interrogation room. In W. T. O'Donohue, P. R. Laws, & C. Hollin (Eds.), *Handbook of forensic psychology* (pp. 897–996). New York: Basic Books.
- Davis, D., Shaver, P. R., & Vernon, M. L. (2004). Attachment style and subjective motivations for sex. *Personality and Social Psychology Bulletin*, 30, 1076–1090.
- Davis, J. H. (1969). *Group performance*. New York: Addison-Wesley.
- Davis, J. H. (1973). Group decision and social interaction: A theory of social decision schemes. *Psychological Review*, 80, 97–125.
- Davis, J. H., Kerr, N. L., Atkin, R. S., Holt, R., & Meek, D. (1975). The decision processes of 6- and 12-person mock juries assigned unanimous and two-thirds majority rules. *Journal of Personality and Social Psychology*, 32, 1–14.
- Davis, J. L., & Rusbult, C. E. (2001). Attitude alignment in close relationships. *Journal of Personality & Social Psychology*, 81, 65–84.
- Davis, K. E., & Todd, M. J. (1985). Assessing friendship: prototypes, paradigm cases and relationship description. In S. Duck & D. Perlman (Eds.), *Understanding personal relationships: An interdisciplinary approach* (pp. 17–38). Beverly Hills, CA: Sage.
- Davis, M. (2000, April 8). Tempe teens brawl in "Fight Club." *Arizona Republic*, B1.
- Davis, M. H. (1994). *Empathy: A social psychological approach*. Madison, WI: Brown and Benchmark.
- Davis, M. H., Conklin, L., Smith, A., & Luce, C. (1996). The effect of perspective taking on the cognitive representation of persons: A merging of self and other. *Journal of Personality and Social Psychology*, 70, 213–226.
- Davis, M. H., Morris, M. M., & Kraus, L. A. (1998). Relationship-specific and global perceptions of social support: Associations with well-being and attachment. *Journal of Personality and Social Psychology*, 74, 468–481.
- Dawes, R. M. (1989). Statistical criteria for establishing a truly false consensus effect. *Journal of Experimental Social Psychology*, 25, 1–17.
- Day, D. V., Shleicher, D. J., Unckless, A. L., & Hiller, N. J. (2002). Self-monitoring personality at work: A meta-analytic investigation of construct validity. *Journal of Applied Psychology*, 87, 390–401.
- De Dreu, C. K. W., Nijstad, B. A., & van Knippenberg, D. (2008). Motivated information processing in group judgment and decision making. *Personality and Social Psychology Review*, 12, 22–49.
- De Hoogh, A. H. B., Den Hartog, D. N., & Koopman, P. L. (2005). Linking the Big Five factors of personality to charismatic and transactional leadership: Perceived dynamic work environment as a moderator. *Journal of Organizational Behavior*, 26, 839–865.
- de Waal, F. B. M. (1989). *Chimpanzee politics: Power and sex among apes*. Baltimore: Johns Hopkins University Press.
- Deaux, K., & Hanna, R. (1984). Courtship in the personal column: The influence of gender and sexual orientation. *Sex Roles*, 11, 363–375.
- Deaux, K., & LaFrance, M. (1998). Gender. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *The handbook of social psychology* (4th ed., Vol. 1, pp. 788–827). New York: McGraw-Hill.
- Deaux, K., & Lewis, L. L. (1984). The structure of gender stereotypes: Interrelationships among components and gender label. *Journal of Personality and Social Psychology*, 46, 991–1004.
- Deaux, K., & Major, B. (1987). Putting gender into context: An interactive model of gender-related behavior. *Psychological Review*, 94, 369–389.
- Deaux, K., Reid, A., Mizrahi, K., & Ethier, K. A. (1995). Parameters of social identity. *Journal of Personality and Social Psychology*, 68, 280–291.
- DeBono, K. G. (1987). Investigating the social-adjustive and value-expressive functions of attitude: Implications for persuasion processes. *Journal of Personality and Social Psychology*, 52, 279–287.
- DeBruine, L. M., Jones, B. C., & Perrett, D. I. (2005). Women's attractiveness

- judgments of self-resembling faces change across the menstrual cycle. *Hormones and Behavior*, 47, 379–383.
- DeBruine, L. M., Jones, B. C., Unger, L., Little, A. C., & Feinberg, D. R. (2007). Dissociating averageness and attractiveness: Attractive faces are not always average. *Journal of Experimental Psychology: Human Perception and Performance*, 33, 1420–1430.
- Deci, E. L., & Ryan, R. M. (1985). *Intrinsic motivation and self-determination in human behavior*. New York: Plenum.
- Deci, E. L., & Ryan, R. M. (2000). The “what” and “why” of goal pursuits: Human needs and the self-determination of behavior. *Psychological Inquiry*, 11, 227–268.
- Deci, E. L., Koestner, R., & Ryan, R. M. (1999). A meta-analytic review of experiments examining the effects of extrinsic rewards on intrinsic motivation. *Psychological Bulletin*, 125, 627–668.
- Deci, E. L., Koestner, R., & Ryan, R. M. (2001). Extrinsic rewards and intrinsic motivation in education: Reconsidered once again. *Review of Educational Research*, 71, 1–27.
- DeCremer, D., & VanDijk, E. (2002). Reactions to group success and failure as a function of identification level: A test of the goal-transformation hypothesis in social dilemmas. *Journal of Experimental Social Psychology*, 38, 435–442.
- DeDreu, C. K. W. (2003). Time pressure and closing of the mind in negotiation. *Organizational Behavior and Human Decision Processes*, 91, 280–295.
- DeDreu, C. K. W., & West, M. A. (2001). Minority dissent and team innovation: The importance of participation in decision making. *Journal of Applied Psychology*, 86, 1191–1201.
- Del Giudice, M. (2009). Sex, attachment, and the development of reproductive strategies. *Behavioral & Brain Sciences*, 32, 1–68.
- Deluga, R. J., & Perry, J. T. (1994). The role of subordinate performance and ingratiation in leader-member exchanges. *Group and Organization Management*, 19, 67–86.
- Denissen, J. J. A. Penke, L., & Schmitt, D. P. (2008). Self-esteem reactions to social interactions: Evidence for sociometer mechanisms across days, people, and nations. *Journal of Personality and Social Psychology*, 95, 181–196.
- DePaulo, B. M. (1982). Social-psychological processes in informal help seeking. In T. A. Wills (Ed.), *Basic processes in helping relationships*. New York: Academic Press.
- DePaulo, B. M. (1992). Nonverbal behavior and self-presentation. *Psychological Bulletin*, 111, 203–243.
- DePaulo, B. M., & Fisher, J. D. (1980). The costs of asking for help. *Basic and Applied Social Psychology*, 1, 23–35.
- DePaulo, B. M., & Kashy, D. A. (1998). Everyday lies in close relationships. *Journal of Personality and Social Psychology*, 74, 63–79.
- DePaulo, B. M., Epstein, J. A., & LeMay, C. S. (1990). Responses of the socially anxious to the prospect of interpersonal evaluation. *Journal of Personality*, 58, 623–640.
- DePaulo, B. M., Kashy, D. A., Kirkendol, S. E., Wyer, M. M., & Epstein, J. A. (1996). Lying in everyday life. *Journal of Personality and Social Psychology*, 70, 979–995.
- DePaulo, B. M., Lindsay, J. J., Malone, B. E., Muhlenbruck, L., Charlton, K., & Cooper, H. (2003). Cues to deception. *Psychological Bulletin*, 129, 74–112.
- Derlega, V. J., Metts, S., Petronio, S., & Margulis, S. J. (1993). *Self-disclosure*. Newbury Park, CA: Sage.
- DeSteno, D., Bartlett, M. Y., Braverman, J., & Salovey, P. (2002). Evolutionary mechanism or artifact of measurement? *Journal of Personality & Social Psychology*, 83, 1103–1116.
- Deutsch, L. (1993, August 27). 4 tell jury how they ran from TVs to help Denny. *San Francisco Examiner*, p. A11.
- Deutsch, M. (1986). Strategies for inducing cooperation. In R. K. White (Ed.), *Psychology and the prevention of nuclear war* (pp. 162–170). New York: New York University Press.
- Deutsch, M., & Gerard, H. B. (1955). A study of normative and informational social influences upon individual judgment. *Journal of Abnormal and Social Psychology*, 51, 629–636.
- Devine, P. G. (1989). Stereotypes and prejudice: Their automatic and controlled components. *Journal of Personality and Social Psychology*, 56, 5–18.
- Devine, P. G., Monteith, M. J., Zuwerink, J. R., & Elliot, A. J. (1991). Prejudice with and without compunction. *Journal of Personality and Social Psychology*, 60, 817–830.
- Devos, T., Silver, L. A., Mackie, D. M., & Smith, E. R. (2002). Experiencing intergroup emotions. In D. M. Mackie & E. R. Smith (Eds.), *From prejudice to intergroup emotions: Differentiated reactions to social groups* (pp. 111–134). New York: Psychology Press.
- Dewall, C. N., Baumeister, R. F., Stillman, T. F., & Gailliot, M. T. (2007). Violence restrained: Effects of self-regulation and its depletion on aggression. *Journal of Experimental Social Psychology*, 43, 62–76.
- Diamond, L. M. (2003). What does sexual orientation orient? A biobehavioral model distinguishing romantic love and sexual desire. *Psychological Review*, 110, 173–192.
- Diamond, L. M. (2004). Emerging perspectives on distinctions between romantic love and sexual desire. *Current Directions in Psychological Science*, 13, 116–119.
- Diamond, L. M. (2007). A dynamical systems approach to female same-sex sexuality. *Perspectives on Psychological Science*, 2, 142–161.
- Diamond, L. M. (2008). Female bisexuality from adolescence to adulthood: Results from a 10-year longitudinal study. *Developmental Psychology*, 44, 5–14.
- Diamond, L. M., Hicks, A. M., and Otter-Henderson, K. D. (2008). Every time you go away: Changes in affect, behavior, and physiology associated with travel-related separations from romantic partners. *Journal of Personality and Social Psychology*, 95, 385–403.
- Dick, D. M., & Rose, R. J. (2002). Behavior genetics: What's new? What's next? *Current Directions in Psychological Science*, 11, 70–74.
- Dickerson, S. S., Gruenewald, T. L., & Kemény, M. E. (2004). When the social self is threatened: Shame, physiology, and health. *Journal of Personality*, 72, 1191–1216.
- Dickey, C. (1991, January 7). Why we can't seem to understand the Arabs. *Newsweek*, p. 26–27.
- Diener, E. (2000). Subjective well-being: The science of happiness and a proposal for a national index. *American Psychologist*, 55, 34–43.
- Diener, E., & Biswas-Diener, R. (2008). *Happiness: Unlocking the mysteries of psychological wealth*. Malden, MA: Blackwell/Wiley.
- Diener, E., Fraser, S. C., Beaman, A. L., & Kelem, R. T. (1976). Effects of deindividuation variables on stealing among Halloween trick-or-treaters. *Journal of Personality and Social Psychology*, 33, 178–183.
- “Different ratings for Hillary Rodham Clinton,” Gallup Organization (2003, July 8). Retrieved from <http://www.gallup.com/poll/talk/default.asp?pw=7/8/2003>.
- Dijker, A. J., & Koomen, W. (1996). Stereotyping and attitudinal effects under time pressure. *European Journal of Social Psychology*, 26, 61–74.
- Dijksterhuis, A., & van Knippenberg, A. (1999). On the parameters of associative strength: Central tendency and variability as determinants of stereotype accessibility. *Personality and Social Psychology Bulletin*, 25, 527–536.
- Dijkstra, P., & Buunk, B. P. (1998). Jealousy as a function of rival characteristics: An evolutionary perspective. *Personality & Social Psychology Bulletin*, 24, 1158–1166.
- Dill, K. E., Brown, B. P., & Collins, M. A. (2008). Effects of exposure to sex-stereotyped video game characters on tolerance of sexual harassment. *Journal of Experimental Social Psychology*, 44, 1402–1408.

- DiMento, J. F. (1989). Can social science explain organizational noncompliance with environmental law? *Journal of Social Issues*, 45, 109–133.
- Dion, K. L., Dion, K. K., & Keelan, J. P. (1990). Appearance anxiety as a dimension of social-evaluative anxiety: Exploring the ugly duckling syndrome. *Contemporary Social Psychology*, 14, 220–224.
- Ditto, P. H., & Lopez, D. F. (1992). Motivated skepticism: Use of differential decision criteria for preferred and nonpreferred conclusions. *Journal of Personality and Social Psychology*, 63, 568–584.
- Ditto, P. H., Scepansky, J. A., Munro, G. D., Apanovitch, A. M., & Lockhart, L. K. (1998). Motivated sensitivity to preference-inconsistent information. *Journal of Personality and Social Psychology*, 75, 53–69.
- Dodd, E. H., Giuliano, T. A., Boutell, J. M., & Moran, B. E. (2001). Respected or rejected: Perceptions of women who confront sexist remarks. *Sex Roles*, 45, 567–577.
- Dodge, K. A. (1986). A social information processing model of social competence in children. In M. Perlmutter (Ed.), *Minnesota symposium on child psychology* (Vol. 18, pp. 77–125). Hillsdale, NJ: Erlbaum.
- Dodge, K. A., & Coie, J. D. (1987). Social information processing factors in reactive and proactive aggression in children's peer groups. *Journal of Personality and Social Psychology*, 53, 1146–1158.
- Dodge, K. A., & Frame, C. L. (1982). Social cognitive biases and deficits in aggressive boys. *Child Development*, 53, 1146–1158.
- Dodge, K. A., Price, J. M., Bachorowski, J. A., & Newman, J. P. (1990). Hostile attributional biases in severely aggressive adolescents. *Journal of Abnormal Psychology*, 99, 385–392.
- Does competition enhance or inhibit motor performance? A meta-analysis. *Psychological Bulletin*, 125, 133–154.
- Doherty, K., & Schlenker, B. R. (1991). Self-consciousness and strategic self-presentation. *Journal of Personality*, 59, 1–18.
- Dolinski, D. (2000). On inferring one's beliefs from one's attempt and its consequences for subsequent compliance. *Journal of Personality and Social Psychology*, 78, 260–272.
- Dollard, J., Miller, N. E., Doob, L. W., Mowrer, O. H., & Sears, R. R. (1939). *Frustration and aggression*. New Haven, CT: Yale University Press.
- Donahue, E. M. (1994). Do children use the Big Five, too? Content and structural form in personality description. *Journal of Personality*, 62, 45–66.
- Donaldson, S. I., Graham, J. W., Piccinin, A. M., & Hansen, W. B. (1995). Resistance-skills training and onset of alcohol use. *Health Psychology*, 14, 291–300.
- Donders, N. C., Correll, J., & Wittenbrink, B. (2008). Danger stereotypes predict racially biased attentional processing. *Journal of Experimental Social Psychology*, 44, 1328–1333.
- Donellen, M. B., Conger, R. D., & Bryant, C. M. (2004). The Big Five and enduring marriages. *Journal of Research in Personality*, 38, 481–504.
- Donnerstein, E., & Berkowitz, L. (1981). Victim reactions to aggressive erotic films as a factor in violence against women. *Journal of Personality and Social Psychology*, 41, 710–724.
- 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.
- Doty, R. M., Winter, D. G., Peterson, B. E., & Kemmelmeier, M. (1997). Authoritarianism and American students' attitudes about the Gulf War. *Personality and Social Psychology Bulletin*, 23, 1133–1143.
- Dovidio, J. F. (1984). Helping behavior and altruism: An empirical and conceptual overview. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 17, pp. 361–427). New York: Academic Press.
- Dovidio, J. F. (1993, October). *Androgyny, sex roles, and helping*. Paper presented at the meetings of the Society of Experimental Social Psychology, Santa Barbara, CA.
- Dovidio, J. F., & Gaertner, S. L. (2000). Aversive racism and selection decisions: 1989 and 1999. *Psychological Science*, 11, 315–319.
- Dovidio, J. F., Ellyson, S. L., Keating, C. F., Heltman, K., & Brown, C. E. (1988). The relationship of social power to visual displays of dominance between men and women. *Journal of Personality and Social Psychology*, 54, 233–242.
- Dovidio, J. F., Gaertner, S. L., & Kawakami, K. (2003). Intergroup contact: The past, present, and the future. *Group Processes and Intergroup Relations*, 6, 5–20.
- Dovidio, J. F., Gaertner, S. L., Validzic, A., Matoka, K., Johnson, B., & Frazier, S. (1997a). Extending the benefits of recategorization: Evaluations, self-disclosure, and helping. *Journal of Experimental Social Psychology*, 33, 401–420.
- Dovidio, J. F., Kawakami, K., Johnson, C., Johnson, B., & Howard, A. (1997). On the nature of prejudice: Automatic and controlled processes. *Journal of Experimental Social Psychology*, 33, 510–540.
- Dovidio, J. F., Piliavin, J. A., Gaertner, S. L., Schroeder, D. A., & Clark, R. D., III (1991). The Arousal: Cost–Reward Model and the process of intervention: A review of the evidence. In M. S. Clark (Ed.), *Review of personality and social psychology* (Vol. 12, pp. 86–118). Newbury Park, CA: Sage.
- Dovidio, J. F., Piliavin, J. A., Schroeder, D. A., & Penner, L. A. (2006). *The social psychology of prosocial behavior*. Mahwah, NJ: Erlbaum.
- Dovidio, J. F., ten Vergert, M., Stewart, T. L., Gaertner, S. L., Johnson, J. D., Esses, V. M., Reik, B. M., & Pearson, A. R. (2004). Perspective and prejudice: Antecedents and mediating mechanism. *Personality and Social Psychology Bulletin*, 30, 1537–1549.
- Dowd, E. T., Hughes, S., Brockbank, L., Halpain, D., Seibel, C., & Seibel, P. (1988). Compliance-based and defiance-based intervention strategies and psychological reactance in the treatment of free and unfree behavior. *Journal of Counseling Psychology*, 35, 363–369.
- Dowd, E. T., Milne, C. R., & Wise, S. L. (1991). The therapeutic reactance scale: A measure of psychological reactance. *Journal of Counseling and Development*, 69, 541–545.
- Downs, A. C., & Lyons, P. M. (1991). Natural observations of the links between attractiveness and initial legal judgments. *Personality and Social Psychology Bulletin*, 17, 541–547.
- Doyle, R. (1997, April). By the numbers: Air pollution in the U.S. *Scientific American*, p. 27.
- Dreher, J., Schmidt, P. J., Kohn, P., Furman, D., Rubinow, D., & Berman, K. F. (2007). Menstrual cycle phase modulates reward-related neural function in women. *Proceedings of the National Academy of Sciences*, 104, 2465–2470.
- Drigotas, S. M., & Barta, W. (2001). The cheating heart: Scientific explorations of infidelity. *Current Directions in Psychological Science*, 10, 177–180.
- Driscoll, R., Davis, K. W., & Lipetz, M. E. (1972). Parental interference and romantic love. *Journal of Personality and Social Psychology*, 24, 1–10.
- Driskell, J. E., Hogan, R., & Salas, E. (1987). Personality and group performance. In C. Hendrick (Ed.), *Group processes and intergroup relations* (pp. 91–112). Newbury Park, CA: Sage.
- Du Maurier, D. (1977). *Myself when young: The shaping of a writer*. Garden City, NY: Doubleday.
- Duckitt, J., & Farre, B. (1994). Right-wing authoritarianism and political intolerance among whites in the future majority-rule South Africa. *Journal of Social Psychology*, 134, 735–741.
- Duke, N., Resnick, M. D., & Borowsky, I. W. (2005). Adolescent firearm violence:

- Position paper of the Society for Adolescent Medicine. *Journal of Adolescent Health*, 37, 171–174.
- Duncan, L. A., Park, J. H., Faulkner, J., Schaller, M., Neuberg, S. L., & Kenrick, D. T. (2007). Adaptive allocation of attention: Effects of sex and sociosexuality on visual attention to attractive opposite-sex faces. *Evolution and Human Behavior*, 28, 359–364.
- Dunn, E. W., Aknin, L. B., & Norton, M. I. (2008). Spending money on others promotes happiness. *Science*, 319, 1687–1688.
- Dunning, D., & Sherman, D. A. (1997). Stereotypes and tacit inference. *Journal of Personality and Social Psychology*, 73, 459–471.
- Dunning, D., Leuenberger, A., & Sherman, D. A. (1995). A new look at motivated inference: Are self-serving theories of success a product of motivational forces? *Journal of Personality and Social Psychology*, 69, 58–68.
- Dunning, D., Perie, M., & Story, A. L. (1991). Self-serving prototypes of social categories. *Journal of Personality and Social Psychology*, 61, 957–968.
- Duntley, J. D. (2005). Adaptations to dangers from humans. In D. M. Buss (Ed.), *Handbook of evolutionary psychology* (pp. 224–254). Hoboken, NJ: Wiley.
- Dunton, B. C., & Fazio, R. H. (1997). An individual difference measure of motivation to control prejudiced reactions. *Personality and Social Psychology Bulletin*, 23, 316–326.
- Durant, W., & Durant, A. (1963). *The age of Louis XIV*. New York: Simon & Schuster.
- Durante, K. M., & Li, N. P. (2009). Oestradiol level and opportunistic mating in women. *Biology Letters*, 5, 179–182.
- Durante, K. M., Li, N. P., & Haselton, M. G. (2008). Changes in women's choice of dress across the ovulatory cycle: Naturalistic and laboratory task-based evidence. *Personality and Social Psychology Bulletin*, 34, 1451–1460.
- Duriez, B., Soenens, B., & Vansteenkiste, M. (2008). The intergenerational transmission of authoritarianism: The mediating role of parental goal promotion. *Journal of Research in Personality*, 42, 622–642.
- Dutton, A., & Aron, A. (1974). Some evidence for heightened sexual attraction under conditions of high anxiety. *Journal of Personality and Social Psychology*, 30, 510–17.
- Duval, S., & Wicklund, R. A. (1972). *A theory of objective self-awareness*. New York: Academic Press.
- Dykman, B., & Reis, H. T. (1979). Personality correlates of classroom seating position. *Journal of Educational Psychology*, 71, 346–354.
- Eagly, A. H. (1983). Gender and social influence: A social psychological analysis. *American Psychologist*, 38, 971–983.
- Eagly, A. H. (1987). *Sex differences in social behavior: A social-role interpretation*. Hillsdale, NJ: Erlbaum.
- Eagly, A. H., & Carli, L. L. (1981). Sex of researchers and sex-typed communications as determinants of sex differences in influencability: 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 Jovanovich.
- Eagly, A. H., & Chaiken, S. (1998). Attitude structure and function. In D. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (4th ed.), (Vol. 2, pp. 269–322). Boston: McGraw-Hill.
- Eagly, A. H., & Chrvala, C. (1986). Sex differences in conformity: Status and gender role interpretations. *Psychology of Women Quarterly*, 10, 203–220.
- Eagly, A. H., & Crowley, M. (1986). Gender and helping behavior: A meta-analytic view of the social psychological literature. *Psychological Bulletin*, 100, 283–308.
- Eagly, A. H., & Karau, S. J. (1991). Gender and the emergence of leaders: A meta-analysis. *Journal of Personality and Social Psychology*, 60, 685–710.
- Eagly, A. H., & Karau, S. J. (2002). Role congruity theory of prejudice toward female leaders. *Psychological Review*, 109, 573–598.
- 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., & Wood, W. (1999). The origins of sex differences in human behavior: Evolved dispositions versus social roles. *American Psychologist*, 54, 408–423.
- 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., Johannesen-Schmidt, M. C., & Van Engen, M. L. (2003). Transformational, transactional, and laissez-faire leadership styles: A meta-analysis comparing women and men. *Psychological Bulletin*, 129, 569–591.
- Eagly, A. H., Karau, S. J., & Makhijani, M. G. (1995). Gender and the effectiveness of leaders: A meta-analysis. *Psychological Bulletin*, 117, 125–145.
- Eagly, A. H., Wood, W., & Chaiken, S. (1978). Causal inferences about communicators and their effect on opinion change. *Journal of Personality and Social Psychology*, 36, 424–435.
- Eagly, A. H., Wood, W., & Fishbaugh, L. (1981). Sex differences in conformity: Surveillance by the group as a determinant of male nonconformity. *Journal of Personality and Social Psychology*, 40, 384–394.
- Eagly, A. H., Wood, W., & Johannesen-Schmidt, M. C. (2004). Social role theory of sex differences and similarities: Implications for the partner preferences of women and men. In A. H. Eagly, A. E. Beall, & R. Sternberg (Eds.), *Psychology of gender* (2nd ed., pp. 269–295). New York: Guilford.
- Earley, P. C. (1989). Social loafing and collectivism: A comparison of the United States and the People's Republic of China. *Administrative Science Quarterly*, 34, 565–581.
- Easton, J. A., Schipper, L. D., Shackelford, T. K. (2006). Morbid jealousy from an evolutionary psychological perspective. *Evolution and Human Behavior*, 28, 399–402.
- Eberhardt, J. L., Goff, P. A., Purdie, V. J., & Davies, P. G. (2004). Seeing black: Race, crime and visual processing. *Journal of Personality and Social Psychology*, 87, 876–893.
- Eby, L. T., & Dobbins, G. H. (1997). Collectivistic orientation in teams: An individual and group-level analysis. *Journal of Organizational Behavior*, 18, 275–295.
- Edinger, J. A., & Patterson, M. L. (1983). Nonverbal involvement and social control. *Psychological Bulletin*, 93, 30–56.
- Edwards, J. A., & Weary, G. (1993). Depression and the impression formation continuum: Piecemeal processing despite the availability of category information. *Journal of Personality and Social Psychology*, 64, 636–645.
- Edwards, K., & Smith, E. E. (1996). A disconfirmation bias in the evaluation of arguments. *Journal of Personality and Social Psychology*, 71, 5–24.
- Efran, M. G., & Patterson, E. W. J. (1974). Voters vote beautiful: The effects of physical appearance on a national election. *Canadian Journal of Behavioral Science*, 6, 352–356.
- Efran, M. G., & Patterson, E. W. J. (1976). *The politics of appearance*. Unpublished manuscript, University of Toronto.
- Egan, K. J. (1990). What does it mean to a patient to be "in control"? In F. M. Ferrante, G. W. Ostheimer, & B. G. Covino (Eds.), *Patient-controlled analgesia* (pp. 17–26). Boston: Blackwell.
- Eibach, R. P., & Ehrlinger, J. (2006). "Keep your eyes on the prize": Reference

- points and racial differences in assessing progress toward equality. *Personality and Social Psychology Bulletin*, 32, 66–77.
- Eibl-Eibesfeldt, I. (1973). The expressive behavior of the deaf-and-blind-born. In M. von Cranach & I. Vine (Eds.), *Social communication and movement* (pp. 163–194). New York: Academic Press.
- Eid, M., & Diener, E. (2001). Norms for experiencing emotions in different cultures: Inter- and intranational differences. *Journal of Personality and Social Psychology*, 81, 869–885.
- Einon, D. (1994). Are men more promiscuous than women? *Ethology and Sociobiology*, 15, 131–143.
- Eisenberg, N., & Fabes, R. A. (1998). Pro-social development. In W. Damon (Ed.), *Handbook of child psychology* (5th ed.) (Vol. 3, pp. 701–798). New York: Wiley.
- Eisenberg, N., & Miller, P. (1987). The relation of empathy to prosocial and related behaviors. *Psychological Bulletin*, 101, 91–119.
- Eisenberger, N. I., Lieberman, M. D., & Williams, K. D. (2003). Does rejection hurt? An fMRI study of social exclusion. *Science*, 302, 290–292.
- Eisenstadt, D., Leippe, M. R., Stambush, M. A., Rauch, S. M., & Rivers, J. A. (2005). Dissonance and prejudice. *Basic and Applied Social Psychology*, 27, 127–141.
- Ekman, P. (1982). *Emotion in the human face* (2nd ed.). Cambridge, U.K.: Cambridge University Press.
- Ekman, P. (1985). *Telling lies: Clues to deceit in the marketplace, politics, and marriage*. New York: W. W. Norton.
- Ekman, P., & Friesen, W. V. (1971). Constants across cultures in the face and emotion. *Journal of Personality and Social Psychology*, 17, 124–129.
- Ekman, P., & Friesen, W. V. (1978). *The facial-action coding system*. Palo Alto, CA: Consulting Psychologists Press.
- Elfenbein, H. A., & Ambady, N. (2002). On the universality and cultural specificity of emotion recognition: A meta-analysis. *Psychological Bulletin*, 128, 203–235.
- Elkin, R. A., & Leippe, M. R. (1986). Physiological arousal, dissonance, and attitude change. *Journal of Personality and Social Psychology*, 51, 55–65.
- Elliot, A. J., & Church, M. A. (2003). A motivational analysis of defensive pessimism and self-handicapping. *Journal of Personality*, 71, 369–396.
- 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.
- Elliot, A. J., & Reis, H. T. (2003). Attachment and exploration in adulthood. *Journal of Personality & Social Psychology*, 85, 317–331.
- Ellis, B. J., & Symons, D. (1990). Sex differences in sexual fantasy: An evolutionary psychological approach. *Journal of Sex Research*, 27, 527–555.
- Ellis, L. (1986). Evidence of neuroandrogenic etiology of sex roles from a combined analysis of human, nonhuman primate and nonprimate mammalian studies. *Personality and Individual Differences*, 7, 519–552.
- Ellison, N. B., Steinfeld, C., & Lampe, C. (2007). The benefits of Facebook “friends”: Social capital and college students’ use of online social network sites. *Journal of Computer-Mediated Communication*, 12, 1143–1168.
- Ellsworth, P. C., & Mauro, R. (1998). Psychology and law. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (4th ed.) (Vol. 2, pp. 684–732). New York: McGraw-Hill/Oxford University Press.
- Ellsworth, P. C., Haney, C., & Costanzo, M. (2001). Society for the Psychological Study of Social Issues (SPSSI) position statement on the death penalty. *Society for Psychological Study of Social Issues*, available at: www.spssi.org/position_statements.html.
- Emert, C. (2000, September 2). Olympic seal of approval. *San Francisco Chronicle*, pp. D1-D2.
- Emmons, R. A. (1989). The personal striving approach to personality. In L. A. Pervin (Ed.), *Goals concepts in personality and social psychology* (pp. 87–126). Hillsdale, NJ: Erlbaum.
- Emmons, R. A., Diener, E., & Larsen, R. J. (1986). Choice and avoidance of everyday situations and affect congruence: Two models of reciprocal interactionism. *Journal of Personality and Social Psychology*, 51, 815–826.
- End, C. M., Dietz-Uhler, B., Harrick, E. A., & Jacquemotte, L. (2002). Identifying with winners: A reexamination of sport fans’ tendency to BIRG. *Journal of Applied Social Psychology*, 32, 1017–1030.
- Ensari, N., & Miller, N. (2002). The out-group must not be so bad after all: The effects of disclosure, typicality, and salience on intergroup bias. *Journal of Personality & Social Psychology*, 83, 313–329.
- Epley, N., & Gilovich, T. (2004). Are adjustments insufficient? *Personality and Social Psychology Bulletin*, 30, 447–460.
- Epley, N., Keysar, B., Van Boven, L., & Gilovich, T. (2004). Perspective taking as egocentric anchoring and adjustment. *Journal of Personality and Social Psychology*, 87, 327–339.
- Epstude, K., & Roese, N. J. (2008). The functional theory of counterfactual thinking. *Personality and Social Psychology Review*, 12, 168–192.
- Erber, J. T., & Prager, I. G. (2000). Age and excuses for forgetting: Self-handicapping versus damage-control strategies. *International Journal of Aging and Human Development*, 50, 201–214.
- Erber, R., & Fiske, S. T. (1984). Outcome dependency and attention to inconsistent information. *Journal of Personality and Social Psychology*, 47, 709–726.
- Ericksen, M. K., & Sirgy, M. J. (1989). Achievement motivation and clothing behavior: A self-image congruence analysis. *Journal of Social Behavior and Personality*, 4, 307–326.
- Eron, L. D., & Huesmann, L. R. (1985). The role of television in the development of prosocial and antisocial behavior. In D. Olweus, M. Radke-Yarrow, & J. Block (Eds.), *Development of antisocial and prosocial behavior*. Orlando, FL: Academic Press.
- Estow, S., Jamieson, J. P., & Yates, J. R. (2007). Self-monitoring and mimicry of positive and negative social behaviors. *Journal of Research in Personality*, 41, 425–433.
- Euler, H. A., & Michalski, R. L. (2007). Grandparental and extended kin relationships. In C. A. Salmon & T. K. Shackelford (Eds.), *Family relationships: An evolutionary perspective* (pp. 230–256). New York: Oxford University Press.
- Evans, G. W., & Lepore, S. J. (1993). Household crowding and social support: A quasieperimental analysis. *Journal of Personality and Social Psychology*, 65, 308–316.
- Evans, G. W., & Wener, R. E. (2007). Crowding and personal space invasion on the train: Please don’t make me sit in the middle. *Journal of Environmental Psychology*, 27, 90–94.
- Evans, G. W., Lepore, S. J., & Schroeder, A. (1996). The role of interior design elements in human responses to crowding. *Journal of Personality and Social Psychology*, 70, 41–46.
- Evans, G. W., Palsane, M. N., & Carrere, S. (1987). Type A behavior and occupational stress: A cross-cultural study of blue-collar workers. *Journal of Personality and Social Psychology*, 52, 1002–1007.
- Evans, J. S. B. T. (2008). Dual-processing accounts of reasoning, judgment, and social cognition. *Annual Review of Psychology*, 59, 255–278.
- “Executive pay.” (2003, April 21). *Business Week*. Available at www.businessweek.com/magazine/content/03_16/b3829003.htm.
- Exline, R. V. (1972). Visual interaction: The glances of power and preference. In J. K. Cole (Ed.), *Nebraska symposium on motivation* (Vol. 19, pp. 163–206). Lincoln: University of Nebraska Press.

- Farc, M-M., & Sagarin, B. S. (2009). Using attitude strength to predict registration and voting behavior in 2004 U. S. presidential elections. *Basic and Applied Social Psychology*, 31, 106–173.
- Farrar, E. W. R. (1838). *The young lady's friend; A manual of practical advice and instruction to young females on their entering upon the duties of life after quitting school*. London: John W. Parker.
- Fast, J. (1970). *Body language*. New York: M. Evans and Company.
- Faulkner, J., Schaller, M., Park, J. H., & Duncan, L. A. (2004). Evolved disease-avoidance mechanisms and contemporary xenophobic attitudes. *Group Processes and Intergroup Relations*, 7, 333–353.
- Fazio, R. H. (1987). Self-perception theory: A current perspective. In M. P. Zanna, J. M. Olson, & C. P. Herman (Eds.), *Ontario symposium on personality and social psychology* (pp. 129–150). Hillsdale, NJ: Erlbaum.
- Fazio, R. H. (1995). Attitudes as object-evaluation associations. In R. E. Petty & J. A. Krosnick (Eds.), *Attitude strength: Antecedents and consequences* (pp. 247–282). Mahwah, NJ: Erlbaum.
- Fazio, R. H., & Olson, M. A. (2003). Implicit measures in social cognition research: Their meaning and uses. *Annual Review of Psychology*, 54, 297–327.
- Fazio, R. H., & Williams, C. J. (1986). Attitude accessibility as a moderator of the attitude-perception and attitude-behavior relations. *Journal of Personality and Social Psychology*, 51, 505–514.
- Fazio, R. H., & Zanna, M. P. (1981). Direct experience and attitude-behavior consistency. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 14, pp. 162–202). New York: Academic Press.
- 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., Zanna, M. P., & Cooper, J. (1977). Dissonance and self-perception. *Journal of Experimental Social Psychology*, 13, 464–479.
- Feagin, J. R., & Feagin, C. B. (1999). *Racial and ethnic relations* (6th ed.). Upper Saddle River, NJ: Prentice-Hall.
- Feather, N. T. (1998). Reactions to penalties for offenses committed by the police and public citizens: Testing a social-cognitive process model of retributive justice. *Journal of Personality & Social Psychology*, 75, 528–544.
- Fehr, B. (1988). Prototype analysis of the concepts of love and commitment. *Journal of Personality and Social Psychology*, 55, 557–579.
- Fehr, B. (2006). A prototype approach to studying love. In R. J. Sternberg & K. Weis (Eds.), *The new psychology of love* (pp. 225–248). New Haven, CT: Yale University Press.
- Fehr, B., & Russell, J. A. (1991). The concept of love viewed from a prototype perspective. *Journal of Personality and Social Psychology*, 60, 425–438.
- Fehr, E., Gachter, S., & Kirchsteiger, G. (1997). Reciprocity as a contract enforcement device. *Econometrica*, 65, 833–860.
- Fein, S., & Spencer, S. J. (1997). Prejudice as self-image maintenance: Affirming the self through derogating others. *Journal of Personality and Social Psychology*, 73, 31–44.
- Feinberg, D. R., DeBruine, L. M., Jones B. C., & Little, A. C. (2008, April). Correlated preferences for men's facial and vocal masculinity. *Evolution and Human Behavior*, 29, 233–241.
- Feinberg, D. R., Jones, B. C., DeBruine, L. M., Moore, E. R., Smith, M. J. L., Cornwell, R. E., Tiddeman, B. P., Boothroyd, L. G., & Perrett, D. I. (2005). The voice and face of woman: One ornament that signals quality? *Evolution and Human Behavior*, 26, 398–408.
- Feingold, A. (1992). Good-looking people are not what we think. *Psychological Bulletin*, 111, 304–341.
- Feldman, R. S., Forrest, J. A., & Happ, B. R. (2002). Self-presentation and verbal deception: Do self-presenters lie more? *Basic and Applied Social Psychology*, 24, 163–170.
- Felson, R. B. (1982). Impression management and the escalation of aggression and violence. *Social Psychology Quarterly*, 45, 245–254.
- Felson, R. B., & Tedeschi, J. T. (1993). A social interactionist approach to violence: Cross-cultural implications. *Violence and Victims*, 8, 295–310.
- Fenigstein, A. (1979). Self-consciousness, self-attention, and social interaction. *Journal of Personality and Social Psychology*, 37, 75–86.
- Fenigstein, A., & Abrams, D. (1993). Self-attention and the egocentric assumption of shared perspectives. *Journal of Experimental Social Psychology*, 29, 287–303.
- Ferguson, M. J., & Bargh, J. A. (2004). Liking is for doing: The effects of goal pursuit on automatic evaluation. *Journal of Personality and Social Psychology*, 87, 557–572.
- Ferrante, F. M., Ostheimer, G. W., & Covino, B. G. (1990). *Patient-controlled analgesia*. Boston: Blackwell Scientific.
- Ferrari, J. R. (1991). A second look at behavioral self-handicapping among women. *Journal of Social Behavior and Personality*, 6, 195–206.
- Ferris, T. (1997, April 14). The wrong stuff. *The New Yorker*, p. 31.
- Feshbach, S. (1984). The catharsis hypothesis, aggressive drive, and the reduction of aggression. *Aggressive Behavior*, 10, 91–101.
- Festinger, L. (1954). A theory of social comparison processes. *Human Relations*, 7, 117–140.
- Festinger, L. (1957). *A theory of cognitive dissonance*. Stanford, CA: Stanford University Press.
- Festinger, L., & Carlsmith, J. M. (1959). Cognitive consequences of forced compliance. *Journal of Abnormal and Social Psychology*, 58, 202–210.
- Festinger, L., Pepitone, A., & Newcomb, T. (1952). Some consequences of de-individuation in a group. *Journal of Abnormal and Social Psychology*, 47 (#2 Supp.), 382–389.
- Festinger, L., Reicken, 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*. Stanford, CA: Stanford University Press.
- Fiedler, F. E. (1993). The leadership situation and the black box in contingency theories. In M. M. Chemers & R. Ayman (Eds.), *Leadership theory and research: Perspectives and directions* (pp. 1–28). San Diego, CA: Academic Press.
- Fiedler, K., & Wänke, M. (in press). The cognitive-ecological approach to rationality in social psychology. *Social Cognition*.
- Fiedler, K., Schmid, J., & Stahl, T. (2002). What is the current truth about polygraph lie detection? *Basic and Applied Social Psychology*, 24, 313–324.
- Fincham, F. D. (2003). Marital conflict: Correlates, structure, and context. *Current Directions in Psychological Science*, 12, 23–27.
- Fincher, C. L., Thornhill, R., Murray, D. R., & Schaller, M. (2008). Pathogen prevalence predicts human cross-cultural variability in individualism/collectivism. *Proceedings of the Royal Society B*, 275, 1279–1285.
- Finkel, E. J., & Campbell, W. K. (2001). Self-control and accommodation in close relationships: An interdependence analysis. *Journal of Personality & Social Psychology*, 81, 263–277.
- Finkel, E. J., Burnette, J. L., & Scissors, L. E. (2007). Vengefully ever after: Destiny beliefs, state attachment anxiety, and forgiveness. *Journal of Personality and Social Psychology*, 92, 871–886.
- Fishbein, M., & Ajzen, I. (1975). *Beliefs, attitude, intention, and behavior: An introduction to theory and research*. Reading, MA: Addison-Wesley.
- Fisher, H. (2006). The drive to love: The neural mechanism for mate selection. In R. J. Sternberg & K. Weis (Eds.), *New psychology of love* (pp. 87–115). New Haven: Yale University Press.

- Fisher, R. J., Vandenbosch, M., & Anita, K. A. (2008). An empathy-helping perspective on consumers' responses to fund-raising appeals. *Journal of Consumer Research*, 35, 519–531.
- Fisher, W. A., & Grenier, G. (1994). Violent pornography, antiwoman thoughts, and antiwoman acts: In search of reliable effects. *Journal of Sex Research*, 31, 23–38.
- Fiske, A. P. (1992). The four elementary forms of sociality: Framework for a unified theory of social relations. *Psychological Review*, 99, 689–723.
- Fiske, A. P. (2000). Complementarity theory: Why human social capacities evolved to require cultural complements. *Personality & Social Psychology Review*, 4, 76–94.
- Fiske, A. P. (2002). Using individualism and collectivism to compare cultures—A critique of the validity and measurement of the constructs: Comment on Oyserman et al. (2002). *Psychological Bulletin*, 128, 78–88.
- Fiske, A. P., Kitayama, S., Markus, H. R., & Nisbett, R. E. (1998). The cultural matrix of social psychology. In D. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (4th ed.), (Vol. 2, pp. 915–981). Boston: McGraw-Hill.
- Fiske, S. T. (1993). Controlling other people: The impact of power on stereotyping. *American Psychologist*, 48, 621–628.
- Fiske, S. T. (2004). *Social beings: A core motives approach to social psychology*. Hoboken, NJ: Wiley.
- Fiske, S. T., & Neuberg, S. L. (1990). A continuum of impression formation, from category-based to individuating processes: Influences of information and motivation on attention and interpretation. In M. P. Zanna (Ed.), *Advances in experimental social psychology* (Vol. 23, pp. 1–74). New York: Academic Press.
- Fiske, S. T., & Taylor, S. E. (1991). *Social cognition* (2nd ed.). New York: McGraw-Hill.
- Fiske, S. T., & Von Hendy, H. M. (1992). Personality feedback and situational norms can control stereotyping processes. *Journal of Personality and Social Psychology*, 62, 577–596.
- Fiske, S. T., Cuddy, A. J., Glick, P., & Xu, J. (2002). A model of (often mixed) stereotype content: Competence and warmth respectively follow from perceived status and competition. *Journal of Personality and Social Psychology*, 82, 878–902.
- Fitzgerald, L. F. (1993). Sexual harassment: Violence against women in the workplace. *American Psychologist*, 48, 1070–1076.
- Fleming, J. H., & Darley, J. M. (1991). Mixed messages: The multiple audience problem and strategic communication. *Social Cognition*, 9, 25–46.
- Fleming, J. H., & Rudman, L. A. (1993). Between a rock and a hard place: Self-concept regulating and communicative properties of distancing behaviors. *Journal of Personality and Social Psychology*, 64, 44–59.
- Fletcher, G. J. O., Simpson, J. A., & Thomas, G. (2000). The measurement of perceived relationship quality components: A confirmatory factor analytic approach. *Personality & Social Psychology Bulletin*, 26, 340–354.
- Fletcher, G. J. O., Simpson, J. A., Thomas, G., & Giles, L. (1999). Ideals in intimate relationships. *Journal of Personality & Social Psychology*, 76, 72–89.
- 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.
- Flynn, F. J. (2003). How much should I give and how often? The effects of generosity and frequency of favor exchange on social status and productivity. *Academy of Management Journal*, 46, 539–553.
- Foddy, M., Smithson, M., Schneider, S., & Hogg, M. (1999). *Resolving social dilemmas: Dynamic, structural, and intergroup aspects*. Philadelphia: Psychology Press.
- Ford, C. V. (1996). *Lies! Lies!! Lies!!!: The psychology of deceit*. Washington, DC: American Psychiatric Press.
- Ford, T. E. (2000). Effects of sexist humor on tolerance of sexist events. *Personality and Social Psychology Bulletin*, 26, 1094–1107.
- Ford, T. E., Ferguson, M. A., Brooks, J. L., & Hagadone, K. M. (2004). Coping sense of humor reduces effects of stereotype threat on women's math performance. *Personality and Social Psychology Bulletin*, 30, 643–653.
- Ford, T. E., Wentzel, E. R., & Lorion, J. (2001). Effects of exposure to sexist humor on perceptions of normative tolerance of sexism. *European Journal of Social Psychology*, 31, 677–691.
- Forgas, J. P. (1979). *Social episodes: The study of interaction routines*. London: Academic Press.
- Forgas, J. P. (1995). The Affect-Infusion Model (AIM). *Psychological Bulletin*, 117, 39–66.
- Forgas, J. P. (2002). Feeling and doing: The role of affect in social cognition and behavior. *Psychological Inquiry*, 9, 205–210.
- Forgas, J. P., & Bower, G. H. (1987). Mood effects on person perception judgments. *Journal of Personality and Social Psychology*, 53, 53–60.
- Forgas, J. P., & East, R. (2008). On being happy and gullible: Mood effects on skepticism and the detection of deception. *Journal of Experimental Social Psychology*, 44, 1362–1367.
- Forgas, J. P., & Moylan, S. (1987). After the movies: Transient mood and social judgments. *Personality and Social Psychology Bulletin*, 13, 467–477.
- Forge, K. L., & Phemister, S. (1987). The effect of prosocial cartoons on preschool children. *Child Development Journal*, 17, 83–88.
- Forsyth, D. R. (1990). *Group dynamics* (2nd ed.). Pacific Grove, CA: Brooks/Cole.
- Forsyth, D. R., Schlenker, B. R., Leary, M. R., & McCown, N. E. (1985). Self-presentational determinants of sex differences in leadership behavior. *Small Group Behavior*, 16, 197–210.
- Foster, C. A., Witcher, B. S., Campbell, W. K., & Green, J. D. (1998). Arousal and attraction: Evidence for automatic and controlled processes. *Journal of Personality and Social Psychology*, 74, 86–101.
- Foushee, M. C. (1984). Dyads and triads at 35,000 feet. *American Psychologist*, 39, 885–893.
- Frable, D. E. S., Blackstone, T., & Scherbaum, C. (1990). Marginal and mindful: Deviants in social interaction. *Journal of Personality and Social Psychology*, 59, 140–149.
- Fraley, R. C. (2002). Attachment stability from infancy to adulthood: Meta-analysis and dynamic modeling of developmental mechanisms. *Personality & Social Psychology Review*, 6, 123–151.
- Fraley, R. C., & Davis, K. E. (1997). Attachment formation and transfer in young adults' close friendships and romantic relationships. *Personal Relationships*, 4, 131–144.
- Frank, M. G., & Ekman, P. (1993). Not all smiles are created equal: The differences between enjoyment and nonenjoyment smiles. *Humor*, 6, 9–26.
- Frank, R. H., Gilovich, T., & Regan, D. T. (1993). Does studying economics inhibit cooperation? *Journal of Economic Perspectives*, 7, 159–171.
- Frazier, P. A., Cochran, C. C., & Olson, A. M. (1995). Social science research on lay definitions of sexual harassment. *Journal of Social Issues*, 51, 21–38.
- Frederick, D. A., & Haselton, M. G. (2005, June). Why is muscularity sexy? Tests of the fitness indicator hypothesis. *Personality and Social Psychology Bulletin*, 33, 1167–1183.
- Fredrickson, B. L. (2001). The role of positive emotions in positive psychology: The broaden-and-build theory of positive emotions. *American Psychologist*, 56, 218–226.
- Fredrickson, B. L., & Levenson, R. W. (1998). Positive emotions speed recovery from the cardiovascular sequelae of

- negative emotions. *Cognition and Emotion*, 12, 191–220.
- Fredrickson, B. L., Roberts, T. A., Noll, S. M., Quinn, D. M., & Twenge, J. M. (1998). That swimsuit becomes you: Sex differences in self-objectification, restrained eating, and math performance. *Journal of Personality & Social Psychology*, 75, 269–284.
- Fredrickson, B. L., Tugade, M. M., Waugh, C. E., & Larkin, G. R. (2003). What good are positive emotions in crisis? A prospective study of resilience and emotions following the terrorist attacks on the United States on September 11th, 2001. *Journal of Personality and Social Psychology*, 84, 365–376.
- Freedman, J. L., & Fraser, S. C. (1966). Compliance without pressure: The foot-in-the-door technique. *Journal of Personality and Social Psychology*, 4, 195–203.
- Freedman, R. E. K., Carter, M. M., Sbrocco, T., & Gray, J. J. (2004). Ethnic differences in preferences for female weight and waist-to-hip ratio: A comparison of African-American and White American college and community samples. *Eating Behaviors*, 5, 191–198.
- French, J. R. P., Jr., & Raven, B. (1959). The bases of social power. In D. Cartwright (Ed.), *Studies in social power* (pp. 150–167). Ann Arbor, MI: Institute for Social Research.
- Frey, D., & Schulz-Hardt, S. (2001). Confirmation bias in group information seeking and its implications for decision making in administration, business and politics. In F. Butera & G. Mugny (Eds), *Social influence in social reality: Promoting individual and social change* (pp. 53–73). Ashland, OH: Hogrefe & Huber Publishers.
- Fridlund, A. J. (1994). *Human facial expression: An evolutionary view*. San Diego, CA: Academic Press.
- Fried, C. B., & Aronson, E. (1995). Hypocrisy, misattribution, and dissonance reduction. *Personality and Social Psychology Bulletin*, 32, 925–933.
- Friedmann, E., Katcher, A. H., Lynch, J. J., & Thomas, S. A. (1980). Animal companions and one-year survival of patients after discharge from a coronary care unit. *Public Health Reports*, 95, 307–312.
- Friedrich-Cofer, L., & Huston, A. (1986). Television violence and aggression: The debate continues. *Psychological Bulletin*, 100, 364–371.
- Frieze, I. H., & Ramsey, S. J. (1976). Non-verbal maintenance of traditional sex roles. *Journal of Social Issues*, 32, 133–141.
- Frieze, I. H., Fisher, J. R., Hanusa, B. H., McHugh, M. C., & Valle, V. H. (1978). Attributions of the causes of success and failure as internal and external barriers to achievement. In J. L. Sherman & F. L. Denmark (Eds.), *The psychology of women: Future directions in research* (pp. 519–552). New York: Psychological Dimensions.
- Frigerio, D., Hirschenhauser, K., Mostl, E., Dittami, J., & Kotrschal, K. (2005). Experimentally elevated testosterone increase status signaling in male Greylag geese (*Anser anser*). *Acta Ethologica*, 7, 9–18.
- Frijda, N. H. (1986). *The emotions*. Cambridge, U.K.: Cambridge University Press.
- Frijda, N. H. (1988). The laws of emotion. *American Psychologist*, 43, 349–358.
- Frings, D., Hopthrow, T., Abrams, D., Hulbert, L., & Gutierrez, R. (2008). Groupdrink: The effects of alcohol and group process on vigilance errors. *Group Dynamics: Theory, Research, and Practice*, 12, 179–190.
- Fritschler, A. L. (1975). *Smoking and politics*. Englewood Cliffs, NJ: Prentice-Hall.
- Fritz, H. L., Nagurney, A. J., & Helgeson, V. S. (2003). Social interactions and cardiovascular reactivity during problem disclosure among friends. *Personality & Social Psychology Bulletin*, 29, 713–725.
- Froming, W. J., Nasby, W., & McManus, J. (1998). Prosocial self-schemas, self-awareness, and children's prosocial behavior. *Journal of Personality and Social Psychology*, 75, 766–777.
- Fry, D. P. (1990). Play aggression among Zapotec children: Implications for the practice hypothesis. *Aggressive Behavior*, 16, 321–340.
- Fry, P. S., & Ghosh, R. (1980). Attributions of success and failure: Comparison of attributional differences between Asian and Caucasian children. *Journal of Cross-Cultural Psychology*, 11, 343–363.
- Fu, G., & Lee, K. (2007). Social grooming in the kindergarten: The emergence of flattery behavior. *Developmental Science*, 10, 255–265.
- Fu, G., Lee, K., Cameron, C. A., & Xu, F. (2001). Chinese and Canadian adults' categorization and evaluation of lie- and truth-telling about prosocial and antisocial behaviors. *Journal of Cross-Cultural Psychology*, 32, 720–727.
- Fultz, J., Batson, C. D., Fortenbach, V. A., McCarthy, P. M., & Varney, L. L. (1986). Social evaluation and the empathy-altruism hypothesis. *Journal of Personality and Social Psychology*, 50, 761–769.
- Funder, D. C. (1999). *Personality judgment: A realistic approach to person perception*. San Diego: Academic Press.
- Furnham, A. (1996). Factors relating to the allocation of medical resources. *Journal of Social Behavior and Personality*, 11, 615–624.
- Furnham, A., Hosoe, T., & Tang, T. L. P. (2002). Male hubris and female humility? A cross-cultural study of ratings of self, parental, and sibling multiple intelligence in America, Britain, and Japan. *Intelligence*, 30, 101–115.
- Furnham, A., Mistry, D., & McClelland, A. (2004). The influence of age of the face and the waist to hip ratio on judgments of female attractiveness and traits. *Personality and Individual Differences*, 36, 1171–1185.
- Fussell, P. (1983). *Class*. New York: Ballantine.
- Gabbay, F. H. (1992). Behavior-genetic strategies in the study of emotion. *Psychological Science*, 3, 50–55.
- Gable, S. L., & Haidt, J. (2005). What (and why) is positive psychology? *Review of General Psychology*, 9, 103–110.
- Gable, S. L., & Reis, H. T. (1999). Now and then, them and us, this and that: Studying relationships across time, partner, context, and person. *Personal Relationships*, 6, 415–432.
- Gable, S. L., Gonzaga, G. C., & Strachman, A. (2006). Will you be there for me when things go right? Supportive responses to positive event disclosures. *Journal of Personality and Social Psychology*, 91, 904–917.
- Gabrenya, W. K., Jr., Wang, Y. E., & Latané, B. (1985). Social loafing on an optimizing task: Cross-cultural differences among Chinese and Americans. *Journal of Cross-Cultural Psychology*, 16, 223–242.
- Gabriel, S., Carvallo, M., Dean, K. K., Tippin, B., & Renaud, J. (2005). How I see me depends on how I see we: The role of attachment style in social comparison. *Personality and Social Psychology Bulletin*, 31, 1561–1572.
- Gaertner, L., Iuzzini, J., & O'Mara, E. M. (2008). When rejection by one fosters aggression against many: Multiple-victim aggression as a consequence of social rejection and perceived groupness. *Journal of Experimental Social Psychology*, 44, 958–970.
- Gaertner, L., Iuzzini, J., Witt, M. G., & Oriña, M. M. (2006). Us without them: Evidence for an intragroup origin of positive in-group regard. *Journal of Personality and Social Psychology*, 90, 426–439.
- Gaertner, S. L., & Bickman, L. (1971). Effects of race on the elicitation of helping behavior. *Journal of Personality and Social Psychology*, 20, 218–222.
- 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). The aversive form of racism. In J. F.

- Dovidio & S. L. Gaertner (Eds.), *Prejudice, discrimination, and racism* (pp. 61–89). Orlando, FL: Academic Press.
- Gaertner, S. L., Mann, J. A., Dovidio, J. F., Murrell, A. J., & Pomare, M. (1990). How does cooperation reduce intergroup bias? *Journal of Personality and Social Psychology*, 59, 692–704.
- Gagnon, A., & Bourhis, R. Y. (1996). Discrimination in the minimal group paradigm: Social identity of self-interest. *Personality and Social Psychology Bulletin*, 22, 1289–1301.
- Gailliot, M. T., Baumeister, R. F., DeWall, C. N., Maner, J. K., Plant, E. A., Tice, D. M., Brewer, L. E., & Schmeichel, B. J. (2007). Self-control relies on glucose as a limited energy source: Willpower is more than a metaphor. *Journal of Personality and Social Psychology*, 92, 325–336.
- Galanti, G. A. (1993). Reflections on brainwashing. In M. D. Langone (Ed.), *Recovery from cults* (pp. 85–103). New York: Norton.
- Galaskiewicz, J. (1985). *Social organization of an urban grants economy: A study of business philanthropy and nonprofit organizations*. New York: Academic Press.
- Galehouse, M. (2003, May 28). Funding cuts killing DARE in 2 Valley school districts. *Scottsdale Republic*, p. S3.
- Galin, A., & Avraham, S. (2009). A cross-cultural perspective on aggressiveness in the workplace: A comparison between Jews and Arabs in Israel. *Cross-Cultural Research*, 43, 30–45.
- Galinsky, A. D., & Kray, L. J. (2004). From thinking about what might have been to sharing what we know: The effects of counterfactual mind-sets on information sharing in groups. *Journal of Experimental Social Psychology*, 40, 606–618.
- Galinsky, A. D., & Moskowitz, G. B. (2000). Perspective-taking: Decreasing stereotype expression, stereotype accessibility, and in-group favoritism. *Journal of Personality and Social Psychology*, 78, 708–724.
- Gallup Organization (2003, June 6). “Hillary Clinton remains polarizing figure.” Available at www.gallup.com.
- Gallup, G. H., Jr. (2003, October 7.). *Personal contact affects teen views of Muslims*. Princeton, NJ: Gallup Organization.
- Gallup. (1997). *Black/white relations in the United States*. Princeton, NJ: Gallup.
- Galton, F. (1875). The history of twins as a criterion of the relative power of nature and nurture. *Journal of the Anthropological Institute*, 5, 391–406.
- Gangestad, S. W., & Simpson, J. A. (2000). The evolution of human mating: Trade-offs and strategic pluralism. *Behavioral & Brain Sciences*, 23,
- Gangestad, S., & Snyder, M. (1985). To carve nature at its joints: On the existence of discrete classes in personality. *Psychological Review*, 92, 317–349.
- Gangestad, S. W., & Snyder, M. (2000). Self-monitoring: Appraisal and reappraisal. *Psychological Bulletin*, 126, 530–555.
- Gangestad, S. W., & Thornhill, R. (1997). Human sexual selection and developmental stability. In J. A. Simpson & D. T. Kenrick (Eds.), *Evolutionary social psychology* (pp. 169–196). Hillsdale, NJ: Erlbaum.
- Gangestad, S. W., Garver-Apgar, C. E., Simpson, J. A., & Cousins, A. J. (2007). Changes in women's mate preferences across the ovulatory cycle. *Journal of Personality and Social Psychology*, 92, 151–163.
- Gangestad, S. W., Haselton, M. G., & Buss, D. M. (2006). Evolutionary foundations of cultural variation: Evoked culture and mate preferences. *Psychological Inquiry*, 17, 75–95.
- Gangestad, S. W., Simpson, J. A., Cousins, A. J., Garver-Apgar, C. E., & Christensen, P. N. (2004). Women's preferences for male behavioral displays change across the menstrual cycle. *Psychological Science*, 15, 203–206.
- Gangestad, S. W., Thornhill, R., & Garver, C. E. (2002). Changes in women's sexual interests and their partners' mate retention tactics across the menstrual cycle: Evidence for shifting conflicts of interest. *Proceedings of the Royal Society of London, B*, 269, 975–982.
- Gannon, K. M., Skowronski, J. J., & Betz, A. L. (1994). Depressive diligence in social information processing: Implications for order effects in impressions and for social memory. *Social Cognition*, 12, 263–280.
- Ganor, S. (1995). *Light one candle*. New York: Kodansha.
- Gantner, A. B., & Taylor, S. P. (1992). Human physical aggression as a function of alcohol and threat of harm. *Aggressive behavior*, 18, 29–36.
- 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, G. T., & Stern, P. C. (1996). *Environmental problems and human behavior*. Boston: Allyn & Bacon.
- Gardner, W. L., Gabriel, S., & Hochschild, L. (2002). When you and I are “we,” you are not threatening: The role of self-expansion in social comparison. *Journal of Personality & Social Psychology*, 82, 239–251.
- 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 & Social Psychology Bulletin*, 26, 486–496.
- Garner, R. L. (2005). Post-it note persuasion: A sticky influence. *Journal of Consumer Psychology*, 15, 230–237.
- Garrow, D. J. (1986). *Bearing the cross: Martin Luther King, Jr., and the Southern Christian Leadership Conference*. New York: Vintage Books.
- Garry, M., & Polaschek, D. L. L. (2000). Imagination and memory. *Current Directions in Psychological Science*, 9, 6–10.
- Garver-Apgar, C. E., Gangestad, S. W., & Thornhill, R. (2008). Hormonal correlates of women's mid-cycle preference for the scent of symmetry. *Evolution and Human Behavior*, 29, 223–232.
- Gatchel, R. J., Baum, A., & Krantz, D. (1989). *An introduction to health psychology* (2nd ed.). New York: Random House.
- Gawronski, B., Walther, E., & Blank, H. (2005). Cognitive consistency and the formation of interpersonal attitudes: Cognitive balance affects the encoding of social information. *Journal of Experimental Social Psychology*, 41, 618–626.
- Geary, D. C. (2000). Evolution and proximate expression of human paternal investment. *Psychological Bulletin*, 126, 55–77.
- Geary, D. C. (2005). Evolution of paternal investment. In D. M. Buss (Ed.), *Handbook of evolutionary psychology* (pp. 483–505). New York: Wiley.
- Geary, D. C. (2008). Evolution of fatherhood. In C. A. Salmon & T. K. Shackelford (Eds.), *Family relationships: An evolutionary perspective* (pp. 115–144). New York: Oxford University Press.
- Geary, D. C., & Flinn, M. V. (2002). Sex differences in behavioral and hormonal response to social threat: Commentary on Taylor et al. (2000). *Psychological Review*, 109, 745–750.
- Geis, F. L. (1993). Self-fulfilling prophecies: A social psychological view of gender. In A. E. Beall & R. J. Sternberg (Eds.), *The psychology of gender* (pp. 9–54). New York: Guilford.
- Geizer, R. S., Rarick, D. L., & Soldow, G. F. (1977). Deception and judgment accuracy: A study in person perception. *Personality and Social Psychology Bulletin*, 3, 446–449.
- Geller, E. S. (1992). Applied behavior analysis and social marketing: An integration for environmental preservation. *Journal of Social Issues*, 45(1), 17–36.
- Gentry, C. (1991). *J. Edgar Hoover: The man and his secrets*. New York: W. W. Norton.
- Gerard, H. B., & Rabbie, J. M. (1961). Fear and social comparison. *Journal of Abnormal and Social Psychology*, 62, 586–592.

- Gergen, K. J., 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.
- Gergen, M. (1990). Beyond the evil empire: Horseplay and aggression. *Aggressive Behaviour*, 16, 381–398.
- Gergen, M., & Gergen, K. (1983). Interpretive dimensions of international aid. In A. Nadler, J. D. Fisher, & B. M. DePaulo (Eds.), *New directions in helping* (Vol. 3, pp. 32–348). New York: Academic Press.
- Gershoff, E. T. (2002). Corporal punishment by parents and associated child behaviors and experiences: A meta-analytic and theoretical review. *Psychological Bulletin*, 128, 539–579.
- Giacalone, R. A. (1985). On slipping when you thought you had put your best foot forward: Self-promotion, self-destruction, and entitlements. *Group and Organization Studies*, 10, 61–80.
- Giacalone, R. A., & Riordan, C. A. (1990). Effect of self-presentation on perceptions and recognition in an organization. *The Journal of Psychology*, 124, 25–38.
- Giancola, P. R., & Corman, M. D. (2007). Alcohol and aggression: A test of the attention-allocation model. *Psychological Science*, 18, 649–655.
- 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.
- Gibbons, F. X., & McCoy, S. B. (1991). Self-esteem, similarity, and reactions to active versus downward social comparison. *Journal of Personality and Social Psychology*, 60, 414–424.
- Gibbons, F. X., & Wicklund, R. A. (1982). Self-focused attention and helping behavior. *Journal of Personality and Social Psychology*, 43, 462–474.
- Gibbons, F. X., Benbow, C. P., & Gerrard, M. (1994). From top dog to bottom half: Social comparison strategies in response to poor performance. *Journal of Personality and Social Psychology*, 67, 638–652.
- Gibson, B. (2008). Can evaluative conditioning change attitudes toward mature brands? New evidence from the implicit association test. *Journal of Consumer Research*, 35, 178–188.
- Gibson, B., & Sachau, D. (2000). Sandbagging as a self-presentational strategy: Claiming to be less than you are. *Personality and Social Psychology Bulletin*, 26, 56–70.
- Gibson, J. J. (1979). *The ecological approach to visual perception*. Boston: Houghton Mifflin.
- Gilbert, D. T., & Hixon, J. G. (1991). The trouble of thinking: Activation and application of stereotypic beliefs. *Journal of Personality and Social Psychology*, 60, 509–517.
- Gilbert, D. T., & Malone, P. S. (1995). The correspondence bias. *Psychological Bulletin*, 117, 21–38.
- Gilbert, D. T., Pelham, B. W., & Krull, D. S. (1988). On cognitive busyness: When person perceivers meet persons perceived. *Journal of Personality and Social Psychology*, 54, 733–740.
- Gilbert, D. T., Tafarodi, R. W., & Malone, P. S. (1993). You can't not believe everything you read. *Journal of Personality and Social Psychology*, 65, 221–233.
- Gilbert, P. (1994). Male violence: Towards an integration. In J. Archer (Ed.), *Male violence* (pp. 352–389). New York: Routledge.
- Giles, H., & Coupland, N. (1991). *Language: Contexts and consequences*. Pacific Grove, CA: Brooks/Cole.
- Gilligan, C. (1982). *In a different voice*. Cambridge, MA: Harvard University Press.
- Gilmartin, B. G. (1987). *Shyness and love: Causes, consequences, and treatment*. Lanham, MD: University Press of America.
- 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, 797–803.
- Gilovich, T., Medvec, V. H., & Savitsky, K. (2000). The spotlight effect in social judgment: An egocentric bias in estimates of the salience of one's own actions and appearance. *Journal of Personality & Social Psychology*, 78, 211–222.
- Giner-Sorolla, R., & Chaiken, S. (1994). The causes of hostile media judgments. *Journal of Experimental Social Psychology*, 30, 165–180.
- Ginges, J., Hansen, I., & Norenzayan, A. (2009). Religion and support for suicide attacks. *Psychological Science*, 20, 224–230.
- Giving and volunteering in the United States*. (2001). Washington, DC: Independent Sector.
- Giving USA. (2003). Indianapolis, IN: American Association of Fundraising Counsel.
- Gjerde, P. F., Onishi, M., & Carlson, K. S. (2004). Personality characteristics associated with romantic attachment: A comparison of interview and self-report methodologies. *Personality and Social Psychology Bulletin*, 30, 1402–1415.
- Gladis, M. M., Michela, J. L., Walter, H. J., & Vaughan, R. D. (1992). High school students' perceptions of AIDS risk: Realistic appraisal or motivated denial? *Health Psychology*, 11, 307–316.
- Glasman, L. R., & Albarracin, D. (2006). Forming attitudes that predict future behavior. *Psychological Bulletin*, 132, 778–822.
- Glick, P., & Fiske, S. T. (1996). The Ambivalent Sexism Inventory: Differentiating hostile and benevolent sexism. *Journal of Personality and Social Psychology*, 70, 491–512.
- Glickman, S. E., Frank, L. G., Holekamp, K. E., & Licht, P. (1993). Costs and benefits of "androgenization" in the female spotted hyena. In P. Bateson & P. H. Klopfer (Eds.), *Behavior and evolution: Perspectives in ethology* (Vol. 10, pp. 87–117). New York: Plenum.
- Gockel, C., Kerr, N. L., Seok, D.-H., & Harris, D. W. (2008). Indispensability and group identification as sources of task motivation. *Journal of Experimental Social Psychology*, 44, 1316–1321.
- Godfrey, D. K., Jones, E. E., & Lord, C. G. (1986). Self-promotion is not ingratiating. *Journal of Personality and Social Psychology*, 50, 106–115.
- Goethals, G. R., & Zanna, M. P. (1979). The role of social comparison in choice shifts. *Journal of Personality and Social Psychology*, 37, 1469–1476.
- Goffman, E. (1959). *The presentation of self in everyday life*. New York: Anchor Books.
- Golby, A. J., Gabrieli, J. D. E., Chiao, J. Y., & Eberhardt, J. L. (2001). Differential responses in the fusiform region to same-race and other-race faces. *Nature Neuroscience*, 4, 845–850.
- Goldberg, J. A. (1990). Interrupting the discourse on interruptions: An analysis in terms of relationally neutral, power-and rapport-oriented acts. *Journal of Pragmatics*, 14, 883–903.
- Goldin, C., & Rouse, C. (2000). Orchestrating Impartiality: The impact of "blind" auditions on female musicians. *American Economic Review*, 90, 715–741.
- Goldstein, D. G., & Gigerenzer, G. (2002). Models of ecological rationality: The recognition heuristic. *Psychological Review*, 109, 75–90.
- Goldstein, J. H. (1986). *Aggression and crimes of violence* (2nd ed.). New York: Oxford University Press.
- Goldstein, N. J., Cialdini, R. B., & Griskevicius, V. (2008). A room with a viewpoint: Using normative appeals to motivate environmental conservation in a hotel setting. *Journal of Consumer Research*, 35, 472–482.
- Gollwitzer, P. M., Heckhausen, H., & Steller, B. (1990). Deliberative versus implemental mindsets. *Journal of Personality and Social Psychology*, 59, 1119–1127.
- Gonnerman, M. E., Jr., Parker, C. P., Lavine, H., & Huff, J. (2000). The relationship between self-discrepancies and affective states: The moderating roles of self-monitoring and standpoints on the self. *Personality and Social Psychology Bulletin*, 26, 810–819.

- Gonzaga, G. C., Campos, B., & Bradbury, T. (2007). Similarity, convergence, and relationship satisfaction in dating and married couples. *Journal of Personality and Social Psychology*, 93, 34–48.
- Gonzaga, G., Haselton, M. G., Smurda, J., Davies, M., & Poore, J. C. (2008). Love, desire, and the suppression of thoughts of romantic alternatives. *Evolution and Human Behavior*, 29, 119–126.
- Gonzales, M. H., & Meyers, S. A. (1993). "Your mother would like me": Self-presentation in the personal ads of heterosexual and homosexual men and women. *Personality and Social Psychology Bulletin*, 19, 131–142.
- Gonzales, P. M., Blanton, H., & Williams, K. J. (2002). The effects of stereotype threat and double-minority status on the test performance of Latino women. *Personality and Social Psychology Bulletin*, 28, 659–670.
- Goodman, J. A., Schell, J., Alexander, M. G., & Eidelman, S. (2008). The impact of a derogatory remark on prejudice toward a gay male leader. *Journal of Applied Social Psychology*, 38, 542–555.
- Gordijn, E., De Vries, N. K., & De Dreu, C. K. W. (2002). Minority influence on focal and related attitudes: Change in size, attributions, and information processing. *Personality and Social Psychology Bulletin*, 28, 1315–1326.
- Gordon, R. A. (1996). Impact of ingratiation on judgments and evaluations: A meta-analytic investigation. *Journal of Personality and Social Psychology*, 71, 54–70.
- Gottlieb, B. H. (1994). Social support. In A. L. Weber & J. H. Harvey (Eds.), *Perspectives on close relationships* (pp. 307–324). Boston: Allyn & Bacon.
- Gould, J. L., & Gould, C. L. (1989). *Sexual selection*. New York: Scientific American Library.
- Gouldner, A. W. (1960). The norm of reciprocity: A preliminary statement. *American Sociological Review*, 25, 161–178.
- Gracia, E., & Herrero, J. (2004). Personal and situational determinants of relationship-specific perceptions of social support. *Social Behavior and Personality*, 32, 459–47.
- Gracian, B. (1649/1945). *The art of worldly wisdom*. New York: Charles Thomas.
- Graham, S. M., & Clark, M. S. (2006). Self-esteem and organization of valenced information about others: The "Jekyll and Hyde"-ing of relationship partners. *Journal of Personality and Social Psychology*, 90, 652–665.
- Gray, P. B., Campbell, B. C., Marlowe, F. W., Lipson, S. F., & Ellison, P. T. (2004a). Social variables predict between-subject but not day-to-day variation in the testosterone of U.S. men. *Psychoneuroendocrinology*, 29, 1153–1162.
- Gray, P. B., Chapman, J. F., Burnham, T. C., McIntyre, M. H., Lipson, S. F., & Ellison, P. T. (2004b). Human male pair bonding and testosterone. *Human Nature*, 15, 119–131.
- Gray, P. B., Kahlenberg, S. M., Barrett, E. S., Lipson, S. F., & Ellison, P. T. (2002). Marriage and fatherhood are associated with lower testosterone in males. *Evolution & Human Behavior*, 23, 193–201.
- Graybar, S. R., Antonuccio, D. O., Boutilier, L. R., & Varble, D. L. (1989). Psychological reactance as a factor affecting patient compliance to physician advice. *Scandinavian Journal of Behaviour Therapy*, 18, 43–51.
- Graziano, W. G., & Eisenberg, N. (1997). Agreeableness: A dimension of personality. In R. Hogan, J. Johnson, & S. Briggs (Eds.), *Handbook of personality psychology* (pp. 795–824). San Diego, CA: Academic Press.
- Graziano, W. G., Habashi, M. M., Sheese, B. E., & Tobin, R. M. (2007). Agreeableness, empathy, and helping: A person X situation perspective. *Journal of Personality and Social Psychology*, 93, 583–599.
- Graziano, W. G., Hair, E. C., & Finch, J. F. (1997). Competitiveness mediates the link between personality and group performance. *Journal of Personality and Social Psychology*, 73, 1394–1408.
- Green, B. L., & Kenrick, D. T. (1994). The attractiveness of gender-typed traits at different relationship levels: Androgynous characteristics may be desirable after all. *Personality and Social Psychology Bulletin*, 20, 244–253.
- Green, J. D., & Campbell, W. K. (2000). Attachment and exploration in adults: Chronic and contextual accessibility. *Personality & Social Psychology Bulletin*, 26, 452–461.
- Green, M. C., Hilken, J., Friedman, H., Grossman, K., Gasiewski, J., Adler, R., & Sabini, J. (2005). Communication via instant messenger: Short- and long-term effects. *Journal of Applied Social Psychology*, 35, 487–507.
- Greenberg, J. (1985). Unattainable goal choice as a self-handicapping strategy. *Journal of Applied Social Psychology*, 15, 140–152.
- Greenberg, J., & Baron, R. A. (1993). *Behavior in organizations* (4th ed.). Boston: Allyn & Bacon.
- Greenberg, J., Pyszczynski, T., & Solomon, S. (1982). The self-serving attributional bias: Beyond self-presentation. *Journal of Experimental Social Psychology*, 18, 56–67.
- Greenberg, J., Pyszczynski, T., Solomon, S., Rosenblatt, A., Veeder, M., Kirkland, S., & Lyon, D. (1990). Evidence for Terror Management Theory II: 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., Schimel, J., Martens, A., Pyszczynski, T., & Solomon, S. (2001). Sympathy for the devil: Evidence that reminding whites of their mortality promotes more favorable reactions to white racists. *Motivation and Emotion*, 25, 113–133.
- Greenberg, M. S., & Westcott, D. R. (1983). Indebtedness as a mediator of reactions to aid. In J. D. Fisher, A. Nadler, & B. M. DePaulo (Eds.), *New directions in helping behavior* (Vol. 1, pp. 113–141). San Diego: Academic Press.
- Greenwald, A. G. (1968). Cognitive learning, cognitive response to persuasion, and attitude change. In A. G. Greenwald, T. C. Brock, & T. M. Ostrom (Eds.), *Psychological foundations of attitudes*. New York: Academic Press.
- Greenwald, A. G., Banaji, M. R., Rudman, L. A., Farnham, S. D., Nosek, B. A., & Mellott, D. S. (2002). A unified theory of implicit attitudes, stereotypes, self-esteem, and self-concept. *Psychological Review*, 109, 3–25.
- Greenwald, A. G., McGhee, D. E., & Schwartz, J. 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., & Sriram, N. (2006). Consequential validity of the implicit association test: comment on Blanton and Jaccard (2006). *American Psychologist*, 61, 56–61.
- Greenwald, A. G., Oakes, M. A., & Hoffman, H. G. (2003). Targets of discrimination: Effects of race on responses to weapons holders. *Journal of Experimental Social Psychology*, 39, 399–405.
- Greenwald, A. G., Pickrell, J. E., & Farnham, S. D. (2002). Implicit partisanship: Taking sides for no reason. *Journal of Personality & Social Psychology*, 83, 367–379.
- Gregg, A. P., Seibt, B., Banaji, M. R. (2006). Easier done than undone: Asymmetry in the malleability of implicit preferences. *Journal of Personality and Social Psychology*, 90, 1–20.
- Gregory, S. W., & Webster, S. (1996). A nonverbal signal in voices of interview partners effectively predicts communication accommodation and social status perceptions. *Journal of Personality and Social Psychology*, 70, 1231–1240.
- Gregory, W. L., Burroughs, W. J., & Ainslie, F. M. (1985). Self-relevant scenarios as indirect means of attitude change. *Personality and Social Psychology Bulletin*, 11, 435–444.
- Gregory, W. L., Cialdini, R. B., & Carpenter, K. M. (1982). Self-relevant

- scenarios as mediators of likelihood estimates and compliance: Does imagining make it so? *Journal of Personality and Social Psychology*, 43, 89–99.
- Greiling, H., & Buss, D. M. (2000). Women's sexual strategies: The hidden dimension of extra-pair mating. *Personality & Individual Differences*, 28, 929–963.
- Greitemeyer, T. (2005). Receptivity to sexual offers as a function of sex, socioeconomic status, physical attractiveness, and intimacy of the offer. *Personal Relationships*, 12, 373–386.
- Greve, W., & Wentura, D. (2003). Immunizing the self: Self-concept stabilization through reality-adaptive self-definitions. *Personality and Social Psychology Bulletin*, 29, 39–50.
- Griffitt, W. (1970). Environmental effects on interpersonal behavior: Ambient effective temperature and attraction. *Journal of Personality and Social Psychology*, 15, 240–244.
- Grimes, W. (1997, October 15). In the war against no-shows, restaurants get together. *New York Times*, p. f11.
- Griskevicius, V., Cialdini, R. B., & Kenrick, D. T. (2006). Peacocks, Picasso, and parental investment: The effects of romantic motives on creativity. *Journal of Personality & Social Psychology*, 91, 63–76.
- Griskevicius, V., Goldstein, N., Mortensen, C., Cialdini, R. B., & Kenrick, D. T. (2006). Going along versus going alone: When fundamental motives facilitate strategic (non)conformity. *Journal of Personality and Social Psychology*, 91, 281–294.
- Griskevicius, V., Goldstein, N. J., Mortensen, C. R., Sundie, J. M., Cialdini, R. B., & Kenrick, D. T. (in press). Fear and loving in Las Vegas: Evolution, emotion, and persuasion. *Journal of Marketing Research*.
- Griskevicius, V., Tybur, J. M., Gangestad, S. W., Perea, E. F., Shapiro, J. R., & Kenrick, D. T. (2009). Agress to impress: Hostility as an evolved context-dependent strategy. *Journal of Personality and Social Psychology*, 96, 980–994.
- Griskevicius, V., Tybur, J. M., Sundie, J. M., Cialdini, R. B., Miller, G. F., & Kenrick, D. T. (2007). Blatant benevolence and conspicuous consumption: When romantic motives elicit strategic costly signals. *Journal of Personality and Social Psychology*, 93, 85–102.
- Groom, C. J., & Pennebaker, J. W. (2005). The language of love: Sex, sexual orientation, and language use in online personal advertisements. *Sex Roles*, 52, 447–461.
- Gross, J. J., John, O. P., & Richards, J. M. (2000). The dissociation of emotion expression from emotion experience: A personality perspective. *Personality and Social Psychology Bulletin*, 26, 712–726.
- Grube, J. A., & Piliavin, J. A. (2000). Role identity, organizational experiences, and volunteer performance. *Personality and Social Psychology Bulletin*, 26, 1108–1119.
- Gruner, S. L. (1996, November). Reward good consumers. *Inc.*, p. 84.
- Grusec, J. E. (1991). The socialization of empathy. In M. S. Clark (Ed.), *Review of personality and social psychology* (Vol. 12, pp. 9–33). Newbury Park, CA: Sage.
- Grusec, J. E., & Redler, E. (1980). Attribution, reinforcement, and altruism: A developmental analysis. *Developmental Psychology*, 16, 525–534.
- Grusec, J. E., Kuczynski, L., Rushton, J. P., & Simutis, Z. M. (1978). Modeling, direct instruction, and attributions: Effects on altruism. *Developmental Psychology*, 14, 51–57.
- Guadagno, R. E., Okdie, B. M., & Eno, C. A. (2008). Who blogs: Personality predictors of blogging. *Computers in Human Behavior*, 24, 1993–2004.
- Gudjonsson, G. H. (1988). How to defeat the polygraph tests. In A. Gale (Ed.), *The polygraph test: Lies, truth and science* (pp. 126–136). London: Sage.
- Gudjonsson, G. H. (2003). *The psychology of interrogations and confessions: A handbook*. New York: Wiley.
- Gueguen, N., & Pascual, A. (2000). Evocation of freedom and compliance: The “but you are free of . . .” technique. *Current Research in Social Psychology*, 5, 264–270.
- Gueguen, N., Pascual, A., & Dagot, L. (2002). Low-ball and compliance to a request: An application in a field setting. *Psychological Reports*, 91, 81–84.
- Guenther, C. L., & Alicke, M. D. (2008). Self-enhancement and belief perseverance. *Journal of Experimental Social Psychology*, 44, 706–712.
- Guerin, B. (1993). *Social facilitation*. Paris: Cambridge University Press.
- Guerin, B. (1994). What do people think about the risks of driving? *Journal of Applied Social Psychology*, 24, 994–1021.
- Guimond, S. (2000). Group socialization and prejudice: The social transmission of intergroup attitudes and beliefs. *European Journal of Social Psychology*, 30, 335–354.
- Guimond, S., Dambrun, M., Michinov, N., & Duarte, S. (2003). Does social dominance generate prejudice? Integrating individual and contextual determinants of intergroup cognitions. *Journal of Personality and Social Psychology*, 84, 697–721.
- Guimond, S., Dif, S., & Aupy, A. (2002). Social identity, relative group status and intergroup attitudes: When favourable outcomes change intergroup relations . . . for the worse. *European Journal of Social Psychology*, 32, 739–760.
- Guinote, A. (2008). Power and affordances: When the situation has more power over powerful than powerless individuals. *Journal of Personality and Social Psychology*, 95, 237–252.
- Gully, S. M., Devine, D. J., & Whitney, D. J. (1995). A meta-analysis of cohesion and performance: Effects of level of analysis and task interdependence. *Small Group Research*, 26, 497–520.
- Gump, B. B., & Kulik, J. A. (1997). Stress, affiliation, and emotional contagion. *Journal of Personality and Social Psychology*, 72, 305–319.
- Guroff, G., & Grant, S. (1981). *Soviet elites: World view and perceptions of the U.S.* (USICA Report No. R-18-81). Washington, DC: Office of Research, United States International Communication Agency.
- Gustafson, R. (1992). Alcohol and aggression: A replication study controlling for potential confounding variables. *Aggressive Behavior*, 18, 21–28.
- Gutentag, M., & Secord, P. F. (1983). *Too many women? The sex ratio question*. Beverly Hills, CA: Sage.
- Gutiérrez, S. E., Kenrick, D. T., & Partch, J. J. (1999). Beauty, dominance, and the mating game: Contrast effects in self-assessment reflect gender differences in mate selection. *Personality & Social Psychology Bulletin*, 25, 1126–1134.
- Hönekopp, J., Rudolph, U., Beier, L., Liebert, A., & Müller, C. (2007). Physical attractiveness of face and body as indicators of physical fitness in men. *Evolution and Human Behavior*, 28, 106–111.
- Hackman, J. R., & Morris, C. G. (1975). Group tasks, group interaction process, and group performance effectiveness: A review and proposed integration. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 8, pp. 47–99). New York: Academic Press.
- Hackman, J. R., & Oldham, G. R. (1980). *Work redesign*. Reading, MA: Addison-Wesley.
- 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.
- Haddock, G., Zanna, M. P., & Esses, V. M. (1994). The (limited) role of trait-laden stereotypes in predicting attitudes toward Native peoples. *British Journal of Social Psychology*, 33, 83–106.
- Haidt, J. (2001). The emotional dog and its rational tail: A social intuitionist approach to moral judgment. *Psychological Review*, 108, 814–834.
- Halevy, N., Bornstein, G., & Sagiv, L. (2008). “In-group love” and “out-group

- hate" as motives for individual participation in intergroup conflict: A new game paradigm. *Psychological Science*, 19, 405–411.
- Haley, H., & Sidanius, J. (2005). Person-organization congruence and the maintenance of group-based social hierarchy: A social dominance perspective. *Group Processes and Intergroup Relations*, 8, 187–203.
- Hall, J. A., & Halberstadt, A. G. (1986). Smiling and gazing. In J. S. Hyde & M. C. Linn (Eds.), *The psychology of gender: Advances through meta-analysis* (pp. 136–158). Baltimore: Johns Hopkins University Press.
- Hall, J. A., Carter, J. D., & Horgan, T. G. (2001). Status roles and recall of nonverbal cues. *Journal of Nonverbal Behavior*, 25, 79–100.
- Hall, J. A., Coats, E. J., & LeBeau, L. S. (2005). Nonverbal behavior and the vertical dimension of social relations: A meta-analysis. *Psychological Bulletin*, 131, 898–924.
- Hamann, S., Herman, R. A., Nolan, C. L., & Wallen, K. (2004). Men and women differ in amygdala response to visual sexual stimuli. *Nature Neuroscience*, 7, 411–416.
- Hamermesh, D., & Biddle, J. E. (1994). Beauty and the labor market. *The American Economic Review*, 84, 1174–1194.
- Hames, R. B. (1979). Relatedness and interaction among the Ye'kwana. In N. S. Chagnon & W. Irons (Eds.), *Evolutionary biology and human social behavior* (pp. 128–141). North Scituate, MA: Duxbury Press.
- Hamilton, D. L. (1981). *Cognitive processes in stereotyping and intergroup behavior*. Hillsdale, NJ: Erlbaum.
- 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 genetical evolution of social behavior. *Journal of Theoretical Biology*, 7, 1–52.
- Hammock, W. R., & Yung, B. (1993). Psychology's role in the public health response to assaultive violence among young African-American men. *American Psychologist*, 48, 142–154.
- Han, S.-P., & Shavitt, S. (1994). Persuasion and culture: Advertising appeals in individualistic and collectivistic societies. *Journal of Experimental Social Psychology*, 30, 326–350.
- Hanko, K., Master, S., & Sabini, J. (2004). Some evidence about character and mate selection. *Personality and Social Psychology Bulletin*, 30, 732–742.
- Harackiewicz, J. M., Sansone, C., & Manderlink, G. (1985). Competence, achievement orientation, and intrinsic motivation: A process analysis. *Journal of Personality and Social Psychology*, 48, 493–508.
- Hardin, G. (1968). The tragedy of the commons. *Science*, 162, 1243–1248.
- Hardy, C. L., & Van Vugt, M. (2006). Nice guys finish first: The competitive altruism hypothesis. *Personality and Social Psychology Bulletin*, 10, 1402–1413.
- Hare, R. D., Harpur, T. J., Hakstein, A. R., Forth, A. E., Hart, S. D., & Newman, J. P. (1990). The revised psychopathy checklist: Descriptive statistics, reliability, and factor structure. *Psychological Assessment*, 2, 338.
- Harkins, S. (1987). Social facilitation and social loafing. *Journal of Experimental Social Psychology*, 23, 1–18.
- Harkins, S. G., & Jackson, J. M. (1985). The role of evaluation in eliminating social loafing. *Personality and Social Psychology Bulletin*, 11, 457–465.
- Harland, P., Staats, H., & Wilke, H. A. M. (2007). Situational and personality factors as direct or personal norm mediated predictors of pro-environmental behavior. *Basic and Applied Social Psychology*, 29, 323–334.
- Harlow, C. W. (2005, November). *Hate crime reported by victims and police*. Bureau of Justice Statistics Special Report, NCJ 209911. Available at: www.ojp.usdoj.gov/bjs/pub/pdf/hcrvp.pdf.
- Harlow, R. E., & Cantor, N. (1994). Social pursuit of academics: Side effects and spillover of strategic reassurance seeking. *Journal of Personality and Social Psychology*, 66, 386–397.
- Harmon-Jones, E., & Allen, J. J. B. (2001). The role of affect in the mere exposure effect: Evidence from psychophysiological and individual differences approaches. *Personality & Social Psychology Bulletin*, 27, 889–898.
- Harmon-Jones, E., & Devine, P. G. (2003). Introduction to the special section on social neuroscience: Promise and caveats. *Journal of Personality & Social Psychology*, 85, 589–593.
- Harmon-Jones, E., & Harmon-Jones, C. (2002). Testing the action-based model of cognitive dissonance: The effect of action orientation on postdecisional attitudes. *Personality and Social Psychology Bulletin*, 28, 711–723.
- Harmon-Jones, E., Brehm, J. W., Greenberg, J., Simon, L., & Nelson D. E. (1996). Evidence that production of aversive consequences is not necessary to create cognitive dissonance. *Journal of Personality and Social Psychology*, 70, 5–16.
- Harmon-Jones, E., Peterson, H., & Vaughn, K. (2003). The dissonance-inducing effects of an inconsistency between experienced empathy and knowledge of past failures to help. *Basic and Applied Social Psychology*, 25, 69–78.
- Harpur, T. (1993). Cognitive and biological factors contributing to the abnormal perception of emotional material in psychopathic criminals. (Abstract). *Violent Crime and Its Victims: Proceedings of American Society of Criminology*, 45, 86–87.
- Harrer, H. (1996). *Seven years in Tibet*. New York: Tarcher/Putnam.
- Harris, C. R. (2003). A review of sex differences in sexual jealousy, including self-report data, psychophysiological responses, interpersonal violence, and morbid jealousy. *Personality & Social Psychology Review*, 7, 102–128.
- Harris, M. B. (1992). Sex, race, and experiences of aggression. *Aggressive Behavior*, 18, 201–217.
- Harris, M. D. (1977). The effects of altruism on mood. *Journal of Social Psychology*, 102, 197–208.
- Harris, M. J., & Rosenthal, R. (1985). Mediation of interpersonal expectancy effects: 31 meta-analyses. *Psychological Bulletin*, 97, 363–386.
- Harris, R. N., & Snyder, C. R. (1986). The role of uncertain self-esteem in self-handicapping. *Journal of Personality and Social Psychology*, 51, 451–458.
- Harrison, K., & Fredrickson, B. L. (2003). Women's sports media, self-objectification, and mental health in Black and White adolescent females. *Journal of Communication*, 53, 216–232.
- Hart, E. A., Leary, M. R., & Rejeski, W. J. (1989). The measurement of social physique anxiety. *Journal of Sport and Exercise Psychology*, 11, 94–104.
- Harter, S. (1993). Causes and consequences of low self-esteem in children and adolescents. In R. Baumeister (Ed.), *Self-esteem: The puzzle of low self-regard* (pp. 87–116). New York: Plenum.
- Harton, H. C., & Bourgeois, M. J. (2004). Cultural elements emerge from dynamic social impact. In M. Schaller & C. S. Crandall (Eds.), *The psychological foundations of culture* (pp. 41–75). Mahwah, NJ: Erlbaum.
- Harvey, J. H., & Omarzu, J. (1997). Minding the close relationship. *Personality and Social Psychology Review*, 1, 224–240.
- Harvey, M. D., & Enzle, M. E. (1981). A cognitive model of social norms for understanding the transgression-helping effect. *Journal of Personality and Social Psychology*, 41, 866–888.
- Haselton, M. G., & Buss, D. M. (2000). Error management theory: A new perspective on biases in cross-sex mind reading. *Journal of Personality & Social Psychology*, 78, 81–91.
- Haselton, M. G., & Funder, D. C. (2006). The evolution of accuracy and bias in social judgment. In M. Schaller, J. A. Simpson, & D. T. Kenrick (Eds.),

- Evolution and social psychology* (pp. 16–37). New York: Psychology Press.
- Haselton, M. G., & Gangestad, S. W. (2006). Conditional expression of women's desires and men's mate guarding across the ovulatory cycle. *Hormones and Behavior*, 49, 509–518.
- Haselton, M. G., & Nettle D. (2006). The paranoid optimist: An integrative evolutionary model of cognitive biases. *Personality and social psychology Review*, 10, 47–66.
- Haselton, M. G., Mortezaie, M., Pillsworth, E. G., Bleske, A. E., & Frederick, D. A. (2007). Ovulatory shifts in human female ornamentation: Near ovulation, women dress to impress. *Hormones and Behavior*, 51, 40–45.
- Haslam, N. (1997). Four grammars for primate social relations. In J. A. Simpson & D. T. Kenrick (Eds.), *Evolutionary social psychology* (pp. 297–316). Mahwah, NJ: Erlbaum.
- Haslam, N., Bain, P., Douge, L., Lee, M., & Bastian, B. (2005). More human than you: Attributing humanness to self and others. *Journal of Personality and Social Psychology*, 89, 937–950.
- Hass, R. G., & Grady, K. (1975). Temporal delay, type of forewarning, and resistance to influence. *Journal of Experimental Social Psychology*, 11, 459–469.
- Hassan, S. (1990). *Combatting cult mind control*. Rochester, VT: Park Street Press.
- Hassan, S. (1999). *Free them! Breaking the chains of destructive mind control*. Boston, MA: Freedom of Mind Press.
- Hassan, S. (2000). *Releasing the bonds: Empowering people to think for themselves*. Boston, MA: Freedom of Mind Press.
- Hastie, R., & Stasser, G. (2000). Computer simulation methods for social psychology. In H. T. Reis & C. M. Judd (Eds.), *Handbook of research methods in social and personality psychology* (pp. 85–114). New York: Cambridge University Press.
- Hastie, R., Penrod, S. D., & Pennington, N. (1983). *Inside the jury*. Cambridge, MA: Harvard University Press.
- Hatano, Y. (1991). Changes in the sexual activities of Japanese youth. *Journal of Sex Education and Therapy*, 17, 1–14.
- "Hate Crime Statistics." (2007). U.S. Federal Bureau of Investigation. Available at www.fbi.gov/ucr/hc2007/incidents.htm. Accessed February 10, 2009.
- Hatfield, E., & Rapson, R. L. (1996). *Love and sex: Cross-cultural perspectives*. Boston: Allyn & Bacon.
- Hatfield, E., Greenberger, E., Traupmann, J., & Lambert, P. (1982). Equity and sexual satisfaction in recently married couples. *Journal of Sex Research*, 18, 18–32.
- 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. 1–27). 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.
- Hawken, P., Lovins, A., & Lovins, L. H. (1999). *Natural capitalism: Creating the next industrial revolution*. Boston: Little Brown.
- Hawley, P. H., Little, T. D., & Card, N. A. (2008). The myth of the alpha male: A new look at dominance-related beliefs and behaviors among adolescent males and females. *International Journal of Behavioral Development*, 32, 76–88.
- Hayden, T. (2003, June 9). Fished out. *U.S. News & World Report*, pp. 38–45.
- Hazan, C., & Diamond, L. M. (2000). The place of attachment in human mating. *Review of General Psychology*, 4, 186–204.
- Hazan, C., & Shaver, P. R. (1987). Romantic love conceptualized as an attachment process. *Journal of Personality and Social Psychology*, 52, 511–524.
- Hazan, C., & Shaver, P. R. (1994a). Attachment as an organizational framework for research on close relationships. *Psychological Inquiry*, 5, 1–22.
- Hazan, C., & Shaver, P. R. (1994b). Deeper into attachment theory. *Psychological Inquiry*, 5, 68–79.
- Hearold, S. (1986). A synthesis of 1043 effects of television on social behavior. In G. Comstock (Ed.), *Public communications and behavior* (Vol. I, pp. 65–133). New York: Academic Press.
- Heaven, P. C. L., & St. Quintin, D. (2003). Personality factors predict racial prejudice. *Personality and Individual Differences*, 34, 625–634.
- Hebl, M. R., Foster, J. B., Mannix, L. M., & Dovidio, J. F. (2002). Formal and interpersonal discrimination: A field study of bias toward homosexual applicants. *Personality and Social Psychology Bulletin*, 28, 815–825.
- Heckel, R. V. (1973). Leadership and voluntary seating choice. *Psychological Reports*, 32, 141–142.
- Heckhausen, J., & Schultz, R. (1995). A life-span theory of control. *Psychological Review*, 102, 284–304.
- Heider, F. (1946). Attitudes and cognitive organization. *Journal of Psychology*, 21, 107–112.
- Heider, F. (1958). *The psychology of interpersonal relations*. New York: Wiley.
- Heilman, M. E., & Okimoto, T. G. (2007). Why are women penalized for success at male tasks?: The implied communality deficit. *Journal of Applied Psychology*, 92, 81–92.
- Heilman, M. E., Block, C. J., & Martell, R. F. (1995). Sex stereotypes: Do they influence perceptions of managers? *Journal of Social Behavior and Personality*, 10, 237–252.
- Heilman, M. E., Wallen, A. S., Fuchs, D., & Tamkins, M. M. (2004). Penalties for success: Reactions to women who succeed at male gender-typed tasks. *Journal of Applied Psychology*, 89, 416–427.
- 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., & Hamamura, T. (2007). In search of East Asian self-enhancement. *Personality and Social Psychology Review*, 11, 1–24.
- Heine, S. J., Takata, T., & Lehman, D. R. (2000). Beyond self-presentation: Evidence for self-criticism among Japanese. *Personality and Social Psychology Bulletin*, 26, 71–78.
- Hejmadi, A., Davidson, R. J., & Rozin, P. (2000). Exploring Hindu Indian emotion expressions: Evidence for accurate recognition by Americans and Indians. *Psychological Science*, 11, 183–187.
- Helgeson, V. S. (1992). Moderators of the relation between perceived control and adjustment to chronic illness. *Journal of Personality and Social Psychology*, 63, 656–666.
- Helgeson, V. S., & Taylor, S. E. (1993). Self-generated feelings of control and adjustment to physical illness. *Journal of Social Issues*, 47, 91–103.
- Helgeson, V. S., Shaver, P., & Dyer, M. (1987). Prototypes of intimacy and distance in same-sex and opposite-sex relationships. *Journal of Social and Personal Relationships*, 4, 195–234.
- Hellmuth, J. C., & McNulty, J. K. (2008). Neuroticism, marital violence, and the moderating role of stress and behavioral skills. *Journal of Personality and Social Psychology*, 95, 166–180.
- Helmreich, R. L., & Collins, B. E. (1967). Situational determinants of affiliative preference under stress. *Journal of Personality and Social Psychology*, 6, 79–85.
- Helweg-Larsen, M., & Shepperd, J. A. (2001). Do moderators of the optimistic bias affect personal or target risk estimates? A review of the literature. *Personality and Social Psychology Review*, 5, 74–95.
- Hemphill, J. K. (1950). Relations between the size of the group and the behavior of

- "superior" leaders. *Journal of Social Psychology*, 32, 11–22.
- Henderlong, J., & Lepper, M. R. (2002). The effects of praise on children's intrinsic motivation: A review and synthesis. *Psychological Bulletin*, 128, 774–795.
- Hendrick, C., & Hendrick, S. S. (1986). A theory and method of love. *Journal of Personality and Social Psychology*, 50, 392–402.
- Hendrick, C., & Hendrick, S. S. (2006). Styles of romantic love. In R. J. Sternberg & K. Weis (Eds.), *The new psychology of love* (pp. 149–170). New Haven, CT: Yale University Press.
- Hendricks, M., & Brickman, P. (1974). Effects of status and knowledgeability of audience on self-presentation. *Sociometry*, 37, 440–449.
- Hendry, J. (1993). *Wrapping culture: Politeness, presentation, and power in Japan and other societies*. Oxford, U.K.: Clarendon Press.
- Henley, N. M. (1973). Status and sex: Some touching observations. *Bulletin of the Psychonomic Society*, 2, 91–93.
- Henley, N. M., & Harmon, S. (1985). The nonverbal semantics of power and gender: A perceptual study. In S. L. Ellyson & J. F. Dovidio (Eds.), *Power, dominance, and nonverbal behavior* (pp. 151–164). New York: Springer-Verlag.
- Henrich, J., & Gil-White, F. J. (2001). The evolution of prestige: freely conferred status as a mechanism for enhancing the benefits of cultural transmission. *Evolution and Human Behavior*, 22, 165–196.
- Henrich, J., Ensminger, J., Boyd, R., Henrich, N. S., Bowles, S., Hill, K., Camerer, C., Gil-White, F., Fehr, E., Gurven, M., Gintis, H., Marlowe, F. W., McElreath, R., Patton, J. Q., Alvard, M., Traceer, D., & Barr, A. (2006). "Economic man" in cross-cultural perspective: Behavioral experiments in 15 small-scale societies. *Behavioral and Brain Sciences*, 28,
- Henrich, J., McElreath, R., Barr, A., Ensminger, J., Barrett, C., Bolanyatz, A., Cardenas, J. C., Gurven, M., Gwako, E., Henrich, N., Lesorogol, C., Marlowe, F., Tracer, D., & Ziker, J. (2006). Costly punishment across human societies. *Science*, 312, 1767–1770.
- Hepburn, L. M., & Hemenway, D. (2004). Firearm availability and homicide: A review of the literature. *Aggression and Violent Behavior*, 9, 417–440.
- Hepworth, J. T., & West, S. G. (1988). Lynching and the economy: A time-series reanalysis of Hovland and Sears (1940). *Journal of Personality and Social Psychology*, 55, 239–247.
- Herek, G. M. (1986). The instrumentality of attitudes. Toward a neofunctional theory. *Journal of Social Issues*, 42, 99–114.
- Herek, G. M., & Capitanio, J. P. (1996). "Some of my best friends": Intergroup contact, concealable stigma, and heterosexuals' attitudes toward gay men and lesbians. *Personality and Social Psychology Bulletin*, 22, 412–424.
- Herek, G. M., Janis, I. L., & Huth, P. (1987). Decision making during international crises: Is quality of process related to outcome? *Journal of Conflict Resolution*, 31, 203–226.
- Herrera, H. (1983). *Frida: A biography of Frida Kahlo*. New York: Harper Collins.
- Hersey, P., & Blanchard, K. H. (1982). *Management of organizational behavior* (4th ed.). Englewood Cliffs, NJ: Prentice-Hall.
- Hershleifer, D., & Shumway, T. (2003, June). Good day sunshine: Stock returns and the weather. *Journal of Finance*, 1009–1032.
- Hertel, G., & Kerr, N. L. (2001). Priming in-group favoritism: The impact of normative scripts in the minimal group paradigm. *Journal of Experimental Social Psychology*, 37, 316–324.
- Hertel, G., Kerr, N. L., & Messé, L. A. (2000). Motivation gains in performance groups: Paradigmatic and theoretical developments on the Kohler effect. *Journal of Personality and Social Psychology*, 79, 580–601.
- Hertwig, R., Gigerenzer, G., & Hoffrage, U. (1997). The reiteration effect in hindsight bias. *Psychological Review*, 104, 194–202.
- Hewstone, M. (1989). *Causal attribution: From cognitive processes to cognitive beliefs*. Oxford, U.K.: Basil Blackwell.
- Hidi, S., & Harackiewicz, J. M. (2000). Motivating the academically unmotivated: A critical issue for the 21st century. *Review of Educational Research*, 70, 151–179.
- Higgins, E. T. (1996). Knowledge activation: Accessibility, applicability, and salience. In E. T. Higgins & A. W. Kruglanski (Eds.), *Social psychology: Handbook of basic principles* (pp. 133–168). New York: Guilford.
- Higgins, E. T. (1997). Beyond pleasure and pain. *American Psychologist*, 52, 1280–1300.
- Higgins, E. T., King, G. A., & Mavin, G. H. (1982). Individual construct accessibility and subjective impressions and recall. *Journal of Personality and Social Psychology*, 43, 35–47.
- Higgins, E. T., Rholes, W. S., & Jones, C. R. (1977). Category accessibility and impression formation. *Journal of Experimental Social Psychology*, 13, 141–154.
- Higgins, R. L., & Harris, R. N. (1988). Strategic "alcohol" use: Drinking to self-handicap. *Journal of Social and Clinical Psychology*, 6, 191–202.
- Hill, K., & Hurtado, A. M. (1993). Hunter-gatherers in the New World. In P. Sherman & J. Alcock (Eds.), *Exploring animal behavior* (pp. 154–160). Sunderland, MA: Sinauer.
- Hill, K., & Hurtado, M. (1996). *Ache life history*. Hawthorne, NY: Aldine-deGruyter.
- Hill, S. E. (2007). Overestimation bias in mate competition. *Evolution and Human Behavior*, 28, 118–123.
- "Hillary Clinton remains polarizing figure." Gallup Organization (2003, June 6). Retrieved from <http://www.gallup.com>.
- Hilmert, C. J., Kulik, J. A., Christenfeld, N. J. S. (2006). Positive and negative opinion modeling: The influence of another's similarity and dissimilarity. *Journal of Personality and Social Psychology*, 90, 440–452.
- Hinz, V. B., Matz, D. C., & Patience, R. A. (2001). Does women's hair signal reproductive potential? *Journal of Experimental Social Psychology*, 37, 166–172.
- Hirt, E. R., & Markman, K. D. (1995). Multiple explanation: A consider-an-alternative strategy for debiasing judgments. *Journal of Personality and Social Psychology*, 69, 1069–1086.
- Hirt, E. R., Deppe, R. K., & Gordon, L. J. (1991). Self-reported versus behavioral self-handicapping: Empirical evidence for a theoretical distinction. *Journal of Personality and Social Psychology*, 61, 981–991.
- Hirt, E. R., McDonald, H. E., & Erickson, G. A. (1995). How do I remember thee? The role of encoding set and delay in reconstructive memory processes. *Journal of Experimental Social Psychology*, 31, 379–409.
- Hirt, E. R., Zillman, D., Erickson, G. A., & Kennedy, C. (1992). Costs and benefits of allegiance: Changes in fans' self-ascribed competencies after team victory versus defeat. *Journal of Personality and Social Psychology*, 63, 724–738.
- Hochberg, A. (1996, April 19). 1971 school desegregation made friends out of enemies. *All Things Considered*, National Public Radio.
- Hodges, B. H., & Geyer, A. L. (2006). A nonconformist account of the Asch experiments. *Personality and Social Psychology Review*, 10, 2–19.
- Hodgkinson, V. A., & Weitzman, M. S. (1990). *Giving and volunteering in the United States*. Washington, DC: Independent Sector.
- Hodgkinson, V. A., & Weitzman, M. S. (1994). *Giving and volunteering in the United States*. Washington, DC: Independent Sector.
- Hodson, G., Dovidio, J. F., & Esses, V. M. (2003). Ingroup identification as a moderator of positive–negative asymmetry in social discrimination. *European Journal of Social Psychology*, 33, 215–233.
- Hoffman, M. L. (1984). Interaction of affect and cognition in empathy. In C. E. Izard,

- J. Kagan, & R. B. Zajonc (Eds.), *Emotions, cognitions, and behavior* (pp. 103–131). Cambridge, U.K.: Cambridge University Press.
- Hofling, C. K., Brotzman, E., Dalrymple, S., Graves, N., & Pierce, C. M. (1966). An experimental study in nurse–physician relationships. *Journal of Nervous and Mental Disease*, 143, 171–180.
- Hofstede, G. (1980/2001). *Culture's consequences: International differences in work-related values*. Thousand Oaks, CA: Sage.
- Hogan, R. (1993). A socioanalytic theory of personality. In M. Page (Ed.), *Nebraska symposium on motivation: Personality—Current theory and research* (pp. 58–89). Lincoln: University of Nebraska Press.
- Hogan, R., & Hogan, J. (1991). Personality and status. In D. Gilbert & J. J. Connolly (Eds.), *Personality, social skills, and psychopathology: An individual differences approach* (pp. 137–154). New York: Plenum Press.
- Hogan, R., & Kaiser, R. B. (2005). What we know about leadership. *Review of General Psychology*, 9, 169–180.
- Hogan, R., Curphy, G. J., & Hogan, J. (1994). What we know about leadership: Effectiveness and personality. *American Psychologist*, 49, 493–504.
- Hogan, R., Jones, W. H., & Cheek, J. M. (1985). Socioanalytic theory: An alternative to armadillo psychology. In B. R. Schlenker (Ed.), *The self and social life* (pp. 175–198). New York: McGraw-Hill.
- Hogan, R., Raza, S., Sampson, D., Miller, C., & Salas, E. (1989). *The impact of personality on team performance* (Report to the Office of Naval Research.) Tulsa, OK: University of Tulsa.
- Hogg, M. A. (2003). Intergroup relations. In J. DeLamater (Ed.), *Handbook of social psychology* (pp. 479–501). New York: Kluwer.
- Hogg, M. A., Abrams, D., Otten, S., & Hinkle, S. (2004). The social identity perspective: Intergroup relations, self-conception, and small groups. *Small Group Research*, 35, 246–276.
- Hogg, M. A., Hohman, Z. P., & Rivera, J. E. (2008). Why do people join groups? Three motivational accounts from social psychology. *Social and Personality Psychology Compass*, 2/3, 1269–1280.
- Holland, J. L. (1985). *Making vocational choices: A theory of vocational personalities and work environments* (2nd ed.). Englewood Cliffs, NJ: Prentice-Hall.
- Holland, J. L. (1997). *Making vocational choices: A theory of vocation personalities and work environments* (3rd ed.). Lutz, FL: Psychological Assessment Resources.
- Hollander, E. P. (1993). Legitimacy, power, and influence: A perspective on relational features of leadership. In M. Chemers & R. Ayman (Eds.), *Leadership theory and research: Perspectives and directions* (pp. 29–47). San Diego, CA: Academic Press.
- Holmberg, D., & MacKenzie, S. (2002). So far so good: Scripts for romantic relationship development as predictors of relational well-being. *Journal of Social and Personal Relationships*, 19, 777–796.
- Holtgraves, T., & Dulin, J. (1994). The Muhammad Ali effect: Differences between African Americans and European Americans in their perceptions of a truthful bragger. *Language and Communication*, 14, 275–285.
- Holtgraves, T., & Srull, T. K. (1989). The effects of positive self-descriptions on impressions: General principles and individual differences. *Personality and Social Psychology Bulletin*, 15, 452–462.
- Holtgraves, T., & Yang, J.-N. (1990). Politeness as universal: Cross-cultural perceptions of request strategies and inferences based on their use. *Journal of Personality and Social Psychology*, 59, 719–729.
- Homer-Dixon, T. F., Boutwell, J. H., & Rathjens, G. W. (1993, February). Environmental change and violent conflict. *Scientific American*, 38–45.
- Hönekopp, J., Rudolph, U., Beier, L., Liebert, A., & Müller, C. (2007). Physical attractiveness of face and body as indicators of physical fitness in men. *Evolution and Human Behavior*, 28, 106–111.
- Hong, N. (1998). *In the shadow of the moons: My life in the Reverend Sun Myung Moon's Family*. Boston: Little Brown.
- Hong, Y. Y., Chiu, C. Y., & Kung, T. M. (1997). Bringing culture out in front: Effects of cultural meaning system activation on social cognition. In K. Leung, Y. Kashima, U. Kim, & S. Yamaguchi (Eds.), *Progress in Asian social psychology* (Vol. 1, pp. 135–146). Singapore: Wiley.
- Hong, Y. Y., Morris, M. W., Chiu, C. Y., & Benet-Martinez, V. (2000). Multicultural minds: A dynamic constructivist approach to culture and cognition. *American Psychologist*, 55, 709–720.
- Honts, C. R., Raskin, D. C., & Kircher, D. C. (1994). Mental and physical countermeasures reduce the accuracy of polygraph tests. *Journal of Applied Psychology*, 79, 252–259.
- Hood, R. W. Jr., Spilka, B., Hunsberger, B., & Gorsuch, R. (1996). *The psychology of religion: An empirical approach* (2nd ed.). New York: Guilford.
- Hopper, J. R., & Nielsen, J. M. (1991). Recycling as altruistic behavior: Normative and behavioral strategies to expand participation in a community recycling program. *Environment and Behavior*, 23, 195–220.
- Horowitz, L. M., Wilson, K. R., Turan, B., Zolotsev, P., Constantino, M. J., & Henderson, L. (2006). How interpersonal motives clarify the meaning of interpersonal behavior: A revised circumflex model. *Personality and Social Psychology Review*, 10, 67–86.
- Horwitz, S. K., & Horwitz, I. B. (2007). The effects of team diversity on team outcomes: A meta-analytic review of team demography. *Journal of Management*, 33, 987–1015.
- Hoshino-Browne, E., Zanna, M. P., & Kitayama, S. (2005). On the cultural guises of cognitive dissonance: The case of Easterners and Westerners. *Journal of Personality and Social Psychology*, 89, 294–310.
- “Hostile hallways: Bullying, teasing, and sexual harassment in school.” (2001). Report of the American Association of University Women.
- House, R. J., & Shamir, B. (1993). Toward the integration of transformational, charismatic, and visionary theories. In M. M. Chemers & R. Ayman (Eds.), *Leadership theory and research: Perspectives and directions* (pp. 81–108). San Diego, CA: Academic Press.
- Hovland, C. I., & Sears, R. (1940). Minor studies in aggression: VI. Correlation of lynchings with economic indices. *Journal of Psychology*, 9, 301–310.
- Hovland, C. I., Janis, I. L., & Kelley, H. H. (1953). *Communication 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, NJ: Princeton University Press.
- Howard, D. J. (1995). “Chaining” the use of influence strategies for producing compliance behavior. *Journal of Social Behavior and Personality*, 10, 169–185.
- Howard, G. S. (2000). Adapting human lifestyles for the 21st century. *American Psychologist*, 55, 509–515.
- Howenstine, E. (1993). Market segmentation for recycling. *Environment and Behavior*, 25, 86–102.
- Hrdy, S. B. (1999). *Mother Nature: A history of mothers, infants, and natural selection*. New York: Pantheon Books.
- Hsu, F. L. K. (1983). *Rugged individualism reconsidered*. Knoxville: University of Tennessee Press.
- Hubbard, J. A., Dodge, K. A., Cillessen, A. H. N., Coie, J. D., & Schwartz, D. (2001). The dyadic nature of social information processing in boys' reactive and proactive aggression. *Journal of Personality & Social Psychology*, 80, 268–280.

- Huesmann, L. R., Moise-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. *Developmental Psychology, 39*, 201–221.
- Hugenberg, K., & Sacco, D. F. (2008). Social categorization and stereotyping: How social categorization biases person perception and face memory. *Social and Personality Psychology Compass, 2*, 1052–1072.
- Hull, C. L. (1934). *Hypnosis and suggestibility*. New York: D. Appleton-Century.
- Hunsberger, B., & Jackson, L. M. (2005). Religion, meaning, and prejudice. *Journal of Social Issues, 61*, 807–826.
- Hunt, M. (1974). *Sexual behavior in the 1970s*. Chicago: Playboy Press.
- Hunter, J. A., Platow, M. J., Howard, M. L., & Stringer, M. (1996). Social identity and intergroup evaluation bias: Realistic categories and domain specific self-esteem in a conflict setting. *European Journal of Social Psychology, 26*, 631–647.
- Huston, A. C., Donnerstein, E., Fairchild, H., Feshbach, N. D., Katz, P. A., & Murray, J. P. (1992). *Big world, small screen: The role of television in American society*. Lincoln: University of Nebraska Press.
- Hutchings, P. B., & Haddock, G. (2008). Look black in anger: The role of implicit prejudice in the categorization and perceived emotional intensity of racially ambiguous faces. *Journal of Experimental Social Psychology, 44*, 1418–1420.
- Hyde, J. S. (1990). Meta-analysis and the psychology of gender differences. *Signs, 16*, 55–73.
- Hyde, J. S. (1996). Where are the gender differences? Where are the gender similarities? In D. M. Buss & N. M. Malamuth (Eds.), *Sex, power, conflict: Evolutionary and feminist perspectives* (pp. 107–118). New York: Oxford University Press.
- Ickes, W. (1993). Traditional gender roles: Do they make, and then break, our relationships? *Journal of Social Issues, 49*, 71–85.
- Igarashi, T., Takai, J., & Yoshida, T. (2005). Gender differences in social network development via mobile phone text messages: A longitudinal study. *Journal of Social and Personal Relationships, 22*, 691–713.
- Ilgen, D. R., & Hulin, C. L. (2000). *Computational modeling of behavior in organizations: The third scientific discipline*. Washington, DC: American Psychological Association.
- Impett, E. A., Gable, S. L., & Peplau, L. A. (2005). Giving up and giving in: The costs and benefits of daily sacrifice in intimate relationships. *Journal of Personality and Social Psychology, 89*, 327–344.
- "Impress friends, buy diamond cell phone." Posted May 2, 2003, at cnn.com.
- Inbau, F. E., Reid, J. E., Buckley, J. P., & Jayne, B. C. (2001). *Criminal interrogation and confessions* (4th ed.). Gaithersburg, MD: Aspen Publishers.
- Ingham, A. G., Levinger, G., Graves, J., & Peckham, V. (1974). The Ringelmann effect: Studies of group size and group performance. *Journal of Personality and Social Psychology, 10*, 371–384.
- Insko, C. A. (1965). Verbal reinforcement of attitude. *Journal of Personality and Social Psychology, 2*, 621–623.
- Insko, C. A., Drenan, S., Solomon, M. R., Smith, R., & Wade, T. J. (1983). Conformity as a function of the consistency of positive self-evaluation with being liked and being right. *Journal of Experimental Social Psychology, 19*, 341–358.
- Insko, C. A., Schopler, J., Graetz, K. A., Drigotas, S. M., Currey, D. P., Smith, S. L., Brazil, D., & Bornstein, G. (1994). Individual-intergroup discontinuity in the Prisoner's Dilemma Game. *Journal of Conflict Resolution, 38*, 87–116.
- Insko, C. A., Schopler, J., Hoyle, R. H., Dardis, G. J., & Graetz, K. A. (1990). Individual-group discontinuity as a function of fear and greed. *Journal of Personality and Social Psychology, 58*, 68–79.
- Insko, C. A., Schopler, J., Pemberton, M. B., Wieselquist, J., McIlraith, S. A., Currey, D. P., & Gaertner, L. (1998). Long-term outcome maximization and the reduction of interindividual-intergroup discontinuity. *Journal of Personality & Social Psychology, 75*, 695–711.
- Insko, C. A., Smith, R. H., Alicke, M. D., Wade, J., & Taylor, S. (1985). Conformity and group size: The concern with being right and the concern with being liked. *Personality and Social Psychology Bulletin, 11*, 41–50.
- Isbell, L. (2004). Not all happy people are lazy or stupid: Evidence of systematic processing in happy moods. *Journal of Experimental Social Psychology, 40*, 341–349.
- Isen, A. M., Shalker, T. E., Clark, M., & Karp, L. (1978). Affect, accessibility of material in memory, and behavior. *Journal of Personality and Social Psychology, 36*, 1–12.
- Isen, A. M. (2002). Missing in action in the AIM: Positive affect's facilitation of cognitive flexibility, innovation, and problem solving. *Psychological Inquiry, 13*, 57–65.
- Isenberg, D. J. (1986). Group polarization: A critical review and meta-analysis. *Journal of Personality and Social Psychology, 50*, 1141–1151.
- Iyengar, S. S., & Lepper, M. R. (1999). Rethinking the value of choice: A cultural perspective on intrinsic motivation. *Journal of Personality & Social Psychology, 76*, 349–366.
- Izard, C. E. (2007). Basic emotions, natural kinds, emotion schemas, and a new paradigm. *Perspectives on Psychological Science, 2*, 260–280.
- Jacks, J. Z., & Cameron, K. A. (2003). Strategies for resisting persuasion. *Basic and Applied Social Psychology, 25*, 145–161.
- Jackson, J. J., & Kirkpatrick, L. A. (2007). The structure and measurement of human mating strategies: Toward a multidimensional model of sociosexuality. *Evolution and Human Behavior, 28*, 382–391.
- Jackson, J. J., & Kirkpatrick, L. A. (2008). The structure and measurement of human mating strategies: Toward a multidimensional model of sociosexuality. *Evolution and Human Behavior, 28*, 382–391.
- Jackson, L. M., & Esses, V. M. (1997). Of scripture and ascription: The relation between religious fundamentalism and intergroup helping. *Personality and Social Psychology Bulletin, 23*, 893–906.
- Jacobs, J. R. (1992). Facilitators of romantic attraction and their relation to lovestyle. *Social Behavior and Personality, 20*, 227–234.
- Jacobs, R. C., & Campbell, D. T. (1961). The perpetuation of an arbitrary tradition through several generations of a laboratory microculture. *Journal of Abnormal and Social Psychology, 62*, 649–658.
- Jain, S. P., Buchanan, B., & Maheswaren, D. (2000). Comparative versus noncomparative advertising. *Journal of Consumer Psychology, 9*, 201–211.
- James, W. (1890). *Principles of psychology*. New York: Henry Holt.
- Jamieson, J. P., & Harkins, S. G. (2007). Mere effort and stereotype threat performance effects. *Journal of Personality and Social Psychology, 93*, 544–564.
- Janicki, M., & Krebs, D. L. (1998). Evolutionary approaches to culture. In C. Crawford & D. L. Krebs (Eds.), *Handbook of evolutionary psychology: Ideas, issues, and applications* (pp. 163–208). Mahwah, NJ: Erlbaum.
- Janis, I. L. (1972). *Victims of groupthink*. Boston: Houghton Mifflin.
- Janis, I. L. (1983). *Groupthink: Psychological studies of policy decisions and fiascoes* (2nd ed.). Boston: Houghton Mifflin.
- Janis, I. L. (1997). Groupthink. In W. A. Lesko (Ed.), *Readings in social psychology* (3rd ed., pp. 333–337). Boston: Allyn & Bacon.

- Janis, I. L., & Mann, L. (1977). *Decision making: A psychological analysis of conflict, choice, and commitment*. New York: Free Press.
- Janiszewski, C., & Uy, D. (2008). Precision of the anchor influences the amount of adjustment. *Psychological Science*, 19, 121–127.
- Jankowiak, W. R., & Fischer, E. F. (1992). A cross-cultural perspective on romantic love. *Ethnology*, 31, 149–155.
- Janoff-Bulman, R., & Wade, M. B. (1996). The dilemma of self-advocacy for women: Another case of blaming the victim? *Journal of Social and Clinical Psychology*, 15, 143–152.
- Jemmott, J. B., III, Ditto, P. H., & Croyle, R. T. (1986). Judging health status: Effects of perceived prevalence and personal relevance. *Journal of Personality and Social Psychology*, 50, 899–905.
- Jenkins, S. S., & Aube, J. (2002). Gender differences and gender-related constructs in dating aggression. *Personality & Social Psychology Bulletin*, 28, 1106–1118.
- Jensen-Campbell, L. A., & Graziano, W. G. (2000). Beyond the schoolyard: Relationships as moderators of daily interpersonal conflict. *Personality & Social Psychology Bulletin*, 26, 923–935.
- Jensen-Campbell, L. A., Graziano, W. G., & West, S. G. (1995). Dominance, prosocial orientation, and female preferences: Do nice guys really finish last? *Journal of Personality and Social Psychology*, 68, 427–440.
- Jetten, J., Spears, R., & Manstead, A. S. R. (1997). Strength of identification and intergroup differentiation: The influence of group norms. *European Journal of Social Psychology*, 27, 603–609.
- Jockin, V., McGue, M., & Lykken, D. T. (1996). Personality and divorce: A genetic analysis. *Journal of Personality and Social Psychology*, 71, 288–299.
- Johns, M., Schmader, T., & Martens, A. (2005). Knowing is half the battle: Teaching stereotype threat as a means of improving women's math performance. *Psychological Science*, 16, 175–179.
- Johnson, B. T., & Eagly, A. H. (1989). The effect of involvement on persuasion: A meta-analysis. *Psychological Bulletin*, 106, 290–314.
- Johnson, D. (1993). The politics of violence research. *Psychological Science*, 4, 131–133.
- Johnson, D. J., & Rusbult, C. E. (1989). Resisting temptation: Devaluation of alternative partners as a means of maintaining commitment in close relationships. *Journal of Personality and Social Psychology*, 57, 967–980.
- Johnson, D. W., & Johnson, R. (1975). *Learning together and alone: Cooperation, competition, and individualization*. Englewood Cliffs, NJ: Prentice-Hall.
- Johnson, D. W., & Johnson, R. T. (1994). Cooperative learning in the culturally diverse classroom. In R. DeVillar, C. Fultis, & J. Cummings (Eds.), *Cultural diversity in schools* (p. 57–74). New York: SUNY Press.
- Johnson, D. W., Johnson, R., & Maruyama, G. (1984). Goal interdependence and interpersonal attraction in heterogeneous classrooms: A meta-analysis. In N. Miller & M. B. Brewer (Eds.), *Groups in contact* (pp. 187–213). New York: Academic Press.
- Johnson, F. L., & Aries, E. J. (1983). Conversational patterns among same-sex pairs of late adolescent close friends. *Journal of Genetic Psychology*, 142, 225–238.
- Johnson, K. L., Gill, S., Reichman, V., & Tassinary, L. G. (2007). Swagger, sway, and sexuality: Judging sexual orientation from body motion and morphology. *Journal of Personality and Social Psychology*, 93, 321–334.
- Johnson, R. T., Burk, J. A. Kirkpatrick, L. A. (2007). Dominance and prestige as differential predictors of aggression and testosterone levels in men. *Evolution and Human Behavior*, 28, 345–351.
- Johnson, R. W., Kelly, R. J., & LeBlanc, B. A. (1995). Motivational basis of dissonance: Aversive consequences or inconsistency. *Personality and Social Psychology Bulletin*, 21, 850–855.
- Joiner, T. E., Jr. (1994). Contagious depression: Existence, specificity to depressed symptoms, and the role of reassurance seeking. *Journal of Personality and Social Psychology*, 67, 287–296.
- Joiner, T. E., & Metalsky, G. I. (1996). A prospective test of an integrative interpersonal theory of depression: A naturalistic study of college roommates. *Journal of Personality and Social Psychology*, 69, 778–788.
- Joiner, T. E., Alfano, M. S., & Metalsky, G. I. (1992). When depression breeds contempt: Reassurance seeking, self-esteem, and rejection of depressed college students by their roommates. *Journal of Abnormal Psychology*, 101, 165–173.
- Joireman, J., Anderson, J., & Strathman, A. (2003). The aggression paradox: Understanding links among aggression, sensation seeking, and the consideration of future consequences. *Journal of Personality & Social Psychology*, 84, 1287–1302.
- Joireman, J. A., Van Lange, P. A. M., & Van Vugt, M. (2004). Who cares about the environmental impact of cars? Those with an eye toward the future. *Environment and Behavior*, 36, 187–206.
- Jokela, M., Kivimäki, M., Elovainio, M., & Keltikangas-Järvinen (2009). Personality and having children: A two-way relationship. *Journal of Personality and Social Psychology*, 96, 218–230.
- Jonas, E., Graupmann, V., & Frey, D. (2006). The influence of mood on the search for supporting versus conflicting information. *Personality and Social Psychology Bulletin*, 32, 3–15.
- Jonas, E., Schulz-Hardt, S., & Frey, D. (2005). Giving advice or making decisions in someone else's place: The influence of impression, defense, and accuracy motivation on the search for new information. *Personality and Social Psychology Bulletin*, 31, 977–990.
- Jonason, P. K. (2007). An evolutionary psychology perspective on sex differences in exercise behaviors and motivations. *Journal of Social Psychology*, 147, 5–14.
- Jones, B. C., DeBruine, L. M., & Little, A. C. (2007). The role of symmetry in attraction to average faces. *Perception and Psychophysics*, 69, 1273–1277.
- Jones, B. C., Little, A. C., Penton-Voak, I. S., Tiddeman, B. P., Burt, D. M., & Perrett, D. I. (2001). Facial symmetry and judgements of apparent health: Support for a "good genes" explanation of the attractiveness-symmetry relationship. *Evolution and Human Behavior*, 22, 417–429.
- Jones, B. C., Little, A. C., Boothroyd, L. G., DeBruine, L. M., Feinberg, D. R., Law Smith, M. J., Cornwell, R. E., Moore, F. R., & Perrett, D. I. (2005). Commitment to relationships and preferences for femininity and apparent health in faces are strongest on days of the menstrual cycle when progesterone level is high. *Hormones and Behavior*, 48, 283–290.
- Jones, B. C., Perrott, D. I., Little, A. C., Boothroyd, L. G., Cornwell, R. E., Feinberg, D. R., Tiddeman, B. P., Whiten, S., Pitman, R. M., Hillier, S. G., Burt, D. M., Stirrat, M. R., Law Smith, M. J., & Moore, F. R. (2005). Menstrual cycle, pregnancy and oral contraceptive use alter attraction to apparent health in faces. *Proceedings of the Royal Society of London B*, 272, 347–354.
- Jones, E. E. (1979). The rocky road from acts to dispositions. *American Psychologist*, 34, 107–117.
- Jones, E. E. (1990). *Interpersonal perception*. New York: Freeman.
- Jones, E. E., & Baumeister, R. F. (1976). The self-monitor looks at the ingratiator. *Journal of Personality*, 44, 654–674.
- Jones, E. E., & Harris, V. A. (1967). The attribution of attitudes. *Journal of Experimental Social Psychology*, 3, 1–24.
- Jones, E. E., & Kelly, J. R. (2007). Contributions to a group discussion and perceptions of leadership: Does quantity

- always count more than quality? *Group Dynamics: Theory, Research, and Practice*, 11, 15–30.
- Jones, E. E., & Nisbett, R. E. (1972). The actor and the observer: Divergent perceptions of the causes of behavior. In E. E. Jones, D. E. Kanouse, H. H. Kelley, R. E. Nisbett, S. Valins, & B. Weiner (Eds.), *Attribution: Perceiving the causes of behavior* (pp. 79–94). Morristown, NJ: General Learning Press.
- Jones, E. E., & Pittman, T. S. (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.
- Jones, E. E., & Wortman, C. (1973). *Ingratiation: An attributional approach*. Morristown, NJ: General Learning Corporation.
- Jones, J. T., Pelham, B. W., Carvallo, M., & Mirenberg, M. C. (2004). How do I love thee? Let me count the Js: Implicit egotism and interpersonal attraction. *Journal of Personality and Social Psychology*, 87, 665–683.
- Jones, M. A., & Sigler, R. T. (2002). Law enforcement partnership in community corrections: An evaluation of juvenile offender curfew checks. *Journal of Criminal Justice*, 30, 245–256.
- Jones, W. H., & Carver, M. D. (1991). Adjustment and coping implications of loneliness. In C. R. Snyder & D. R. Forsyth (Eds.), *Handbook of social and clinical psychology* (pp. 395–410). New York: Pergamon.
- Jones, W. H., Cavert, C. W., Snider, R. L., & Bruce, T. (1985). Relational stress: An analysis of situations and events associated with loneliness. In S. Duck & D. Perlman (Eds.), *Understanding personal relationships: An interdisciplinary approach* (pp. 221–242). Beverly Hills, CA: Sage.
- Jones, W. H., Freemon, J. E., & Goswick, R. A. (1981). The persistence of loneliness: Self and other determinants. *Journal of Personality*, 49, 27–48.
- Jones, W. H., Hobbs, S. A., & Hockenbury, D. (1982). Loneliness and social skill deficits. *Journal of Personality and Social Psychology*, 42, 682–689.
- Jones, W. H., Sansone, C., & Helm, B. (1983). Loneliness and interpersonal judgments. *Personality and Social Psychology Bulletin*, 9, 437–441.
- Jordan, A. H., & Monin, B. (2008). From sucker to saint: Moralization in response to self-threat. *Psychological Science*, 19, 809–815.
- Jorden, D. L. (1993). Newspaper effects on policy preferences. *Public Opinion Quarterly*, 57, 191–204.
- Josephs, R. A., Markus, H. R., & Tarafodi, R. W. (1992). Gender and self-esteem. *Journal of Personality and Social Psychology*, 63, 391–402.
- Jost, J. T., & Burgess, D. (2000). Attitudinal ambivalence and the conflict between group and system justification motives in low status groups. *Personality and Social Psychology Bulletin*, 26, 293–305.
- Jost, J. T., Glaser, J., Kruglanski, A. W., & Sulloway, F. J. (2003). Political conservatism as motivated social cognition. *Psychological Bulletin*, 129, 339–375.
- Joule, R. V. (1987). Tobacco deprivation: The foot-in-the-door technique versus the low-ball technique. *European Journal of Social Psychology*, 17, 361–365.
- Joule, R. V., Gouilloux, F., & Weber, F. (1989). The lure: A new compliance procedure. *Journal of Social Psychology*, 129, 741–749.
- Judge, T. A., & Bretz, R. D., Jr. (1994). Political influence behavior and career success. *Journal of Management*, 20, 43–65.
- Jussim, L. (1991). Social perception and social reality: A reflection-construction model. *Psychological Review*, 98, 54–73.
- Jussim, L., Eccles, J., & Madon, S. (1995). Social perception, social stereotypes, and teacher expectations: Accuracy and the quest for the powerful self-fulfilling prophecy. In M. P. Zanna (Ed.), *Advances in experimental social psychology* (Vol. 27, pp. 215–255). New York: Academic Press.
- Kacmar, K. M., Carlson, D. S., & Bratton, V. K. (2004). Situational and dispositional factors as antecedents of ingratiation behaviors in organizational settings. *Journal of Vocational Behavior*, 65, 309–331.
- Kadlec, D. (1997, May 5). The new world of giving. *Time*, 149, pp. 62–64.
- Kafetsios, K., & Nezlek, J. B. (2002). Attachment styles in everyday social interaction. *European Journal of Social Psychology*, 32, 719–735.
- Kahan, D. M. (1997). Social influence, social meaning, and deterrence. *Virginia Law Review*, 83, 349–395.
- Kahneman, D., & Tversky, A. (1972). Subjective probability: A judgment of representativeness. *Cognitive Psychology*, 3, 430–454.
- Kahneman, D., Knetsch, J. L., & Thaler, R. H. (1991). The endowment effect, loss aversion, and status quo bias. *Journal of Economic Perspectives*, 5, 193–206.
- Kahneman, D., Knetsch, J., & Thaler, R. (1986). Fairness and the assumptions of economics. *Journal of Business*, 59, S285–S300.
- Kallgren, C. A., & Wood, W. (1986). Access to attitude-relevant information in memory as a determinant of attitude-behavior consistency. *Journal of Experimental Social Psychology*, 22, 328–338.
- Kallgren, C. A., Reno, R. R., & Cialdini, R. B. (2000). A focus theory of normative conduct: When norms do and do not affect behavior. *Personality & Social Psychology Bulletin*, 26, 1002–1012.
- Kalven, H., Jr., & Zeisel, H. (1966). *The American jury*. Boston: Little, Brown.
- Kameda, T., Takezawa, M., & Hastie, R. (2003). The logic of social sharing: An evolutionary game analysis of adaptive norm development. *Personality & Social Psychology Review*, 7, 2–19.
- Kameda, T., Takezawa, M., Tindale, R. S., & Smith, C. M. (2002). Social sharing and risk reduction: Exploring a computational algorithm for the psychology of windfall gains. *Evolution and Human Behavior*, 23, 11–33.
- Kanazawa, S. (1992). Outcome or expectancy? Antecedent of spontaneous causal attribution. *Personality and Social Psychology Bulletin*, 18, 659–668.
- Kanter, R. M. (1977). *Men and women of the corporation*. New York: Basic Books.
- Kantola, S. J., Syme, G. J., & Campbell, N. A. (1984). Cognitive dissonance and energy conservation. *Journal of Applied Psychology*, 69, 416–421.
- Kaplan, H. B. (2003). Social psychological perspectives on deviance. In J. DeLamater (Ed.), *Handbook of social psychology* (pp. 479–502). New York: Kluwer.
- Kaprio, J., Koskenvuo, M., & Rita, H. (1987). Mortality after bereavement: A prospective study of 95,647 widowed persons. *American Journal of Public Health*, 77, 283–87.
- 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.
- Karau, S. J., & Williams, K. D. (2001). Understanding individual mutation in groups: The collective effort model. In M. E. Turner (Ed.), *Groups at work: Theory and research* (pp. 113–141). Mahwah, NJ: Erlbaum.
- Karon, T. (2004). Why al-Qaeda thrives. Time Online Edition. May 26. www.time.com/time/world/article/0,8599,642825,00.html.
- Karp, D. R., & Gaulding, C. L. (1995). Motivational underpinning of command-and-control, market-based, and voluntarist environmental policies. *Human Relations*, 48, 439–465.
- Kashy, D. A., & DePaulo, B. M. (1996). Who lies? *Journal of Personality and Social Psychology*, 70, 1037–1051.
- Kasser, T., & Sheldon, K. M. (2000). Of wealth and death: Materialism, mortality salience, and consumption behavior. *Psychological Science*, 11, 348–351.
- Kassin, S. M. (2008). False confessions: Causes, consequences, and implications for reform. *Current Directions in Psychological Science*, 17, 249–253.

- Kassin, S. M., & Kiechel, K. L. (1996). The social psychology of false confessions: Compliance, internalization, and confabulation. *Psychological Science*, 7, 125–128.
- Katz, I., Wackenhut, J., & Hass, R. G. (1986). Racial ambivalence, value duality, and behavior. In J. F. Dovidio & S. L. Gaertner (Eds.), *Prejudice, discrimination, and racism* (pp. 35–59). Orlando, FL: Academic Press.
- Kay, A. C., Gaucher, D., Napier, J. L., Callan, M. J., Laurin, K. (2008). God and the government: Testing a compensatory control mechanism for the support of external systems. *Journal of Personality and Social Psychology*, 95, 18–35.
- Keating, C. F., Mazur, A., & Segall, M. H. (1977). Facial gestures which influence the perception of status. *Sociometry*, 40, 374–378.
- Keinan, G. (1987). Decision making under stress: Scanning of alternatives under controllable and uncontrollable threats. *Journal of Personality and Social Psychology*, 52, 639–644.
- Keller, J. (2002). Blatant stereotype threat and women's math performance: Self-handicapping as a strategic means to cope with obtrusive negative performance expectations. *Sex Roles*, 47, 193–198.
- Keller, J., & Dauenheimer, D. (2003). Stereotype threat in the classroom: Dejection mediates the disrupting threat effect on women's math performance. *Personality and Social Psychology Bulletin*, 29, 371–381.
- Kellermann, A. L., Rivara, F. P., Rushforth, N. B., Banton, J. B., Reay, O. T., Francisco, J. T., Locci, A. B., Prodziński, J. P., Hackman, B. B., & Somes, G. (1993). Gun ownership as a risk factor for homicide in the home. *New England Journal of Medicine*, 329, 1084–1091.
- Kelley, A. E. (2005). Neurochemical networks encoding emotion and motivation: An evolutionary perspective. In J. M. Fellous & M. A. Arbib (Eds.), *Who needs emotions? The brain meets the robot* (pp. 29–77). New York: Oxford University Press.
- Kelley, H. H. (1950). The warm–cold variable in first impressions of persons. *Journal of Personality*, 18, 431–439.
- Kelley, H. H. (1973). The processes of causal attribution. *American Psychologist*, 28, 107–128.
- Kelley, H. H., & Stahelski, A. J. (1970). Social interaction basis of cooperators' and competitors' beliefs about others. *Journal of Personality and Social Psychology*, 16, 66–91.
- Kelley, A. E. (1998). Clients' secret keeping in outpatient therapy. *Journal of Counseling Psychology*, 45, 50–57.
- Kelly, A. E., & McKillop, K. J. (1996). Consequences of revealing personal secrets. *Psychological Bulletin*, 120, 450–465.
- Kelly, A. M., Klusas, J. A., vonWeiss, R. T., & Kenny, C. (2001). What is it about revealing secrets that is beneficial? *Personality & Social Psychology Bulletin*, 27, 651–665.
- Kelly, E. L., & Conley, J. J. (1987). Personality and compatibility: A prospective analysis of marital stability and marital satisfaction. *Journal of Personality and Social Psychology*, 52, 27–40.
- Kelly, M. (1993, May 23). "Saint Hillary," *New York Times*. In S. K. Flinn (2000), *Speaking of Hillary: A reader's guide to the most controversial woman in America*, pp. 89–103. Ashland, OR: White Cloud Press.
- Kelman, H. C. (1998). Social-psychological contributions to peace making and peace-building in the Middle East. *Applied Psychology: An international review*, 47, 5–28.
- Kelman, H. C. (1999). Interactive problem solving as a metaphor for international conflict resolution: Lessons for the policy process. *Peace and Conflict: Journal of Peace Psychology*, 5, 201–218.
- Keltner, D., & Ekman, P. (1994). Facial expressions in emotion. In V. S. Ramachandran (Ed.), *Encyclopedia of human behavior* (Vol. 2, pp. 361–369). San Diego, CA: Academic Press.
- Keltner, D., & Haidt, J., & Shiota, M. N. (2006). Social functionalism and the evolution of emotions. In M. Schaller, J. A. Simpson, & D. T. Kenrick (Eds.), *Evolution and social psychology* (pp. 115–142). New York: Psychology Press.
- Kemmelmeier, M., & Winter, D. G. (2000). Putting threat into perspective: Experimental studies on perceptual distortion in international conflict. *Personality & Social Psychology Bulletin*, 26, 795–809.
- Kenny, D. A. (1994). *Interpersonal perception: A social relations analysis*. New York: Guilford.
- Kenny, D. A., & DePaulo, B. M. (1993). Do people know how others view them? An empirical and theoretical account. *Psychological Bulletin*, 114, 145–161.
- Kenny, D. A., & Kashy, D. A. (1994). Enhanced co-orientation in the perception of friends: A social relations analysis. *Journal of Personality and Social Psychology*, 67, 1024–1033.
- Kenny, D. A., Albright, L., Malloy, T. E., & Kashy, D. A. (1994). Consensus in interpersonal perception: Acquaintance and the big five. *Psychological Bulletin*, 116, 245–258.
- Kenrick, D. T. (1991). Proximate altruism and ultimate selfishness. *Psychological Inquiry*, 2, 135–137.
- Kenrick, D. T. (2006). Evolutionary psychology: Resistance is futile. *Psychological Inquiry*, 17, 102–108.
- Kenrick, D. T. (2006). A dynamical evolutionary view of love. In R. J. Sternberg & K. Weis (Eds.), *Psychology of Love* (2nd ed.) (pp. 15–34). New Haven: Yale University Press.
- Kenrick, D. T. (in press). Evolutionary social psychology: From animal instincts to human societies. In A. Kruglanski, P. A. M. VanLange, & T. Higgins (Eds.), *Handbook of theory in social psychology*. Newbury Park, CA: Sage.
- Kenrick, D. T., & Funder, D. C. (1988). Profiting from controversy: Lessons from the person-situation debate. *American Psychologist*, 43, 23–34.
- Kenrick, D. T., & Johnson, G. A. (1979). Interpersonal attraction in aversive environments: A problem for the classical conditioning paradigm? *Journal of Personality and Social Psychology*, 37, 572–579.
- Kenrick, D. T., & Keefe, R. C. (1992). Age preferences in mates reflect sex differences in human reproductive strategies. *Behavioral and Brain Sciences*, 15, 75–133.
- Kenrick, D. T., & Li, N. (2000). The Darwin is in the details. *American Psychologist*, 5, 1060–1061.
- Kenrick, D. T., & Luce, C. L. (2000). An evolutionary life-history model of gender differences and similarities. In T. Eckes & H. M. Trautner (Eds.), *The developmental social psychology of gender* (pp. 35–64). Mahwah, NJ.: Erlbaum.
- Kenrick, D. T., & Luce, C. L. (2004). *The functional mind: Readings in evolutionary psychology*. Boston: Allyn & Bacon.
- Kenrick, D. T., & MacFarlane, S. (1986). Ambient temperature and horn honking: A field study of interpersonal hostility. *Environment and Behavior*, 18, 179–191.
- Kenrick, D. T., & Sheets, V. (1994). Homicidal fantasies. *Ethology and Sociobiology*, 14, 231–246.
- Kenrick, D. T., Ackerman, J., & Ledlow, S. (2003a). Evolutionary social psychology: Adaptive predispositions and human culture. In J. DeLamater (Ed.), *Handbook of Social Psychology* (pp. 103–124). New York: Kluwer.
- Kenrick, D. T., Becker, D. V., Butner, J., Li, N. P., & Maner, J. K. (2004a). Evolutionary cognitive science: Adding what and why to how the mind works. In K. Sterelney & J. Fitness (Eds.), *From mating to mentality: Evaluating evolutionary psychology*. New York: Psychology Press.
- Kenrick, D. T., Delton, A. W., Robertson, T., Becker, D. V., & Neuberg, S. L. (in press). How the mind warps: Processing disjunctions may elucidate ultimate functions. In J. P. Forgas, W. VonHip-

- pel, & M. Haselton (Eds.), *The evolution of the social mind: evolution and social cognition*. New York: Psychology Press.
- Kenrick, D. T., Delton, A. W., Robertson, T., Becker, D. V., & Neuberg, S. L. (2007). How the mind warps: A social evolutionary perspective on cognitive processing disjunctions. In J. P. Forgas, M. G. Haselton, & W. Von Hippel (Eds.), *The evolution of the social mind: Evolution and social cognition*. New York: Psychology Press.
- Kenrick, D. T., Griskevicius, V., Neuberg, S. L., & Schaller, M. (in press). Renovating the pyramid of needs: Contemporary extensions built upon ancient foundations. *Perspectives on Psychological Science*.
- Kenrick, D. T., Groth, G. R., Trost, M. R., & Sadalla, E. K. (1993). Integrating evolutionary and social exchange perspectives on relationships: Effects of gender, self-appraisal, and involvement level on mate selection criteria. *Journal of Personality and Social Psychology*, 64, 951–969.
- Kenrick, D. T., Keefe, R. C., Bryan, A., Barr, A., & Brown, S. (1995). Age preferences and mate choice among homosexuals and heterosexuals: A case for modular psychological mechanisms. *Journal of Personality and Social Psychology*, 69, 1166–1172.
- Kenrick, D. T., Li, N. P., & Butner, J. (2003b). Dynamical evolutionary psychology: Individual decision-rules and emergent social norms. *Psychological Review*, 110, 3–28.
- Kenrick, D. T., Maner, J. K., Butner, J., Li, N. P., Becker, D. V., & Schaller, M. (2002). Dynamic evolutionary psychology: Mapping the domains of the new interactionist paradigm. *Personality and Social Psychology Review*, 6, 347–356.
- Kenrick, D. T., Maner, J. K., & Li, N. P. (2005). Evolutionary social psychology. In D. M. Buss (Ed.) *Handbook of evolutionary psychology* (pp. 803–827). New York: Wiley.
- Kenrick, D. T., Montello, D. R., Gutierrez, S. E., & Trost, M. R. (1993). Effects of physical attractiveness on affect and perceptual judgment: When social comparison overrides social reinforcement. *Personality and Social Psychology Bulletin*, 19, 195–99.
- Kenrick, D. T., Neuberg, S. L., Zierk, K., & Krones, J. (1994). Evolution and social cognition: Contrast effects as a function of sex, dominance, and physical attractiveness. *Personality and Social Psychology Bulletin*, 20, 210–217.
- Kenrick, D. T., Nieuweboer, S., & Buunk, A. P. (in press). Universal mechanisms and cultural diversity: Replacing the blank slate with a coloring book. In M. Schaller, S. Heine, A. Norenzayan, T. Yamagishi, & T. Kameda (Eds.), *Evolution, culture, and the human mind*. Mahwah, NJ: Lawrence Erlbaum Associates.
- Kenrick, D. T., Sadalla, E. K., Groth, G., & Trost, M. R. (1990). Evolution, traits, and the stages of human courtship: Qualifying the parental investment model. *Journal of Personality*, 58, 97–117.
- Kenrick, D. T., Sadalla, E. K., & Keefe, R. C. (1998). Evolutionary cognitive psychology: The missing heart of modern cognitive science. In C. Crawford & D. Krebs (Eds.), *Handbook of evolutionary psychology: Ideas, issues, and applications* (pp. 485–514). Mahwah, NJ: Erlbaum.
- Kenrick, D. T., Sundie, J. M., & Kurzban, R. (2008). Cooperation and conflict between kith, kin, and strangers: Game theory by domains. In C. Crawford & D. Krebs (Eds.), *Foundations of evolutionary psychology*. Mahwah, NJ: Lawrence Erlbaum Associates.
- Kenrick, D. T., Sundie, J. M., Nicastle, L. D., & Stone, G. O. (2001). Can one ever be too wealthy or too chaste? Searching for nonlinearities in mate judgment. *Journal of Personality & Social Psychology*, 80, 462–471.
- Kenrick, D. T., Trost, M. R., & Sheets, V. L. (1996). The feminist advantages of an evolutionary perspective. In D. M. Buss & N. Malamuth (Eds.), *Sex, power, conflict: Feminist and evolutionary perspectives* (pp. 29–53). New York: Oxford University Press.
- Kenrick, D. T., Trost, M. R., & Sundie, J. M. (2004b). Sex-roles as adaptations: An evolutionary perspective on gender differences and similarities. In A. H. Eagly, A. Beall, & R. Sternberg (Eds.), *Psychology of gender* (pp. 65–91). New York: Guilford.
- Kernis, M. H., Cornell, D. P., Sun, C-R., Berry, A., & Harlow, T. (1993). There's more to self-esteem than whether it is high or low: The importance of stability of self-esteem. *Journal of Personality and Social Psychology*, 65, 1190–1204.
- Kernis, M. H., Grannemann, B. D., & Barclay, L. C. (1992). Stability of self-esteem: Assessment, correlates, and excuse making. *Journal of Personality*, 60, 621–644.
- Kernis, M. H., Paradise, A. W., Whitaker, D., Wheatman, S., & Goldman, B. (2000). Master of one's "Psychological Domain"? Not likely if one's self-esteem is unstable. *Personality and Social Psychology Bulletin*, 26, 1297–1305.
- 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. (1995). Norms in social dilemmas. In D. A. Schroeder (Ed.), *Social dilemmas: Perspectives on individuals and groups* (pp. 31–47). Westport, CT: Praeger.
- Kerr, N. L. (2002). When is a minority a minority? Active versus passive minority advocacy and social influence. *European Journal of Social Psychology*, 32, 471–483.
- Kerr, N. L., & Bruun, S. E. (1981). Ringelman revisited: Alternative explanations for the social loafing effect. *Personality and Social Psychology Bulletin*, 7, 224–231.
- Kerr, N. L., & Bruun, S. E. (1983). Dispensability of member effort and group motivation losses: Free-rider effects. *Journal of Personality and Social Psychology*, 44, 78–94.
- Kerr, N. L., & Kaufman-Gilliland, C. M. (1994). Communication, commitment, and cooperation in social dilemmas. *Journal of Personality and Social Psychology*, 66, 513–529.
- Kerr, N. L., & MacCoun, R. J. (1985). The effects of jury size and polling method on the process and product of jury deliberation. *Journal of Personality and Social Psychology*, 48, 349–363.
- Kerr, N. L., & Tindale, R. S. (2004). Group performance and decision making. *Annual Review of Psychology*, 55, 623–655.
- Kerr, N. L., Atkin, R. S., Stasser, G., Meek, D., Holt, R. W., & Davis, J. H. (1976). Guilt beyond a reasonable doubt: Effects of concept definition and assigned decision rule on the judgments of mock jurors. *Journal of Personality and Social Psychology*, 34, 282–294.
- Kerr, N. L., Garst, J., Lewandowski, D. A., & Harris, S. E. (1997). That still small voice: Commitment to cooperate as an internalized versus a social norm. *Personality and Social Psychology Bulletin*, 23, 1300–1311.
- Ketelaar, T., & Ellis, B. J. (2000). Are evolutionary explanations unfalsifiable? Evolutionary psychology and the Lakatosian philosophy of science. *Psychological Inquiry*, 11, 1–21.
- Kettenmann, A. (2008). *Kahlo*. Los Angeles: Taschen.
- Kiecolt-Glaser, J. K., & Newton, T. L. (2001). Marriage and health: His and hers. *Psychological Bulletin*, 127, 472–503.
- Kiecolt-Glaser, J. K., Malarkey, W. B., Chee, M., Newton, T., Cacioppo, J. T., Mao, H., & Glaser, R. (1993). Negative behavior during marital conflict is associated with immunological down-regulation. *Psychosomatic Medicine*, 55, 395–409.
- Kiecolt-Glaser, J., Garner, W., Sprecher, C., Penn, G., Holliday, J., & Glaser, R. (1985). Psychosocial modifiers of immunocompetence in medical students. *Psychosomatic medicine*, 46, 7–14.
- Kiesler, S., Sproull, L., & Waters, K. (1996). A prisoner's dilemma experiment on cooperation with people and human-like

- computers. *Journal of Personality and Social Psychology*, 70, 47–65.
- Killeya, L. A., & Johnson, B. T. (1998). Experimental induction of biased systematic processing: The directed thought technique. *Personality and Social Psychology Bulletin*, 24, 17–33.
- Kim, H. S. (2002). We talk, therefore we think? A cultural analysis of the effect of talking on thinking. *Journal of Personality & Social Psychology*, 83, 828–842.
- Kim, H. S., & Baron, R. S. (1988). Exercise and the illusory correlation: Does arousal heighten stereotypic processing? *Journal of Experimental Social Psychology*, 24, 366–380.
- Kim, H. S., & Sherman, D. K. (2007). “Express yourself”: Culture and the effect of self-expression on choice. *Journal of Personality and Social Psychology*, 92, 1–11.
- Kimmel, P. R. (1997). Cultural perspectives on international negotiations. In L. A. Peplau & S. E. Taylor (Eds.), *Sociocultural perspectives in social psychology* (pp. 395–411). New York: Prentice-Hall.
- King, M., Green, J., Osborn, D. P. J., Arkell, J., Hetherton, J., & Pereira, E. (2005). Family size in white gay and heterosexual men. *Archives of Sexual Behavior*, 34, 117–122.
- Kinsey, A. C., Pomeroy, W. B., & Martin, C. E. (1948). *Sexual behavior in the human male*. Philadelphia: Saunders.
- Kinsey, A. C., Pomeroy, W. B., Martin, C. E., & Gebhard, P. H. (1953). *Sexual behavior in the human female*. Philadelphia: Saunders.
- Kipnis, D. (1984). The use of power in organizations and in interpersonal settings. In S. Oskamp (Ed.), *Applied social psychology annual* (Vol. 5, pp. 179–210). Newbury Park, CA: Sage.
- Kirkcaldy, B. D., Shephard, R. J., & Siefen, R. G. (2002). The relationship between physical activity and self-image and problem behavior among adolescents. *Social Psychiatry and Psychiatric Epidemiology*, 37, 544–550.
- Kirkpatrick, L. A., & Hazan, C. (1994). Attachment styles and close relationships: A four-year prospective study. *Personal Relationships*, 1, 123–142.
- Kirkpatrick, L. A., & Shaver, P. (1988). Fear and affiliation reconsidered from a stress and coping perspective: The importance of cognitive clarity and fear reduction. *Journal of Social and Clinical Psychology*, 7, 214–233.
- Kirkpatrick, L. A., Waugh, C. E., Valencia, A., & Webster, G. D. (2002). The functional domain specificity of self-esteem and the differential prediction of aggression. *Journal of Personality & Social Psychology*, 82, 756–767.
- Kirmani, A. (1990). The effect of perceived advertising cost on brand perceptions. *Journal of Consumer Research*, 17, 160–171.
- Kirmani, A., & Wright, P. (1989). Money talks: Perceived advertising expense and expected product quality. *Journal of Consumer Research*, 16, 344–353.
- Kitayama, S., & Cohen, D. (2007). *Handbook of cultural psychology*. New York: Guilford Press.
- 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-criticism in Japan. *Journal of Personality and Social Psychology*, 72, 1245–1267.
- Kitayama, S., Mesquita, B., & Karasawa, M. (2006). Cultural affordances and emotional experience: Socially engaging and disengaging emotions in Japan and the United States. *Journal of Personality and Social Psychology*, 91, 890–903.
- Kitayama, S., Takagi, H., & Matsumoto, H. (1995). Cultural psychology of Japanese self: I. Causal attribution of success and failure [in Japanese]. *Japanese Psychological Review*, 38, 247–280.
- Kiviat, B. (2003, July 28). Sunny money on Wall Street. *Time*, p. 70.
- Kiyonari, T., & Barclay, P. (2008). Cooperation in social dilemmas: Free riding may be thwarted by second-order reward rather than by punishment. *Journal of Personality and Social Psychology*, 95, 826–842.
- Kleck, R. E., Vaughan, R. C., Cartwright-Smith, J., Vaughan, K. B., Colby, C., & Lanzetta, J. T. (1976). Effects of being observed on expressive subjective and physical responses to painful stimuli. *Journal of Personality and Social Psychology*, 34, 1211–1218.
- Klehe, U.-C., & Anderson, N. (2007). The moderating influence of personality and culture on social loafing in typical versus maximum performance situations. *International Journal of Selection and Assessment*, 15, 250–262.
- Klein, K., & Hodges, S. D. (2001). Gender differences, motivation, and emphatic accuracy: When it pays to understand. *Personality & Social Psychology Bulletin*, 27, 720–730.
- Klein, S. B., Cosmides, L., Tooby, J., & Chance, S. (2002). Decisions and the evolution of memory: Multiple systems, multiple functions. *Psychological Review*, 109, 306–329.
- Klinesmith, J., Kasser, T., & McAndrew, F. T. (2006). Guns, testosterone, and aggression: An experimental test of a mediational hypothesis. *Psychological Science*, 17, 568–571.
- Knafo, A., & Plomin, R. (2006). Parental discipline and affection and children's prosocial behavior: Genetic and environmental links. *Journal of Personality and Social Psychology*, 90, 147–164.
- Knight, G. P., Fabes, R. A., & Higgins, D. A. (1996). Concerns about drawing causal inferences from meta-analysis: An example in the study of gender differences in aggression. *Psychological Bulletin*, 119, 410–421.
- Knowles, E. S., & Linn, J. A. (2003). Approach-avoidance model of persuasion: Alpha and omega strategies for change. In E. S. Knowles & J. A. Linn (Eds.), *Resistance and persuasion*. Mahwah, NJ: Erlbaum.
- Knox, R. E., & Inkster, J. A. (1968). Postdecisional dissonance at post time. *Journal of Personality and Social Psychology*, 8, 319–323.
- Knox, R. E., & Safford, R. K. (1976). Group caution at the race track. *Journal of Experimental Social Psychology*, 12, 317–324.
- Ko, S. J., Muller, D., Judd, C. M., & Stapel, D. A. (2008). Sneaking in through the back door: How category-based stereotype suppression leads to rebound in feature-based effects. *Journal of Experimental Social Psychology*, 44, 833–839.
- Kobayashi, F., Schallert, D. L., & Ogren, H. A. (2003). Japanese and American “folk” vocabularies for emotions. *Journal of Social Psychology*, 143, 451–478.
- Koestner, R., & McClelland, D. C. (1990). Perspectives on competence motivation. In L. A. Pervin (Ed.), *Handbook of personality: Theory and research* (pp. 527–548). New York: Guilford.
- Koestner, R., & Wheeler, L. (1988). Self-presentation in personal relationships: The influence of implicit notions of attraction and role expectations. *Journal of Social and Personal Relationships*, 5, 149–160.
- Kolditz, T. A., & Arkin, R. M. (1982). An impression management interpretation of the self-handicapping strategy. *Journal of Personality and Social Psychology*, 43, 492–502.
- Komorita, S. S., Hiltz, J. A., & Parks, C. D. (1991). Reciprocity and cooperation in social dilemmas. *Journal of Conflict Resolution*, 35, 494–518.
- Komorita, S. S., Parks, C. D., & Hulbert, L. G. (1992). Reciprocity and the induction of cooperation in social dilemmas. *Journal of Personality and Social Psychology*, 62, 607–617.
- Konrad, A. M., Ritchie, J. E. Jr., Lieb, P., & Corrigall, E. (2000). Sex differences and similarities in job attribute preferences: A meta-analysis. *Psychological Bulletin*, 126, 593–641.
- Koole, S. L., Jager, W., VanDenBerg, A. E., Vlek, C. A. J., & Hofstee, W. K. B. (2001). On the social nature of

- personality: Effects of extraversion, agreeableness, and feedback about collective resource use on cooperation in a resource dilemma. *Personality & Social Psychology Bulletin*, 27, 289–301.
- Korda, M. (1975). *Power! How to get it, how to use it*. New York: Random House.
- Kors, D. J., Linden, W., & Gerin, W. (1997). Evaluation interferes with social support: Effects of cardiovascular stress reactivity in women. *Journal of Social and Clinical Psychology*, 16, 1–23.
- Kosfeld, M., Heinrichs, M., Zak, P. J., Fischbacher, U., & Fehr, E. (2005). Oxytocin increases trust in humans. *Nature*, 435, 673–676.
- Koslowsky, M., & Schwarzwald, J. (2001). The power interaction model: Theory, methodology, and empirical applications. In A. Y. Lee-Chai & J. A. Bargh (Eds.), *The use and abuse of power: Multiple perspectives on the causes of corruption* (pp. 195–214). Philadelphia: Psychology Press.
- Kouri, E., Lukas, S., Pope, H., & Oliva, P. (1995). Increased aggressive responding in male volunteers following the administration of gradually increasing doses of testosterone cypionate. *Drug and Alcohol Dependence*, 40, 73–79.
- Kowalski, R. M. (2000). “I was only kidding!”: Victims’ and perpetrators’ perceptions of teasing. *Personality & Social Psychology Bulletin*, 26, 231–241.
- Kowalski, R. M., & Leary, M. R. (1990). Strategic self-presentation and the avoidance of aversive events: Antecedents and consequences of self-enhancement and self-depreciation. *Journal of Experimental Social Psychology*, 26, 322–336.
- Krackow, A., & Blass, T. (1995). When nurses obey or defy inappropriate physician orders: Attributional differences. *Journal of Social Behavior and Personality*, 10, 585–594.
- Kranzler, D. (1976). *Japanese, Nazis, and Jews: The Jewish refugee community of Shanghai, 1938–1945*. New York: Yeshiva University Press.
- Kraut, R. E. (1973). Effects of social labeling on giving to charity. *Journal of Experimental Social Psychology*, 9, 551–562.
- Kraut, R., & Kiesler, S. (2003). The social impact of Internet use. *Psychological Science Agenda*, 16, 8–10.
- Kraut, R., Patterson, M., Lundmark, V., Kiesler, S., Mukhopadhyay, T., & Scherlis, W. (1998). Internet paradox: A social technology that reduces social involvement and psychological well-being? *American Psychologist*, 53, 1017–1031.
- Kravitz, D. A., & Martin, B. (1986). Ringelmann rediscovered: The original article. *Journal of Personality and Social Psychology*, 50, 936–941.
- Kray, L. J., & Galinsky, A. D. (2003). The debiasing effect of counterfactual mindsets: Increasing the search for disconfirmatory information in group decisions. *Organizational Behavior and Human Decision Processes*, 91, 69–81.
- Krebs, D. (1975). Empathy and altruism. *Journal of Personality and Social Psychology*, 32, 1134–1146.
- Krebs, D. (1989). Detecting genetic similarity without detecting genetic similarity. *Behavioral and Brain Sciences*, 12, 533–534.
- Krebs, D. L. (1991). Altruism and egoism: A false dichotomy? *Psychological Inquiry*, 2, 137–139.
- Krebs, D. L., & Denton, K. (1997). Social illusions and self-deception: The evolution of biases in person perception. In J. A. Simpson & D. T. Kenrick (Eds.), *Evolutionary social psychology* (pp. 21–48). Mahwah, NJ: Erlbaum.
- Krebs, D., & Janicki, M. (2004). Biological foundations of moral norms. In M. Schaller & C. S. Crandall (Eds.), *The psychological foundations of culture* (pp. 125–148). Mahwah, NJ: Erlbaum.
- Krosnick, J. A., Betz, A. L., Jussim, L. J., & Lynn, A. R. (1992). Subliminal conditioning of attitudes. *Personality and Social Psychology Bulletin*, 18, 152–162.
- Krueger, J. I. (2007). From social projection to social behaviour. *European Review of Social Psychology*, 18, 1–35.
- Krueger, J., & Clement, R. W. (1997). Estimates of social consensus by majorities and minorities: The case for social projection. *Personality and Social Psychology Review*, 1, 299–313.
- Krueger, J., & Rothbart, M. (1990). Contrast and accentuation effects in category learning. *Journal of Personality and Social Psychology*, 59, 651–663.
- Kruger, J. S. (1999). *Egocentrism in self and social judgment*. Unpublished doctoral dissertation, Cornell University.
- Kruger, J., Gordon, C. L., & Kuban, J. (2006). Intentions in teasing: When “just kidding” just isn’t good enough. *Journal of Personality and Social Psychology*, 90, 412–425.
- Kruglanski, A. W., & Freund, T. (1983). The freezing and unfreezing of lay-inferences: Effects on impressional primacy, ethnic stereotyping, and numerical anchoring. *Journal of Experimental Social Psychology*, 19, 448–468.
- Kruglanski, A. W., & Mayseless, O. (1988). Contextual effects in hypothesis testing: The role of competing alternatives and epistemic motivations. *Social Cognition*, 6, 1–20.
- Krull, D. S., & Dill, J. C. (1996). On thinking first and responding fast: Flexibility in social inference processes. *Personality and Social Psychology Bulletin*, 22, 949–959.
- Krull, D. S., Loy, M. H., Lin, J., Wang, C. F., Chen, S., & Zhao, X. (1999). The fundamental attribution error: Correspondence bias in individualist and collectivist cultures. *Personality and Social Psychology Bulletin*, 25, 1208–1219.
- Krumhuber, E., & Kappas, A. (2005). Moving smiles: The role of dynamic components for the perception of the genuineness of smiles. *Journal of Nonverbal Behavior*, 29, 3–24.
- Krupp, D. B., Debruine, L. M., & Barclay, P. (2008). A cue of kinship promotes cooperation for the public good. *Evolution and Human Behavior*, 29, 49–55.
- Krusemark, E. A., Campbell, W. K., & Clementz, B. (2008). *Psychophysiology*, 45, 511–515.
- Kudo, E., & Numazaki, M. (2003). Explicit and direct self-serving bias in Japan: Reexamination of self-serving bias for success and failure. *Journal of Cross-cultural Psychology*, 34, 511–521.
- Kukla, A. (1972). Attributional determinants of achievement-related behavior. *Journal of Personality and Social Psychology*, 21, 166–174.
- Kulig, J. W. (2000). Effects of forced exposure to a hypothetical population on false consensus. *Personality and Social Psychology Bulletin*, 26, 629–636.
- Kulik, J. A., & Mahler, H. I. M. (1987). Effects of preoperative roommate assignment on preoperative anxiety and recovery from coronary-bypass surgery. *Health Psychology*, 6, 525–543.
- Kulik, J. A., & Mahler, H. I. M. (1989). Stress and affiliation in a hospital setting: Preoperative roommate preferences. *Personality and Social Psychology Bulletin*, 15, 183–193.
- Kulik, J. A., & Mahler, H. I. M. (1990). Stress and affiliation research: On taking the laboratory to health field settings. *Annals of Behavioral Medicine*, 12, 106–111.
- Kulik, J. A., & Mahler, H. I. M. (2000). Social comparison, affiliation, and emotional contagion under threat. In J. Suls & L. Wheeler (Eds.) *Handbook of social comparison: Theory and research* (pp. 295–320). New York: Kluwer Academic Publishers.
- Kulik, J. A., Mahler, H. I. M., & Earnest, A. (1994). Social comparison and affiliation under threat: Going beyond the affiliate-choice paradigm. *Journal of Personality and Social Psychology*, 66, 301–309.
- Kunda, Z. (1987). Motivation and inference: Self-serving generation and evaluation of evidence. *Journal of Personality and Social Psychology*, 53, 636–647.
- Kunda, Z. (1999). *Social cognition: Making sense of people*. Cambridge, MA: MIT Press.

- Kunda, Z., & Oleson, K. C. (1995). Maintaining stereotypes in the face of disconfirmation: Constructing grounds for subtyping deviants. *Journal of Personality and Social Psychology, 68*, 565–579.
- Kunda, Z., Miller, D. T., & Claire, T. (1990). Combining social concepts: The role of causal reasoning. *Cognitive Science, 14*, 551–577.
- Kurland, J. A., & Gaulin, S. J. C. (2005). Cooperation and conflict among kin. In D. M. Buss (Ed.), *The handbook of evolutionary psychology* (pp. 447–482). Hoboken, NJ: Wiley.
- Kurman, J. (2001). Self-enhancement: Is it restricted to individualistic cultures? *Personality and Social Psychology Bulletin, 27*, 1705–1716.
- Kurzban, R., & DeScioli, P. (2008). Reciprocity in groups: Information-seeking in a public goods game. *European Journal of Social Psychology, 38*, 139–158.
- Kurzban, R., & Leary, M. R. (2001). Evolutionary origins of stigmatization: The functions of social exclusion. *Psychological Bulletin, 127*, 187–208.
- Kurzban, R., & Neuberg, S. L. (2005). Managing ingroup and outgroup relationships. In D. Buss (Ed.), *Handbook of evolutionary psychology* (pp. 653–675). New York: Wiley.
- Kurzban, R., DeScioli, P., & O'Brien, E. (2007). Audience effects on moralistic punishment. *Evolution & Human Behavior, 28*, 75–84.
- LaFramboise, T., Coleman, H. L., & Gerton, J. (1993). Psychological impact of biculturalism: Evidence and theory. *Psychological Bulletin, 114*, 395–412.
- LaFrance, M., Hecht, M. A., & Paluck, E. L. (2003). The contingent smile: A meta-analysis of sex differences in smiling. *Psychological Bulletin, 129*, 305–334.
- Laham, S. M., Gonsalkorale, K., & von Hippel, W. (2005). Darwinian grandparenting: Preferential investment in more certain kin. *Personality and Social Psychology Bulletin, 31*, 63–72.
- Lakin, J. L., & Chartrand, T. L. (2003). Using nonconscious behavioral mimicry to create affiliation and rapport. *Psychological Science, 14*, 334–339.
- Lalumiere, M. L., Harris, G. T., & Rice, M. E. (2001). Psychopathy and developmental instability. *Evolution & Human Behavior, 22*, 75–92.
- Lalwani, A. K., Shavitt, S., & Johnson, T. (2006). What is the relation between cultural orientation and socially desirable responding? *Journal of Personality and Social Psychology, 90*, 165–178.
- Lambert, A. J., Burroughs, T., & Nguyen, T. (1999). Perceptions of risk and the buffering hypothesis: The role of just world beliefs and right-wing authoritarianism. *Personality & Social Psychology Bulletin, 25*, 643–656.
- Lambert, A. J., Payne, B. K., Ramsey, S., & Shatter, L. M. (2005). On the predictive validity of implicit attitude measures: The moderating effect of perceived group variability. *Journal of Experimental Social Psychology, 41*, 114–128.
- Lamm, H., & Myers, D. G. (1978). Group-induced polarization of attitudes and behavior. In L. Berkowitz (Ed.), *Advances in Experimental Social Psychology* (Vol. 11, pp. 145–195). Orlando, FL: Academic Press.
- Landau, M. J., Solomon, S., Greenberg, J., Cohen, F., Pyszczynski, T., Arndt, J., Miller, C. H., Ogilvie, D. M., & Cook, A. (2004). Deliver us from evil: The effects of mortality salience and reminders of 9/11 on support for President George W. Bush. *Personality and Social Psychology Bulletin, 30*, 1136–1150.
- Lane, C. (1991, January 7). Saddam's Endgame. *Newsweek*, p. 14–18.
- Langer, E. J. (1975). The illusion of control. *Journal of Personality and Social Psychology, 32*, 311–328.
- Langer, E. J. (1989). *Mindfulness*. Reading, MA: Addison-Wesley.
- Langer, E. J., & Moldoveanu, M. (2000). Mindfulness research and the future. *Journal of Social Issues, 56*, 129–139.
- Langer, E. J., 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.
- Langewiesche, W. (2003). Columbia's last flight. *The Atlantic Monthly, 292*, 58–87.
- Langleben, D., Schroeder, L., Maldjian, J., Gur, R., McDonald, S., Ragland, J., O'Brien, C., & Childress, A. (2002). Brain activity during simulated deception: An event-related functional magnetic resonance study. *NeuroImage, 15*, 727–732.
- Langlois, J. H., & Roggman, L. A. (1990). Attractive faces are only average. *Psychological Science, 1*, 115–21.
- Langlois, J. H., Kalakanis, L., Rubenstein, A. J., Larson, 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., Ritter, J. M., Casey, R. J., & Sawin, D. B. (1995). Infant attractiveness predicts maternal behaviors and attitudes. *Developmental Psychology, 31*, 464–472.
- Larimer, M. E., & Neighbors, C. (2003). The impact of social norms on gambling behavior among college students. *Psychology of Addictive Behaviors, 17*, 235–243.
- Lassek, W. D., & Gaulin, S. J. C. (2008). Waist-hip ratio and cognitive ability: Is gluteofemoral fat a privileged store of neurodevelopmental resources? *Evolution and Human Behavior, 29*, 26–34.
- Latané, B. (1996). Dynamic social impact: The creation of culture by communication. *Journal of Communication, 46*, 13–25.
- Latané, B., & Bourgeois, M. (2001). Successfully simulating dynamic social impact: Three levels of prediction. In J. P. Forgas & K. D. Williams (Eds.), *Social influence: direct and indirect processes* (pp. 61–76). Sydney Symposium of Social Psychology. New York: Psychology Press.
- Latané, B., & Bourgeois, M. J. (1996). Experimental evidence for dynamic social impact: The emergence of subcultures in electronic groups. *Journal of Communication, 46*, 35–47.
- Latané, B., & Bourgeois, M. J. (2001). Simulating dynamic social impact: Three levels of prediction. In J. Forgas & K. Williams (Eds.), *Social influence: Direct and indirect processes* (pp. 61–76). Philadelphia: Psychology Press.
- Latané, B., & Darley, J. M. (1968). Group inhibition of bystander intervention in emergencies. *Journal of Personality and Social Psychology, 10*, 215–221.
- Latané, B., & Darley, J. M. (1970). *The unresponsive bystander: Why doesn't he help?* New York: Appleton-Century-Croft.
- Latané, 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.
- Latané, B., Williams, K., & Harkins, S. (1979). Many hands make light the work: The causes and consequences of social loafing. *Journal of Personality and Social Psychology, 37*, 822–832.
- Lau, R. R., & Russell, D. (1980). Attribution in the sports pages. *Journal of Personality and Social Psychology, 39*, 29–38.
- Laughlin, P. R. (1980). Social combination process of cooperative problem-solving groups at verbal intellective tasks. In M. Fishbein (Ed.), *Progress in social psychology* (Vol. 1, pp. 127–155). Hillsdale, NJ: Erlbaum.
- Laughlin, P. R., & Ellis, A. L. (1986). Demonstrability and social combination processes on mathematical intellective tasks. *Journal of Experimental Social Psychology, 22*, 177–189.
- Laughlin, P. R., Carey, H. R., & Kerr, N. L. (2008). Group-to-individual problem-solving transfer. *Group Processes & Intergroup Relations, 11*, 319–330.
- Lavine, H., Burgess, D., Snyder, M., Transue, J., Sullivan, J. L., Haney, B., &

- Wagner, S. H. (1999). Threat, authoritarianism, and voting: An investigation of personality and persuasion. *Personality & Social Psychology Bulletin*, 25, 337–347.
- Lazarus, R. S. (1983). The costs and benefits of denial. In S. Breznitz (Ed.), *The denial of stress* (pp. 1–30). Madison, CT: International Universities Press.
- Lazarus, R. S., & Folkman, S. (1984). *Stress, appraisal, and coping*. New York: Springer.
- Le Bon, G. (1895/1960). *Psychologie des foules (the crowd)*. New York: Viking Press.
- Leary, M. R. (1986a). The impact of interactional impediments on social anxiety and self-presentation. *Journal of Experimental Social Psychology*, 22, 122–135.
- Leary, M. R. (1986b). Affective and behavioral components of shyness. In W. H. Jones, J. M. Cheek, & S. R. Briggs (Eds.), *Shyness: Perspectives on research and treatment* (pp. 27–38). New York: Plenum Press.
- Leary, M. R. (1995). *Self-presentation: Impression management and interpersonal behavior*. Madison, WI: Brown & Benchmark.
- Leary, M. R., & Baumeister, R. F. (2000). The nature and function of self-esteem: Sociometer theory. *Advances in Experimental Social Psychology*, 32, 1–62.
- Leary, M. R., & Kowalski, R. M. (1990). Impression management: A literature review and two-component model. *Psychological Bulletin*, 107, 34–47.
- Leary, M. R., & Kowalski, R. M. (1995). *Social anxiety*. New York: Guilford.
- Leary, M. R., & Shepperd, J. A. (1986). Behavioral self-handicaps versus self-reported handicaps: A conceptual note. *Journal of Personality and Social Psychology*, 51, 1265–1268.
- Leary, M. R., & Tangney, J. P. (2003). The self as an organizing construct in the behavioral and social sciences. In M. R. Leary & J. P. Tangney (Eds.), *Handbook of self and identity* (pp. 3–14). New York: Guilford Press.
- Leary, M. R., Tambor, E. S., Terdal, E. S., & Downs, D. L. (1995). Self-esteem as an interpersonal monitor: The sociometer hypothesis. *Journal of Personality and Social Psychology*, 68, 518–530.
- Leary, M. R., Tchividjian, L. R., & Kraxberger, B. E. (1994). Self-presentation can be hazardous to your health: Impression management and health risk. *Health Psychology*, 13, 461–470.
- Leary, M. R., Twenge, J. M., & Quinlivan, E. (2006). Interpersonal rejection as a determinant of anger and aggression. *Personality and Social Psychology Review*, 10, 111–132.
- Lee, A. Y. (2001). The mere exposure effect: An uncertainty reduction explanation revisited. *Journal of Personality & Social Psychology*, 83, 1255–1266.
- Lee, T. M. C., Liu, H. L., Tan, L. H., Chan, C. C. H., Mahankali, S., Feng, C. M., Hou, J., Fox, P. T., & Gao, G. H. (2002). Lie detection by functional magnetic resonance imaging. *Human Brain Mapping*, 15, 157–164.
- Lee, Y. T., Jussim, L. J., & McCauley, C. R. (1995). *Stereotype accuracy: Toward appreciating group differences*. Washington, DC: American Psychological Association.
- Leek, M., & Smith, P. K. (1989). Phenotypic matching human altruism, and mate selection. *Behavioral and Brain Sciences*, 12, 534–535.
- Leek, M., & Smith, P. K. (1991). Cooperation and conflict in three-generation families. In P. K. Smith (Ed.), *The psychology of grandparenthood: An international perspective* (pp. 177–194). London: Routledge.
- Lefebvre, L. M. (1975). Encoding and decoding of ingratiation in modes of smiling and gaze. *British Journal of Social and Clinical Psychology*, 14, 33–42.
- Lehman, B. J., & Crano, W. D. (2002). The pervasive effects of vested interest on attitude-criterion consistency in political judgment. *Journal of Experimental Social Psychology*, 38, 101–112.
- Lehman, D. R., Chiu, C. Y., & Schaller, M. (2004). Psychology and culture. *Annual Review of Psychology*, 55, 689–714.
- Leibman, M. (1970). The effects of sex and race norms on personal space. *Environment and Behavior*, 2, 208–246.
- Leippe, M. R. (1995). The case for expert testimony about eyewitness memory. *Psychology, Public Policy, & Law*, 1, 909–959.
- Leippe, M. R., & Elkin, R. A. (1987). When motives clash: Issue involvement and response involvement as determinants of persuasion. *Journal of Personality and Social Psychology*, 52, 269–278.
- Leitenberg, H., & Henning, K. (1995). Sexual fantasy. *Psychological Bulletin*, 117, 469–496.
- Leith, K. P., & Baumeister, R. F. (1998). Empathy, shame, guilt, and narratives of interpersonal conflict: Guilt-prone people are better at perspective-taking. *Journal of Personality*, 66, 1–37.
- Lemay, E. P. Jr., & Clark, M. S. (2008). How the head liberates the heart: Projection of communal responsiveness guides relationship promotion. *Journal of Personality and Social Psychology*, 94, 647–671.
- Lemieux, R., & Hale, J. L. (2002). Cross-sectional analysis of intimacy, passion, and commitment: Testing the assumptions of the triangular theory of love. *Psychological Reports*, 90, 1009–1014.
- 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.
- Lench, H. C., & Ditto, P. H. (2008). Automatic optimism: Biased use of base rate information for positive and negative events. *Journal of Experimental Social Psychology*, 44, 631–639.
- Leo, R. A. (1996). Inside the interrogation room. *The Journal of Criminal Law and Criminology*, 86, 266–303.
- Leo, R. A. (2008). *Police interrogation and American justice*. Cambridge, MA: Harvard University Press.
- Lepore, L., & Brown, R. (1997). Category and stereotype activation: Is prejudice inevitable? *Journal of Personality and Social Psychology*, 72, 275–287.
- Lepore, S. J., Ragan, J. D., & Jones, S. (2000). Talking facilitates cognitive-emotional processes of adaptation to an acute stressor. *Journal of Personality & Social Psychology*, 78, 499–508.
- Lepper, M. R., Greene, D., & Nisbett, R. E. (1973). Undermining children's intrinsic interest with extrinsic reward: A test of the 'overjustification' hypothesis. *Journal of Personality and Social Psychology*, 28, 129–137.
- Lerner, J. S., Gonzalez, R. M., Dahl, R. E., Hariri, A. R., & Taylor, S. E. (2005). Facial expressions of emotion reveal neuroendocrine and cardiovascular stress responses. *Biological Psychiatry*, 58, 743–750.
- Lerner, M. J. (1980). *The belief in a just world: A fundamental delusion*. New York: Plenum.
- Leung, K. (1988). Theoretical advances in justice behavior: Some cross-cultural inputs. In M. H. Bond (Ed.), *The cross-cultural challenge to social psychology* (pp. 218–239). Newbury Park, CA: Sage.
- Leventhal, H., & Cameron, L. (1994). Persuasion and health attitudes. In S. Shavitt & T. C. Brock (Eds.), *Persuasion* (pp. 219–249). Boston: Allyn & Bacon.
- Levin, S. (2004). Perceived group status differences and the effects of gender, ethnicity, and religion on social dominance orientation. *Political Psychology*, 25, 31–48.
- Levin, S., Federico, C. M., Sidanius, J., & Rabinowitz, J. L. (2002). Social dominance orientation and intergroup bias: The legitimization of favoritism for high-status groups. *Personality & Social Psychology Bulletin*, 28, 144–157.
- Levine, H. (1997). *In search of Sugihara*. New York: Free Press.
- Levine, J. M. (1999). Solomon Asch's legacy for group research. *Personality and Social Psychology Review*, 3, 358–364.

- Levine, J. M., & Moreland, R. L. (1998). Small groups. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *The handbook of social psychology* (4th ed.) (Vol. 2, pp. 415–469). Boston: McGraw-Hill.
- Levine, J. M., & Ranelli, C. J. (1978). Majority reaction to shifting and stable attitudeal deviates. *European Journal of Social Psychology*, 8, 55–70.
- Levine, M., Prosser, A., Evans, D., & Reicher, S. (2005). Identity and emergency intervention: How social group membership and inclusiveness of group boundaries shape helping behavior. *Personality and Social Psychology Bulletin*, 31, 443–453.
- Levine, R. A., & Campbell, D. T. (1972). *Ethnocentrism: Theories of conflict, ethnic attitudes, and group behavior*. New York: Wiley.
- Levine, R. V. (2003). The kindness of strangers. *American Scientist*, 91, 226–233.
- Levitt, S. D. (2004). Understanding why crime fell in the 1990s: Four factors that explain the decline and six that do not. *Journal of Economic Perspectives*, 18, 163–190.
- Levy, S. R., Feitas, A. L., & Salovey, P. (2002). Construing action abstractly and blurring social distinctions. *Journal of Personality and Social Psychology*, 83, 1224–1238.
- Levy-Leboyer, C. (1988). Success and failure in applying psychology. *American Psychologist*, 43, 779–785.
- Lewandowski, G. W., & Aron, A. P. (2004). Distinguishing arousal from novelty and challenge in initial romantic attraction between strangers. *Social Behavior and Personality*, 32, 361–372.
- Lewin, K. (1947). Group decision and social change. In T. M. Newcomb & E. L. Hartley (Eds.), *Readings in social psychology* (pp. 330–344). New York: Henry Holt.
- Lewin, K. (1951a). *Field theory in social science*. New York: Harper & Row.
- Lewin, K. (1951b). Intention, will, and need. In D. Rapaport (Ed.), *Organization and pathology of thought* (pp. 95–153). New York: Columbia University Press.
- Lewin, K., Lippitt, R., & White, R. K. (1939). Patterns of aggressive behavior in experimentally created “social climates.” *Journal of Social Psychology*, 10, 271–279.
- Lewin, R. (1992). *Complexity: Life at the edge of chaos*. New York: Macmillan.
- Lewis, M. (1993). The emergence of human emotions. In M. Lewis & J. M. Haviland (Eds.), *Handbook of emotions* (pp. 223–236). New York: Guilford.
- Lewis, M. (2000). *Handbook of emotions*. New York: Guilford.
- 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.
- Li, N. P., & Kenrick, D. T. (2006). Sex similarities and differences in preferences for short-term mates: What, whether, and why. *Journal of Personality and Social Psychology*, 90, 468–489.
- Li, N. P., Bailey, J. M., Kenrick, D. T., & Linsenmeier, J. A. (2002). The necessities and luxuries of mate preferences: Testing the trade-offs. *Journal of Personality & Social Psychology*, 82, 947–955.
- Li, N. P., Halterman, R. A., Cason, M. J., Knight, G. P., & Maner, J. K. (2008). The stress-affiliation paradigm revisited: Do people prefer the kindness of strangers or their attractiveness? *Personality and Individual Differences*, 44, 382–391.
- Liberman, V., Samuels, S. M., Ross, L. (2004). The name of the game: Predictive power of reputations versus situational labels in determining prisoner’s dilemma game moves. *Personality and Social Psychology Bulletin*, 30, 1175–1185.
- Lickel, B., Hamilton, D. L., & Sherman, S. J. (2001). Elements of a lay theory of groups: Types of groups, relationship styles, and the perception of group entitativity. *Personality and Social Psychology Review*, 5, 129–140.
- Liden, R. C., & Mitchell, T. R. (1988). Ingratiatory behaviors in organizational settings. *Academy of Management Review*, 12, 572–587.
- Liden, R. C., Wayne, S. J., Jaworski, R. A., & Bennett, N. (2004). Social loafing: A field investigation. *Journal of Management*, 30, 285–304.
- Lieberman, D. (2009). Rethinking the Taiwanese minor marriage data: Evidence the mind uses multiple kinship cues to regulate inbreeding avoidance. *Evolution and Human Behavior*, 30, 153–160.
- Lieberman, D., & Hatfield, E. (2006). Passionate love: Cross-cultural and evolutionary perspectives. In R. J. Sternberg & K. Weis (Eds.), *The new psychology of love* (pp. 274–297). New Haven, CT: Yale University Press.
- Lieberman, D., Tooby, J., & Cosmides, L. (2003). Does morality have a biological basis? An empirical test of the factors governing moral sentiments relating to incest. *Proceedings of the Royal Society of London, B*, 270, 819–826.
- Lieberman, D., Tooby, J., & Cosmides, L. (2007). The architecture of human kin detection. *Nature*, 445, 727–731.
- Lieberman, M. D. (2007). Social cognitive neuroscience: A review of core processes. *Annual Review of Psychology*, 58, 259–289.
- Lieberman, M. D., Jarcho, J. M., & Obayashi, J. (2005). Attributional inference across cultures: Similar automatic attributions and different controlled corrections. *Personality and Social Psychology Bulletin*, 31, 889–901.
- Liebrand, W. B., & VanRun, G. J. (1985). The effects of social motives on behavior in social dilemmas in two cultures. *Journal of Experimental Social Psychology*, 21, 86–102.
- Light, K. C., Grewen, K. M., & Amico, J. A. (2005). More frequent partner hugs and higher oxytocin levels are linked to lower blood pressure and heart rate in premenopausal women. *Biological Psychology*, 69, 5–21.
- Lightdale, J. R., & Prentice, D. A. (1994). Rethinking sex differences in aggression: Aggressive behavior in the absence of social roles. *Personality and Social Psychology Bulletin*, 20, 34–44.
- Likowski, K., Mühlberger, A., Seibt, B., Pauli, P., & Weyers, P. (2008). Modulation of facial mimicry by attitudes. *Journal of Experimental Social Psychology*, 44, 1065–1072.
- Linder, D. E. (1982). Social trap analogs: The tragedy of the commons in the laboratory. In V. Derlega & J. Grzelak (Eds.), *Cooperation and helping behavior: Theories and research* (pp. 183–205). New York: Academic Press.
- Linder, J. R., Crick, N. R., & Collins, W. A. (2002). Relational aggression and victimization in young adults’ romantic relationships: Associations with perceptions of parent, peer, and romantic relationship quality. *Social Development*, 11, 69–86.
- Lindsay, J. J., & Anderson, C. A. (2000). From antecedent conditions to violent actions: A general affective aggression model. *Personality & Social Psychology Bulletin*, 26, 533–547.
- Lindskold, S. (1983). Cooperators, competitors, and response to GRIT. *Journal of Conflict Resolution*, 27, 521–532.
- Linville, P. W., Fischer, G. W., & Salovey, P. (1989). Perceived distributions of the characteristics of in-group and out-group members: Empirical evidence and a computer simulation. *Journal of Personality and Social Psychology*, 57, 165–188.
- Lippa, R., & Arad, S. (1999). Gender, personality, and prejudice: The display of authoritarianism and social dominance in interviews with college men and women. *Journal of Research in Personality*, 33, 463–493.
- Lippmann, W. (1922). *Public opinion*. New York: Harcourt Brace.
- Little, A. C., Jones, B. C., & DeBruine, L. M. (2008). Preferences for variation in masculinity in real male faces change across the menstrual cycle: Women prefer more masculine faces when they

- are more fertile. *Personality and Individual Differences*, 45, 478–482.
- Little, A. C., Penton-Voak, I. S., Burt, D. M., & Perrett, D. I. (2003). Investigating an imprinting-like phenomenon in humans: Partners and opposite-sex parents have similar hair and eye colour. *Evolution and Human Behavior*, 24, 43–51.
- Little, B. R. (1989). Personal projects analysis: Trivial pursuits, magnificent obsessions, and the search for coherence. In D. M. Buss & N. Cantor (Eds.) *Personality psychology: Recent trends and emerging directions* (pp. 15–31). New York: Springer-Verlag.
- Littlepage, G. E., Hollingshead, A. B., Drake, L. R., & Littlepage, A. M. (2008). Transactional memory and performance in work groups: Specificity, communication, ability differences, and work allocation. *Group Dynamics: Theory, Research, and Practice*, 12, 223–241.
- Lloyd-Richardson, E. E., Papandonatos, G., Kazura, A., Stanton, C., & Niaura, R. (2002). Differentiating states of smoking intensity among adolescents. *Journal of Consulting and Clinical Psychology*, 70, 998–1009.
- Locke, K. D. (2005). Connecting the horizontal dimension of social comparison with self-worth and self-confidence. *Personality and Social Psychology Bulletin*, 31, 795–803.
- Loftin, C., McDowall, D., Wiersema, B., & Cottey, T. J. (1991). Effects of restrictive licensing of handguns on homicide and suicide in the District of Columbia. *New England Journal of Medicine*, 325, 1615–1620.
- Loftus, E. M., & Ketcham, K. (1994). *The myth of repressed memory: False memories and allegations of sexual abuse*. New York: St. Martin's Press.
- Loher, B. T., Vancouver, J. B., & Czajka, J. (1994, April). *Preferences and reactions to teams*. Presented at the 9th annual conference of the Society for Industrial and Organizational Psychology, Nashville, TN.
- "Long Island principal cancels prom." (2005). CNN.com.
- Lord, C. G., & Saenz, D. S. (1985). Memory deficits and memory surfeits: Differential cognitive consequences of tokenism for tokens and observers. *Journal of Personality and Social Psychology*, 49, 918–926.
- 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.
- Lord, C. G., Ross, L., & Lepper, M. R. (1979). Biased assimilation and attitude polarization. *Journal of Personality and Social Psychology*, 37, 2098–2109.
- Lord, C. G., Saenz, D. S., & Godfrey, D. K. (1987). Effects of perceived scrutiny on participant memory for social interactions. *Journal of Experimental Social Psychology*, 23, 498–517.
- Lord, R. G., Foti, R. J., & de Vader, C. L. (1984). A test of leadership categorization theory: Internal structure, information processing, and leadership perceptions. *Organizational Behavior and Human Decision Processes*, 34, 343–378.
- Lorenz, E. (1963). Deterministic non-periodic flow. *Journal of the Atmospheric Sciences*, 20, 130–141.
- Lorenz, K. (1966). *On aggression*. New York: Harcourt-Brace-Jovanovich.
- Losch, M., & Cacioppo, J. (1990). Cognitive dissonance may enhance sympathetic tonus, but attitudes are changed to reduce negative affect rather than arousal. *Journal of Experimental Social Psychology*, 26, 289–304.
- Loucks, E. B., Berkman, L. F., Gruenewald, T. L., & Seeman, T. E. (2005). Social integration is associated with fibrinogen concentration in elderly men. *Psychosomatic Medicine*, 67, 353–358.
- Lucas, T., Alexander, S., Firestone, I. J., & Baltes, B. B. (2006). Self-efficacy and independence from social influence: Discovery of an efficacy–difficulty effect. *Social Influence*, 1, 58–80.
- Ludwig, J. (2004, June 1). *Acceptance of interracial marriage at record high*. Report of the Gallup Organization, Princeton, NJ.
- Lundgren, S. R., & Prislin, R. (1998). Motivated cognitive processing and attitude change. *Personality and Social Psychology Bulletin*, 24, 715–726.
- Lydon, J. E., & Zanna, M. P. (1990). Commitment in the face of adversity: A value-affirmation approach. *Journal of Personality and Social Psychology*, 58, 1040–1057.
- Lydon, J. E., Fitzsimons, G. M., & Naidoo, L. (2003). Devaluation versus enhancement of attractive alternatives: A critical test using the calibration paradigm. *Personality & Social Psychology Bulletin*, 29, 349–359.
- Lydon, J. E., Jamieson, D. W., & Holmes, J. G. (1997). The meaning of social interactions in the transition from acquaintanceship to friendship. *Journal of Personality and Social Psychology*, 73, 536–548.
- Lydon, J. E., Menzies-Toman, D., Burton, K., & Bell, C. (2008). If-then contingencies and the differential effects of the availability of an attractive alternative on relationship maintenance for men and women. *Journal of Personality and Social Psychology*, 95, 50–65.
- Lykken, D., & Tellegen, A. (1996). Happiness is a stochastic phenomenon. *Psychological Science*, 7, 186–189.
- Lynam, D. R., & Milich, R. (2002). An empirical look at project DARE. *National Association of School Psychologists Communiqué*, 31. Retrieved on July 15, 2003, from <http://www.nasponline.org/publications/cq314projectdare.html>.
- Lynn, M., & McCall, M. (1998). *Beyond gratitude and gratuity: A meta-analytic review of the determinants of restaurant tipping*. Unpublished manuscript, Cornell University, School of Hotel Administration, Ithaca, NY.
- Lynn, M., & Oldenquist, A. (1986). Egoistic and nonegoistic motives in social dilemmas. *American Psychologist*, 41, 529–534.
- Lyubomirsky, S., & Ross, L. (1998). Hedonic consequences of social comparison: A contrast of happy and unhappy people. *Journal of Personality and Social Psychology*, 73, 1141–1157.
- Lyubomirsky, S., Sheldon, K. M., & Schkade, D. (2005). Pursuing happiness: The architecture of sustainable change. *Review of General Psychology*, 9, 111–131.
- Lyubomirsky, S., King, L., & Diener, E. (2005). The benefits of frequent positive affect: Does happiness lead to success? *Psychological Bulletin*, 131, 803–855.
- Maass, A., & Clark, R. D. (1984). Hidden impact of minorities: Fifteen years of minority influence. *Psychological Bulletin*, 95, 428–50.
- Maass, A., Clark, R. D., III, & Haberkorn, G. (1982). The effects of differential ascribed category membership and norms on minority influence. *European Journal of Social Psychology*, 12, 89–104.
- Maass, A., Karasawa, M., Politi, F., & Suga, S. (2006). Do verbs and adjectives play different roles in different cultures? A cross-linguistic analysis of person representation. *Journal of Personality and Social Psychology*, 90, 734–750.
- Maccoby, E. E., & Jacklin, C. N. (1974). *The psychology of sex differences*. Stanford, CA: Stanford University Press.
- MacCoun, R. J., & Kerr, N. L. (1988). Asymmetric influence in mock jury deliberation: Jurors' bias for leniency. *Journal of Personality and Social Psychology*, 54, 21–33.
- MacDonald, G., & Leary, M. R. (2005). Why does social exclusion hurt? The relationship between social and physical pain. *Psychological Bulletin*, 131, 202–223.
- MacDonald, G., Zanna, M. P., & Holmes, J. G. (2000). An experimental test of the role of alcohol in relationship conflict. *Journal of Experimental Social Psychology*, 36, 182–193.
- MacDonald, T. K., Fong, G. T., Zanna, M. P., & Martineau, A. M. (2000). Alcohol myopia and condom use: Can alcohol intoxication be associated with more prudent behavior? *Journal of Personality & Social Psychology*, 78, 605–619.

- Mack, D., & Rainey, D. (1990). Female applicants' grooming and personnel selection. *Journal of Social Behavior and Personality*, 5, 399–407.
- MacKay, C. (1841/1932). *Popular delusions and the madness of crowds*. New York: Farrar, Straus, and Giroux.
- Mackie, D. M., & Goethals, G. R. (1987). Individual and group goals. In C. Hendrick (Ed.), *Group processes* (pp. 144–166). Newbury Park, CA: Sage.
- MacNeilage, P. F., & Davis, B. L. (2005). The evolution of language. In D. M. Buss (Ed.), *The handbook of evolutionary psychology* (pp. 653–675). New York: Wiley.
- Macrae, C. N., Bodenhausen, G. V., Milne, A. B., & Jetten, J. (1994a). Out of mind but back in sight: Stereotypes on the rebound. *Journal of Personality and Social Psychology*, 67, 808–817.
- Macrae, C. N., Bodenhausen, G. V., Milne, A. B., & Wheeler, V. (1996). On resisting the temptation for simplification: Counterintentional effects of stereotype suppression on social memory. *Social Cognition*, 14, 1–20.
- Macrae, C. N., Hewstone, M., & Griffiths, R. J. (1993). Processing load and memory for stereotype-based information. *European Journal of Social Psychology*, 23, 77–87.
- Macrae, C. N., Milne, A. B., & Bodenhausen, G. V. (1994b). Stereotypes as energy-saving devices: A peek inside the cognitive toolbox. *Journal of Personality and Social Psychology*, 66, 37–47.
- Maddux, W. W., Galinsky, A. D., Cuddy, A. J. C., & Polifroni, M. (2008). When being a model minority is good . . . and bad: Realistic threat explains negativity toward Asian Americans. *Personality and Social Psychology Bulletin*, 34, 74–89.
- Maddux, W. W., Mullen, E., & Galinsky, A. D. (2008). Chameleons bake bigger pies and take bigger pieces: Strategic behavioral mimicry facilitates negotiation outcomes. *Journal of Experimental Social Psychology*, 44, 461–468.
- Madon, S., Guyll, M., Buller, A. A., Scherr, K. C., Willard, J., & Spoth, R. (2008). The mediation of mothers' self-fulfilling effects on their children's alcohol use: Self-verification, informational consistency, and modeling processes. *Journal of Personality and Social Psychology*, 95, 369–384.
- Madon, S., Smith, A., Jussim, L., Russell, D. W., Eccles, J., Palumbo, P., & Walkiewicz, M. (2001). Am I as you see me or do you see me as I am? Self-fulfilling prophecies and self-verification. *Personality and Social Psychology Bulletin*, 27, 1214–1224.
- Magdol, L. (2002). Is moving gendered? The effects of residential mobility on the psychological well-being of men and women. *Sex Roles*, 47, 553–560.
- Magdol, L., & Bessell, D. R. (2003). Social capital, social currency, and portable assets: The impact of residential mobility on exchanges of social support. *Personal Relationships*, 10, 1149–1169.
- Maines, D. R., & Hardesty, M. J. (1987). Temporality and gender: Young adults' career and family plans. *Social Forces*, 66, 102–120.
- 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.
- Major, B., Spencer, S., Schmader, T., Wolfe, C., & Crocker, J. (1998). Coping with negative stereotypes about intellectual performance: The role of psychological disengagement. *Personality and Social Psychology Bulletin*, 24, 34–50.
- Malamuth, N. M., Addison, T., & Koss, M. (2001). Pornography and sexual aggression: Are there reliable effects and can we understand them? *Annual Review of Sex Research*, 11, 26–91.
- Malamuth, N., & Donnerstein, E. (1984). *Pornography and sexual aggression*. Orlando, FL: Academic Press.
- Malarkey, W., Kiecolt-Glaser, J. K., Pearl, D., & Glaser, R. (1994). Hostile behavior during marital conflict alters pituitary and adrenal hormones. *Psychosomatic Medicine*, 56, 41–51.
- Malle, B. F. (1999). How people explain behavior: A new theoretical framework. *Personality & Social Psychology Review*, 3, 23–48.
- Malle, B. F. (2004). *How the mind explains behavior: Folk explanations, meaning, and social interaction*. Cambridge, MA: MIT Press.
- Malle, B. F. (2006). The actor–observer asymmetry in causal attribution: A (surprising) meta-analysis. *Psychological Bulletin*, 132, 895–919.
- Mandel, D. R. (2003). Counterfactuals, emotion, and context. *Cognition and Emotion*, 17, 139–159.
- Mandel, D. R., Axelrod, L. J., & Lehman, D. R. (1993). Integrative complexity in reasoning about the Persian Gulf War and the accountability to skeptical audience hypothesis. *Journal of Social Issues*, 49, 201–215.
- Mandel, N., & Johnson, E. J. (2002). When Web pages influence choice: Effects of visual primes on experts and novices. *Journal of Consumer Research*, 29, 235–245.
- Maner, J. K., DeWall, C. N., Baumeister, R. F., & Schaller, M. (2007). Does social exclusion motivate interpersonal reconnection? Resolving the "porcupine problem." *Journal of Personality and Social Psychology*, 92, 42–55.
- Maner, J. K., & Gailliot, M. T. (2007). Altruism and egoism: Prosocial motivations for helping depend on the relationship context. *European Journal of Social Psychology*, 37, 347–358.
- Maner, J. K., & Gerend, M. A. (2007). Motivationally selective risk judgments: Do fear and curiosity boost the boons or the banes? *Organizational Behavior and Human Decision Processes*, 103, 256–267.
- Maner, J. K., DeWall, C. N., Baumeister, R. F., & Schaller, M. (2007). Does social exclusion motivate interpersonal reconnection? Resolving the "porcupine problem." *Journal of Personality and Social Psychology*, 92, 42–55.
- Maner, J. K., Gailliot, M. T., Rouby, D. A., & Miller, S. L. (2007). Can't take my eyes off you: Attentional adhesion to mates and rivals. *Journal of Personality and Social Psychology*, 93, 389–401.
- Maner, J. K., Kenrick, D. T., Becker, D. V., Delton, A. W., Hofer, B., Wilbur, C. J., & Neuberg, S. L. (2003). Sexually selective cognition: Beauty captures the mind of the beholder. *Journal of Personality and Social Psychology*, 86, 1107–1120.
- Maner, J. K., Kenrick, D. T., Becker, D. V., Robertson, T. E., Hofer, B., Neuberg, S. L., Delton, A. W., Butner, J., & Schaller, M. (2005). Functional projection: How fundamental social motives can bias interpersonal perception. *Journal of Personality and Social Psychology*, 88, 63–78.
- Maner, J. K., Luce, C. L., Neuberg, S. L., Cialdini, R. B., Brown, S., Sagarin, B. J., and Rice, W. E. (2002). The effects of perspective taking on motivations for helping: Still no evidence for altruism. *Personality and Social Psychology Bulletin*, 28, 1601–1610.
- 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. (1980). Cross-cultural studies of small groups. In H. Triandis & R. Brislin (Eds.), *Handbook of cross-cultural psychology: Social psychology* (Vol. 5, pp. 155–209). Boston: Allyn & Bacon.
- Mann, L. (1981). The baiting crowd in episodes of threatened suicide. *Journal of Personality and Social Psychology*, 41, 703–709.
- Mann, T., Nolen-Hoeksema, Burgard, D., Huang, K., Wright, A., & Hansen, K. (1997). Are two interventions worse than none? Joint primary and secondary prevention of eating disorders in college females. *Health Psychology*, 16, 215–225.
- Manucia, G. K., Baumann, D. J., & Cialdini, R. B. (1984). Mood influences in helping: Direct effects or side effects? *Journal of Personality and Social Psychology*, 46, 357–364.

- Marcus-Newhall, A., Pedersen, W. C., Carlson, M., & Miller, N. (2000). Displaced aggression is alive and well: A meta-analytic review. *Journal of Personality & Social Psychology*, 78, 670–689.
- Markey, P. M., Funder, D. C., & Ozer, D. J. (2003). Complementarity of interpersonal behaviors in dyadic interactions. *Personality & Social Psychology Bulletin*, 29, 1082–1090.
- Markman, H. J., Floyd, F., Stanley, S., & Storaasli, R. (1988). The prevention of marital distress: A longitudinal investigation. *Journal of Consulting and Clinical Psychology*, 56, 210–217.
- Markus, H., & Kitayama, S. (1991). Culture and the self: Implications for cognition, emotion, and motivation. *Psychological Bulletin*, 98, 224–253.
- Markus, H., & Nurius, P. (1986). Possible selves. *American Psychologist*, 41, 954–969.
- Markus, H., & Wurf, E. (1987). The dynamic self-concept: A social psychological perspective. *Annual Review of Psychology*, 38, 299–337.
- Marsh, A. A., Elfenbein, H. A., & Ambady, N. (2003). Nonverbal “accents”: Cultural differences in facial expressions of emotion. *Psychological Science*, 14, 373–376.
- Marsh, K. L., & Webb, W. M. (1996). Mood uncertainty and social comparison: Implications for mood management. *Journal of Social Behavior and Personality*, 11, 1–26.
- Marshall, D. S., & Suggs, R. G. (1971). *Human sexual behavior: Variations in the ethnographic spectrum*. New York: Basic Books.
- Martin, C. L. (1987). A ratio measure of sex stereotyping. *Journal of Personality and Social Psychology*, 52, 489–499.
- Martin, C. L. (2000). Cognitive theories of gender development. In T. Eckes & H. M. Trautner (Eds.), *The developmental psychology of gender* (pp. 91–121). Mahwah, NJ: Erlbaum.
- Martin, C. L., & Halverson, C. F., Jr. (1983). The effects of sex-typing schemas on young children's memory. *Child Development*, 54, 563–574.
- Martin, K. A., & Leary, M. R. (1999). Would you drink after a stranger? The influence of self-presentational motives on willingness to take a health risk. *Personality and Social Psychology Bulletin*, 25, 1092–1100.
- Martin, K. A., & Leary, M. R. (2001). Self-presentational determinants of health risk behavior among college freshmen. *Psychology and Health*, 16, 17–27.
- Martin, R. (1997). “Girls don't talk about garages!” Perceptions of conversations in same- and cross-sex friendships. *Personal Relationships*, 4, 115–130.
- Martin, R. G. (1973). *The woman he loved*. New York: Simon & Schuster.
- Martin, R., Gardikiotis, A., Hewstone, M. (2002). Levels of consensus and majority and minority influence. *European Journal of Social Psychology*, 32, 645–665.
- Martin, R., Hewstone, M., & Martin, P. Y. (2008). Majority versus minority influence: The role of message processing in determining resistance to counter-persuasion. *European Journal of Social Psychology*, 38, 16–34.
- Marwell, G., & Ames, R. (1981). Economists free ride, does anyone else? Experiments on the provision of public goods, IV. *Journal of Public Economics*, 15, 295–310.
- Marx, E. M., Williams, J. M. G., & Claridge, G. C. (1992). Depression and social problem solving. *Journal of Abnormal Psychology*, 101, 78–86.
- Mashek, D. J., Aron, A., & Boncimino, M. (2003). Confusions of self with close others. *Personality and Social Psychology Bulletin*, 29, 382–392.
- Masicampo, E. J., & Baumeister, R. F. (2008). Toward a physiology of dual-process reasoning and judgment: Lemonade, willpower, and expensive rule-based analysis. *Psychological Science*, 19, 255–260.
- Massing, M. (1996, July 11). How to win the tobacco war. *New York Review of Books*, pp. 32–36.
- Masuda, T., Ellsworth, P. C., Mesquita, B., Leu, J., Tanida, S., & Van de Veerdonk, E. (2008). Placing the face in context: Cultural differences in the perception of facial emotion. *Journal of Personality and Social Psychology*, 94, 365–381.
- Matarazzo, J. D. (1980). Behavioral health and behavioral medicine: Frontiers for a new health psychology. *American Psychologist*, 35, 807–817.
- Mathes, E. W. (2005). Men's desire for children carrying their genes and sexual jealousy: A test of paternity uncertainty as an explanation of male sexual jealousy. *Psychological Reports*, 96, 791–798.
- Matheson, K., & Dursun, S. (2001). Social identity precursors to the hostile media phenomenon: Partisan perceptions of coverage of the Bosnian conflict. *Group Processes and Intergroup Relations*, 4, 116–125.
- Matsumoto, D., & Willingham, B. (2006). The thrill of victory and the agony of defeat: Spontaneous expressions of medal winners of the 2004 Athens Olympic Games. *Journal of Personality and Social Psychology*, 91, 568–581.
- Matsumoto, D., & Willingham, B. (2009). Spontaneous facial expressions of emotion of congenitally and noncongenitally blind individuals. *Journal of Personality and Social Psychology*, 96, 1–10.
- Matsumoto, D., Yoo, S. H., Nakagawa, S., & 37 others. (2008). Culture, emotion regulation, and adjustment. *Journal of Personality and Social Psychology*, 94, 925–937.
- Matsunami, K. (1998). *International handbook of funeral customs*. Westport, CT: Greenwood Press.
- Matthews, K. A., Scheier, M. F., Brunson, B. I., & Carducci, B. (1980). Attention, unpredictability, and reports of physical symptoms: Eliminating the benefits of unpredictability. *Journal of Personality and Social Psychology*, 38, 525–537.
- Mauro, R., Sato, K., & Tucker, J. (1992). The role of appraisal in human emotions: A cross-cultural study. *Journal of Personality and Social Psychology*, 62, 301–317.
- Mauss, M. (1967). *The gift*. New York: W. Norton.
- Maxwell, L. E., & Evans, G. W. (2000). The effects of noise on pre-school children's pre-reading skills. *Journal of Environmental Psychology*, 20, 91–97.
- Maznevski, M. L. (1994). Understanding our differences: Performance in decision-making groups with diverse members. *Human Relations*, 47, 531–552.
- Mazur, A., & Booth, A. (1998). Testosterone and dominance in men. *Behavioral and Brain Sciences*, 21, 353–397.
- Mazur, A., Booth, A., & Dabbs, J. M., Jr. (1992). Testosterone and chess competition. *Social Psychology Quarterly*, 55, 70–77.
- McAdams, D. P. (1990). *The person*. San Diego, CA: Harcourt Brace Jovanovich.
- McAlister, A. L., Ramirez, A. G., Galavotti, C., & Gallion, K. J. (1989). In R. E. Rice & C. K. Atkin (Eds.), *Public communication campaigns* (pp. 291–307). Newbury Park, CA: Sage.
- McAndrew, F. T. (2002). New evolutionary perspectives on altruism. *Current Directions in Psychological Science*, 11, 79–82.
- McArthur, L. A. (1972). The how and what of why: Some determinants and consequences of causal attribution. *Journal of Personality and Social Psychology*, 22, 171–193.
- McArthur, L. Z., & Baron, R. M. (1983). Toward an ecological theory of social perception. *Psychological Review*, 90, 215–238.
- McCain, B. E., O'Reilly, C. A., III, & Pfeffer, J. (1983). The effects of departmental demography on turnover: The case of a university. *Academy of Management Journal*, 26, 626–641.
- McCann, S. J. H. (1997). Threatening times, “strong” presidential popular vote winners, and the victory margin, 1824–1964. *Journal of Personality and Social Psychology*, 73, 160–170.

- McCann, S. J. H. (1999). Threatening times and fluctuations in American church memberships. *Personality & Social Psychology Bulletin, 25*, 325–336.
- McCann, S. J. H. (2001). The precocity-longevity hypothesis: Earlier peaks in career achievement predict shorter lives. *Personality & Social Psychology Bulletin, 27*, 1429–1439.
- McCanne, T. R., & Anderson, J. A. (1987). Emotional responding following experimental manipulation of facial electromyographic activity. *Journal of Personality and Social Psychology, 52*, 759–768.
- McCarthy, B. (1994). Warrior values: A socio-historical survey. In J. Archer (Ed.), *Male violence* (pp. 105–120). New York: Routledge.
- McCarthy, J. (1952). The master impostor: An incredible tale. *Life, 32*, 79–89.
- McCauley, C. (1989). The nature of social influence in groupthink: Compliance and internalization. *Journal of Personality and Social Psychology, 57*, 250–260.
- McCauley, C. R. (1995). Are stereotypes exaggerated? A sampling of racial, gender, academic, occupational, and political stereotypes. In Y. T. Lee, L. J. Jussim, & C. R. McCauley (Eds.), *Stereotype accuracy: Toward appreciating group differences* (pp. 215–243). Washington, DC: American Psychological Association.
- McClelland, D. C. (1984). *Human motivation*. Glenview, IL: Scott, Foresman.
- McClelland, D. C., Atkinson, J. W., Clark, R. A., & Lowell, E. L. (1953). *The achievement motive*. New York: Appleton-Century-Crofts.
- McClintock, C. G., Messick, D. M., Kuhlman, D. M., & Campos, F. T. (1973). Motivational basis of choice in three choice decomposed games. *Journal of Experimental Social Psychology, 9*, 572–590.
- 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. 91–125). Orlando, FL: Academic Press.
- McCornak, S. A., & Levine, T. R. (1990). When lovers become leery: The relationship between suspiciousness and accuracy in detecting deception. *Communication Monographs, 57*, 219–230.
- McCrae, R. R., Terracciano, A., & 79 members of the personality profiles of cultures project (2005). Personality profiles of cultures: Aggregate personality traits. *Journal of Personality and Social Psychology, 89*, 407–425.
- McCrea, S. M., & Hirt, E. R. (2001). The role of ability judgments in self-handicapping. *Personality and Social Psychology Bulletin, 27*, 1378–1389.
- McCrea, S. M., Hirt, E. R., & Milner, B. (2008). She works hard for the money: Valuing effort underlies gender differences in behavioral self-handicapping. *Journal of Experimental Social Psychology, 44*, 292–311.
- Mccullough, M. E. (2008). *Beyond revenge: The evolution of the forgiveness instinct*. San Francisco: Jossey-Bass.
- Mccullough, M. E., Kimeldorf, M. B., & Cohen, A. D. (2008). An adaptation for altruism? The social causes, social effects, and social evolution of gratitude. *Current Directions in Psychological Science, 17*, 281–285.
- McDaniel, A., & Thomas, E. (1991, September 30). Playing chicken in Iraq. *Newsweek*, p. 40.
- McDermott, R., Tingley, D., Cowden, J., Frazzetto, G., & Johnson, D. D. P. (2009). Monoamine oxidase A gene (MAOA) predicts behavioral aggression following provocation. *PNAS, 106*, 2118–2123.
- McDougall, W. (1908). *Social psychology: An introduction*. London: Methuen.
- McFarland, C., Ross, M., & Conway, M. (1984). Self-persuasion and self-presentation as mediators of anticipatory attitude change. *Journal of Personality and Social Psychology, 46*, 529–540.
- McFarlin, D. B., Baumeister, R. F., & Blascovich, J. (1984). On knowing when to quit: Task failure, self-esteem, advice, and nonproductive persistence. *Journal of Personality, 52*, 138–155.
- McGovern, L. P. (1976). Dispositional social anxiety and helping behavior under three conditions of threat. *Journal of Personality, 44*, 84–97.
- McGowan, S. (2002). Mental representations in stressful situations: The calming and distressing effects of significant others. *Journal of Experimental Social Psychology, 38*, 152–161.
- McGrath, J. E. (1984). *Groups: Interaction and performance*. Englewood Cliffs, NJ: Prentice-Hall.
- McGrath, J. E., Martin, J., & Kukla, R. A. (1982). *Judgment calls in research*. Beverly Hills, CA: Sage.
- McGrath, P. (1991, January 7). More than a madman. *Newsweek*, pp. 20–24.
- McGregor, J. (1993). Effectiveness of role playing and antiracist teaching in reducing student prejudice. *Journal of Education Research, 86*, 215–226.
- McGuiness, E., & Ward, C. D. (1980). Better liked than right: Trustworthiness and expertise as factors in credibility. *Personality and Social Psychology Bulletin, 6*, 467–472.
- 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. (1960). Consistency and attitude change. *Journal of Abnormal and Social Psychology, 60*, 345–353.
- McGuire, W. J. (1964). Inducing resistance to persuasion: Some contemporary approaches. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 1, pp. 191–229). San Diego, CA: Academic Press.
- McGuire, W. J. (1966). Attitudes and opinions. *Annual Review of Psychology, 17*, 475–514.
- McGuire, W. J. (1997). Creative hypothesis generating in psychology. *Annual Review of Psychology, 48*, 1–30.
- McGuire, W. J., & McGuire, C. V. (1996). Enhancing self-esteem by directed-thinking tasks: Cognitive and affective positivity asymmetries. *Journal of Personality and Social Psychology, 70*, 1117–1125.
- McIntosh, D. N. (2006). Spontaneous facial mimicry, liking and emotional contagion. *Polish Psychological Bulletin, 37*, 31–42.
- McIntyre, M., Gangestad, S. W., Gray, P. B., Chapman, J. F., Burnham, T. C., O'Rourke, M. T., & Thornhill, R. (2006). Romantic involvement often reduces men's testosterone levels—but not always: The moderating role of extrapair sexual interest. *Journal of Personality and Social Psychology, 91*, 642–651.
- McIntyre, R. B., Paulson, R. M., & Lord, C. G. (2003). Alleviating women's mathematics stereotype threat through salience of group achievements. *Journal of Experimental Social Psychology, 39*, 83–90.
- McKenna, K. Y. A., & Bargh, J. A. (2000). Plan 9 from cyberspace: The implications of the Internet for personality and social psychology. *Personality & Social Psychology Review, 4*, 57–75.
- McKenna, K. Y. A., Green, A. S., & Gleason, M. E. J. (2002). Relationship formation on the Internet: What's the big attraction? *Journal of Social Issues, 58*, 9–31.
- McKenzie-Mohr, D. (2000). Fostering sustainable behavior through community-based social marketing. *American Psychologist, 55*, 531–537.
- McLeod, P. L., & Lobel, S. A. (1992, August). *The effects of ethnic diversity on idea generation in small groups*. Presented at the 52nd annual meeting of the Academy of Management, Las Vegas, Nevada.
- McMullen, M. N., & Markman, K. D. (2002). Affective impact of close counterfactuals: Implications of possible futures for possible pasts. *Journal of Experimental Social Psychology, 38*, 64–70.
- McNulty, J. K., O'Mara, E. M., & Karney, B. R. (2008). Benevolent cognitions as a strategy of relationship maintenance:

- "Don't sweat the small stuff" . . . But it is not all small stuff. *Journal of Personality and Social Psychology*, 94, 631–646.
- McNufty, S. E., & Swann, W. B., Jr. (1994). Identity negotiation in roommate relationships: The self as architect and consequence of social reality. *Journal of Personality and Social Psychology*, 67, 1012–1023.
- McWilliams, S., & Howard, J. A. (1993). Solidarity and hierarchy in cross-sex friendships. *Journal of Social Issues*, 49, 191–202.
- Mead, G. H. (1934). *Mind, self, and society*. Chicago: University of Chicago Press.
- Mealey, L., Bridgstock, R., & Townsend, G. C. (1999). Symmetry and perceived facial attractiveness: A monozygotic co-twin comparison. *Journal of Personality & Social Psychology*, 76, 151–158.
- Medvec, V. H., Madey, S. F., & Gilovich, T. (1995). When less is more: Counterfactual thinking and satisfaction among Olympic medalists. *Journal of Personality and Social Psychology*, 69, 603–610.
- Mehl, M. R., Vazire, S., Ramírez-Esparza, N., Slatcher, R. B., & Pennebaker, J. W. (2007). Are women really more talkative than men? *Science*, 317, 5834, 82.
- Mehu, M., Grammer, K., & Dunbar, R. (2007). Smiles when sharing. *Evolution and Human Behavior*, 28, 415–422.
- Meier, B. P., & Hinsz, V. B. (2004). A comparison of human aggression committed by groups and individuals: An interindividual-intergroup discontinuity. *Journal of Experimental Social Psychology*, 40, 551–559.
- Meier, B. P., Wilkowski, B. M., & Robinson, M. D. (2008). Bringing out the agreeableness in everyone: Using a cognitive self-regulation model to reduce aggression. *Journal of Experimental Social Psychology*, 44, 1383–1387.
- Meir, E. I., & Hasson, R. (1982). Congruence between personality type and environment type as a predictor of stay in an environment. *Journal of Vocational Behavior*, 21, 309–317.
- Meister, A. (1979). Personal and social factors of social participation. *Journal of Voluntary Action Research*, 8, 6–11.
- Meleshko, K. G. A., & Alden, L. E. (1993). Anxiety and self-disclosure: Toward a motivational model. *Journal of Personality and Social Psychology*, 64, 1000–1009.
- Mendes, W. B., Reis, H. T., Seery, M. D., & Blascovich, J. (2003). Cardiovascular correlates of emotional expression and suppression: Do content and gender context matter? *Journal of Personality & Social Psychology*, 84, 771–792.
- Merton, R. K. (1948). The self-fulfilling prophecy. *Antioch Review*, 8, 193–210.
- Mesquita, B. (2001). Emotions in collectivist and individualist contexts. *Journal of Personality and Social Psychology*, 80, 68–74.
- Messé, L. A., Hertel, G., Kerr, N. L., Lount, R. B., Jr., & Park, E. S. (2002). Knowledge of partner's ability as a moderator of group motivation gains: An exploration of the Koehler discrepancy effect. *Journal of Personality and Social Psychology*, 82, 935–946.
- Messick, D. M., & Brewer, M. B. (1983). Solving social dilemmas: A review. *Review of Personality and Social Psychology*, 4, 11–44.
- Meston, C. M., & Frohlich, P. F. (2003). Love at first fright: Partner salience moderates roller coaster-induced excitation transfer. *Archives of Sexual Behavior*, 32, 537–544.
- Metcalf, P., & Huntington, R. (1991). *Celebrations of death: The anthropology of mortuary ritual* (2nd ed.). Cambridge, U.K.: Cambridge University Press.
- Miarmi, L., & DeBono, K. G. (2007). The impact of distractions on heuristic processing: Internet advertisements and stereotype use. *Journal of Applied Social Psychology*, 37, 539–548.
- Michaels, J. W., Blommel, J. M., Brocato, R. M., Linkous, R. A., & Rowe, J. S. (1982). Social facilitation and inhibition in a natural setting. *Replications in Social Psychology*, 2, 21–24.
- Michaelsen, L. K., Watson, W. E., & Black, R. H. (1989). A realistic test of individual versus group consensus decision making. *Journal of Applied Psychology*, 74, 834–839.
- Midlarsky, E., & Nemeroff, R. (1995, July). *Heroes of the Holocaust: Predictors of their well-being in later life*. Poster presented at the American Psychological Society meetings, New York.
- Mikolic, J. M., Parker, J. C., & Pruitt, D. G. (1997). Escalation in response to persistent annoyance: Groups versus individuals and gender effects. *Journal of Personality and Social Psychology*, 72, 151–163.
- Mikula, G., & Schwinger, T. (1978). Affective inter-member relations and reward allocation in groups: Some theoretical considerations. In H. Brandstatter, H. J. Davis, & H. Schuller (Eds.), *Dynamics of group decisions* (pp. 229–250). Beverly Hills, CA: Sage.
- Mikulincer, M., & Florian, V. (2002). The effects of mortality salience on self-serving attributions—Evidence for the function of self-esteem as a terror management mechanism. *Basic and Applied Social Psychology*, 24, 261–271.
- Mikulincer, M., Florian, V., & Hirschberger, G. (2003). The existential function of close relationships: Introducing death into the science of love. *Personality & Social Psychology Review*, 7, 20–40.
- Mikulincer, M., Gillath, O., & Shaver, P. R. (2002). Activation of the attachment system in adulthood: Threat-related primes increase the accessibility of mental representations of attachment figures. *Journal of Personality & Social Psychology*, 83, 881–895.
- Milgram, S. (1963). Behavioral study of obedience. *Journal of Abnormal and Social Psychology*, 67, 371–378.
- Milgram, S. (1964). 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, 57–76.
- 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. (1992). Some conditions of obedience and disobedience to authority (pp. 136–161). In S. Milgram, J. Sabini, & M. Silver, (Eds.), *The individual in the social world: Essays and experiments*. New York: McGraw-Hill.
- Millar, M. G., & Millar, K. U. (1996). The effect of direct and indirect experiences on affective and cognitive responses and the attitude-behavior relation. *Journal of Experimental Social Psychology*, 32, 561–579.
- Miller, A. G., Collins, B. E., & Brief, D. E. (Eds.). 1995. Perspectives on obedience to authority: The legacy of the Milgram experiments. *Journal of Social Issues*, 51(3).
- Miller, D. T. (1976). Ego involvement and attributions for success and failure. *Journal of Personality and Social Psychology*, 34, 901–906.
- Miller, D. T., & McFarland, C. (1987). Pluralistic ignorance: When similarity is interpreted as dissimilarity. *Journal of Personality and Social Psychology*, 53, 298–305.
- Miller, D. T., & Nelson, L. D. (2002). Seeing approach motivation in the avoidance behavior of others: Implications for an understanding of pluralistic ignorance. *Journal of Personality and Social Psychology*, 83, 1066–1075.
- Miller, D. T., & Ross, M. (1975). Self-serving biases in attribution of causality: Fact or fiction? *Psychological Bulletin*, 82, 213–255.
- Miller, G. F. (2000). *The mating mind: How sexual choice shaped the evolution of human nature*. New York: Doubleday.
- Miller, G. F., Tybur, J. M., & Jordan, B. D. (2007). Ovulatory cycle effects on tip earnings by lap dancers: Economic evidence for human estrus? *Evolution and Human Behavior*, 28, 375–381.
- Miller, L. (2002, March 19). Charities hope 9/11 inspires "e-philanthropy." *USA Today*, 4D.
- Miller, L. C., & Fishkin, S. A. (1997). On the dynamics of human bonding and reproductive success: Seeking windows on the adapted-for human-environmental interface. In J. A. Simpson & D. T. Kenrick (Eds.),

- Evolutionary social psychology* (pp. 169–196). Hillsdale, NJ: Erlbaum.
- Miller, M., & Hemenway, D. (2008). Guns and suicide in the United States. *New England Journal of Medicine*, 359, 989–991.
- Miller, N., & Brewer, M. B. (1984). *Groups in contact*. New York: Academic Press.
- Miller, N., & Zimbardo, P. (1966). Motive for fear-induced affiliation: Emotional comparison or interpersonal similarity? *Journal of Personality*, 34, 481–503.
- Miller, N. H., Pedersen, W. H., Earleywine, M., & Pollock, V. E. (2003). A theoretical model of triggered displaced aggression. *Personality & Social Psychology Review*, 7, 75–97.
- Miller, P. J., Fung, H., & Mintz, J. (1996). Self-construction through narrative practices: A Chinese and American comparison of early socialization. *Ethos*, 24, 237–280.
- Miller, R. S. (1995). On the nature of embarrassability: Shyness, social evaluation, and social skill. *Journal of Personality*, 63, 315–339.
- Miller, R. S. (1997). Inattentive and contented: Relationship commitment and attention to alternatives. *Journal of Personality and Social Psychology*, 73, 758–766.
- Miller, R. S., & Schlenker, B. R. (1985). Egotism in group members: Public and private attributions of responsibility for group performance. *Social Psychology Quarterly*, 48, 85–89.
- Milliken, F. J., & Martins, L. L. (1996). Searching for common threads: Understanding the multiple effects of diversity in organizational groups. *Academy of Management Review*, 21, 402–433.
- Mills, C. M., & Keil, F. C. (2005). The development of cynicism. *Psychological Science*, 16, 385–390.
- Mills, J., & Clark, M. S. (1982). Exchange and communal relationships. In L. Wheeler (Ed.), *Review of personality and social psychology* (Vol. 3, pp. 121–144). Beverly Hills, CA: Sage.
- Mills, J., Clark, M. S., Ford, T. E., & Johnson, M. (2004). Measurement of communal strength. *Personal Relationships*, 11, 213–230.
- Miner, A. G., Glomb, T. M., & Hulin, C. (2005). Experience sampling mood and its correlates at work. *Journal of Occupational and Organizational Psychology*, 78, 171–193.
- Miner-Rubino, K. N., Twenge, J. M., & Fredrickson, B. L. (2002). Trait self-objectification in women: Affective and personality correlates. *Journal of Research in Personality*, 36, 147–172.
- Minkov, M. (2009). Risk-taking reproductive competition explains national murder rates better than socioeconomic inequality. *Cross-Cultural Research*, 43, 3–29.
- Mischel, W. (1996). From good intentions to willpower. In P. M. Gollwitzer & J. A. Bargh (Eds.), *The psychology of action: Linking cognition and motivation to action* (pp. 197–218). New York: Guilford.
- Mischel, W., Cantor, N., & Feldman, S. (1996). In E. T. Higgins & A. W. Kruglanski (Eds.), *Social psychology: Handbook of basic principles* (pp. 329–360). New York: Guilford.
- Mischel, W., Shoda, Y., & Mendoza-Denton, R. (2002). Situation-behavior profiles as a locus of consistency in personality. *Current Directions in Psychological Science*, 11, 50–54.
- Mishra, S., Clark, S., & Daly, M. (2007). One woman's behavior affects the attractiveness of others. *Evolution and Human Behavior*, 28, 145–149.
- Mitchell, C. (1999). Negotiation as problem solving: Challenging the dominant metaphor. *Peace and Conflict: Journal of Peace Psychology*, 5, 219–224.
- Miyamoto, Y., & Kitayama, S. (2002). Cultural variation in correspondence bias: The critical role of attitude diagnosticity of socially constrained behavior. *Journal of Personality & Social Psychology*, 83, 1239–1248.
- Miyamoto, Y., & Schwarz, N. (2006). When conveying a message may hurt the relationship: Cultural differences in the difficulty of using an answering machine. *Journal of Experimental Social Psychology*, 42, 540–547.
- Miyamoto, Y., Nisbett, R. E., & Masuda, T. (2006). Culture and the physical environment: Holistic versus analytic perceptual affordances. *Psychological Science*, 17, 113–119.
- Moffitt, T. E. (1993). Adolescence-limited and life-course-persistent antisocial behavior: A developmental taxonomy. *Psychological Review*, 100, 674–701.
- Moghaddam, F. M., Taylor, D. M., & Wright, S. C. (1993). *Social psychology in cross-cultural perspective*. New York: W. H. Freeman.
- Molden, D. C., Lucas, G. M., Gardner, W. L., Dean, K., & Knowles, M. L. (2009). Motivations for prevention or promotion following social exclusion: Being rejected versus being ignored. *Journal of Personality and Social Psychology*, 96, 415–431.
- Moll, J., Krueger, F., Zahn, R., Pardini, M., Oliveira-Souza, R., & Grafman, J. (2007). Human fronto-mesolimbic networks guide decisions about charitable donation. *Proceedings of the National Academy of Sciences*, 103, 15623–15628.
- Monaghan, E., & Glickman, S. (1992). Hormones and aggressiveness behavior. In J. Becker, S. Breedlove, & D. Crews (Eds.), *Behavioral endocrinology* (pp. 261–285). Cambridge, MA: MIT Press.
- Monin, B. (2003). The warm glow heuristic: When liking leads to familiarity. *Journal of Personality and Social Psychology*, 85, 1035–1048.
- Monin, B., & Norton, M. I. (2003). Perceptions of a fluid consensus: Uniqueness bias, false consensus, false polarization, and pluralistic ignorance in a water conservation crisis. *Personality & Social Psychology Bulletin*, 29, 559–567.
- Monteith, M. J., Sherman, J. W., & Devine, P. G. (1998). Suppression as a stereotype control strategy. *Personality and Social Psychology Review*, 2, 63–82.
- Moore, M. M. (1985). Nonverbal courtship patterns in women: Context and consequences. *Ethology and sociobiology*, 6, 237–247.
- Moreland, R. L. (1987). The formation of small groups. In C. Hendrick (Ed.), *Group processes* (pp. 80–110). Newbury Park, CA: Sage.
- Morganthau, T., & Annin, P. (1997, June 16). Should McVeigh die? *Newsweek*, pp. 20–27.
- Morier, D., & Seroy, C. (1994). The effects of interpersonal expectancies on men's self-presentation of gender-role attitudes to women. *Sex Roles*, 31, 493–504.
- Morling, B., Kitayama, S., & Miyamoto, Y. (2002). Cultural practices emphasize influence in the United States and adjustment in Japan. *Personality and Social Psychology Bulletin*, 28, 311–323.
- Morling, D., & Lamoreaux, M. (2008). Measuring culture outside the head: A meta-analysis of individualism–collectivism in cultural products. *Personality and Social Psychology Review*, 12, 199–221.
- Morr Serewicz, M. C., & Gale, E. (2008). First-date scripts: Gender roles, context, and relationship. *Sex Roles*, 58, 149–164.
- Morris, D. (1999, June 15). "The first lady's little problem," *New York Post*.
- Morris, M. W., & Peng, K. (1994). Culture and cause: American and Chinese attributions for social and physical events. *Journal of Personality and Social Psychology*, 67, 949–971.
- Morris, M. W., Podolny, J. M., & Ariel, S. (2001). Culture, norms, and obligations: Cross-national differences in patterns of interpersonal norms and felt obligations toward co-workers. In W. Wosinska, R. B. Cialdini, D. W. Barrett, & J. Reykowski (Eds.), *The practice of social influence in multiple cultures* (pp. 97–124). Mahwah, NJ: Erlbaum.
- Morris, S. J., & Kanfer, F. H. (1983). Altruism and depression. *Personality and Social Psychology Bulletin*, 9, 567–577.
- 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.

- Morrison, J. D. (1993). *Group composition and creative performance*. Unpublished doctoral dissertation, University of Tulsa, Tulsa, OK.
- Morrison, K. R., & Ybarra, O. (2008). The effects of realistic threat and group identification on social dominance orientation. *Journal of Experimental Social Psychology*, 44, 156–163.
- Morry, M. M. (2005). Allocentrism and friendship satisfaction: The mediating roles of disclosure and closeness. *Canadian Journal of Behavioural Science*, 37, 211–222.
- Mortenson, G., & Relin, D. O. (2006). *Three cups of tea: One man's mission to promote peace one school at a time*. New York: Penguin.
- 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, 365–380.
- Moskowitz, G. B. (1993). Individual differences in social categorization: The influence of Personal Need for Structure on spontaneous trait inferences. *Journal of Personality and Social Psychology*, 65, 132–142.
- Moskowitz, G. B. (2002). Preconscious effects of temporary goals on attention. *Journal of Experimental Social Psychology*, 38, 397–404.
- Moskowitz, G. B. (2005). *Social cognition: Understanding self and others*. New York: Guilford Press.
- Moskowitz, G. B., & Roman, R. J. (1992). Spontaneous trait inferences as self-generated primes: Implications for conscious social judgment. *Journal of Personality and Social Psychology*, 62, 728–738.
- Moskowitz, G. B., Salomon, A. R., & Taylor, C. M. (2000). Preconsciously controlling stereotyping: Implicitly activated egalitarian goals prevent the activation of stereotypes. *Social Cognition*, 18, 151–177.
- Mugny, G. (1982). *The power of minorities*. New York: Academic Press.
- Mullen, B. (1983). Operationalizing the effect of the group on the individual: A self-attention perspective. *Journal of Experimental Social Psychology*, 19, 295–322.
- Mullen, B. (1986). Atrocity as a function of lynch mob composition: A self-attention perspective. *Personality and Social Psychology Bulletin*, 12, 187–197.
- Mullen, B., & Copper, C. (1994). The relation between group cohesiveness and performance: An integration. *Psychological Bulletin*, 115, 210–227.
- Mullen, B., & Hu, L. T. (1989). Perceptions of ingroup and outgroup variability: A meta-analytic integration. *Basic and Applied Social Psychology*, 10, 233–252.
- Mullen, B., & Riordan, C. A. (1988). Self-serving attributions for performance in naturalistic settings: A meta-analytic review. *Journal of Applied Social Psychology*, 18, 3–22.
- Mullen, B., Anthony, T., Salas, E., & Driskell, J. E. (1994). Group cohesiveness and quality of decision making: An integration of tests of the groupthink hypothesis. *Small Group Research*, 25, 189–204.
- Mullen, B., Brown, R., & Smith, C. (1992). Ingroup bias as a function of salience, relevance, and status: An integration. *European Journal of Social Psychology*, 22, 103–122.
- Mullen, B., Salas, E., & Driskell, J. E. (1989). Salience, motivation, and artifact as contributions to the relation between participation rate and leadership. *Journal of Experimental Social Psychology*, 25, 545–559.
- Mullin, C. R., & Linz, D. (1995). Desensitization and resensitization to violence against women: Effects of exposure to sexually violent films on judgments of domestic violence victims. *Journal of Personality & Social Psychology*, 69, 449–459.
- Munro, R. L., Hulefeld, R., Rodgers, J. M., Tomeo, D. L., & Yamazaki, S. K. (2000). Aggression among children in four cultures. *Cross-cultural Research*, 34, 3.25.
- Muraven, M., & Baumeister, R. F. (2000). Self-regulation and depletion of limited resources: Does self-control resemble a muscle? *Psychological Bulletin*, 126, 247–259.
- Murdock G. P. (1923/1970). Rank and potlatch among the Haida. In *Yale University publications in anthropology* (Vol. 13). New Haven, CT: Human Relations Area Files Press.
- Murray, H. A. (1938). *Explorations in personality*. New York: Oxford University Press.
- Murray, S. L., Holmes, J. G., Bellavia, G., Griffin, D. W., & Dolderman, D. (2002a). Kindred spirits? The benefits of egocentrism in close relationships. *Journal of Personality & Social Psychology*, 82, 563–581.
- Murray, S. L., Rose, P., Bellavia, G. M., Holmes, J. G., & Kusche, A. G. (2002b). When rejection stings: How self-esteem constrains relationship-enhancement processes. *Journal of Personality & Social Psychology*, 83, 557–573.
- Musch, J., & Grondin, S. (2001). Unequal competition as an impediment to personal development: A review of the relative age effect in sport. *Developmental Review*, 21, 147–167.
- Mussweiler, T., & Strack, F. (2000). The use of category and exemplar knowledge in the solution of anchoring tasks. *Journal of Personality and Social Psychology*, 78, 1038–1052.
- 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. (1975). Discussion-induced attitude polarization. *Human Relations*, 28, 699–714.
- Myers, D. G. (1978). Polarizing effects of social comparison. *Journal of Experimental Social Psychology*, 14, 554–563.
- Myers, D. G. (2000). The funds, friends, and faith of happy people. *American Psychologist*, 55, 56–67.
- Myers, D. G., & Bishop, G. D. (1970). Discussion effects on racial attitudes. *Science*, 169, 778–789.
- Nabi, H., Consoli, S. M., Chastang, J. F., Chiron, M., Lafont, S., & Lagarde, E. (2005). Type A behavior pattern, risky driving behaviors, and serious road traffic accidents: A prospective study of the GAZEL cohort. *American Journal of Epidemiology*, 161, 864–870.
- Naccarato, M. E. (1988). *The impact of need for structure on stereotyping and discrimination*. Unpublished master's thesis, University of Waterloo, Ontario.
- Nadler, A. (1986). Self-esteem and the seeking and receiving of help: Theoretical and empirical perspectives. In B. Maher & W. Maher (Eds.), *Progress in experimental personality research* (Vol. 14, pp. 115–163). New York: Academic Press.
- Nadler, A. (1991). Help-seeking behavior: Psychological costs and instrumental benefits. In M. S. Clark (Ed.), *Review of personality and social psychology* (Vol. 12, pp. 290–311). Newbury Park, CA: Sage.
- Nadler, A., & Fisher, J. D. (1986). The role of threat to self-esteem and perceived control in recipient reaction to help: Theory development and empirical validation. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 19, pp. 81–122). San Diego, CA: Academic Press.
- Nadler, A., Maler, S., & Friedman, A. (1984). Effects of helper's sex, subject's sex, subject's androgyny and self-evaluation on males' and females' willingness to seek and receive help. *Sex Roles*, 10, 327–339.
- Nail, P. R., & Van Leeuwen, M. D. (1993). An analysis and restructuring of the diamond model of social response. *Personality and Social Psychology Bulletin*, 19, 106–116.
- Nail, P. R., Correll, J. S., Drake, C. E., Glenn, S. B., Scott, G. M., & Stuckey, C. (2001). A validation study of the preference for consistency scale. *Personality and Individual Differences*, 31, 1193–1202.
- Nail, P. R., MacDonald, G., & Levy, D. A. (2000). Proposal of a four-dimensional

- model of social response. *Psychological Bulletin*, 126, 454–470.
- Nakao, K. (1987). Analyzing sociometric preferences: An example of Japanese and U.S. business groups. *Journal of Social Behavior and Personality*, 2, 523–534.
- Napier, J. L., & Jost, J. T. (2008). The “antidemocratic personality” revisited: A cross-national investigation of working-class authoritarianism. *Journal of Social Issues*, 64, 595–617.
- Nathanson, S. (1987). *An eye for an eye? The morality of punishing by death*. Totowa, NJ: Rowman & Littlefield.
- National Center for Health Statistics, Centers for Disease Control. (2002, Sept. 11). Deaths: Final data for 2000. *National Vital Statistics Report*, 50, 15.
- National Research Council (2003). *The polygraph and lie detection*. Washington, D.C.: National Academic Press.
- Navarrete, C. D. (2005). Death concerns and other adaptive challenges: The effects of coalition-relevant challenges on worldview defense in the U.S. and Costa Rica. *Group Processes and Intergroup Relations*, 8, 411–427.
- Navarrete, C. D., & Fessler, D. M. T. (2006). Disease avoidance and ethnocentrism: The effects of disease vulnerability and disgust sensitivity on intergroup attitudes. *Evolution and Human Behavior*, 27, 270–282.
- Navarrete, C. D., Fessler, D. M. T., & Eng, S. J. (2007). Elevated ethnocentrism in the first trimester of pregnancy. *Evolution and Human Behavior*, 28, 60–65.
- Navarrete, C. D., Kurzban, R., Fessler, D. M. T., & Kirkpatrick, L. A. (2004). Anxiety and intergroup bias: Terror management or coalitional psychology? *Group Processes & Intergroup Relations*, 7, 370–397.
- Navarrete, C. D., Olsson, A., Ho, A. K., Mendes, W. B., Thomsen, L., & Sidanius, J. (2009). Fear extinction to an out-group face: The role of target gender. *Psychological Science*, 20, 155–158.
- Neidert, G. P., & Linder, D. E. (1990). Avoiding social traps: Some conditions that maintain adherence to restricted consumption. *Social Behaviour*, 5, 261–284.
- Neighbors, C., Vietor, N. A., & Knee, C. R. (2002). A motivational model of driving anger and aggression. *Personality & Social Psychology Bulletin*, 28, 324–335.
- Nelson, F. D., & Norton, M. I. (2005). From student to superhero: Situational primes shape future helping. *Journal of Experimental Social Psychology*, 41, 423–430.
- Nelson, L. L., & Milburn, T. W. (1999). Relationships between problem-solving competencies and militaristic attitudes: Implications for peace education. *Peace and Conflict: Journal of Peace Psychology*, 5, 149–168.
- Nemeth, C. J. (1992). Minority dissent as a stimulant to group performance. In S. Worchel, W. Wood, & J. A. Simpson (Eds.), *Group process and productivity* (pp. 95–111). Newbury Park, CA: Sage.
- Nemeth, C. J., & Wachtler, J. (1974). Creating perceptions of consistency and confidence: A necessary condition for minority influence. *Sociometry*, 37, 529–540.
- Nemeth, C. J., Mayseless, O., Sherman, J., & Brown, Y. (1990). Improving recall by exposure to consistent dissent. *Journal of Personality and Social Psychology*, 58, 429–437.
- Neuberg, S. L., Kenrick, D. T., & Schaller, M. (in press). Evolutionary social psychology. In S. T. Fiske, D. T. Gilbert, & G. Lindzey (Eds.), *Handbook of social psychology* (5th edition). New York: John Wiley & Sons.
- Neuberg, S. L. (1989). The goal of forming accurate impressions during social interactions: Attenuating the impact of negative expectancies. *Journal of Personality and Social Psychology*, 56, 374–386.
- Neuberg, S. L., & Fiske, S. T. (1987). Motivational influences on impression formation: Outcome dependency, accuracy-driven attention, and individuating processes. *Journal of Personality and Social Psychology*, 53, 431–444.
- Neuberg, S. L., & Newsom, J. T. (1993). Personal need for structure: Individual differences in the desire for simple structure. *Journal of Personality and Social Psychology*, 65, 113–131.
- Neuberg, S. L., Schaller, M., & Kenrick, D. T. (2009). Evolutionary social psychology. In S. T. Fiske, D. T. Gilbert, & G. Lindzey (Eds.), *Handbook of social psychology* (5th edition). New York: John Wiley & Sons.
- Neuberg, S. L., Smith, D. M., Hoffman, J. C., & Russell, F. J. (1994). When we observe stigmatized and “normal” individuals interacting: Stigma by association. *Personality and Social Psychology Bulletin*, 20, 196–209.
- Neumann, R. (2000). The causal influences of attributions on emotions: A procedural priming approach. *Psychological Science*, 11, 179–182.
- Newby-Clark, I. R., McGregor, I., & Zanna, M. P. (2002). Thinking and caring about cognitive inconsistency. *Journal of Personality and Social Psychology*, 82, 157–166.
- Newcomb, T. M. (1961). *The acquaintance process*. New York: Holt, Rinehart and Winston.
- Neyer, F. J., & Lang, F. R. (2003). Blood is thicker than water: Kinship orientation across adulthood. *Journal of Personality and Social Psychology*, 84, 310–321.
- Nezlek, J. B. (1993). The stability of social interaction. *Journal of Personality and Social Psychology*, 65, 930–941.
- Nezlek, J. B., & Derk, P. (2001). Use of humor as a coping mechanism, psychological adjustment, and social interaction. *Humor: International Journal of Humor Research*, 14, 395–413.
- Nezlek, J. B., & Leary, M. R. (2002). Individual differences in self-presentational motives in daily social interaction. *Personality and Social Psychology Bulletin*, 28, 211–223.
- Nezlek, J. B., Hampton, C. P., & Shean, G. D. (2000). Clinical depression and day-to-day social interaction in a community sample. *Journal of Abnormal Psychology*, 109, 11–19.
- Nezlek, J. B., Richardson, D. S., Green, L. R., & Schatten-Jones, E. C. (2002). Psychological well-being and day-to-day social interaction among older adults. *Personal Relationships*, 9, 57–71.
- Niedenthal, P. M., Tangney, J. P., & Gavanski, I. (1994). “If only I weren’t” versus “If only I hadn’t”: Distinguishing shame and guilt in counterfactual thinking. *Journal of Personality and Social Psychology*, 67, 585–595.
- Niemann, Y. F., Jennings, L., Rozelle, R. M., Baxter, J. C., & Sullivan, E. (1994). Use of free responses and cluster analysis to determine stereotypes of eight groups. *Personality and Social Psychology Bulletin*, 20, 379–390.
- Nier, J. A., Gaertner, S. L., Dovidio, J. F., Banker, B. S., Ward, C. M., & Rust, M. C. (2001). Changing interracial evaluations and behavior: The effects of a common group identity. *Group Processes and Intergroup Relations*, 4, 299–316.
- Nisbett, R. E. (1993). Violence and U.S. regional culture. *American Psychologist*, 48, 441–449.
- Nisbett, R. E., & Ross, L. (1980). *Human inference*. Englewood Cliffs, NJ: Prentice Hall.
- Nisbett, R. E., Polly, G., & Lang, S. (1995). Homicide and regional U.S. culture. In R. B. Ruback & N. A. Weiner (Eds.), *Interpersonal violent behaviors* (pp. 135–151). New York: Springer.
- Noel, J. G., Wann, D. L., & Branscombe, N. R. (1995). Peripheral ingroup membership status and public negativity toward outgroups. *Journal of Personality and Social Psychology*, 68, 127–137.
- Nolan, J. M., Schultz, P. W., Cialdini, R. B., Goldstein, N. J., & Griskevicius, V. (2008). Normative social influence is underdetected. *Personality and Social Psychology Bulletin*, 34, 913–923.
- Norenzayan, A., & Heine, S. J. (2005). Psychological universals: What are they and how can we know? *Psychological Bulletin*, 131, 763–784.
- Norenzayan, A., & Nisbett, R. E. (2000). Culture and causal cognition. *Current Directions in Psychological Science*, 9, 132–135.

- Norenzayan, A., Choi, I., & Nisbett, R. E. (2002). Cultural similarities and differences in social inference: Evidence from behavioral predictions and lay theories of behavior. *Personality and Social Psychology Bulletin*, 28, 109–120.
- Norenzayan, A., Schaller, M., & Heine, S. J. (2006). Evolution and culture. In M. Schaller, J. A. Simpson, & D. T. Kenrick (Eds.), *Evolution and social psychology* (pp. 343–364). New York: Psychology Press.
- Norrander, B. (1997). The independence gap and the gender gap. *Public Opinion Quarterly*, 61, 464–476.
- Norton, M. I., Frost, J. H., & Ariely, D. (2007). Less is more: The lure of ambiguity, or why familiarity breeds contempt. *Journal of Personality and Social Psychology*, 92, 97–105.
- Notarius, C., & Markman, H. (1993). *We can work it out: Making sense of marital conflict*. New York: G. P. Putnam's Sons.
- Notarius, C., & Pellegrini, D. (1984). Marital processes as stressors and stress mediators: Implications for marital repair. In S. Duck (Ed.), *Personal relationship, Vol. 5: Repairing personal relationships* (pp. 67–88). London: Academic Press.
- Novaco, R. W. (1975). *Anger control: The development and evaluation of an experimental treatment*. Lexington, MA: Lexington Books.
- Novaco, R. W. (1995). Clinical problems of anger and its assessment and regulation through a stress coping skills approach. In W. O'Connor & L. Krasner (Eds.), *Handbook of psychological skills training: Clinical techniques and applications* (pp. 320–338). Boston: Allyn & Bacon.
- Nowak, A., & Vallacher, R. R. (1998). *Dynamical social psychology*. New York: Guilford.
- Nowak, M. A., Sasaki, A., Taylor, C., & Fudenberg, D. (2004). Emergence of cooperation and evolutionary stability in finite populations. *Nature*, 428, 646–650.
- Nowicki, S., & Manheim, S. (1991). Interpersonal complementarity and time of interaction in female relationships. *Journal of Research in Personality*, 32, 322–333.
- O'Brian, M. E., & Jacks, J. Z. (2000, February). *Values, self, and resistance to persuasion*. Poster session presented at the annual meeting of the Society of Personality and Social Psychology, Nashville, Tennessee.
- O'Brien, J. A. (1993, September 23). Mother's killing still unresolved, but Peter Reilly puts past behind. *The Hartford Courant*, p. A1.
- O'Gorman, R., Wilson, D. S., & Miller, R. R. (2008). An evolved cognitive bias for social norms. *Evolution and Human Behavior*, 29, 71–78.
- O'Sullivan, M. (2008). Home runs and humbugs: Comment on Bond and DePaulo (2008). *Psychological Bulletin*, 134, 493–497.
- O'Sullivan, M., Ekman, P., & Friesen, W. V. (1988). The effect of comparisons on detecting deceit. *Journal of Nonverbal Behavior*, 12, 203–215.
- O'Sullivan, P. B., Hunt, S. K., & Lippert, L. R. (2004). Mediated immediacy: A language of affiliation in a technological age. *Journal of Language and Social Psychology*, 23, 464–490.
- Oakes, P. J., Haslam, S. A., & Turner, J. C. (1994). *Stereotyping and social reality*. Oxford, U.K.: Blackwell.
- Ochsner, K. N., & Lieberman, M. D. (2001). The emergence of social cognitive neuroscience. *American Psychologist*, 56, 717–734.
- Ohman, A., & Mineka, S. (2001). Fears, phobias, and preparedness: Toward an evolved module of fear and fear learning. *Psychological Review*, 108, 483–522.
- Ohman, A., Lundqvist, D., & Esteves, F. (2001). The face in the crowd revisited: A threat advantage with schematic stimuli. *Journal of Personality & Social Psychology*, 80, 381–396.
- Ohse, D. M., & Stockdale, M. S. (2008). Age comparisons in workplace sexual harassment perceptions. *Sex Roles*, 59, 240–253.
- Oishi, S., Wyer, R. S., & Colcombe, S. J. (2000). Cultural variation in the use of current life satisfaction to predict the future. *Journal of Personality & Social Psychology*, 78, 434–445.
- Okimoto, D. I., & Rohlen, T. P. (1988). *Inside the Japanese system: Readings on contemporary society and political economy*. Stanford, CA: Stanford University Press.
- Olds, J. M., & Milner, P. M. (1954). Positive reinforcement produced by electrical stimulation of the septal area and other areas of the rat brain. *Journal of Comparative and Physiological Psychology*, 47, 419–427.
- Oliner, S. P., & Oliner, P. M. (1988). *The altruistic personality: Rescuers of Jews in Nazi Europe*. New York: The Free Press.
- Olson, J. M., Hafer, C. L., & Taylor, L. (2001). I'm mad as hell, and I'm not going to take it anymore: Reports of negative emotions as a self-preservation tactic. *Journal of Applied Social Psychology*, 31, 981–999.
- Olson, J. M., Vernon, P. A., Harris, J. A., & Jang, K. L. (2001). The heritability of attitudes: A study of twins. *Journal of Personality and Social Psychology*, 80, 845–860.
- Olson, M., & Fazio, R. H. (2002). Implicit acquisition and manifestation of classically conditioned attitudes. *Social Cognition*, 20, 89–104.
- Olsson, A., Ebert, J. P., Banaji, M. R., & Phelps, E. A. (2005). The role of social groups in the persistence of learned fear. *Science*, 309, 785–787.
- Olweus, D. (1978). *Aggression in schools*. New York: Wiley.
- 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.
- Olzak, S. (1992). *The dynamics of ethnic competition and conflict*. Stanford, CA: Stanford University Press.
- Oppenheimer, D. M. (2004). Spontaneous discounting of availability in frequency judgment tasks. *Psychological Science*, 15, 100–105.
- Orians, G. H. (1969). On the evolution of mating systems in birds and mammals. *American Naturalist*, 103, 589–603.
- Orive, R. (1988). Social projection and social comparison of opinions. *Journal of Personality and Social Psychology*, 54, 953–964.
- Osborne, J. W. (1995). Academics, self-esteem, and race: A look at the underlying assumptions of the disidentification hypothesis. *Personality and Social Psychology Bulletin*, 21, 449–455.
- Osborne, R. E., & Gilbert, D. T. (1992). The preoccupation hazards of social life. *Journal of Personality and Social Psychology*, 62, 219–228.
- Osgood, C. E. (1962). *An alternative to war or surrender*. Urbana: University of Illinois Press.
- Oskamp, S. (2000). A sustainable future for humanity: How can psychology help? *American Psychologist*, 55, 496–508.
- Ostovich, J. M., & Sabini, J. (2005). Timing of puberty and sexuality in men and women. *Archives of Sexual Behavior*, 34, 197–206.
- Oswald, D. L., & Clark, E. M. (2003). Best friends forever? High school friendships and the transition to college. *Personal Relationships*, 10, 187–205.
- Oswald, D. L., Clark, E. M., & Kelly, C. M. (2004). Friendship maintenance: An analysis of individual and dyad behaviors. *Journal of Social and Clinical Psychology*, 23, 413–441.
- Otta, E., Queiroz, R. D., Campos, L. D., daSilva, M., & Silveira, M. T. (1999). Age differences between spouses in a Brazilian marriage sample. *Evolution and Human Behavior*, 20, 99–104.
- Ottati, V., & Lee, Y.-T. (1995). Accuracy: A neglected component of stereotype research. In Y.-T. Lee, L. J. Jussim, & C. R. McCauley (Eds.), *Stereotype accuracy: Toward appreciating group differences* (pp. 29–59). Washington, DC: American Psychological Association.
- Otten, C. A., Penner, L. A., & Altabe, M. N. (1991). An examination of therapists' and college students' willingness to

- help a psychologically distressed person. *Journal of Social and Clinical Psychology*, 10, 102–120.
- Otten, C. A., Penner, L. A., & Waugh, G. (1988). What are friends for: The determinants of psychological helping. *Journal of Social and Clinical Psychology*, 7, 34–41.
- Otten, S., & Moskowitz, G. B. (2000). Evidence for implicit evaluative in-group bias: Affect-biased spontaneous trait inference in a minimal group paradigm. *Journal of Experimental Social Psychology*, 36, 77–89.
- Overall, N. C., Fletcher, G. J. O., & Friesen, M. D. (2003). Mapping the intimate relationship mind: Comparisons between three models of attachment representations. *Personality and Social Psychology Bulletin*, 29, 1479–1493.
- Overall, N. C., Fletcher, G. J. O., & Simpson, J. A. (2006). Regulation processes in intimate relationships: The role of ideal standards. *Journal of Personality and Social Psychology*, 91, 662–685.
- “Ovitz and out at Disney.” (1996, December 13). *New York Daily News*, p. 7.
- “Ovitz, Hollywood power broker, resigns from no. 2 job at Disney.” (1996, December 13). *New York Times*, 1.
- Owens, L., Shute, R., & Slee, P. (2000). “Guess what I just heard!”: Indirect aggression among teenage girls in Australia. *Aggressive Behavior*, 26, 67–83.
- Oyserman, D., & Lee, S. W. S. (2008). Does culture influence what and how we think? Effects of priming individualism and collectivism. *Psychological Bulletin*, 134, 311–342.
- Oyserman, D., Bybee, D., Terry, K., & Hart-Johnson, T. (2004). Possible selves as roadmaps. *Journal of Research in Personality*, 38, 130–149.
- Ozer, D. J. (1986). *Consistency in personality: A methodological framework*. New York: Springer-Verlag.
- Packer, D. J. (2008). Identifying systematic disobedience in Milgram's experiments: A meta-analytic review. *Perspectives on Psychological Science*, 3, 301–304.
- Padilla, A. M. (1994). Bicultural development: A theoretical and empirical examination. In R. G. Malgady & O. Rodriguez (Eds.), *Theoretical and conceptual issues in Hispanic mental health* (pp. 20–51). Malabar, FL: Krieger.
- Page, B. I., Shapiro, R. Y., & Dempsey, G. (1987). What moves public opinion? *American Political Science Review*, 81, 23–43.
- Paicheler, G. (1977). Norms and attitude change II: The phenomenon of bipolarization. *European Journal of Social Psychology*, 7, 5–14.
- Palmer, C. T. (1993). Anger, aggression, and humor in Newfoundland floor hockey: An evolutionary analysis. *Aggressive Behavior*, 19, 167–173.
- Paloutzian, R. F., & Ellison, C. W. (1982). Loneliness, spiritual well-being and the quality of life. In L. A. Peplau & D. Perlman (Eds.), *Loneliness: A sourcebook of current theory, research, and therapy* (pp. 224–237). New York: Wiley.
- Pandey, J., & Rastagi, R. (1979). Machiavellianism and ingratiation. *Journal of Social Psychology*, 108, 221–225.
- Panksepp, J. (2003). Can anthropomorphic analyses of separation cries in other animals inform us about the emotional nature of social loss in humans? Comment on Blumberg and Sokoloff (2001). *Psychological Review*, 100, 376–388.
- Panksepp, J. (2005). Why does separation distress hurt? Comment on MacDonald and Leary (2005). *Psychological Bulletin*, 131, 224–230.
- Panksepp, J., Siviy, S. M., & Normansell, L. A. (1985). Brain opioids and social emotions. In M. Reite & T. Field (Eds.), *The psychobiology of attachment and separation* (pp. 3–50). London: Academic Press.
- Paolini, S., Hewstone, M., Cairns, E., & Voci, A. (2004). Effects of direct and indirect cross-group friendships on judgments of Catholics and Protestants in Northern Ireland: The mediating role of an anxiety-reduction mechanism. *Personality and Social Psychology Bulletin*, 30, 770–786.
- Park, B., Judd, C. M., & Ryan, C. S. (1991). Social categorization and the representation of variability information. In W. Stroebe & M. Hewstone (Eds.), *European review of social psychology* (Vol. 2, pp. 211–245). New York: Wiley.
- Park, J. H., & Schaller, M. (2005). Does attitude similarity serve as a heuristic cue for kinship? Evidence of an implicit cognitive association. *Evolution and Human Behavior*, 26, 158–170.
- Park, J. H., Wieling, M. B., Buunk, A. P., & Massar, K. (2008). Sex-specific relationship between digit ratio (2D:4D) and romantic jealousy. *Personality and Individual Differences*, 44, 1039–1045.
- Park, J., & Banaji, M. R. (2000). Mood and heuristics: The influence of happy and sad states on sensitivity and bias in stereotyping. *Journal of Personality and Social Psychology*, 78, 1005–1023.
- Park, L., & Maner, J. K. (2009). Does self-threat promote social connection? The role of self-esteem and contingencies of self-worth. *Journal of Personality & Social Psychology*, 96, 203–217.
- Park, L. E., Crocker, J., & Mickelson, K. D. (2004). Attachment styles and contingencies of self-worth. *Personality and Social Psychology Bulletin*, 30, 1243–1254.
- Park, S., & Catrambone, R. (2007). Social facilitation effects of virtual humans. *Human Factors*, 49, 1054–1060.
- 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, pp. 135–172). New York: Academic Press.
- Parkinson, B., Briner, R. B., Reynolds, S., & Totterdell, P. (1995). Time frames for mood: Relations between momentary and generalized ratings of affect. *Personality and Social Psychology Bulletin*, 21, 331–339.
- Parks, C. D., & Vu, A. D. (1994). Social dilemma behavior of individuals from highly individualistic and collectivist cultures. *Journal of Conflict Resolution*, 38, 708–718.
- Parks, C. D., Henager, R. F., & Scamahorn, S. D. (1996). Trust and reactions to messages of intent in social dilemmas. *Journal of Conflict Resolution*, 40, 134–151.
- Parks, C. D., Rumble, A. C., & Posey, D. C. (2002). The effects of envy on reciprocation in a social dilemma. *Personality & Social Psychology Bulletin*, 28, 509–520.
- Parks, C. D., Sanna, L. J., & Berel, S. R. (2001). Actions of similar others as inducements to cooperate in social dilemmas.
- Parks-Stamm, E. J., Heilman, M. E., & Hearns, K. A. (2008). Motivated to penalize: Women's strategic rejection of successful women. *Personality and Social Psychology Bulletin*, 34, 237–247.
- Parrott, W. G. (2002). The functional utility of negative emotions. In L. F. Barrett & P. Salovey (Eds.), *The wisdom in feeling: Psychological processes in emotional intelligence* (pp. 341–359). New York: Guilford Press.
- Pashler, H. (1994). Dual-task interference in simple tasks: Data and theory. *Psychological Bulletin*, 116, 220–244.
- Pass, J. A., Lindenberg, S. M., & Park, J. H. (in press). All you need is love: Is the sociometer especially sensitive to one's mating capacity? *European Journal of Social Psychology*.
- Pataki, S. P., Shapiro, C., & Clark, M. S. (1994). Children's acquisition of appropriate norms for friendships and acquaintances. *Journal of Personal Relationships*, 11, 427–442.
- Patterson, G. R. (1997). Performance models for parenting: A social interactional perspective (pp. 193–226). In J. E. Gruser & L. Kuczynski (Eds.), *Parenting and children's internalization of values: A handbook of contemporary theory*. New York: John Wiley & Sons.

- Patterson, G. R., Chamberlain, P., & Reid, J. B. (1982). A comparative evaluation of parent training procedures. *Behavior Therapy*, 13, 638–650.
- Patterson, M. P. (1983). *Nonverbal behavior: A functional perspective*. New York: Springer-Verlag.
- Paulhus, D. L. (1993). Bypassing the will: The automatization of affirmations. In D. M. Wegner & J. W. Pennebaker (Eds.), *Handbook of mental control* (pp. 573–587). Englewood Cliffs, NJ: Prentice-Hall.
- Paulhus, D. L., Martin, C. L., & Murphy, G. K. (1992). Some effects of arousal on sex stereotyping. *Personality and Social Psychology Bulletin*, 18, 325–330.
- Pavlidis, I., Eberhardt, N. L., & Levine, J. A. (2002). Seeing through the face of deception. *Nature*, 415, 35.
- Pawlowski, B., & Dunbar, R. I. M. (1999). Withholding age as putative deception in mate search tactics. *Evolution & Human Behavior*, 20, 53–69.
- Pawlowski, B., & Jasienska, G. (2005). Women's preferences for sexual dimorphism in height depend on menstrual cycle phase and expected duration of relationship. *Biological Psychology*, 70, 38–43.
- 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.
- Payne, B. K., Lambert, A. J., & Jacoby, L. L. (2002). Best laid plans: Effects of goals on accessibility bias and cognitive control in race-based misperceptions of weapons. *Journal of Experimental Social Psychology*, 38, 384–396.
- Payne, B. K., Shimizu, Y., & Jacoby, L. L. (2005). Mental control and visual illusions: Toward explaining race-biased weapon misidentifications. *Journal of Experimental Social Psychology*, 41, 36–47.
- Pearce, P. L., & Amato, P. R. (1980). A taxonomy of helping: A multidimensional scaling analysis. *Social Psychology Quarterly*, 43, 363–371.
- Peck, S. R., Shaffer, D. R., & Williamson, G. M. (2004). Sexual satisfaction and relationship satisfaction in dating couples: The contributions of relationships communality and favorability of sexual exchanges. *Journal of Psychology and Human Sexuality*, 16, 17–37.
- Pedersen, W. C., Bushman, B. J., Vasquez, E. A., & Miller, N. (2008). Kicking the (barking) dog effect: The moderating role of target attributes on triggered displaced aggression. *Personality and Social Psychology Bulletin*, 34, 1382–1395.
- Pedersen, W. C., Gonzales, C., & Miller, N. (2000). The moderating effect of trivial triggering provocation on displaced aggression. *Journal of Personality & Social Psychology*, 78, 913–927.
- Pelham, B. W. (1993). On the highly positive thoughts of the highly depressed. In R. Baumeister (Ed.), *Self-esteem: The puzzle of low self-regard* (pp. 183–200). New York: Plenum.
- Pelham, B. W., Carvallo, M., & Jones, J. T. (2005). Implicit egotism. *Current Directions in Psychological Science*, 14, 106–110.
- Pelham, B. W., Mirenberg, M. C., & Jones, J. T. (2002). Why Susie sells seashells by the seashore: Implicit egotism and major life decisions. *Journal of Personality & Social Psychology*, 82, 469–487.
- Pelled, L. H. (1996). Demographic diversity, conflict, and work group outcomes: An intervening process theory. *Organization Science*, 7, 615–631.
- Pelz, D. C. (1956). Some social factors related to performance in a research organization. *Administrative Science Quarterly*, 1, 310–325.
- Pemberton, M. B., Insko, C. A., & Schopler, J. (1996). Memory for and experience of differential competitive behavior of individuals and groups. *Journal of Personality and Social Psychology*, 71, 953–966.
- Pemberton, M., & Sedikides, C. (2001). When do individuals help close others improve? The role of information diagnosticity. *Journal of Personality and Social Psychology*, 81, 234–246.
- Pendry, L. F., & Macrae, C. N. (1994). Stereotypes and mental life: The case of the motivated but thwarted tactician. *Journal of Experimental Social Psychology*, 30, 303–325.
- Pendry, L. F., & Macrae, C. N. (1996). What the disinterested perceiver overlooks: Goal-directed social categorization. *Personality and Social Psychology Bulletin*, 22, 249–256.
- Penn, D. J. (2003). The evolutionary roots of our environmental problems: Toward a Darwinian ecology. *Quarterly Review of Biology*, 78, 275–301.
- Pennebaker, J. W., Barger, S. D., & Tiebout, J. (1989). Disclosure of traumas and health among holocaust survivors. *Psychosomatic Medicine*, 51, 577–589.
- Pennebaker, J. W., Hughes, C. F., & O'Heeron, R. C. (1987). The psychophysiology of confession: Linking inhibitory and psychosomatic processes. *Journal of Personality and Social Psychology*, 52, 781–793.
- Penner, L. A. (2002). The causes of sustained volunteerism: An interactionist perspective. *Journal of Social Issues*, 58, 447–467.
- Penner, L. A. (2005). The effects of September 11, 2001 attacks on volunteering. *Journal of Applied Social Psychology*, 35, 1333–1360.
- Penner, L. A., & Finkelstein, M. A. (1998). Dispositional and structural determinants of volunteerism. *Journal of Personality and Social Psychology*, 74, 525–537.
- Penner, L. A., Dertke, M. C., & Achenbach, C. J. (1973). The flash system: A field study of altruism. *Journal of Applied Social Psychology*, 3, 362–373.
- Penninx, B. W. J. H., Rejeski, W. J., Pandya, J., Miller, M. E., DiBari, M., Applegate, W. B., & Pahor, M. (2002). Exercise and depressive symptoms: A comparison of aerobic and resistance exercise effects on emotional and physical function in older persons with high and low depressive symptomatology. *Journals of Gerontology B: Psychological Sciences and Social Sciences*, 57B, 124–132.
- Penton-Voak, I. S., Little, A. C., Jones, B. C., Burt, D. M., Tiddeman, B. P., & Perrett, D. J. (2003). Female condition influences preferences for sexual dimorphism in faces of male humans (*Homo sapiens*). *Journal of Comparative Psychology*, 117, 264–271.
- Penton-Voak, I. S., & Perrett, D. I. (2000). Female preference for male faces changes cyclically: Further evidence. *Evolution and Human Behavior*, 21, 39–48.
- Penton-Voak, I. S., Perrott, D. I., Castles, D. L., Kobayashi, T., Burt, D. M., Murray, L. K., & Minamisawa, R. (1999). Menstrual cycle alters face preference. *Nature*, 399, 741–742.
- Peplau, L. A., Russell, D., & Heim, M. (1979). The experience of loneliness. In I. H. Frieze, D. Bar-Tal, & J. S. Carroll (Eds.), *New approaches to social problems: Applications of attribution theory*. San Francisco: Jossey-Bass.
- Peretti, P. O., & Abplanalp, R. R. (2004). Chemistry in the college dating process: Structure and function. *Social Behavior and Personality*, 32, 147–154.
- Perloff, R. M. (1993). *The dynamics of persuasion*. Hillsdale, NJ: Erlbaum.
- Pervin, L. A. (1992). Traversing the individual-environment landscape: A personal odyssey. In W. B. Walsh, K. H. Craik, & R. H. Price (Eds.), *Person-environment psychology: Models and perspectives* (pp. 71–88). Hillsdale, NJ: Erlbaum.
- Pervin, L. A., & Rubin, D. B. (1967). Student dissatisfaction with college and the college dropout: A transactional approach. *Journal of Social Psychology*, 72, 285–295.
- Pessiglione, M., Petrovic, P., Daunizeau, J., Palminteri, S., Dolan, R. J., & Frith, C. D. (2008). Subliminal instrumental conditioning demonstrated in the human brain. *Neuron*, 59, 561–567.
- Peterson, B. E., Doty, R. M., & Winter, D. G. (1993). Authoritarianism and attitudes towards contemporary issues. *Personality and Social Psychology Bulletin*, 19, 174–184.

- Petrocelli, J. V., Tormala, Z. L., & Rucker, D. D. (2007). Unpacking attitude certainty: Attitude certainty and attitude correctness. *Journal of Personality and Social Psychology*, 92, 30–41.
- Petronio, S. (2002). *Boundaries of privacy: Dialectics of disclosure*. Albany: State University of New York Press.
- Pettigrew, T. F. (1979). The ultimate attribution error: Extending Allport's cognitive analysis of prejudice. *Personality and Social Psychology Bulletin*, 5, 461–476.
- Pettigrew, T. F. (1997). Generalized intergroup contact effects on prejudice. *Personality and Social Psychology Bulletin*, 23, 173–185.
- 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., Christ, O., Wagner, U., & Stellmacher, J. (2007). Direct and indirect intergroup contact effects on prejudice: A normative interpretation. *International Journal of Intercultural Relations*, 31, 411–425.
- Pettijohn, T. F., & Tesser, A. (2005). Threat and social choice: When eye size matters. *Journal of Social Psychology*, 145, 547–570.
- 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. (1984). The effects of involvement on responses to argument quantity and quality: Central and peripheral routes to persuasion. *Journal of Personality and Social Psychology*, 46, 69–81.
- Petty, R. E., & Cacioppo, J. T. (1986). *Communication and persuasion: Central and peripheral routes to attitude change*. New York: Springer-Verlag.
- Petty, R. E., & Krosnick, J. A. (1996). *Attitude strength: Antecedents and consequences*. Hillsdale, NJ: Erlbaum.
- Petty, R. E., & Wegener, D. T. (1998). Matching versus mismatching attitude functions: Implications for scrutiny of persuasive messages. *Personality and Social Psychology Bulletin*, 24, 227–240.
- Petty, R. E., Brinol, P., & Tormala, Z. L. (2002). Thought confidence as a determinant of persuasion. *Journal of Personality and Social Psychology*, 82, 722–741.
- Petty, R. E., Cacioppo, J. J., & Goldman, R. (1981). Personal involvement as a determinant of argument-based persuasion. *Journal of Personality and Social Psychology*, 41, 847–855.
- Petty, R. E., Cacioppo, J. T., Strathman, A. J., & Priester, J. R. (2005). To think or not to think. In T. C. Brock & M. C. Green (Eds.), *Persuasion: Psychological Insights and Perspectives* (pp. 81–116). Thousand Oaks, CA: Sage.
- Pfeffer, J. (1998). Understanding organizations: Concepts and controversies. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *Handbook of Social Psychology* (4th ed., Vol. 2, pp. 733–777). New York: McGraw-Hill.
- Phelps, E. A., O'Connor, K. J., Cunningham, W. A., Funayama, E. S., Gatenby, J. C., Gore, J. C., & Banaji, M. R. (2000). Performance on indirect measures of race evaluation predicts amygdala activation. *Journal of Cognitive Neuroscience*, 12, 729–738.
- Phillips, D. P. (1985). Natural experiments on the effects of mass media violence on fatal aggression: Strengths and weaknesses of a new approach. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 19, pp. 207–250). Orlando, FL: Academic Press.
- Phillips, D. P. (1989). Recent advances in suicidology: The study of imitative suicide. In R. F. W. Diekstra, R. Maris, S. Platt, A. Schmidtke, & G. Sonneck (Eds.), *Suicide and its prevention: The role of attitude and imitation* (pp. 299–312). Leiden: E. J. Brill.
- Phillips, K. W. (2003). The effects of categorically based expectations on minority influence: The importance of congruence. *Personality & Social Psychology Bulletin*, 29, 3–13.
- Phinney, J., & Devich-Navarro (1997). Variations in bicultural identification among African American and Mexican American adolescents. *Journal of Research on Adolescence*, 7, 3–32.
- Pickett, C. L., & Gardner, W. L. (2005). The social monitoring system: Enhanced sensitivity to social cues as an adaptive response to social exclusion. In K. Williams, J. Forgas, & W. von Hippel (Eds.), *The social outcast: Ostracism, social exclusion, rejection, and bullying* (pp. 213–226). New York: Psychology Press.
- Pierce, J. D., Jr., Cohen, A. B., Chamber, J. A., & Meade, R. M. (in press). Gender differences in death anxiety and religious orientation among U.S. high school and college students. *Mental Health, Religion and Culture*.
- Pietromonaco, P., & Feldman-Barrett, L. (1997). Working models of attachment and daily social interactions. *Journal of Personality and Social Psychology*, 73, 1409–1423.
- Pietrzak, R. H., Laird, J. D., Stevens, D. A., & Thompson, N. S. (2002). Sex differences in human jealousy: A coordinated study of forced-choice, continuous rating-scale, and physiological responses on the same subjects. *Evolution and Human Behavior*, 23, 83–94.
- Piliavin, J. A., & Piliavin, I. M. (1972). Effect of blood on reactions to a victim. *Journal of Personality and Social Psychology*, 23, 353–361.
- Piliavin, J. A., & Unger, R. K. (1985). The helpful but helpless female: Myth or reality? In V. O'Leary, R. K. Unger, & B. S. Wallston (Eds.), *Women, gender and social psychology* (pp. 149–186). Hillsdale, NJ: Erlbaum.
- Piliavin, J. A., Dovidio, J. F., Gaertner, S. L., & Clark, R. D., III. (1981). *Emergency intervention*. New York: Academic Press.
- Pillsbury, E. G., Haselton, M. G., & Buss, D. M. (2004). Ovulatory shifts in female sexual desire. *Journal of Sex Research*, 41, 55–65.
- Pilluta, M. M., Malhotra, D., & Murnighan, K. (2003). Attributions of trust and the calculus of reciprocity. *Journal of Experimental Social Psychology*, 39, 448–455.
- Pin, E. J., & Turndorf, J. (1990). Staging one's ideal self. In D. Brisset & C. Edgley (Eds.), *Life as theatre* (pp. 163–181). Hawthorne, NY: Aldine de Gruyter.
- Pinel, E. (1999). Stigma consciousness: The psychological legacy of social stereotypes. *Journal of Personality and Social Psychology*, 76, 114–128.
- Pinker, S. (2002). *The blank slate: The modern denial of human nature*. New York: Viking.
- Pipitone, R. N., & Gallup, G. G. (2008). Women's voice attractiveness varies across the menstrual cycle. *Evolution and Human Behavior*, 29, 268–274.
- Pittam, J. (1994). *Voice in social interaction: An interdisciplinary approach*. Thousand Oaks, CA: Sage.
- Pittman, T. S. (1998). Motivation. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (4th ed., Vol. 1, pp. 549–590). New York: McGraw-Hill/Oxford University Press.
- Pittman, T. S., & D'Agostino, P. R. (1985). Motivation and attribution: The effects of control deprivation on subsequent information processing. In J. H. Harvey & G. Weary (Eds.), *Attribution: Basic issues and applications* (pp. 117–141). New York: Academic Press.
- Plant, E. A., & Devine, P. G. (2003). Antecedents and implications of intergroup anxiety. *Personality and Social Psychology Bulletin*, 29, 790–801.
- Plant, E. A. (2004). Responses to interracial interactions over time. *Personality and Social Psychology Bulletin*, 30, 1458–1471.
- Plant, E. A., & Devine, P. G. (1998). Internal and external motivation to respond without prejudice. *Journal of Personality and Social Psychology*, 75, 811–832.
- Plant, E. A., & Devine, P. G. (2001). Responses to other-imposed pro-Black pressure: Acceptance or backlash?

- Journal of Experimental Social Psychology*, 37, 486–501.
- Plant, E. A., Peruche, B. M., & Butz, D. A. (2004). Eliminating automatic racial bias: Making race non-diagnostic for responses to criminal suspects. *Journal of Experimental Social Psychology*, 41, 141–156.
- Platow, M. J., Haslam, S. A., Both, B., Chew, I., Cuddon, M., Goharpey, N., Maurer, J., Rosini, S., Tsekouras, A., & Grace, D. M. (2005). “It’s not funny if they’re laughing”: Self-categorization, social influence, and responses to canned laughter. *Journal of Experimental Social Psychology*, 41, 542–550.
- Platow, M. J., Haslam, S. A., Both, A., Chew, I., Cuddon, M., Goharpey, N., et al. (2005). It’s not funny if they’re laughing: Self-categorization, social influence, and responses to canned laughter. *Journal of Experimental Social Psychology*, 41, 542–550.
- Platt, J. (1973). Social traps. *American Psychologist*, 28, 641–651.
- Pleszczynska, W. K., & Hansell, R. I. C. (1980). Polygyny and decision theory: Testing of a model in lark buntings (*Calamospiza malano-corys*). *American Naturalist*, 116, 821–830.
- Plomin, R., DeFries, J. C., & McClearn, G. E. (1990). *Behavioral genetics: A primer*. New York: W. H. Freeman.
- Plutchik, R. (1994). *The psychology and biology of emotion*. New York: HarperCollins.
- Poincaré, J. H. (1905). *Science and hypothesis*. London: Walter Scott.
- Pollard, C. A., & Henderson, J. G. (1988). Four types of social phobia in a community sample. *Journal of Nervous and Mental Disease*, 176, 440–445.
- Pomeranz, E. M., Chaiken, S., & Tordesillas, R. S. (1995). Attitude strength and resistance processes. *Journal of Personality and Social Psychology*, 69, 408–419.
- Postmes, T., & Spears, R. (1998). Deindividuation and antinormative behavior: A meta-analysis. *Psychological Bulletin*, 123, 238–259.
- Postmes, T., Spears, R., & Cihangir, S. (2001). Quality of decision making and group norms. *Journal of Personality and Social Psychology*, 80, 918–930.
- Pouliasi, K., & Verkuyten, M. (2008). Networks of meaning and the bicultural mind: A structural equation modeling approach. *Journal of Experimental Social Psychology*, 43, 955–963.
- Powers, S. I., Pietromonaco, P. R., Gunlicks, M., & Sayer, A. (2006). Dating couples’ attachment styles and patterns of cortisol reactivity and recovery in response to a relationship conflict. *Journal of Personality & Social Psychology*, 90, 613–628.
- Pozo, C., Carver, C. S., Wellens, A. R., & Scheier, M. F. (1991). Social anxiety and social perception: Construing others’ reactions to the self. *Personality and Social Psychology Bulletin*, 17, 355–362.
- Pratkanis, A. R. (Ed.) (2007). *Science of social influence*. New York: Psychology Press.
- Pratto, F. (1996). Sexual politics: The gender gap in the bedroom, the cupboard, and the cabinet. In D. M. Buss & N. M. Malamuth (Eds.), *Sex, power, conflict: Evolutionary and feminist perspectives* (pp. 179–230). New York: Oxford University Press.
- Pratto, F., & Bargh, J. A. (1991). Stereotyping based on apparently individuating information: Trait and global components of sex stereotypes under attentional overload. *Journal of Experimental Social Psychology*, 27, 26–47.
- Pratto, F., Liu, J. H., Levin, S., Sidanius, J., Shih, M., & Bachrach, H. (1998). *Social dominance orientation and legitimization of inequality across cultures*. Unpublished manuscript, Stanford University.
- Pratto, F., Sidanius, J., Stallworth, L. M., & Malle, B. F. (1994). Social dominance orientation: A personality variable predicting social and political attitudes. *Journal of Personality and Social Psychology*, 67, 741–763.
- Pratto, F., Stallworth, L. M., Sidanius, J., & Siers, B. (1997). The gender gap in occupational role attainment: A social dominance approach. *Journal of Personality and Social Psychology*, 72, 37–53.
- 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.
- Prentice-Dunn, S., & Rogers, R. W. (1980). Effects of deindividuating situational cues and aggressive models on subjective deindividuation and aggression. *Journal of Personality and Social Psychology*, 39, 104–113.
- Prentice-Dunn, S., & Rogers, R. W. (1982). Effects of public and private self-awareness on deindividuation and aggression. *Journal of Personality and Social Psychology*, 43, 503–513.
- Price, R. H., & Bouffard, D. L. (1974). Behavioral appropriateness and situational constraint as dimensions of social behavior. *Journal of Personality and Social Psychology*, 30, 579–586.
- Priester, J. R., & Petty, R. E. (2001). Extending the bases of subjective attitudinal ambivalence. *Journal of Personality and Social Psychology*, 80, 19–34.
- Provost, M. P., Troje, N. F., & Quinsey, V. L. (2008). Short-term mating strategies and attraction to masculinity in point-light walkers. *Evolution and Human Behavior*, 29, 65–69.
- Pryor, J. B., & Day, J. D. (1988). Interpretations of sexual harassment: An attributional analysis. *Sex Roles*, 18, 405–417.
- Pryor, J. B., & Merluzzi, T. V. (1985). The role of expertise in processing social interaction scripts. *Journal of Experimental Social Psychology*, 21, 362–379.
- Pryor, J. B., & Stoller, L. (1994). Sexual cognition processes in men who are high in the likelihood to sexually harass. *Personality and Social Psychology Bulletin*, 20, 163–169.
- Pryor, J. B., LaVite, C., & Stoller, L. (1993). A social psychological analysis of sexual harassment: The person/situation interaction. *Journal of Vocational Behavior*, 42, 68–83.
- Purvis, J. A., Dabbs, J. M., & Hopper, C. H. (1984). The “opener”: Skilled user of facial expression and speech pattern. *Personality and Social Psychology Bulletin*, 10, 61–66.
- Putnam, R. D. (2000). *Bowling alone: The collapse and revival of American community*. New York: Simon & Schuster.
- Puts, D. A. (2005). Matting context and menstrual phase affect women’s preferences for male voice pitch. *Evolution and Human Behavior*, 26, 388–397.
- Pyszczynski, T., Greenberg, J., & Solomon, S. (1999). A dual-process model of defense against conscious and unconscious death-related thoughts: An extension of terror management theory. *Psychological Review*, 106, 835–845.
- Pyszczynski, T., Greenberg, J., Solomon, S., Arndt, J., & Schimel, J. (2004). Why do people need self-esteem? A theoretical and empirical review. *Psychological Bulletin*, 130, 435–468.
- Pyszczynski, T., Solomon, S., & Greenberg, J. (2002). *In the wake of 9/11: The psychology of terror*. New York: American Psychological Association.
- Pytlak-Zillig, L. M., Hemenover, S. H., & Dienstbier, R. A. (2002). What do we assess when we assess a Big 5 trait? A content analysis of the affective, behavioral and cognitive processes represented in the Big 5 personality inventories. *Personality & Social Psychology Bulletin*, 28, 847–858.
- Qiu, C., & Yeung, W. M. (2008). Mood and comparative judgment: Does mood influence everything and finally nothing? *Journal of Consumer Research*, 34, 657–669.
- Quinn, A., & Schlenker, B. R. (2002). Can accountability produce independence? Goals as determinants of the impact of accountability on conformity. *Personality and Social Psychology Bulletin*, 28, 472–483.
- Quinn, D. M., Kallen, R. W., Twenge, J. M., & Fredrickson, B. L. (2006). The

- disruptive effect of self-objectification on performance. *Psychology of Women Quarterly*, 30, 59–64.
- Radcliffe, N. M., & Klein, W. M. P. (2002). Dispositional, unrealistic, and comparative optimism. *Personality and Social Psychology Bulletin*, 28, 836–846.
- Radcliffe-Brown, A. (1913). Three tribes of Western Australia. *Journal of the Royal Anthropological Institute*, 43, 143–194.
- Rahman, Q., & Hull M. S. (2005). An empirical test of the kin selection hypothesis for male homosexuality. *Archives of Sexual Behavior*, 34, 461–467.
- 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 Social Psychology*, 12, 457–469.
- Ramirez, J. M. (1993). Acceptability of aggression in four Spanish regions and a comparison with other European countries. *Aggressive Behavior*, 19, 185–197.
- Rampton, S., & Stauber, J. (2001). *Trust us, we're experts*. New York: Tarcher/Putnam.
- Rapoport, A., Diekmann, A., & Franzen, A. (1995). Experiments with social traps IV: Reputation effects in the evolution of cooperation. *Rationality and Society*, 7, 431–441.
- Ratneswar, S., & Chaiken, S. (1991). Comprehension's role in persuasion: The case of its moderating effect on the impact of source cues. *Journal of Consumer Psychology*, 18, 52–62.
- Rausch, H. L. (1977). Paradox, levels, and junctures in person-situation systems. In D. Magnusson & N. S. Endler (Eds.), *Personality at the crossroads* (pp. 287–304). Hillsdale, NJ: Erlbaum.
- Rawlins, W. K. (1992). *Friendship matters: Communication, dialectics, and the life course*. New York: Aldine DeGruyter.
- Reed, A., & Aquino, K. F. (2003). Moral identity and the expanding circle of moral regard toward out-groups. *Journal of Personality and Social Psychology*, 84, 1270–1286.
- Reed, M. B., Lange, J. E., Ketchie, J. M., & Clapp, J. D. (2007). The relationship between social identity and college student drinking. *Social Influence*, 2, 269–294.
- Regan, D. T. (1971). Effects of a favor on liking and compliance. *Journal of Experimental Social Psychology*, 7, 627–639.
- Regan, D. T., & Kilduff, M. (1988). Optimism about elections: Dissonance reduction at the ballot box. *Political Psychology*, 9, 101–107.
- Regan, P. C. (1998). What if you can't get what you want? Willingness to compromise ideal mate selection standards as a function of sex, mate value, and relationship context. *Personality & Social Psychology Bulletin*, 24, 1294–1303.
- Regan, P. C. (1999). Hormonal correlates and causes of sexual desire: A review. *Canadian Journal of Human Sexuality*, 8, 1–16.
- Regan, P. C. (2003). *The mating game: A primer on love, sex, and marriage*. Thousand Oaks, CA: Sage.
- Regan, P. C., & Berscheid, E. (1999). *Lust: What we know about sexual desire*. Thousand Oaks, CA: Sage.
- Regan, P. C., & Joshi, A. (2003). Ideal partner preferences among adolescents. *Social Behavior and Personality*, 31, 13–20.
- Regan, P. C., Medina, R., & Joshi, A. (2001). Partner preferences among homosexual men and women: What is desirable in a sex partner is not necessarily desirable in a romantic partner. *Social Behavior and Personality*, 29, 625–634.
- Reich, J. W., & Zautra, A. J. (1995). Spouse encouragement of self-reliance and other-reliance in rheumatoid arthritis couples. *Journal of Behavioral Medicine*, 18, 249–260.
- Reich, M. (1971). The economics of racism. In D. M. Gordon (Ed.), *Problems in political economy* (pp. 107–113). Lexington, MA: Heath.
- Reif, C. D., & Singer, B. (2000). Interpersonal flourishing: A positive health agenda for the new millennium. *Personality & Social Psychology Review*, 4, 30–44.
- Reifman, A., 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.
- Reilly, P. (1995). When will it ever end? In D. S. Connery (Ed.), *Convicting the innocent* (pp. 84–86). Cambridge, MA: Brookline.
- Reingen, P. H., & Kernan, J. B. (1993). Social perception and interpersonal influence: Some consequences of the physical attractiveness stereotype in a personal selling setting. *Journal of Consumer Psychology*, 2, 25–38.
- Reis, H. T., & Gable, S. L. (2000). Event-sampling and other methods for studying everyday experience. In H. T. Reis, T. Harry, & C. M. Judd (Eds.), *Handbook of research methods in social and personality psychology* (pp. 190–222). New York: Cambridge University Press.
- Reis, H. T., & Wheeler, L. (1991). Studying social interaction with the Rochester Interaction Record. *Advances in Experimental Social Psychology*, 24, 269–318.
- Reis, H. T., Collins, W. A., & Berscheid, E. (2000). The relationship context of human behavior and development. *Psychological Bulletin*, 126, 844–872.
- Reis, H. T., Senchak, M., & Solomon, B. (1985). Sex differences in the intimacy of social interaction: Further examination of potential explanations. *Journal of Personality and Social Psychology*, 48, 1204–1217.
- 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 & Social Psychology Bulletin*, 26, 419–435.
- Reis, H. T., Wheeler, L., Spiegel, N., Kernis, M. H., Nezlek, J., & Perri, M. (1982). Physical attractiveness in social interaction: II. Why does appearance affect social experience. *Journal of Personality and Social Psychology*, 43, 979–996.
- Reiss, M., & Rosenfeld, P. (1980). Seating preferences as nonverbal communication: A self-presentational analysis. *Journal of Applied Communication Research*, 8, 22–30.
- Renninger, L. A., Wade, T. J., & Grammer, K. (2004). Getting that female glance: Patterns and consequences of male nonverbal behavior in courtship contexts. *Evolution and Human Behavior*, 25, 416–431.
- Resnick, L. B., Levine, J. M., & Teasley, S. D. (1991). *Perspectives on socially shared cognition*. Washington, DC: American Psychological Association.
- Reykowski, J. (1980). Origin of pro-social motivation: Heterogeneity of personality development. *Studia Psychologia*, 22, 91–106.
- Reyna, C., Henry, P. J., Korfmacher, W., & Tucker, A. (2006). Examining the principles in principled conservatism: The role of responsibility stereotypes as cues for deservingness in racial policy decisions. *Journal of Personality and Social Psychology*, 90, 109–128.
- Reynolds, M. A., Herbenick, M. A., & Bancroft, J. H. (2003). The nature of childhood sexual experiences: Two studies 50 years apart. In J. H. Bancroft, *Sexual development in childhood*. Bloomington: Indiana University Press.
- Rhodes, G. (2006). The evolution of facial attractiveness. *Annual Review of Psychology*, 57, 199–226.
- Rhodes, G., Zebrowitz, L. A., Clark, A., Kalick, S. M., Hightower, A., & McKay, R. (2001). Do facial averageness and symmetry signal health? *Evolution and Human Behavior*, 22, 31–46.
- Rhodewalt, F. (1994). Conceptions of ability, achievement goals, and individual differences in self-handicapping behavior: On the application of implicit theories. *Journal of Personality*, 62, 67–85.

- Rhodewalt, F., & Agustsdottir, S. (1986). Effects of self-presentation on the phenomenal self. *Journal of Personality and Social Psychology*, 50, 47–55.
- Rhodewalt, F., & Hill, S. K. (1995). Self-handicapping in the classroom: The effects of claimed self-handicaps on responses to academic failure. *Basic and Applied Social Psychology*, 16, 397–416.
- Rhodewalt, F., & Smith, T. W. (1991). Current issues in Type A behavior, coronary proneness, and coronary heart disease. In C. R. Snyder & D. R. Forsyth (Eds.), *Handbook of social and clinical psychology* (pp. 197–220). New York: Pergamon.
- Rholes, W. S., & Ruble, D. N. (1986). Children's impressions of other persons. *Child Development*, 57, 872–878.
- Rice, R. E., Gullison, R. E., & Reid, J. W. (1997, April). Can sustainable management save tropical forests? *Scientific American*, pp. 44–49.
- Rice, R. W., Instone, D., & Adams, J. (1984). Leader sex, leader success, and leadership process: Two field studies. *Journal of Applied Psychology*, 69, 12–31.
- Richardson, D. S., & Green, L. R. (2006). Direct and indirect aggression: Relationships as social context. *Journal of Applied Social Psychology*, 36, 2492–2508.
- Richeson, J. A., Shelton, J. N. (2007). Negotiating interracial interactions: Costs, consequences, and possibilities. *Current Directions in Psychological Science*, 16, 316–320.
- Rieskamp, J., & Hoffrage, U. (2008). Inferences under time pressure: How opportunity costs affect strategy selection. *Acta Psychologica*, 127, 258–276.
- Rind, B., & Benjamin, D. (1994). Effects of public image concerns and self-image on compliance. *Journal of Social Psychology*, 134, 19–25.
- Ringelmann, M. (1913). Recherches sur les moteurs animés: Travail de l'homme [Research on animate sources of power: The work of man]. *Annales de l'Institut National Agronomique*, 2e série—tome XII, 1–40.
- 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*, 277–287.
- Roberts, B. W., Caspi, A., & Moffitt, T. E. (2003). Work experiences and personality development in young adulthood. *Journal of Personality & Social Psychology*, 84, 582–593.
- Roberts, B. W., Walton, K. E., & Viechtbauer, W. (2006). Patterns of mean-level change in personality traits across the life course: A meta-analysis of longitudinal studies. *Psychological Bulletin*, 132, 1–25.
- Roberts, S. C., Havlicek, J., Flegr, J., Hruskova, M., Little, A. C., Jones, B. C., et al. (2004). Female facial attractiveness increases during the fertile phase of the menstrual cycle. *Proceedings of the Royal Society of London B (Suppl.)*, 271, S270–S272.
- 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, M. D., Johnson, J. T., & Shields, S. A. (1995). On the advantages of modesty: The benefits of a balanced self-presentation. *Communication Research*, 22, 575–591.
- Roccato, M., & Ricolfi, L. (2005). On the correlation between right-wing authoritarianism and social dominance orientation. *Basic and Applied Social Psychology*, 27, 187–200.
- Rodin, J. (1986). Aging and health: Effects of the sense of control. *Science*, 233, 1271–1276.
- Rodin, J., & Langer, E. J. (1977). Long-term effects of a control-relevant intervention with the institutionalized aged. *Journal of Personality and Social Psychology*, 35, 897–902.
- Rodkin, P. C., Farmer, T. W., Pearl, R., & Van Acker, R. (2000). Heterogeneity of popular boys: Antisocial and prosocial configurations. *Developmental Psychology*, 36, 14–24.
- Roese, N. J., & Summerville, A. (2005). What we regret most . . . and why. *Personality and Social Psychology Bulletin*, 31, 1273–1285.
- Roese, N., Pennington, G. L., Coleman, J., Janicki, M., Li, N. P., & Kenrick, D. T. (2006). Sex differences in regret: All for love or some for lust? *Personality and Social Psychology Bulletin*, 32, 770–780.
- Rogers, M., Miller, N., Mayer, F. S., & Duval, S. (1982). Personal responsibility and salience of the request for help. *Journal of Personality and Social Psychology*, 43, 956–970.
- Rogers, R. W., & Mewborn, C. R. (1976). Fear appeals and attitude change: Effects of a threat's noxiousness, probability of occurrence, and the efficacy of coping responses. *Journal of Personality and Social Psychology*, 34, 54–61.
- Rohner, R. P., Khaleque, A., & Cournoyer, D. E. (2005). Parental acceptance-rejection: Theory, methods, cross-cultural evidence, and implications. *Ethos*, 33, 299–334.
- 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.
- Rokeach, M. (1971). Long-range experimental modification of values, attitudes, and behavior. *American Psychologist*, 26, 453–459.
- Rom, E., & Mikulincer, M. (2003). Attachment theory and group processes: The association between attachment style and group-related representations, goals, memories, and functioning. *Journal of Personality & Social Psychology*, 84, 1220–1237.
- Romero, A. A., Agnew, C. R., & Insko, C. A. (1996). The cognitive mediation hypothesis revisited. *Personality and Social Psychology Bulletin*, 22, 651–665.
- Roney, C. J. R., & Sorrentino, R. M. (1995). Uncertainty orientation, the self, and others: Individual differences in values and social comparison. *Canadian Journal of Behavioural Science*, 27, 157–170.
- Roney, J. R. (2003). Effects of visual exposure to the opposite sex: Cognitive aspects of mate attraction in human males. *Personality & Social Psychology Bulletin*, 29, 393–404.
- Rose, S., & Frieze, I. H. (1993). Young singles' contemporary dating scripts. *Sex Roles*, 28, 499–509.
- Rosen, S., Cochran, W., & Musser, L. M. (1990). Reactions to a match versus mismatch between an applicant's self-presentational style and work reputation. *Basic and Applied Social Psychology*, 11, 117–129.
- Rosenbaum, D. P., & Hanson, G. S. (1988). Assessing the effects of school-based drug education: A six-year multilevel analysis of project D.A.R.E. *Journal of Research in Crime and Delinquency*, 35, 381–403.
- Rosenbaum, M. E. (1986). The repulsion hypothesis: On the nondevelopment of relationships. *Journal of Personality and Social Psychology*, 61, 1156–66.
- Rosenblatt, P. C. (1974). Cross-cultural perspective on attraction. In T. Huston (Ed.), *Foundations of interpersonal attraction* (pp. 79–99). New York: Academic Press.
- Rosenfeld, H. M. (1966). Approval-seeking and approval-inducing functions of verbal and nonverbal responses in the dyad. *Journal of Personality and Social Psychology*, 4, 597–605.
- Rosenfeld, J. P. (2002). Event-related potentials in the detection of deception, malingering, and false memories. In M. Kleiner (Ed.), *Handbook of polygraph testing* (pp. 265–286). San Diego, CA: Academic Press.
- Rosenthal, A. M. (1964). *Thirty-eight witnesses*. New York: McGraw-Hill.
- Rosman, A., & Rubel, P. G. (1971). *Feasting with mine enemy*. New York: Columbia University Press.
- Ross, C. E., & Mirowsky, J. (1983). The worse place and the best face. *Social Forces*, 62, 529–536.

- Ross, E. A. (1908). *Social psychology*. New York: Macmillan.
- Ross, J. R. (1994). *Escape to Shanghai: A Jewish community in China*. New York: Free Press.
- Ross, L. (1977). The intuitive psychologist and his shortcomings: Distortions in the attribution process. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 10, pp. 174–221). New York: Academic Press.
- Ross, L., Greene, D., & House, P. (1977). The “false consensus effect”: An egocentric bias in social perception and attribution processes. *Journal of Experimental Social Psychology*, 13, 279–301.
- Ross, M., Heine, S. J., Wilson, A. E., & Sugimori, S. (2005). Cross-cultural discrepancies in self-appraisals. *Personality and Social Psychology Bulletin*, 31, 1175–1188.
- Ross, M., Xun, W. Q. E., & Wilson, A. E. (2002). Language and the bicultural self. *Personality and Social Psychology Bulletin*, 28, 1040–1050.
- Rosson, B., Caldara, R., Seghier, M., Schuller, A. M., Lazeyras, F., & Mayer, E. (2003). A network of occipito-temporal face-sensitive areas besides the right middle fusiform gyrus is necessary for normal face processing. *Brain*, 126, 2381–2395.
- Rothbart, M., & Hallmark, W. (1988). In-group-out-group differences in the perceived efficacy of coercion and conciliation in resolving social conflict. *Journal of Personality and Social Psychology*, 55, 248–257.
- Rotton, J., & Cohn, E. G. (2000). Violence is a curvilinear function of temperature in Dallas: A replication. *Journal of Personality & Social Psychology*, 78, 1074–1081.
- Rotundo, M., Nguyen, D. H., & Sackett, P. R. (2001). A meta-analytic review of gender differences in perceptions of sexual harassment. *Journal of Applied Psychology*, 86, 914–922.
- Rouhana, N. N., & Kelman, H. C. (1994). Promoting joint thinking in international conflicts: An Israeli-Palestinian continuing workshop. *Journal of Social Issues*, 50, 157–178.
- Rousseau, D., & van der Veen, A. M. (2005). The emergence of a shared identity: An agent-based computer simulation of idea diffusion. *Journal of Conflict Resolution*, 49, 686–712.
- Rowatt, W. C., Cunningham, M. R., & Druen, P. B. (1999). Lying to get a date: The effect of facial attractiveness on the willingness to deceive prospective dating partners. *Journal of Social and Personal Relationships*, 16, 209–223.
- Rowe, D. C. (1996). An adaptive strategy theory of crime and delinquency. In J. D. Hawkins (Ed.), *Delinquency and crime: Current theories* (pp. 268–314). New York: Cambridge University Press.
- Rozin, P., & Cohen, A. B. (2003). High frequency of facial expressions corresponding to confusion, concentration, and worry in an analysis of naturally occurring facial expressions of Americans. *Emotion*, 3, 68–75.
- Ruback, B. R., & Jweng, D. (1997). Territorial defense in parking lots: Retaliation against waiting drivers. *Journal of Applied Social Psychology*, 27, 821–834.
- Rubin, M., & Hewstone, M. (1998). Social identity theory's self-esteem hypothesis: A review and some suggestions for clarification. *Personality and Social Psychology Review*, 2, 40–62.
- Rubin, R. S., Bartels, L. K., & Bommer, W. H. (2002). Are leaders smarter or do they just seem that way? Exploring perceived intellectual competence and leadership emergence. *Social Behavior and Personality*, 30, 105–118.
- Ruble, D. N., Feldman, N. S., & Boggiano, A. G. (1976). Social comparison between young children in achievement situations. *Developmental Psychology*, 12, 192–197.
- Ruddy, M. G., & Adams, S. R. (1995, July). *Responsiveness to crying: How mothers' beliefs vary with infant's sex*. Poster presented at the American Psychological Society meetings, New York.
- Ruder, M., & Bless, H. (2003). Mood and the reliance on the ease of retrieval heuristic. *Journal of Personality and Social Psychology*, 85, 20–32.
- Rudman, L. A. (1998). Self-promotion as a risk factor for women: The costs and benefits of counterstereotypical impression management. *Journal of Personality and Social Psychology*, 74, 629–645.
- Rudman, L. A., & Glick, P. (2001). Prescriptive gender stereotypes and backlash toward agentic women. *Journal of Social Issues*, 57, 743–762.
- Rudman, L. A., Dohn, M. C., & Fairchild, K. (2007). Implicit self-esteem compensation: Automatic threat defense. *Journal of Personality and Social Psychology*, 93, 798–813.
- Rudman, L. A., Greenwald, A. G., Mellott, D. S., & Schwartz, J. L. K. (1999). Measuring the automatic components of prejudice: Flexibility and generality of the Implicit Association Test. *Social Cognition*, 17, 437–465.
- Rule, B. G., Taylor, B. R., & Dobbs, A. R. (1987). Priming effects of heat on aggressive thoughts. *Social Cognition*, 5, 131–143.
- Runyan, W. M. (1981). Why did Van Gogh cut off his ear? The problem of alternative explanations in psychobiography. *Journal of Personality & Social Psychology*, 40, 1070–1077.
- Rusbult, C. E., Kumashiro, M., Kubacka, K. E., & Finkel, E. J. (2009). “The part of me that you bring out”: Ideal similarity and the Michaelangelo phenomenon. *Journal of Personality and Social Psychology*, 96, 61–82.
- Rusbult, C. E., Zembrod, I. M., & Gunn, L. K. (1982). Exit, voice, loyalty, and neglect: Responses to dissatisfaction in romantic relationships. *Journal of Personality and Social Psychology*, 43, 1230–1242.
- Ruscher, J. B., & Fiske, S. T. (1990). Interpersonal competition can cause individuating impression formation. *Journal of Personality and Social Psychology*, 58, 832–842.
- Ruscher, J. B., Fiske, S. T., Miki, H., & Van Manen, S. (1991). Individuating processes in competition: Interpersonal versus intergroup. *Personality and Social Psychology Bulletin*, 17, 595–605.
- Rushton, J. P. (1989). Genetic similarity, human altruism and group selection. *Behavioral and Brain Science*, 12, 503–518.
- Rushton, J. P., & Bons, T. A. (2005). Mate choice and friendship in twins: Evidence for genetic similarity. *Psychological Science*, 16, 555–559.
- Rushton, J. P., Fulker, D. W., Neale, M. C., Nias, D. K. B., & Eysenck, H. J. (1986). Altruism and aggression: The heritability of individual differences. *Journal of Personality and Social Psychology*, 50, 1192–1198.
- 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., Peplau, L. A., & Cutrona, C. E. (1980). The revised UCLA loneliness scale: Concurrent and discriminant validity evidence. *Journal of Personality and Social Psychology*, 39, 472–480.
- Russell, J. A. (1994). Is there universal recognition of emotion from facial expression? A review of the cross-cultural studies. *Psychological Bulletin*, 115, 102–141.
- Russell, J. A. (1995). Facial expressions of emotion: What lies beyond minimal universality? *Psychological Bulletin*, 118, 379–391.
- Russo, N. F. (1966). Connotations of seating arrangements. *Cornell Journal of Social Relations*, 2, 37–44.
- Ryan, C. S. (1996). Accuracy of black and white college students' ingroup and outgroup stereotypes. *Personality and Social Psychology Bulletin*, 22, 1114–1127.
- Ryan, C. S., Judd, C. M., & Park, B. (1996). Effects of racial stereotypes on

- judgments of individuals: The moderating role of perceived group variability. *Journal of Experimental Social Psychology*, 32, 71–103.
- Ryff, C. D. (1995). Psychological well-being in adult life. *Current Directions in Psychological Science*, 4, 99–104.
- Saarni, C. (1993). Socialization of emotion. In M. Lewis & J. M. Haviland (Eds.), *Handbook of emotions* (pp. 435–446). New York: Guilford.
- Sadalla, E. K., Kenrick, D. T., & Vershure, B. (1987). Dominance and heterosexual attraction. *Journal of Personality and Social Psychology*, 52, 730–738.
- Saenz, D. S. (1994). Token status and problem-solving deficits: Detrimental effects of distinctiveness and performance monitoring. *Social Cognition*, 12, 61–74.
- Safire, W. (1996, January 8). "Blizzard of lies," *New York Times*. In S. K. Flinn (2000), *Speaking of Hillary: A reader's guide to the most controversial woman in America*, pp. 146–148. Ashland, OR: White Cloud Press.
- Sagar, H. A., & Schofield, J. W. (1980). Racial and behavioral cues in black and white children's perceptions of ambiguously aggressive acts. *Journal of Personality and Social Psychology*, 39, 590–598.
- Saggarin, B. J. (2005). Reconsidering evolved sex differences in jealousy: Comment on Harris (2003). *Personality and Social Psychology Review*, 9, 62–75.
- Saggarin, B. J., Becker, D. V., Guadagno, R. E., Nicastle, L. D., & Millevoi, A. (2003). Sex differences (and similarities) in jealousy: The moderating influence of infidelity experience and sexual orientation of the infidelity. *Evolution & Human Behavior*, 24, 17–23.
- Saggarin, B. J., Cialdini, R. B., Rice, W. E., & Serna, S. B. (2002). Dispelling the illusion of invulnerability: The motivations and mechanisms of resistance to persuasion. *Journal of Personality and Social Psychology*, 83, 526–541.
- Sagiv, L., & Schwartz, S. H. (2000). Value priorities and subjective well-being: Direct relations and congruity effects. *European Journal of Social Psychology*, 30, 177–198.
- Saks, M. (1977). *Jury verdicts*. Lexington, MA: D.C. Heath.
- Salas, D., & Ketzenberger, K. E. (2004). Associations of sex and type of relationship on intimacy. *Psychological Reports*, 94, 1322–1324.
- Sales, S. M. (1973). Threat as a factor in authoritarianism: An analysis of archival data. *Journal of Personality and Social Psychology*, 28, 44–57.
- Sales, S. M., & Friend, K. E. (1973). Success and failure as determinants of level of authoritarianism. *Behavioral Sciences*, 18, 163–172.
- Salmon, C. (2005). Parental investment and parent-offspring conflict. In D. M. Buss (Ed.), *The Handbook of evolutionary psychology* (pp. 506–527). New York: Wiley.
- Salmon, C. A., & Shackelford, T. K. (2008). Toward an evolutionary psychology of the family. In C. A. Salmon & T. K. Shackelford (Eds.), *Family relationships: An evolutionary perspective* (pp. 3–15). New York: Oxford University Press.
- Salmon, P. (2001). Effects of physical exercise on anxiety, depression, and sensitivity to stress: A unifying theory. *Clinical Psychology Review*, 21, 33–61.
- Salonia, A., Nappi, R. E., Pontillo, M., Daverio, R., Smeraldi, A., Brigant, A., Fabbri, F., Zanni, G., Rigatti, P., & Montorsi, F. (2005). Menstrual cycle-related changes in plasma oxytocin are relevant to normal sexual function in healthy women. *Hormones and Behavior*, 47, 164–169.
- Salovey, P., & Birnbaum, D. (1989). Influence of mood on health-relevant cognitions. *Journal of Personality and Social Psychology*, 57, 539–551.
- Salovey, P., Mayer, J. D., & Rosenhan, D. L. (1991). Mood and helping: Mood as a motivator of helping and helping as a regulator of mood. In M. S. Clark (Ed.), *Review of personality and social psychology* (Vol. 12, pp. 215–237). Newbury Park, CA: Sage.
- Salovey, P., Rothman, A. J., & Rodin, J. (1998). Health behavior. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (4th ed.) (Vol. 2, pp. 633–683). New York: McGraw-Hill.
- Sanbonmatsu, D. M., Akimoto, S. A., & Biggs, E. (1993). Overestimating causality: Attributional effects of confirmatory processing. *Journal of Personality and Social Psychology*, 65, 892–903.
- Sanchez-Burks, J. (2002). Protestant relational ideology and (in)attention to relational cues in work settings. *Journal of Personality and Social Psychology*, 83, 919–929.
- Sanders, G. S. (1981). Driven by distraction: An integrative review of social facilitation theory and research. *Journal of Experimental Social Psychology*, 17, 227–251.
- Sandstrom, K. L. (1996). Searching for information, understanding, and self-value: The utilization of peer support groups by gay men with HIV/AIDS. *Social Work in Health Care*, 23, 51–74.
- Sanna, L. J., & Turley, K. J. (1996). Antecedents to spontaneous counterfactual thinking: Effects of expectancy violation and outcome valence. *Personality and Social Psychology Bulletin*, 22, 906–919.
- Sanna, L. J., Schwarz, N., & Stocker, S. L. (2002). When debiasing backfires: Accessible content and accessibility experiences in debiasing hindsight. *Journal of Experimental Psychology: Learning, Memory, & Cognition*, 28, 497–502.
- Sapolsky, R. M. (2001). *A primate's memoir*. New York: Scribner.
- Saporito, B. (2005, October 24). Place your bets. *Time*, p. 76.
- 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* (2nd ed.), (pp. 547–573). New York: Wiley.
- Sargsi, E. G., & Larson, J. R., Jr. (2002). Informational centrality and member participation during group decision making. *Group Processes and Intergroup Relations*, 5, 333–347.
- Sarnoff, I., & Zimbardo, P. (1961). Anxiety, fear, and social affiliation. *Journal of Abnormal and Social Psychology*, 62, 356–363.
- Satow, K. L. (1975). Social approval and helping. *Journal of Experimental Social Psychology*, 11, 501–509.
- Satterfield, J. M. (1998). Cognitive-affective states predict military and political aggression and risk taking. *Journal of Conflict Resolution*, 42, 667–690.
- Saucier, D. A., Miller, C. T., & Doucet, N. (2005). Differences in helping whites and blacks: A meta-analysis. *Personality and Social Psychology Review*, 9, 2–16.
- Saucier, G. (2000). Isms and the structure of social attitudes. *Journal of Personality & Social Psychology*, 78, 366–385.
- Saxe, L. (1994). Detection of deception: Polygraph and integrity tests. *Current Directions in Psychological Science*, 3, 69–73.
- Scarr, S. (1981). The transmission of authoritarian attitudes in families: Genetic resemblance in social-political attitudes? In S. Scarr (Ed.), *Race, social class, and individual differences* (pp. 399–427). Hillsdale, NJ: Erlbaum.
- Schützwohl, A. (2008). The crux of cognitive load: Constraining deliberate and effortful decision processes in romantic jealousy. *Evolution and Human Behavior*, 29, 127–132.
- Schachter, S. (1951). Deviation, rejection, and communication. *Journal of Abnormal and Social Psychology*, 46, 190–207.
- Schachter, S. (1959). *The psychology of affiliation: Experimental studies of the sources of gregariousness*. Stanford, CA: Stanford University Press.
- Schachter, S., & Singer, J. E. (1962). Cognitive, social, and psychological determinants of emotional state. *Psychological Review*, 69, 379–399.

- Schaeffer, C. M., & Borduin, C. M. (2005). Long-term follow-up to a randomized clinical of multisystemic therapy with serious and violent juvenile offenders. *Journal of Consulting and Clinical Psychology*, 73, 445–453.
- Schaller, M. (1997). The psychological consequences of fame: Three tests of the self-consciousness hypothesis. *Journal of Personality*, 65, 291–309.
- Schaller, M., & Cialdini, R. B. (1990). Happiness, sadness, and helping: A motivational integration. In E. T. Higgins & R. M. Sorrentino (Eds.), *Handbook of motivation and cognition* (Vol. 2, pp. 265–296). New York: Guilford.
- Schaller, M., & Murray, D. R. (2008). Pathogens, personality, and culture: Disease prevalence predicts worldwide variability in sociosexuality, extraversion, and openness to experience. *Journal of Personality and Social Psychology*, 95, 212–221.
- Schaller, M., Boyd, C., Yohannes, J., & O'Brien, M. (1995). The prejudiced personality revisited: Personal need for structure and formation of erroneous group stereotypes. *Journal of Personality and Social Psychology*, 68, 544–555.
- Schaller, M., Park, J. H., & Faulkner, J. (2003). Prehistoric dangers and contemporary prejudices. *European Review of Social Psychology*, 14, 105–37.
- Schaller, M., Park, J. H., & Kenrick, D. T. (in press). Human evolution and social cognition. In R. I. M. Dunbar & L. Barrett (Eds.), *Oxford handbook of evolutionary psychology*. Oxford: Oxford University Press.
- Schaller, M., Park, J. H., & Mueller, A. (2003). Fear of the dark: Interactive effects of beliefs about danger and ambient darkness on ethnic stereotypes. *Personality & Social Psychology Bulletin*, 29, 637–649.
- Schaller, M., Park, J. H., & Kenrick, D. T. (2007). Human evolution and social cognition. In R. I. M. Dunbar & L. Barrett (Eds.), *Oxford handbook of evolutionary psychology*. Oxford, England: Oxford University Press.
- Schank, R. C., & Abelson, R. P. (1977). *Scripts, plans, goals, and understanding*. Hillsdale, NJ: Erlbaum.
- Scheier, M. F., & Carver, C. S. (1988). A model of behavioral self-regulation: Translating intention into action. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 21, pp. 303–346). San Diego, CA: Academic Press.
- Schelling, T. C. (1968). The life you save may be your own. In S. Chase (Ed.), *Problems in public expenditure analysis*. Washington, DC: The Brookings Institute.
- Scherer, K. R., & Wallbott, H. G. (1994). Evidence for universality and cultural variation of differential emotion response patterning. *Journal of Personality and Social Psychology*, 66, 310–328.
- Schimel, J., Pyszczynski, T., Greenberg, J., O'Mahen, H., & Arndt, J. (2000). Running from the shadow: Psychological distancing from others to deny characteristics people fear in themselves. *Journal of Personality and Social Psychology*, 78, 446–462.
- Schlenker, B. R. (1980). *Impression management: The self-concept, social identity, and interpersonal relationships*. Monterey, CA: Brooks/Cole.
- Schlenker, B. R. (2003). Self-presentation. In M. R. Leary & J. P. Tangney (Eds.), *Handbook of self and identity* (pp. 492–518). New York: Guilford Press.
- Schlenker, B. R., & Pontari, B. A. (2000). The strategic control of information: Impression management and self-presentation in daily life. In A. Tesser, R. B. Felson, & J. M. Suls (Eds.), *Psychological perspectives on self and identity* (pp. 199–232). Washington, DC: American Psychological Association.
- Schlenker, B. R., & Trudeau, J. V. (1990). The impact of self-presentations on private self-beliefs: Effects of prior self-beliefs and misattribution. *Journal of Personality and Social Psychology*, 58, 22–32.
- Schlenker, B. R., & Weigold, M. F. (1992). Interpersonal processes involving impression regulation and management. *Annual Review of Psychology*, 43, 133–168.
- Schlenker, B. R., Dlugolecki, D. W., & Doherty, K. (1994). The impact of self-presentations on self-appraisals and behavior: The power of public commitment. *Personality and Social Psychology Bulletin*, 20, 20–33.
- Schlenker, B. R., Pontari, B. A., & Christopher, A. N. (2001). Excuses and character: Personal and social implications of excuses. *Personality and Social Psychology Review*, 5, 15–32.
- Schlesinger, A. M., Jr. (1978). *Robert Kennedy and his times*. New York: Ballantine Books.
- Schmader, T., & Major, B. (1999). The impact of ingroup vs. outgroup performance on personal values. *Journal of Experimental Social Psychology*, 35, 47–67.
- Schmader, T., Johns, M., & Forbes, C. (2008). An integrated process model of stereotype threat effects on performance. *Psychological Review*, 115, 336–356.
- Schmeichel, B. J., Demaree, H. A., Robinson, J. L., & Pu, J. (2006). Ego depletion by response exaggeration. *Journal of Experimental Social Psychology*, 42, 95–102.
- Schmidtke, A., & Hafner, H. (1988). The Werther effect after television films: New evidence for an old hypothesis. *Psychological Medicine*, 18, 665–676.
- 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. P. (2005). Fundamentals of human mating strategies. In D. M. Buss (Ed.), *Handbook of evolutionary psychology* (pp. 258–291). New York: Wiley.
- Schmitt, D. P. (2005). Is short-term mating the maladaptive result of insecure attachment? A test of competing evolutionary perspectives. *Personality and Social Psychology Bulletin*, 31, 747–768.
- Schmitt, D. P. (2006). Sociosexuality from Argentina to Zimbabwe: A 48-nation study of sex, culture, and strategies of human mating. *Behavioral and Brain Sciences*, 28, 247–311.
- Schmitt, D. P. (2006). Evolutionary and cross-cultural perspectives on love. In R. J. Sternberg & K. Weis (Eds.), *The new psychology of love* (pp. 249–273). New Haven, CT: Yale University Press.
- Schmitt, D. P., and 118 Members of International Sexuality Description Project. (2003). Universal sex differences in the desire for sexual variety: Tests from 52 nations, 6 continents, and 13 islands. *Journal of Personality & Social Psychology*, 85, 85–104.
- Schneider, B. H., Woodburn, S., del Pilar Soteras, M., & Udvari, S. J. (2005). Cultural and gender differences in the implications of competition for early adolescent friendship. *Merrill Palmer Quarterly*, 51, 163–191.
- Schneider, D. J. (1969). Tactical self-presentation after success and failure. *Journal of Personality and Social Psychology*, 13, 262–268.
- Schoenberg, R. J. (1992). *Mr. Capone*. New York: William Morrow.
- Schopler, J., et al. (2001). When groups are more competitive than individuals: The domain of the discontinuity effect. *Journal of Personality and Social Psychology*, 80, 632–644.
- Schroeder, D. A. (1995a). An introduction to social dilemmas. In D. A. Schroeder (Ed.), *Social dilemmas: Perspectives on individuals and groups* (pp. 1–14). Westport, CT: Praeger.
- Schroeder, D. A. (1995b). *Social dilemmas: Perspectives on individuals and groups*. Westport, CT: Praeger.
- Schroeder, D. A., Dovidio, J. F., Sibicky, M. E., Matthews, L. L., & Allen, J. L. (1988). Empathy and helping behavior: Egoism or altruism. *Journal of Experimental Social Psychology*, 24, 333–353.
- Schroeder, D. A., Penner, L. A., Dovidio, J. F., & Piliavin, J. A. (1995). *The psychology of helping and altruism*. New York: McGraw-Hill.
- Schulte, B. (1998, March 8). Sleep research focusing on mind's effectiveness. *The Arizona Republic*, p. A33.

- Schultheiss, O. C., Wirth, M. M., Torges, C. M., Pang, J. S., Villacorta, M. A., & Welsh, K. M. (2005). Effects of implicit power motivation on men's and women's implicit learning and testosterone changes after social victory or defeat. *Journal of Personality and Social Psychology*, 88, 174–188.
- Schultz, P. W. (1999). Changing behavior with normative feedback interventions: A field experiment on curbside recycling. *Basic and Applied Social Psychology*, 21, 25–36.
- Schulz, R. (1976). Effects of control and predictability on the physical and psychological well-being of the institutionalized aged. *Journal of Personality and Social Psychology*, 33, 563–573.
- Schulz-Hardt, S., Jochims, M., & Frey, D. (2002). Productive conflict in group decision making: Genuine and contrived dissent as strategies to counteract biased information seeking. *Organizational Behavior and Human Decision Processes*, 88, 563–586.
- Schuman, H., Steeh, C., Bobo, L., & Krysan, M. (1997). *Racial attitudes in America: Trends and interpretations*. Cambridge, MA: Harvard University Press.
- Schur, E. M. (1971). *Labeling deviant behavior: Its sociological implications*. New York: Harper & Row.
- Schützwohl, A. (2008). The crux of cognitive load: Constraining deliberate and effortful decision processes in romantic jealousy. *Evolution and Human Behavior*, 29, 127–132.
- Schwartz, B., Tesser, A., & Powell, E. (1982). Dominance cues in nonverbal behavior. *Social Psychology Quarterly*, 45, 114–120.
- Schwartz, S. H. (1977). Normative influences on altruism. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 10, pp. 222–280). New York: Academic Press.
- Schwartz, S. H., & Gottlieb, A. (1976). Bystander reactions to a violent theft: Crime in Jerusalem. *Journal of Personality and Social Psychology*, 34, 1188–1199.
- Schwartz, S. H., & Gottlieb, A. (1980). Bystander anonymity and reactions to emergencies. *Journal of Personality and Social Psychology*, 39, 418–430.
- Schwartz, S. H., & Howard, J. A. (1982). Helping and cooperation: A self-based motivational model. In V. J. Derlega & J. Grelak (Eds.), *Cooperation and helping behavior: Theories and research* (pp. 327–353). New York: Academic Press.
- Schwartzwald, J., Bizman, A., & Raz, M. (1983). The foot-in-the-door paradigm: Effects of second request size on donation probability and donor generosity. *Personality and Social Psychology Bulletin*, 9, 443–450.
- Schwarz, N. (1990a). Assessing frequency reports of mundane behaviors: Contributions of cognitive psychology to questionnaire construction. In C. Hendrick & M. S. Clark (Eds.), *Research methods in personality and social psychology* (pp. 98–119). Newbury Park, CA: Sage.
- Schwarz, N. (1990b). Feelings as information: Informational and motivational functions of affective states. In R. Sorrentino & E. T. Higgins (Eds.), *Handbook of motivation and cognition* (Vol. 2, pp. 527–561). New York: Guilford.
- Schwarz, N., & Clore, G. L. (1983). Mood, misattribution, and judgments of well-being: Informative and directive functions of affective states. *Journal of Personality and Social Psychology*, 34, 513–523.
- Schwarz, N., & Clore, G. L. (1996). Feelings and phenomenal experiences. In E. T. Higgins & A. W. Kruglanski (Eds.), *Social psychology: Handbook of basic principles* (pp. 433–465). New York: Guilford.
- Schwarz, N., & Clore, G. L. (2003). Mood as information: 20 years later. *Psychological Inquiry*, 14, 296–303.
- Schwarz, N., Bless, H., & Bohner, G. (1991). Mood and persuasion: Affective states influence the processing of persuasive communications. In M. P. Zanna (Ed.), *Advances in experimental social psychology* (Vol. 24, pp. 161–197). New York: Academic Press.
- Schwarz, N., Bless, H., Strack, F., Klumpp, G., Rittenauer-Schatka, H., & Simons, A. (1991). Ease of retrieval as information: Another look at the availability heuristic. *Journal of Personality and Social Psychology*, 61, 195–202.
- Schwarz, S., & Hassebrauck, M. (2008). Self-perceived and observed variations in women's attractiveness throughout the menstrual cycle—a diary study. *Evolution and Human Behavior*, 29, 282–288.
- Scollon, C. N., & Diener, E. (2006). Love, work, and changes in extraversion and neuroticism over time. *Journal of Personality and Social Psychology*, 91, 1152–1165.
- Scott, J. P. (1992). Aggression: Functions and control in social systems. *Aggressive Behavior*, 18, 1–20.
- Seal, D. W., Smith, M., Coley, B., Perry, J., & Gamez, M. (2008). Urban heterosexual couples' sexual scripts for three shared sexual experiences. *Sex Roles*, 58, 626–638.
- Sedikides, C., & Anderson, C. A. (1994). Causal perceptions of intertrait relations: The glue that holds person types together. *Personality and Social Psychology Bulletin*, 20, 294–302.
- Sedikides, C., & Gregg, A. P. (2008). Self-enhancement: Food for thought. *Perspectives on Psychological Science*, 3, 102–116.
- Sedikides, C., & Luke, M. (2008). On when self-enhancement and self-criticism function adaptively and maladaptively. In E. C. Chang (Ed.), *Self-criticism and self-enhancement: Theory, research, and clinical implications* (pp. 181–198). Washington, DC: American Psychological Association.
- Sedikides, C., & Skowronski, J. J. (1991). The law of cognitive structure activation. *Psychological Inquiry*, 2, 169–184.
- Sedikides, C., & Skowronski, J. J. (1997). The symbolic self in evolutionary context. *Personality and Social Psychology Review*, 1, 80–102.
- Sedikides, C., & Skowronski, J. J. (2000). On the evolutionary functions of the symbolic self: The emergence of self-evaluation motives. In A. Tesser, R. B. Felson, & J. M. Suls (Eds.), *Psychological perspectives on self and identity*. Washington, DC: American Psychological Association.
- Sedikides, C., Gaertner, L., & Toguchi, Y. (2003). Pancultural self-enhancement. *Journal of Personality & Social Psychology*, 84, 60–79.
- Sedikides, C., Gaertner, L., & Vevea, J. L. (2005). Pancultural self-enhancement reloaded: A meta-analytic reply to Heine. *Journal of Personality and Social Psychology*, 4, 539–551.
- Sedikides, C., Skowronski, J. J., & Gaertner, L. (2004). Self-enhancement and self-protection motivation: From the laboratory to an evolutionary context. *Journal of Cultural and Evolutionary Psychology*, 2, 61–79.
- Segal, N. L. (2000). *Entwined lives: Twins and what they tell us about human behavior*. New York: Plume.
- Segrist, D. J., Corcoran, K. J., Jordan-Fleming, M. K., & Rose, P. (2007). Yeah, I drink . . . but not as much as other guys: The majority fallacy among male adolescents. *North American Journal of Psychology*, 9, 307–320.
- Seijts, G. H., & Latham, G. P. (2000). The effects of goal setting and group size on performance in a social dilemma. *Canadian Journal of Behavioural Science*, 32, 104–116.
- Seiter, J. S. (2007). Ingratiation and gratuity: The effect of complimenting customers on tipping behavior in restaurants. *Journal of Applied Social Psychology*, 37, 478–485.
- Seligman, C., Becker, L., & Darley, J. (1981). Encouraging residential energy conservation through feedback. In A. Baum & J. Singer (Eds.), *Advances in environmental psychology* (Vol. 3, pp. 93–114). Hillsdale, NJ: Erlbaum.
- Seligman, C., Fazio, R. H., & Zanna, M. P. (1980). Effects of salience of extrinsic rewards on liking and loving. *Journal of*

- Personality and Social Psychology, 38,* 453–460.
- Seligman, M. E. P., Steen, T. A., Park, N., & Peterson, C. (2005). Positive psychology progress: Empirical validation of interventions. *American Psychologist, 60,* 410–421.
- Sell, A., Cosmides, L., Tooby, J., Sznycer, D., von Rueden, C., & Gurven, M. (2008). Human adaptations for the visual assessment of strength and fighting ability from the body and face. *Proceedings of the Royal Society B, 27,* 575–584.
- Senneker, P., & Hendrick, C. (1983). Androgyny and helping behavior. *Journal of Personality and Social Psychology, 45,* 916–925.
- Servadio, G. (1976). *Mafioso: A history of the mafia from its origins to the present day.* New York: Stein & Day.
- Seta, C. E., & Seta, J. J. (1992). Increments and decrements in mean arterial pressure as a function of audience composition: An averaging and summation analysis. *Personality and Social Psychology Bulletin, 18,* 173–181.
- Seta, J. J., & Seta, C. E. (1993). Stereotypes and the generation of compensatory and noncompensatory expectancies of group members. *Personality and Social Psychology Bulletin, 19,* 722–731.
- Seta, J. J., Crisson, J. E., Seta, C. E., & Wang, M. E. (1989). Task performance and perceptions of anxiety: Averaging and summation in an evaluative setting. *Journal of Personality and Social Psychology, 56,* 387–396.
- Shackelford, T. (1998). Divorce as a consequence of spousal infidelity. In V. De Munck (Ed.), *Romantic love and sexual behavior* (pp. 135–153). Westport, CT: Praeger.
- Shackelford, T. K., & Buss, D. M. (2000). Marital satisfaction and spousal cost-infliction. *Personality & Individual Differences, 28,* 917–928.
- Shackelford, T. K., Goetz, A. T., LaMunyon, C. W., Quintus, B. J., & Weekes-Shackelford, V. A. (2004). Sex differences in sexual psychology produce sex-similar preferences for a short-term mate.
- Shackelford, T. K., LeBlanc, G. J., & Drass, E. (2000). Emotional reactions to infidelity. *Cognition and Emotion, 14,* 643–659.
- Shackelford, T. K., Schmitt, D. P., & Buss, D. M. (2005). Universal dimensions of human mate preferences. *Personality and Individual Differences, 39,* 447–458.
- Shafer, M., & Crichlow, S. (1996). Antecedents of groupthink: A quantitative study. *Journal of Conflict Resolution, 40,* 415–435.
- Shaffer, D., Garland, A., Vieland, V., Underwood, M., & Busner, C. (1991). The impact of curriculum-based suicide prevention programs for teenagers. *Journal of the American Academy of Child and Adolescent Psychiatry, 30,* 588–596.
- Shaffer, J. W., Graves-Pirrko, L., Swank, R., & Pearson, T. A. (1987). Clustering of personality traits in youth and the subsequent development of cancer among physicians. *Journal of Behavioral Medicine, 10,* 441–447.
- Shah, J. Y., & Kruglanski, A. W. (2002). Priming against your will: How goal pursuit is affected by accessible alternatives. *Journal of Experimental Social Psychology, 38,* 368–383.
- Shah, J. Y., Friedman, R., & Kruglanski, A. W. (2002). Forgetting all else: On the antecedents and consequences of goal shielding. *Journal of Personality and Social Psychology, 83,* 1261–1280.
- Shamir, B., & Howell, J. M. (1999). Organizational and contextual influences on the emergence and effectiveness of charismatic leadership. *Leadership Quarterly, 10,* 257–283.
- Shapiro, J. S., & Neuberg, S. L. (2007). From stereotype threat to stereotype threats: Implications of a multi-threat framework for causes, moderators, mediators, consequences, and interventions. *Personality and Social Psychology Review, 11,* 107–130.
- Shapiro, J. S., & Neuberg, S. L. (2008). When do the stigmatized stigmatize? The ironic effects of being accountable to (perceived) majority group prejudice-expression norms. *Journal of Personality and Social Psychology, 95,* 877–898.
- Sharif, A. F., & Norenzayan, A. (2007). God is watching you: Priming God concepts increases prosocial behavior in an anonymous economic game. *Psychological Science, 18,* 803–809.
- Sharpsteen, D. J., & Kirkpatrick, L. A. (1997). Romantic jealousy and adult romantic attachment. *Journal of Personality and Social Psychology, 72,* 627–640.
- Shaver, P. R., Schachner, D. A., & Mikulincer, M. (2005). Attachment style, excessive reassurance seeking, relationship processes, and depression. *Personality and Social Psychology Bulletin, 31,* 343–359.
- Shaver, P. R., Wu, S., & Schwarz, J. C. (1991). Cross-cultural similarities and differences in emotion and its representations: A prototype approach. *Journal of Personality and Social Psychology, 13,* 175–212.
- Shaver, P., Schwartz, J., Kirson, D., & O'Connor, C. (1987). Emotion knowledge: Further exploration of a prototype approach. *Journal of Personality and Social Psychology, 52,* 1061–1086.
- Shavitt, S. (1990). The role of attitude objects in attitude function. *Journal of Experimental Social Psychology, 26,* 124–148.
- Shaw, J. I., & Steers, W. N. (1996). Effects of perceiver sex, search goal, and target person attributes on information search in impression formation. *Journal of Social Behavior & Personality, 11,* 209–227.
- Sheets, V. L., & Braver, S. L. (1993, April). *Perceptions of sexual harassment: Effects of a harasser's attractiveness.* Paper presented to the Western Psychological Association, Phoenix, Arizona.
- Sheets, V. L., & Braver, S. L. (1999). Organizational status and perceived sexual harassment: Detecting the mediators of a null effect. *Personality & Social Psychology Bulletin, 25,* 1159–1171.
- Sheets, V. L., & Lugar, R. (2005). Friendship and gender in Russia and the United States. *Sex Roles, 52,* 131–140.
- Sheldon, K. M. (1999). Learning the lessons of tit-for-tat: Even competitors can get the message. *Journal of Personality & Social Psychology, 77,* 1245–1253.
- Sheldon, K. M., & Elliot, A. J. (1999). Goal-striving, need satisfaction, and longitudinal well-being: The self-concordance model. *Journal of Personality and Social Psychology, 76,* 482–497.
- Shell, R., & Eisenberg, N. (1992). A developmental model of recipients' reactions to aid. *Psychological Bulletin, 111,* 413–433.
- Shelton, J. N., Richeson, J. A., & Salvatore, J. (2005). Expecting to be the target of prejudice: Implications for interethnic interactions. *Personality and Social Psychology Bulletin, 31,* 1189–1202.
- Shepher, J. (1971). Mate selection among second generation kibbutz adolescents and adults: Incest avoidance and negative imprinting. *Archives of Sexual Behavior, 1,* 293–307.
- Shepperd, J. A. (1993a). Productivity loss in performance groups: A motivation analysis. *Psychological Bulletin, 113,* 67–81.
- Shepperd, J. A. (1993b). Student derogation of the Scholastic Aptitude Test: Biases in perceptions and presentations of College Board scores. *Basic and Applied Social Psychology, 14,* 455–473.
- Shepperd, J. A. (2001). The desire to help and behavior in social dilemmas: Exploring responses to catastrophes. *Group Dynamics, 5,* 304–314.
- Shepperd, J. A., & Arkin, R. M. (1989). Self-handicapping: The moderating roles of public self-consciousness and task importance. *Personality and Social Psychology Bulletin, 15,* 252–265.
- Shepperd, J. A., & Arkin, R. M. (1990). Shyness and self-presentation. In W. R. Crozier (Ed.), *Shyness and embarrassment: Perspectives from social psychology* (pp. 286–314). Cambridge, U.K.: Cambridge University Press.
- Shepperd, J. A., & Arkin, R. M. (1991). Behavioral other-enhancement: Strategically obscuring the link between

- performance and evaluation. *Journal of Personality and Social Psychology*, 60, 79–88.
- Shepperd, J. A., & Socherman, R. E. (1997). On the manipulative behavior of low Machiavellians: Feigning incompetence to “sandbag” an opponent. *Journal of Personality and Social Psychology*, 72, 1448–1459.
- Shepperd, J. A., & Taylor, K. M. (1999). Social loafing and expectancy-value theory. *Personality and Social Psychology Bulletin*, 25, 1147–1158.
- Shepperd, J. A., Arkin, R. M., & Slaughter, J. (1995). Constraints on excuse making: The deterring effects of shyness and anticipated retest. *Personality and Social Psychology Bulletin*, 21, 1061–1072.
- Shepperd, J. A., Ouellette, J. A., & Fernandez, J. K. (1996). Abandoning unrealistic optimism: Performance estimates and the temporal proximity of self-relevant feedback. *Journal of Personality and Social Psychology*, 70, 844–855.
- Shepperd, J., Malone, W., & Sweeny, K. (2008). Exploring causes of the self-serving bias. *Social and Personality Psychology Compass*, 2, 895–908.
- Sherif, M. (1936). *The psychology of social norms*. New York: Harper.
- Sherif, M., Harvey, O. J., White, B. J., Hood, W. R., & Sherif, C. W. (1961/1988). *The Robbers Cave experiment: Intergroup conflict and cooperation*. Middletown, CT: Wesleyan University Press.
- Sherman, J. W., & Frost, L. A. (2000). On the encoding of stereotype-relevant information under cognitive load. *Personality and Social Psychology Bulletin*, 26, 26–34.
- Sherman, J. W., Kruschke, J. K., Sherman, S. J., Percy, E. J., Petrocelli, J. V., & Conrey, F. R. (2009). Attentional processes in stereotype formation: A common model for category accentuation and illusory correlation. *Journal of Personality and Social Psychology*, 96, 305–323.
- Sherman, P. W. (1981). Kinship demography, and Belding's ground squirrel nepotism. *Behavioral Ecology and Sociology*, 8, 604–606.
- Sherwin, B. B., Gelfand, M. M., & Brender, W. (1985). Androgen enhances sexual motivation in females: A prospective, crossover study of sex steroid administration in the surgical menopause. *Psychosomatic Medicine*, 47, 339–351.
- Shih, M., Pittinsky, T. L., & Ambady, N. (1999). Stereotype susceptibility: Identity salience and shifts in quantitative performance. *Psychological Science*, 10, 80–83.
- Shin, K. (1978). *Death penalty and crime: Empirical studies*. Fairfax, Va: Center for Economic Analysis, George Mason University.
- Shin, S. J., & Zhou, J. (2007). When is educational specialization heterogeneity related to creativity in research and development teams? Transformational leadership as a moderator. *Journal of Applied Psychology*, 92, 1709–1721.
- Shiota, M. N., Keltner, D., & John, O. P. (2006). Positive emotion dispositions differentially associated with Big Five personality and attachment style. *Journal of Positive Psychology*, 1, 61–71.
- Shoda, Y., Lee-Tiernan, S., & Mischel, W. (2002). Personality as a dynamical system: Emergency of stability and distinctiveness from intra- and interpersonal interactions. *Personality and Social Psychology Review*, 6, 316–325.
- Shotland, R. L., & Straw, M. (1976). Bystander response to an assault: When a man attacks a woman. *Journal of Personality and Social Psychology*, 34, 990–999.
- Shulman, S., Elicker, J., & Sroufe, L. A. (1994). Stages of friendship growth in preadolescence as related to attachment history. *Journal of Personal and Personal Relationships*, 11, 341–361.
- Shulman, S., Laursen, B., Kalman, Z., & Karpovsky, S. (1997). Adolescent intimacy revisited. *Journal of Youth and Adolescence*, 26, 597–617.
- Sicoly, F., & Ross, M. (1979). Facilitation of ego-biased attributions by means of self-serving observer feedback. *Journal of Personality and Social Psychology*, 35, 734–741.
- Sidanius, J., & Pratto, F. (1993). The inevitability of oppression and the dynamics of social dominance. In P. Sniderman & P. Tetlock (Eds.), *Prejudice, politics, and the American dilemma* (pp. 173–211). Stanford, CA: Stanford University Press.
- Sidanius, J., & Pratto, F. (1999). *Social dominance: An intergroup theory of social hierarchy and oppression*. New York: Cambridge University Press.
- Sidanius, J., & Pratto, F. (2003). Social dominance theory and the dynamics of inequality: A reply to Schmitt, Branscombe, & Kappen and Wilson & Liu. *British Journal of Social Psychology*, 42, 207–213.
- Sidanius, J., Cling, B. J., & Pratto, F. (1991). Ranking and linking as a function of sex and gender role attitudes. *Journal of Social Issues*, 47, 131–149.
- Sidanius, J., Haley, H., Molina, L., & Pratto, F. (2007). Vladimir's choice and the distribution of social resources: A group dominance perspective. *Group Processes and Intergroup Relations*, 10, 257–265.
- Sidanius, J., Levin, S., Liu, J., & Pratto, F. (2000). Social dominance orientation, anti-egalitarianism and the political psychology of gender: An extension and cross-cultural replication. *European Journal of Social Psychology*, 30, 41–67.
- Sidanius, J., Pratto, F., & Bobo, L. (1994). Social dominance orientation and the political psychology of gender: A case of invariance? *Journal of Personality and Social Psychology*, 67, 998–1011.
- Siegel, J. M. (1990). Stressful life events and use of physician services among the elderly. *Journal of Personality and Social Psychology*, 58, 1081–1086.
- Siemer, M., Mauss, I., & Gross, J. J. (2007). Same situation, different emotions: How appraisals shape our emotions. *Emotion*, 7, 592–600.
- Sigelman, C. K., Howell, J. L., Cornell, D. P., Cutright, J. D., & Dewey, J. C. (1991). Courtesy stigma: The social implications of associating with a gay person. *Journal of Social Psychology*, 131, 45–56.
- Silverthorne, Z. A., & Quinsey, V. L. (2000). Sexual partner age preferences of homosexual and heterosexual men and women. *Archives of Sexual Behavior*, 29, 67–76.
- Simon, B., & Stürmer, S. (2003). Respect for group members: Intragroup determinants of collective identification and group-serving behavior. *Personality and Social Psychology Bulletin*, 29, 183–193.
- Simon, L., & Greenberg, J. (1996). Further progress in understanding the effects of derogatory ethnic labels: The role of preexisting attitudes toward the targeted group. *Personality and Social Psychology Bulletin*, 22, 1195–1204.
- Simonton, D. K. (1992). The social context of career success and course for 2,026 scientists and inventors. *Personality and Social Psychology Bulletin*, 18, 452–463.
- Simonton, D. K. (1994). *Greatness: Who makes history and why*. New York: Guilford.
- Simonton, D. K. (1997). Foreign influence and national achievement: The impact of open milieus on Japanese civilization. *Journal of Personality and Social Psychology*, 72, 86–94.
- Simpson, J. A., & Campbell, L. (2005). Methods of evolutionary sciences. In D. M. Buss (Ed.), *The handbook of evolutionary psychology* (pp. 119–145). New York: Wiley.
- Simpson, J. A., & Gangestad, S. W. (1991). Individual differences in sociosexuality: Evidence for convergent and discriminant validity. *Journal of Personality and Social Psychology*, 67, 870–883.
- Simpson, J. A., & Gangestad, S. W. (1992). Sociosexuality and romantic partner choice. *Journal of Personality*, 60, 31–51.
- Simpson, J. A., Collins, W. A., Tran, S., & Haydon, K. C. (2007). Attachment and the experience and expression of

- emotions in romantic relationships: A developmental perspective. *Journal of Personality and Social Psychology*, 92, 355–367.
- Simpson, J. A., Gangestad, S. W., Christensen, P. N., & Leck, K. (1999). Fluctuating asymmetry, sociosexuality, and intrasexual competitive tactics. *Journal of Personality & Social Psychology*, 76, 159–172.
- Simpson, J. A., Rholes, W. S., Campbell, L., Tran, S., & Wilson, C. L. (2003). Adult attachment, the transition to parenthood, and depressive symptoms. *Journal of Personality & Social Psychology*, 84, 1172–1187.
- Sinclair, H. C., & Frieze, I. H. (2005). When courtship persistence becomes intrusive pursuit: Comparing rejecter and pursuer perspectives of unrequited attraction. *Sex Roles*, 52, 839–852.
- Sinclair, L., & Kunda, Z. (2000). Motivated stereotyping of women: She's fine if she praised me but incompetent if she criticized me. *Personality and Social Psychology Bulletin*, 26, 1329–1342.
- 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.
- Sinclair, R. C., Mark, M. M., & Shotland, R. L. (1987). Construct accessibility and generalizability across response categories. *Personality and Social Psychology Bulletin*, 13, 239–252.
- Singer, M. T., & Lalich, J. (1995). *Cults in our midst*. San Francisco: Jossey-Bass.
- Singer, T., Seymour, B., O'Doherty, J., Kaube, H., Dolan, R. J., & Frith, C. D. (2004, February 20). Empathy for pain involves the affective but not sensory components of pain. *Science*, 1157–1162.
- Singh, D. (1993). Adaptive significance of female physical attractiveness: Role of waist-to-hip ratio. *Journal of Personality and Social Psychology*, 65, 293–307.
- Singh, D. (1995). Female judgment of male attractiveness and desirability for relationships: Role of waist-to-hip ratio and financial status. *Journal of Personality and Social Psychology*, 69, 1089–1101.
- Singh, D. (2002). Female mate value at a glance: Relationship of waist-to-hip ratio to health, fecundity and attractiveness. *Neuroendocrinology Letters*, 23, 65–75.
- Singh, D., & Bronstad, P. M. (2001). Female body odor is a potential cue to ovulation. *Proceedings of the Royal Society of London, Biology*, 268, 797–801.
- Sip, K. E., Roepstorff, A., McGregor, W., & Frith, C. D. (2008). Detecting deception: The scope and limits. *Trends in Cognitive Sciences*, 12, 48–53.
- Sivacek, J., & Crano, W. D. (1882). Vested interest as a moderator of attitude-behavior consistency. *Journal of Personality and Social Psychology*, 43, 21–221.
- Slavin, R. E., & Cooper, R. (1999). Improving intergroup relations: Lessons learned from cooperative learning programs. *Journal of Social Issues*, 55, 647–663.
- Small, D. A., Gelfand, M., Babcock, L., & Gettman, H. (2007). Who goes to the bargaining table? The influence of gender and framing on the initiation of negotiation. *Journal of Personality and Social Psychology*, 93, 600–613.
- Smith, B. N., Kerr, N. A., Markus, M. J., & Stasson, M. F. (2001). Individual differences in social loafing: Need for cognition as a motivator in collective performance. *Group Dynamics*, 5, 150–158.
- Smith, D. M., Neuberg, S. L., Judice, T. N., & Biesanz, J. C. (1997). Target complicity in the confirmation and disconfirmation of erroneous perceiver expectations: Immediate and longer term implications. *Journal of Personality and Social Psychology*, 73, 974–991.
- Smith, E. R., & DeCoster, J. (2000). Dual process models in social and cognitive psychology. *Personality and Social Psychology Review*, 4, 108–131.
- Smith, E. R., & Semin, G. R. (2007). Situated social cognition. *Current Directions in Psychological Science*, 16, 132–135.
- Smith, E. R., & Zárate, M. A. (1992). Exemplar-based model of social judgment. *Psychological Review*, 99, 3–21.
- Smith, K. D., Keating, J. P., & Stotland, E. (1989). Altruism reconsidered: The effect of denying feedback on a victim's status to witnesses. *Journal of Personality and Social Psychology*, 57, 641–650.
- Smith, M. B., Bruner, J. S., & White, R. W. (1956). *Opinions and personality*. New York: Wiley.
- Smith, P. B., & Bond, M. H. (1994). *Social psychology across cultures*. Boston: Allyn & Bacon.
- Smith, P. B., & Bond, M. H. (1998). *Social psychology across cultures* (2nd ed.). Boston: Allyn & Bacon.
- Smith, P. B., Bond, M. H., & Kagitcibasi, C. (2006). *Understanding social psychology across cultures: Living and working in a changing world*. London: Sage.
- Smith, R. E., & Hunt, S. D. (1978). Attributional processes in promotional situations. *Journal of Consumer Research*, 5, 149–158.
- Smolowe, J. (1990, November 26). Contents require immediate attention. *Time*, p. 64.
- Snibbe, A. C., & Markus, H. R. (2005). You can't always get what you want: Educational attainment, agency, and choice. *Journal of Personality and Social Psychology*, 88, 703–720.
- Snow, D. A., Robinson, C., & McCall, P. L. (1991). "Cooling out" men in singles bars and nightclubs: Observations on the interpersonal survival strategies of women in public places. *Journal of Contemporary Ethnography*, 19, 423–449.
- Snyder, C. R., & Forsyth, D. R. (1991). *Handbook of social and clinical psychology*. New York: Pergamon.
- Snyder, C. R., & Higgins, R. L. (1988). Excuses: Their effective role in the negotiation of reality. *Psychological Bulletin*, 104, 23–35.
- Snyder, C. R., Lassegard, M., & Ford, C. E. (1986). Distancing after group success and failure: Basking in reflected glory and cutting off reflected failure. *Journal of Personality and Social Psychology*, 51, 382–388.
- Snyder, C. R., Tennen, H., Affleck, G., & Cheavens, J. (2000). Social, personality, clinical, and health psychology tributaries: The merging of a scholarly "River of dreams." *Personality and Social Psychology Review*, 4, 16–29.
- Snyder, M. (1974). Self-monitoring of expressive behavior. *Journal of Personality and Social Psychology*, 30, 526–537.
- Snyder, M. (1987). *Public appearances, private realities: The psychology of self-monitoring*. New York: Freeman.
- Snyder, M., & Cantor, N. (1998). Understanding personality and social behavior: A functionalist strategy. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), *The handbook of social psychology* (4th ed.) (Vol. 1, pp. 635–679). Boston: McGraw-Hill.
- Snyder, M., & DeBono, K. G. (1985). Appeals to image and claims about quality: Understanding the psychology of advertising. *Journal of Personality and Social Psychology*, 49, 586–597.
- Snyder, M., & DeBono, K. G. (1989). Understanding the functions of attitudes. In A. R. Pratkanis, S. J. Breckler, & A. G. Greenwald (Eds.), *Attitude structure and function* (pp. 339–359). Hillsdale, NJ: Erlbaum.
- Snyder, M., & Haugen, J. A. (1995). Why does behavioral confirmation occur? A functional perspective on the role of the target. *Personality and Social Psychology Bulletin*, 21, 963–974.
- Snyder, M., & Ickes, W. (1985). Personality and social behavior. In G. Lindzey & E. Aronson (Eds.), *Handbook of social psychology* (3rd ed.) (Vol. 2, pp. 883–948). New York: Random House.
- Snyder, M., & Omoto, A. M. (1992). Who helps and why? In S. Spacapan & S. Oskamp (Eds.), *Helping and being helped: Naturalistic studies* (pp. 213–239). Newbury Park, CA: Sage.
- Snyder, M., & Swann, W. B., Jr. (1976). When actions reflect attitudes: The politics of impression management.

- Journal of Personality and Social Psychology*, 34, 1034–1042.
- Snyder, M., Simpson, J. A., & Gangestad, S. (1984). Personality and sexual relations. *Journal of Personality and Social Psychology*, 51, 181–190.
- Snyder, M. L., Stephan, W. G., & Rosenfield, D. (1976). Egotism and attribution. *Journal of Personality and Social Psychology*, 33, 435–441.
- Solano, C., Batten, P. G., & Parish, E. A. (1982). Loneliness and patterns of self-disclosure. *Journal of Personality and Social Psychology*, 43, 524–531.
- Solomon, R. L. (1980). The opponent-process theory of acquired motivation: The costs of pleasure and the benefits of pain. *American Psychologist*, 35, 691–712.
- Sommers, S. R., Warp, L. S., & Mahoney, C. C. (2008). Cognitive effects of racial diversity: White individuals' information processing in heterogeneous groups. *Journal of Experimental Social Psychology*, 44, 1129–1136.
- Sorrentino, R. M., & Field, N. (1986). Emergent leadership over time: The functional value of positive motivation. *Journal of Personality and Social Psychology*, 50, 1091–1099.
- Speed, A., & Gangestad, S. W. (1997). Romantic popularity and mate preferences: A peer nomination study. *Personality & Social Psychology Bulletin*, 9, 928–935.
- Spence, K. W. (1956). *Behavior theory and conditioning*. New Haven, CT: Yale University Press.
- Spence, S. A. (2008). Playing Devil's advocate: The case against fMRI lie detection. *Legal and Criminological Psychology*, 13, 11–25.
- Spencer, S. J., Josephs, R. A., & Steele, C. M. (1993). Low self-esteem: The uphill struggle for self-integrity. In R. Baumeister (Ed.), *Self-esteem: The puzzle of low self-regard* (pp. 21–36). New York: Plenum.
- Spencer, S. J., Steele, C. M., & Quinn, D. (1999). Stereotype threat and women's math performance. *Journal of Experimental and Social Psychology*, 35, 4–28.
- Spencer-Rodgers, J., Hamilton, D. L., & Sherman, S. J. (2007). The central role of entitativity in stereotypes of social categories and task groups. *Journal of Personality and Social Psychology*, 92, 369–388.
- Spokane, A. R. (1985). A review of research on person–environment congruence in Holland's theory of careers. *Journal of Vocational Behavior*, 26, 306–343.
- Sprecher, S., & Regan, P. C. (1998). Passionate and companionate love in courting and young married couples. *Sociological Inquiry*, 68, 163–185.
- Sprecher, S., & Regan, P. C. (2000). Sexuality in a relational context. In C. Hendrick & S. Hendrick (Eds.), *Close relationships: A sourcebook* (pp. 217–227). Thousand Oaks, CA: Sage.
- Sprecher, S., Aron, A., Hatfield, E., Cortese, A., Potapova, E., & Levitskaya, A. (1994). Love: American style, Russian style, and Japanese style. *Personal Relationships*, 1, 349–369.
- Stacy, A., Sussman, S., Dent, C. W., Burton, D., & Flay, B. R. (1992). Moderators of social influence in adolescent smoking. *Personality and Social Psychology Bulletin*, 18, 163–172.
- Stangor, C., & Duan, C. (1991). Effects of multiple task demands upon memory for information about social groups. *Journal of Experimental Social Psychology*, 27, 357–378.
- Stangor, C., & McMillan, D. (1992). Memory for expectancy-congruent and expectancy-incongruent information: A review of the social and 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.
- Stanne, M. B., Johnson, D. W., & Johnson, R. T. (1999). Does competition enhance or inhibit motor performance: A meta-analysis. *Psychological Bulletin*, 125, 133–154.
- Stapel, D. A., Johnson, C. S. (2007). When nothing compares to me: How defensive motivations and similarity shape social comparison effects. *European Journal of Social Psychology*, 37, 824–838.
- Stark, B., & Deaux, K. (1994). Integrating motivational and identity theories of volunteerism. Poster presented at the annual meeting of the American Psychological Society, Washington, DC. July 2.
- Staw, B. M., & Ross, J. (1980). Commitment in an experimenting society. *Journal of Applied Psychology*, 65, 249–260.
- 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. (1992, April). Race and the schooling of black Americans. *The Atlantic Monthly*, pp. 68–78.
- Steele, C. M., & Aronson, J. (1995). Stereotype threat and the intellectual test performance of African Americans. *Journal of Personality and Social Psychology*, 69, 797–811.
- Steele, C. M., & Josephs, R. A. (1988). Drinking your troubles away II: An attention-allocation model of alcohol's effect on psychological stress. *Journal of Abnormal Psychology*, 97, 196–205.
- Steiner, I. D. (1972). *Group process and productivity*. New York: Academic Press.
- Steinfield, C., Ellison, N. B., & Lampe, C. (2008). Social capital, self-esteem, and use of online social network sites: A longitudinal analysis. *Journal of Applied Developmental Psychology*, 29, 434–445.
- Stephan, C. W., Renfro, L., & Stephan, W. G. (2004). The evaluation of multicultural education programs: Techniques and a meta-analysis. In W. G. Stephan & W. P. Vogt (Eds.), *Education programs for improving intergroup relations* (pp. 227–242). New York: Teachers College Press.
- Stephan, W. G. (1978). School desegregation: An evaluation of predictions made in *Brown v. Board of Education*. *Psychological Bulletin*, 85, 217–238.
- Stephan, W. G., & Finlay, K. (1999). The role of empathy in improving intergroup relations. *Journal of Social Issues*, 55, 729–743.
- Stephan, W. G., & Stephan, C. W. (1984). The role of ignorance in intergroup relations. In N. Miller & M. B. Brewer (Eds.), *Groups in contact* (pp. 229–255). New York: Academic Press.
- Stephan, W. G., & Stephan, C. W. (1985). Intergroup anxiety. *Social Issues*, 41, 157–175.
- Stephan, W. G., & Stephan, C. W. (1996). *Intergroup relations*. Madison, WI: Brown & Benchmark.
- Stephan, W. G., & Stephan, C. W. (2000). An integrated threat theory of prejudice. In S. Oskamp (Ed.), *Reducing prejudice and discrimination* (pp. 23–46). Hillsdale, NJ: Erlbaum.
- Stephan, W. G., Ageyev, V., Coates-Shrider, L., Stephan, C. W., & Abalakina, M. (1994). On the relationship between stereotypes and prejudice: An international study. *Personality and Social Psychology Bulletin*, 20, 277–284.
- Stern, P. C. (2000). Psychology and the science of human–environment interactions. *American Psychologist*, 55, 523–530.
- Stern, P. C., Diet, T., & Kalof, L. (1993). Value orientations, gender, and environmental concern. *Environment and Behavior*, 25, 322–348.
- Sternberg, R. J. (1986). A triangular theory of love. *Psychological Review*, 93, 119–135.
- Sternberg, R. J. (2006). A duplex theory of love. In R. J. Sternberg & K. Weis (Eds.), *The new psychology of love* (pp. 184–199). New Haven, CT: Yale University Press.
- Sternthal, B., Dholakia, R., & Leavitt, C. (1978). The persuasive effect of source credibility: Tests of cognitive response. *Journal of Consumer Research*, 4, 252–260.
- Stevens, L. E., & Fiske, S. T. (1995). Motivation and cognition in social life: A social survival perspective. *Social Cognition*, 13, 189–214.

- Stevens, R., & Slavin, R. (1995). The cooperative elementary school: Effects on student's achievement, attitudes, and social relations. *American Educational Research Journal*, 32, 321–351.
- 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.
- Stewart, J. E. (1985). Appearance and punishment: The attraction-lenient effect. *Journal of Social Psychology*, 125, 373–378.
- Stewart, R. (2004). *The places in between*. Orlando, FL: Harcourt.
- Stiles, W. B., Lyall, L. M., Knight, D. P., Ickes, W., Waung, M., Hall, C., & Primeau, B. E. (1997). Gender differences in verbal presumptuousness and attentiveness. *Personality and Social Psychology Bulletin*, 23, 759–772.
- Stinchcombe, A. L. (1965). Social structure and organizations. In J. G. March (Ed.), *Handbook of organizations* (pp. 142–193). Chicago: Rand McNally.
- Stinson, D. A., Logel, C., Zanna, M. P., Holmes, J. G., Cameron, J. J., Wood, J. V., & Spencer, S. J. (2008). The cost of lower self-esteem: Testing a self- and social-bonds model of health. *Journal of Personality and Social Psychology*, 94, 412–428.
- Stone, A. A., Broderick, J. E., Porter, L. S., & Kaell, A. T. (1997). The experience of rheumatoid arthritis pain and fatigue: Examining momentary reports and correlates over one week. *Arthritis Care and Research*, 10, 185–193.
- 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*, 29, 446–858.
- Stone, J., & Cooper, J. (2001). A self-standards model of cognitive dissonance. *Journal of Experimental Social Psychology*, 37, 228–243.
- Stone, J., & Fernandez, N. C. (2008). To practice what we preach: The use of hypocrisy and cognitive dissonance to motivate behavior change. *Social and Personality Psychology Compass*, 2, 1024–1051.
- Stone, J., Lynch, C. I., Sjomeling, M., & Darley, J. M. (1999). Stereotype threat effects on black and white athletic performance. *Journal of Personality and Social Psychology*, 77, 1213–1227.
- Stone, V. E., Cosmides, L., Tooby, J., Kroll, N., & Knight, R. T. (2002). Selective impairment of reasoning about social exchange in a patient with bilateral limbic system damage. *Proceedings of National Academy of Science*, 99, 11531–11536.
- Stoner, J. A. F. (1961). *A comparison of individual and group decisions involving risk*. Unpublished master's thesis, Massachusetts Institute of Technology.
- Storey, A. E., Walsh, C. J., Quinton, R. L., & Wynne-Edwards, K. E. (2000). Hormonal correlates of paternal responsiveness in new and expectant fathers. *Evolution & Human Behavior*, 21, 79–95.
- Storms, M. D. (1973). Videotape and the attribution process: Reversing actors' and observers' points of view. *Journal of Personality and Social Psychology*, 27, 165–175.
- Stouffer, S. A., Suchman, E., DeVinney, S. A., Star, S., & Williams, R. M. (Eds.). (1949). *The American soldier: Adjustment during army life*. Princeton, NJ: Princeton University Press.
- Strack, F., Martin, L. L., & Stepper, S. (1988). Inhibiting and facilitating conditions of the human smile: A nonobtrusive test of the facial feedback hypothesis. *Journal of Personality and Social Psychology*, 54, 768–777.
- Strack, F., Werth, L., & Deutsch, R. (2006). Reflective and impulsive determinants of consumer behavior. *Journal of Consumer Psychology*, 16, 205–216.
- Strack, S., & Coyne, J. C. (1983). Social confirmation of dysphoria: Shared and private reactions to depression. *Journal of Personality and Social Psychology*, 44, 798–806.
- Street, A. E., Gradus, J. L., Stafford, J., & Kelly, K. (2007). Gender differences in experiences of sexual harassment: Data from a male-dominated environment. *Journal of Consulting and Clinical Psychology*, 75, 464–474.
- Strickland, B. R., & Crowne, D. P. (1962). Conformity under conditions of simulated group pressure as a function of need for social approval. *Journal of Social Psychology*, 58, 171–181.
- Strijbos, J. W., Martens, R. L., Jochems, W. M. G., & Broers, N. J. (2004). The effect of functional roles on group efficiency: Using multilevel modeling and content analysis to investigate computer-supported collaboration in small groups. *Small Group Research*, 35, 195–229.
- Stroessner, S. J., & Mackie, D. M. (1992). The impact of induced affect on the perception of social variability in social groups. *Personality and Social Psychology Bulletin*, 18, 546–554.
- Stroh, L. K., Brett, J. M., & Reilly, A. H. (1992). All the right stuff: A comparison of female and male managers' career progression. *Journal of Applied Psychology*, 77, 251–260.
- Strohmetz, D. B., Rind, B., Fisher, R., & Lynn, M. (2002). Sweetening the till: The use of candy to increase restaurant tipping. *Journal of Applied Social Psychology*, 32, 300–309.
- Strom, S. (2006, April 30). Donor fatigue wasn't a problem in '05, charities say. *Arizona Republic*, p. A13.
- Stukas, A. A., Jr., & Snyder, M. (2002). Targets' awareness of expectations and behavioral confirmation in ongoing interactions. *Journal of Experimental Social Psychology*, 38, 31–40.
- Sturmer, S., Snyder, M., Kropp, A., & Siem, B. (2006). Empathy-mediated helping: The moderating role of group membership. *Personality and Social Psychology Bulletin*, 32, 943–956.
- Suedfeld, P., Wallace, M. D., & Thachuk, K. L. (1993). Changes in integrative complexity among middle east leaders during the Persian Gulf crisis. *Journal of Social Issues*, 49, 183–191.
- Sugarmann, J., & Rand, K. (1994, March 10). Cease fire. *Rolling Stone*, pp. 30–42.
- Sugiyama, L. S., Tooby, J., & Cosmides, L. (2002). Cross-cultural evidence of cognitive adaptations for social exchange among the Shiwiar of Ecuadorian Amazonia. *Proceedings of National Academy of Sciences*, 99, 11537–11542.
- Suh, E. J., Moskowitz, D. S., Fournier, M. A., & Zuroff, D. C. (2004). Gender and relationships: Influences on agentic and communal behaviors. *Personal Relationships*, 11, 41–59.
- Sui, J., Zhu, Y., & Chiu, C.-Y. (2007). Bicultural mind, self-construal, and self-and mother-reference effects: Consequences of cultural priming on recognition memory. *Journal of Experimental Social Psychology*, 43, 818–824.
- Suls, J., & Green, P. J. (2003). Pluralistic ignorance and college student perceptions of gender-specific alcohol norms. *Health Psychology*, 22, 479–486.
- Suls, J., Lemos, K., & Stewart, H. L. (2002). Self-esteem, construal, and comparisons with the self, friends, and peers. *Journal of Personality & Social Psychology*, 82, 252–261.
- Suls, J., Martin, R., & David, J. P. (1998). Person-environment fit and its limits: Agreeableness, neuroticism, and emotional reactivity to interpersonal conflict. *Personality and Social Psychology Bulletin*, 24, 88–98.
- Suls, J., Martin, R., & Wheeler, L. (2000). Three kinds of opinion comparison: The triadic model. *Personality and Social Psychology Review*, 4, 219–237.
- Suls, J., Martin, R., & Wheeler, L. (2002). Social comparison: Why, with whom, and with what effect? *Current Directions in Psychological Science*, 11, 159–163.
- Sumner, W. G. (1906). *Folkways*. New York: New American Library.

- Surowiecki, J. (2004). *The wisdom of crowds*. New York: Doubleday.
- Sussman, S., Dent, C. W., Flay, R. R., Hansen, W. B., & Johnson, C. A. (1986). Psychosocial predictors of cigarette smoking onset by white, black, Hispanic, and Asian adolescents in Southern California. *Morbidity and Mortality Weekly Report Supplement*, 36, 3–10.
- Swann, W. B., Jr. (1990). To be adored or to be known? The interplay of self-enhancement and self-verification. In R. M. Sorrentino & E. T. Higgins (Eds.), *Foundations of social behavior* (Vol. 2, pp. 404–448). New York: Guilford.
- Swann, W. B., Jr., Bosson, J. K., & Pelham, B. W. (2000). Different partners, different selves: Strategic verification of circumscribed identities. *Personality & Social Psychology Bulletin*, 28, 1215–1228.
- Swann, W. B., Jr., Hixon, J. G., & De La Ronde, C. (1992a). Embracing the bitter “truth”: Negative self-concepts and marital commitment. *Psychological Science*, 3, 118–121.
- Swann, W. B., Jr., Rentfrow, P. J., & Guinn, J. S. (2003). Self-verification: The search for coherence. In M. R. Leary & J. P. Tangney (Eds.), *Handbook of self and identity* (pp. 367–383). New York: Guilford Press.
- Swann, W. B., Jr., Stephenson, B., & Pittman, T. S. (1981). Curiosity and control: On the determinants of the search for social knowledge. *Journal of Personality and Social Psychology*, 40, 635–642.
- Swann, W. B., Jr., Wenzlaff, R. M., Krull, D. S., & Pelham, B. W. (1992). Allure of negative feedback: Self-verification strivings among depressed persons. *Journal of Abnormal Psychology*, 101, 293–306.
- 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., & Hyers, L. L. (1999). Excuse me—What did you just say? Women’s public and private responses to sexist remarks. *Journal of Experimental Social Psychology*, 35, 68–88.
- Swim, J. K., & Miller, D. L. (1999). White guilt: Its antecedents and consequences for attitudes toward affirmative action. *Personality and Social Psychology Bulletin*, 25, 500–514.
- Swim, J. K., & Sanna, L. J. (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. (1998). *Prejudice: The target’s perspective*. San Diego, CA: Academic Press.
- 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., Ferguson, M. J., & Hyers, L. L. (1999). Avoiding stigma by association: Subtle prejudice against lesbians in the form of social distancing. *Basic and Applied Social Psychology*, 21, 61–68.
- Szymanski, K., & Harkins, S. G. (1987). Social loafing and self-evaluation with a social standard. *Journal of Personality and Social Psychology*, 53, 891–897.
- Tajfel, H. (1969). Cognitive aspects of prejudice. *Journal of Social Issues*, 25, 79–97.
- Tajfel, H. (1982). Social psychology of intergroup relations. *Annual Review of Psychology*, 33, 1–39.
- Tajfel, H., & Turner, J. (1979). An integrative theory of intergroup conflict. In W. G. Austin & S. Worchel (Eds.), *The social psychology of intergroup relations* (pp. 33–47). Monterey, CA: Brooks-Cole.
- Tajfel, H., & Turner, J. C. (1986). The social identity theory of intergroup behavior. In S. Worchel & W. G. Austin (Eds.), *Psychology of intergroup relations* (2nd ed., pp. 7–24). Chicago: Nelson-Hall.
- Tajfel, H., Billig, M. G., Bundy, R. P., & Flament, C. (1971). Social categorization and intergroup behavior. *Journal of Social Psychology*, 1, 149–178.
- Takahashi, H., Matsuura, M., Yahata, N., Koeda, M., Suhara, T., & Okubo, Y. (2006). Men and women show distinct brain activations during imagery of sexual and emotional infidelity. *Neuroimage*, 32, 1299–1307.
- Takemura, K., & Yuki, M. (2007). Are Japanese groups more competitive than Japanese individuals? A cross-cultural validation of the interindividual–intergroup discontinuity effect. *International Journal of Psychology*, 42, 27–35.
- Tal, I., & Lieberman, D. (2008). Kin detection and the development of sexual aversions: Toward an integration of theories on family sexual abuse. In C. A. Salmon & T. K. Shackelford (Eds.), *Family relationships: An evolutionary perspective* (pp. 205–229). New York: Oxford University Press.
- Tam, T., Hewstone, M., Kenworthy, J., & Cairns, E. (2009). Intergroup trust in Northern Ireland. *Personality and Social Psychology Bulletin*, 35, 45–59.
- Tamres, L. K., Janicki, D., & Helgeson, V. S. (2002). Sex differences in coping behavior: A meta-analytic review and an examination of relative coping. *Personality & Social Psychology Bulletin*, 28, 2–30.
- Tan, D. T. Y., & Singh, R. (1995). Attitudes and attraction: A developmental study of the similarity-attraction and dissimilarity-repulsion hypotheses. *Personality and Social Psychology Bulletin*, 21, 975–986.
- Tancredy, C. M., & Fraley, R. C. (2006). The nature of adult twin relationships: An attachment-theoretical perspective. *Journal of Personality and Social Psychology*, 90, 78–93.
- Tangney, J. P. (1992). Situational determinants of shame and guilt in young adulthood. *Personality and Social Psychology Bulletin*, 18, 199–206.
- Tapias, M. P., Glaser, J., Keltner, D., Vasquez, K., & Wickens, T. (2007). Emotion and prejudice: Specific emotions toward outgroups. *Group Processes and Intergroup Relations*, 10, 27–39.
- Taylor, S. E. (2002). *Health psychology* (5th ed.). New York: McGraw-Hill.
- Taylor, S. E. (2006). Tend and befriend: Biobehavioral bases of affiliation under stress. *Current Directions in Psychological Science*, 15, 273–277.
- Taylor, S. E., & Brown, J. D. (1988). Illusion and well-being: A social psychological perspective on mental health. *Psychological Bulletin*, 103, 193–210.
- Taylor, S. E., & Crocker, J. (1981). Schematic bases of social information processing. In E. T. Higgins, C. P. Herman, & M. P. Zanna (Eds.), *Social cognition: The Ontario Symposium* (Vol. 1, 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, pp. 249–288). New York: Academic Press.
- Taylor, S. E., & Gollwitzer, P. M. (1995). Effects of mindset on positive illusions. *Journal of Personality and Social Psychology*, 69, 213–226.
- Taylor, S. E., & Gonzaga, G. C. (2006). Evolution, relationships, and health: The social shaping hypothesis. In M. Schaller, J. Simpson, & D. T. Kenrick (Eds.), *Evolution and social psychology* (pp. 211–236). New York: Psychology Press.
- Taylor, S. E., Burklund, L., Eisenberger, N. I., Lehman, B. J., Hilmert, C. J., & Lieberman, M. D. (2008). Neural bases of moderation of cortisol stress responses by psychosocial resources. *Journal of Personality and Social Psychology*, 95, 197–211.
- Taylor, S. E., Collins, R. L., Skolan, L. A., & Aspinwall, L. G. (1989). Maintaining positive illusions in the face of getting negative information: Getting the facts without letting them get to you. *Journal of Social and Clinical Psychology*, 8, 114–129.
- Taylor, S. E., Kemeny, M. E., Reed, G. M., Bower, J. E., & Gruenwald, T. L. (2000a). Psychological resources, positive illusion, and health. *American Psychologist*, 55, 99–109.

- Taylor, S. E., Klein, L. C., Lewis, B. P., Gruenwald, T. L., Gurung, R. A. R., & Updegraff, J. A. (2000b). Biobehavioral responses to stress in females: Tend-and-befriend, not fight-or-flight. *Psychological Review*, 107, 411–429.
- Taylor, S. E., Lerner, J. S., Sherman, D. K., Sage, R. M., & McDowell, N. K. (2003a). Are self-enhancing cognitions associated with healthy or unhealthy biological profiles? *Journal of Personality & Social Psychology*, 85, 605–616.
- Taylor, S. E., Lerner, J. S., Sherman, D. K., Sage, R. M., & McDowell, N. K. (2003b). Portrait of the self-enhancer: Well adjusted and well liked or maladjusted and friendless? *Journal of Personality & Social Psychology*, 84, 165–176.
- Taylor, S. E., Lewis, B. P., Gruenwald, T. L., Gurung, R. A. R., Updegraff, J. A., & Klein, L. C. (2002). Sex differences in biobehavioral responses to threat: Reply to Geary and Flinn (2002). *Psychological Review*, 109, 751–753.
- Taylor, S. E., Lichtman, R. R., & Wood, J. V. (1984). Attributions, beliefs about control, and adjustment to breast cancer. *Journal of Personality and Social Psychology*, 46, 489–502.
- Tazelaar, M. J. A., Van Lange, P. A. M., & Ouwerkerk, J. W. (2004). How to cope with “noise” in social dilemmas: The benefits of communication. *Journal of Personality and Social Psychology*, 87, 845–859.
- “Teenager got doctors’ messages, ordered treatment.” (2000, December 17). *St. Louis Post-Dispatch*, p. A7.
- Teger, A. (1980). *Too much invested to quit*. New York: Pergamon.
- Tellegen, A., Lykken, D. T., Bouchard, T. J., Wilcox, K. J., Segal, N. L., & Rich, S. (1988). Personality similarity in twins reared apart and together. *Journal of Personality and Social Psychology*, 54, 1031–1039.
- Tenbrunsel, A. E., & Messick, D. M. (1999). Sanctioning systems, decision frames, and cooperation. *Administrative Science Quarterly*, 44, 684–707.
- Terkel, S. (1992). *Race: How blacks and whites think and feel about the American obsession*. New York: Anchor.
- 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). San Diego, CA: Academic Press.
- Tesser, A. (1993). The importance of heritability in psychological research: The case of attitudes. *Psychological Review*, 100, 129–142.
- Tesser, A. (2000). On the confluence of self-esteem maintenance mechanisms. *Personality & Social Psychology Review*, 4, 290–299.
- Tesser, A., & Achée, J. (1994). Aggression, love, conformity, and other social psychological catastrophes. In R. R. Vallacher & A. Nowak (Eds.), *Dynamical systems in social psychology* (pp. 95–109). San Diego, CA: Academic Press.
- Tesser, A., & Bau, J. J. (2002). Social psychology: Who we are and what we do. *Personality & Social Psychology Review*, 6, 72–85.
- Tesser, A., & Smith, J. (1980). Some effects of task relevance and friendship on helping. *Journal of Experimental Social Psychology*, 16, 582–590.
- Tesser, A., Campbell, J., & Mickler, S. (1983). The role of social pressure, attention to the stimulus, and self-doubt in conformity. *European Journal of Social Psychology*, 13, 217–233.
- Tessler, R. C., & Schwartz, S. H. (1972). Help-seeking, self-esteem, and achievement motivation: An attributional analysis. *Journal of Personality and Social Psychology*, 21, 318–326.
- Tetlock, P. E. (1983). Policy-makers’ images of international conflict. *Journal of Social Issues*, 39, 67–86.
- Tetlock, P. E., Peterson, R. S., McGuire, C., Chang, S. J., & Feld, P. (1992). Assessing political group dynamics: A test of the groupthink model. *Journal of Personality and Social Psychology*, 63, 403–425.
- Thaler, R. H., & Sunstein, C. R. (2008). *Nudge: Improving decisions about health, wealth, and happiness*. New Haven: Yale University Press.
- Thibaut, J., & Kelley, H. H. (1959). *The social psychology of groups*. New York: Wiley.
- Thompson, E. P., Roman, R. J., Moskowitz, G. B., Chaiken, S., & Bargh, J. A. (1994). Accuracy motivation attenuates covert priming: The systematic reprocessing of social information. *Journal of Personality and Social Psychology*, 66, 474–489.
- Thompson, L. (1993). The impact of negotiation on intergroup relations. *Journal of Experimental Social Psychology*, 29, 304–325.
- Thompson, L., & Fine, G. A. (1999). Socially shared cognition, affect, and behavior: A review and integration. *Personality & Social Psychology Review*, 3, 278–302.
- Thompson, L. L., Levine, J. M., & Messick, D. M. (1999). *Shared cognition in organizations: The management of knowledge*. Mahwah, NJ: Erlbaum.
- Thompson, M. M., Naccarato, M. E., & Parker, K. E. (1989, June). *Assessing cognitive need: The development of the Personal Need for Structure (PNS) and Personal Fear of Invalidity (PFI) measures*. Paper presented at the annual meeting of the Canadian Psychological Association, Halifax, Nova Scotia.
- Thompson, M. P., & Kingree, J. B. (2006). The roles of victim and perpetrator alcohol use in intimate partner violence outcomes. *Journal of Interpersonal Violence*, 21, 163–177.
- Thompson, S. (1999). Illusions of control: How we overestimate our personal influence. *Current Directions in Psychological Science*, 8, 187–190.
- Thompson, S. C., & Schlehofer, M. M. (2008). Control, denial, and heightened sensitivity to personal threat: Testing the generality of the threat orientation approach. *Personality and Social Psychology Bulletin*, 34, 1070–1083.
- Thompson, S. C., Sobolow-Shubin, A., Galbraith, M. E., Schwankovsky, L., & Cruzen, D. (1993). Maintaining perceptions of control: Finding control in low-control circumstances. *Journal of Personality and Social Psychology*, 64, 293–304.
- Tibon, S. (2000). Personality traits and peace negotiations: Integrative complexity and attitudes toward the Middle East peace process. *Group Decision and Negotiation*, 9, 1–15.
- Tibon, S., & Blumberg, H. H. (1999). Authoritarianism and political socialization in the context of the Arab-Israeli conflict. *Political Psychology*, 20, 581–591.
- Tice, D. M. (1991). Esteem protection or enhancement? Self-handicapping motives and attributions differ by trait self-esteem. *Journal of Personality and Social Psychology*, 60, 711–725.
- Tice, D. M. (1992). 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. (1993). The social motivations of people with low self-esteem. In R. Baumeister (Ed.), *Self-esteem: The puzzle of low self-regard* (pp. 37–54). New York: Plenum.
- Tice, D. M., & Wallace, H. M. (2003). The reflected self: Creating yourself as (you think) others see you. In M. R. Leary & J. P. Tangney (Eds.), *Handbook of self-identity* (pp. 91–105). New York: Guilford Press.
- Tice, D. M., Butler, J. L., Muraven, & M. B., & Stillwell, A. M. (1995). When modesty prevails: Differential favorability of self-presentation to friends and strangers. *Journal of Personality and Social Psychology*, 69, 1120–1138.
- Tiedens, L. Z., & Fragale, A. R. (2003). Power moves: Complementarity in

- dominant and submissive nonverbal behavior. *Journal of Personality and Social Psychology*, 84, 558–568.
- Tietjen, A. M. (1994). Children's social networks and social supports in cultural context. In W. J. Lonner & R. Malpass (Eds.), *Psychology and culture* (pp. 101–106). Boston: Allyn & Bacon.
- Tinbergen, N. (1968). On war and peace in animals and man. *Science*, 160, 1411–1418.
- Tindale, R. S., & Davis, J. H. (1983). Group decision making and jury verdicts. In H. H. Blumberg, A. P. Hare, V. Kent, & M. F. Davies (Eds.), *Small groups and social interaction* (Vol. 2, pp. 9–38). Chichester, U.K.: Wiley.
- Tindale, R. S., & Sheffren, S. (2002). Shared information, cognitive load, and group memory. *Group Processes and Intergroup Relations*, 5, 5–18.
- Tindale, R. S., Davis, J. H., Vollrath, D. A., Nagao, D. H., & Hinsz, V. B. (1990). Asymmetrical social influence in freely interacting groups: A test of three models. *Journal of Personality and Social Psychology*, 58, 438–449.
- Tinsley, C., & Weldon, E. (2003). Responses to a normative conflict among American and Chinese managers. *International Journal of Cross-cultural Management*, 3, 181–192.
- Titchener, E. B. (1909). *Elementary psychology of the thought processes*. New York: Macmillan.
- Toch, H. (1969). *Violent men: An inquiry into the psychology of violence*. Chicago, IL: Aldine.
- Toch, H. (1984). *Violent men*. Cambridge: Schenkman.
- Todd, P. M., Hertwig, R., & Hoffrage, U. (2005). Evolutionary cognitive psychology. In D. M. Buss (Ed.), *The handbook of evolutionary psychology* (pp. 776–802). New York: Wiley.
- Tokayer, M., & Swartz, M. (1979). *The Fugu Plan: The untold story of the Japanese and the Jews during World War II*. New York: Paddington.
- Tolmacz, R. (2004). Attachment style and willingness to compromise when choosing a mate. *Journal of Social and Personal Relationships*, 21, 267–272.
- Toma, C. L., Hancock, J. T., & Ellison, N. B. (2008). Separating fact from fiction: An examination of deceptive self-presentation in online dating profiles. *Personality and Social Psychology Bulletin*, 34, 1023–1036.
- Tombs, S., & Silverman, I. (2004). Pupilometry: A sexual selection approach. *Evolution and Human Behavior*, 25, 221–228.
- Tomkins, S. S. (1980). Affect as amplification: Some modifications in theory. In R. Plutchik & H. Kellerman (Eds.), *Emotion: Theory, research and experience: Vol. 1: Theories of emotion* (pp. 141–164). New York: Academic Press.
- Tooby, J., & Cosmides, I. (2005). Conceptual foundations of evolutionary psychology. In D. M. Buss (Ed.), *The handbook of evolutionary psychology* (pp. 5–67). Hoboken, NJ: Wiley.
- Tooby, J., & Cosmides, L. (1992). The psychological foundations of culture. In J. H. Barkow, L. Cosmides, & J. Tooby (Eds.), *The adapted mind: Evolutionary psychology and the generation of culture* (pp. 19–136). New York: Oxford University Press.
- Tooby, J., & Cosmides, L. (2005). Conceptual foundations of evolutionary psychology. In D. M. Buss (Ed.), *The handbook of evolutionary psychology* (pp. 5–67). New York: Wiley.
- Torestad, B. (1990). What is anger provoking? A psychophysical study of perceived causes of anger. *Aggressive Behavior*, 16, 9–26.
- Tormala, Z. L., & DeSensi, V. L. (2009). The effects of minority/majority source status on attitude certainty: A matching perspective. *Personality and Social Psychology Bulletin*, 35, 114–125.
- Tormala, Z. L., & Petty, R. E. (2002). What doesn't kill me makes me stronger: The effects of resisting persuasion on attitude certainty. *Journal of Personality and Social Psychology*, 83, 1298–1313.
- Townsend, E. J. (1973). An examination of participants in organizational, political, informational, and interpersonal activities. *Journal of Voluntary Action Research*, 2, 200–211.
- Townsend, J. M., & Levy, G. D. (1990). Effects of potential partner's costume and physical attractiveness on sexuality and partner selection: Sex differences in reported preferences of university students. *Journal of Psychology*, 124, 371–376.
- Townsend, J. M., & Roberts, L. W. (1993). Gender differences in mate preferences among law students: Diverging and converging criteria. *Journal of Psychology*, 127, 507–528.
- Townsend, M. A., McCracken, H. E., & Wilton, K. M. (1988). Popularity and intimacy as determinants of psychological well-being in adolescent friendships. *Journal of Early Adolescence*, 8, 421–436.
- Trafimow, D., & Finlay, K. A. (1996). The importance of subjective norms for a majority of people: Between-subjects and within-subjects. *Personality and Social Psychology Bulletin*, 22, 820–828.
- Trafimow, D., & Schneider, D. J. (1994). The effects of behavioral, situational, and person information on different attribution judgments. *Journal of Experimental Social Psychology*, 30, 351–369.
- Trawalter, S., Todd, A. R., Baird, A. A., & Richeson, J. A. (2008). Attending to threat: Race-based patterns of selective attention. *Journal of Experimental Social Psychology*, 44, 1322–1327.
- Triandis, H. C. (1989). The self and social behavior in differing 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.
- Triplett, N. (1897–1898). The dynamogenic factors in pacemaking and competition. *American Journal of Psychology*, 9, 507–533.
- Trivers, R. L. (1971). The evolution of reciprocal altruism. *Quarterly Review of Biology*, 46, 35–37.
- Trope, Y., & Thompson, E. P. (1997). Looking for truth in all the wrong places? Asymmetric search of individuating information about stereotypes group members. *Journal of Personality and Social Psychology*, 73, 229–241.
- Tropp, L. R., & Brown, A. C. (2004). What benefits the group can also benefit the individual: Group enhancing and individual-enhancing motives for collective action. *Group Processes and Intergroup Relations*, 7, 267–282.
- Tsai, J. L., Knutson, B., & Fung, H. H. (2006). Cultural variation in affect valuation. *Journal of Personality and Social Psychology*, 90, 288–307.
- Turner, J. C. (1991). *Social influence*. Pacific Grove, CA: Brooks/Cole.
- Turner, J. C., Hogg, M. A., Oakes, P. J., Reicher, S. D., & Wetherell, M. S. (1987). *Rediscovering the social group: A self-categorization theory*. Oxford, U.K.: Basil Blackwell.
- Turner, S. (1978, January 8). The life and times of a pickle packer. *Boston Globe Magazine*, p. 10.
- Turnley, W. H., & Bolino, M. C. (2001). Achieving desired images while avoiding undesired images: Exploring the role of self-monitoring in impression management. *Journal of Applied Psychology*, 86, 351–360.
- Tversky, A., & Kahneman, D. (1973). Availability: A heuristic for judging frequency and probability. *Cognitive Psychology*, 5, 207–232.
- Tversky, A., & Kahneman, D. (1974). Judgment under uncertainty: Heuristics and biases. *Science*, 185, 1124–1131.
- Tversky, A., & Shafir, E. (1992a). The disjunction effect in choice under uncertainty. *Psychological Science*, 3, 305–309.
- Tversky, A., & Shafir, E. (1992b). Choice under conflict: The dynamics of deferred decision. *Psychological Science*, 3, 358–361.
- 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 & Social Psychology*, 81, 133–145.
- Twenge, J. M., & Baumeister, R. F. (2002). Self-control: A limited yet renewable resource. In Y. Kashima, M. Foddy, & M. J. Platow (Eds.), *Self and identity: Personal, social, and symbolic* (pp. 57–70). Mahwah, NJ: Lawrence Erlbaum Associates.
- Twenge, J. M., & Campbell, W. K. (2003). “Isn’t it fun to get the respect that we’re going to deserve?” Narcissism, social rejection, and aggression. *Personality & Social Psychology Bulletin*, 29, 261–272.
- Twenge, J. M., Catanese, K. R., & Baumeister, R. F. (2002). Social exclusion causes self-defeating behavior. *Journal of Personality & Social Psychology*, 83, 606–615.
- Twenge, J. M., Zhang, L., & Im, C. (2004). It’s beyond my control: A cross-temporal meta-analysis of increasing externality in locus of control, 1960–2002. *Personality and Social Psychology Review*, 8, 308–319.
- Tybout A. M., & Yalch, R. F. (1980). The effect of experience: A matter of salience? *Journal of Consumer Research*, 6, 406–413.
- Tybur, J. M., Lieberman, D. L., & Griskevicius, V. G. (in press). Microbes, mating, and morality: Individual differences in three functional domains of disgust. *Journal of Personality and Social Psychology*.
- Tykocinski, O. E., & Steinberg, N. (2005). Coping with disappointing outcomes: Retroactive pessimism and motivated inhibition of counterfactuals. *Journal of Experimental Social Psychology*, 41, 551–558.
- Tyler, J. M., & Feldman, R. S. (2005). Deflecting threat to one’s image: Dissembling personal information as a self-presentation strategy. *Basic and Applied Social Psychology*, 27, 371–378.
- Tyler, J. M., & Feldman, R. S. (2007). The double-edged sword of excuses: When do they help, when do they hurt. *Journal of Social and Clinical Psychology*, 26, 659–688.
- Tyler, T. R., & Degoey, P. (1995). Trust in organizational authorities: The influence of motive attributions on willingness to accept decisions. In R. Kramer & T. R. Tyler (Eds.), *Trust in organizational authorities* (pp. 331–356). Beverly Hills, CA: Sage.
- U.S. Department of Labor (2009). Employed persons by detailed occupation, sex, race, and Hispanic or Latino ethnicity. Available at: www.bls.gov/cps/cpsaat11.pdf. Accessed February 23, 2009.
- U.S. Merit Systems Protection Board. (1988). *Sexual harassment in the federal workplace: An update*. Washington, DC: U.S. Government Printing Office.
- “U.S. next down the aisle toward gay marriage?” (2003). Gallup Organization poll. Available at www.gallup.com/poll/ tb/religvalue/20030722.asp. “An Unlikely Friendship.” (2003). A documentary film produced and directed by Diane Bloom. Retrieved July 22, 2003.
- Udry, J. R., Billy, J. O. G., Morris, N. M., Groff, T. R., & Raj, M. H. (1985). Serum androgenic hormones motivate sexual behavior in adolescent boys. *Fertility and Sterility*, 43, 90–94.
- Uhlmann, E., & Cohen, G. L. (2005). Constructed criteria: Redefining merit to justify discrimination. *Psychological Science*, 16, 474–480.
- Uleman, J. S., Saribay, S. A., & Gonzalez, C. M. (2008). Spontaneous inferences, implicit impressions, and implicit theories. *Annual Review of Psychology*, 59, 329–360.
- Unkelbach, C., Forgas, J. P., & Denson, T. F. (2008). The turban effect: The influence of Muslim headgear and induced affect on aggressive responses in the shooter bias paradigm. *Journal of Experimental Social Psychology*, 44, 1409–1413.
- Uskul, A. K., Kitayama, S., & Nisbett, R. E. (2008). Ecocultural basis of cognition: Farmers and fishermen are more holistic than herders. *PNAS*, 105, 8552–8556.
- Uslaner, E. M. (2008). Where you stand depends on where your grandparents sat. *Public Opinion Quarterly*, 72, 725–740.
- Utz, S. (2004a). Self-construal and cooperation: Is the interdependent self more cooperative than the independent self. *Self and Identity*, 3, 177–190.
- Utz, S. (2004b). Self-activation is a two-edged sword: The effects of I primes on cooperation. *Journal of Experimental Social Psychology*, 40, 769–776.
- Utz, S., Ouwerkerk, J. W., & Van Lange, P. A. M. (2004). What is smart in a social dilemma? Differential effects of priming competence on cooperation. *European Journal of Social Psychology*, 34, 317–332.
- Väänänen, A., Buunk, B. P., Kiyimäki, M., Pentti, J., & Vahtera, J. (2005). When it is better to give than to receive: Long-term effects of perceived reciprocity in support exchange. *Journal of Personality and Social Psychology*, 89, 176–193.
- Vallacher, R. R., & Wegner, D. M. (1985). *A theory of action identification*. Hillsdale, NJ: Erlbaum.
- Vallacher, R. R., & Wegner, D. M. (1987). What do people think they’re doing? Action identification and human behavior. *Psychological Review*, 94, 3–15.
- Vallacher, R. R., Read, S. J., & Nowak, A. (2002). The dynamical perspective in personality and social psychology. *Personality & Social Psychology Review*, 6, 264–273.
- Vallone, R. P., Ross, L., & Lepper, M. R. (1985). The hostile media phenomenon: Biased perception and perceptions of media bias 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 prosocial behavior. *Psychological Science*, 15, 71–74.
- van Beest, I., & Williams, K. D. (2006). When inclusion costs and ostracism pays, ostracism still hurts. *Journal of Personality and Social Psychology*, 91, 918–928.
- Van Boven, L. (2005). Experientialism, materialism, and the pursuit of happiness. *Review of General Psychology*, 9, 132–142.
- Van Boven, L., Kruger, J., Savitsky, K., & Gilovich, T. (2000). When social worlds collide: Overconfidence in the multiple audience problem. *Personality and Social Psychology Bulletin*, 26, 619–628.
- van den Bergh, B., & Dewitte, S. (2006). The robustness of the “raise-the-stakes” strategy: Coping with exploitation in noisy Prisoner’s Dilemma games. *Evolution and Human Behavior*, 27, 19–28.
- van den Berghe, P. L. (1983). Human inbreeding avoidance: Culture in nature. *Behavioral and Brain Sciences*, 6, 91–123.
- van der Pligt, J., & Eiser, J. R. (1984). Dimensional salience, judgment, and attitudes. In J. R. Eiser (Ed.), *Attitudinal judgment* (pp. 161–177). New York: Springer-Verlag.
- Van Goozen, S. H. M., Cohen-Kettenis, P. T., Gooren, L. J. G., Frijda, N. H., & Vandepoll, N. E. (1995). Gender differences in behaviour: Activating effects of cross-sex hormones. *Psychoneuroendocrinology*, 20, 343–363.
- van Knippenberg, D., & Schippers, M. C. (2007). Work group diversity. *Annual Review of Psychology*, 58, 515–541.
- van Knippenberg, D., De Dreu, C. K. W., & Homan, A. C. (2004). Work group diversity and group performance: An integrative model and research agenda. *Journal of Applied Psychology*, 89, 1008–1022.
- Van Laar, C., Levin, S., & Sinclair, S., Sidanius, J. (2005). The effect of college roommate contact on ethnic attitudes and behaviors. *Journal of Experimental Social Psychology*, 41, 329–345.
- Van Lange, P. A. M., & Liebrand, W. B. (1991). The influence of other’s morality and own social value orientation on cooperation in the Netherlands and the U.S.A. *International Journal of Psychology*, 26, 429–449.
- Van Lange, P. A. M., & Rusbult, C. E. (1995). My relationship is better than—and not as bad as—yours is: The perception of superiority in close relationships. *Personality and Social Psychology Bulletin*, 21, 32–44.
- Van Lange, P. A. M., & Semin-Goosens, A. (1998). The boundaries of reciprocal cooperation. *European Journal of Social Psychology*, 28, 847–854.
- Van Lange, P. A. M., Agnew, C. R., Harinck, F., & Steemers, G. E. M.

- (1997a). From game theory to real life: How social value orientation affects willingness to sacrifice in ongoing close relationships. *Journal of Personality and Social Psychology*, 73, 1330–1344.
- Van Lange, P. A. M., Otten, W., DeBruin, E. M. N., & Joireman, J. A. (1997b). Development of prosocial, individualistic, and competitive orientations: Theory and preliminary evidence. *Journal of Personality and Social Psychology*, 73, 733–746.
- Van Overwalle, F., & Heylighen, F. (2006). Talking nets: A multiagent connectionist approach to communication and trust between individuals. *Psychological Review*, 113, 606–627.
- Van Vugt, M. (2006). The evolutionary origins of leadership and followership. *Personality and Social Psychology Review*, 10, 354–372.
- Van Vugt, M., & Hart, C. M. (2004). Social identity as social glue: The origins of group loyalty. *Journal of Personality and Social Psychology*, 86, 585–598.
- Van Vugt, M., & Samuelson, C. D. (1999). The impact of personal metering in the management of a natural resource crisis: A social dilemma analysis. *Personality & Social Psychology Bulletin*, 25, 731–745.
- Van Vugt, M., & Van Lange, P. A. M. (2006). Psychological adaptations for prosocial behavior: The altruism puzzle. In M. Schaller, J. A. Simpson, & D. T. Kenrick (Eds.), *Evolution and Social Psychology* (pp. 237–261). New York: Psychology Press.
- Van Vugt, M., Hogan, R., & Kaiser, R. B. (2008). Leadership, followership, and evolution: Some lessons from the past. *American Psychologist*, 63, 182–196.
- Vancouver, J. B., & Ilgen, D. R. (1989). Effects of interpersonal orientation and the sex-type of the task on choosing to work alone or in groups. *Journal of Applied Psychology*, 74, 927–934.
- Vandello, J. A., & Cohen, D. (2003). Male honor and female fidelity: Implicit cultural scripts that perpetuate domestic violence. *Journal of Personality & Social Psychology*, 84, 997–1010.
- VanderLaan, D. P., & Vasey, P. L. (2008). Mate retention behavior of men and women in heterosexual and homosexual relationships. *Archives of Sexual Behavior*, 37, 572–585.
- Vanman, E. J., Paul, B. Y., Ito, T. A., & Miller, N. (1997). The modern face of prejudice and structural features that moderate the effect of cooperation on affect. *Journal of Personality and Social Psychology*, 73, 941–959.
- Vanneste, S., Verplaetse, J., Van Hiel, A., & Braeckman, J. (2007). Attention bias toward noncooperative people. A dot probe classification study in cheating detection. *Evolution and Human Behavior*, 28, 272–276.
- Vasey, P. L., & VanderLaan, D. P. (2008). Avuncular tendencies and the evolution of male androphilia in Samoan *Fa'afafine*. *Archives of Sexual Behavior*, 37, 572–585.
- Vasquez, E. A., Denson, T. F., Pedersen, W. C., Stenstrom, D. M., & Miller, N. (2005). The moderating effect of trigger intensity on triggered displaced aggression. *Journal of Experimental Social Psychology*, 41, 61–67.
- Vasquez, K., Durik, A. M., & Hyde, J. S. (2002). Family and work: Implications of adult attachment styles. *Personality & Social Psychology Bulletin*, 28, 874–886.
- Veblen, T. (1899). *The theory of the leisure class: An economic study of institutions*. New York: MacMillan.
- Veitch, R., & Griffitt, W. (1976). Good news, bad news: Affective and interpersonal effects. *Journal of Applied Social Psychology*, 6, 69–75.
- Veroff, J. B. (1981). The dynamics of help-seeking in men and women: A national survey study. *Psychiatry*, 44, 189–200.
- Verona, E., & Sullivan, E. A. (2008). Emotional catharsis and aggression revisited: Heart rate reduction following aggressive responding. *Emotion*, 8, 331–340.
- Verplanken, B., & Holland, R. W. (2002). Motivated decision making: Effects of activation of self-centrality of values on choices and behavior. *Journal of Personality and Social Psychology*, 82, 434–437.
- Verschueren, B., Crombez, G., De Clercq, A., & Koster, E. H. W. (2005). Psychopathic traits and autonomic responding to concealed information in a prison sample. *Psychophysiology*, 42, 239–245.
- Vescio, T. K., Sechrist, G. B., & Paolucci, M. P. (2003). Perspective taking and prejudice reduction: The mediational role of empathy arousal and situational attributions. *European Journal of Social Psychology*, 33, 455–472.
- Vilela, B. B., González, J. A. V., Ferrín, P. F., & del Río Araújo, M. L. Impression management tactics and affective context: Influence on sales performance appraisal. *European Journal of Marketing*, 41, 624–639.
- Vining, J., & Ebreo, A. (1992). Predicting recycling behavior from global and specific environmental attitudes and changes in recycling opportunities. *Journal of Applied Social Psychology*, 22, 1580–1607.
- Vinokur, A. D., Price, R. H., & Caplan, R. D. (1996). Hard times and hurtful partners: How financial strain affects depression and relationship satisfaction of unemployed persons and their spouses. *Journal of Personality & Social Psychology*, 71, 166–179.
- Visser, P. S., & Krosnick, J. A. (1998). Development of attitude strength over the life cycle: Surge and decline. *Journal of Personality and Social Psychology*, 75, 1389–1410.
- Visser, P. S., & Mirabile, R. R. (2004). Attitudes in the social context: the impact of social network composition on individual-level attitude strength. *Journal of Personality and Social Psychology*, 87, 779–795.
- Vohs, K. D., & Schmeichel, B. J. (2003). Self-regulation and extended now: Controlling the self alters the subjective experience of time. *Journal of Personality & Social Psychology*, 85, 217–230.
- Vohs, K. D., Baumeister, R. F., & Ciarocco, N. J. (2005). Self-regulation and self-presentation: Regulatory resource depletion impairs impression management and effortful self-presentation depletes regulatory resources. *Journal of Personality and Social Psychology*, 88, 632–657.
- von Baeyer, C. L., Sherk, D. L., & Zanna, M. P. (1981). Impression management in the job interview: When the female applicant meets the male (chauvinist) interviewer. *Personality and Social Psychology Bulletin*, 7, 45–51.
- von Hippel, W., & Gonsalkorale, K. (2005). “That is bloody revolting!”: Inhibitory control of thoughts better left unsaid. *Psychological Science*, 16, 497–500.
- von Hippel, W., Sekaquaptewa, D., & Vargas, P. (1997). The linguistic intergroup bias as an implicit indicator of prejudice. *Journal of Experimental Social Psychology*, 33, 490–509.
- Vonk, R. (2002). Self-serving interpretations of flattery: Why ingratiation works. *Journal of Personality and Social Psychology*, 82, 515–526.
- Vorauer, J. D., & Turpie, C. (2004). Disruptive effects of vigilance on dominant group members’ treatment of outgroup members: Choking versus shining under pressure. *Journal of Personality and Social Psychology*, 87, 384–399.
- Vrugt, A., & Koenis, S. (2002). Perceived self-efficacy, personal goals, social comparison, and scientific productivity. *Applied Psychology: An International Review*, 51, 593–607.
- Vrugt, A., & Van Eechoud, M. (2002). Smiling and self-presentation of men and women for job photographs. *European Journal of Social Psychology*, 32, 419–431.
- Wade, T. J. (2000). Evolutionary theory and self-perception: Sex differences in body esteem predictors of self-perceived physical and sexual attractiveness and self-esteem. *International Journal of Psychology*, 35, 36–45.
- Wagner, J. D., Flinn, M. V., & England, B. G. (2002). Hormonal response to competition among male coalitions. *Evolution and Human Behavior*, 23, 437–442.
- Wakefield, M. (2002, June 22). *The Spectator*: Retrieved from <http://www.spectator.co.uk/article.php3?table=old§ion=current&issue=2002-06-22&id=1978>.

- Waldrop, M. M. (1992). *Complexity: The emerging science at the edge of order and chaos*. New York: Simon & Schuster.
- Walker, S., Richardson D. S., & Green, L. R. (2000). Aggression among older adults: The relationship of interaction networks and gender role to direct and indirect responses. *Aggressive Behavior*, 26, 145–154.
- Wallace, M. D. (1979). Arms races and escalations: Some new evidence. In J. D. Singer (Ed.), *Explaining war: Selected papers from the correlates of war project* (pp. 240–252). Beverly Hills, CA: Sage.
- Wallach, M. A., Kogan, N., & Bem, D. J. (1962). Group influence on individual risk taking. *Journal of Abnormal and Social Psychology*, 65, 75–86.
- Waller, N. G., Kojetin, B. A., Bouchard, T. J., Jr., Lykken, D. T., & Tellegen, A. (1990). Genetic and environmental influences on religious interests, attitudes, and values: A study of twins reared apart and together. *Psychological Science*, 1, 138–142.
- Walter, A. (1997). The evolutionary psychology of mate selection in Morocco—A multivariate analysis. *Human Nature*, 8, 113–137.
- Wann, D. L., & Grieve, F. G. (2005). Biased evaluations of in-group and out-group spectator behavior at sporting events: The importance of team identification and threats to social identity. *Journal of Social Psychology*, 145, 531–545.
- Warburton, J., & Terry, D. J. (2000). Volunteer decision making by older people. *Basic and Applied Social Psychology*, 22, 245–257.
- Watanabe, T. (1994, March 20). An unsung "Schindler" from Japan. *Los Angeles Times*, p. 1.
- Watson, D., & Humrichouse, J. (2006). Personality development in emerging adulthood: Integrating evidence from self-ratings and spouse ratings. *Journal of Personality and Social Psychology*, 91, 904–917.
- Watson, W. E., Kumar, K., & Michaelsen, L. K. (1993). Cultural diversity's impact on interaction process and performance: Comparing homogeneous and diverse task groups. *Academy of Management Journal*, 36, 590–602.
- Watson, W., Michaelsen, L. K., & Sharp, W. (1991). Member competence, group interaction, and group decision making: A longitudinal study. *Journal of Applied Psychology*, 76, 803–809.
- Wayne, S. J., & Ferris, G. R. (1990). Influence tactics, affect, and exchange quality in supervisor-subordinate interactions: A laboratory experiment and field study. *Journal of Applied Psychology*, 75, 487–499.
- Wayne, S. J., & Liden, R. C. (1995). Effects of impression management on performance ratings: A longitudinal study. *Academy of Management Journal*, 38, 232–250.
- Wayneforth, D., Delwadia, S., & Camm, M. (2005). The influence of women's mating strategies on preference for masculine facial architecture. *Evolution and Human Behavior*, 26, 409–416.
- Weary, G. (1980). Examination of affect and egotism as mediators of bias in causal attributions. *Journal of Personality and Social Psychology*, 38, 348–357.
- Weary, G., Marsh, K. L., Gleicher, F., & Edwards, J. A. (1993). Depression, control motivation, and the processing of information about others. In G. Weary, F. Gleicher, & K. L. Marsh (Eds.), *Control motivation and social cognition* (pp. 255–287). New York: Springer-Verlag.
- Weber, J. M., & Murnighan, J. K. (2008). Suckers or saviors? Consistent contributors in social dilemmas. *Journal of Personality and Social Psychology*, 95, 1340–1353.
- Weber, R., & Crocker, J. (1983). Cognitive processes in the revision of stereotypic beliefs. *Journal of Personality and Social Psychology*, 45, 961–977.
- Webster, D. M. (1993). Motivated augmentation and reduction of the overattribution bias. *Journal of Personality and Social Psychology*, 65, 261–271.
- Webster, G. D. (2003). Prosocial behavior in families: Moderators of resource sharing. *Journal of Experimental Social Psychology*, 39, 644–652.
- Webster, G. D., & Bryan, A. (2007). Sociosexual attitudes and behaviors: Why two factors are better than one. *Journal of Research in Personality*, 41, 917–922.
- Wechsler, H., & Nelson, T. F. (2008). What we have learned from the Harvard School of Public Health College Alcohol Study: Focusing attention on college student alcohol consumption and the environmental conditions that promote it. *Journal of Studies on Alcohol and Drugs*, 69, 481–490.
- Wechsler, H., Lee, J. E., Kuo, M., & Lee, H. (2000). College binge drinking in the 1990s: A continuing problem: Results of the Harvard School of Public Health 1999 College Alcohol Study. *Journal of American College Health*, 48, 199–210.
- Weeden, J., & Sabini, J. (2005). Physical attractiveness and health in Western societies: A review. *Psychological Bulletin*, 131, 635–653.
- Weeden, J., Cohen, A. B., & Kenrick, D. T. (2008). Religious attendance as reproductive support. *Evolution and Human Behavior*, 29, 327–334.
- Wegner, D. M. (1987). Transactive memory: A contemporary analysis of the group mind. In B. Mullen & G. R. Goethals (Eds.), *Theories of group behavior* (pp. 185–208). New York: Springer-Verlag.
- Wegner, D. M. (1995). A computer network model of human transactive memory. *Social Cognition*, 13, 319–339.
- Wegner, D. M., & Erber, R. (1992). The hyperaccessibility of suppressed thoughts. *Journal of Personality and Social Psychology*, 63, 903–912.
- 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., Schneider, D. J., Carter, S. III, & Whire, L. (1987). Paradoxical effects of thought suppression. *Journal of Personality and Social Psychology*, 58, 409–418.
- Weigel, R. H., Wiser, P. L., & Cook, S. W. (1975). The impact of cooperative learning experiences on cross-ethnic relations and attitudes. *Journal of Social Issues*, 31, 219–244.
- Weiner, T., Johnston, D., & Lewis, N. A. (1995). *Betrayal: The story of Aldrich Ames, an American spy*. New York: Random House.
- Weinstein, N. D., & Klein, W. M. (1996). Unrealistic optimism: Present and future. *Journal of Social and Clinical Psychology*, 15, 1–8.
- Weis, K. (2006). Individualism, collectivism, and the psychology of love. In R. J. Sternberg & K. Weis (Eds.), *New psychology of love* (pp. 313–326). New Haven, CT: Yale University Press.
- Weisfeld, G. (1994). Aggression and dominance in the social world of boys. In J. Archer (Ed.), *Male violence* (pp. 43–69). New York: Routledge.
- Wells, G. L., & Olsen, E. A. (2003). Eye-witness testimony. *Annual Review of Psychology*, 54, 277–295.
- Wells, G. L., Olson, E. A., & Charman, S. D. (2002). The confidence of eyewitnesses in their identifications from line-ups. *Current Directions in Psychological Science*, 11, 151–154.
- Wells, P. A. (1987). Kin recognition in humans. In D. J. C. Fletcher & C. D. Michener (Eds.), *Kin recognition in animals* (pp. 395–416). New York: Wiley.
- Wenzlaff, R. M., & Wegner, D. M. (2000). Thought suppression. *Annual Review of Psychology*, 51, 93–120.
- Wertheim, L. J. (2002). *Venus envy*. New York: Harper Collins.
- West, S. G., Gunn, S. P., & Chernicky, P. (1975). Ubiquitous Watergate: An attributional analysis. *Journal of Personality and Social Psychology*, 32, 55–66.
- West, S. L., & O'Neal, K. K. (2004). Project D.A.R.E. Outcome Effectiveness Revisited. *American Journal of Public Health*, 94, 1027–1029.
- Westra, H. A., & Kuiper, N. A. (1992). Type A, irrational cognitions, and situational factors relating to stress. *Journal of Research in Personality*, 26, 1–20.

- Weyant, J. (1978). Effects of mood states, costs, and benefits on helping. *Journal of Personality and Social Psychology, 34*, 1169–1176.
- Wheeler, L. (1966). Motivation as a determinant of upward comparison. *Journal of Experimental Social Psychology* (Suppl. 1), 27–31.
- Wheeler, L., Reis, H., & Nezlek, J. (1983). Loneliness, social interaction, and sex roles. *Journal of Personality and Social Psychology, 45*, 943–953.
- White, G. L., & Kight, T. D. (1984). Misattribution of arousal and attraction: Effects of salience of explanation of arousal. *Journal of Experimental Social Psychology, 20*, 55–64.
- White, G. L., Fishbein, S., & Rutstein, J. (1981). Passionate love: The misattribution of arousal. *Journal of Personality and Social Psychology, 41*, 56–62.
- White, G. M. (1980). Conceptual universals in interpersonal language. *American Anthropologist, 82*, 759–781.
- White, L. C. (1988). *Merchants of death*. New York: Morrow.
- White, R. K., & Lippitt, R. (1960). *Autocracy and democracy: An experimental inquiry*. New York: Harper & Brothers.
- White, R. W. (1959). Motivation reconsidered: The concept of competence. *Psychological Review, 66*, 297–333.
- Whitley, B. E., Jr. (1999). Right-wing authoritarianism, social dominance orientation, and prejudice. *Journal of Personality & Social Psychology, 77*, 126–134.
- Whitley, B. E., & Lee, S. E. (2000). The relationship of authoritarianism and related constructs to attitudes toward homosexuality. *Journal of Applied Social Psychology, 30*, 144–170.
- Whyte, G. (1989). Groupthink reconsidered. *Academy of Management Review, 14*, 40–56.
- Wicklund, R. A., & Gollwitzer, P. M. (1982). *Symbolic self-completion*. Hillsdale, NJ: Erlbaum.
- Widmeyer, W. N. (1990). Group composition in sport. *International Journal of Sport Psychology, 21*, 264–285.
- Wiederman, M. W. (1993). Evolved gender differences in mate preferences: Evidence from personal advertisements. *Ethology and Sociobiology, 14*, 331–352.
- Wiederman, M. W., & Allgeier, E. R. (1992). Gender differences in mate selection criteria: Sociobiological or socioeconomic explanation? *Ethology and Sociobiology, 13*, 115–124.
- Wiederman, M. W., & Hurd, C. (1999). Extradyadic involvement during dating. *Journal of Social & Personal Relationships, 16*, 265–274.
- Wiederman, M. W., & Kendall. (1999). Evolution, sex, and jealousy: Investigation with a sample from Sweden. *Evolution & Human Behavior, 20*, 121–128.
- Wiegman, O., Kuttschreuter, M., & Baarda, B. (1992). A longitudinal study of the effects of television viewing on aggressive and prosocial behaviors. *British Journal of Social Psychology, 31*, 147–164.
- Wiersema, M. F., & Bantel, K. A. (1992). Top management team demography and corporate strategic change. *Academy of Management Journal, 35*, 91–121.
- Wiggins, J. S., & Broughton, R. (1985). The interpersonal circle: A structural model for the integration of personality research. In R. Hogan & W. H. Jones (Eds.), *Perspectives in personality* (Vol. 1, pp. 1–48). Greenwich, CT: JAI Press.
- Wilber, K. (1993). *Grace and grit: Spirituality and healing in the life and death of Treyka Killam Wilber*. Boston: Shambhala.
- Wilder, D. A. (1993). The role of anxiety in facilitating stereotypic judgments of outgroup behavior. In D. M. Mackie & D. L. Hamilton (Eds.), *Affect, cognition, and stereotyping: Interactive processes in intergroup perception* (pp. 87–109). New York: Academic Press.
- Wilder, D. A., & Shapiro, P. (1989). The role of competition-induced anxiety in limiting the beneficial impact of positive behavior by an outgroup member. *Journal of Personality and Social Psychology, 56*, 60–69.
- Wildschut, T., Pinter, B., Vevea, J. L., Insko, C. A., & Schopler, J. (2003). Beyond the group mind: A quantitative review of the interindividual-intergroup discontinuity effect. *Psychological Bulletin, 129*, 698–722.
- Wilkowski, B. M., & Robinson, M. D. (2008). The cognitive basis of trait anger and reactive aggression: An integrative analysis. *Personality and Social Psychology Review, 12*, 3–21.
- Willer, R. (2004). The effects of government-issued terror warnings on presidential approval ratings. *Current Research in Social Psychology, 10*, online.
- Williams, E. F., & Gilovich, T. (2008). Do people really believe they are above average? *Journal of Experimental Social Psychology, 44*, 1121–1128.
- Williams, J. E., & Best, D. L. (1990). *Measuring sex stereotypes: A multination study*. Newbury Park, CA: Sage.
- Williams, K. D. (2007). Ostracism. *Annual Review of Psychology, 58*, 425–452.
- Williams, K. D., & Karau, S. J. (1991). Social loafing and social compensation: The effects of expectations of co-worker performance. *Journal of Personality and Social Psychology, 61*, 570–581.
- Williams, K. D., & Sommer, K. L. (1997). Social ostracism by coworkers: Does rejection lead to loafing or compensation? *Personality & Social Psychology Bulletin, 23*, 693–706.
- Williams, K. D., Bourgeois, M., & Croyle, R. T. (1993). The effects of stealing thunder in criminal and civil trials. *Law and Human Behavior, 17*, 597–609.
- Williams, K. D., Cheung, D. K., & Choi, W. (2000). Cyberostracism: Effects of being ignored over the Internet. *Journal of Personality and Social Psychology, 79*, 748–762.
- Williams, K. D., Harkins, S., & Latané, B. (1981). Identifiability as a deterrent to social loafing: Two cheering experiments. *Journal of Personality and Social Psychology, 40*, 303–311.
- Williams, K.,Forgas, J., & von Hippel, W. (2005). *The social outcast: Ostracism, social exclusion, rejection, and bullying*. New York: Psychology Press.
- Williams, T. M. (Ed.) (1986). *The impact of television: A natural experiment in three communities*. Orlando, FL: Academic Press.
- Williams-Avery, R. M., & MacKinnon, D. P. (1996). Injuries and use of protective equipment among college in-line skaters. *Accident Analysis and Prevention, 28*, 779–784.
- Williamson, G., & Clark, M. S. (1989). Effects of providing help to another and of relationship type on the provider's mood and self-evaluation. *Journal of Personality and Social Psychology, 56*, 722–734.
- Williamson, G., Clark, M. S., Pegalis, L. J., & Behan, A. (1996). Affective consequences of refusing to help in communal and exchange relationships. *Personality and Social Psychology Bulletin, 22*, 34–47.
- Williamson, S., Hare, R. D., & Wong, S. (1987). Violence: Criminal psychopaths and their victims. *Canadian Journal of Behavioral Science, 19*, 454–462.
- Wills, T. A. (1981). Downward comparison principles in social psychology. *Psychological Bulletin, 90*, 245–271.
- Wills, T. A., & DePaulo, B. M. (1991). Interpersonal analysis of the help-seeking process. In C. R. Snyder & D. R. Forsyth (Eds.), *Handbook of social and clinical psychology* (pp. 350–375). New York: Pergamon.
- Wilson, A. E., & Ross, M. (2001). From chump to champ: People's appraisals of their earlier and present selves. *Journal of Personality & Social Psychology, 80*, 572–584.
- Wilson, D. S., Timmel, J. J., & Miller, R. R. (2004). Cognitive cooperation: When the going gets tough, think as a group. *Human Nature, 15*, 225–250.
- Wilson, J. P. (1976). Motivation, modeling, and altruism: A person x situation analysis. *Journal of Personality and Social Psychology, 34*, 1078–1086.
- Wilson, M., & Daly, M. (1985). Competitiveness, risk taking, and violence: The young male syndrome. *Ethology and Sociobiology, 6*, 59–73.
- Wilson, T. D., & LaFleur, S. J. (1995). Knowing what you'll do: Effects of

- analyzing reasons on self-prediction. *Journal of Personality and Social Psychology*, 68, 21–35.
- Winquist, J. R., & Larson, J. R. (2004). Sources of the discontinuity effect: Playing against a group versus being in a group. *Journal of Experimental Social Psychology*, 40, 675–682.
- Winter, D. D. (2000). Some big ideas for some big problems. *American Psychologist*, 55, 516–522.
- Winter, D. G. (1973). *The power motive*. New York: Free Press.
- Winter, D. G. (1987). Leader appeal, leader performance, and the motive profiles of leaders and followers: A study of American presidents and elections. *Journal of Personality and Social Psychology*, 52, 196–202.
- Winter, D. G. (2007). The role of motivation, responsibility, and integrative complexity in crisis escalation: Comparative studies of war and peace crises. *Journal of Personality and Social Psychology*, 92, 920–937.
- Wisman, A., & Goldenberg, J. L. (2005). From the grave to the cradle: Evidence that mortality salience engenders a desire for offspring. *Journal of Personality and Social Psychology*, 89, 46–61.
- Wisman, A., & Koole, S. L. (2003). Hiding in the crowd: Can mortality salience promote affiliation with others who oppose one's world views? *Journal of Personality & Social Psychology*, 84, 511–526.
- Wit, A. P., & Kerr, N. L. (2002). "Me versus just us versus us all": categorization and cooperation in nested social dilemmas. *Journal of Personality & Social Psychology*, 83, 616–637.
- Wittenbaum, G. M., & Stasser, G. (1996). Management of information in small groups. In J. L. Nye & A. M. Brower (Eds.), *What's social about social cognition? Research on socially shared cognition in small groups* (pp. 3–28). Thousand Oaks, CA: Sage.
- Wittenbrink, B., & Henly, J. R. (1996). Creating social reality: Informational social influence and the content of stereotypic beliefs. *Personality and Social Psychology Bulletin*, 22, 598–610.
- Wittenbrink, B., Judd, C. M., & Park, B. (1997). Evidence for racial prejudice at the implicit level and its relationship with questionnaire measures. *Journal of Personality and Social Psychology*, 72, 262–274.
- Wolf, S., & Latané, B. (1985). Conformity, innovation, and the psychosocial law. In S. Moscovici, G. Mugny & E. Van Avermaet (Eds.), *Perspectives on minority influence* (pp. 201–215). Cambridge, U.K.: Cambridge University Press.
- Wolfe, B. D. (1991). *The fabulous life of Diego Rivera*. New York: Cooper Square Press.
- Wolfgang, M. E. (1958). *Patterns in criminal homicide*. Philadelphia: University of Pennsylvania Press.
- Wong, R. Y-M., & Hong, Y. (2005). Dynamic influences of culture on cooperation in the prisoner's dilemma. *Psychological Science*, 16, 429–434.
- Wong, S., Bond, M. H., & Rodriguez, P. M. (2008). The influence of cultural value orientations on self-reported emotional expression across cultures. *Journal of Cross-Cultural Psychology*, 39, 224–229.
- Wood, J. V. (1989). Theory and research concerning social comparisons of personal attributes. *Psychological Bulletin*, 106, 231–248.
- Wood, J. V., & Wilson, A. E. (2003). How important is social comparison? In M. R. Leary & J. P. Tangney (Eds.), *Handbook of self and identity* (pp. 344–366). New York: Guilford Press.
- Wood, J. V., Giordano-Beech, M., & Ducharme, M. J. (1999). Compensating for failure through social comparison. *Personality and Social Psychology Bulletin*, 25, 1370–1386.
- Wood, J. V., Taylor, S. E., & Lichtman, R. R. (1985). Social comparison in adjustment to breast cancer. *Journal of Personality and Social Psychology*, 49, 1169–1183.
- Wood, W., & Eagly, A. H. (2002). A cross-cultural analysis of the behavior of women and men: Implications for the origins of sex differences. *Psychological Bulletin*, 128, 699–727.
- Wood, W., & Neal, D. T. (2007). A new look at habits and the habit-goal interface. *Psychological Review*, 114, 843–863.
- Wood, W., & Quinn, J. M. (2003). Forewarned and forearmed? Two meta-analytic syntheses of forewarnings of influence appeals. *Psychological Bulletin*, 129, 119–138.
- Wood, W., & Stagner, B. (1994). Why are some people easier to influence than others? In S. Shavitt & T. C. Brock (Eds.), *Persuasion* (pp. 149–174). Boston: Allyn & Bacon.
- Wood, W., Kallgren, C. A., & Preisler, R. M. (1985). Access to attitude-relevant information in memory as a determinant of persuasion. *Journal of Experimental Social Psychology*, 21, 73–85.
- Wood, W., Lundgren, S., Ouellette, J. A., Busceme, S., & Blackstone, T. (1994). Processes of minority influence: Influence effectiveness and source perceptions. *Psychological Bulletin*, 115, 323–345.
- Wood, W., Wong, F. Y., & Chachere, J. G. (1991). Effects of media violence on viewer's aggression in unconstrained social interaction. *Psychological Bulletin*, 109, 371–383.
- Wooten, D. B., & Reed, A. (1998). Informational influence and the ambiguity of product experience: Order effects on the weighting of evidence. *Journal of Consumer Psychology*, 7, 79–99.
- Word, 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.
- Wortman, C. B., & Linsenmeier, J. (1977). Interpersonal attraction and techniques of ingratiation. In B. Staw & G. Salancik (Eds.), *New directions in organizational behavior* (pp. 133–179). Chicago: St. Clair.
- Wosinska, W., Dabul, A. J., Whetstone-Dion, R., & Cialdini, R. B. (1996). Self-presentational responses to success in the organization: The costs and benefits of modesty. *Basic and Applied Social Psychology*, 18, 229–242.
- Wyer, N., & Sherman, J. W., & Stroessner, S. J. (2000). The roles of motivation and ability in controlling the consequences of stereotype suppression. *Personality and Social Psychology Bulletin*, 26, 13–25.
- Wyer, R. S. (2008). The role of knowledge accessibility in cognition and behavior. In C. P. Haugvedt, P. M. Herr, & F. R. Kardes (Eds.), *Handbook of consumer psychology* (pp. 31–76). New York: Lawrence Erlbaum Associates.
- Wyer, R. S., Jr., & Srull, T. K. (1986). Human cognition in its social context. *Psychological Review*, 93, 322–359.
- Wylie, R. (1979). *The self-concept* (Vol. 2). Lincoln: University of Nebraska Press.
- Yamagishi, T. (1988a). Seriousness of a social dilemma and the provision of a sanctioning system. *Social Psychology Quarterly*, 51, 32–42.
- Yamagishi, T. (1988b). The provision of a sanctioning system in the United States and Japan. *Social Psychology Quarterly*, 51, 264–270.
- Yamagishi, T., & Cook, K. S. (1993). Generalized exchange and social dilemmas. *Social Psychology Quarterly*, 56, 235–248.
- Yamagishi, T., Tanida, S., Mashima, R., Shimoma, E., & Kanazawa, S. (2003). You can judge a book by its cover: Evidence that cheaters may look different from cooperators. *Evolution and Human Behavior*, 24, 290–301.
- Yamaguchi, S., Greenwald, A. G., Banaji, M. R., Murakami, F., Chen, D., Shiomura, K., Kobayashi, C., Cai, H., & Krendl, A. (2007). Apparent universality of positive implicit self-esteem. *Psychological Science*, 18, 498–500.
- "Young Singers Spread Racial Hate." (2005). ABC News, October 20. Available at <http://abcnews.go.com/Primetime/print?id=1231684>.
- Yuki, M., Maddux, W. W., & Masuda, T. (2007). Are the windows to the soul the same in the East and West? Cultural differences in using the eyes and mouth as cues to recognize emotions in Japan and the United States. *Journal of Experimental Social Psychology*, 43, 303–311.
- Yun, S., Takeuchi, R., & Liu, W. (2007). Employee self-enhancement motives and

- job performance behaviors: Investigating the moderating effects of employee role ambiguity and managerial perceptions of employee commitment. *Journal of Applied Psychology*, 92, 745–756.
- Zaccaro, S. J. (1984). Social loafing: The role of task attractiveness. *Personality and Social Psychology Bulletin*, 10, 99–106.
- Zaccaro, S. J. (1991). Nonequivalent associations between forms of cohesiveness and group-related outcomes: Evidence for multidimensionality. *Journal of Social Psychology*, 131, 387–399.
- Zaccaro, S. J., & Lowe, C. A. (1985). Effort attributions: Task novelty, perceptual focus, and cue utilization. *Personality and Social Psychology Bulletin*, 11, 489–501.
- Zaccaro, S. J., & Lowe, C. A. (1988). Cohesiveness and performance on an additive task: Evidence for multidimensionality. *Journal of Social Psychology*, 128, 547–558.
- Zahn-Waxler, C., Robinson, J. L., & Emde, R. N. (1992). The development of empathy in twins. *Developmental Psychology*, 28, 1038–1047.
- Zajac, R. J., & Hartup, W. W. (1997). Friends as coworkers: Research review and classroom implications. *Elementary School Journal*, 98, 3–13.
- Zajonc, R. B. (1965). Social facilitation. *Science*, 149, 269–274.
- Zajonc, R. B. (1968). Attitudinal effects of mere exposure. *Journal of Personality and Social Psychology Monographs*, 9 (2, part 2), 1–27.
- Zajonc, R. B. (1980). Feeling and thinking: Preferences need no inferences. *American Psychologist*, 35, 151–175.
- 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.
- Zander, A. (1985). *The purposes of groups and organizations*. San Francisco: Jossey-Bass.
- Zanna, M. P., & Pack, S. J. (1975). On the self-fulfilling nature of apparent sex differences in behavior. *Journal of Experimental Social Psychology*, 11, 583–591.
- Zanna, M. T., & Cooper, J. (1974). Dissonance and the pill: An attribution approach to studying the arousal properties of dissonance. *Journal of Personality and Social Psychology*, 29, 703–709.
- Zautra, A. J., Johnson, L. M., & Davis, M. C. (2005). Positive affect as a source of resilience for women in chronic pain. *Journal of Consulting and Clinical Psychology*, 73, 212–220.
- Zebrowitz, L. A. (1994). Facial maturity and political prospects: Persuasive, culpable, and powerful faces. In R. C. Schank & E. Langer (Eds.), *Beliefs, reasoning, and decision making: Psychologic in honor of Bob Abelson* (pp. 315–346). Hillsdale, NJ: Erlbaum.
- Zebrowitz, L. A., & Collins, M. A. (1997). Accurate social perception at zero acquaintance: The affordances of a Gibsonian approach. *Personality and Social Psychology Review*, 1, 204–223.
- Zebrowitz, L. A., & Montepare, J. (2006). The ecological approach to person perception: Evolutionary roots and contemporary offshoots. In M. Schaller, J. A. Simpson, & D. T. Kenrick (Eds.), *Evolution and social psychology* (pp. 81–113). New York: Psychology Press.
- Zebrowitz, L. A., & Rhodes, G. (2002). Nature let a hundred flowers bloom: The multiple ways and wherefores of attractiveness. In G. Rhodes & L. A. Zebrowitz (Eds.), *Facial attractiveness: Evolutionary, cognitive, and social perspectives: Advances in visual cognition* (Vol. 1, pp. 261–293). Westport, CT: Ablex Publishing.
- Zebrowitz, L. A., Hall, J. A., Murphy, N. A., & Rhodes, G. (2002). Looking smart and looking good: Facial cues to intelligence and their origins. *Personality & Social Psychology Bulletin*, 28, 238–249.
- Zebrowitz, L. A., Tenenbaum, D. R., & Goldstein, L. H. (1991). The impact of job applicants' facial maturity, gender, and academic achievement on hiring recommendations. *Journal of Applied Social Psychology*, 21, 525–548.
- Zebrowitz, L. A., Voinescu, L., & Collins, M. A. (1996). "Wide-eyed" and "crooked-faced": Determinants of perceived and real honesty across the life span. *Personality and Social Psychology Bulletin*, 22, 1258–1269.
- Zechmeister, J. S., & Romero, C. (2002). Victim and offender accounts of interpersonal conflict: Autobiographical narratives of forgiveness and unforgiveness. *Journal of Personality & Social Psychology*, 82, 675–686.
- Zeifman, D., & Hazan, C. (1997). Attachment: The pair in pair-bonds. In J. A. Simpson & D. T. Kenrick (Eds.), *Evolutionary social psychology* (pp. 237–264). Mahwah, NJ: LEA.
- Zenger, T. R., & Lawrence, B. S. (1989). Organizational demography: The differential effects of age and tenure distributions on technical communication. *Academy of Management Journal*, 32, 353–376.
- Zhang, Z.-X., Hempel, P. S., Han, Y.-L., & Tjosvold, D. (2007). Transactional memory system links work team characteristics and performance. *Journal of Applied Psychology*, 92, 1722–1730.
- Zipetsch, B. P., Morley, K. I., Shekar, S. N., Verweij, K. J. H., Keller, M. C., MacGregor, S., Wright, M. J., Bailey, J. M., & Martin, N. G. (2008). Genetic factors predisposing to homosexuality may increase mating success in heterosexuals. *Evolution and Human Behavior*, 29, 424–433.
- Zillmann, D. (1983). Transfer of excitation in emotional behavior. In J. Cacioppo & R. E. Petty (Eds.), *Social psychophysiology* (pp. 215–240). New York: Guilford.
- Zillmann, D. (1994). Cognition-excitation interdependencies in the escalation of anger and angry aggression. In M. Potegal & J. F. Knutson (Eds.), *Dynamics of aggression: Biological and social processes in dyads and groups* (pp. 45–71). Hillsdale, NJ: Erlbaum.
- Zillmann, D., & Weaver, J. B., III. (1999). Effects of prolonged exposure to gratuitous violence on provoked and unprovoked hostile behavior. *Journal of Applied Social Psychology*, 29, 145–165.
- Zimbardo, P. G. (1969). The human choice: Individuation, reason, and order versus deindividuation, impulse, and chaos. In W. J. Arnold & D. Levine (Eds.), *Nebraska Symposium on Motivation, 1969* (Vol. 17, pp. 237–307). Lincoln: University of Nebraska.
- Zimbardo, P. G. (1977). *Shyness: What it is, what to do about it*. Reading, MA: Addison-Wesley.
- Zimbardo, P. G. (1997, May). What messages are behind today's cults? *APA Monitor*, p. 14.
- Zimmer-Gembeck, M. J., Siebenbruner, J., & Collins, W. A. (2004). A prospective study of intraindividual and peer influences on adolescents' heterosexual romantic and sexual behavior. *Archives of Sexual Behavior*, 33, 381–394.
- Zitek, E. M., & Hebl, M. R. (2007). The role of social norm clarity in the influenced expression of prejudice over time. *Journal of Experimental Social Psychology*, 43, 867–876.
- Zou, X., Morris, M. W., & Benet-Martínez, V. (2008). Identity motives and cultural priming: Cultural (dis)identification in assimilative and contrastive responses. *Journal of Experimental Social Psychology*, 44, 1151–1159.
- Zuckerman, M., & Tsai, F.-F. (2005). Costs of self-handicapping. *Journal of Personality*, 73, 411–442.
- Zuckerman, M., Kieffer, S. C., & Knee, C. R. (1998). Consequences of self-handicapping: Effects on coping, academic performance, and adjustment. *Journal of Personality and Social Psychology*, 74, 1619–1628.

Иллюстрации

Chapter 1: 2: © Teru Kuwayama/Corbis; 4: © Teru Kuwayama/Corbis; 7: © Teru Kuwayama/Corbis; 9 (top left): © Images of Africa Photobank/Alamy; 9 (top middle): © Vishal Shah/Shutterstock; 9 (top right): © Tracy Whiteside/Shutterstock; 9 (bottom): © Michele Stange Photography; 10: © Getty Images; 15 (top): © LUCY NICHOLSON/AFP/Getty Images; 15 (bottom): © Bettmann/CORBIS; 18: © James Leynse/Corbis; 21: © Peter Barritt/Alamy; 25: Courtesy of Philip G. Zimbardo, Inc.; 29: From the film *Obedience* © 1968 by Stanley Milgram, © renewed 1993 by Alexandra Milgram and distributed by Penn State Media Sales.; 31: © Teru Kuwayama/Corbis; 33: © Teru Kuwayama/Corbis

Chapter 2: 36: © PhotoDisc/Getty Images; 38 (top): © Bettman/CORBIS; 38 (bottom): © Flip Schulke/CORBIS; 43: © Dan Budnik/Woodfin Camp & Associates; 45: Courtesy of Terry Oakes, Waisman Laboratory for Brain Imaging; 47: Courtesy of Dr. Fritz Strack; 48: © AP Photo/Matt Dunham; 49: © Phanie/Photo Researchers; 54: Courtesy of the Indiana Basketball Hall of Fame; 55: © Richard Lord/The Image Works; 57 (left): © Jim Bourg/Getty Images; 57 (right): © AP/Wide World Photos; 62 (left): © James L. Amos/CORBIS; 62 (right): © Jack Fields/CORBIS; 66: © PhotoDisc/Getty Images; 68: © Bettman/CORBIS

Chapter 3: 72: © John Henley/CORBIS; 74: © Arnold Gold/New Haven Register/The Image Works; 79: © Monkey Business Images/Shutterstock; 81 (left): University of Iowa; 81 (right): Courtesy of Detroit Free Press; 84: © ImageState/Alamy; 90: © STEPHEN POND/Photoshot/Landov; 92: © Russell Underwood/CORBIS; 100: © John Henley/CORBIS; 102: © Arnold Gold/New Haven Register/The Image Works

Chapter 4: 106: © Radius Images/Alamy; 108 (top to bottom): © AP Photo, © Photofest, Inc., Courtesy of Abagnale & Associates, © Diane L. Cohen/Getty Images; 109: © Radius Images/Alamy; 110: © Robbie Jack/Corbis; 114 (left): © FOX TV/THE KOBAL COLLECTION/OCKENFELS, FRANK; 114 (right): Courtesy of Paul Ekman Group, LLC; 115: © Michael L. Abramson/Woodfin Camp & Associates, Inc.; 118: © Dacher Keltner (both photos); 120: Photos Courtesy of Cindy Jackson; 121: Courtesy of The Smile Train www.smiletrain.org; 122: © AP Photo; 123: © CORBIS; 127: © Commercial Eye/Iconica/Getty Images; 130: © image100/Alamy; 133: © AP Photo/Lise Aserud/SCANPIX; 135 (left): © Bates Littlehales/Animals Animals; 135 (right): © AP Photo; 136: © John Peele Photography; 137: © Karin Cooper/Liaison/Getty Images; 138: © AP/Wide World Photos

Chapter 5: 142: © Ryan McVay/Getty Images; 144: © A. Ramey/Woodfin Camp & Associates; 150: © Mitchell Funk/Photographer's Choice/Getty Images; 153: Courtesy of the authors; 155: © A. Ramey/Woodfin Camp & Associates; 158: © Stuart Pearce/Pixtal/AGE Fotostock; 159: Courtesy of American Airlines/© Abrams/Lacagnina/Getty Images; 161: Courtesy of Volkswagen of America; 162: © Ryan McVay/Getty Images; 165: Photo by Christian Weber/Courtesy of Liberty Mutual Insurance Company; 168: © Jemal Countess/WireImage/Getty Images; 170: © Dilbert © 2004, United Features Syndicate, Inc.; 173: Courtesy of the Principal Financial Group®; 175: © Bonnie Kamin/PhotoEdit; 177: © Donald S. Connery

Chapter 6: 180: © Bettina Cirone/Photo Researchers, Inc.; 182: © Bettina Cirone/Photo Researchers, Inc.; 184: Courtesy of Solomon Asch Center for Study of Ethnopolitical Conflict; 185: © Nick Ut/AP Photo; 187: Image Courtesy of The Advertising Archives; 188: From the film *Obedience* © 1968 by Stanley Milgram, © renewed 1993 by Alexandra Milgram and distributed by Penn State Media Sales.; 191: © AP Photo/Barry Thumma; 193: LUANN: © GEC Inc./Dist. By United Feature Syndicate, Inc.; 200 (top): © PhotoDisc/PictureQuest; 200 (bottom): © Jeff Greenberg/PhotoEdit; 201: © The New Yorker Collection. 1981 Michael Maslin from cartoonbank.com. All Rights Reserved; 204: NON SEQUITUR © 2008 Wiley Miller. Dist. By UNIVERSAL PRESS SYNDICATE. Reprinted with permission. All rights reserved.; 205: © The New Yorker Collection. 1978 Arnie Levin from cartoonbank.com. All Rights Reserved; 206: © USDA; 209: © James Schnepf/Getty Images; 213: © Bettina Cirone/Photo Researchers, Inc.; 214: © Pat Greenhouse/The Boston Globe

Chapter 7: 218: © CBS-TV/The Kobal Collection; 220 (left): © AP Photo/Gert Eggengerger; 220 (right): © TriStar Pictures/Courtesy Everett Collection; 221: © Blend Images/Alamy; 225: © Darren McCollester/Getty Images; 226: © Ted Horowitz/CORBIS; 227 (top): © Mario Tama/Getty Images; 227 (bottom): © ACE STOCK LIMITED/Alamy; 233: Copyright © Dennis MacDonald/PhotoEdit; 237 (left): © Irven deVore/Anthro Photo ; 237 (right): © CBS-TV/The Kobal Collection; 238: © Spencer Grant/PhotoEdit; 240: © Peter Johnson/CORBIS; 243: © AP Photo/Gerald Herbert; 244: © AP Photo/Charles Rex Arbogast; 245: © Sean Sprague/The Image Works; 246: © AP Photo/Gert Eggengerger

Chapter 8: 250: © The Granger Collection, New York; 251: © Keystone/Eyedea/Everett Collection; 254: © Francisco Cruz/Superstock; 256 (from left to right) © GoodShoot/Superstock, © Sheldon Collins/CORBIS, © Kevin Parry/WireImage/Getty Images; 261 (top): © Miramax/Courtesy Everett Collection; 261(bottom): © CORBIS SYGMA; 262 (top): © Michael Yamashita/CORBIS; 262 (bottom): © JUPITERIMAGES/Brand X/Alamy; 265: © Stephanie Mqaze/Woodfin Camp &

Associates; **267**: Harlow Primate Lab, University of Wisconsin-Madison; **271**: David Lundberg Kenrick (both photos); **272**: © AP Photo/Paul Skipper; **273**: © 20th Century Fox Film Corp.; Courtesy Everett Collection; **274**: © Thomas L. Kelly; **275**: © Irvin DeVore/Anthro Photo; **276**: © 20TH CENTURY FOX/THE KOBAL COLLECTION/GERLITZ, AVA ; **279**: © AP Photo/Sang Tan, file; **281**: © Keystone/Eyedea/Everett Collection

Chapter 9: **286**: © Superstock/Jupiter Images; **288 (top)**: United States Holocaust Memorial Museum (USHMM), Courtesy of Hiroki Sugihara. The views or opinions expressed in this book and the context in which the images are used, do not necessarily reflect the views or policy of, nor imply approval or endorsement by, the United States Holocaust Memorial Museum.; **288 (bottom)**: United States Holocaust Memorial Museum (USHMM), Courtesy of Hiroki Sugihara; **290**: © Chuck Pefley/Alamy; **291**: © Teake Zuidema/The Image Works ; **293**: United States Holocaust Memorial Museum (USHMM), Courtesy of Hiroki Sugihara; **294**: © Image Source Black/Alamy; **295**: Courtesy of Rabbi Marvin Tokayer; **297**: Neg. No. 22861 Courtesy Dept. of Library Services, American Museum of Natural History; **299 (top)**: © The New York Times Photo Archives; **299 (bottom)**: © Jack Maguire/Alamy; **300**: © Michael Newman/PhotoEdit, Inc.; **302**: © Superstock/Jupiter Images; **305 (left)**: © Alan Levinson//Time Life Pictures/Getty Images; **305 (right)**: © Reuters/CORBIS; **311**: © Lon C. Diehl/PhotoEdit ; **314**: © Image/Alamy; **317**: United States Holocaust Memorial Museum, Yad Vashem Photo Archives, courtesy of USHMM Photo Archives

Chapter 10: **320**: © Enigma/Alamy; **322**: © AP Photo; **324**: © DAMIAN DOVARGANES/AFP/Getty Images; **333**: © Roger-Viollet/The Image Works; **334**: © Najlah Feanny/SABA/CORBIS; **336**: © Warner Bros./Courtesy Everett Collection; **339**: © Joe Randle/Newsmakers/Getty Images; **341**: © Enigma/Alamy; **343**: © Les Stone/CORBIS Sygma; **344**: © Corbis; **353**: California Department of Corrections and Rehabilitation via Getty Images

Chapter 11: **358**: © Gary Williams/Getty Images; **360 (top)**: © UPI Corbis; **360 (bottom)**: © Mike Stewart/CORBIS; **363**: Courtesy of Dr. Eden B. King; **369**: © Gary Williams/Getty Images; **371**: Archives of the History of American Psychology—The University of Akron; **374**: © Reuters/CORBIS; **377**: © Richard Cummins/CORBIS; **382**: From Correll, J., Park, B., Judd, C.M. & Wittenbrink, B. (2002). The Police Officer's Dilemma: Using ethnicity to disambiguate potentially hostile individuals. Journal of Personality and Social Psychology, 83, 1314-1329. Photos Courtesy of Joshua Correll.; **384**: © AP/World Wide Photos; **394**: © Robin Nelson/PhotoEdit ; **395**: © Bill Wilcox/The Herald Sun

Chapter 12: **400**: © RICHARD TSONG-TATARII/MCT/Landov; **402**: Reprinted through the courtesy of the Editors of TIME Magazine © 2009 Time Inc.; **405**: © CESAR FERRARI/Reuters/Landov ; **409**: © Syracuse Newspapers/Gary Walts/The Image Works; **411**: © RICHARD TSONG-TATARII/MCT/Landov; **415**: © ANTONIO SCORZA/AFP/Getty Images; **419 (left)**: © INTERFOTO/Alamy; **419 (right)**: © Chris Jackson/Getty Images; **421**: © David McNew/Getty Images; **423**: Courtesy of Everett Collection; **425**: © AP Photo/Dr. Scott Lieberman; **428**: © David McNew/Getty Images; **429**: © Reuters/CORBIS; **432**: Reprinted through the courtesy of the Editors of TIME Magazine © 2009 Time Inc.; **433**: © Mark Wilson/Getty Images

Chapter 13: **438**: © Pavel Rahman/AP Photo; **446**: © Andy Ennis/Alamy; **448**: © Myrleen Ferguson Cate/PhotoEdit; **449**: © Kyodo/Landov; **451**: © AP Photo; **453**: © AP Photo; **454 (top)**: © Mike Greenlar/The Image Works; **454 (bottom left)**: © AP Photo/Jim MacMillan; **454 (bottom right)**: © Cal Muller/Woodfin Camp & Associates; **457**: © Gamma Press; **461**: © Handout/CNP/CORBIS; **466**: © John Ficara/Woodfin Camp & Associates; **467**: © Frank Chmura/Alamy

Chapter 14: **470**: © JOSE M. OSORIO/MCT/Landov; **472 (top)**: © HARRY E. WALKER/MCT/Landov; **472 (bottom)**: © AP Photo/File; **473**: © AP Photo/Henry Burroughs; **476 (left)**: © Topham/The Image Works; **476 (right)**: © Bill Bachmann/The Image Works; **477 (left)**: © Kent Meireis/The Image Works; **477 (right)**: © Lindsay Hebbard/Woodfin Camp & Associates; **481**: © ER Productions/CORBIS; **483**: © MONTY BRINTON/CBS/Landov; **484**: © JOSE M. OSORIO/MCT/Landov; **487**: © CORBIS; **489**: © James Devaney/WireImage; **490 (left)**: © AP Photo/M. Spencer Green; **490 (right)**: © AP Photo/Rob Carr; **497**: © Hulton Archive/Getty Images