

Elliot Aronson

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11365650/publications.pdf>

Version: 2024-02-01

18
papers

4,284
citations

567281

15
h-index

839539

18
g-index

20
all docs

20
docs citations

20
times ranked

2029
citing authors

#	ARTICLE	IF	CITATIONS
1	The effect of severity of initiation on liking for a group.. Journal of Abnormal and Social Psychology, 1959, 59, 177-181.	1.5	971
2	The Theory of Cognitive Dissonance: A Current Perspective. Advances in Experimental Social Psychology, 1969, , 1-34.	3.3	478
3	The Return of the Repressed: Dissonance Theory Makes a Comeback. Psychological Inquiry, 1992, 3, 303-311.	0.9	409
4	Performance expectancy as a determinant of actual performance.. Journal of Abnormal and Social Psychology, 1962, 65, 178-182.	1.5	402
5	The power of self-persuasion.. American Psychologist, 1999, 54, 875-884.	4.2	325
6	Gain and loss of esteem as determinants of interpersonal attractiveness. Journal of Experimental Social Psychology, 1965, 1, 156-171.	2.2	312
7	Using Cognitive Dissonance to Encourage Water Conservation ¹ . Journal of Applied Social Psychology, 1992, 22, 841-854.	2.0	271
8	Effect of the severity of threat on the devaluation of forbidden behavior.. Journal of Abnormal and Social Psychology, 1963, 66, 584-588.	1.5	262
9	Inducing Hypocrisy as a Means of Encouraging Young Adults to Use Condoms. Personality and Social Psychology Bulletin, 1994, 20, 116-128.	3.0	258
10	Taking a Closer Look: Reasserting the Role of the Self-Concept in Dissonance Theory. Personality and Social Psychology Bulletin, 1992, 18, 591-602.	3.0	188
11	Dishonest behavior as a function of differential levels of induced self-esteem.. Journal of Personality and Social Psychology, 1968, 9, 121-127.	2.8	130
12	Hypocrisy, Misattribution, and Dissonance Reduction. Personality and Social Psychology Bulletin, 1995, 21, 925-933.	3.0	112
13	The effects of expectancy on volunteering for an unpleasant experience.. Journal of Abnormal and Social Psychology, 1963, 66, 220-224.	1.5	35
14	Opinion change and the gain-loss model of interpersonal attraction. Journal of Experimental Social Psychology, 1967, 3, 178-188.	2.2	33
15	Applying Social Psychology to Desegregation and Energy Conservation. Personality and Social Psychology Bulletin, 1990, 16, 118-132.	3.0	20
16	How to Change Behavior. , 1991, , 101-112.		7
17	Leon Festinger and the Art of Audacity. Psychological Science, 1991, 2, 213-222.	3.3	4
18	Transforming Dissatisfaction With Services Into Self-determination: A Social Psychological Perspective on Community Program Effectiveness¹. Journal of Applied Social Psychology, 2009, 39, 1835-1859.	2.0	3