

# Andrew J Elliot

## List of Publications by Year in descending order

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Version: 2024-02-01

76  
papers

13,586  
citations

101543

36  
h-index

88630

70  
g-index

76  
all docs

76  
docs citations

76  
times ranked

7278  
citing authors

| #  | ARTICLE  | IF   | CITATIONS |
|----|--|------|-----------|
| 1  | A hierarchical model of approach and avoidance achievement motivation.. Journal of Personality and Social Psychology, 1997, 72, 218-232.   | 2.8  | 2,508     |
| 2  | Approach and avoidance motivation and achievement goals. Educational Psychologist, 1999, 34, 169-189.  | 9.0  | 2,121     |
| 3  | Approach-avoidance motivation in personality: Approach and avoidance temperaments and goals.. Journal of Personality and Social Psychology, 2002, 82, 804-818.                         | 2.8  | 890       |
| 4  | The Hierarchical Model of Approach-Avoidance Motivation. Motivation and Emotion, 2006, 30, 111-116.  | 1.3  | 843       |
| 5  | On the measurement of achievement goals: Critique, illustration, and application.. Journal of Educational Psychology, 2008, 100, 613-628.  | 2.9  | 826       |
| 6  | Test anxiety and the hierarchical model of approach and avoidance achievement motivation.. Journal of Personality and Social Psychology, 1999, 76, 628-644.                            | 2.8  | 574       |
| 7  | A 3 Å— 2 achievement goal model.. Journal of Educational Psychology, 2011, 103, 632-648.   | 2.9  | 565       |
| 8  | Color and psychological functioning: The effect of red on performance attainment.. Journal of Experimental Psychology: General, 2007, 136, 154-168.                                    | 2.1  | 484       |
| 9  | Color Psychology: Effects of Perceiving Color on Psychological Functioning in Humans. Annual Review of Psychology, 2014, 65, 95-120.   | 17.7 | 476       |
| 10 | Inspiration as a psychological construct.. Journal of Personality and Social Psychology, 2003, 84, 871-889.  | 2.8  | 448       |
| 11 | Approach and Avoidance Motivation in the Social Domain. Personality and Social Psychology Bulletin, 2006, 32, 378-391.   | 3.0  | 319       |
| 12 | Romantic red: Red enhances men's attraction to women.. Journal of Personality and Social Psychology, 2008, 95, 1150-1164.  | 2.8  | 319       |
| 13 | Approach and Avoidance Temperament as Basic Dimensions of Personality. Journal of Personality, 2010, 78, 865-906.  | 3.2  | 268       |
| 14 | Attachment and exploration in adulthood.. Journal of Personality and Social Psychology, 2003, 85, 317-331.   | 2.8  | 220       |
| 15 | The competitionâ€“performance relation: A meta-analytic review and test of the opposing processes model of competition and performance.. Psychological Bulletin, 2012, 138, 1035-1070. | 6.1  | 196       |
| 16 | The power of anticipated feedback: Effects on students' achievement goals and achievement emotions. Learning and Instruction, 2014, 29, 115-124.                                       | 3.2  | 194       |
| 17 | The Intergenerational Transmission of Fear of Failure. Personality and Social Psychology Bulletin, 2004, 30, 957-971.  | 3.0  | 187       |
| 18 | Color and psychological functioning: a review of theoretical and empirical work. Frontiers in Psychology, 2015, 6, 368.  | 2.1  | 181       |

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|----|---|-----|-----------|
| 19 | A Motivational Analysis of Defensive Pessimism and Self-Handicapping. <i>Journal of Personality</i> , 2003, 71, 369-396.  | 3.2 | 171       |
| 20 | Fear of failure and achievement goals in sport: Addressing the issue of the chicken and the egg. <i>Anxiety, Stress and Coping</i> , 2004, 17, 271-285.   | 2.9 | 152       |
| 21 | The Effect of Red on Avoidance Behavior in Achievement Contexts. <i>Personality and Social Psychology Bulletin</i> , 2009, 35, 365-375.   | 3.0 | 149       |
| 22 | Red, rank, and romance in women viewing men.. <i>Journal of Experimental Psychology: General</i> , 2010, 139, 399-417.  | 2.1 | 136       |
| 23 | A Longitudinal Analysis of Self-Regulation and Well-Being: Avoidance Personal Goals, Avoidance Coping, Stress Generation, and Subjective Well-Being. <i>Journal of Personality</i> , 2011, 79, 643-674. | 3.2 | 85        |
| 24 | Perception of the color red enhances the force and velocity of motor output.. <i>Emotion</i> , 2011, 11, 445-449.   | 1.8 | 84        |
| 25 | Red and romantic behavior in men viewing women. <i>European Journal of Social Psychology</i> , 2010, 40, 901-908.   | 2.4 | 76        |
| 26 | A subtle threat cue, heart rate variability, and cognitive performance. <i>Psychophysiology</i> , 2011, 48, 1340-1345.  | 2.4 | 75        |
| 27 | Income inequality, perceived competitiveness, and approach-avoidance motivation. <i>Journal of Personality</i> , 2019, 87, 767-784.   | 3.2 | 65        |
| 28 | Why Is Avoidance Motivation Problematic, and What Can Be Done About It?. <i>Current Directions in Psychological Science</i> , 2014, 23, 133-138.  | 5.3 | 64        |
| 29 | The Benefits of Following Your Pride: Authentic Pride Promotes Achievement. <i>Journal of Personality</i> , 2016, 84, 607-622.  | 3.2 | 57        |
| 30 | The 3-Item Achievement Goal Questionnaire for Teachers. <i>Educational Psychology</i> , 2017, 37, 346-361.  | 2.7 | 55        |
| 31 | Emotion-color associations in the context of the face.. <i>Emotion</i> , 2018, 18, 1032-1042.   | 1.8 | 47        |
| 32 | Women's Facial Redness Increases Their Perceived Attractiveness: Mediation Through Perceived Healthiness. <i>Perception</i> , 2016, 45, 739-754.  | 1.2 | 45        |
| 33 | Dressed for Sex: Red as a Female Sexual Signal in Humans. <i>PLoS ONE</i> , 2012, 7, e34607.  | 2.5 | 44        |
| 34 | The 2-2 Standpoints Model of Achievement Goals. <i>Frontiers in Psychology</i> , 2016, 7, 742.  | 2.1 | 40        |
| 35 | The role of personal best (PB) and dichotomous achievement goals in students' academic motivation and engagement: a longitudinal investigation. <i>Educational Psychology</i> , 2016, 36, 1285-1302.    | 2.7 | 40        |
| 36 | Potential-based achievement goals. <i>British Journal of Educational Psychology</i> , 2015, 85, 192-206.  | 2.9 | 39        |

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|----|---|-----|-----------|
| 37 | Trait and perceived environmental competitiveness in achievement situations. <i>Journal of Personality</i> , 2018, 86, 353-367.   | 3.2 | 38        |
| 38 | Perceived sexual receptivity and fashionableness: Separate paths linking red and black to perceived attractiveness. <i>Color Research and Application</i> , 2014, 39, 208-212.  | 1.6 | 36        |
| 39 | Motivational synchronicity: Priming motivational orientations with observations of others's behaviors. <i>Motivation and Emotion</i> , 2010, 34, 34-38.   | 1.3 | 35        |
| 40 | Cross-cultural generality and specificity in self-regulation: Avoidance personal goals and multiple aspects of well-being in the United States and Japan.. <i>Emotion</i> , 2012, 12, 1031-1040.  | 1.8 | 34        |
| 41 | Avoidance Motivation and Conservation of Energy. <i>Emotion Review</i> , 2013, 5, 264-268.  | 3.4 | 31        |
| 42 | Facial Redness Increases Men's Perceived Healthiness and Attractiveness. <i>Perception</i> , 2017, 46, 650-664.   | 1.2 | 31        |
| 43 | The influence of red on impression formation in a job application context. <i>Motivation and Emotion</i> , 2013, 37, 389-401.   | 1.3 | 28        |
| 44 | Emotion Expression and Color: Their Joint Influence on Perceived Attractiveness and Social Position. <i>Current Psychology</i> , 2015, 34, 422-433.   | 2.8 | 28        |
| 45 | The shapes associated with approach/avoidance words. <i>Motivation and Emotion</i> , 2016, 40, 689-702.   | 1.3 | 28        |
| 46 | Meta-Analysis of the Effect of Red on Perceived Attractiveness. <i>Evolutionary Psychology</i> , 2018, 16, 147470491880241.   | 0.9 | 22        |
| 47 | Psychological need support as a predictor of intrinsic and external motivation: the mediational role of achievement goals. <i>Educational Psychology</i> , 2019, 39, 1090-1113.   | 2.7 | 22        |
| 48 | Impression management and achievement motivation: Investigating substantive links. <i>International Journal of Psychology</i> , 2018, 53, 16-22.  | 2.8 | 20        |
| 49 | Linking social interdependence preferences to achievement goal adoption. <i>Learning and Individual Differences</i> , 2016, 50, 291-295.  | 2.7 | 17        |
| 50 | Lay beliefs about competition: Scale development and gender differences. <i>Motivation and Emotion</i> , 2019, 43, 719-739.   | 1.3 | 15        |
| 51 | Examining the role of perceived prestige in the link between students' subjective socioeconomic status and sense of belonging. <i>Group Processes and Intergroup Relations</i> , 2019, 22, 356-370.                                     | 3.9 | 14        |
| 52 | Racial Income Inequality, Perceptions of Competition, and Negative Interracial Outcomes. <i>Social Psychological and Personality Science</i> , 2020, 11, 74-87.   | 3.9 | 13        |
| 53 | Moderation of the Big-Fish-Little-Pond Effect: Juxtaposition of Evolutionary (Darwinian-Economic) and Achievement Motivation Theory Predictions Based on a Delphi Approach. <i>Educational Psychology Review</i> , 2021, 33, 1353-1378. | 8.4 | 12        |
| 54 | The opposing processes model of competition: Elucidating the effects of competition on risk-taking.. <i>Motivation Science</i> , 2016, 2, 157-170.  | 1.6 | 12        |

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|----|--|-----|-----------|
| 55 | Social comparison orientation and trait competitiveness: Their interrelation and utility in predicting overall and domain-specific risk-taking. <i>Personality and Individual Differences</i> , 2021, 171, 110451. | 2.9 | 11        |
| 56 | Processing the Word Red can Enhance Women's Perceptions of Men's Attractiveness. <i>Current Psychology</i> , 2017, 36, 316-323.  | 2.8 | 10        |
| 57 | The effects of COVID-19 on perceived intergroup competition and negative intergroup outcomes. <i>Journal of Social Psychology</i> , 2021, 161, 419-434.  | 1.5 | 9         |
| 58 | Competition and achievement outcomes: A hierarchical motivational analysis.. <i>Motivation Science</i> , 2020, 6, 3-11.  | 1.6 | 9         |
| 59 | Income inequality predicts competitiveness and cooperativeness at school.. <i>Journal of Educational Psychology</i> , 0, , .   | 2.9 | 9         |
| 60 | Stress reappraisal during a mathematics competition: testing effects on cardiovascular approach-oriented states and exploring the moderating role of gender. <i>Anxiety, Stress and Coping</i> , 2019, 32, 95-108. | 2.9 | 8         |
| 61 | Temperament and self-based correlates of cooperative, competitive and individualistic learning preferences. <i>International Journal of Psychology</i> , 2017, 52, 180-188.  | 2.8 | 6         |
| 62 | The effects of U.S. county and state income inequality on self-reported happiness and health are equivalent to zero. <i>Quality of Life Research</i> , 2022, 31, 1999-2009.  | 3.1 | 6         |
| 63 | Subjective Perception of Color Differences Is Greater for Faces Than Non-Faces. <i>Social Cognition</i> , 2017, 35, 299-312.   | 0.9 | 5         |
| 64 | Functions and Hierarchical Combinations of Approach and Avoidance Motivation. <i>Psychological Inquiry</i> , 2019, 30, 130-131.  | 0.9 | 5         |
| 65 | Lay conceptions of norm-based approach and avoidance motivation: Implications for the performance-approach and performance-avoidance goal relation. <i>Journal of Personality</i> , 2019, 87, 737-749.             | 3.2 | 5         |
| 66 | The relation between symmetry in food packaging and approach and avoidance words. <i>Quarterly Journal of Experimental Psychology</i> , 2020, 73, 654-663.   | 1.1 | 5         |
| 67 | The effect of red on attractiveness for highly attractive women. <i>Current Psychology</i> , 0, , 1.   | 2.8 | 5         |
| 68 | The effect of perceived interracial competition on psychological outcomes. <i>PLoS ONE</i> , 2021, 16, e0245671.   | 2.5 | 4         |
| 69 | Spontaneous use of retrieval and rereading: Relation to achievement goals and exam performance.. <i>Journal of Educational Psychology</i> , 2022, 114, 1412-1426.  | 2.9 | 3         |
| 70 | The influence of competition and performance goals on decoding complex emotions. <i>Motivation and Emotion</i> , 2020, 44, 911-920.  | 1.3 | 2         |
| 71 | Knowledge of wealth shapes social impressions.. <i>Journal of Experimental Psychology: Applied</i> , 2022, 28, 205-236.  | 1.2 | 2         |
| 72 | Economic status and avoidance motivation: a meta-analysis. <i>Motivation and Emotion</i> , 2022, 46, 293-306.  | 1.3 | 2         |

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|----|---|-----|-----------|
| 73 | Goal complexes: Integrating achievement goals as standards and self-attributed motives as reasons underlying goal pursuit. <i>Social Psychology of Education</i> , 2022, 25, 845-880. | 2.5 | 1         |
| 74 | The Self in Relationships: Whether, How, and When Close Others Put the Self "in Its Place", 2005, , 237-265.  |     | 0         |
| 75 | Social comparison information, performance expectancy, and performance goal adoption.. <i>Motivation Science</i> , 2021, 7, 56-67.  | 1.6 | 0         |
| 76 | Is It Possible to Thrive During a Pandemic?. <i>Frontiers in Psychology</i> , 2022, 13, 759665.   | 2.1 | 0         |