

# Hazel Rose Markus

## List of Publications by Year in descending order

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Version: 2024-02-01

101  
papers

24,066  
citations

26630

56  
h-index

30922

102  
g-index

103  
all docs

103  
docs citations

103  
times ranked

12153  
citing authors

#	ARTICLE	IF	CITATIONS
1	Possible selves.. American Psychologist, 1986, 41, 954-969.	4.2	4,863
2	Self-schemata and processing information about the self.. Journal of Personality and Social Psychology, 1977, 35, 63-78.	2.8	3,187
3	Is there a universal need for positive self-regard?. Psychological Review, 1999, 106, 766-794.	3.8	1,856
4	Cultures and Selves. Perspectives on Psychological Science, 2010, 5, 420-430.	9.0	1,082
5	Deviance or uniqueness, harmony or conformity? A cultural analysis.. Journal of Personality and Social Psychology, 1999, 77, 785-800.	2.8	883
6	Affective and Cognitive Factors in Preferences. Journal of Consumer Research, 1982, 9, 123.	5.1	805
7	Culture, Emotion, and Well-being: Good Feelings in Japan and the United States. Cognition and Emotion, 2000, 14, 93-124.	2.0	788
8	Unseen disadvantage: How American universities' focus on independence undermines the academic performance of first-generation college students.. Journal of Personality and Social Psychology, 2012, 102, 1178-1197.	2.8	728
9	The Cultural Psychology of Personality. Journal of Cross-Cultural Psychology, 1998, 29, 63-87.	1.6	533
10	A Collective Fear of the Collective: Implications for Selves and Theories of Selves. Personality and Social Psychology Bulletin, 1994, 20, 568-579.	3.0	494
11	You Can't Always Get What You Want: Educational Attainment, Agency, and Choice.. Journal of Personality and Social Psychology, 2005, 88, 703-720.	2.8	484
12	Choice as an act of meaning: The case of social class.. Journal of Personality and Social Psychology, 2007, 93, 814-830.	2.8	421
13	Social Class Culture Cycles: How Three Gateway Contexts Shape Selves and Fuel Inequality. Annual Review of Psychology, 2014, 65, 611-634.	17.7	397
14	“Who Am I?” The Cultural Psychology of the Conceptual Self. Personality and Social Psychology Bulletin, 2001, 27, 90-103.	3.0	366
15	Role of the self-concept in the perception of others.. Journal of Personality and Social Psychology, 1985, 49, 1494-1512.	2.8	340
16	Teaching a lay theory before college narrows achievement gaps at scale. Proceedings of the National Academy of Sciences of the United States of America, 2016, 113, E3341-8.	7.1	327
17	Possible Selves and Performance: The Power of Self-Relevant Imagery. Social Cognition, 1992, 10, 95-124.	0.9	254
18	Possible Selves in Balance: Implications for Delinquency. Journal of Social Issues, 1990, 46, 141-157.	3.3	249

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19	Let your preference be your guide? Preferences and choices are more tightly linked for North Americans than for Indians.. Journal of Personality and Social Psychology, 2008, 95, 861-876.	2.8	243
20	Pride, prejudice, and ambivalence: Toward a unified theory of race and ethnicity.. American Psychologist, 2008, 63, 651-670.	4.2	237
21	Self-knowledge: An expanded view. Journal of Personality, 1983, 51, 543-565.	3.2	218
22	Does Choice Mean Freedom and Well-Being?. Journal of Consumer Research, 2010, 37, 344-355.	5.1	210
23	A cultural mismatch: Independent cultural norms produce greater increases in cortisol and more negative emotions among first-generation college students. Journal of Experimental Social Psychology, 2012, 48, 1389-1393.	2.2	202
24	Of Warrior Chiefs and Indian Princesses: The Psychological Consequences of American Indian Mascots. Basic and Applied Social Psychology, 2008, 30, 208-218.	2.1	201
25	Culture, Self, and the Reality of the Social. Psychological Inquiry, 2003, 14, 277-283.	0.9	188
26	Thinking Fat: Self-Schemas for Body Weight and the Processing of Weight Relevant Information1. Journal of Applied Social Psychology, 1987, 17, 50-71.	2.0	172
27	Social class disparities in health and education: Reducing inequality by applying a sociocultural self model of behavior.. Psychological Review, 2012, 119, 723-744.	3.8	171
28	Self-schemas, possible selves, and competent performance.. Journal of Educational Psychology, 1994, 86, 423-438.	2.9	154
29	Independence and Interdependence Predict Health and Wellbeing: Divergent Patterns in the United States and Japan. Frontiers in Psychology, 2010, 1, 163.	2.1	148
30	Masculine defaults: Identifying and mitigating hidden cultural biases.. Psychological Review, 2020, 127, 1022-1052.	3.8	143
31	Self-Schemas and Judgments about Others. Social Cognition, 1982, 1, 191-204.	0.9	141
32	Going for the Gold: Models of Agency in Japanese and American Contexts. Psychological Science, 2006, 17, 103-112.	3.3	134
33	The effect of mere presence on social facilitation: An unobtrusive test. Journal of Experimental Social Psychology, 1978, 14, 389-397.	2.2	132
34	The Psychology of Neoliberalism and the Neoliberalism of Psychology. Journal of Social Issues, 2019, 75, 189-216.	3.3	132
35	Culture and social hierarchy: Self- and other-oriented correlates of socioeconomic status across cultures.. Journal of Personality and Social Psychology, 2018, 115, 427-445.	2.8	129
36	Why Did They “Choose” to Stay?. Psychological Science, 2009, 20, 878-886.	3.3	123

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37	What Counts as a Choice?. Psychological Science, 2010, 21, 391-398.	3.3	122
38	Preferences don't have to be personal: Expanding attitude theorizing with a cross-cultural perspective.. Psychological Review, 2014, 121, 619-648.	3.8	116
39	Emotions as Within or Between People? Cultural Variation in Lay Theories of Emotion Expression and Inference. Personality and Social Psychology Bulletin, 2009, 35, 1427-1439.	3.0	112
40	When Choice Does Not Equal Freedom. Social Psychological and Personality Science, 2011, 2, 33-41.	3.9	108
41	How the Media Frames the Immigration Debate: The Critical Role of Location and Politics. Analyses of Social Issues and Public Policy, 2012, 12, 96-112.	1.7	99
42	Negative emotions predict elevated interleukin-6 in the United States but not in Japan. Brain, Behavior, and Immunity, 2013, 34, 79-85.	4.1	97
43	Cultural models of education in American Indian, Asian American and European American contexts. Social Psychology of Education, 2007, 10, 213-246.	2.5	91
44	Exposure effects and associative learning. Journal of Experimental Social Psychology, 1974, 10, 248-263.	2.2	90
45	Who Explains Hurricane Katrina and the Chilean Earthquake as an Act of God? The Experience of Extreme Hardship Predicts Religious Meaning-Making. Journal of Cross-Cultural Psychology, 2013, 44, 606-619.	1.6	85
46	The Willful Self. Personality and Social Psychology Bulletin, 1990, 16, 726-742.	3.0	83
47	On Being American Indian: Current and Possible Selves. Self and Identity, 2003, 2, 325-344.	1.6	80
48	Feeling at Home in College: Fortifying School-Relevant Selves to Reduce Social Class Disparities in Higher Education. Social Issues and Policy Review, 2015, 9, 1-24.	6.5	79
49	The Unanticipated Interpersonal and Societal Consequences of Choice. Psychological Science, 2011, 22, 795-802.	3.3	77
50	Temperament trait of sensory processing sensitivity moderates cultural differences in neural response. Social Cognitive and Affective Neuroscience, 2010, 5, 219-226.	3.0	74
51	Subjective and Objective Hierarchies and Their Relations to Psychological Well-Being. Social Psychological and Personality Science, 2014, 5, 855-864.	3.9	74
52	“Two souls, two thoughts,” two self-schemas: Double consciousness can have positive academic consequences for African Americans.. Journal of Personality and Social Psychology, 2015, 108, 586-609.	2.8	73
53	My Mother and Me. Personality and Social Psychology Bulletin, 2014, 40, 739-749.	3.0	71
54	What moves people to action? Culture and motivation. Current Opinion in Psychology, 2016, 8, 161-166.	4.9	67

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55	The Role of Self-Schemas in Going Beyond the Information Given. <i>Social Cognition</i> , 1987, 5, 349-368.	0.9	64
56	Self-Portraits: Possible Selves in European-American, Chilean, Japanese and Japanese-American Cultural Contexts. <i>Self and Identity</i> , 2004, 3, 321-338.	1.6	64
57	In the Land of the Free, Interdependent Action Undermines Motivation. <i>Psychological Science</i> , 2013, 24, 189-196.	3.3	56
58	“Better policies for better lives”: constructive critique of the OECD’s (mis)measure of student well-being. <i>Journal of Education Policy</i> , 2020, 35, 258-282.	2.8	56
59	Must All Affect Be Mediated by Cognition?. <i>Journal of Consumer Research</i> , 1985, 12, 363.	5.1	55
60	A nation challenged: The impact of foreign threat on America’s tolerance for diversity.. <i>Journal of Personality and Social Psychology</i> , 2008, 95, 308-318.	2.8	45
61	Being mixed: Who claims a biracial identity?. <i>Cultural Diversity and Ethnic Minority Psychology</i> , 2012, 18, 91-96.	2.0	44
62	The role of the self in behavioral change.. <i>Journal of Psychotherapy Integration</i> , 1996, 6, 349-384.	1.1	43
63	Social class shapes the form and function of relationships and selves. <i>Current Opinion in Psychology</i> , 2017, 18, 123-130.	4.9	43
64	Models of agency: sociocultural diversity in the construction of action. <i>Nebraska Symposium on Motivation</i> , 2003, 49, 1-57.	0.9	41
65	Unresolved issues of self-representation. <i>Cognitive Therapy and Research</i> , 1990, 14, 241-253.	1.9	40
66	Psychological Resources as Mediators of the Association Between Social Class and Health: Comparative Findings from Japan and the USA. <i>International Journal of Behavioral Medicine</i> , 2014, 21, 53-65.	1.7	40
67	Culture and Healthy Eating. <i>Personality and Social Psychology Bulletin</i> , 2016, 42, 1335-1348.	3.0	39
68	Exposure, object preference, and distress in the domestic chick.. <i>Journal of Comparative and Physiological Psychology</i> , 1974, 86, 581-585.	1.8	37
69	The Cultural Construction of Self and Well-Being. <i>Personality and Social Psychology Bulletin</i> , 2012, 38, 1644-1658.	3.0	37
70	Place matters: consensual features and regional variation in American well-being and self. <i>Journal of Personality and Social Psychology</i> , 2002, 83, 160-84.	2.8	34
71	American = Independent?. <i>Perspectives on Psychological Science</i> , 2017, 12, 855-866.	9.0	33
72	Hypocrisy and culture: Failing to practice what you preach receives harsher interpersonal reactions in independent (vs. interdependent) cultures. <i>Journal of Experimental Social Psychology</i> , 2018, 76, 371-384.	2.2	29

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73	The organization of the self: An alternative focus for psychopathology and behavior change.. Journal of Psychotherapy Integration, 1994, 4, 317-353.	1.1	27
74	Health in the United States: Are Appeals to Choice and Personal Responsibility Making Americans Sick?. Perspectives on Psychological Science, 2020, 15, 643-664.	9.0	26
75	Situational Variability in the Self-Concept: Appraisals, Expectancies, and Asymmetries. Journal of Social and Clinical Psychology, 1990, 9, 316-333.	0.5	26
76	Culture and personality: Brief for an arranged marriage. Journal of Research in Personality, 2004, 38, 75-83.	1.7	23
77	Toward a science of delivering aid with dignity: Experimental evidence and local forecasts from Kenya. Proceedings of the National Academy of Sciences of the United States of America, 2020, 117, 15546-15553.	7.1	23
78	Influencing and adjusting in daily emotional situations: A comparison of European and Asian American action styles. Cognition and Emotion, 2012, 26, 332-340.	2.0	22
79	Editorial overview: Inequality and social class: The psychological and behavioral consequences of inequality and social class: a theoretical integration. Current Opinion in Psychology, 2017, 18, iv-xii.	4.9	22
80	Understanding Culture Clashes and Catalyzing Change: A Culture Cycle Approach. Frontiers in Psychology, 2019, 10, 700.	2.1	21
81	Students of color show health advantages when they attend schools that emphasize the value of diversity. Proceedings of the National Academy of Sciences of the United States of America, 2019, 116, 6013-6018.	7.1	20
82	Americans'™ Health Mindsets: Content, Cultural Patterning, and Associations With Physical and Mental Health. Annals of Behavioral Medicine, 2019, 53, 321-332.	2.9	19
83	Passion matters but not equally everywhere: Predicting achievement from interest, enjoyment, and efficacy in 59 societies. Proceedings of the National Academy of Sciences of the United States of America, 2021, 118, .	7.1	19
84	The Role of the Self in Building the Bridge From Philosophy to Biology. Psychological Inquiry, 1998, 9, 49-53.	0.9	18
85	Feeling close and doing well: The prevalence and motivational effects of interpersonally engaging emotions in Mexican and European American cultural contexts. International Journal of Psychology, 2013, 48, 682-694.	2.8	18
86	In This Together: Doing and Undoing Inequality and Social Class Divides. Journal of Social Issues, 2017, 73, 211-221.	3.3	18
87	The relationship of employment to self-perception and well-being in women: A cognitive analysis. Sex Roles, 1987, 17, 467-477.	2.4	17
88	Social Class and Race: Burdens but Also SomeBenefitsof Chronic Low Rank. Psychological Inquiry, 2013, 24, 97-101.	0.9	14
89	Race influences professional investors'™ financial judgments. Proceedings of the National Academy of Sciences of the United States of America, 2019, 116, 17225-17230.	7.1	13
90	Choice as an engine of analytic thought.. Journal of Experimental Psychology: General, 2017, 146, 1234-1246.	2.1	12

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91	Nutritional Analysis of Foods and Beverages Posted in Social Media Accounts of Highly Followed Celebrities. JAMA Network Open, 2022, 5, e2143087.	5.9	10
92	The What, Why and How of Cultural Psychology: A Review of Shweder's Thinking Through Cultures. Psychological Inquiry, 1992, 3, 357-364.	0.9	9
93	Social class matters: A rejoinder. Journal of Consumer Psychology, 2016, 26, 599-602.	4.5	9
94	The Paradoxical Consequences of Choice: Often Good for the Individual, Perhaps Less So for Society?. Current Directions in Psychological Science, 2020, 29, 80-85.	5.3	8
95	My Nation, My Self: Divergent Framings of America Influence American Selves. Personality and Social Psychology Bulletin, 2011, 37, 350-364.	3.0	7
96	TARGET ARTICLE: On Telling Less Than We Can Know: The Too Tacit Wisdom of Social Psychology. Psychological Inquiry, 2005, 16, 180-184.	0.9	5
97	Indian Employees' Attitudes toward Poaching. Business Perspectives and Research, 2015, 3, 81-94.	2.6	4
98	The salience of choice fuels independence: Implications for self-perception, cognition, and behavior. Proceedings of the National Academy of Sciences of the United States of America, 2021, 118, .	7.1	3
99	Gender Inequality and Well-Being: Concepts and Their Measures Are Cultural Productsâ€”A Reflection on Li et al. (2021). Psychological Science, 2021, 32, 952-954.	3.3	2
100	Will This Help Be Helpful? Giving Aid to Strangers in the United States and Japan. Frontiers in Psychology, 2021, 12, 784858.	2.1	2
101	Judging Hypocrisy: Inconsistency Receives Greater Condemnation in Western Than in Asian Cultures. Proceedings - Academy of Management, 2016, 2016, 13679.	0.1	0