

List of Publications by Year in descending order

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93
papers

34,091
citations

22548

61
h-index

53065

89
g-index

94
all docs

94
docs citations

94
times ranked

19400
citing authors

#	ARTICLE	IF	CITATIONS
1	The chameleon effect: The perception-behavior link and social interaction.. Journal of Personality and Social Psychology, 1999, 76, 893-910.	2.6	3,371
2	Automaticity of social behavior: Direct effects of trait construct and stereotype activation on action.. Journal of Personality and Social Psychology, 1996, 71, 230-244.	2.6	2,857
3	The unbearable automaticity of being.. American Psychologist, 1999, 54, 462-479.	3.8	2,685
4	The automated will: Nonconscious activation and pursuit of behavioral goals.. Journal of Personality and Social Psychology, 2001, 81, 1014-1027.	2.6	1,558
5	Plan 9 From Cyberspace: The Implications of the Internet for Personality and Social Psychology. Personality and Social Psychology Review, 2000, 4, 57-75.	3.4	1,186
6	Consequences of Automatic Evaluation: Immediate Behavioral Predispositions to Approach or Avoid the Stimulus. Personality and Social Psychology Bulletin, 1999, 25, 215-224.	1.9	1,172
7	Experiencing Physical Warmth Promotes Interpersonal Warmth. Science, 2008, 322, 606-607.	6.0	1,044
8	Beyond behaviorism: On the automaticity of higher mental processes.. Psychological Bulletin, 2000, 126, 925-945.	5.5	1,019
9	Can You See the Real Me? Activation and Expression of the "True Self" on the Internet. Journal of Social Issues, 2002, 58, 33-48.	1.9	922
10	The Internet and Social Life. Annual Review of Psychology, 2004, 55, 573-590.	9.9	903
11	The Unconscious Mind. Perspectives on Psychological Science, 2008, 3, 73-79.	5.2	872
12	Social Cognition and Social Perception. Annual Review of Psychology, 1987, 38, 369-425.	9.9	779
13	The generality of the automatic attitude activation effect.. Journal of Personality and Social Psychology, 1992, 62, 893-912.	2.6	727
14	Automatic activation of impression formation and memorization goals: Nonconscious goal priming reproduces effects of explicit task instructions.. Journal of Personality and Social Psychology, 1996, 71, 464-478.	2.6	718
15	Priming effects of television food advertising on eating behavior.. Health Psychology, 2009, 28, 404-413.	1.3	715
16	Relationship orientation as a moderator of the effects of social power.. Journal of Personality and Social Psychology, 2001, 80, 173-187.	2.6	624
17	The perception-behavior expressway: Automatic effects of social perception on social behavior. Advances in Experimental Social Psychology, 2001, 33, 1-40.	2.0	601
18	Automatic information processing and social perception: The influence of trait information presented outside of conscious awareness on impression formation.. Journal of Personality and Social Psychology, 1982, 43, 437-449.	2.6	522

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19	Incidental Haptic Sensations Influence Social Judgments and Decisions. <i>Science</i> , 2010, 328, 1712-1715.	6.0	514
20	Nonconscious Behavioral Confirmation Processes: The Self-Fulfilling Consequences of Automatic Stereotype Activation. <i>Journal of Experimental Social Psychology</i> , 1997, 33, 541-560.	1.3	507
21	Coming out in the age of the Internet: Identity "demarginalization" through virtual group participation.. <i>Journal of Personality and Social Psychology</i> , 1998, 75, 681-694.	2.6	507
22	The additive nature of chronic and temporary sources of construct accessibility.. <i>Journal of Personality and Social Psychology</i> , 1986, 50, 869-878.	2.6	506
23	Thinking of you: Nonconscious pursuit of interpersonal goals associated with relationship partners.. <i>Journal of Personality and Social Psychology</i> , 2003, 84, 148-164.	2.6	489
24	Nonconscious processes and health.. <i>Health Psychology</i> , 2013, 32, 460-473.	1.3	476
25	Liking Is for Doing: The Effects of Goal Pursuit on Automatic Evaluation.. <i>Journal of Personality and Social Psychology</i> , 2004, 87, 557-572.	2.6	453
26	Losing Consciousness: Automatic Influences on Consumer Judgment, Behavior, and Motivation. <i>Journal of Consumer Research</i> , 2002, 29, 280-285.	3.5	435
27	The Automatic Evaluation Effect: Unconditional Automatic Attitude Activation with a Pronunciation Task. <i>Journal of Experimental Social Psychology</i> , 1996, 32, 104-128.	1.3	414
28	The Ecology of Automaticity: Toward Establishing the Conditions Needed to Produce Automatic Processing Effects. <i>American Journal of Psychology</i> , 1992, 105, 181.	0.5	401
29	The Role of Consciousness in Priming Effects on Categorization. <i>Personality and Social Psychology Bulletin</i> , 1987, 13, 411-429.	1.9	384
30	Attractiveness of the underling: An automatic powerâ€,â€sex association and its consequences for sexual harassment and aggression.. <i>Journal of Personality and Social Psychology</i> , 1995, 68, 768-781.	2.6	374
31	Material priming: The influence of mundane physical objects on situational construal and competitive behavioral choice. <i>Organizational Behavior and Human Decision Processes</i> , 2004, 95, 83-96.	1.4	365
32	The scaffolded mind: Higher mental processes are grounded in early experience of the physical world. <i>European Journal of Social Psychology</i> , 2009, 39, 1257-1267.	1.5	353
33	The Automatic Evaluation of Novel Stimuli. <i>Psychological Science</i> , 2002, 13, 513-519.	1.8	306
34	Automaticity in social-cognitive processes. <i>Trends in Cognitive Sciences</i> , 2012, 16, 593-605.	4.0	298
35	The Automaticity of Social Life. <i>Current Directions in Psychological Science</i> , 2006, 15, 1-4.	2.8	293
36	Causes and Consequences of Social Interaction on the Internet: A Conceptual Framework. <i>Media Psychology</i> , 1999, 1, 249-269.	2.1	270

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37	The Mythical Number Two. Trends in Cognitive Sciences, 2018, 22, 280-293.	4.0	259
38	Automaticity of chronically accessible constructs in person-situation effects on person perception: It's just a matter of time.. Journal of Personality and Social Psychology, 1988, 55, 599-605.	2.6	246
39	Embodiment in Social Psychology. Topics in Cognitive Science, 2012, 4, 705-716.	1.1	220
40	How social perception can automatically influence behavior. Trends in Cognitive Sciences, 2004, 8, 33-39.	4.0	216
41	The unconscious regulation of emotion: Nonconscious reappraisal goals modulate emotional reactivity.. Emotion, 2009, 9, 847-854.	1.5	207
42	Stereotyping based on apparently individuating information: Trait and global components of sex stereotypes under attention overload. Journal of Experimental Social Psychology, 1991, 27, 26-47.	1.3	200
43	Context-dependent automatic processing in depression: Accessibility of negative constructs with regard to self but not others.. Journal of Personality and Social Psychology, 1988, 54, 925-939.	2.6	197
44	Automatic sources of aggression. Aggression and Violent Behavior, 2002, 7, 53-68.	1.2	193
45	Individual construct accessibility and perceptual selection. Journal of Experimental Social Psychology, 1986, 22, 293-311.	1.3	189
46	The substitutability of physical and social warmth in daily life.. Emotion, 2012, 12, 154-162.	1.5	189
47	The Food Marketing Defense Model: Integrating Psychological Research to Protect Youth and Inform Public Policy. Social Issues and Policy Review, 2009, 3, 211-271.	3.7	184
48	Physical temperature effects on trust behavior: the role of insula. Social Cognitive and Affective Neuroscience, 2011, 6, 507-515.	1.5	158
49	On the Relation between Associative Strength and Automatic Behavior. Journal of Experimental Social Psychology, 2000, 36, 531-544.	1.3	152
50	You Wear Me Out. Psychological Science, 2009, 20, 326-332.	1.8	138
51	The Selfish Goal: Autonomously operating motivational structures as the proximate cause of human judgment and behavior. Behavioral and Brain Sciences, 2014, 37, 121-135.	0.4	126
52	Automatic and Flexible: The Case of Nonconscious Goal Pursuit. Social Cognition, 2009, 27, 20-36.	0.5	119
53	Linking automatic evaluation to mood and information processing style: Consequences for experienced affect, impression formation, and stereotyping.. Journal of Experimental Psychology: General, 2006, 135, 70-77.	1.5	98
54	The Automatic Evaluation of Pictures. Social Cognition, 1999, 17, 76-96.	0.5	87

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55	Automatic Activation of Attachment-Related Goals. <i>Personality and Social Psychology Bulletin</i> , 2006, 32, 1375-1388.	1.9	81
56	After-affects: How automatic evaluations influence the interpretation of subsequent, unrelated stimuli. <i>Journal of Experimental Social Psychology</i> , 2005, 41, 182-191.	1.3	75
57	The essence of conscious conflict: Subjective effects of sustaining incompatible intentions.. <i>Emotion</i> , 2009, 9, 717-728.	1.5	75
58	Subjective aspects of cognitive control at different stages of processing. <i>Attention, Perception, and Psychophysics</i> , 2009, 71, 1807-1824.	0.7	71
59	Awareness of the prime versus awareness of its influence: implications for the real-world scope of unconscious higher mental processes. <i>Current Opinion in Psychology</i> , 2016, 12, 49-52.	2.5	69
60	No sign of quitting: incidental exposure to "no smoking" signs ironically boosts cigarette approach tendencies in smokers. <i>Journal of Applied Social Psychology</i> , 2013, 43, 2158-2162.	1.3	68
61	Occurrence versus moderation of the automatic attitude activation effect: Reply to Fazio.. <i>Journal of Personality and Social Psychology</i> , 1993, 64, 759-765.	2.6	64
62	The Naive Misuse of Power: Nonconscious Sources of Sexual Harassment. <i>Journal of Social Issues</i> , 1995, 51, 85-96.	1.9	63
63	Thinking of you: nonconscious pursuit of interpersonal goals associated with relationship partners. <i>Journal of Personality and Social Psychology</i> , 2003, 84, 148-64.	2.6	61
64	Brighten up: Smiles facilitate perceptual judgment of facial lightness. <i>Journal of Experimental Social Psychology</i> , 2012, 48, 450-452.	1.3	57
65	You Give Me the Chills. <i>Psychological Science</i> , 2012, 23, 772-779.	1.8	56
66	What Is an Output?. <i>Psychological Inquiry</i> , 2010, 21, 354-370.	0.4	52
67	Unconscious Thought Theory and Its Discontents: A Critique of the Critiques. <i>Social Cognition</i> , 2011, 29, 629-647.	0.5	49
68	Beyond Simple Truths: The Human-Internet Interaction. <i>Journal of Social Issues</i> , 2002, 58, 1-8.	1.9	48
69	The Mind in the Middle. , 2014, , 311-344.		43
70	The Historical Origins of Priming as the Preparation of Behavioral Responses: Unconscious Carryover and Contextual Influences of Real-World Importance. <i>Social Cognition</i> , 2014, 32, 209-224.	0.5	42
71	The Selfish Goal: Unintended Consequences of Intended Goal Pursuits. <i>Social Cognition</i> , 2008, 26, 534-554.	0.5	38
72	Use of Priming-Based Interventions to Facilitate Psychological Health. <i>Perspectives on Psychological Science</i> , 2011, 6, 488-492.	5.2	35

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73	The Spontaneous Thoughts of the Night: How Future Tasks Breed Intrusive Cognitions. <i>Social Cognition</i> , 2010, 28, 641-650.	0.5	29
74	The Purpose-Driven Life. <i>Perspectives on Psychological Science</i> , 2010, 5, 323-326.	5.2	18
75	A Test of Multisession Automatic Action Tendency Retraining to Reduce Alcohol Consumption Among Young Adults in the Context of a Human Laboratory Paradigm. <i>Alcoholism: Clinical and Experimental Research</i> , 2018, 42, 803-814.	1.4	16
76	Priming effect of antismoking PSAs on smoking behaviour: a pilot study. <i>Tobacco Control</i> , 2014, 23, 285-290.	1.8	15
77	From the physical to the psychological: Mundane experiences influence social judgment and interpersonal behavior. <i>Behavioral and Brain Sciences</i> , 2010, 33, 267-268.	0.4	12
78	Relating pattern deviancy aversion to stigma and prejudice. <i>Nature Human Behaviour</i> , 2017, 1, 920-927.	6.2	12
79	Unconscious Action Tendencies: Sources of "Un-Integrated" Action. , 2011, , .		11
80	The modern unconscious. <i>World Psychiatry</i> , 2019, 18, 225-226.	4.8	10
81	Does Physical Warmth Prime Social Warmth?. <i>Social Psychology</i> , 2019, 50, 207-210.	0.3	9
82	The perversity of Inanimate Objects: Stimulus Control by Incidental Musical Notation. <i>Social Cognition</i> , 2007, 25, 267-283.	0.5	8
83	Incidental haptic sensations influence judgment of crimes. <i>Scientific Reports</i> , 2018, 8, 6039.	1.6	8
84	Social Psychological Skill and Its Correlates. <i>Social Psychology</i> , 2018, 49, 88-102.	0.3	7
85	Priming primates: Human and otherwise. <i>Behavioral and Brain Sciences</i> , 1998, 21, 685-686.	0.4	6
86	The selfish goal: Self-deception occurs naturally from autonomous goal operation. <i>Behavioral and Brain Sciences</i> , 2011, 34, 27-28.	0.4	5
87	The hidden life of the consumer mind. <i>Consumer Psychology Review</i> , 2022, 5, 3-18.	3.4	5
88	Sophisticated by Design: the Nonconscious Influence of Primed Concepts and Atmospheric Variables on Consumer Preferences. <i>Customer Needs and Solutions</i> , 2016, 3, 48-61.	0.5	4
89	Nisbett and Wilson (1977) Revisited: The Little That We Can Know and Can Tell. <i>Social Cognition</i> , 2016, 34, 167-195.	0.5	3
90	All Aboard! "Social"™ and Nonsocial Priming are the Same Thing*. <i>Psychological Inquiry</i> , 2021, 32, 29-34.	0.4	2

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91	It Was Social Consistency That Mattered All Along. <i>Psychological Inquiry</i> , 2018, 29, 60-62.	0.4	1
92	Multitudes of perspectives: Integrating the Selfish Goal model with views on scientific metaphors, goal systems, and society. <i>Behavioral and Brain Sciences</i> , 2014, 37, 159-175.	0.4	0
93	Neural reuse leads to associative connections between concrete (physical) and abstract (social) concepts and motives. <i>Behavioral and Brain Sciences</i> , 2016, 39, e134.	0.4	0