

# Mark Van Vugt

## List of Publications by Year in descending order

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Version: 2024-02-01

118  
papers

11,191  
citations

39113

52  
h-index

36203

101  
g-index

123  
all docs

123  
docs citations

123  
times ranked

8428  
citing authors

#	ARTICLE	IF	CITATIONS
1	Psychological barriers to effective altruism: An evolutionary perspective. <i>Current Opinion in Psychology</i> , 2022, 44, 130-134.	2.5	6
2	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.	1.8	21
3	Understanding urbanicity: how interdisciplinary methods help to unravel the effects of the city on mental health. <i>Psychological Medicine</i> , 2021, 51, 1099-1110.	2.7	44
4	Is green the new sexy? Romantic of conspicuous conservation. <i>Journal of Environmental Psychology</i> , 2021, 73, 101530.	2.3	20
5	COVID-19 is a moderating variable with its own moderating factors. <i>Industrial and Organizational Psychology</i> , 2021, 14, 149-151.	0.5	7
6	An Evolutionary Explanation for the Female Leadership Paradox. <i>Frontiers in Ecology and Evolution</i> , 2021, 9, .	1.1	19
7	The evolutionary psychology of climate change behaviors: Insights and applications. <i>Current Opinion in Psychology</i> , 2021, 42, 54-59.	2.5	13
8	COVID-19 and the workplace: Implications, issues, and insights for future research and action.. <i>American Psychologist</i> , 2021, 76, 63-77.	3.8	746
9	Obstacles and opportunities for female leadership in mammalian societies: A comparative perspective. <i>Leadership Quarterly</i> , 2020, 31, 101267.	3.6	23
10	The triad model of follower needs: theory and review. <i>Current Opinion in Psychology</i> , 2020, 33, 142-147.	2.5	13
11	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.	1.1	27
12	Giving Guys Get the Girls: Men Appear More Desirable to the Opposite Sex When Displaying Costly Donations to the Homeless. <i>Social Sciences</i> , 2020, 9, 141.	0.7	4
13	From genes to minds to cultures: Evolutionary approaches to leadership. <i>Leadership Quarterly</i> , 2020, 31, 101404.	3.6	25
14	Leadership and Status in Mammalian Societies: Context Matters. <i>Trends in Cognitive Sciences</i> , 2020, 24, 263-264.	4.0	10
15	Encouraging Pro-Environmental Behaviors Through Children-Based Appeals: A Kin Selection Perspective. <i>Sustainability</i> , 2020, 12, 748.	1.6	10
16	Itâ€™s Not Just What is Said, but When itâ€™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.	4.3	64
17	Women's implicit bias against threatening male faces: The role of emotion, hormones, and group membership. <i>Hormones and Behavior</i> , 2019, 115, 104548.	1.0	1
18	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.	0.6	13

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19	A Dual Model of Leadership and Hierarchy: Evolutionary Synthesis. <i>Trends in Cognitive Sciences</i> , 2019, 23, 952-967.	4.0	48
20	Power influences the expression of Honesty-Humility: The power-exploitation affordances hypothesis. <i>Journal of Research in Personality</i> , 2019, 82, 103856.	0.9	18
21	Female leadership: A transdisciplinary perspective. <i>Evolutionary Anthropology</i> , 2019, 28, 160-163.	1.7	6
22	When Better Seems Bigger: Perceived Performance of Adult Professional Football Players Is Positively Associated With Perceptions of Their Body Size. <i>Evolutionary Psychology</i> , 2019, 17, 147470491984191.	0.6	4
23	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.	0.6	46
24	The nature of followership: Evolutionary analysis and review. <i>Leadership Quarterly</i> , 2019, 30, 81-95.	3.6	105
25	Gamified Personality Assessment. <i>Zeitschrift Fur Psychologie / Journal of Psychology</i> , 2019, 227, 207-217.	0.7	6
26	Hair cortisol and work stress: Importance of workload and stress model (JDCA or ERI). <i>Psychoneuroendocrinology</i> , 2018, 89, 78-85.	1.3	35
27	The Evolutionary Mismatch Hypothesis: Implications for Psychological Science. <i>Current Directions in Psychological Science</i> , 2018, 27, 38-44.	2.8	171
28	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.	1.8	15
29	In the eye of the beholder? An eye-tracking experiment on emergent leadership in team interactions. <i>Leadership Quarterly</i> , 2018, 29, 523-532.	3.6	55
30	Conspiracy Theories: Evolved Functions and Psychological Mechanisms. <i>Perspectives on Psychological Science</i> , 2018, 13, 770-788.	5.2	201
31	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.	0.6	8
32	Remember your crimes: How an appeal to ingroup wrongdoings fosters reconciliation in separatist conflict. <i>British Journal of Social Psychology</i> , 2018, 57, 815-833.	1.8	5
33	The Napoleon Complex: When Shorter Men Take More. <i>Psychological Science</i> , 2018, 29, 1134-1144.	1.8	16
34	Unsustainable, unhealthy, or disgusting? Comparing different persuasive messages against meat consumption. <i>Journal of Environmental Psychology</i> , 2018, 58, 63-71.	2.3	57
35	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.	1.0	36
36	Charisma as signal: An evolutionary perspective on charismatic leadership. <i>Leadership Quarterly</i> , 2017, 28, 473-485.	3.6	82

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37	Acute Stress Reduces Perceived Trustworthiness of Male Racial Outgroup Faces. <i>Adaptive Human Behavior and Physiology</i> , 2017, 3, 282-292.	0.6	11
38	Evolutionary psychology: theoretical foundations for the study of organizations. <i>Journal of Organization Design</i> , 2017, 6, 1.	0.7	7
39	Convergence to consensus in heterogeneous groups and the emergence of informal leadership. <i>Scientific Reports</i> , 2016, 6, 29704.	1.6	69
40	Basal testosterone, leadership and dominance: A field study and meta-analysis. <i>Psychoneuroendocrinology</i> , 2016, 72, 72-79.	1.3	28
41	Charismatic leadership and the evolution of cooperation. <i>Evolution and Human Behavior</i> , 2016, 37, 399-406.	1.4	24
42	Leadership in Mammalian Societies: Emergence, Distribution, Power, and Payoff. <i>Trends in Ecology and Evolution</i> , 2016, 31, 54-66.	4.2	113
43	Identity and Sustainability: Localized Sense of Community Increases Environmental Engagement. <i>Analyses of Social Issues and Public Policy</i> , 2015, 15, 233-252.	1.0	27
44	The Evolutionary Psychology of Human Prosociality. , 2015, , .		12
45	The Many Faces of Leadership. <i>Current Directions in Psychological Science</i> , 2015, 24, 484-489.	2.8	94
46	Evolutionary Group Dynamics. , 2015, , 441-447.		3
47	Niche Construction and the Evolution of Leadership. <i>Academy of Management Review</i> , 2015, 40, 291-306.	7.4	70
48	Leadership in small-scale societies: Some implications for theory, research, and practice. <i>Leadership Quarterly</i> , 2015, 26, 978-990.	3.6	106
49	Think Leader, Think White? Capturing and Weakening an Implicit Pro-White Leadership Bias. <i>PLoS ONE</i> , 2014, 9, e83915.	1.1	65
50	The evolution of leader-follower reciprocity: the theory of service-for-prestige. <i>Frontiers in Human Neuroscience</i> , 2014, 8, 363.	1.0	130
51	Naturally Green: Harnessing Stone Age Psychological Biases to Foster Environmental Behavior. <i>Social Issues and Policy Review</i> , 2014, 8, 1-32.	3.7	92
52	The evolutionary psychology of leadership. <i>Organizational Psychology Review</i> , 2014, 4, 74-95.	3.0	90
53	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.	3.6	71
54	The Status-Size Hypothesis: How Cues of Physical Size and Social Status Influence Each Other. , 2014, , 119-137.		37

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55	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
56	Darwin's invisible hand: Market competition, evolution and the firm. <i>Journal of Economic Behavior and Organization</i> , 2013, 90, S128-S140.	1.0	47
57	Men behaving nicely: Public goods as peacock tails. <i>British Journal of Psychology</i> , 2013, 104, 3-13.	1.2	88
58	Do natural landscapes reduce future discounting in humans?. <i>Proceedings of the Royal Society B: Biological Sciences</i> , 2013, 280, 20132295.	1.2	61
59	Intergroup Contact and Rice Allocation via a Modified Dictator Game in Rural Cameroon. <i>Field Methods</i> , 2013, 25, 74-90.	0.5	5
60	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.	2.4	136
61	LEADERSHIP BY EXAMPLE IN THE WEAK LINK GAME. <i>Economic Inquiry</i> , 2013, 51, 2028-2043.	1.0	35
62	Gender and Facial Dominance in Gaze Cuing: Emotional Context Matters in the Eyes That We Follow. <i>PLoS ONE</i> , 2013, 8, e59471.	1.1	47
63	The Evolutionary Bases for Sustainable Behavior: Implications for Marketing, Policy, and Social Entrepreneurship. <i>Journal of Public Policy and Marketing</i> , 2012, 31, 115-128.	2.2	229
64	Evolutionary Psychology in the Modern World: Applications, Perspectives, and Strategies. <i>Evolutionary Psychology</i> , 2012, 10, 762-769.	0.6	17
65	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.	3.6	118
66	The missing link: Leadership, identity, and the social brain. <i>British Journal of Psychology</i> , 2012, 103, 177-179.	1.2	2
67	Warriors and Peacekeepers: Testing a Biosocial Implicit Leadership Hypothesis of Intergroup Relations Using Masculine and Feminine Faces. <i>PLoS ONE</i> , 2012, 7, e30399.	1.1	102
68	Selfish or servant leadership? Evolutionary predictions on leadership personalities in coordination games. <i>Personality and Individual Differences</i> , 2011, 51, 231-236.	1.6	39
69	Sex differences in cooperation: A meta-analytic review of social dilemmas.. <i>Psychological Bulletin</i> , 2011, 137, 881-909.	5.5	267
70	Leadership in Organizations: An Evolutionary Perspective. , 2011, , 165-190.		23
71	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.	0.4	8
72	Averting the Tragedy of the Commons. <i>Current Directions in Psychological Science</i> , 2009, 18, 169-173.	2.8	170

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73	A Melding of the Minds: When Primatology Meets Personality and Social Psychology. <i>Personality and Social Psychology Review</i> , 2009, 13, 129-147.	3.4	27
74	Constraining free riding in public goods games: designated solitary punishers can sustain human cooperation. <i>Proceedings of the Royal Society B: Biological Sciences</i> , 2009, 276, 323-329.	1.2	215
75	Guns, Germs, and Sex: How Evolution Shaped Our Intergroup Psychology. <i>Social and Personality Psychology Compass</i> , 2009, 3, 927-938.	2.0	37
76	The Origins and Evolution of Leadership. <i>Current Biology</i> , 2009, 19, R911-R916.	1.8	388
77	Sex Differences in Intergroup Competition, Aggression, and Warfare. <i>Annals of the New York Academy of Sciences</i> , 2009, 1167, 124-134.	1.8	88
78	Despotism, democracy, and the evolutionary dynamics of leadership and followership.. <i>American Psychologist</i> , 2009, 64, 54-56.	3.8	23
79	Sex differences in cooperation and prosocial behavior. <i>Advances in Group Processes</i> , 2009, , 81-103.	0.1	20
80	Multilevel Selection Theory and Major Evolutionary Transitions. <i>Current Directions in Psychological Science</i> , 2008, 17, 6-9.	2.8	154
81	The origins of leadership. <i>New Scientist</i> , 2008, 198, 42-45.	0.0	2
82	Showing Off in Humans: Male Generosity as a Mating Signal. <i>Evolutionary Psychology</i> , 2008, 6, 147470490800600.	0.6	145
83	Sex Differences in the Emergence of Leadership During Competitions Within and Between Groups. <i>Psychological Science</i> , 2008, 19, 854-858.	1.8	117
84	Leadership, followership, and evolution: Some lessons from the past.. <i>American Psychologist</i> , 2008, 63, 182-196.	3.8	698
85	Evolutionary approaches to group dynamics: An introduction.. <i>Group Dynamics</i> , 2008, 12, 1-6.	0.7	45
86	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.	0.7	24
87	Psychology of Human Kin Recognition: Heuristic Cues, Erroneous Inferences, and Their Implications. <i>Review of General Psychology</i> , 2008, 12, 215-235.	2.1	81
88	From Games to Giving: Social Value Orientation Predicts Donations to Noble Causes. <i>Basic and Applied Social Psychology</i> , 2007, 29, 375-384.	1.2	169
89	Gender Differences in Cooperation and Competition. <i>Psychological Science</i> , 2007, 18, 19-23.	1.8	530
90	From Fault Line to Group Fission: Understanding Membership Changes in Small Groups. <i>Personality and Social Psychology Bulletin</i> , 2006, 32, 392-404.	1.9	49

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91	Evolutionary Origins of Leadership and Followership. <i>Personality and Social Psychology Review</i> , 2006, 10, 354-371.	3.4	495
92	Nice Guys Finish First: The Competitive Altruism Hypothesis. <i>Personality and Social Psychology Bulletin</i> , 2006, 32, 1402-1413.	1.9	706
93	Social Identity as Social Glue: The Origins of Group Loyalty.. <i>Journal of Personality and Social Psychology</i> , 2004, 86, 585-598.	2.6	276
94	Autocratic leadership in social dilemmas: A threat to group stability. <i>Journal of Experimental Social Psychology</i> , 2004, 40, 1-13.	1.3	146
95	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.	1.3	22
96	Leader endorsement in social dilemmas: Comparing the instrumental and relational perspectives. <i>European Review of Social Psychology</i> , 2003, 13, 155-184.	5.8	18
97	Central, Individual, or Collective Control?. <i>American Behavioral Scientist</i> , 2002, 45, 783-800.	2.3	49
98	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.	1.3	103
99	Self-interest as self-fulfilling prophecy. <i>Behavioral and Brain Sciences</i> , 2001, 24, 429-430.	0.4	16
100	Structural Solutions to Social Dilemmas: A Field Study on Commuters' Willingness to Fund Improvements in Public Transit1. <i>Journal of Applied Social Psychology</i> , 2001, 31, 504-526.	1.3	56
101	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.	1.9	98
102	Predictors of willingness to register as an organ donor among dutch adolescents. <i>Psychology and Health</i> , 2000, 15, 357-368.	1.2	59
103	Exit, voice and loyalty: Analytic and empirical developments. <i>European Journal of Political Research</i> , 2000, 37, 469-495.	2.9	255
104	Exit, voice and loyalty: Analytic and empirical developments. <i>European Journal of Political Research</i> , 2000, 37, 469-495.	2.9	35
105	Effect of Collective Self-Esteem on Ingroup Evaluations. <i>Journal of Social Psychology</i> , 1999, 139, 530-532.	1.0	10
106	Social identification effects in social dilemmas: a transformation of motives. <i>European Journal of Social Psychology</i> , 1999, 29, 871-893.	1.5	390
107	Leadership in social dilemmas: The effects of group identification on collective actions to provide public goods.. <i>Journal of Personality and Social Psychology</i> , 1999, 76, 587-599.	2.6	183
108	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.	1.9	64

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109	A Social Dilemma Analysis of Commuting Preferences: The Roles of Social Value Orientation and Trust <sup>1</sup> . <i>Journal of Applied Social Psychology</i> , 1998, 28, 796-820.	1.3	126
110	Being better than some but not better than average: Self-enhancing comparisons in aerobics. <i>British Journal of Social Psychology</i> , 1998, 37, 185-201.	1.8	5
111	Concerns About the Privatization of Public Goods: A Social Dilemma Analysis. <i>Social Psychology Quarterly</i> , 1997, 60, 355.	1.4	20
112	An interdependence analysis of commuting decisions. <i>European Journal of Social Psychology</i> , 1997, 27, 441-463.	1.5	55
113	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.	1.4	67
114	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.	1.5	138
115	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.	1.5	7
116	Car Versus Public Transportation? The Role of Social Value Orientations in a Real-Life Social Dilemma <sup>1</sup> . <i>Journal of Applied Social Psychology</i> , 1995, 25, 258-278.	1.3	191
117	The Male Warrior Hypothesis: The Evolutionary Psychology of Intergroup Conflict, Tribal Aggression, and Warfare. , 0, , 291-300.		8
118	Competitive altruism: a theory of reputation-based cooperation in groups. , 0, , 531-540.		20