

# Gregory R Maio

## List of Publications by Year in descending order

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Version: 2024-02-01

98  
papers

5,806  
citations

94269

37  
h-index

85405

71  
g-index

109  
all docs

109  
docs citations

109  
times ranked

4582  
citing authors

#	ARTICLE	IF	CITATIONS
1	Stereotype content model across cultures: Towards universal similarities and some differences. <i>British Journal of Social Psychology</i> , 2009, 48, 1-33.	1.8	670
2	The Need for Affect: Individual Differences in the Motivation to Approach or Avoid Emotions. <i>Journal of Personality</i> , 2001, 69, 583-614.	1.8	327
3	Self-interest and pro-environmental behaviour. <i>Nature Climate Change</i> , 2013, 3, 122-125.	8.1	273
4	Changing, priming, and acting on values: Effects via motivational relations in a circular model.. <i>Journal of Personality and Social Psychology</i> , 2009, 97, 699-715.	2.6	251
5	Ambivalence and Persuasion: The Processing of Messages about Immigrant Groups. <i>Journal of Experimental Social Psychology</i> , 1996, 32, 513-536.	1.3	238
6	Communal narcissism.. <i>Journal of Personality and Social Psychology</i> , 2012, 103, 854-878.	2.6	237
7	The Impact of Intergroup Emotions on Forgiveness in Northern Ireland. <i>Group Processes and Intergroup Relations</i> , 2007, 10, 119-136.	2.4	231
8	Values as truisms: Evidence and implications.. <i>Journal of Personality and Social Psychology</i> , 1998, 74, 294-311.	2.6	181
9	Relations between Values, Attitudes, and Behavioral Intentions: The Moderating Role of Attitude Function. <i>Journal of Experimental Social Psychology</i> , 1995, 31, 266-285.	1.3	174
10	Mental Representations of Social Values. <i>Advances in Experimental Social Psychology</i> , 2010, , 1-43.	2.0	153
11	Should Persuasion Be Affective or Cognitive? The Moderating Effects of Need for Affect and Need for Cognition. <i>Personality and Social Psychology Bulletin</i> , 2008, 34, 769-778.	1.9	142
12	Addressing Discrepancies between Values and Behavior: The Motivating Effect of Reasons. <i>Journal of Experimental Social Psychology</i> , 2001, 37, 104-117.	1.3	113
13	Pleasure and pressure based prosocial motivation: Divergent relations to subjective well-being. <i>Journal of Research in Personality</i> , 2008, 42, 399-420.	0.9	109
14	The importance of (shared) human values for containing the COVID-19 pandemic. <i>British Journal of Social Psychology</i> , 2020, 59, 618-627.	1.8	104
15	Man, I feel like a woman: When and how gender-role motivation helps mind-reading.. <i>Journal of Personality and Social Psychology</i> , 2008, 95, 1165-1179.	2.6	102
16	A Short Measure of the Need for Affect. <i>Journal of Personality Assessment</i> , 2012, 94, 418-426.	1.3	101
17	Value-attitude-behaviour relations: The moderating role of attitude functions. <i>British Journal of Social Psychology</i> , 1994, 33, 301-312.	1.8	94
18	Unraveling the role of forgiveness in family relationships.. <i>Journal of Personality and Social Psychology</i> , 2008, 94, 307-319.	2.6	90

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19	Responses to interpersonal transgressions in families: Forgivingness, forgivability, and relationship-specific effects.. Journal of Personality and Social Psychology, 2005, 89, 375-394.	2.6	87
20	“How much do you like your name?” An implicit measure of global self-esteem. Journal of Experimental Social Psychology, 2008, 44, 1346-1354.	1.3	76
21	The Role of Attitudinal Ambivalence in Susceptibility to Consensus Information. Basic and Applied Social Psychology, 2001, 23, 197-205.	1.2	75
22	The Vulnerability of Values to Attack: Inoculation of Values and Value-Relevant Attitudes. Personality and Social Psychology Bulletin, 2003, 29, 63-75.	1.9	67
23	Rankings, Ratings, and the Measurement of Values: Evidence for the Superior Validity of Ratings. Basic and Applied Social Psychology, 1996, 18, 171-181.	1.2	66
24	The utility of open-ended measures to assess intergroup ambivalence.. Canadian Journal of Behavioural Science, 1996, 28, 12-18.	0.5	65
25	Expanding the Assessment of Attitude Components and Structure: The Benefits of Open-ended Measures. European Review of Social Psychology, 2002, 12, 71-101.	5.8	64
26	Sensitivity to reward and punishment: Associations with diet, alcohol consumption, and smoking. Personality and Individual Differences, 2015, 72, 79-84.	1.6	62
27	The Formation of Attitudes Toward New Immigrant Groups1. Journal of Applied Social Psychology, 1994, 24, 1762-1776.	1.3	58
28	Cultural Estrangement: The Role of Personal and Societal Value Discrepancies. Personality and Social Psychology Bulletin, 2006, 32, 78-92.	1.9	57
29	Basic human values: Inter-value structure in memory. Journal of Experimental Social Psychology, 2007, 43, 458-465.	1.3	56
30	The Epistemic-Teleologic Model of Deliberate Self-Persuasion. Personality and Social Psychology Review, 2007, 11, 46-67.	3.4	54
31	Social Psychological Factors in Lifestyle Change and Their Relevance to Policy. Social Issues and Policy Review, 2007, 1, 99-137.	3.7	54
32	Attitudinal Ambivalence Toward Parents and Attachment Style. Personality and Social Psychology Bulletin, 2000, 26, 1451-1464.	1.9	52
33	Cross-Cultural Differences and Similarities in Human Value Instantiation. Frontiers in Psychology, 2018, 9, 849.	1.1	49
34	The Psychology of Human Values. , 0, , .		48
35	Ideologies, Values, Attitudes, and Behavior. , 2006, , 283-308.		47
36	A new way to look at the data: Similarities between groups of people are large and important.. Journal of Personality and Social Psychology, 2019, 116, 541-562.	2.6	47

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37	Attachment models of the self and others: Relations with self-esteem, humanity-esteem, and parental treatment. <i>Personal Relationships</i> , 2004, 11, 281-303.	0.9	45
38	Examining conflict between components of attitudes: Ambivalence and inconsistency are distinct constructs.. <i>Canadian Journal of Behavioural Science</i> , 2000, 32, 71-83.	0.5	39
39	Applying the value of equality unequally: Effects of value instantiations that vary in typicality.. <i>Journal of Personality and Social Psychology</i> , 2009, 97, 598-614.	2.6	39
40	Anti-immigrant prejudice: Understanding the roles of (perceived) values and value dissimilarity.. <i>Journal of Personality and Social Psychology</i> , 2019, 117, 925-953.	2.6	36
41	The Social Consequences of Affirmative Action: Deleterious Effects on Perceptions of Groups. <i>Personality and Social Psychology Bulletin</i> , 1998, 24, 65-74.	1.9	33
42	Examining conflict between components of attitudes: Ambivalence and inconsistency are distinct constructs.. <i>Canadian Journal of Behavioural Science</i> , 2000, 32, 58-70.	0.5	33
43	Telling Jokes That Disparage Social Groups: Effects on the Joke Teller's Stereotypes <sup>1</sup> . <i>Journal of Applied Social Psychology</i> , 1997, 27, 1986-2000.	1.3	32
44	Effects of Intergroup Ambivalence on Information Processing: The Role of Physiological Arousal. <i>Group Processes and Intergroup Relations</i> , 2001, 4, 355-372.	2.4	32
45	The Need to Belong Can Motivate Belief in God. <i>Journal of Personality</i> , 2012, 80, 465-501.	1.8	32
46	On attitudes towards humanity and climate change: The effects of humanity esteem and self-transcendence values on environmental concerns. <i>European Journal of Social Psychology</i> , 2014, 44, 496-506.	1.5	32
47	An Empirical Comparison of Human Value Models. <i>Frontiers in Psychology</i> , 2018, 9, 1643.	1.1	32
48	Conceptualizing leadership perceptions as attitudes: Using attitude theory to further understand the leadership process. <i>Leadership Quarterly</i> , 2015, 26, 910-934.	3.6	31
49	Effects of Introspection About Reasons for Values: Extending Research on Values-as-Truisms. <i>Social Cognition</i> , 2003, 21, 1-25.	0.5	30
50	The Role of Affective and Cognitive Individual Differences in Social Perception. <i>Personality and Social Psychology Bulletin</i> , 2016, 42, 798-810.	1.9	30
51	Development and Preliminary Evaluation of an Internet-Based Healthy Eating Program: Randomized Controlled Trial. <i>Journal of Medical Internet Research</i> , 2014, 16, e231.	2.1	30
52	Value Instantiations: The Missing Link Between Values and Behavior?. , 2017, , 175-190.		29
53	The Perception of Family, City, and Country Values Is Often Biased. <i>Journal of Cross-Cultural Psychology</i> , 2018, 49, 831-850.	1.0	29
54	The (null) effects of exposure to disparagement humor on stereotypes and attitudes. <i>Humor</i> , 1999, 12, .	0.6	25

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55	Oh the humanity! Humanity-esteem and its social importance. <i>Journal of Research in Personality</i> , 2009, 43, 586-601.	0.9	24
56	Sense or sensibility? The neuro-functional basis of the structural matching effect in persuasion. <i>Cognitive, Affective and Behavioral Neuroscience</i> , 2020, 20, 536-550.	1.0	24
57	Involvement and persuasion: Evidence for different types of involvement.. <i>Canadian Journal of Behavioural Science</i> , 1995, 27, 64-78.	0.5	22
58	Refereesâ€™ Decision-making and Player Gender: The Moderating Role of the Type of Situation. <i>Journal of Applied Sport Psychology</i> , 2010, 22, 1-16.	1.4	22
59	Referees' use of heuristics: The moderating impact of standard of competition. <i>Journal of Sports Sciences</i> , 2009, 27, 695-700.	1.0	21
60	External Influences on Refereesâ€™ Decisions in Judo: The Effects of Coachesâ€™ Exclamations During Throw Situations. <i>Journal of Applied Sport Psychology</i> , 2013, 25, 223-233.	1.4	19
61	Inter-individual differences in attitude content: Cognition, affect, and attitudes. <i>Advances in Experimental Social Psychology</i> , 2019, , 53-102.	2.0	19
62	Referees' Decision Making about Transgressions: The Influence of Player Gender at the Highest National Level. <i>Psychology of Women Quarterly</i> , 2009, 33, 445-452.	1.3	16
63	Psychometric parameters of an abbreviated vengeance scale across two countries. <i>Personality and Individual Differences</i> , 2018, 120, 185-192.	1.6	16
64	Attitude toward protest uniquely predicts (normative and nonnormative) political action by (advantaged and disadvantaged) group members. <i>Journal of Experimental Social Psychology</i> , 2019, 82, 115-128.	1.3	16
65	Well-being as a function of person-country fit in human values. <i>Nature Communications</i> , 2020, 11, 5150.	5.8	16
66	Feeling Torn When Everything Seems Right. <i>Personality and Social Psychology Bulletin</i> , 2013, 39, 777-791.	1.9	13
67	Affective and Cognitive Orientations in Intergroup Perception. <i>Personality and Social Psychology Bulletin</i> , 2017, 43, 828-844.	1.9	13
68	Measured and manipulated effects of value similarity on prejudice and well-being. <i>European Review of Social Psychology</i> , 2021, 32, 123-160.	5.8	13
69	The Effect of Attitude Dissimulation on Attitude Accessibility. <i>Social Cognition</i> , 1995, 13, 127-144.	0.5	12
70	Functions of attitudes towards ethnic groups: Effects of level of abstraction. <i>Journal of Experimental Social Psychology</i> , 2007, 43, 441-449.	1.3	12
71	The Influence of Refereesâ€™ Expertise, Gender, Motivation, and Time Constraints on Decisional Bias Against Women. <i>Journal of Sport and Exercise Psychology</i> , 2013, 35, 585-599.	0.7	12
72	Attitude Dissimulation and Persuasion. <i>Journal of Experimental Social Psychology</i> , 1998, 34, 182-201.	1.3	11

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73	Quantifying ambivalence towards sustainable intensification: an exploration of the UK public's values. <i>Food Security</i> , 2016, 8, 609-619.	2.4	11
74	Neural evidence of motivational conflict between social values. <i>Social Neuroscience</i> , 2017, 12, 494-505.	0.7	11
75	Hostile sexism (de)motivates women's social competition intentions: The contradictory role of emotions. <i>British Journal of Social Psychology</i> , 2015, 54, 483-499.	1.8	10
76	Cultural Differences in Values as Self-Guides. <i>Personality and Social Psychology Bulletin</i> , 2016, 42, 769-781.	1.9	10
77	Timing rather than user traits mediates mood sampling on smartphones. <i>BMC Research Notes</i> , 2017, 10, 481.	0.6	10
78	Expanding the Assessment of Attitude Components and Structure: The Benefits of Open-Ended Measures. , 2005, , 71-101.		9
79	Need for Affect and Attitudes Toward Drugs: The Mediating Role of Values. <i>Substance Use and Misuse</i> , 2018, 53, 2232-2239.	0.7	9
80	The genetics of neuroticism and human values. <i>Genes, Brain and Behavior</i> , 2016, 15, 361-366.	1.1	8
81	Nonlinear associations between human values and neuroanatomy. <i>Social Neuroscience</i> , 2016, 12, 1-12.	0.7	8
82	Does Spontaneous Favorability to Power (vs. Universalism) Values Predict Spontaneous Prejudice and Discrimination?. <i>Journal of Personality</i> , 2017, 85, 658-674.	1.8	8
83	The effect of self-focus on personal and social foraging behaviour. <i>Social Cognitive and Affective Neuroscience</i> , 2018, 13, 967-975.	1.5	8
84	The relations between pathological personality traits and human values. <i>Personality and Individual Differences</i> , 2021, 179, 110766.	1.6	7
85	Intergroup attitudes and attitudes towards devolution: Field and laboratory experiments. <i>British Journal of Social Psychology</i> , 2003, 42, 477-493.	1.8	6
86	The Salience of Children Increases Adult Prosocial Values. <i>Social Psychological and Personality Science</i> , 2022, 13, 160-169.	2.4	6
87	Mental Representations of Values and Behaviors. <i>European Journal of Personality</i> , 2022, 36, 926-941.	1.9	5
88	Individual differences in prejudice and associative versus rule-based forms of transitive reasoning. <i>European Journal of Social Psychology</i> , 2011, 41, 853-865.	1.5	4
89	Motivating health behaviour change: provision of cognitive support for health values. <i>Lancet, The</i> , 2012, 380, S71.	6.3	4
90	Social values as arguments: similar is convincing. <i>Frontiers in Psychology</i> , 2014, 5, 829.	1.1	4

#	ARTICLE	IF	CITATIONS
91	Setting the Foundations for Theoretical Progress toward Understanding the Role of Values in Organisational Behaviour: Commentary on "Values at Work: The Impact of Personal Values in Organisations" by Arieli, Sagiv, and Roccas. <i>Applied Psychology</i> , 2020, 69, 284-290.	4.4	4
92	Neural coding of human values is underpinned by brain areas representing the core self in the cortical midline region. <i>Social Neuroscience</i> , 2021, 16, 486-499.	0.7	4
93	Influence of competition level on referees'™ decision-making in handball. <i>Social Influence</i> , 2016, 11, 246-258.	0.9	2
94	Estudo exploratório das relações entre valores humanos e atividade física. <i>Staps</i> , 2015, nº 107, 63-74.	0.0	2
95	12. AMBIVALENCE AND ATTACHMENT IN FAMILY RELATIONSHIPS. <i>Contemporary Perspectives in Family Research</i> , 2003, , 285-312.	0.2	1
96	Questionário de Necessidade de Emoções (NAQ-S): Validade de Construto, Invariância e Fidedignidade. <i>Psico-USF</i> , 2017, 22, 461-472.	0.1	1
97	Seeing and treating the out-group like family: Transference effects in an ethnic context. <i>Group Processes and Intergroup Relations</i> , 2021, 24, 436-452.	2.4	1
98	Values and behavior. , 2015, , 243-262.		0