Susan T Fiske

List of Publications by Year in descending order

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		6840	5	5102	
189	43,385	81		172	
papers	citations	h-index		g-index	
198	198	198		19229	
all docs	docs citations	times ranked		citing authors	

#	Article	IF	CITATIONS
1	Social motives of university students in seven countries: Measurement development and validation. Asian Journal of Social Psychology, 2022, 25, 198-218.	1.1	2
2	Relational versus structural goals prioritize different social information Journal of Personality and Social Psychology, 2022, 122, 659-682.	2.6	7
3	Exploring the adaptive role of core social motives in perceived societal threats. Asian Journal of Social Psychology, 2022, 25, 249-266.	1.1	1
4	Social perception of brands: Warmth and competence define images of both brands and social groups. Consumer Psychology Review, 2022, 5, 51-68.	3.4	27
5	Globally Inaccurate Stereotypes Can Result From Locally Adaptive Exploration. Psychological Science, 2022, 33, 671-684.	1.8	3
6	Love and Work. , 2022, , 112-125.		0
7	Twitter manipulates your feed: Ethical considerations. Proceedings of the National Academy of Sciences of the United States of America, 2022, 119, .	3.3	3
8	A spontaneous stereotype content model: Taxonomy, properties, and prediction Journal of Personality and Social Psychology, 2022, 123, 1243-1263.	2.6	8
9	Comprehensive stereotype content dictionaries using a semiâ€automated method. European Journal of Social Psychology, 2021, 51, 178-196.	1.5	29
10	Social evaluation: Comparing models across interpersonal, intragroup, intergroup, several-group, and many-group contexts. Advances in Experimental Social Psychology, 2021, 63, 1-68.	2.0	28
11	Navigating the social world: Toward an integrated framework for evaluating self, individuals, and groups Psychological Review, 2021, 128, 290-314.	2.7	112
12	Race–status associations: Distinct effects of three novel measures among White and Black perceivers Journal of Personality and Social Psychology, 2021, 120, 601-625.	2.6	41
13	Cosmopolitan morality trades off in-group for the world, separating benefits and protection. Proceedings of the National Academy of Sciences of the United States of America, 2021, 118, .	3.3	1
14	Making Sense of One Another while Crossing Borders: Social Cognition and Migration Politics. Annals of the American Academy of Political and Social Science, 2021, 697, 7-14.	0.8	1
15	Systemic racism: individuals and interactions, institutions and society. Cognitive Research: Principles and Implications, 2021, 6, 82.	1.1	44
16	Stereotypes as Historical Accidents: Images of Social Class in Postcommunist Versus Capitalist Societies. Personality and Social Psychology Bulletin, 2020, 46, 927-943.	1.9	24
17	Vertical and horizontal inequality are status and power differences: applications to stereotyping by competence and warmth. Current Opinion in Psychology, 2020, 33, 216-221.	2.5	12
18	Research priorities for the COVID \hat{a} pandemic and beyond: A call to action for psychological science. British Journal of Psychology, 2020, 111, 603-629.	1,2	146

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19	As diversity increases, people paradoxically perceive social groups as more similar. Proceedings of the National Academy of Sciences of the United States of America, 2020, 117, 12741-12749.	3.3	43
20	Adversarial alignment enables competing models to engage in cooperative theory building toward cumulative science. Proceedings of the National Academy of Sciences of the United States of America, 2020, 117, 7561-7567.	3.3	32
21	Groups' warmth is a personal matter: Understanding consensus on stereotype dimensions reconciles adversarial models of social evaluation. Journal of Experimental Social Psychology, 2020, 89, 103995.	1.3	30
22	Mapping Ethnic Stereotypes and Their Antecedents in Russia: The Stereotype Content Model. Frontiers in Psychology, 2019, 10, 1643.	1.1	44
23	Stereotypes, emotions, and behaviors associated with animals: A causal test of the stereotype content model and BIAS map. Group Processes and Intergroup Relations, 2019, 22, 879-900.	2.4	25
24	Exploring Research-Methods Blogs in Psychology: Who Posts What About Whom, and With What Effect?. Perspectives on Psychological Science, 2019, 14, 691-704.	5.2	5
25	Not Minding the Gap: How Hostile Sexism Encourages Choice Explanations for the Gender Income Gap. Psychology of Women Quarterly, 2019, 43, 22-36.	1.3	27
26	Political cognition helps explain social class divides: Two dimensions of candidate impressions, group stereotypes, and meritocracy beliefs. Cognition, 2019, 188, 108-115.	1.1	22
27	Interview with Shelley E. Taylor. Annual Review of Psychology, 2019, 70, 1-8.	9.9	10
28	Mutual Status Stereotypes Maintain Inequality. , 2019, , 335-348.		7
29	Self-presentation in interracial settings: The competence downshift by White liberals Journal of Personality and Social Psychology, 2019, 117, 579-604.	2.6	54
30	Stereotype Content: Warmth and Competence Endure. Current Directions in Psychological Science, 2018, 27, 67-73.	2.8	336
31	Cross-Status Interactions: Concerns and Consequences. Social Cognition, 2018, 36, 78-105.	0.5	10
32	Perceived threat to national values in evaluating stereotyped immigrants. Journal of Social Psychology, 2018, 158, 157-172.	1.0	13
33	Objectifying Women's Bodies is Acceptable from an Intimate Perpetrator, at Least for Female Sexists. Sex Roles, 2018, 79, 190-205.	1.4	7
34	Admired Rich or Resented Rich? How Two Cultures Vary in Envy. Journal of Cross-Cultural	1.0	48
	Psychology, 2018, 49, 1114-1143.	1.0	40
35	Psychology, 2018, 49, 1114-1143. Ambivalent stereotypes link to peace, conflict, and inequality across 38 nations. Proceedings of the National Academy of Sciences of the United States of America, 2017, 114, 669-674.	3.3	67

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37	A new era in human-subjects regulation. Nature Human Behaviour, 2017, 1, .	6.2	1
38	The Social Psychology of the Great Recession and Social Class Divides. Journal of Social Issues, 2017, 73, 8-22.	1.9	27
39	Poor but Warm, Rich but Cold (and Competent): Social Classes in the Stereotype Content Model. Journal of Social Issues, 2017, 73, 138-157.	1.9	147
40	Warmthâ€Competence Tradeoffs in Impression Management across Race and Socialâ€Class Divides. Journal of Social Issues, 2017, 73, 175-191.	1.9	37
41	Prejudices in Cultural Contexts: Shared Stereotypes (Gender, Age) Versus Variable Stereotypes (Race,) Tj ETQq1 1	0.784314 5.2	rggT /Over
42	Going in Many Right Directions, All at Once. Perspectives on Psychological Science, 2017, 12, 652-655.	5.2	6
43	How social-class stereotypes maintain inequality. Current Opinion in Psychology, 2017, 18, 43-48.	2.5	80
44	Movin' on Up? How Perceptions of Social Mobility Affect Our Willingness to Defend the System. Social Psychological and Personality Science, 2017, 8, 267-274.	2.4	113
45	Warmth and competence in animals. Journal of Applied Social Psychology, 2016, 46, 276-293.	1.3	55
46	Status, power, and intergroup relations: the personal is the societal. Current Opinion in Psychology, 2016, 11, 44-48.	2.5	90
47	Resource Scarcity and Prescriptive Attitudes Generate Subtle, Intergenerational Olderâ€Worker Exclusion. Journal of Social Issues, 2016, 72, 122-145.	1.9	59
48	Fantasia: Being emotionally involved with a stereotyped target changes stereotype warmth. International Journal of Intercultural Relations, 2016, 54, 1-14.	1.0	5
49	Promote up, ingratiate down: Status comparisons drive warmth-competence tradeoffs in impression management. Journal of Experimental Social Psychology, 2016, 64, 27-34.	1.3	58
50	How to publish rigorous experiments in the 21st century. Journal of Experimental Social Psychology, 2016, 66, 145-147.	1.3	10
51	Ambivalent Sexism in the Twenty-First Century. , 2016, , 295-320.		98
52	Stereotype Content Across Cultures. , 2016, , 209-258.		20
53	Modern attitudes toward older adults in the aging world: A cross-cultural meta-analysis Psychological Bulletin, 2015, 141, 993-1021.	5.5	346
54	Grolar bears, social class, and policy relevance: Extraordinary agendas for the emerging 21st century. European Journal of Social Psychology, 2015, 45, 551-559.	1.5	13

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55	Talking Up and Talking Down: The Power of Positive Speaking. Journal of Social Issues, 2015, 71, 834-846.	1.9	11
56	Intergenerational resource tensions in the workplace and beyond: Individual, interpersonal, institutional, international. Research in Organizational Behavior, 2015, 35, 159-179.	0.9	50
57	Measures of Stereotyping and Prejudice. , 2015, , 684-718.		66
58	Perceived intent motivates people to magnify observed harms. Proceedings of the National Academy of Sciences of the United States of America, 2015 , 112 , 3599 - 3605 .	3.3	66
59	Teaching Social Class. Teaching of Psychology, 2015, 42, 184-190.	0.7	10
60	Intergroup biases: a focus on stereotype content. Current Opinion in Behavioral Sciences, 2015, 3, 45-50.	2.0	165
61	Forecasting the Primary Dimension of Social Perception. Social Psychology, 2015, 46, 36-45.	0.3	92
62	Autour de la psychologie des catégorisations socialesÂ: stéréotypes, structures sociales et pouvoir. Terrains/Théories, 2015, , .	0.1	0
63	Never trust a politician? Collective distrust, relational accountability, and voter response. , 2014, , 91-105.		19
64	Gaining trust as well as respect in communicating to motivated audiences about science topics. Proceedings of the National Academy of Sciences of the United States of America, 2014, 111, 13593-13597.	3.3	289
65	Social Psychology and the Great Recession: Comment on Bridging the Gap. Analyses of Social Issues and Public Policy, 2014, 14, 214-216.	1.0	1
66	A Potential Path to Integration of Blame Judgments. Psychological Inquiry, 2014, 25, 193-196.	0.4	1
67	Social Categories Create and Reflect Inequality: Psychological and Sociological Insights. , 2014, , 243-265.		51
68	How social neuroscience can inform theories of social comparison. Neuropsychologia, 2014, 56, 140-146.	0.7	68
69	Protecting human research participants in the age of big data. Proceedings of the National Academy of Sciences of the United States of America, 2014, 111, 13675-13676.	3.3	47
70	Nations' income inequality predicts ambivalence in stereotype content: How societies mind the gap. British Journal of Social Psychology, 2013, 52, 726-746.	1.8	169
71	Outcome dependency alters the neural substrates of impression formation. NeuroImage, 2013, 83, 599-608.	2.1	37
72	Subtyping Ageism: Policy Issues in Succession and Consumption. Social Issues and Policy Review, 2013, 7, 36-57.	3.7	64

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73	Downplaying positive impressions: Compensation between warmth and competence in impression management. Journal of Experimental Social Psychology, 2013, 49, 33-41.	1.3	111
74	What's in a Theory of Rank?. Psychological Inquiry, 2013, 24, 109-111.	0.4	4
75	A prescriptive intergenerational-tension ageism scale: Succession, identity, and consumption (SIC) Psychological Assessment, 2013, 25, 706-713.	1.2	125
76	Act Your (Old) Age. Personality and Social Psychology Bulletin, 2013, 39, 720-734.	1.9	126
77	Intentional Harms Are Worse, Even When They're Not. Psychological Science, 2013, 24, 1755-1762.	1.8	115
78	Their pain, our pleasure: stereotype content and schadenfreude. Annals of the New York Academy of Sciences, 2013, 1299, 52-59.	1.8	89
79	Integrating the stereotype content model (warmth and competence) and the Osgood semantic differential (evaluation, potency, and activity). European Journal of Social Psychology, 2013, 43, 673-681.	1.5	85
80	A Millennial Challenge: Extremism in Uncertain Times. Journal of Social Issues, 2013, 69, 605-613.	1.9	21
81	Varieties of (De) Humanization: Divided by Competition and Status. Nebraska Symposium on Motivation, 2013, 60, 53-71.	0.9	30
82	Divided by status: upward envy and downward scorn. Proceedings of the American Philosophical Society, 2013, 157, 261-8.	0.5	4
83	Warmth Trumps Competence in Evaluations of Both Ingroup and Outgroup. International Journal of Science, Commerce and Humanities, 2013, 1, 99-105.	0.0	2
84	Stereotyping by omission: Eliminate the negative, accentuate the positive Journal of Personality and Social Psychology, 2012, 102, 1214-1238.	2.6	128
85	An inconvenienced youth? Ageism and its potential intergenerational roots Psychological Bulletin, 2012, 138, 982-997.	5.5	411
86	Managing Ambivalent Prejudices. Annals of the American Academy of Political and Social Science, 2012, 639, 33-48.	0.8	68
87	Stereotypes and Schadenfreude. Social Psychological and Personality Science, 2012, 3, 63-71.	2.4	142
88	Warmth and competence: Stereotype content issues for clinicians and researchers Canadian Psychology, 2012, 53, 14-20.	1.4	98
89	Under the Radar: How Unexamined Biases in Decision-Making Processes in Clinical Interactions Can Contribute to Health Care Disparities. American Journal of Public Health, 2012, 102, 945-952.	1.5	255
90	Contentment to Resentment: Variation in Stereotype Content Across Status Systems. Analyses of Social Issues and Public Policy, 2012, 12, 324-339.	1.0	14

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91	The innuendo effect: Hearing the positive but inferring the negative. Journal of Experimental Social Psychology, 2012, 48, 77-85.	1.3	82
92	Brands as intentional agents framework: How perceived intentions and ability can map brand perception. Journal of Consumer Psychology, 2012, 22, 166-176.	3.2	404
93	Brands as intentional agents: Our response to commentaries. Journal of Consumer Psychology, 2012, 22, 205-207.	3.2	25
94	Journey to the edges: Social structures and neural maps of interâ€group processes. British Journal of Social Psychology, 2012, 51, 1-12.	1.8	17
95	Best practices: How to evaluate psychological science for use by organizations. Research in Organizational Behavior, 2011, 31, 253-275.	0.9	8
96	Ambivalent Sexism Revisited. Psychology of Women Quarterly, 2011, 35, 530-535.	1.3	230
97	Bounded Empathy: Neural Responses to Outgroup Targets' (Mis)fortunes. Journal of Cognitive Neuroscience, 2011, 23, 3791-3803.	1.1	119
98	Dehumanized Perception. Zeitschrift Fur Psychologie / Journal of Psychology, 2011, 219, 175-181.	0.7	116
99	Impression Formation: A Focus on Others' Intents. , 2011, , .		18
100	From Agents to Objects: Sexist Attitudes and Neural Responses to Sexualized Targets. Journal of Cognitive Neuroscience, 2011, 23, 540-551.	1.1	196
101	Us Versus Them. Psychological Science, 2011, 22, 306-313.	1.8	370
102	Using the stereotype content model to examine group depictions in Fascism: An archival approach. European Journal of Social Psychology, 2010, 40, 465-483.	1.5	36
103	Next Gen Ambivalent Sexism: Converging Correlates, Causality in Context, and Converse Causality, an Introduction to the Special Issue. Sex Roles, 2010, 62, 395-404.	1.4	49
104	Ambivalent Sexism in Close Relationships: (Hostile) Power and (Benevolent) Romance Shape Relationship Ideals. Sex Roles, 2010, 62, 583-601.	1.4	98
105	"What did You Say, and Who do You Think You Are?―How Power Differences Affect Emotional Reactions to Prejudice. Journal of Social Issues, 2010, 66, 477-492.	1.9	25
106	Cultural neuroscience. Asian Journal of Social Psychology, 2010, 13, 72-82.	1.1	68
107	Envy up, scorn down: How comparison divides us American Psychologist, 2010, 65, 698-706.	3.8	148
108	On the wrong side of the trolley track: neural correlates of relative social valuation. Social Cognitive and Affective Neuroscience, 2010, 5, 404-413.	1.5	149

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109	Venus and Mars or Down to Earth: Stereotypes and Realities of Gender Differences. Perspectives on Psychological Science, 2010, 5, 688-692.	5.2	41
110	Neural regions that underlie reinforcement learning are also active for social expectancy violations. Social Neuroscience, 2010, 5, 76-91.	0.7	43
111	Bridging Inequality from Both Sides Now. Social Psychology Quarterly, 2010, 73, 341-346.	1.4	11
112	Social status and the pursuit of positive social identity: Systematic domains of intergroup differentiation and discrimination for high- and low-status groups. Group Processes and Intergroup Relations, 2010, 13, 425-444.	2.4	75
113	The Stereotype Content Model: The Role Played by Competence in Inferring Group Status. TPM - Testing, Psychometrics, Methodology in Applied Psychology, 2010, 17, 187-199.	0.0	0
114	Social neuroscience evidence for dehumanised perception. European Review of Social Psychology, 2009, 20, 192-231.	5.8	150
115	IMAGES OF BLACK AMERICANS. Du Bois Review, 2009, 6, 83-101.	0.7	64
116	Ambivalent Sexism and Power-Related Gender-role Ideology in Marriage. Sex Roles, 2009, 60, 765-778.	1.4	133
117	From Dehumanization and Objectification to Rehumanization. Annals of the New York Academy of Sciences, 2009, 1167, 31-34.	1.8	47
118	Stereotype content model across cultures: Towards universal similarities and some differences. British Journal of Social Psychology, 2009, 48, 1-33.	1.8	670
119	Social Structure Shapes Cultural Stereotypes and Emotions: A Causal Test of the Stereotype Content Model. Group Processes and Intergroup Relations, 2009, 12, 147-155.	2.4	205
120	Maintaining a Positive Self-Image by Stereotyping Others: Self-Threat and the Stereotype Content Model. Social Cognition, 2009, 27, 138-149.	0.5	26
121	Legitimating Racial Discrimination: Emotions, Not Beliefs, Best Predict Discrimination in a Meta-Analysis. Social Justice Research, 2008, 21, 263-296.	0.6	196
122	It's all relative: Competition and status drive interpersonal perception. European Journal of Social Psychology, 2008, 38, 1193-1201.	1.5	101
123	Providing Expert Knowledge in an Adversarial Context: Social Cognitive Science in Employment Discrimination Cases. Annual Review of Law and Social Science, 2008, 4, 123-148.	0.8	14
124	Perseverance Furthers: Aims of and Sympathy for Both Student and Nonstudent Sampling. Psychological Inquiry, 2008, 19, 106-107.	0.4	2
125	Warmth and Competence as Universal Dimensions of Social Perception: The Stereotype Content Model and the BIAS Map. Advances in Experimental Social Psychology, 2008, , 61-149.	2.0	1,424
126	The Brooms in Fantasia: Neural Correlates of Anthropomorphizing Objects. Social Cognition, 2008, 26, 210-223.	0.5	42

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127	Stereotypes and prejudice create workplace discrimination. , 2008, , 13-52.		54
128	The BIAS map: Behaviors from intergroup affect and stereotypes Journal of Personality and Social Psychology, 2007, 92, 631-648.	2.6	1,359
129	Social groups that elicit disgust are differentially processed in mPFC. Social Cognitive and Affective Neuroscience, 2007, 2, 45-51.	1.5	203
130	Universal dimensions of social cognition: warmth and competence. Trends in Cognitive Sciences, 2007, 11, 77-83.	4.0	2,956
131	System-justifying ideologies moderate status = competence stereotypes: roles for belief in a just world and social dominance orientation. European Journal of Social Psychology, 2007, 37, 1135-1148.	1.5	131
132	Regions of the MPFC differentially tuned to social and nonsocial affective evaluation. Cognitive, Affective and Behavioral Neuroscience, 2007, 7, 309-316.	1.0	91
133	Dissociating affective evaluation and social cognitive processes in the ventral medial prefrontal cortex. Cognitive, Affective and Behavioral Neuroscience, 2007, 7, 337-346.	1.0	71
134	Behavioral Realism in Employment Discrimination Law: Implicit Bias and Disparate Treatment. California Law Review, 2006, 94, 997.	0.6	82
135	Is Traditional Gender Ideology Associated with Sex-Typed Mate Preferences? A Test in Nine Nations. Sex Roles, 2006, 54, 603-614.	1.4	99
136	Not an outgroup, not yet an ingroup: Immigrants in the Stereotype Content Model. International Journal of Intercultural Relations, 2006, 30, 751-768.	1.0	421
137	Toward socially inspired social neuroscience. Brain Research, 2006, 1079, 76-85.	1.1	63
138	Anti-American Sentiment and America's Perceived Intent to Dominate: An 11-Nation Study. Basic and Applied Social Psychology, 2006, 28, 363-373.	1.2	25
139	Dehumanizing the Lowest of the Low. Psychological Science, 2006, 17, 847-853.	1.8	829
140	This Old Stereotype: The Pervasiveness and Persistence of the Elderly Stereotype. Journal of Social Issues, 2005, 61, 267-285.	1.9	634
141	When Do Subgroup Parts Add Up to the Stereotypic Whole? Mixed Stereotype Content for Gay Male Subgroups Explains Overall Ratings. Social Cognition, 2005, 23, 161-181.	0.5	138
142	Stereotype Content Model Explains Prejudice for an Envied Outgroup: Scale of Anti-Asian American Stereotypes. Personality and Social Psychology Bulletin, 2005, 31, 34-47.	1.9	320
143	Attributions on the brain: Neuro-imaging dispositional inferences, beyond theory of mind. NeuroImage, 2005, 28, 763-769.	2.1	134
144	Controlling Racial Prejudice. Psychological Science, 2005, 16, 56-63.	1.8	316

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145	SOCIAL PSYCHOLOGY: Why Ordinary People Torture Enemy Prisoners. Science, 2004, 306, 1482-1483.	6.0	165
146	Mind the Gap: In Praise of Informal Sources of Formal Theory. Personality and Social Psychology Review, 2004, 8, 132-137.	3.4	23
147	When Professionals Become Mothers, Warmth Doesn't Cut the Ice. Journal of Social Issues, 2004, 60, 701-718.	1.9	580
148	Intent and Ordinary Bias: Unintended Thought and Social Motivation Create Casual Prejudice. Social Justice Research, 2004, 17, 117-127.	0.6	56
149	Bad but Bold: Ambivalent Attitudes Toward Men Predict Gender Inequality in 16 Nations Journal of Personality and Social Psychology, 2004, 86, 713-728.	2.6	400
150	Emotional prejudice, essentialism, and nationalism The 2002 Tajfel lecture. European Journal of Social Psychology, 2003, 33, 703-717.	1.5	226
151	The Discomfort Index: How to Spot a Really Good Idea Whose Time Has Come. Psychological Inquiry, 2003, 14, 203-208.	0.4	39
152	A model of (often mixed) stereotype content: Competence and warmth respectively follow from perceived status and competition Journal of Personality and Social Psychology, 2002, 82, 878-902.	2.6	4,760
153	The Eye of the Beholder: Romantic Goals and Impression Biases. Journal of Experimental Social Psychology, 2002, 38, 232-241.	1.3	55
154	A model of (often mixed) stereotype content: competence and warmth respectively follow from perceived status and competition. Journal of Personality and Social Psychology, 2002, 82, 878-902.	2.6	784
155	An ambivalent alliance: Hostile and benevolent sexism as complementary justifications for gender inequality American Psychologist, 2001, 56, 109-118.	3.8	1,342
156	Effects Of Trait Dominance On Powerholders' Judgments Of Subordinates. Social Cognition, 2001, 19, 161-180.	0.5	62
157	Beyond prejudice as simple antipathy: Hostile and benevolent sexism across cultures Journal of Personality and Social Psychology, 2000, 79, 763-775.	2.6	950
158	Stereotyping, prejudice, and discrimination at the seam between the centuries: evolution, culture, mind, and brain. European Journal of Social Psychology, 2000, 30, 299-322.	1.5	319
159	Motivated Impressions of a Powerholder: Accuracy Under Task Dependency and Misperception Under Evaluation Dependency. Personality and Social Psychology Bulletin, 2000, 26, 907-922.	1.9	67
160	(Dis)respecting versus (Dis)liking: Status and Interdependence Predict Ambivalent Stereotypes of Competence and Warmth. Journal of Social Issues, 1999, 55, 473-489.	1.9	641
161	The Ambivalence Toward Men Inventory. Psychology of Women Quarterly, 1999, 23, 519-536.	1.3	258
162	Defining and Measuring Harmony Control. Journal of Research in Personality, 1999, 33, 379-414.	0.9	70

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163	Perceiving the Powerful: Intriguing Individuals versus Threatening Groups. Journal of Experimental Social Psychology, 1999, 35, 461-480.	1.3	101
164	Situational Power and Interpersonal Dominance Facilitate Bias and Inequality. Journal of Social Issues, 1998, 54, 677-698.	1.9	94
165	Situational Power and Interpersonal Dominance Facilitate Bias and Inequality. , 1998, 54, 677.		12
166	Hostile and Benevolent Sexism. Psychology of Women Quarterly, 1997, 21, 119-135.	1.3	572
167	Control, Interdependence and Power: Understanding Social Cognition in Its Social Context. European Review of Social Psychology, 1996, 7, 31-61.	5.8	316
168	The Ambivalent Sexism Inventory: Differentiating hostile and benevolent sexism Journal of Personality and Social Psychology, 1996, 70, 491-512.	2.6	2,974
169	Controlling Self and Others: A Theory of Anxiety, Mental Control, and Social Control. Personality and Social Psychology Bulletin, 1996, 22, 115-123.	1.9	117
170	Motivation and Cognition in Social Life: A Social Survival Perspective. Social Cognition, 1995, 13, 189-214.	0.5	145
171	Social Cognition and Social Perception. Annual Review of Psychology, 1993, 44, 155-194.	9.9	497
172	Controlling other people: The impact of power on stereotyping American Psychologist, 1993, 48, 621-628.	3.8	1,400
173	Personality feedback and situational norms can control stereotyping processes Journal of Personality and Social Psychology, 1992, 62, 577-596.	2.6	73
174	Thinking is for doing: Portraits of social cognition from Daguerreotype to laserphoto Journal of Personality and Social Psychology, 1992, 63, 877-889.	2.6	369
175	Social science research on trial: Use of sex stereotyping research in Price Waterhouse v. Hopkins American Psychologist, 1991, 46, 1049-1060.	3.8	262
176	Interpersonal competition can cause individuating processes Journal of Personality and Social Psychology, 1990, 58, 832-843.	2.6	119
177	A Continuum of Impression Formation, from Category-Based to Individuating Processes: Influences of Information and Motivation on Attention and Interpretation. Advances in Experimental Social Psychology, 1990, 23, 1-74.	2.0	1,884
178	Motivational influences on impression formation: Outcome dependency, accuracy-driven attention, and individuating processes Journal of Personality and Social Psychology, 1987, 53, 431-444.	2.6	448
179	Category-based and attribute-based reactions to others: Some informational conditions of stereotyping and individuating processes. Journal of Experimental Social Psychology, 1987, 23, 399-427.	1.3	259
180	Outcome dependency and attention to inconsistent information Journal of Personality and Social Psychology, 1984, 47, 709-726.	2.6	320

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181	Affective and semantic components in political person perception Journal of Personality and Social Psychology, 1982, 42, 619-630.	2.6	528
182	Presidential prototypes. Political Behavior, 1980, 2, 315-337.	1.7	237
183	Attention and weight in person perception: The impact of negative and extreme behavior Journal of Personality and Social Psychology, 1980, 38, 889-906.	2.6	1,196
184	Categorical and contextual bases of person memory and stereotyping. Journal of Personality and Social Psychology, 1978, 36, 778-793.	2.6	747
185	Scratch an Itch with a Brick. , 0, , 1-8.		0
186	Driven to Exclude: How Core Social Motives Explain Social Exclusion., 0,, 31-42.		8
187	Stereotypes and schadenfreude., 0,, 151-169.		1
188	How Warmth and Competence Inform Your Social Life., 0,, 369-372.		0
189	Universal Dimensions of Social Signals: Warmth and Competence., 0,, 23-33.		10