Gail D Heyman

List of Publications by Year
in descending order

124 papers	4,625 citations	94269 37 h-index	118652 62 g-index
125 all docs	125 docs citations	125 times ranked	2121 citing authors

#	Article	IF	Citations
1	Carrot-Eaters and Creature-Believers: The Effects of Lexicalization on Children's Inferences About Social Categories. Psychological Science, 1999, 10, 489-493.	1.8	245
2	Achievement goals and intrinsic motivation: Their relation and their role in adaptive motivation. Motivation and Emotion, 1992, 16, 231-247.	0.8	229
3	Young Children's Vulnerability to Self-Blame and Helplessness: Relationship to Beliefs about Goodness. Child Development, 1992, 63, 401-415.	1.7	151
4	Preschool Children's Use of Trait Labels to Make Inductive Inferences. Journal of Experimental Child Psychology, 2000, 77, 1-19.	0.7	146
5	Young Children's Vulnerability to Self-Blame and Helplessness: Relationship to Beliefs about Goodness. Child Development, 1992, 63, 401.	1.7	138
6	The Use of Trait Labels in Making Psychological Inferences. Child Development, 1999, 70, 604-619.	1.7	134
7	Children's Thinking about Traits: Implications for Judgments of the Self and Others. Child Development, 1998, 69, 391-403.	1.7	124
8	Young Children's Beliefs About the Relationship Between Gender and Aggressive Behavior. Child Development, 2005, 76, 107-121.	1.7	121
9	The Development of Distrust. Child Development, 2011, 82, 1372-1380.	1.7	117
10	Developmental Changes in the Coherence of Essentialist Beliefs About Psychological Characteristics. Child Development, 2007, 78, 757-774.	1.7	106
11	Preschoolers' Ability to Make Dispositional Predictions Within and Across Domain.. Social Development, 1997, 6, 53-75.	0.8	96
12	Beliefs about the origins of human psychological traits.. Developmental Psychology, 2000, 36, 663-678.	1.2	96
13	Source Monitoring Reduces the Suggestibility of Preschool Children. Psychological Science, 2002, 13, 288-291.	1.8	96
14	Young children use motive information to make trait inferences.. Developmental Psychology, 1998, 34, 310-321.	1.2	93
15	Gender and Psychological Essentialism. Enfance, 2006, 58, 293.	0.1	87
16	Children's Critical Thinking When Learning From Others. Current Directions in Psychological Science, 2008, 17, 344-347.	2.8	85
17	Preschool Children's Reasoning About Ability. Child Development, 2003, 74, 516-534.	1.7	81
18	Children's Evaluation of Sources of Information About Traits.. Developmental Psychology, 2005, 41, 636-647.	1.2	78

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19	Children's Reasoning about Lie‐telling and Truth‐telling in Politeness Contexts. Social Development, 2009, 18, 728-746.	0.8	73
20	Young children with a positive reputation to maintain are less likely to cheat. Developmental Science, 2016, 19, 275-283.	1.3	71
21	Parenting by lying. Journal of Moral Education, 2009, 38, 353-369.	0.9	67
22	In the absence of conflicting testimony young children trust inaccurate informants. Developmental Science, 2014, 17, 443-451.	1.3	66
23	Implicit Racial Biases in Preschool Children and Adults From Asia and Africa. Child Development, 2016, 87, 285-296.	1.7	62
24	Children's reasoning about physics within and across ontological kinds. Cognition, 2003, 89, 43-61.	1.1	61
25	Children's Sensitivity to Ulterior Motives When Evaluating Prosocial Behavior. Cognitive Science, 2014, 38, 683-700.	0.8	58
26	Young Children's Trust in Overtly Misleading Advice. Cognitive Science, 2013, 37, 646-667.	0.8	56
27	Perceptual individuation training (but not mere exposure) reduces implicit racial bias in preschool children.. Developmental Psychology, 2017, 53, 845-859.	1.2	56
28	Evaluating Claims People Make About Themselves: The Development of Skepticism. Child Development, 2007, 78, 367-375.	1.7	55
29	Collaboration promotes proportional reasoning about resource distribution in young children.. Developmental Psychology, 2011, 47, 1230-1238.	1.2	55
30	Preschool children's use of novel predicates to make inductive inferences about people. Cognitive Development, 2000, 15, 263-280.	0.7	53
31	Preschoolers' Beliefs About the Stability of Antisocial Behavior: Implications for Navigating Social Challenges. Social Development, 2003, 12, 182-197.	0.8	50
32	Children's Beliefs About Gender Differences in the Academic and Social Domains. Sex Roles, 2004, 50, 227-239.	1.4	49
33	Chinese children's evaluations of white lies: Weighing the consequences for recipients. Journal of Experimental Child Psychology, 2011, 108, 308-321.	0.7	49
34	Selective trust: Children's use of intention and outcome of past testimony.. Developmental Psychology, 2013, 49, 439-445.	1.2	49
35	Valence Effects in Reasoning about Evaluative Traits. Merrill-Palmer Quarterly, 2004, 50, 86-109.	0.3	47
36	Instrumental lying by parents in the US and China. International Journal of Psychology, 2013, 48, 1176-1184.	1.7	46

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37	Children trust people who lie to benefit others. Journal of Experimental Child Psychology, 2015, 129, 127-139.	0.7	44
38	Reasoning about the disclosure of success and failure to friends among children in the United States and China.. Developmental Psychology, 2008, 44, 908-918.	1.2	43
39	Praising Young Children for Being Smart Promotes Cheating. Psychological Science, 2017, 28, 1868-1870.	1.8	40
40	Learning to Be Unsung Heroes: Development of Reputation Management in Two Cultures. Child Development, 2016, 87, 689-699.	1.7	39
41	Eliciting promises from children reduces cheating. Journal of Experimental Child Psychology, 2015, 139, 242-248.	0.7	38
42	Telling young children they have a reputation for being smart promotes cheating. Developmental Science, 2018, 21, e12585.	1.3	38
43	Racial Categorization Predicts Implicit Racial Bias in Preschool Children. Child Development, 2019, 90, 162-179.	1.7	35
44	Children's moral evaluations of reporting the transgressions of peers: Age differences in evaluations of tattling.. Developmental Psychology, 2011, 47, 1757-1762.	1.2	33
45	Children spontaneously police adults' transgressions. Journal of Experimental Child Psychology, 2016, 150, 155-164.	0.7	32
46	Children's Evaluation of Other People's Self-Descriptions. Social Development, 2007, 16, 800-818.	0.8	31
47	Reasoning about modesty among adolescents and adults in China and the U.S.. Journal of Adolescence, 2011, 34, 599-608.	1.2	31
48	Promoting honesty in young children through observational learning. Journal of Experimental Child Psychology, 2018, 167, 234-245.	0.7	31
49	Talking about success: Implications for achievement motivation. Journal of Applied Developmental Psychology, 2008, 29, 361-370.	0.8	30
50	A Long-Term Effect of Perceptual Individuation Training on Reducing Implicit Racial Bias in Preschool Children. Child Development, 2019, 90, e290-e305.	1.7	30
51	Children's Interpretation of Ambiguous Behavior: Evidence for a 'Boys are Bad' Bias. Social Development, 2001, 10, 230-247.	0.8	29
52	The Spanish ser/estar distinction in bilingual children's reasoning about human psychological characteristics.. Developmental Psychology, 2002, 38, 407-417.	1.2	27
53	Young children's use of honesty as a basis for selective trust. Journal of Experimental Child Psychology, 2014, 117, 59-72.	0.7	27
54	Japanese and American children's moral evaluations of reporting on transgressions.. Developmental Psychology, 2014, 50, 1520-1531.	1.2	27

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55	Japanese and American Children's Reasoning about Accepting Credit for Prosocial Behavior. Social Development, 2011, 20, 171-184.	0.8	26
56	Children's reasoning about traits. Advances in Child Development and Behavior, 2009, 37, 105-143.	0.7	24
57	Chinese children's moral evaluation of lies and truthsâ€"roles of context and parental individualismâ€"collectivism tendencies. Infant and Child Development, 2010, 19, 498-515.	0.9	24
58	Generalized trust predicts young childrenâ€™s willingness to delay gratification. Journal of Experimental Child Psychology, 2018, 169, 118-125.	0.7	23
59	Speaking a tone language enhances musical pitch perception in 3â€"5â€year â€olds. Developmental Science, 2018, 21, e12503.	1.3	23
60	Young children discover how to deceive in 10 Âdays: a microgenetic study. Developmental Science, 2018, 21, e12566.	1.3	23
61	Context sensitivity in children's reasoning about ability across the elementary school years. Developmental Science, 2006, 9, 616-627.	1.3	22
62	The role of honesty and benevolence in childrenâ€™s judgments of trustworthiness. International Journal of Behavioral Development, 2013, 37, 257-265.	1.3	22
63	Beyond the Rainbow: Retrieval Practice Leads to Better Spelling than does Rainbow Writing. Educational Psychology Review, 2016, 28, 385-400.	5.1	22
64	Context shapes early diversity in abstract thought. Proceedings of the National Academy of Sciences of the United States of America, 2019, 116, 13891-13896.	3.3	21
65	Parenting by lying in childhood is associated with negative developmental outcomes in adulthood. Journal of Experimental Child Psychology, 2020, 189, 104680.	0.7	20
66	Academic dishonesty and its relations to peer cheating and culture: A meta-analysis of the perceived peer cheating effect. Educational Research Review, 2022, 36, 100455.	4.1	19
67	Children are sensitive to reputation when giving to both ingroup and outgroup members. Journal of Experimental Child Psychology, 2020, 194, 104814.	0.7	18
68	Young children selectively seek help when solving problems. Journal of Experimental Child Psychology, 2013, 115, 570-578.	0.7	17
69	The roles of feedback and working memory in childrenâ€™s reference production. Journal of Experimental Child Psychology, 2016, 150, 180-193.	0.7	17
70	Rethinking the Emergence and Development of Implicit Racial Bias: A Perceptual-Social Linkage Hypothesis. , 2017, , 27-46.		17
71	Young children are more likely to cheat after overhearing that a classmate is smart. Developmental Science, 2020, 23, e12930.	1.3	17
72	Delay of Gratification as Reputation Management. Psychological Science, 2020, 31, 1174-1182.	1.8	17

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73	When to Cry Over Spilled Milk: Young Children's Use of Category Information to Guide Inferences About Ambiguous Behavior. Journal of Cognition and Development, 2004, 5, 359-382.	0.6	16
74	Children's Thinking about Traits: Implications for Judgments of the Self and Others. Child Development, 1998, 69, 391.	1.7	15
75	Learning to deceive has cognitive benefits. Journal of Experimental Child Psychology, 2018, 176, 26-38.	0.7	15
76	Judging a Book by Its Cover: Children's Facial Trustworthiness as Judged by Strangers Predicts Their Real‐World Trustworthiness and Peer Relationships. Child Development, 2019, 90, 562-575.	1.7	15
77	The moral barrier effect: Real and imagined barriers can reduce cheating. Proceedings of the National Academy of Sciences of the United States of America, 2020, 117, 19101-19107.	3.3	15
78	Conceptions of aggression and withdrawal in early childhood. Infant and Child Development, 2004, 13, 407-421.	0.9	14
79	Preschoolers use trait-relevant information to evaluate the appropriateness of an aggressive response. Aggressive Behavior, 2005, 31, 498-509.	1.5	14
80	Young children's beliefs about self‐disclosure of performance failure and success. British Journal of Developmental Psychology, 2015, 33, 123-135.	0.9	14
81	Using environmental nudges to reduce academic cheating in young children. Developmental Science, 2021, 24, e13108.	1.3	14
82	Children's Reputation Management: Learning to Identify What Is Socially Valued and Acting Upon It. Current Directions in Psychological Science, 2021, 30, 315-320.	2.8	14
83	Exposure to Parenting by Lying in Childhood: Associations with Negative Outcomes in Adulthood. Frontiers in Psychology, 2017, 8, 1240.	1.1	13
84	Selective skepticism: American and Chinese children's reasoning about evaluative academic feedback.. Developmental Psychology, 2013, 49, 543-553.	1.2	12
85	Cheating in the name of others: Offering prosocial justifications promotes unethical behavior in young children. Journal of Experimental Child Psychology, 2019, 177, 187-196.	0.7	12
86	Children's Intergroup Attitudes: Insights From Iran. Child Development, 2020, 91, 1733-1744.	1.7	12
87	The Spanish ser/estar distinction in bilingual children's reasoning about human psychological characteristics. Developmental Psychology, 2002, 38, 407-17.	1.2	12
88	Children's evaluation of public and private generosity and its relation to behavior: Evidence from China. Journal of Experimental Child Psychology, 2016, 150, 16-30.	0.7	11
89	Effects of Trust and Threat Messaging on Academic Cheating: A Field Study. Psychological Science, 2021, 32, 735-742.	1.8	11
90	Young Children Selectively Hide the Truth About Sensitive Topics. Cognitive Science, 2020, 44, e12824.	0.8	10

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91	Children's reasoning about evaluative feedback. British Journal of Developmental Psychology, 2009, 27, 875-890.	0.9	9
92	Social Cognitive Development: Learning from Others. , 2013, , .		9
93	Reasoning About Trust Among Individuals With Williams Syndrome. American Journal on Intellectual and Developmental Disabilities, 2015, 120, 527-541.	0.8	9
94	Modesty can promote trust: Evidence from China. Social Development, 2019, 28, 218-233.	0.8	9
95	Susceptibility to Being Lured Away by a Stranger: A Real-World Field Test of Selective Trust in Early Childhood. Psychological Science, 2020, 31, 1488-1496.	1.8	9
96	Moral Evaluations of Lying for One's Own Group. Infant and Child Development, 2016, 25, 355-370.	0.9	8
97	Young children show more vigilance against individuals with poor knowledge than those with antisocial motives. Infant and Child Development, 2018, 27, e2078.	0.9	8
98	Trustworthiness and Ideological Similarity (But Not Ideology) Promote Empathy. Personality and Social Psychology Bulletin, 2021, 47, 1452-1465.	1.9	8
99	Are there limits to collectivism? Culture and children's reasoning about lying to conceal a group transgression. Infant and Child Development, 2010, 19, 422-442.	0.9	7
100	Children approve of lying to benefit another person's reputation. Cognitive Development, 2020, 56, 100960.	0.7	7
101	Overheard conversations can influence children's generosity. Developmental Science, 2021, 24, e13068.	1.3	7
102	Young children's lying and early mental state understanding. Infant and Child Development, 2020, 29, e2197.	0.9	6
103	Children acknowledge physical constraints less when actors behave stereotypically: Gender stereotypes as a case study. Child Development, 2022, 93, 72-83.	1.7	6
104	Promoting honesty through overheard conversations.. Developmental Psychology, 2020, 56, 1073-1079.	1.2	6
105	Training young children in strategic deception promotes epistemic vigilance.. Developmental Psychology, 2022, 58, 1128-1138.	1.2	6
106	Children's Beliefs About Self-disclosure to Friends Regarding Academic Achievement. Social Development, 2015, 24, 128-141.	0.8	5
107	Hiding effort to gain a competitive advantage: Evidence from China. International Journal of Psychology, 2018, 53, 228-236.	1.7	5
108	Linking young children's teaching to their reasoning of mental states: Evidence from Singapore. Journal of Experimental Child Psychology, 2021, 209, 105175.	0.7	5

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109	Young children form generalized attitudes based on a single encounter with an outgroup member. Developmental Science, 2022, 25, e13191.	1.3	5
110	Effects of test difficulty messaging on academic cheating among middle school children. Journal of Experimental Child Psychology, 2022, 220, 105417.	0.7	5
111	Children's Developing Ability to Resolve Disagreements by Integrating Perspectives. Child Development, 2021, 92, e1228-e1241.	1.7	4
112	Subtle Alterations of the Physical Environment Can Nudge Young Children to Cheat Less. Developmental Science, 2021, , e13190.	1.3	4
113	Children's judgements of positive claims people make about themselves. Infant and Child Development, 2021, 30, e2212.	0.9	3
114	Age-related differences in implicit and explicit racial biases in Cameroonians.. Developmental Psychology, 2021, 57, 386-396.	1.2	3
115	The developmental origins of a default moral response: A shift from honesty to dishonesty. Child Development, 2022, 93, 1154-1161.	1.7	3
116	Dishonesty in young children. , 2019, , 17-29.		2
117	Young children selectively ignore quality to promote self-interest. Journal of Experimental Child Psychology, 2019, 188, 104679.	0.7	2
118	The role of individuation in the development of intergroup relations. Infant and Child Development, 2019, 28, e2121.	0.9	2
119	Using neuroscience and behavioural data to tailor visual environments for infants and children. Intelligent Buildings International, 2013, 5, 79-93.	1.3	1
120	Strategic communication related to academic performance: Evidence from <scp>C</scp>hina. British Journal of Developmental Psychology, 2017, 35, 469-475.	0.9	0
121	Dataset on childhood exposure to parenting by lying and its associations with adulthood psychosocial outcomes in a Singapore sample. Data in Brief, 2019, 26, 104472.	0.5	0
122	The neural correlates of Chinese children's spontaneous trait inferences: Behavioral and electrophysiological evidence. PsyCh Journal, 2020, 9, 853-863.	0.5	0
123	Cross-Sectional and Longitudinal Associations Among Children's Interpersonal Trust, Reputation for Trustworthiness, and Relationship Closeness. Frontiers in Psychology, 2021, 12, 634540.	1.1	0
124	Children´s Critical Assessment of the Reliability of Others. , 2012, , 530-531.		0