

Jeff Greenberg

List of Publications by Year in descending order

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Version: 2024-02-01

216
papers

27,875
citations

5574

82
h-index

6836

155
g-index

221
all docs

221
docs citations

221
times ranked

8623
citing authors

#	ARTICLE	IF	CITATIONS
1	The Causes and Consequences of a Need for Self-Esteem: A Terror Management Theory. , 1986, , 189-212.		1,398
2	A dual-process model of defense against conscious and unconscious death-related thoughts: An extension of terror management theory.. Psychological Review, 1999, 106, 835-845.	3.8	1,066
3	Evidence for terror management theory II: The effects of mortality salience on reactions to those who threaten or bolster the cultural worldview.. Journal of Personality and Social Psychology, 1990, 58, 308-318.	2.8	1,039
4	Why Do People Need Self-Esteem? A Theoretical and Empirical Review.. Psychological Bulletin, 2004, 130, 435-468.	6.1	1,008
5	Evidence for terror management theory: I. The effects of mortality salience on reactions to those who violate or uphold cultural values.. Journal of Personality and Social Psychology, 1989, 57, 681-690.	2.8	976
6	Terror Management Theory of Self-Esteem and Cultural Worldviews: Empirical Assessments and Conceptual Refinements. Advances in Experimental Social Psychology, 1997, , 61-139.	3.3	840
7	Self-regulatory perseveration and the depressive self-focusing style: A self-awareness theory of reactive depression.. Psychological Bulletin, 1987, 102, 122-138.	6.1	723
8	Role of consciousness and accessibility of death-related thoughts in mortality salience effects.. Journal of Personality and Social Psychology, 1994, 67, 627-637.	2.8	718
9	A Terror Management Theory of Social Behavior: The Psychological Functions of Self-Esteem and Cultural Worldviews. Advances in Experimental Social Psychology, 1991, , 93-159.	3.3	691
10	Why do people need self-esteem? Converging evidence that self-esteem serves an anxiety-buffering function.. Journal of Personality and Social Psychology, 1992, 63, 913-922.	2.8	662
11	Terror management theory and self-esteem: Evidence that increased self-esteem reduced mortality salience effects.. Journal of Personality and Social Psychology, 1997, 72, 24-36.	2.8	526
12	Deliver us from Evil: The Effects of Mortality Salience and Reminders of 9/11 on Support for President George W. Bush. Personality and Social Psychology Bulletin, 2004, 30, 1136-1150.	3.0	501
13	Terror management and tolerance: Does mortality salience always intensify negative reactions to others who threaten one's worldview?. Journal of Personality and Social Psychology, 1992, 63, 212-220.	2.8	460
14	Terror management and aggression: Evidence that mortality salience motivates aggression against worldview-threatening others.. Journal of Personality and Social Psychology, 1998, 74, 590-605.	2.8	459
15	A Terror Management Analysis of the Psychological Functions of Religion. Personality and Social Psychology Review, 2010, 14, 84-94.	6.0	415
16	Why Do We Need What We Need? A Terror Management Perspective on the Roots of Human Social Motivation. Psychological Inquiry, 1997, 8, 1-20.	0.9	405
17	Toward an Integration of Cognitive and Motivational Perspectives on Social Inference: A Biased Hypothesis-Testing Model. Advances in Experimental Social Psychology, 1987, 20, 297-340.	3.3	404
18	Trivialization: the forgotten mode of dissonance reduction.. Journal of Personality and Social Psychology, 1995, 68, 247-260.	2.8	384

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19	Mortality Saliency, Martyrdom, and Military Might: The Great Satan Versus the Axis of Evil. <i>Personality and Social Psychology Bulletin</i> , 2006, 32, 525-537.	3.0	362
20	Combating stereotype threat: The effect of self-affirmation on women's intellectual performance. <i>Journal of Experimental Social Psychology</i> , 2006, 42, 236-243.	2.2	357
21	The Scrooge Effect: Evidence that Mortality Saliency Increases Prosocial Attitudes and Behavior. <i>Personality and Social Psychology Bulletin</i> , 2002, 28, 1342-1353.	3.0	334
22	Psychological motives and political orientation—The left, the right, and the rigid: Comment on Jost et al. (2003).. <i>Psychological Bulletin</i> , 2003, 129, 376-382.	6.1	334
23	Suppression, accessibility of death-related thoughts, and cultural worldview defense: Exploring the psychodynamics of terror management.. <i>Journal of Personality and Social Psychology</i> , 1997, 73, 5-18.	2.8	314
24	Role of disconfirmed expectancies in the instigation of attributional processing.. <i>Journal of Personality and Social Psychology</i> , 1981, 40, 31-38.	2.8	313
25	Thirty Years of Terror Management Theory. <i>Advances in Experimental Social Psychology</i> , 2015, 52, 1-70.	3.3	304
26	Evidence of a Terror Management Function of Cultural Icons: The Effects of Mortality Saliency on the Inappropriate Use of Cherished Cultural Symbols. <i>Personality and Social Psychology Bulletin</i> , 1995, 21, 1221-1228.	3.0	302
27	Stereotypes and terror management: Evidence that mortality saliency enhances stereotypic thinking and preferences.. <i>Journal of Personality and Social Psychology</i> , 1999, 77, 905-926.	2.8	268
28	Depression, self-focused attention, and expectancies for positive and negative future life events for self and others.. <i>Journal of Personality and Social Psychology</i> , 1987, 52, 994-1001.	2.8	267
29	Subliminal Exposure to Death-Related Stimuli Increases Defense of the Cultural Worldview. <i>Psychological Science</i> , 1997, 8, 379-385.	3.3	254
30	A Function of Form: Terror Management and Structuring the Social World.. <i>Journal of Personality and Social Psychology</i> , 2004, 87, 190-210.	2.8	244
31	I am not an animal: Mortality saliency, disgust, and the denial of human creatureliness.. <i>Journal of Experimental Psychology: General</i> , 2001, 130, 427-435.	2.1	242
32	Understanding Psychological Reactance. <i>Zeitschrift Fur Psychologie / Journal of Psychology</i> , 2015, 223, 205-214.	1.0	231
33	Proximal and Distal Defenses in Response to Reminders of One's Mortality: Evidence of a Temporal Sequence. <i>Personality and Social Psychology Bulletin</i> , 2000, 26, 91-99.	3.0	230
34	Effects of Self-Esteem on Vulnerability-Denying Defensive Distortions: Further Evidence of an Anxiety-Buffering Function of Self-Esteem. <i>Journal of Experimental Social Psychology</i> , 1993, 29, 229-251.	2.2	212
35	The body as a source of self-esteem: The effect of mortality saliency on identification with one's body, interest in sex, and appearance monitoring.. <i>Journal of Personality and Social Psychology</i> , 2000, 79, 118-130.	2.8	206
36	A hot new way to measure aggression: Hot sauce allocation. <i>Aggressive Behavior</i> , 1999, 25, 331-348.	2.4	204

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37	Fleeing the Body: A Terror Management Perspective on the Problem of Human Corporeality. <i>Personality and Social Psychology Review</i> , 2000, 4, 200-218.	6.0	202
38	Terror Management Theory and the COVID-19 Pandemic. <i>Journal of Humanistic Psychology</i> , 2021, 61, 173-189.	2.1	197
39	Mortality salience and the spreading activation of worldview-relevant constructs: Exploring the cognitive architecture of terror management.. <i>Journal of Experimental Psychology: General</i> , 2002, 131, 307-324.	2.1	191
40	Perceived difficulty, energization, and the magnitude of goal valence. <i>Journal of Experimental Social Psychology</i> , 1983, 19, 21-48.	2.2	189
41	Evidence that the production of aversive consequences is not necessary to create cognitive dissonance.. <i>Journal of Personality and Social Psychology</i> , 1996, 70, 5-16.	2.8	183
42	A Terror Management Perspective on Ageism. <i>Journal of Social Issues</i> , 2005, 61, 223-239.	3.3	178
43	Depression and self-focused attention. <i>Motivation and Emotion</i> , 1981, 5, 323-331.	1.3	177
44	Compensatory self-inflation: A response to the threat to self-regard of public failure.. <i>Journal of Personality and Social Psychology</i> , 1985, 49, 273-280.	2.8	175
45	Whistling in the Dark: Exaggerated Consensus Estimates in Response to Incidental Reminders of Mortality. <i>Psychological Science</i> , 1996, 7, 332-336.	3.3	175
46	Windows into nothingness: Terror management, meaninglessness, and negative reactions to modern art.. <i>Journal of Personality and Social Psychology</i> , 2006, 90, 879-892.	2.8	174
47	Death, sex, love, and neuroticism: Why is sex such a problem?. <i>Journal of Personality and Social Psychology</i> , 1999, 77, 1173-1187.	2.8	169
48	To belong or not to belong, that is the question: Terror management and identification with gender and ethnicity.. <i>Journal of Personality and Social Psychology</i> , 2002, 83, 26-43.	2.8	161
49	Psychological Defense in Anticipation of Anxiety. <i>Psychological Science</i> , 2003, 14, 516-519.	3.3	159
50	Social comparison after success and failure: Biased search for information consistent with a self-serving conclusion. <i>Journal of Experimental Social Psychology</i> , 1985, 21, 195-211.	2.2	153
51	Terror management and cognitive-experiential self-theory: Evidence that terror management occurs in the experiential system.. <i>Journal of Personality and Social Psychology</i> , 1997, 72, 1132-1146.	2.8	151
52	The effects of mortality salience on intergroup bias between minimal groups. <i>European Journal of Social Psychology</i> , 1996, 26, 677-681.	2.4	150
53	Fatal Attraction. <i>Psychological Science</i> , 2004, 15, 846-851.	3.3	149
54	Focus theory of normative conduct and terror-management theory: The interactive impact of mortality salience and norm salience on social judgment.. <i>Journal of Personality and Social Psychology</i> , 2008, 95, 1239-1251.	2.8	148

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55	Testing alternative explanations for mortality salience effects: Terror management, value accessibility, or worrisome thoughts?. <i>European Journal of Social Psychology</i> , 1995, 25, 417-433.	2.4	146
56	Ageism and Death: Effects of Mortality Salience and Perceived Similarity to Elders on Reactions to Elderly People. <i>Personality and Social Psychology Bulletin</i> , 2004, 30, 1524-1536.	3.0	143
57	Terror Mismanagement: Evidence That Mortality Salience Exacerbates Phobic and Compulsive Behaviors. <i>Personality and Social Psychology Bulletin</i> , 2007, 33, 1137-1151.	3.0	143
58	Age-related differences in responses to thoughts of one's own death: Mortality salience and judgments of moral transgressions.. <i>Psychology and Aging</i> , 2007, 22, 341-353.	1.6	139
59	The self-serving attributional bias: Beyond self-presentation. <i>Journal of Experimental Social Psychology</i> , 1982, 18, 56-67.	2.2	134
60	Creativity and terror management: Evidence that creative activity increases guilt and social projection following mortality salience.. <i>Journal of Personality and Social Psychology</i> , 1999, 77, 19-32.	2.8	130
61	Terror management and the vicissitudes of sports fan affiliation: the effects of mortality salience on optimism and fan identification. <i>European Journal of Social Psychology</i> , 2000, 30, 813-835.	2.4	130
62	Determinants of reduction in intended effort as a strategy for coping with anticipated failure. <i>Journal of Research in Personality</i> , 1983, 17, 412-422.	1.7	128
63	Pride and Prejudice. <i>Current Directions in Psychological Science</i> , 2000, 9, 200-204.	5.3	122
64	American Roulette: The Effect of Reminders of Death on Support for George W. Bush in the 2004 Presidential Election. <i>Analyses of Social Issues and Public Policy</i> , 2005, 5, 177-187.	1.7	116
65	Persistent high self-focus after failure and low self-focus after success: The depressive self-focusing style.. <i>Journal of Personality and Social Psychology</i> , 1986, 50, 1039-1044.	2.8	114
66	The effect of an overheard ethnic slur on evaluations of the target: How to spread a social disease. <i>Journal of Experimental Social Psychology</i> , 1985, 21, 61-72.	2.2	111
67	Terror Management and Self-Awareness: Evidence that Mortality Salience Provokes Avoidance of the Self-Focused State. <i>Personality and Social Psychology Bulletin</i> , 1998, 24, 1216-1227.	3.0	110
68	Introducing Science to the Psychology of the Soul. <i>Current Directions in Psychological Science</i> , 2006, 15, 212-216.	5.3	109
69	Being accepted for who we are: Evidence that social validation of the intrinsic self reduces general defensiveness.. <i>Journal of Personality and Social Psychology</i> , 2001, 80, 35-52.	2.8	107
70	Depression, self-focused attention, and the negative memory bias.. <i>Journal of Personality and Social Psychology</i> , 1989, 57, 351-357.	2.8	106
71	Title is missing!. <i>Motivation and Emotion</i> , 2001, 25, 113-133.	1.3	101
72	On the Unique Psychological Import of the Human Awareness of Mortality: Theme and Variations. <i>Psychological Inquiry</i> , 2006, 17, 328-356.	0.9	100

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73	Terror Management and Meaning: Evidence That the Opportunity to Defend the Worldview in Response to Mortality Salience Increases the Meaningfulness of Life in the Mildly Depressed. <i>Journal of Personality</i> , 1998, 66, 359-382.	3.2	99
74	Terror management and adults' attachment to their parents: The safe haven remains.. <i>Journal of Personality and Social Psychology</i> , 2008, 94, 696-717.	2.8	98
75	Understanding human ambivalence about sex: The effects of stripping sex of meaning. <i>Journal of Sex Research</i> , 2002, 39, 310-320.	2.5	97
76	Driver Distraction: Evaluation with Event Detection Paradigm. <i>Transportation Research Record</i> , 2003, 1843, 1-9.	1.9	97
77	Clarifying the Function of Mortality Salience-Induced Worldview Defense: Renewed Suppression or Reduced Accessibility of Death-Related Thoughts?. <i>Journal of Experimental Social Psychology</i> , 2001, 37, 70-76.	2.2	96
78	The Effects of a Self-Esteem Boost and Mortality Salience on Responses to Boost Relevant and Irrelevant Worldview Threats. <i>Personality and Social Psychology Bulletin</i> , 1999, 25, 1331-1341.	3.0	95
79	Interpersonal Politics. <i>Psychological Science</i> , 2008, 19, 448-455.	3.3	94
80	Maintaining Consistency between Self-Serving Beliefs and Available Data. <i>Personality and Social Psychology Bulletin</i> , 1985, 11, 179-190.	3.0	91
81	The Intrinsic Self and Defensiveness: Evidence that Activating the Intrinsic Self Reduces Self-Handicapping and Conformity. <i>Personality and Social Psychology Bulletin</i> , 2002, 28, 671-683.	3.0	91
82	In-Group Salience, Intergroup Comparison, and Individual Performance and Self-Esteem. <i>Personality and Social Psychology Bulletin</i> , 1989, 15, 604-616.	3.0	88
83	The Appeal of Tragedy: A Terror Management Perspective. <i>Media Psychology</i> , 1999, 1, 313-329.	3.6	87
84	Traces of Terror: Subliminal Death Primes and Facial Electromyographic Indices of Affect. <i>Motivation and Emotion</i> , 2001, 25, 253-277.	1.3	87
85	Perceived Consensus, Uniqueness, and Terror Management: Compensatory Responses to Threats to Inclusion and Distinctiveness Following Mortality Salience. <i>Personality and Social Psychology Bulletin</i> , 1997, 23, 1055-1065.	3.0	86
86	The siren's call: Terror management and the threat of men's sexual attraction to women.. <i>Journal of Personality and Social Psychology</i> , 2006, 90, 129-146.	2.8	84
87	Terror Management Theory: Implications for Understanding Prejudice, Stereotyping, Intergroup Conflict, and Political Attitudes. <i>Social and Personality Psychology Compass</i> , 2008, 2, 1881-1894.	3.7	82
88	Connecting Terror Management and Dissonance Theory: Evidence that Mortality Salience Increases the Preference for Supporting Information after Decisions. <i>Personality and Social Psychology Bulletin</i> , 2003, 29, 1181-1189.	3.0	73
89	Play It Safe or Go for the Gold? A Terror Management Perspective on Self-Enhancement and Self-Protective Motives in Risky Decision Making. <i>Personality and Social Psychology Bulletin</i> , 2006, 32, 1633-1645.	3.0	73
90	Depression and preference for self-focusing stimuli after success and failure.. <i>Journal of Personality and Social Psychology</i> , 1985, 49, 1066-1075.	2.8	73

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91	Understanding the Vital Human Quest for Self-Esteem. <i>Perspectives on Psychological Science</i> , 2008, 3, 48-55.	9.0	72
92	The effects of mortality salience on political preferences: The roles of charisma and political orientation. <i>Journal of Experimental Social Psychology</i> , 2010, 46, 139-145.	2.2	70
93	Mild Depression, Mortality Salience and Defense of the Worldview Evidence of Intensified Terror Management in the Mildly Depressed. <i>Personality and Social Psychology Bulletin</i> , 1996, 22, 81-90.	3.0	68
94	Terror Management Theory and Research: How the Desire for Death Transcendence Drives Our Strivings for Meaning and Significance. <i>Advances in Motivation Science</i> , 2014, , 85-134.	3.7	67
95	Examining the world of the depressed: Do depressed people prefer others who are depressed?. <i>Journal of Personality and Social Psychology</i> , 1991, 60, 620-629.	2.8	65
96	Toward Understanding the Fame Game: The Effect of Mortality Salience on the Appeal of Fame. <i>Self and Identity</i> , 2010, 9, 1-18.	1.6	65
97	Defensive Distancing from Victims of Serious Illness: The Role of Delay. <i>Personality and Social Psychology Bulletin</i> , 1995, 21, 13-20.	3.0	61
98	The protective identity: Evidence that mortality salience heightens the clarity and coherence of the self-concept. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 796-807.	2.2	61
99	Generosity, greed, norms, and death – Differential effects of mortality salience on charitable behavior. <i>Journal of Economic Psychology</i> , 2013, 35, 47-57.	2.2	61
100	Emotional expression and the reduction of motivated cognitive bias: Evidence from cognitive dissonance and distancing from victims' paradigms.. <i>Journal of Personality and Social Psychology</i> , 1993, 64, 177-186.	2.8	59
101	Applying Terror Management Theory to Performance: Can Reminding Individuals of Their Mortality Increase Strength Output?. <i>Journal of Sport and Exercise Psychology</i> , 2005, 27, 111-116.	1.2	56
102	Currencies as cultural symbols – an existential psychological perspective on reactions of Germans toward the Euro. <i>Journal of Economic Psychology</i> , 2005, 26, 129-146.	2.2	55
103	Killing Begets Killing: Evidence From a Bug-Killing Paradigm That Initial Killing Fuels Subsequent Killing. <i>Personality and Social Psychology Bulletin</i> , 2007, 33, 1251-1264.	3.0	55
104	Running from the shadow: Psychological distancing from others to deny characteristics people fear in themselves.. <i>Journal of Personality and Social Psychology</i> , 2000, 78, 446-462.	2.8	54
105	A terror management analysis of self-awareness and anxiety: The hierarchy of terror. <i>Anxiety Research</i> , 1990, 2, 177-195.	0.7	53
106	Proximal and Distal Defense. <i>Current Directions in Psychological Science</i> , 2000, 9, 156-160.	5.3	53
107	Evidence for a depressive self-focusing style. <i>Journal of Research in Personality</i> , 1986, 20, 95-106.	1.7	52
108	An Item Response Theory for Personality and Attitude Scales: Item Analysis Using Restricted Factor Analysis. <i>Applied Psychological Measurement</i> , 1983, 7, 211-226.	1.0	50

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109	On the relationship between self-focused attention and psychological disorder: A critical reappraisal.. <i>Psychological Bulletin</i> , 1991, 110, 538-543.	6.1	47
110	Terror management and political attitudes: the influence of mortality salience on Germans' defence of the German reunification. <i>European Journal of Social Psychology</i> , 2004, 34, 1-9.	2.4	47
111	Terror Management and Attitudes Toward Immigrants. <i>European Psychologist</i> , 2012, 17, 63-72.	3.1	47
112	Further Progress in Understanding the Effects of Derogatory Ethnic Labels: The Role of Preexisting Attitudes Toward the Targeted Group. <i>Personality and Social Psychology Bulletin</i> , 1996, 22, 1195-1204.	3.0	46
113	Tales from the Crypt: On the Role of Death in Life. <i>Zygon</i> , 1998, 33, 9-43.	0.4	46
114	Effect of extrinsic incentives on use of test anxiety as an anticipatory attributional defense: Playing it cool when the stakes are high.. <i>Journal of Personality and Social Psychology</i> , 1984, 47, 1136-1145.	2.8	45
115	Gender-Typical Responses to Sexual and Emotional Infidelity as a Function of Mortality Salience Induced Self-Esteem Striving. <i>Personality and Social Psychology Bulletin</i> , 2003, 29, 1585-1595.	3.0	45
116	Evidence that Projection of a Feared Trait can Serve a Defensive Function. <i>Personality and Social Psychology Bulletin</i> , 2003, 29, 969-979.	3.0	44
117	Increases in Generative Concern among Older Adults following Reminders of Mortality. <i>International Journal of Aging and Human Development</i> , 2014, 79, 1-21.	1.6	44
118	Whites' ethnocentrism and their attributions for the behavior of blacks: A motivational bias1. <i>Journal of Personality</i> , 1979, 47, 643-657.	3.2	42
119	Depression, self-focused attention, and the self-serving attributional bias. <i>Personality and Individual Differences</i> , 1992, 13, 959-965.	2.9	42
120	Depression and interpersonal attraction: The role of perceived similarity.. <i>Journal of Personality and Social Psychology</i> , 1988, 55, 112-119.	2.8	39
121	Further Evidence of the Deleterious Effects of Overheard Derogatory Ethnic Labels. <i>Personality and Social Psychology Bulletin</i> , 1987, 13, 216-227.	3.0	38
122	Reducing Depressive Affect through External Focus of Attention. <i>Journal of Social and Clinical Psychology</i> , 1995, 14, 36-52.	0.5	38
123	On the Compatibility of Terror Management Theory and Perspectives on Human Evolution. <i>Evolutionary Psychology</i> , 2007, 5, 147470490700500.	0.9	38
124	lluminating the Dark Side of Creative Expression: Assimilation Needs and the Consequences of Creative Action Following Mortality Salience. <i>Personality and Social Psychology Bulletin</i> , 2005, 31, 1327-1339.	3.0	37
125	Self-Esteem and Autonomic Physiology: Parallels Between Self-Esteem and Cardiac Vagal Tone as Buffers of Threat. <i>Personality and Social Psychology Review</i> , 2008, 12, 370-389.	6.0	37
126	Pearls in the desert: Death reminders provoke immediate derogation of extrinsic goals, but delayed inflation. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 197-203.	2.2	36

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127	Sacred armor: Religion's role as a buffer against the anxieties of life and the fear of death.. , 2013, , 105-122.		36
128	Managing terror when self-worth and worldviews collide: Evidence that mortality salience increases reluctance to self-enhance beyond authorities. Journal of Experimental Social Psychology, 2009, 45, 68-79.	2.2	34
129	Of Trophies and Pillars: Exploring the Terror Management Functions of Short-Term and Long-Term Relationship Partners. Personality and Social Psychology Bulletin, 2010, 36, 1037-1051.	3.0	33
130	Existential isolation, loneliness, and attachment in young adults. Personality and Individual Differences, 2020, 159, 109890.	2.9	33
131	Of Mice and Men, and Objectified Women: A Terror Management Account of Infrahumanization. Group Processes and Intergroup Relations, 2009, 12, 763-776.	3.9	32
132	Defending a Coherent Autobiography: When Past Events Appear Incoherent, Mortality Salience Prompts Compensatory Bolstering of the Past's Significance and the Future's Orderliness. Personality and Social Psychology Bulletin, 2009, 35, 1012-1020.	3.0	31
133	Feeling alone in your subjectivity: Introducing the State Trait Existential Isolation Model (STEIM). Journal of Theoretical Social Psychology, 2019, 3, 146-157.	1.9	31
134	Fatal Distraction: The Impact of Mortality Salience on Dissociative Responses to 9/11 and Subsequent Anxiety Sensitivity. Basic and Applied Social Psychology, 2006, 28, 349-356.	2.1	30
135	EXISTENTIAL ISOLATION, LONELINESS, DEPRESSION, AND SUICIDE IDEATION IN YOUNG ADULTS. Journal of Social and Clinical Psychology, 2020, 39, 641-674.	0.5	26
136	Smearing the opposition: Implicit and explicit stigmatization of the 2008 U.S. Presidential candidates and the current U.S. President.. Journal of Experimental Psychology: General, 2010, 139, 383-398.	2.1	25
137	The moderating role of executive functioning in older adults' responses to a reminder of mortality.. Psychology and Aging, 2012, 27, 256-263.	1.6	24
138	Explaining sex differences in existential isolation research. Personality and Individual Differences, 2018, 134, 283-288.	2.9	24
139	Opening Statements in a Jury Trial: The Effect of Promising More Than the Evidence Can Show ¹ . Journal of Applied Social Psychology, 1981, 11, 434-444.	2.0	23
140	Return of the Living Dead. Psychological Inquiry, 1997, 8, 59-71.	0.9	23
141	Self-esteem and autonomic physiology: Self-esteem levels predict cardiac vagal tone. Journal of Research in Personality, 2010, 44, 573-584.	1.7	23
142	Finding everland: Flight fantasies and the desire to transcend mortality. Journal of Experimental Social Psychology, 2011, 47, 88-102.	2.2	23
143	Hanging On and Letting Go. , 1992, , .		23
144	Toward a Dual-Motive Depth Psychology of Self and Social Behavior. , 1995, , 73-99.		22

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145	Anxiety Concerning Social Exclusion: Innate Response or One Consequence of the Need for Terror Management?. <i>Journal of Social and Clinical Psychology</i> , 1990, 9, 202-213.	0.5	21
146	Depression and the Self-Serving Search for Consensus After Success and Failure. <i>Journal of Social and Clinical Psychology</i> , 1988, 6, 235-244.	0.5	20
147	Converging Toward an Integrated Theory of Self-Esteem: Reply to Crocker and Nuer (2004), Ryan and Deci (2004), and Leary (2004).. <i>Psychological Bulletin</i> , 2004, 130, 483-488.	6.1	20
148	The path or the goal? Decision vs. information focus in biased information seeking after preliminary decisions. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 1180-1186.	2.2	20
149	Evidence for a role of death thought in American attitudes toward symbols of Islam. <i>Journal of Experimental Social Psychology</i> , 2013, 49, 189-194.	2.2	20
150	Existential isolation and death thought accessibility. <i>Journal of Research in Personality</i> , 2019, 82, 103845.	1.7	20
151	Effect of an Encounter with a Black Panhandler on Subsequent Helping for Blacks. <i>Personality and Social Psychology Bulletin</i> , 1982, 8, 664-671.	3.0	19
152	Mortality Salience Effects on the Life Expectancy Estimates of Older Adults as a Function of Neuroticism. <i>Journal of Aging Research</i> , 2010, 2010, 1-8.	0.9	19
153	Mortality salience, religiosity, and indefinite life extension: evidence of a reciprocal relationship between afterlife beliefs and support for forestalling death. <i>Religion, Brain and Behavior</i> , 2018, 8, 31-43.	0.7	19
154	Searching for God: Illness-Related Mortality Threats and Religious Search Volume in Google in 16 Nations. <i>Personality and Social Psychology Bulletin</i> , 2018, 44, 290-303.	3.0	19
155	A self-regulatory perspective on psychopathology and psychotherapy.. <i>Journal of Psychotherapy Integration</i> , 1993, 3, 205-248.	1.1	18
156	Encoding and Retrieval Effects of General Person Characterizations on Memory for Incongruent and Congruent Information. <i>Personality and Social Psychology Bulletin</i> , 1987, 13, 556-567.	3.0	17
157	He Dies, He Scores: Evidence That Reminders of Death Motivate Improved Performance in Basketball. <i>Journal of Sport and Exercise Psychology</i> , 2016, 38, 470-480.	1.2	16
158	The Evil Animal: A Terror Management Theory Perspective on the Human Tendency to Kill Animals. <i>Personality and Social Psychology Bulletin</i> , 2017, 43, 743-757.	3.0	16
159	Analysing classes of motion drive algorithms based on paired comparison techniques. <i>Vehicle System Dynamics</i> , 2009, 47, 1075-1093.	3.7	15
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