

Elliot Aronson

List of Publications by Year in descending order

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