

Mark Van Vugt

List of Publications by Year in descending order

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Version: 2024-02-01

118
papers

11,191
citations

34105

52
h-index

31849

101
g-index

123
all docs

123
docs citations

123
times ranked

7405
citing authors

#	ARTICLE	IF	CITATIONS
1	COVID-19 and the workplace: Implications, issues, and insights for future research and action.. American Psychologist, 2021, 76, 63-77.	4.2	746
2	Nice Guys Finish First: The Competitive Altruism Hypothesis. Personality and Social Psychology Bulletin, 2006, 32, 1402-1413.	3.0	706
3	Leadership, followership, and evolution: Some lessons from the past.. American Psychologist, 2008, 63, 182-196.	4.2	698
4	Gender Differences in Cooperation and Competition. Psychological Science, 2007, 18, 19-23.	3.3	530
5	Evolutionary Origins of Leadership and Followership. Personality and Social Psychology Review, 2006, 10, 354-371.	6.0	495
6	Social identification effects in social dilemmas: a transformation of motives. European Journal of Social Psychology, 1999, 29, 871-893.	2.4	390
7	The Origins and Evolution of Leadership. Current Biology, 2009, 19, R911-R916.	3.9	388
8	Social Identity as Social Glue: The Origins of Group Loyalty.. Journal of Personality and Social Psychology, 2004, 86, 585-598.	2.8	276
9	Sex differences in cooperation: A meta-analytic review of social dilemmas.. Psychological Bulletin, 2011, 137, 881-909.	6.1	267
10	Exit, voice and loyalty: Analytic and empirical developments. European Journal of Political Research, 2000, 37, 469-495.	4.1	255
11	The Evolutionary Bases for Sustainable Behavior: Implications for Marketing, Policy, and Social Entrepreneurship. Journal of Public Policy and Marketing, 2012, 31, 115-128.	3.4	229
12	Constraining free riding in public goods games: designated solitary punishers can sustain human cooperation. Proceedings of the Royal Society B: Biological Sciences, 2009, 276, 323-329.	2.6	215
13	Conspiracy Theories: Evolved Functions and Psychological Mechanisms. Perspectives on Psychological Science, 2018, 13, 770-788.	9.0	201
14	Car Versus Public Transportation? The Role of Social Value Orientations in a Real-Life Social Dilemma1. Journal of Applied Social Psychology, 1995, 25, 258-278.	2.0	191
15	Leadership in social dilemmas: The effects of group identification on collective actions to provide public goods.. Journal of Personality and Social Psychology, 1999, 76, 587-599.	2.8	183
16	The Evolutionary Mismatch Hypothesis: Implications for Psychological Science. Current Directions in Psychological Science, 2018, 27, 38-44.	5.3	171
17	Averting the Tragedy of the Commons. Current Directions in Psychological Science, 2009, 18, 169-173.	5.3	170
18	From Games to Giving: Social Value Orientation Predicts Donations to Noble Causes. Basic and Applied Social Psychology, 2007, 29, 375-384.	2.1	169

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19	Multilevel Selection Theory and Major Evolutionary Transitions. <i>Current Directions in Psychological Science</i> , 2008, 17, 6-9.	5.3	154
20	Autocratic leadership in social dilemmas: A threat to group stability. <i>Journal of Experimental Social Psychology</i> , 2004, 40, 1-13.	2.2	146
21	Showing Off in Humans: Male Generosity as a Mating Signal. <i>Evolutionary Psychology</i> , 2008, 6, 147470490800600.	0.9	145
22	Commuting by car or public transportation? A social dilemma analysis of travel mode judgements. <i>European Journal of Social Psychology</i> , 1996, 26, 373-395.	2.4	138
23	The height leadership advantage in men and women: Testing evolutionary psychology predictions about the perceptions of tall leaders. <i>Group Processes and Intergroup Relations</i> , 2013, 16, 17-27.	3.9	136
24	The evolution of leader-follower reciprocity: the theory of service-for-prestige. <i>Frontiers in Human Neuroscience</i> , 2014, 8, 363.	2.0	130
25	A Social Dilemma Analysis of Commuting Preferences: The Roles of Social Value Orientation and Trust. <i>Journal of Applied Social Psychology</i> , 1998, 28, 796-820.	2.0	126
26	Facing the situation: Testing a biosocial contingency model of leadership in intergroup relations using masculine and feminine faces. <i>Leadership Quarterly</i> , 2012, 23, 273-280.	5.8	118
27	Sex Differences in the Emergence of Leadership During Competitions Within and Between Groups. <i>Psychological Science</i> , 2008, 19, 854-858.	3.3	117
28	Leadership in Mammalian Societies: Emergence, Distribution, Power, and Payoff. <i>Trends in Ecology and Evolution</i> , 2016, 31, 54-66.	8.7	113
29	Leadership in small-scale societies: Some implications for theory, research, and practice. <i>Leadership Quarterly</i> , 2015, 26, 978-990.	5.8	106
30	The nature of followership: Evolutionary analysis and review. <i>Leadership Quarterly</i> , 2019, 30, 81-95.	5.8	105
31	Intergroup and Intragroup Aspects of Leadership in Social Dilemmas: A Relational Model of Cooperation. <i>Journal of Experimental Social Psychology</i> , 2002, 38, 126-136.	2.2	103
32	Warriors and Peacekeepers: Testing a Biosocial Implicit Leadership Hypothesis of Intergroup Relations Using Masculine and Feminine Faces. <i>PLoS ONE</i> , 2012, 7, e30399.	2.5	102
33	Community Identification Moderating the Impact of Financial Incentives in a Natural Social Dilemma: Water Conservation. <i>Personality and Social Psychology Bulletin</i> , 2001, 27, 1440-1449.	3.0	98
34	The Many Faces of Leadership. <i>Current Directions in Psychological Science</i> , 2015, 24, 484-489.	5.3	94
35	Naturally Green: Harnessing Stone Age Psychological Biases to Foster Environmental Behavior. <i>Social Issues and Policy Review</i> , 2014, 8, 1-32.	6.5	92
36	The evolutionary psychology of leadership. <i>Organizational Psychology Review</i> , 2014, 4, 74-95.	4.3	90

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37	Sex Differences in Intergroup Competition, Aggression, and Warfare. <i>Annals of the New York Academy of Sciences</i> , 2009, 1167, 124-134.	3.8	88
38	Men behaving nicely: Public goods as peacock tails. <i>British Journal of Psychology</i> , 2013, 104, 3-13.	2.3	88
39	Charisma as signal: An evolutionary perspective on charismatic leadership. <i>Leadership Quarterly</i> , 2017, 28, 473-485.	5.8	82
40	Psychology of Human Kin Recognition: Heuristic Cues, Erroneous Inferences, and Their Implications. <i>Review of General Psychology</i> , 2008, 12, 215-235.	3.2	81
41	The age of exploration and exploitation: Younger-looking leaders endorsed for change and older-looking leaders endorsed for stability. <i>Leadership Quarterly</i> , 2014, 25, 805-816.	5.8	71
42	Niche Construction and the Evolution of Leadership. <i>Academy of Management Review</i> , 2015, 40, 291-306.	11.7	70
43	Convergence to consensus in heterogeneous groups and the emergence of informal leadership. <i>Scientific Reports</i> , 2016, 6, 29704.	3.3	69
44	How a Structural Solution to a Real-World Social Dilemma Failed: A Field Experiment on the First Carpool Lane in Europe. <i>Social Psychology Quarterly</i> , 1996, 59, 364.	2.1	67
45	Think Leader, Think White? Capturing and Weakening an Implicit Pro-White Leadership Bias. <i>PLoS ONE</i> , 2014, 9, e83915.	2.5	65
46	The Impact of Personal Metering in the Management of a Natural Resource Crisis: A Social Dilemma Analysis. <i>Personality and Social Psychology Bulletin</i> , 1999, 25, 735-750.	3.0	64
47	It's Not Just What is Said, but When it's Said: A Temporal Account of Verbal Behaviors and Emergent Leadership in Self-Managed Teams. <i>Academy of Management Journal</i> , 2019, 62, 717-738.	6.3	64
48	Do natural landscapes reduce future discounting in humans?. <i>Proceedings of the Royal Society B: Biological Sciences</i> , 2013, 280, 20132295.	2.6	61
49	Predictors of willingness to register as an organ donor among dutch adolescents. <i>Psychology and Health</i> , 2000, 15, 357-368.	2.2	59
50	Unsustainable, unhealthy, or disgusting? Comparing different persuasive messages against meat consumption. <i>Journal of Environmental Psychology</i> , 2018, 58, 63-71.	5.1	57
51	Structural Solutions to Social Dilemmas: A Field Study on Commuters' Willingness to Fund Improvements in Public Transit ¹ . <i>Journal of Applied Social Psychology</i> , 2001, 31, 504-526.	2.0	56
52	An interdependence analysis of commuting decisions. <i>European Journal of Social Psychology</i> , 1997, 27, 441-463.	2.4	55
53	In the eye of the beholder? An eye-tracking experiment on emergent leadership in team interactions. <i>Leadership Quarterly</i> , 2018, 29, 523-532.	5.8	55
54	Central, Individual, or Collective Control?. <i>American Behavioral Scientist</i> , 2002, 45, 783-800.	3.8	49

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55	From Fault Line to Group Fission: Understanding Membership Changes in Small Groups. <i>Personality and Social Psychology Bulletin</i> , 2006, 32, 392-404.	3.0	49
56	A Dual Model of Leadership and Hierarchy: Evolutionary Synthesis. <i>Trends in Cognitive Sciences</i> , 2019, 23, 952-967.	7.8	48
57	Darwin's invisible hand: Market competition, evolution and the firm. <i>Journal of Economic Behavior and Organization</i> , 2013, 90, S128-S140.	2.0	47
58	Gender and Facial Dominance in Gaze Cuing: Emotional Context Matters in the Eyes That We Follow. <i>PLoS ONE</i> , 2013, 8, e59471.	2.5	47
59	Generalized or Origin-Specific Out-Group Prejudice?: The Role of Temporary and Chronic Pathogen-Avoidance Motivation in Intergroup Relations. <i>Evolutionary Psychology</i> , 2019, 17, 147470491982685.	0.9	46
60	Evolutionary approaches to group dynamics: An introduction.. <i>Group Dynamics</i> , 2008, 12, 1-6.	1.2	45
61	Understanding urbanicity: how interdisciplinary methods help to unravel the effects of the city on mental health. <i>Psychological Medicine</i> , 2021, 51, 1099-1110.	4.5	44
62	Selfish or servant leadership? Evolutionary predictions on leadership personalities in coordination games. <i>Personality and Individual Differences</i> , 2011, 51, 231-236.	2.9	39
63	Guns, Germs, and Sex: How Evolution Shaped Our Intergroup Psychology. <i>Social and Personality Psychology Compass</i> , 2009, 3, 927-938.	3.7	37
64	The Status-Size Hypothesis: How Cues of Physical Size and Social Status Influence Each Other. , 2014, , 119-137.		37
65	Hormonal underpinnings of status conflict: Testosterone and cortisol are related to decisions and satisfaction in the hawk-dove game. <i>Hormones and Behavior</i> , 2017, 92, 141-154.	2.1	36
66	Exit, voice and loyalty: Analytic and empirical developments. <i>European Journal of Political Research</i> , 2000, 37, 469-495.	4.1	35
67	LEADERSHIP BY EXAMPLE IN THE WEAK€LINK GAME. <i>Economic Inquiry</i> , 2013, 51, 2028-2043.	1.8	35
68	Hair cortisol and work stress: Importance of workload and stress model (JDCA or ERI). <i>Psychoneuroendocrinology</i> , 2018, 89, 78-85.	2.7	35
69	Basal testosterone, leadership and dominance: A field study and meta-analysis. <i>Psychoneuroendocrinology</i> , 2016, 72, 72-79.	2.7	28
70	A Melding of the Minds: When Primatology Meets Personality and Social Psychology. <i>Personality and Social Psychology Review</i> , 2009, 13, 129-147.	6.0	27
71	Identity and Sustainability: Localized Sense of Community Increases Environmental Engagement. <i>Analyses of Social Issues and Public Policy</i> , 2015, 15, 233-252.	1.7	27
72	Sex differences in trust and trustworthiness: A meta-analysis of the trust game and the gift-exchange game. <i>Journal of Economic Psychology</i> , 2020, 81, 102329.	2.2	27

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73	From genes to minds to cultures: Evolutionary approaches to leadership. <i>Leadership Quarterly</i> , 2020, 31, 101404.	5.8	25
74	The power of reputations: The role of third party information in the admission of new group members.. <i>Group Dynamics</i> , 2008, 12, 155-166.	1.2	24
75	Charismatic leadership and the evolution of cooperation. <i>Evolution and Human Behavior</i> , 2016, 37, 399-406.	2.2	24
76	Despotism, democracy, and the evolutionary dynamics of leadership and followership.. <i>American Psychologist</i> , 2009, 64, 54-56.	4.2	23
77	Obstacles and opportunities for female leadership in mammalian societies: A comparative perspective. <i>Leadership Quarterly</i> , 2020, 31, 101267.	5.8	23
78	Leadership in Organizations: An Evolutionary Perspective. , 2011, , 165-190.		23
79	The Exit of Residential Mobility or the Voice of Political Action? Strategies for Problem Solving in Residential Communities1. <i>Journal of Applied Social Psychology</i> , 2003, 33, 321-338.	2.0	22
80	Sex bias in intergroup conflict and collective movements among social mammals: male warriors and female guides. <i>Philosophical Transactions of the Royal Society B: Biological Sciences</i> , 2022, 377, 20210142.	4.0	21
81	Concerns About the Privatization of Public Goods: A Social Dilemma Analysis. <i>Social Psychology Quarterly</i> , 1997, 60, 355.	2.1	20
82	Sex differences in cooperation and prosocial behavior. <i>Advances in Group Processes</i> , 2009, , 81-103.	0.2	20
83	Is green the new sexy? Romantic of conspicuous conservation. <i>Journal of Environmental Psychology</i> , 2021, 73, 101530.	5.1	20
84	Competitive altruism: a theory of reputation-based cooperation in groups. , 0, , 531-540.		20
85	An Evolutionary Explanation for the Female Leadership Paradox. <i>Frontiers in Ecology and Evolution</i> , 2021, 9, .	2.2	19
86	Leader endorsement in social dilemmas: Comparing the instrumental and relational perspectives. <i>European Review of Social Psychology</i> , 2003, 13, 155-184.	9.4	18
87	Power influences the expression of Honesty-Humility: The power-exploitation affordances hypothesis. <i>Journal of Research in Personality</i> , 2019, 82, 103856.	1.7	18
88	Evolutionary Psychology in the Modern World: Applications, Perspectives, and Strategies. <i>Evolutionary Psychology</i> , 2012, 10, 762-769.	0.9	17
89	Self-interest as self-fulfilling prophecy. <i>Behavioral and Brain Sciences</i> , 2001, 24, 429-430.	0.7	16
90	The Napoleon Complex: When Shorter Men Take More. <i>Psychological Science</i> , 2018, 29, 1134-1144.	3.3	16

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91	Empowering the poor: A field study of the social psychological consequences of receiving autonomy or dependency aid in Panama. <i>British Journal of Social Psychology</i> , 2018, 57, 327-345.	2.8	15
92	Honest Signals of Status: Facial and Bodily Dominance Are Related to Success in Physical but Not Nonphysical Competition. <i>Evolutionary Psychology</i> , 2019, 17, 147470491986316.	0.9	13
93	The triad model of follower needs: theory and review. <i>Current Opinion in Psychology</i> , 2020, 33, 142-147.	4.9	13
94	The evolutionary psychology of climate change behaviors: Insights and applications. <i>Current Opinion in Psychology</i> , 2021, 42, 54-59.	4.9	13
95	The Evolutionary Psychology of Human Prosociality. , 2015, , .		12
96	Acute Stress Reduces Perceived Trustworthiness of Male Racial Outgroup Faces. <i>Adaptive Human Behavior and Physiology</i> , 2017, 3, 282-292.	1.1	11
97	Effect of Collective Self-Esteem on Ingroup Evaluations. <i>Journal of Social Psychology</i> , 1999, 139, 530-532.	1.5	10
98	Leadership and Status in Mammalian Societies: Context Matters. <i>Trends in Cognitive Sciences</i> , 2020, 24, 263-264.	7.8	10
99	Encouraging Pro-Environmental Behaviors Through Children-Based Appeals: A Kin Selection Perspective. <i>Sustainability</i> , 2020, 12, 748.	3.2	10
100	On Faces, Gazes, Votes, and Followers: Evolutionary Psychological and Social Neuroscience Approaches to Leadership. <i>Research and Perspectives in Neurosciences</i> , 2014, , 93-110.	0.4	10
101	A history of war: The role of inter-group conflict in sex differences in aggression. <i>Behavioral and Brain Sciences</i> , 2009, 32, 280-281.	0.7	8
102	The Male Warrior Hypothesis: The Evolutionary Psychology of Intergroup Conflict, Tribal Aggression, and Warfare. , 0, , 291-300.		8
103	Voting for a Male Warrior or Female Peacekeeper? Testing the Evolutionary Contingency Hypothesis in the 2016 U.S. Presidential Elections. <i>Evolutionary Psychology</i> , 2018, 16, 147470491877326.	0.9	8
104	Evolutionary psychology: theoretical foundations for the study of organizations. <i>Journal of Organization Design</i> , 2017, 6, 1.	1.2	7
105	COVID-19 is a moderating variable with its own moderating factors. <i>Industrial and Organizational Psychology</i> , 2021, 14, 149-151.	0.6	7
106	Commuting by car or public transportation? A social dilemma analysis of travel mode judgements. <i>European Journal of Social Psychology</i> , 1996, 26, 373-395.	2.4	7
107	Female leadership: A transdisciplinary perspective. <i>Evolutionary Anthropology</i> , 2019, 28, 160-163.	3.4	6
108	Psychological barriers to effective altruism: An evolutionary perspective. <i>Current Opinion in Psychology</i> , 2022, 44, 130-134.	4.9	6

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109	Gamified Personality Assessment. Zeitschrift Fur Psychologie / Journal of Psychology, 2019, 227, 207-217.	1.0	6
110	Being better than some but not better than average: Self-enhancing comparisons in aerobics. British Journal of Social Psychology, 1998, 37, 185-201.	2.8	5
111	Intergroup Contact and Rice Allocation via a Modified Dictator Game in Rural Cameroon. Field Methods, 2013, 25, 74-90.	0.8	5
112	Remember your crimes: How an appeal to ingroup wrongdoings fosters reconciliation in separatist conflict. British Journal of Social Psychology, 2018, 57, 815-833.	2.8	5
113	When Better Seems Bigger: Perceived Performance of Adult Professional Football Players Is Positively Associated With Perceptions of Their Body Size. Evolutionary Psychology, 2019, 17, 147470491984191.	0.9	4
114	Giving Guys Get the Girls: Men Appear More Desirable to the Opposite Sex When Displaying Costly Donations to the Homeless. Social Sciences, 2020, 9, 141.	1.4	4
115	Evolutionary Group Dynamics. , 2015, , 441-447.		3
116	The origins of leadership. New Scientist, 2008, 198, 42-45.	0.0	2
117	The missing link: Leadership, identity, and the social brain. British Journal of Psychology, 2012, 103, 177-179.	2.3	2
118	Women's implicit bias against threatening male faces: The role of emotion, hormones, and group membership. Hormones and Behavior, 2019, 115, 104548.	2.1	1