

Index

Aarts, Henk, 139 Eagly on, 108 AAUW. See American Association of University reciprocal altruism theory, 374-375 Women Ambady, Nalini, 20-21 Abakoumkin, Georgios, 138 American Association of University Women (AAUW), 405 Abelson, Jim, 356 Abelson, Robert, 56, 188-189, 378 American dilemma, 187 acculturation ideology, among immigrants, 347 American Psychological Association (APA), achievement motivation, theory of, 94-96 28-30, 75, 100 Ackerman, Joshua, 364 American Psychological Foundation, 75 Actor Partner Interdependence Model, 225 American Psychological Science, 124 Adams, Glenn, 242-243 American Scientist, 19 addictive behaviors, 199 Amodio, David, 416, 429 Adelson, Robert, 180 Amsterdam, Anthony, 180-182 Adler, Alfred, 71 Andersen, Susan, 362-363 Advances in Experimental Social Psychology, Andriaansens, Hans, 138 390-391 Angulo, Sarah, 339-340 affective forecasting, 400-401 animal sociability studies, 82 affiliation, 163-164 APA. See American Psychological Association African Americans, social identity for apathy, myth of, 82-83 academic career influenced by, 188-191 Archer, Dane, 10-11 Argyle, Michael, 389 Jones, J., 187 underperformance of, 200-204 Aron, Arthur, 262–263 Aronson, Elliot, 10-11, 57-58, 92-93, 144, agency, in cultural psychology, 426-427 agency model, in self schemas, 239-240, 242 199-200, 435-437 aggression Berscheid and, 100-102 displaced aggression theory, 139-140 on dissonance theory, 38, 149 Agostini, Max, 139-140 educational background Ajzen, Icek, 135 at Brandeis University, 32-33 Albert, Hans, 136-137 at Stanford University, 33-38 Albert, Stuart, 63 Greenwald and, 61 Alexander, Jean, 67 Hatfield and, 73 Alexander, Richard, 372 hypocrisy paradigm, 40 Alloy, Lauren, 351-352 jigsaw classroom experiment, 39-40 Allport, Floyd, 8-9. See also intergroup contact theory Maslow and, 32-33, 41 J-curve of conformity, 7 mindset programs, 216 Milgram and, 18 Mistakes Were Made (but not by ME), 41 Pettigrew and, 7-9 self-justification theory, 38 Rosenthal, R., and, 20 The Social Animal, 41, 367, 375, 438 Allport, Gordon, 8-9, 195-196, 294, 348, 438 at University of Texas, at Austin, 38-42, 249 Contact Hypothesis, 346, 392-393 Asch, Solomon, 53, 300 Freedman and, 53 Ashokkumar, Ashwini, 281, 339-340 altruism Association of Experimental Social Psychology, Batson on, 211 124



Atkinson, John	at University of Utah, 361–362
theory of achievement motivation, 94–96	Gollwitzer and, 359–360, 363–364
Weiner and, 91	Higgins and, 359–360, 362–363
attachment theories, 225	on implicit bias, 417
attitudes. See psychology of attitudes	on introspective access, 360–361
Attitudes and Persuasion (Petty), 288	Zajone and, 360–361
Attribution (Jones, E. E.), 438	Barnes, Mike, 371–372
Dweck on, 215	Barrios, Billy, 276
Fundamental Attribution Error, 117	Basic Psychological Needs Theory, 173
Gilbert and, 398–399	Bastian, Brock, 339–340
Heider and, 94–95, 127	Batson, Daniel, 433–434, 438–439
Hewstone and, 388	altruism and, 211
intrinsic motivation and, 172	Coke and, 209–211
Kelley, H., and, 94–95, 269	Cooper and, 207
Kitayama on, 424–426	Darley and, 207, 209–210
Kun and, 377–378	educational background
Nisbett and, 117	at Princeton Theological Seminary, 206
Weiner and, 94–96, 127	at Princeton University, 206
Austin, Tony, 418	Good Samaritan study, 209–210
Austria, Asuncion Miteria, 29–30	Heider and, 209–210
Authoritarian Personality Theory, 26	Loder and, 207
automatic cognitive processes, in intergroup	McDavis and, 210–211
relations, 345–349	Schroeder and, 207
Averill, James, 135	Zanna and, 207
Avery, Joseph, 149	Baum, Andrew, 252
Ayduk, Ozlem, 338	Baumeister, Roy, 149, 437–439
Tydaii, ozioni, sso	educational background, 309–310
Back, Kurt, 80-81	influences on, 308–309
Baddeley, Jenna, 282	at Princeton University, 308
Bakes, Frank, 27	ego depletion and, 313
balance theory, 94	Jones, E. E., as mentor, 316
Baldwin, James, 195–196	on the need to belong, 312
Bales, Freed, 10–11	as personality psychologist, 308–309
Banaji, Mahzarin, 65–67, 199, 439	Baumgardner, Michael, 64–65
academic career	Baumrind, Diana, 18
at University of Washington, 406–407	Bavelas, Alex, 71–72
at Yale University, 407–409	Beall, Sandy, 277
educational background, 404–406	Beaver, David, 280
at Ohio State University, 404–406	The Behavior of Women and Men (Deaux), 128
explicit/implicit memory research, 407–408	behavioral confirmation research
Greenwald and, 406–408	dissonance theory and, 336-337
The Handbook of Social Psychology as influence	identity fusion construct, 338
on, 404–405	self-consistency theory and, 336
Implicit Association Test and, 409	self-verification theory, 335–339
implicit social cognition and, 65, 408–409	in social interactions, 222-223
Ostrom, T., and, 405–406	Swann and Snyder, 334–335
Steele, C., and, 407	behavioral economics, 381
supraliminal priming and, 66	behavioral inhibition, expressive writing studies
Bandura, Albert, 45–46, 152, 378, 437–439	and, 278
Bond influenced by, 153-155, 157	behavioral self-regulation, 250-253
Bargh, John, 263, 433–434	control theory, 250
academic career	coping studies, 253
at New York University, 362-364	dispositional optimism, 251–253
sociocultural context for, 358–360	expectancies in, 251–253
Chaiken and, 359-360, 362-363	behaviorism, 274
educational background	Behling, Charles, 356
at University of Michigan, 360–362	Behn, Aphra, 281



Index

445

Beloff, Halla, 342 Smith, P. B., and, 158-159 Bem, Daryl, 57, 170, 220, 380 Triandis as influence on, 155 Bem, Sandra, 380 Ubuntu philosophy as influence on, 151-152 Zimbardo as influence on, 153 benevolent sexism, 322 Borgida, Eugene, 119, 127 Bensley, Lillian Southwick, 199 Bensman, Lisamarie, 76 Boring, Edwin, 53 Berlin, Isaiah, 421 Bosson, Jennifer, 339-340 Berry, Dean, 169-170 Boston Couples Study, 229-231, 373 Berscheid, Ellen, 73-74, 222, 232, 259, 434, 437, 439 Bourdieu, Pierre, 426 Bower, Gordon, 45-46, 70-72, 378 academic career at University of Minnesota, 100-103 Boyd, Ryan, 281 at University of Rochester, 102 Brannon, Tiffany, 244 Aronson, E., and, 100-102 Breckler, Steven, 352-353 Clark, M., and, 262-263 Brehm, Jack, 44-45, 142-143 Darley, Jack, and, 100, 102-103 same-sex relationships in, 232-233 educational background, 98-99 Brock, Timothy, 196, 286-287 gender bias in, 99 at Ohio State University, 285, 293-294 at University of Nevada, 98-99 Wells and 294 Hatfield and, 73-74, 101-103 Brogan, Louise, 151 International Society for the Study of Personal broken heart hypothesis, 136 Relationships and, 232 Brooks, Matt, 339-340 Interpersonal Attraction, 102, 258 Brounstein, Paul, 259 Kelley, H., and, 99-100 Brown, Bonnie, 202 Proxmire and, 262 Brown, Joseph, 202 Secord and, 98-99 Brown, Lisa, 239 Bersoff, Donald, 127 Brown, Roger, 20, 195-196, 228, 348, 438 Beyond Freedom and Dignity (Skinner), 195, 358, Brown, Rupert 437-438 academic career Bhawuk, Dahrm, 76 at University of Kent, 344 Bieri, James, 125 at University of Sussex, 344-346 biosocial theory, gender and, 109-110 educational background Blackburn, Kate, 281 at Edinburgh University, 341-344 Blascovich, Jim, 327, 329-330 Hewstone and, 346 Block, Jack, 368-369 on intergroup relations, 343-347 Block, Jeanne, 368 affective aspects of, 345-346 Bloomer, Amelia, 24 automatic cognitive processes in, 345-349 Blumberg, Stephen, 339-340 developmental history of, 344-346 Boies, David, 234 reduction of discrimination and prejudice, 346 Bond, Michael Harris, 435-436 social cognition approach to, 345-349 academic career Sherif as influence on, 343 at Chinese University of Hong, 156-157 Social Identity Theory, 343-345 in Japan, 154-155 Tajfel as influence on, 342-344 Bruell, Jan, 249 Bandura as influence on, 153-155, 157 educational background, 152 Bruner, Jerome, 348, 370 at Stanford University, 153-154 Buckhout, Robert, 299 emic versus etic culture, 155-157 Buhrmester, Michael, 338-340 Confucian work dynamism, 157 Bulletin of Psychonomic Society, 258 Bunker, Barbara, 326-327 cross-cultural social-personality psychology, Burnam, Audrey, 275

Burning, Dennis, 48

academic career

Burnstein, Gene, 239

Buss, Arnold, 249, 275

Buss, David M., 118, 275, 372, 423, 438-439

at Harvard University, 369-372

at Stanford University, 373-374

at University of Michigan, 372-373

Psychology, 157

Hofstede and, 157

on, 153

Hastorf as influence on, 153

Mischel as influence on, 153

Kwok Leung and, 156-157, 440

International Association for Cross-Cultural

Pygmalion in the Classroom study as influence



Buss, David M. (cont.)	Center for Research in Personality, 20
Craik and, 369	Center for Self-Determination Theory, 175
educational background	Center for the Study of Intergroup Conflict, 392
at University of California, Berkeley, 367-369	Cerasoli, Shannon, 175
on evolutionary psychology, 374-375	Chagnon, Napoleon, 372
inclusive fitness theory, 374-375	Chaiken, Shelly, 106, 111, 261
parent-offspring conflict theory, 374–375	Bargh and, 359-360, 362-363
reciprocal altruism theory, 374–375	Chang, Christine, 339–340
sexual conflict theory, 374–375	Chartrand, Tanya, 364
sexual selection theory, 374–375	Chen, Mark, 364
Foundations for Evolutionary Psychology project,	Chen, Serena, 381–382
373–374	Cherry, Kendra, 74
on human mating strategies, 367, 372-373	Cheryan, Sapna, 202
on psychological sex differences, 368–369	Choi, Incheol, 121
on status hierarchies, 367	Christie, Richard, 81
	Chua, Hannah, 121
Cacioppo, John, 261. See also elaboration	Chung, Cindy, 281
likelihood model	Cialdini, Robert B., 165–166, 433–434, 437–438
educational background, at Ohio State University,	academic career
405	at Ohio State University, 285–287, 293–294
Petty and, 286–288, 290, 439–440	Devine influenced by, 419
Wells and, 295	educational background
Calvino, Italo, 156	on affiliation, 163–164
Camarillo, Al, 243	at Columbia University, 163–164
Campbell, Donald, 18–19, 124	under Insko, 162
Campbell, Joseph, 159	under Schachter, 163–164
Canevello, Amy, 355	under Thibault, 163
Cantor, Nancy, 239, 309–310, 423	at University of North Carolina, at Chapel Hill,
Cantril, Hadley, 146	161–164
Capozza, Dora, 391	on field research, 164, 166–168
Carey, Susan, 409	Focus Theory of Normative Conduct, 167
Carli, Linda, 108, 111	into pro-environmental actions, 166–168
Carlsmith, Merrill, 40–41, 56, 61, 179–180,	on participant observation, 164–166
183–184	Petty and, 285–287
Carnes, Molly, 418–419	Civilization (TV show), 208
Carpenter, Megan, 76	Clark, Kenneth, 10, 20, 195–196, 208, 434
Carroll, John, 261	Jones, J., influenced by, 187–188
Carver, Charles, 249, 275, 436	Clark, Lee Anna, 280
on behavioral self-regulation, 250–253	Clark, Mamie Phipps, 188, 195–196
control theory, 250	Clark, Margaret, 439
coping studies, 253	academic career
dispositional optimism, 251–253	at Carnegie Mellon University, 260–263
expectancies in, 251–253	at Yale University, 263–264
goal adjustment processes, 254	Berscheid and, 262–263
Goal Adjustment Scale, 254	educational background, 257–261
•	at Franklin & Marshall College, 259–265
goal disengagement and re-engagement, 254 Scheier and, 249–254, 440	at University of Maryland, 259–260
	on relationship science, as research topic, 260–261
Cattell, Raymond, 206 causality. See phenomenal causality	development and trajectory of, 262–263
• •	Walster and, 262–263
Causality Orientations Theory, 173	
Cebulla, Ralph, 195–196	classical conditioning. See unconscious classical
Center for Advanced Study in the Behavioral	conditioning
Sciences, 128, 373–374, 391, 396–397	Clayton, Frances, 228, 230
Center for Advanced Study in the Social Sciences, 329–330	cognition
	embodied, 287–288
Center for Human Science, 87	introspective access to, 360–361
Center for Personality Research, 92–93	social- implicit, 65



Index

:ti	C:4 I -4- 270 272
cognitive dissonance, theory of, 94, 269	Cosmides, Leda, 370, 373
insufficient justification phenomenon, 170	Cotton, Ronald, 298
vicarious cognitive dissonance, 149	Cowan, Claudia, 182
Cognitive Evaluation Theory (CET), 172–173	Cox, Will, 418–419
cognitive learning theory, 61	Craik, Ken, 368–369
Cognitive Psychology (Neisser), 258, 359, 377–378,	Crespi effect, 71–72
437–438	Crick, Frances, 359–360
Cognitive Revolution, 239	Critchlow, Barbara, 199
Cohen, Bob, 55	Crocker, Jennifer, 327–328, 437, 439
Cohen, Dov, 121, 421–422	academic career
Cohen, Geoffrey, 202	at Northwestern University, 352
Cohen, Sheldon, 252, 261–262, 436	at University of Buffalo, 352–353
Coke, Jay, 209–211	at University of Michigan, 353
Cole, Steve, 429	Alloy and, 351–352
Coleman Report, 9	educational background
Coleman, James, 9	at Harvard University, 351–352
Coleman, Ornette, 64, 402	at Michigan State University, 351
Collins, Barry, 124, 178	on egosystems, 350–351, 354
Collins, Nancy, 327	motivations in, 354–356
Coman, Alin, 147	Kassin and, 350
The Company She Keeps (McCarthy, M.), 71	Kayne and, 351–352
competence and motivation theory, 170	Learning as Leadership, 353–355
computerized text analysis, 279	Major and, 352
Linguistic Inquiry and Word Count, 279,	on self-esteem, 351–353
281–282	contingencies of self-worth, 353-356
conformity. See norms and conformity	stigma and, 352–353
Confucian work dynamism, 157	Taylor, S., and, 351–352
Conner, Alana Snibbe, 243–244	Cross, Susan, 239
conscientiousness, 425–426	cross-cultural social-personality psychology,
construction of meanings, 383–385	158–159
Contact Hypothesis, 346, 392–393	International Association for Cross-Cultural
The Context of Social Psychology, 129	Psychology, 157
contingencies of self-worth, 353–356	Crowder, Robert, 407
continuum model, in social knowledge structures,	Crowding and Behavior (Freedman), 57
321	Croyle, Robert, 149
control theory, 250	cultural psychology, 426–429
Coombs, Clyde, 389	agency in, 426–427
Cooper, Joel, 437–439	broader contexts for, 427–428
in Australia, 149	culture. See also emic versus etic culture
Batson and, 207	reasoning influenced by, 121
Baumeister and, 309	self and, 424
during crisis in social psychology, 146–147	in attribution theories, 425–426
Darley and, 146	brain development and, 428–429
dissonance theory, 142–144	cultural neuroscience, 429
New Look model for, 148–149	in dissonance theories, 425–426
Self-Standards Model, 149	neuroplasticity and, 428
educational background	self schemas and, 239–240, 242
at City College of New York, 142–143	The Culture of Honor (Nisbett), 120–121
at Duke University, 143–144	Cushner, Kenneth, 76
Jones, Edward E., and, 143–145	D. 1. M
Journal of Experimental Social Psychology, 150	Daly, Martin, 372–373
at Princeton University, 145–150	Darley, John, 48, 269
racial dynamics and, 146–147	Batson and, 207
Cooper, Lynne, 327	as advisor to, 209–210
Coping Orientations to Problems Encountered scale	on The Unresponsive Bystander, 208–209
(COPE scale), 253	Berscheid and, 100, 102–103
coping studies, 253	Cooper and, 146



Darley, John (cont.)	under Equal Protection Clause (14th
The Unresponsive Bystander, 83, 207, 433-434,	Amendment), 9–10
438	Milliken v. Bradley, 9-10
Davies, Paul, 202	Pettigrew on, 8–11
De La Ronde, Chris, 339–340	Plessy v. Ferguson, 10
Deaux, Kay, 128, 436–439	White flight and, 9–10
academic career	Devine, Patricia, 433–436, 439
at City University of New York, 128-131	academic career, at Ohio State University,
at New York University, 131	412–413
at Purdue University, 126–128	Cialdini as influence on, 419
educational background, 124–126	educational background, 411–412
at Columbia University, 125	at SUNY Plattsburgh, 411
at Northwestern University, 124–125	Malpass and, 411–412
at University of Texas, at Austin, 125-126	Ostrom and, 412–413
gender research, 126, 131-132, 326	on prejudice and stereotyping, 412-413
Major and, 127, 130, 326–327	automatic activation of stereotypes, 414
The Oxford Handbook of Personality and Social	high- and low-prejudice participants, 415
Psychology and, 224–225	reduction strategies, 413, 415–416, 418–419
in Midwestern Psychological Association, 131	self-reports on, 413, 416–417
Russell Sage Foundation and, 130	DeVore, Irv, 370
Spence, K. T., and, 127	Diaconis, Persi, 120
Deci, Edward L., 170, 437, 439. See also Self-	Dick, Philip K., 395–396
Determination Theory	Dickemenn, Mildred, 372
academic career, at University of Rochester,	Diehl, Michael, 136
171–175	Diekman, Amanda, 110-111
educational background, 169-170	discrimination, perceptions of, 328-330
at Carnegie-Mellon University, 170-171	reduction strategies for, 346
at Hamilton College, 169	self-esteem and, 329
at Wharton School, 169-170	displaced aggression theory, 139-140
extrinsic motivation and, 172-173	dispositional optimism, 251-253
intrinsic motivation, experiments on, 170-173	dissonance theory, 38
attributions as element of, 172	behavioral confirmation research and, 336-33
Cognitive Evaluation Theory and, 172	Cooper and, 142–144
Organismic Integration Theory and,	New Look model for, 148–149
172–173	Self-Standards Model, 149
Ryan and, 172–175	Festinger and, 80–81, 142
dehumanization, evil through, 48	free-choice dissonance experiments, 425
deindividuation of self, 48	Kitayama on, 424–426
DiMatteo, Robin, 20–21	research on, by Freedman, 55–56
Dembrowski, Ted, 274	diversity explosion, 189
Denmark, Florence, 29–30, 437–438	diversity programs, long-term effects of, 331
academic career	Dix, Emily, 418–419
Graduate Center at CUNY, 27–28	Dixon, Matt, 214
at Hunter College, 27	DNA exoneration cases, 297–298
at Queens College, 26–27	Dohrenwend, Barbara, 142
Search for Education, Elevation, and	Doing Race (Markus and Moya), 244
Knowledge program, 27	doll studies, 188, 195–196
Bloomer and, 24	Donaldson, Margaret, 342
educational background, at University of	Doob, Anthony, 57
Pennsylvania, 24–25	Dovidio, John (Jack), 261, 263, 437–439, 441
Milgram and, 27–28	academic career
Pepitone and, 24–26	at Colgate University, 269
in psychological associations, 28–30	at University of Connecticut, 269
Social Comparison Theory, 26	at Yale University, 269
DePaulo, Bella, 20–21	educational background
desegregation, racial	at Dartmouth College, 266–267
Brown v. Board of Education, 9-10	at University of Delaware, 267–269



Index

449

Gaertner and, 267 egosystems, 350-351, 354 on helping behaviors, 268 motivations in, 354-356 on implicit bias, 417 Ehrlich, Paul, 57 on racial attitudes, 268-269 Eichmann, Adolf, 48-49 drive theory, 94 Eiser, Richard, 133-134 DSIT. See Dynamic Social Impact Theory elaboration likelihood model (ELM), 286-291, dual-process theories, 321 439-440 Dunning, David, 380 external distraction in, 287 Dweck, Carol, 45, 116-117, 180, 242-243, 439 origins of, 286-288 on attributions, 215 personal importance in, role of, 287 Dixon and, 214 Eliezer, Dina, 329 educational background, 213-216 Elliot, Andrew, 416 at Yale University, 214 Ellsworth, Phoebe, 40-41, 118, 239, 378, 436, "hot beliefs," 214-215 438-439 on mindsets, as theoretical concept, 215-218 academic career, 180-184 fixed mindsets, 215-216 at Stanford University, 184 growth mindsets, 215-216 at Yale University, 180-181 Carlsmith and, 179-180, 183-184 interventions, 216-217 literary works on, 217-218 educational background, 177-180 at Bryn Mawr, 177-178 Rescorla and, 214 Wagner and, 214 Gergen, K., as advisor, 179 Dynamic Social Impact Theory (DSIT), 86-87 at Harvard University, 178-179 clustering in, 86 at Stanford University, 179-180 Gross, S., and, 182, 184 consolidation in, 86 continuing diversity in, 86 Psychology and Law teachings, 180-184 correlations in, 86 death penalty, research on, 181-184 eyewitness testimony, 181-184 Eagly, Alice H., 106, 108, 134-135, 390-391, 439 Furman v. Georgia, 180 academic career, 106-111 National Jury Project, 182-183 at Northwestern University, 107-111 Witherspoon v. Illinois, 182 at Purdue University, 107 Ross and, 180-181, 183-184 aggression and, 108 Russell Sage Foundation and, 180 altruism and, 108 ELM. See elaboration likelihood model educational background, at University of Ely, Robin, 339-340 Michigan, 105-106 embodied cognition, 287-288 gender research, 107-111 Emerson, Ralph Waldo, 158 biosocial theory in, 109-110 emotional contagion, 76 on gender stereotypes, 110-111 emotions, cultural expressions of, 425-426 on leadership, 109 Emrich, Richard S., 75 on magnitude of sex/gender differences, 110-111 Engendering Psychology (Denmark), 29-30 social role theory and, 108-110 Epstein, Cynthia, 129-130 meta-analysis and, 107 Epstein, Seymour, 135 psychology of attitudes, 106 Equal Protection Clause, 14th Amendment, 9-10 Revelle and, 110-111 equity theory, 72, 76 social role theory, 108-110 Erickson, Thane, 356 evolutionary psychology and, 109-110 Erle, Martin, 74 role congruity theory of prejudice, 109 error management theory, 375 EASP. See European Association of Social European Association of Experimental Social Psychology Psychology, 124, 342-343 Eastwick, Paul, 111 European Association of Social Psychology Eberhardt, Jennifer, 45-46, 242-244 (EASP), 129, 226, 435 Eccles, Jacquelynne, 130 European Review of Social Psychology, 390-391 Eccleston, Collette, 328-329 evil, as human concept ecosystems mechanisms, 354 blind obedience to authority, 48-49 motivation in, 354-356 conversion to goodness, 49

Edwards, Ward, 118

ego depletion, 313

through dehumanization, 48

deindividuation of self and, 48



450 Index

evil, as human concept (cont.) Fincham, Frank, 435 through diffusion of personal responsibility, 48 Fishbein, Martin, 134 passive tolerance of, though inaction or Fiske, Alan, 317-318 indifference, 49 Fiske, Susan, 14, 127, 135, 147, 261, 309-310, 436, in Stanford Prison Experiment, 48-49 uncritical conformity to group norms, 48-49 educational background, at Harvard University, The Evolution of Desire (Buss, D. M.), 374 319-320 The Evolution of Human Sexuality (Symons), 373 on implicit bias, 417 evolutionary psychology, 109-110, 374-375 sexism and, research paradigms for, 321-324 Buss, D. M., on, 374 benevolent sexism, 322 inclusive fitness theory, 374-375 gender bias and, 323-324 parent-offspring conflict theory, 374-375 Stereotype Content Model, 319, 322-323 reciprocal altruism theory, 374-375 on social cognition, 439 sexual conflict theory, 374-375 social knowledge structures, 320-323 sexual selection theory, 374-375 continuum model, 321 Evolutionary Psychology (Buss, D. M.), 374 dual-process theories, 321 The Exceptional Child, as academic course, 27 power paradigms, 321 exchange theory, 135 stereotyping research, 416-417 expectancy-value theory, 94 Taylor as influence on, 317, 323 Fitzgerald, Robert, 182 experimenter effects, 22 explicit memory research, 407-408 fixed mindsets, 215-216 expressive writing studies, 277-281 Flanagan test of General Ability, 19 behavioral inhibition, 278 Flavell, John, 45-46 extended contact, in intergroup contact theory, 12 Fleming, John, 149 extrinsic motivation, 172-173, 378 Flowers, Betty Sue, 280 eyewitness testimony studies, 294-298 Flynn, James, 121 event memory, 294 Focus Theory of Normative Conduct, 167 historical legacy of, 300 Folger, Robert, 277 identification in, 294 Fong, Geoffrey, 120, 239 origins of, 299-300 forbidden toy paradigm, 38 Forscher, Patrick, 418-419 fairness, perceptions of, 328-330 Foundations for Evolutionary Psychology project, self-esteem and, 329 373-374 Farmer, John, 297-298 Francis, Martha, 279 Faust, Drew, 403-404 Frank, Bob, 384 Fazio, Russell, 66, 148-149, 309-310 Fraser, Bo, 339-340 fear studies, 54 Frederick, Chip, 46 Feeney, Brooke, 261-262 Frederickson, George, 243 Fein, Steve, 432 free-choice dissonance experiments, 425 Feirabend, Ivo, 237 Freedman, Jonathan, 57, 71-72, 435 Feirabend, Rosalind, 237 academic career The Feminine Mystique (Friedan), 97 at Columbia University, 58 feminist movement. See gender bias research career, 55-58 Fenigstein, Allan, 250 at Stanford University, 55-58 Ferguson, Melissa, 263, 364 at University of Toronto, 58 Ferrell, Jason, 282 Allport, G., and, 53 Festinger, Leon, 41, 44-45, 199-200, 206, 406, 437 Carlsmith and, 56 Cohen, B., as influence on, 55 Freedman influenced by, 55-56 dissonance research, 55-56 Hatfield and, 70-71, 101-103 Mills and, 259 Doob and, 57 social comparison theories, 80-81 educational background, 53-57 theory of cognitive dissonance, 80-81, 94, at Harvard University, 53-54 142-144, 269 at Yale University, 53-55 insufficient justification phenomenon, 170 Ehrlich and, 57 Festinger as influence on, 55-56 vicarious cognitive dissonance, 149 Theory of Cognitive Dissonance, 105, 438 Milgram and, 53-55 Fincham, Adrian, 388-389 Sears, D., and, 53-54, 56-57



Index

Freeman, W. H., 41	educational background
Frey, Bruno, 136–137	at Princeton University, 397–398
Frey, Richard, 189	at University of Colorado at Denver, 396–397
Friedan, Betty, 97	at University of Texas at Austin, 398–399
Friedman, Howard, 15	Jones, E. E., and, 397–398, 400, 440
Fromm, Erich, 71	Simmons and, 396–397
Fryberg, Stephanie, 218, 242–243	Stern and, 396-397
Fu, Alyssa, 242–243	Swann and, 398
Fundamental Attribution Error, 117	Wegner and, 398–399
Furman v. Georgia, 180	Wilson, T., and, 304, 400-401, 440
Furnham, Adrian, 388–389	Giles, Howard, 387, 391
Future Directions on Research on Women	Gill, Frank, 234–235
(Denmark), 29–30	Gill, Michael, 339–340
	Gilovich, Thomas, 119, 437
Gaertner, Samuel, 267	academic career, at Cornell University, 379-385
gain-loss theory, 38	educational background
Galinsky, Adam, 149	academic influences, 377–379
Garmezy, Norman, 92-93	at Stanford University, 378-379
Garnets, Linda, 233	at University of California, Santa Barbara,
Garrett, Henry, 81–82	377–378
Gartrell, David, 11	on extrinsic/intrinsic motivation, 378
Geldard, Frank, 146	Lepper and, 378
Gelman, Susan, 118	Gladwell, Malcolm, 217
gender. See also gender research; sexism	Glass, David, 275
self schemas and, 237–239	Glass, Gene V., 21
stereotypes, 110–111	The Glass Bead Game (Hesse), 388-389, 394
gender bias	Glucksberg, Sam, 128
against Berscheid, 99, 101	goal adjustment processes, 254
against Hatfield, 71–74	Goal Adjustment Scale, 254
sexism and, 323–324	goal disengagement and re-engagement, 254
in social psychology, 270–271	Goal Conflict Theory of Eating Behavior, 139
gender research	Goal Contents Theory, 173–174
by Deaux, 126, 131–132, 326	Goethals, George, 144–145
by Eagly, 107–111	Goff, Phillip, 202
biosocial theory in, 109–110	Goffman, Erving, 260
on gender stereotypes, 110–111	Golden Age, of social psychology, 208–209,
on leadership assessment, for women, 109	211–212, 269–270
on magnitude of sex/gender differences, 110–111	Goldstein, Joel, 170
social role theory and, 108–110	Goldstein, Noah, 167
gender stereotypes, 110–111. See also gender bias	Goldwater, Barry, 75
Gendron, Maria, 263	Gollwitzer, Peter, 359–360, 363–364
Gengerelli, Joseph, 16–17	Gomes, Mary, 371–372
Genovese, Kitty, murder of, 48, 82–83	Gonder-Frederick, Linda, 276
Gerard, Harold, 45–46, 57–58	Gonzales, Marti, 40–41
Gergen, Kenneth, 179	Good, Catherine, mindset programs, 216
Gergen, Maggie, 136–140	Good Samaritan study, 209–210
Ghosh, Joydeep, 280	Goodchilds, Jackie, 233
Gibbons, Fredrick, 249, 275	Gordon, Steven, 234–235
Gibson, J. J., 276, 299	Gosling, Samuel, 282
Giddens, Anthony, 426–427	Gotay, Carolyn, 259
Giesler, Brian, 339–340	Gottesman, Irving, 20
Gilbert, Daniel, 149, 442	Gough, Harrison, 368
academic career, at Harvard University, 401	Gould, Robert, 259
attribution theory and, 398–399	Gould, Steven J., 370
cognitive process models for, 399	Grace, Pam, 276
at Center for Advanced Study in the Behavioral	Graesser, Art, 279
Sciences, 396–397	Graf, Peter, 65



Graziano, William, 258	Hare, Paul, 85
Greene, David, 115	Harlow, Harry, 74, 170, 258
Greenwald, Anthony, 196, 352-353, 433, 439	Harlow, Margaret, 74
academic career	Harrold, Maggie, 134
at Ohio State University, 285, 293-294	Hart, Alan, 20–21
reproducibility of findings, 64-65	Hart, Rod, 280
Alexander, J., and, 67	Harton, Helen, 87
Aronson, E., and, 61	Harvey, John, 288, 293–294
Banaji and, 65-67, 406-408	Hassin, Ran, 364
implicit social cognition and, 65	Hastie, Reid, 180
supraliminal priming and, 66	Hastorf, Albert, 45–46, 153
Carlsmith and, 61	Hatfield, Elaine, 75, 180, 232, 433–434
educational background	academic career
on cognitive learning theory, 61	gender bias during, 71–74
learning-behavior theory, 60–61	at University of Hawai'i, 75–76
under Solomon, Robert, 61	at University of Minnesota, 72–74
at Yale University, 62–64	at University of Wisconsin, 74–75
Helmholtz and, 67	Aronson, E., and, 73
ideomotor theory and, 63–65	Berscheid and, 73–74, 101–103
implicit memory, 65	Darley and, 73
as jazz trumpet player, 61–64	educational background, 70–72
Lotze-James hypothesis, 62–63	at Stanford University, 70–72
Mischel and, 61	at University of Michigan, 70
shunned theory and, 61	equity theory and, 72
Skinner as influence on, 61	family history, 69
sleeper effect and, 64–65	Festinger and, 70–71, 101–103
subliminal semantic priming and, 64–65	Interpersonal Attraction, 102, 258
unconscious classical conditioning and, 64–65	Lawrence and, 70
volition and, 61–62	on passionate love, as research topic, 70–72, 260,
Wells and, 294	373
Griffin, John, 339–340	cross-cultural love, 76
Griskevicious, Vladas, 167	emotional contagion and, 76
Gross, Alan, 84	future approaches to, 76–77
Gross, Samuel, 182, 184	The Passionate Love Scale, 74
growth mindsets, 215–216	public attacks against, 74–75
Gumpert, Peter, 72	self-esteem levels and, 71
Gurdjieff, G. I., 386	Proximire attacks on, 74–75
Gurin, Patricia, 238–239, 361–362	Rapson and, 75–76
Guthrie, Edwin, 61	Hawk, Skyler, 76
Guttentag, Marcia, 26	Hazen, Nancy, 335 Health Psychology, 252–253
Hall, Calvin, 115, 437–438	Hegelson, Vicki, 261
Hall, Judith, 20–21	Heider, Fritz, 105, 135
Hamedani, MarYam, 244	attribution theory and, 94–95, 127
Hamilton, W. D., 372–373	balance theory, 94
Hammond, Jack, 49	Batson and, 209–210
Handbook for Social Cognition, 363	phenomenal causality and, 98
A Handbook for Women Mentors, 29–30	Heilman, Madeline, 127
The Handbook of Evolutionary Psychology (Buss,	Helmholtz, Hermann, 67
D. M.), 374	helping behaviors, 268
Handbook of Motivation and Cognition, 363	Henderson, Lynn, 50
Handbook of Psychological Research on the Rat	Henderson, Norman, 187
(Munn), 82	Hendrick, Clyde, 84
The Handbook of Social Psychology (Wesley, A.),	Henrich, Joseph, 118
103, 404–405, 432–433	Herek, Gregory, 234
happiness, cultural influences on, 425–426	Heroic Imagination Project (HIP), 49
Hardin, Curtis, 408	Hesse, Hermann, 388–389, 394



Index

heuristic-systematic model, 290–291	sex differences in, 371–372
Hewstone, Miles, 137, 435, 437. See also	study design, 370-371
intergroup contact theory	Human Relations (Berscheid and Darley), 102
academic career, 391–393	Hunger, Jeffrey, 329–330
at Oxford University, 392-393	Hunt, Earl, 406–407
in Paris, 390–391	Huston, Ted, 232
at University of Tübingen, 390-391	hypocrisy paradigm, 40
attribution theory and, 388	
Brown, Rupert, and, 346	IACCP. See International Association for Cross-
at Center for Advanced Study in the Behavioral	Cultural Psychology
Sciences, 391	IAT. See Implicit Association Test
Center for the Study of Intergroup Conflict, 392	identity. See also self construals; self schemas
educational background, 386-390	for African Americans, 187–191
at Bristol University, 386–388	fusion constructs, 338
at Oxford University, 388–390	social identity theory, 271
Giles and, 387, 391	identity fusion construct, 338
Jaspars and, 387–389	ideomotor theory, 63–65
Moscovici and, 390	discovery of, 60-61
on social representations, 390	James and, 62
Stroebe and, 390–391	Lotze-James hypothesis, 62-63
Tajfel as influence on, 386–388	imagined contact, in intergroup contact theory, 12
Turner, J., and, 387	immigrant experience, acculturation ideology, 347
Higgins, E. Tory, 146, 359-360, 362-363	impact bias, 304, 400-401
high self-monitors, 221–222	impersonal media contact, in intergroup contact
Hilgard, Ernest, 61, 72	theory, 12
Hill, Craig, 339–340	Implicit Association Test (IAT), 66-67, 268, 361,
Hill, Kim, 372–373	409
Hilton, James, 149	implicit bias, 268-269, 417
hindsight bias, 371	implicit memory, 65, 407–408
HIP. See Heroic Imagination Project	implicit social cognition, 65, 408-409
Hirschfeld, Lawrence, 118	implicit theories. See mindsets
Hixon, Gregory, 339–340	inclusive fitness theory, 374–375
Hofstede, Geert, 151–152, 157	The Inevitability of Patriarchy, 323
Hogg, Michael, 149	Influence (Cialdini), 165–166
Hollander, Edwin, 326–327	injunctive norms, 167
Holmes, John, 262–263	Insko, Chester, 134, 286–287
Holmes, Warren, 372	Cialdini influenced by, 162
Hooker, Evelyn, 233	Institute of Human Relations (Yale University), 61
Horner, Matina, 230	Institute for Research in Social Science (IRSS), at
Horney, Karen, 71	UNC-Chapel Hill, 86–87
Horowitz, Frances, 130	institutional racism, 190-191
"hot beliefs," of Dweck, 214–215. See also	insufficient justification, 170
mindsets	Intelligence and How to Get it (Nisbett), 121–122
Hotopf, Norman, 134	interdependence theories, 225
Hovland, Carl, 44–45, 54, 367, 406–407	intergroup contact theory, 10–13
Hovland, David, 367	Center for the Study of Intergroup Conflict, 392
Huang, Julie, 364	meta-analysis of, 12
Hull, Clark, 61, 94	extended contact, 12
Human Behavior and Evolution Society,	imagined contact, 12
372–373	impersonal media contact, 12
Human Inference (Ross and Nisbett), 119, 378	secondary transfer effect, 12
human mating strategies, research studies on, 367,	Pettigrew on, 10–11
372–373	Type I and Type II errors, 12
evolution-based hypotheses, 370	intergroup relations, 271, 343–347
hindsight bias in, 371	affective aspects of, 345–346
preferences as element of, 369–372	automatic cognitive processes in, 345–349
sample size and scope, 371	developmental history of, 344–346



intergroup relations (cont.)	Clark, K., as inspiration for, 187-188
future approaches to, 346–347	in experimental social psychology, 188
reduction of discrimination and prejudice, 346	at Oberlin College, 187–188
social cognition approach to, 345–349	at Yale University, 188
International Association for Cross-Cultural	family history, 186–187
Psychology (IACCP), 157	Jones, Russell, 144–145
International Council of Psychologists, 155	Josephs, Robert, 199, 201
International Society for the Study of Personal	Journal of Experimental Social Psychology, 150
Relationships, 232	Journal of Personality and Social Psychology, 258,
Interpersonal Attraction (Berscheid and Hatfield),	342–343
102, 258	Journey Around My Room (Brogan), 151
"Interpersonal Behavior" (Triandis), 155	Judd, Charles, 391
interpersonal expectancy effects, 20-21	Jung, Carl, 437
intrinsic motivation, 378	
experiments on, 170–173	Kahneman, Daniel, 118-119, 368
attributions as element of, 172	Kaiping Peng, 121, 435–436
Cognitive Evaluation Theory and, 172	Kaiser, Cheryl, 329
energy as element of, 172	Kamin, Leon, 146
Organismic Integration Theory and, 172-173	Kanouse, David, 116–117
psychological needs and, 173	Karau, Steven, 111
Intrinsic Motivation (Ryan), 172	Kassin, Saul, 21, 350
Invisible Cities (Calvino), 156	Katz, Daniel, 91–92, 105–106
Inzlicht, Michael, 202	Kayne, Naomi Tabachnik, 351–352
Ireland, Molly, 282	Keil, Frank, 380
IRSS. See Institute for Research in Social Science	Kelley, George A., 387–388
Isen, Alice, 258	Kelley, Harold (Hal), 44–45, 57–58, 80–81, 103, 135, 146–147
Jackson, George, 46	attribution theory, 94-95, 269
Jackson, James, 238–239, 423	Berscheid and, 99-100
Jacobson, Lenore, 19	International Society for the Study of Personal
Pygmalion in the Classroom study, 19-20	Relationships, 232
Jacoby, Larry, 65	Nisbett and, 116–117
James, William, 62–63, 353	Peplau, L. A., influenced by, 231–232
Janis, Irving, 44–45	Kelman, Herbert, 10–11, 20, 105–106
Janoff-Bulmann, Ronnie, 135	Keltner, Dacher, 381–382
Jaspars, Jos, 387–389, 435	Kennedy, Donald, 57
J-curve of conformity, 7	Kenny, David, 319
Jetten, Jolanda, 337	Keough, Kelli, 202
jigsaw classroom experiment, 39-40	Kiernan, Claudia Mitchell, 189
Johnson, Blair, 111	Kiesler, Charles, 103, 135, 178, 261
Johnston, William, 361–362	Kiesler, Sara, 135, 317
Jonas, Klaus, 136	Kim, Heejung, 242–243
Jones, Eddie Harmon, 416	Kim, Youngsuk, 282
Jones, Edward Ellsworth (Ned), 57–58, 94–95,	King, Anthony, 429
116–117, 146, 309, 339–340, 437	King, Laura, 280, 282
Attribution, 438	King, Martin Luther, Jr., 10
Baumeister influenced by, 316	Kitayama, Shinobu, 118, 201, 435, 439
Cooper and, as advisor to, 143–145	academic career
Gilbert and, 397–398, 400, 440	at Kyoto University, 424
Jones, James, 48–49, 193, 435–436, 438–439, 442.	at University of Oregon, 428–429
See also racism, research study on	on cultural psychology, 426–429
academic career	on culture, self and, 424
African American identity issues as focus of,	in attribution theories, 425–426
188–191	brain and, 428–429
at Harvard University, 188–191	in dissonance theories, 424–426
African American identity for, 187	neuroplasticity and, 428
educational background, 187–188	neuroscience and, 429



Index

educational background, 421-426	Lawrence, Douglas, 70, 72
at Kyoto University, 422–423	Lawson, Reed, 18
at University of Michigan, 423-424	Lazarus, Richard, 368
Markus, H. R., and, 240-242, 423-424, 426-429	leadership, gender and, 109
Klineberg, Otto, 81–82	Leander, Pontus, 139–140
Klopfer, Bruno, 16, 437	Learning as Leadership, 353–355
Kluckhohn, Clyde, 53	learning-behavior theory, 60–61
Knowledge Networking in Teaching Science	Leary, Mark, 261
(KNITS), 87	Leary, Timothy, 16
Knutson, Brian, 429	Lehman, Darrin, 120
Koenig, Anne, 110–111	Leippe, Michael, 64-65, 295
Koestner, Richard, 171–172	Lepore, Lorella, 345
van Koningsbruggen, Guido, 139	Lepper, Mark, 115–116, 242–243, 378
Krantz, David, 120, 249, 275	Leu, Jan, 121
Kreienkamp, Jannis, 139-140	Leventhal, Howard, 252–253
Kruglanski, Arie, 137	Levinger, George, 135, 232
Kun, Anna, 377–378	Levy, Carole, 355–356
Kwang, Tracy, 339–340	Levy, Robert, 179
Kwok Leung, 151–152	Levy-Palluck, Betsy, 147
collaboration with Bond, 156–157, 440	Lewin, Kurt, 24–25, 50–51, 438
	Snyder influenced by, 224
LaFrance, Marianne, 263	social psychology influenced by, legacy of, 209,
Lamb, Michael, 234	383
Lamont, Charles, 8	Liberzon, Israel, 429
Landis, Dan, 76	life purpose, culture as influence, 425–426
Langer, Ellen, 180, 370	Li-Jun Li, 121
Larrick, Richard, 121	Linder, Darwyn, 144
Laskey, Alex, 167	Lindzey, Gardner, 92–93, 373, 391, 432–433
Latané, Bibb, 48, 196, 269, 433–434, 437	Linguistic Inquiry and Word Count (LIWC), 279,
academic career	281–282
animal sociability studies, 82	Loder, James, 207
at Columbia University, 81–82	Lodewixcks, Hein, 138
Institute for Research in Social Science, at	Loftus, Elizabeth, 181, 294, 299, 368, 406-407
UNC-Chapel Hill, 86–87	Logan, Frank, 61
at Ohio State University, 83-84, 293-294	logic of collective action, 136–137
bystander intervention and, 82–84	Lorde, Audre, 230
Center for Human Science, 87	Lotze, Hermann, 62–63
Dynamic Social Impact Theory, 86–87	Lotze-James hypothesis, 62–63
educational background, 80-81	love. See passionate love
with Kelley, H., 80–81	low self-monitors, 221–222
with Schachter, 80-81	Low, Bobbi, 372
at University of Minnesota, 80-81	Lubalin, James, 284–285
at Yale University, 80	The Lucifer Effect (Zimbardo), 47-49, 439
family history, 78–80, 85	Luhtanen, Riia, 352–353
myth of apathy and, 82-83	Lumsdaine, Art, 406–407
Personality and Social Psychology Bulletin,	Lynn, Michael, 405-406
84–85	
Social Impact Theory, 83–84	Maccoby, Eleanor, 45-46, 58-59, 179, 378, 435
social loafing and, 83–84	MacDougall, James, 274
social science conferences and, 85	Mackie, Diane, 149
Society for Personality and Social Psychology,	Maher, Brendan, 20
84–85	Major, Brenda, 127, 130, 438-439
stage fright and, 83-84	academic career
The Unresponsive Bystander, 83, 207, 433-434,	at SUNY Buffalo, 326-328
438	at University of California, Santa Barbara,
Batson on, 208-209	328–329
Lawlor, Jake, 99	Blascovich and, 327, 329-330



Major, Brenda (cont.)	McCoy, Shannon, 328-329
Crocker and, 327–328, 352	McDavis, Katherine, 210-211
Deaux and, 326-327	McGuire, William, 45, 81
on diversity programs and initiatives, 331	McNulty, Shawn, 339-340
educational background, 326	mediation, in information processing, 319
College of Wooster, 326	Medin, Doug, 118
Miami University of Ohio, 326	Mednick, Sarnoff, 53
Kaiser and, 329	Meehl, Paul, 73
on perceptions of discrimination and/or fairness,	Meetings with Remarkable Men (Gurdjieff), 38
328–330	Mehl, Matthias, 281
Pruitt and, 327	Melnikoff, David, 364
on weight stigma, 329–330	Mendes, Wendy, 329
Malpass, Roy, 299, 411–412	Messick, Samuel, 67
Management and Motivation (Deci and Vroom),	meta-analytic procedural work, 21, 107
170	Meyer, Ilan, 234
Mandler, George, 53	Midwestern Psychological Association, 84, 131
Manis, Melvin, 91, 106, 239	Mihalcea, Rada, 281
Manson, Charles, 48–49	Milgram, Stanley, 269, 300
Manuck, Stephen, 252	Allport, F., and, 18
Marcia, James, 195	Denmark and, 27–28
Markus, Greg, 236–237	Freedman and, 53–55
Markus, Hazel Rose, 45–46, 118, 201, 360, 435,	Rosenthal, R., and, 18–19
439, 442	Zimbardo and, 43–45, 433
academic career	Miller, Arthur, 326
at University of Michigan, 238–240, 423	Miller, Dale, 242–243, 378
at University of Osaka, 240–242	Miller, David, 111
at Stanford University, 242–244	Miller, George, 280
Clash! How to Survive in a Multicultural World, 244	Miller, Lynn, 320, 340
	Miller, Lynn, 339–340
Doing Race, 244	Miller, Neal, 44–45, 61
educational background sociocultural context for, 237	Miller, Norman, 178 Mills, Judson, 134, 259
at University of Michigan, 237–240	Mindset (Dweck), 217–218
Kitayama and, 240–242, 423–424, 426–429	mindsets, as theoretical concept, 215–218
Nisbett and, 120–121	for adolescent mental health, 217
on self schemas, 237–245, 362	Aronson and, 216
agency model in, 239–240, 242	fixed, 215–216
culture as factor in, 239–240, 242	Good and, 216
gender and, 237–239	growth, 215–216
race and, 237–239	interventions, 216–217
self construals, 241–243	literary works on, 217–218
Steele, C., and, 243	for organizations, 216
Zajonc and, 240	Mindware (Nisbett), 120
Marlatt, Alan, 199	Mischel, Walter, 45–46, 146–147, 368, 378
Martel, Alexi, 339-340	Bond influenced by, 153
Martel, Lisa, 76	critique of personality psychology, 311
Martin, Joanne, 11	Mistakes Were Made (but not by ME) (Aronson
Martin, Robin, 392	E. and Tavris), 41
Maslach, Christina, 46, 367–368	Mitamura, Chelsea, 418–419
Maslow, Abraham, 32-33, 41, 437	Miyamoto, Yuri, 121
Masuda, Taka, 121, 435-436	Monin, Benoit, 149, 242–243
math modeling, 71	Monteith, Margo, 416
Matthews, Karen, 249, 261–262, 275	Montgomery, K. C., 44
McCarthy, Joseph, 7–8	Morgan, Christiana, 16–17
McCarthy, Mary, 71	Morgan, Clifford, 84
McClelland, David, 20, 53, 173, 369-370	Morris, Kate, 339–340
McCorquodale, Kenneth, 73	Morris, Michael, 121



Index

457

Morsella, Ezequiel, 364 Moscovici, Serge, 390, 435 conversion theory of minority influence, 392 in ecosystems and egosystems, 354-356 extrinsic and intrinsic, 378 Moya, Paula, 243-244 Moynihan, Patrick, 9 Mueller, Chuck, 76 Munn, Norman, 82 Muraven, Mark, 313 Murphy, Mary, 202, 216, 218 Murray, Henry, 16-17, 53, 317-318 Myrdal, Gunnar, 187 myth of apathy. See apathy Naftali, Tim, 76 National Jury Project, 182-183 The Nature of Love (Harlow, H., and Harlow, M.), 74 The Nature of Prejudice (Allport, G.), 8-9, 195-196, 438 Naylor, James, 126 need to belong, 312 Neisser, Ulric, 258, 359, 377-378, 437-438 Nelson, George, 76 Nesse, Randy, 118, 372 neuroticism, 425-426 New, Rachel, 392 A New Look at Love (Hatfield), 75 New Look model, for dissonance theory, 148-149 New York Academy of Sciences, 28 New York State Psychological Association (NYSPA), 28 Newcomb, Theodore, 105-106 Newtson, Darren, 276 nicotine addiction, 198 Niederhoffer, Kate, 282 Niistad, Bernard, 138 Nisbett, Richard, 83, 120-122, 239, 269, 435-436, 442 academic career at University of Michigan, 117-119 at Yale University, 116-117 attribution theory, 117 Borgida and, 119 on culture of honor, 421-422 educational background, 115-117 at Columbia University, 116

Ross and, 116-117, 119, 423, 440 Schachter and, 116 Steele, C., and, 201 Tversky as influence on, 119-120 Weber as influence on, 114 Wilson, T., and, 302-303, 305 Zajonc as influence on, 118-119 Nolen, Jessica, 167 Norenzayan, Ara, 121 norms and conformity Focus Theory of Normative Conduct, 167 J-curve of conformity, 7 Pettigrew on, 11 social norms, 167 uncritical conformity, to group norms, 48-49 North Dakota Psychological Association, 16 Norton, Michael, 149 Nosek, Brian, 408 Nuer, Laura, 355-356 Nuer, Noah, 355-356 Nurius, Paula, 239 Nussbaum, David, 202 NYSPA. See New York State Psychological Association O'Brien, Laurie, 329 O'Connor, Maureen, 129-130 O'Heeron Robin 282 OIT. See Organismic Integration Theory Oleson, Stewart, 359 Olivier, Marc-Andre, 355-356 Olsen, Ted, 234 Olson, Katherine, 147 Olson, Mansur, 136-137 Omoto, Allen, 223 Open Science Framework, 270, 441 Opening Up (Pennebaker), 279 operant theory, 169 Organismic Integration Theory (OIT), 172-173 Ospina, Juan, 355-356 Ostrom, Thomas, 196-198, 435-436 academic career, at Ohio State University, 285, 293-294, 405 Banaji and, 405-406 Devine and, 412-413 Wells and, 295 Ouellette, Suzanne, 129-130 The Oxford Handbook of Personality and Social Psychology, 224-225 Oyserman, Daphna, 239 Pappedemos, Mike, 359 parental investment theory, 370 parent-offspring conflict theory, 374-375 Park, Lora, 355 Parker, Bob, 76 Parsons, Talcott, 7-8, 105

at Tufts University, 115-116

Hall, C., as influence on, 115

Kahneman as influence on, 119

on reasoning, within Asian cultures, 121

Markus, H. R., and, 120-121

Jones, E. E., and, 116-117

Kelley, H., and, 116-117

Gilovich and, 119



458 Index

participant observation methodology, 164-166 personality psychology Authoritarian Personality Theory, 26 passionate love, as research topic, 70-72, 260, 373 cross-cultural love, 76 Baumeister and, 308-309 emotional contagion and, 76 Center for Personality Research, 92-93 future approaches to, 76-77 Center for Research in Personality, 20 public attacks against, 74-75 cross-cultural social-personality psychology, self-esteem levels and, 71 158-159 The Passionate Love Scale, 74 Personality and Social Psychology Bulletin, passive tolerance, of evil, 49 84-85 Peak, Helen, 105-106 Scheier and, future approaches to, 249 Pearson, Karl, 21 Snyder as, 224-225 Pelham, Brett, 339-340 Personality Research Group, 67 Pennebaker, James, 249, 261, 339-340, 436, 438-439 persuasion theories. See also elaboration likelihood academic career model at Southern Methodist University, 277-279 contemporary applications of, 291 at University of Texas, at Austin, 280-282 heuristic-systematic model, 290-291 at University of Virginia, 275-276 unimodal theory, 290-291 Wells on, 298-299 computerized text analysis, 279 Linguistic Inquiry and Word Count, 279, Petrie, Keith, 282 281-282 Pettigrew, Thomas Fraser, 434-436, 438-439 educational background academic career, 9-11 at Florida Presbyterian College (Eckerd Allport, F., and, 7-9 race relations work of, 7-8 College), 274 at University of Arizona, 274 in South Africa, 8-9 at University of Texas, at Austin, 274-275 educational background, 6 expressive writing studies, 277-281 at Harvard University, 7-8 behavioral inhibition, 278 in social psychology, 7 Ross and, 279 at University of Virginia, 6 symptom research, 275-276 Peplau, L. A., influenced by, 224-225, 228-229 Penner, Louis, 268 race relations work, 8-11 Penrod, Steven, 299 Allport, F., as influence on, 7-8 Pepitone, Albert, 24-26, 438 Coleman Report, 9 Peplau, Hilda, 228 on desegregation of schools, 8-11 Peplau, Letitia Anne, 436, 439 Rosenthal, R., and, 20 academic career, at UCLA, 230-234 social psychology as focus of Boston Couples Study, 229-233 intergroup contact theory, 10-11 educational background on norms and conformity, 11 at Brown University, 228-229 on relative deprivation, 11 at Harvard University, 230-231 Stouffer as influence on, 7-8 on race relations, 228-229 Petty, Richard, 261 International Society for the Study of Personal Cacioppo and, 286-288, 290, 439-440 Relationships and, 232 Cialdini as advisor to, 285-287 educational background Kelley, H., as influence on, 231-232 Pettigrew as influence on, 224-225, 228-229 academic influences on, 284-286 Rubin, Z., and, 229-230 at Ohio State University, 284-288, 405 same-sex relationships research, 232-235 at University of Virginia, 284-285 American Civil Liberties Union and, 234-235 elaboration likelihood model, 286-291, 439-440 as witness in adoption cases, 234-235 embodied cognition, 287-288 external distraction in, 287 as witness in same-sex marriage cases, 234-235 sexual orientation research, 232-235 origins of, 286-288 Perlman, Dan, 231-232 self-validation theory, 288-289 The Person and the Situation (Ross), 117 textbooks, 288 Personal Construct Theory, 387-388 Wells and, 287-288, 295 personal responsibility, diffusion of, evil and, 48 Phelps, Elizabeth, 408-409 Personality and Assessment (Mischel), 153 phenomenal causality, 98 Personality and Social Psychology Bulletin (PSPB), Pietromonaco, Paula, 239, 362 84-85, 296 Piliavin, Jane Allen, 72



Index

459

Pinel, Elizabeth, 339-340 Bond influenced by, 153 Pines, Ayala, 368 interpersonal expectancy effects, 20-21 Pittman, Thane, 333-334 Jacobson and, 19-20 Pittsburgh Mind-Body Center, 249-253 Quattrone, George, 399-400 Plant, Ashby, 416 Plaut, Vicky, 242-243 Quinn, Diane, 202 Plomin, Robert, 249 Quinton, Wendy, 328-329 Plous, Scott, 47 The Population Bomb (Ehrlich), 57 Rabbie, Jaap, 138 race. See also African Americans; bias; Posner, Michael, 428-429 Postmes, Tom, 139-140 discrimination; prejudice pratfall effect, 38 self schemas and, 237-239 Pratkanis, Anthony, 64-65 race relations. See also bias prejudice. See also stereotyping Peplau, L. A., and, research on, 228-229 racism and, 189-190 Pettigrew on, 8-11 role congruity theory of prejudice, 109 Allport, F., as influence on, 7-8 Prejudice and Racism (Jones, J.), 189-194 Coleman Report, 9 Presentation of Self in Everyday Life (Goffman), 260 on racial desegregation of schools, 8-11 racelessness, in Universal Context of Racism, 191 Primer of Freudian Psychology (Hall, C.), 115, 437-438 racial attitudes. See also African Americans; bias Primer of Methods for the Behavioral Sciences Dovidio on, 268-269 (Rosnow), 21 Implicit Association Test, 268 priming. See subliminal semantic priming; implicit bias and, 268-269 supraliminal priming self-reported attitudes, among Whites, 268 Principles of Psychology (James), 62 on unconscious bias, 268 prison reform, Zimbardo on, 46 racial desegregation. See desegregation Profile of the Negro American (Pettigrew), 228-229 racism, research on, 189-194 Proshansky, Harold (Hal), 28, 128-129 diversity explosion and, 189 historical context for, 189 prospect theory, 375 Protestant Ethic and the Spirit of Capitalism institutional racism, 190-191 (Weber), 114 prejudice and, 189-190 Proxmire, William, 74-75, 103 resilience and resistance responses, 191-192 Berscheid and, 262 systemic racism, 190, 192-193 Golden Fleece Awards, 262, 440 TRIOS paradigm, 191-192 Walster and, 262 Universal Context of Racism, 191 Pruitt, Dean, 326-327 components of, 191 PSPB. See Personality and Social Psychology Ramirez-Esparza, Nairan, 281 Rulletin Rand, Andre, 49 Psychological Bulletin, 311 Rapson, Dick, 75-76 psychological consistency, as human need, 199-200 Rayburn, Carole, 29-30 rationalization as restorative element, 200 Rayner, Keith, 362 self-affirmations, 200 Read, Stephen, 335, 339-340 Psychological Foundations of Attitudes (Brock, reasons analysis, 305 Greenwald, and Ostrom), 285 reciprocal altruism theory, 374-375 A Psychologist Look at Love (Reik), 71 Reference Scale Theory of Attitude Change, 196 psychology of attitudes, 106 Regan, Dennis, 380 Reference Scale Theory of Attitude Change, 196 Reik, Theodor, 71 reinforcement theory, 71 The Psychology of Attitudes (Chaiken and Eagly), Reis, Harry, 262-263, 265 The Psychology of Interpersonal Relations Reisman, Steve, 134-135 (Heider), 105 Reiss, Albert, 105-106 The Psychology of Physical Symptoms relationship science, 260-261 (Pennebaker), 276 development and trajectory of, 262-263 Psychonomic Society, 84 intergroup relations, 271 Purdie-Greenway, Valerie, 202 International Society for the Study of Personal Purvis, Jeanette, 76 Relationships, 232 Pygmalion in the Classroom study, 17-20 Relationships Motivation Theory, 173-174



460 Index

RSF. See Russell Sage Foundation relative deprivation, 11 Reno, Janet, 297-298, 436 Rubin, Don, 20-21 Rentfrow, Jason, 282, 339-340 Rubin, Zick, 229-230 replication issues Boston Couples Study, 229-231, 373 Rosenthal, R., on, 22 Peplau, L. A., and, 229-230 in social psychology, 315, 441-442 Ruble, Diane, 130, 146, 362-363 reproducibility of findings, failures Runciman, Walter, 11 Rusbult, Caryl, 262-263, 309-310 methodological research on, 64-65 replicability crisis, 270 Russell, Dan, 231 Rescorla, Robert, 214 Russell Sage Foundation (RSF) resilience and resistance, as responses to racism, Deaux and, 130 191-192 Ellsworth and, 180 Reuder, Mary, 26-27, 29-30 Ryan, Richard, 171-175 Revelle, William, 110-111 Rhine, Joseph B., 21-22 salience, in Universal Context of Racism, 191 Rhodewalt, Fred, 149 same-sex relationships. See Peplau, Letitia Anne Richardson, Deborah, 87 Sanchez-Burks, Jeffrey, 121 Richeson, Jennifer, 263 Sarason, Irwin, 53-54 Riecken, H. W., 206 Sarason, Seymour, 44-45 Riley, Donald, 248 Sarnoff, Irving, 44-45 Rockefeller, Nelson, 46 Savani, Krishna, 243 Rodin, Judith, 45, 83 Sawyer, Pam, 329 Rodnick, Elliot, 93 Schachter, Stanley, 44, 57-58, 81, 206, 269 Rogers, Carl, 71 Cialdini influenced by, 163-164 role congruity theory of prejudice, 109 dissonance theory, 80-81 Rosenberg, Milton, 143 Latané and, 80-81 Rosenthal, Abe, 82-83 on nicotine addiction, 198 Rosenthal, Robert, 370, 437, 441 Nisbett and 116 social comparison theories, 80-81 academic career Swann and, 336-338 at Harvard University, 18-20 at UC Riverside, 15, 21-22 Schacter, Daniel, 65 Allport, F., and, 20 Scheier, Michael F., 261-262, 436, 438-439 Brown, R., and, 20 academic career, at Carnegie Mellon University, educational background, 16 251-254 on behavioral self-regulation, 250-253 on experimenter effects, 22 Kelman and, 20 control theory, 250 meta-analytic procedural work by, 21 coping studies, 253 Milgram and, 18-19 dispositional optimism, 251-253 North Dakota Psychological Association, 16 expectancies in, 251-253 Pettigrew and, 20 Carver and, 249-254, 440 on projection, dissertation on, 16-17 educational background, 247-250 Pygmalion in the Classroom study, 17-20 in personality sociology, 249 Bond influenced by, 153 at Santa Clara University, 247-248 interpersonal expectancy effects, 20-21 at University of California, Berkeley, 248 Jacobson and, 19-20 at University of Texas, at Austin, 249-250 origins of, 20 goal adjustment processes, 254 on replication, 22 Goal Adjustment Scale, 254 Rosenthal, Ted, 72 goal disengagement and re-engagement, 254 Rosnow, Ralph, 21 on personality psychology, 249 Ross, Lee, 41, 45, 83, 242-243, 269 Pittsburgh Mind-Body Center and, 249-253 Ellsworth and, 180-181, 183-184 Riley and, 248 Fundamental Attribution Error and, 117 on self-awareness, 249-250 Nisbett and, 116-117, 119, 423, 440 Self-Consciousness Scale, 250 Pennebaker and, 279 Theory of Objective Self-Awareness, 249-250 at Stanford University, 378 Schetter, Chris Dunkel, 234–235 Rothman, Alex, 408 Schiffrin, Richard, 363 Rotter, Julian, 94 Schleider, Jessica, 217



Index

461

Schmader, Toni, 202, 328-329 Swann on, theoretical approaches to, 338-339 Schmitt, David P., 374 self-justification theory, 38 Schneider, David, 339-340 self-monitoring, 221-223 Schneiderman, Neil, 252 high self-monitors, 221-222 Schopler, John, 134 low self-monitors, 221-222 Schroeder, Harry, 207 Self-Monitoring Scale, 221 Schultz, Richard, 251, 261 self-perception theory, 135 Schultz, Wesley, 167 Self-Standards Model, for dissonance theory, Schwarz, Norbert, 116, 363 149 The Science of Words (Miller, G.), 280 self-validation theory, 288-289 Scott, Bob, 391 self-verification theory, 335-339 Sczesny, Sabine, 111 self-worth. See contingencies of self-worth Search for Education, Elevation, and Knowledge Semeonoff, Boris, 342 program (SEEK), 27 Sentis, Keith, 239 Sears, David, 53-54, 56-59 Serai, Sarah, 281 Sears, Pauline (Pat), 58-59, 72 SESP. See Society of Experimental Social Sears, Robert, 72 Psychology secondary transfer effect, in intergroup contact sex differences, 368-369 in human mating strategies, 371-372 theory, 12 Secord, Paul, 98-99 sexism, 434-435. See also gender bias The Secret Life of Pronouns (Pennebaker), 281 research paradigms for, 321-324 SEEK program. See Search for Education, benevolent sexism, 322 gender bias and, 323-324 Elevation, and Knowledge program Stereotype Content Model, 319, 322-323 Seih, Yitai, 282 self construals, 241-243 Sexton, Virginia Staudt, 28 self schemas, as research topic, 237-245, 362 sexual conflict theory, 374-375 agency model in, 239-240, 242 sexual orientation, as research focus, 232-235. culture as factor in, 239-240, 242 See also same-sex relationships gender and, 237-239 growth of, as discipline, 233 Presentation of Self in Everyday Life, 260 sexual over-perception bias, 375 race and, 237-239 sexual selection theory, 374-375 self construals, 241-243 Sexual Strategies Theory (Buss, D. M., and Schmitt), 374 self-affirmations, 200 self-awareness, 249-250 Seyle, Conor, 339-340 Shafir, Eldar, 147 Theory of Objective Self-Awareness, 249-250 Shah, Miti, 282 Self-Consciousness Scale, 250 Shaver, Kelly, 144-145 self-consistency theory, behavioral confirmation Shaver, Phillip, 327 Shavitt, Sharon, 405-406 research and, 336 Self-Determination Theory (SDT), 173-175 Shelton, Nicole, 147 applications of, 174 Sherif, Muzafer, 300, 343 Basic Psychological Needs Theory and, 173 Sherman, David, 202 Causality Orientations Theory and, 173 Sherman, Richard, 326 Center for Self-Determination Theory, 175 Sherman, Steven, 251 Cognitive Evaluation Theory and, 173 Shipley, Thomas, 187 Goal Contents Theory and, 173-174 shunned theory, 61 Organismic Integration Theory and, 173 Shweder, Rick, 242, 426-427 Relationships Motivation Theory and, shyness, research on, 50-51 173-174 Stanford Shyness Research Program, 50 self-enhancement, 425-426 Simmons, Carolyn, 396-397 self-esteem Simon, Herbert, 170, 361 Crocker on, research studies on, 351-353 Sinclair, Stacey, 147 contingencies of self-worth, 353-356 Singelis, Theodore, 76 stigma and, 352-353 Singer, Jerome, 436 Singh, Devendra, 275 passionate love and, 71 perceptions of discrimination and fairness and, SIT. See Social Identity Theory 329 Skelton, Andy, 276



462 Index

Skinner, B. F., 358, 364-365, 370, 437-438 Social Pressures in Informal Groups (Back, Greenwald influenced by, 61 Festinger, and Schachter), 80-81 operant theory, 169 Social Psychology (Brown, Roger), 195-196, 228, Steele, C., influenced by, 195 Slatcher, Richard, 281 Social Psychology (Zajonc), 236-237 sleeper effect, 64-65 Social Psychology Network, 47 Smith, Dede, 277 social representations, 390 Smith, Edward E., 118 social role theory, 108-110 Smith, Heather, 11 evolutionary psychology and, 109-110 role congruity theory of prejudice, 109 Smith, Jeanne, 239 Smith, Peter B., 151-152 role incongruity, 109 Bond partnership with, 158-159 Society for Personality and Social Psychology (SPSP), 84-85, 226 Smith-Castro, Vanessa, 13 Smuts, Barbara, 372 Society for the Psychological Study of Social Snyder, Mark, 368, 442 Issues, 128-129 academic career, at University of Minnesota, 221 Society for the Psychology of Women, 29 on behavioral confirmation in social interactions, Society of Experimental Social Psychology (SESP), 28, 124, 135, 226, 270-271, 363 222-223 Bem and, 220 Solomon, Richard, 60-61 educational background Solomon, Robert, 280 at McGill University, 220 South Africa, segregation in, 8-9 at Standard University, 220 Spelke, Elizabeth, 409 Lewin as influence on, 224 Spence, Janet Taylor, 127, 398 Omoto and, 223 Spence, Kenneth, 61 The Oxford Handbook of Personality and Social Spencer, Steven, 201, 327 Psychology and, 224-225 Sperber, Dan, 118 as personality psychologist, 224-225 spread effect, 53 on self-monitoring, 221–223 SPSP. See Society for Personality and Social personality psychology and, 224-225 Psychology Swann and, 334-335 stage fright, 83-84 on behavioral confirmation, 334-335 Stanford Prison Experiment, 43-44, 433 on volunteerism, 223-224 dehumanization elements of, 48 agenda for action and, 223-224 evil in, 48-49 Zimbardo and, 220 seven steps of descent into evil in, 48-49 Snyder, Melvin, 275 Social Psychology Network, 47 The Social Animal (Aronson, E.), 41, 367, 375, 438 Zimbardo and, 46-47 social cognition The Stanford Prison Experiment (film), 47 Stanford Shyness Research Program, 50 Devine on, 414 Fiske, S., on, 439 status hierarchies, 367 implicit, 65 Staub, Erv, 135 intergroup relations and, 345-349 Steele, Claude, 45-46, 130, 191, 239, 242-243, social comparison theories, 26, 80-81 270-271, 435-436, 439, 442 Social Fitness Clinic, 50 academic career Social Identity Theory (SIT), 271-272 at University of Michigan, 200-204 changes to, 344-345 at University of Utah, 197 Tajfel as influence on, 342-344 at University of Washington, 197-200 Social Impact Theory, 83-84 addictive behaviors, 199 social inhibition of bystander intervention, 82-83 Aronson, J., and, 201 The Unresponsive Bystander, 83 Banaji and, 407 social inhibition paradigm, 83-84 Cebulla as influence on, 195-196 social knowledge structures, 320-323 educational background continuum model, 321 at Hiram College, 195-197 dual-process theories, 321 at Ohio State University, 196-197, 405 power paradigms, 321 Skinner as influence during, 195 social learning theory, 94 Markus, H. R., and, 243 social loafing, 83-84 Nisbett and, 201 social norms, 167 Ostrom and, 196-198



Index

psychological consistency, as human need,	at Gettysburg College, 333–334
199–200	at University of Minnesota, 334–335
rationalization as restorative element, 200	Gilbert and, 398
self-affirmations, 200	Hazen and, 335
Reference Scale Theory of Attitude Change, 196	Pittman as influence on, 333–334
on underperformance, as social psychological	Schachter and, 336–338
problem, 200–204	on self-esteem, theories on, 338–339
Steele, Dorothy, 243	Snyder and, 334–335
Steffen, Valerie, 111	Swanson, Guy E., 105–106
Steiner, Ivan, 135	Swept Away (film), 58
Stein-Seroussi, Al, 339–340	Symons, Don, 370, 373
Stephens, Nicole, 244	symptom research, 275–276
Stereotype Content Model, 319, 322–323	perceptual approach to, 276
stereotype threat theory, 201–202	systemic racism, 190, 192-193
Stern, Gary, 396–397	
Sternberg, Robert, 371	Tafarodi, Romin, 339–340
Stevens, S. S., 61	Tajfel, Henri, 134, 271, 435
Stevenson, Harold, 118	Brown, Rupert, influenced by, 342–343
Stich, Stephen, 119	Social Identity Theory, 342–344
Stone, Lori, 282	Hewstone influenced by, 386–388
Stone, Phil, 279	Social Identity Theory, 387
Storms, Michael, 115–116	Turner, John, and, 342
Stouffer, Samuel, 7–8, 11	Takeda, Ken, 154
Stoutemeyer, Kristen, 202	Talaifar, Sanaz, 282, 338-340
Strack, Fritz, 363	Tamir, Diana, 147
stranger fear bias, 375	Tanke, Elizabeth, 222
Strangers to Ourselves (Wilson, T.), 303-304	Tao Jiang, 355–356
Strickland, Lloyd, 135	TAT. See Thematic Apperception Test
Stroebe, Wolfgang, 435–436	Tausczik, Yla, 282
academic career	Tavris, Carol, 41
at University of Bristol, 134	Taylor, Shelley, 116-117, 180, 234-235, 309, 430
at University of Marburg, 135-136	Crocker and, 351–352
at University of Tübingen, 136	Fiske, S., influenced by, 317, 323
at Utrecht University, 138-140	Taylor-Jones, Valerie, 202
Diehl and, 134	Tellekat, Mohini, 282
educational background, at University of	Tetlock, Philip, 368
Tübingen, 133	Thagard, Paul, 119
Gergens and, 136–140	Thematic Apperception Test (TAT), 16-17
Goal Conflict Theory of Eating Behavior, 139	theory of achievement motivation. See achievement
Hewstone and, 390–391	motivation
logic of collective action, 136-137	theory of cognitive dissonance. See cognitive
on stereotypes, as concept, 133	dissonance
Witte and, 133	Theory of Cognitive Dissonance (Festinger), 105,
Stryker, Sheldon, 128–129	438
subliminal semantic priming, 64-65	Theory of Data (Coombs), 389
Sulloway, Frank, 368	Theory of Objective Self-Awareness, 249–250
Suomi, Stephen, 429	Thibaut, John, 134, 163
supraliminal priming, 66	Things that Go Bump in the Mind (Abelson, B.),
Swann, William, 223, 282, 309-310	378
academic career, at UT Austin, 335-339, 398	Thinking Through Cultures (Shweder), 242
behavioral confirmation research	Thomas, M. Carey, 177–178
dissonance theory and, 336-337	Thomas, Taceta, 202
identity fusion construct, 338	Thompson, Jennifer, 298
self-consistency theory and, 336	Thompson, William, 182
self-verification theory, 335–339	Thornton, Kathy, 76
Snyder collaboration on, 334–335	Thornton, Paul, 76
educational background, 333–335	Through the Labyrinth (Carli and Eagly), 108



464 Index

Thurlow, Willard, 7 volition, 61-62 The Time Paradox (Zimbardo), 50 volunteerism, 223-224 Toch, Hans, 178 agenda for action and, 223-224 Tolman, Edward, 61, 94 Vroom, Victor, 169-170 Tooby, John, 370, 373 Townsend, Sarah, 329 Wagner, Allan, 61, 214 Transactions of the New York Academy of Sciences, Walker, Iain, 11 Waller, Niels, 371-372 transcendence, in Universal Context of Racism, 191 Walster, Elaine, 262-263 Triandis, Harry, 151-152, 435-436 Walton, Gregory, 242-243, 306 Bond influenced by, 155 Wanner, Eric, 130 "Interpersonal Behavior," 155 Warren, Linda, 248 Watson, David, 280 Trier Social Stress Task, 356 TRIOS paradigm, in racism research, 191-192 Watson, James, 359-360, 364 Trivers, Robert, 370 Watson, John, 48 Trope, Yaacov, 362-363 Watts, Alan, 236-237 Tsai, Annie, 242-243 Weaver, Ernest Glen, 146 Turkheimer, Eric. 121 Weber Max 114 Turner, John, 271, 435 Wegner, Daniel, 398-399, 339-340, 275 Weiner, Bernard, 116-117, 377-378, 435, 438-439 Hewstone and, 387 Tajfel and, 342 academic career, 92-96 Turner, Lucy, 60-61 longevity of, 95-96 Tversky, Amos, 118-120, 368 at UCLA, 93 Type I and Type II errors, in intergroup contact at University of Minnesota, 92-93 achievement motivation, 95-96 theory, 12 Atkinson and, 91 Ubuntu philosophy, Bond and, 151-152 attribution theory and, 94-96, 127 UCR. See Universal Context of Racism educational background, 90-92 Uleman, James, 362-363 at University of Chicago, 90 unconscious bias. 268 at University of Michigan, 91-92 unconscious classical conditioning, 64-65 Garmezy and, 92-93 unconscious inference, 67 Katz and, 91-92 Weiss, Robert S., 231 underperformance, as social psychological problem, 200-204 Wells, Gary, 261, 286, 435-436 for African Americans, 200-204 academic career stereotype threat theory, 201–202 at Iowa State University, 296-298 trust as variable in, 203-204 at Ohio State University, 405 Underwood, Benton, 124 at University of Alberta, 295-296 Unger, Rhoda, 29-30 Brock and, 294 unimodal theory, of persuasion, 290-291 Cacioppo and, 295 Universal Context of Racism (UCR), 191 on DNA exoneration cases, 297-298 racelessness in, 191 educational background, at Ohio State University, salience in, 191 293-295 transcendence in, 191 eyewitness testimony studies, 294-298 Unobtrusive Measures (Campbell, D., and event memory, 294 Underwood), 124 historical legacy of, 300 The Unresponsive Bystander (Latané and Darley), identification in, 294 83, 207, 433-434, 438 origins of, 299-300 Batson on, 208-209 Greenwald and, 294 analytic approaches in, 208 Leippe and, 295 Loftus and, 294 Valins, Stuart, 116-117 Ostrom and, 295 vicarious cognitive dissonance, 149 persuasion theories, 298-299 Vick, Brooke, 328-329 Petty and, 287-288, 295 Vidmar, Neil, 180 Wenzlaff, Rich, 339–340 Vinacke, Edgar, 326-327 Wesley, Addison, 103, 404-405, 432-433 virtual contact, in intergroup contact theory, 12 Wesley, John, 114



Index

465

Wesner, Robert, 29 Wheeler, Ladd, 84 When Men Behave Badly (Buss, D. M.), 374-375 When Prophecy Fails (Festinger, Riecken, and Schachter), 206 White, Robert, 170 White flight, 9-10 whiteness, as point-of-view, 146-147 Whitten, Cobie Hendler, 276 Wicklund, Robert, 144-145, 249, 275 Theory of Objective Self-Awareness, 249-250 Willerman, Ben, 72 Willerman, Lee, 249 Williams, George C., 370, 372 Williams, Lawrence, 364 Willowbrook State School, 49 Wilson, E. O., 370 Wilson, Margo, 372-373 Wilson, Timothy, 118, 261, 277 academic career, 303-304 at Duke University, 303-304 at University of Virginia, 303-304 Bem and, 301 educational background, at University of Michigan, 301-303 Gilbert and, 304, 400-401, 440 on affective forecasting, 400-401 on impact bias, 400-401 impact bias in studies, 304 Nisbett and, 302-303, 305 reasons analysis, 305 Walton and, 306 Winer, B. J., 389 Wippler, Rainer, 138 The Wisest One in the Room (Gilovich and Nisbett), Witherspoon v. Illinois, 182 Witte, Wilhelm, 133 Wolfe, Connie, 353 Woman (Denmark and Unger), 29-30 Women's Realities, Women's Choices, 29-30

Work and Motivation (Vroom), 169-170 Wortman, Camille, 239 Wrangham, Richard, 372-373 Wrightsman, Lawrence, 1, 128 Wrosch, Carsten, 254 Wurf, Elissa, 239 Wyer, Robert, 363 Yando, Sonny, 323 Yates, Dan, 167 Yeager, David, 217-218 Yoon, Carolyn, 429 Young, Danielle, 76 Youth in Ghetto, 20 Zajonc, Robert B., 45-46, 146-147, 236-237, 239, 368, 378, 423 Bargh and, 360-361 Markus, H. R., and, 240 Nisbett influenced by, 118-119 Zander, Alvin, 422-423 Zanna, Mark, 116-117, 147-148, 207 Zebrowitz, Leslie, 116-117 Zeigarnik effect, 92 Zeman, Joshua, 49 Zimbardo, Philip, 50, 367, 438, 440-442 academic career, 45-47 Stanford Prison Experiment, 46-47 at Stanford University, 45-47 Bond influenced by, 153 educational background, 44-45 at Yale University, 44-45 Heroic Imagination Project, 49 The Lucifer Effect, 47-49, 439 Milgram and, 43-45, 433 on prison reform, 46 on shyness, research, 50-51 Stanford Shyness Research Program, 50 Snyder and, 220 Social Fitness Clinic, 50

on time perspective, 50-51

Zuwerink, Julia, 416

Zimbardo Time Perspective Inventory, 50

Wood, Wendy, 108-111

Worchel, Stephen, 144-145