

# Daphna Oyserman

## List of Publications by Year in descending order

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Version: 2024-02-01

152  
papers

18,116  
citations

25014

57  
h-index

14736

127  
g-index

171  
all docs

171  
docs citations

171  
times ranked

10687  
citing authors

#	ARTICLE	IF	CITATIONS
1	Rethinking individualism and collectivism: Evaluation of theoretical assumptions and meta-analyses.. Psychological Bulletin, 2002, 128, 3-72.	5.5	4,428
2	Does culture influence what and how we think? Effects of priming individualism and collectivism.. Psychological Bulletin, 2008, 134, 311-342.	5.5	1,056
3	Rethinking individualism and collectivism: evaluation of theoretical assumptions and meta-analyses. Psychological Bulletin, 2002, 128, 3-72.	5.5	729
4	Possible selves and academic outcomes: How and when possible selves impel action.. Journal of Personality and Social Psychology, 2006, 91, 188-204.	2.6	620
5	Possible selves and delinquency.. Journal of Personality and Social Psychology, 1990, 59, 112-125.	2.6	452
6	Asking Questions About Behavior: Cognition, Communication, and Questionnaire Construction. American Journal of Evaluation, 2001, 22, 127-160.	0.6	445
7	Identity-based motivation: Implications for action-readiness, procedural-readiness, and consumer behavior. Journal of Consumer Psychology, 2009, 19, 250-260.	3.2	399
8	Thinking about the self influences thinking in general: cognitive consequences of salient self-concept. Journal of Experimental Social Psychology, 2002, 38, 492-499.	1.3	393
9	Identity-based motivation and health.. Journal of Personality and Social Psychology, 2007, 93, 1011-1027.	2.6	347
10	Possible selves as roadmaps. Journal of Research in Personality, 2004, 38, 130-149.	0.9	345
11	A socially contextualized model of African American identity: Possible selves and school persistence.. Journal of Personality and Social Psychology, 1995, 69, 1216-1232.	2.6	331
12	Identity-Based Motivation: Implications for Intervention. Counseling Psychologist, 2010, 38, 1001-1043.	0.8	316
13	The lens of personhood: Viewing the self and others in a multicultural society.. Journal of Personality and Social Psychology, 1993, 65, 993-1009.	2.6	292
14	A possible selves intervention to enhance school involvement. Journal of Adolescence, 2002, 25, 313-326.	1.2	288
15	Possible Selves in Balance: Implications for Delinquency. Journal of Social Issues, 1990, 46, 141-157.	1.9	249
16	Parenting among mothers with a serious mental illness.. American Journal of Orthopsychiatry, 2000, 70, 296-315.	1.0	237
17	Culture as situated cognition: Cultural mindsets, cultural fluency, and meaning making. European Review of Social Psychology, 2011, 22, 164-214.	5.8	215
18	Connecting and separating mind-sets: Culture as situated cognition.. Journal of Personality and Social Psychology, 2009, 97, 217-235.	2.6	213

#	ARTICLE	IF	CITATIONS
19	Of Warrior Chiefs and Indian Princesses: The Psychological Consequences of American Indian Mascots. <i>Basic and Applied Social Psychology</i> , 2008, 30, 208-218.	1.2	201
20	Culture Three Ways: Culture and Subcultures Within Countries. <i>Annual Review of Psychology</i> , 2017, 68, 435-463.	9.9	191
21	Gender and Thought: The Role of the Self-Concept. , 1989, , 100-127.		187
22	Racial-Ethnic Identity in Mid-Adolescence: Content and Change as Predictors of Academic Achievement. <i>Child Development</i> , 2006, 77, 1155-1169.	1.7	175
23	Identity-based motivation and consumer behavior. <i>Journal of Consumer Psychology</i> , 2009, 19, 276-279.	3.2	159
24	Can racial identity be promotive of academic efficacy?. <i>International Journal of Behavioral Development</i> , 2001, 25, 379-385.	1.3	157
25	Cultural psychology, a new look: Reply to Bond (2002), Fiske (2002), Kitayama (2002), and Miller (2002).. <i>Psychological Bulletin</i> , 2002, 128, 110-117.	5.5	147
26	Being Asian American. <i>Journal of Applied Behavioral Science</i> , The, 1997, 33, 435-453.	2.0	135
27	High Power, Low Power, and Equality: Culture Beyond Individualism and Collectivism. <i>Journal of Consumer Psychology</i> , 2006, 16, 352-356.	3.2	129
28	The Context-Sensitive Future Self: Possible Selves Motivate in Context, Not Otherwise. <i>Self and Identity</i> , 2015, 14, 173-188.	1.0	126
29	Is the Interdependent Self More Sensitive to Question Context Than the Independent Self? Self-Construal and the Observation of Conversational Norms. <i>Journal of Experimental Social Psychology</i> , 2002, 38, 323-329.	1.3	125
30	Racial-Ethnic Self-Schemas. <i>Social Psychology Quarterly</i> , 2003, 66, 333.	1.4	120
31	Competence, delinquency, and attempts to attain possible selves.. <i>Journal of Personality and Social Psychology</i> , 1993, 65, 360-374.	2.6	118
32	Possible Identities. , 2011, , 117-145.		116
33	From Assets to School Outcomes. <i>Psychological Science</i> , 2009, 20, 414-418.	1.8	112
34	Research on Discrimination and Health: An Exploratory Study of Unresolved Conceptual and Measurement Issues. <i>American Journal of Public Health</i> , 2012, 102, 975-978.	1.5	110
35	Asking questions about behavior: cognition, communication, and questionnaire construction. <i>American Journal of Evaluation</i> , 2001, 22, 127-160.	0.6	104
36	Not just any path: Implications of identity-based motivation for disparities in school outcomes. <i>Economics of Education Review</i> , 2013, 33, 179-190.	0.7	102

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37	An Identity-Based Motivation Framework for Self-Regulation. <i>Psychological Inquiry</i> , 2017, 28, 139-147.	0.4	100
38	Stigma: An Insider's View. <i>Journal of Social Issues</i> , 2001, 57, 1-14.	1.9	99
39	Life circumstances of mothers with serious mental illnesses.. <i>Psychiatric Rehabilitation Journal</i> , 2001, 25, 114-123.	0.8	92
40	If "we"™ can succeed, "I"™ can too: Identity-based motivation and gender in the classroom. <i>Contemporary Educational Psychology</i> , 2012, 37, 176-185.	1.6	92
41	Race From the Inside: An Emerging Heterogeneous Race Model. <i>Journal of Social Issues</i> , 2001, 57, 149-165.	1.9	88
42	The college journey and academic engagement: How metaphor use enhances identity-based motivation.. <i>Journal of Personality and Social Psychology</i> , 2014, 106, 679-698.	2.6	87
43	Incentivizing education: Seeing schoolwork as an investment, not a chore. <i>Journal of Experimental Social Psychology</i> , 2010, 46, 846-849.	1.3	80
44	Cultural accommodation: Hybridity and the framing of social obligation.. <i>Journal of Personality and Social Psychology</i> , 1998, 74, 1606-1618.	2.6	78
45	Unilateral Family Therapy with the Spouses of Alcoholics. <i>Journal of Social Service Research</i> , 1987, 10, 145-162.	0.7	77
46	Seeing the Destination AND the Path: Using Identity-Based Motivation to Understand and Reduce Racial Disparities in Academic Achievement. <i>Social Issues and Policy Review</i> , 2017, 11, 159-194.	3.7	77
47	Pathways to Success Through Identity-Based Motivation. , 2015, , .		77
48	Motherhood for women with serious mental illness: Pregnancy, childbirth, and the postpartum period.. <i>American Journal of Orthopsychiatry</i> , 1995, 65, 21-38.	1.0	75
49	Unfair treatment and self-regulatory focus. <i>Journal of Experimental Social Psychology</i> , 2007, 43, 505-512.	1.3	75
50	School Success, Possible Selves, and Parent School Involvement*. <i>Family Relations</i> , 2007, 56, 479-489.	1.1	74
51	Accessible cultural mind-set modulates default mode activity: Evidence for the culturally situated brain. <i>Social Neuroscience</i> , 2013, 8, 203-216.	0.7	74
52	Resisting temptation for the good of the group: Binding moral values and the moralization of self-control.. <i>Journal of Personality and Social Psychology</i> , 2018, 115, 585-599.	2.6	73
53	The ups and downs of thinking about a successful other: self-construals and the consequences of social comparisons. <i>European Journal of Social Psychology</i> , 2001, 31, 311-320.	1.5	72
54	Seeing the Destination but Not the Path: Effects of Socioeconomic Disadvantage on School-focused Possible Self Content and Linked Behavioral Strategies. <i>Self and Identity</i> , 2011, 10, 474-492.	1.0	71

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55	When mothers have serious mental health problems: parenting as a proximal mediator. <i>Journal of Adolescence</i> , 2005, 28, 443-463.	1.2	69
56	When message-frame fits salient cultural-frame, messages feel more persuasive. <i>Psychology and Health</i> , 2010, 25, 321-337.	1.2	68
57	Fitting in Matters. <i>Psychological Science</i> , 2006, 17, 854-861.	1.8	64
58	Integrating culture-as-situated-cognition and neuroscience prediction models. <i>Culture and Brain</i> , 2014, 2, 1-26.	0.3	64
59	From future self to current action: An identity-based motivation perspective. <i>Self and Identity</i> , 2018, 17, 343-364.	1.0	64
60	Parenting and the significance of children for women with a serious mental illness. <i>Journal of Mental Health Administration</i> , 1995, 22, 189-200.	1.1	63
61	Expecting to Work, Fearing Homelessness: The Possible Selves of Low-income Mothers. <i>Journal of Applied Social Psychology</i> , 2009, 39, 1334-1355.	1.3	63
62	Am I doing better than you? That depends on whether you ask me in English or Chinese: Self-enhancement effects of language as a cultural mindset prime. <i>Journal of Experimental Social Psychology</i> , 2010, 46, 785-791.	1.3	63
63	Resources and Supports for Mothers with Severe Mental Illness. <i>Health and Social Work</i> , 1994, 19, 132-142.	0.5	62
64	Psychosocial Outcomes for Adult Children of Parents with Severe Mental Illnesses: Demographic and Clinical History Predictors. <i>Health and Social Work</i> , 2006, 31, 99-108.	0.5	62
65	Racial-ethnic self-schemas: Multidimensional identity-based motivation. <i>Journal of Research in Personality</i> , 2008, 42, 1186-1198.	0.9	61
66	Identity-Based Motivation: Implications for Health and Health Disparities. <i>Journal of Social Issues</i> , 2014, 70, 206-225.	1.9	59
67	Competence, delinquency, and attempts to attain possible selves.. <i>Journal of Personality and Social Psychology</i> , 1993, 65, 360-374.	2.6	55
68	Influences of maternal mental illness on psychological outcomes for adolescent children. <i>Journal of Adolescence</i> , 2002, 25, 587-602.	1.2	49
69	Gendered Racial Identity and Involvement with School. <i>Self and Identity</i> , 2003, 2, 307-324.	1.0	49
70	Mothers with serious mental illness: When symptoms decline does parenting improve?. <i>Journal of Family Psychology</i> , 2008, 22, 162-166.	1.0	48
71	Racial-Ethnic Self-Schemas and Segmented Assimilation: Identity and the Academic Achievement of Hispanic Youth. <i>Social Psychology Quarterly</i> , 2008, 71, 302-320.	1.4	47
72	Dynamics in a three-generational family: Teens, grandparents, and babies.. <i>Developmental Psychology</i> , 1993, 29, 564-572.	1.2	47

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73	Regulatory fit and health behavior. <i>Psychology and Health</i> , 2008, 23, 327-346.	1.2	46
74	Just Not Worth My Time? Experienced Difficulty and Time Investment. <i>Social Cognition</i> , 2015, 33, 85-103.	0.5	45
75	Gendered Influence of Downward Social Comparisons on Current and Possible Selves. <i>Journal of Social Issues</i> , 2001, 57, 129-148.	1.9	43
76	Left behind or moving forward? Effects of possible selves and strategies to attain them among rural Chinese children. <i>Journal of Adolescence</i> , 2015, 44, 245-258.	1.2	43
77	Keeping in touch: Ecological factors related to foster care visitation. <i>Child and Adolescent Social Work Journal</i> , 1992, 9, 541-554.	0.7	42
78	Implications of Cultural Context. , 1998, , 281-300.		40
79	Assessing interpretations of experienced ease and difficulty as motivational constructs.. <i>Motivation Science</i> , 2017, 3, 133-163.	1.2	40
80	Conservatism as a situated identity: Implications for consumer behavior. <i>Journal of Consumer Psychology</i> , 2017, 27, 532-536.	3.2	39
81	Parenting of mothers with a serious mental illness: Differential effects of diagnosis, clinical history, and other mental health variables. <i>Social Work Research</i> , 2002, 26, 225-240.	0.3	38
82	Living Arrangements and Social Support: Effects on the Well-Being of Mothers with Mental Illness. <i>Social Work Research</i> , 2005, 29, 41-55.	0.3	38
83	Title is missing!. <i>Journal of Primary Prevention</i> , 2003, 23, 451-482.	0.8	37
84	Diversity of Outcomes Among Adolescent Children of Mothers With Mental Illness. <i>Journal of Emotional and Behavioral Disorders</i> , 2004, 12, 206-221.	1.1	36
85	Children of Mothers Diagnosed with Serious Mental Illness: Patterns and Predictors of Service Use. <i>Administration and Policy in Mental Health and Mental Health Services Research</i> , 2004, 6, 167-183.	2.3	35
86	Neighborhood Effects on Racialâ€“Ethnic Identity: The Undermining Role of Segregation. <i>Race and Social Problems</i> , 2009, 1, 67-76.	1.2	33
87	When Does the Future Begin? Time Metrics Matter, Connecting Present and Future Selves. <i>Psychological Science</i> , 2015, 26, 816-825.	1.8	33
88	Predictors of nurturant parenting in teen mothers living in three generational families. <i>Child Psychiatry and Human Development</i> , 1994, 24, 215-230.	1.1	32
89	Parenting Self-Construals of Mothers With a Serious Mental Illness: Efficacy, Burden, and Personal Growth1. <i>Journal of Applied Social Psychology</i> , 2004, 34, 2503-2523.	1.3	32
90	A Situated Cognition Perspective on Culture. , 2008, , 237-265.		32

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91	Values, Psychology of. , 2015, , 36-40.		30
92	What does a priming perspective reveal about culture: culture-as-situated cognition. Current Opinion in Psychology, 2016, 12, 94-99.	2.5	30
93	No pain no gain? Social demographic correlates and identity consequences of interpreting experienced difficulty as importance. Contemporary Educational Psychology, 2017, 48, 43-55.	1.6	28
94	Consequences of Cultural Fluency. Social Cognition, 2015, 33, 308-344.	0.5	27
95	Using identity-based motivation to improve the nation's health without breaking the bank. Behavioral Science and Policy, 2016, 2, 24-38.	1.8	26
96	Variability in community functioning of mothers with serious mental illness. Journal of Behavioral Health Services and Research, 2003, 30, 269-289.	0.6	25
97	Teachers can do it: Scalable identity-based motivation intervention in the classroom. Contemporary Educational Psychology, 2018, 54, 12-28.	1.6	25
98	Social class and identity-based motivation. Current Opinion in Psychology, 2017, 18, 61-66.	2.5	24
99	Social Cognition and Self-Concept: A Socially Contextualized Model of Identity. , 0, , 175-202.		24
100	Positive Parenting Among African American Mothers With a Serious Mental Illness. Journal of Marriage and Family, 2002, 64, 65-77.	1.6	23
101	Timing of Mental Illness Onset and Motherhood. Journal of Nervous and Mental Disease, 2005, 193, 369-378.	0.5	22
102	Guiding People to Interpret Their Experienced Difficulty as Importance Highlights Their Academic Possibilities and Improves Their Academic Performance. Frontiers in Psychology, 2018, 9, 781.	1.1	22
103	One Without the Other. Psychological Science, 2013, 24, 1615-1622.	1.8	21
104	Mothers with serious mental illness. New Directions for Mental Health Services, 2000, 2000, 73-91.	0.4	19
105	Will I get there? Effects of parental support on children's possible selves. British Journal of Educational Psychology, 2014, 84, 435-453.	1.6	19
106	Give Up or Get Going? Productive Uncertainty in Uncertain Times. Self and Identity, 2014, 13, 681-700.	1.0	17
107	Relationship between Maternal Clinical Factors and Mother-Reported Child Problems. Community Mental Health Journal, 2005, 41, 687-704.	1.1	16
108	How Successful You Have Been in Life Depends on the Response Scale Used: The Role of Cultural Mindsets in Pragmatic Inferences Drawn from Question Format. Social Cognition, 2013, 31, 222-236.	0.5	16

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109	The Essentialized Self: Implications for Motivation and Self-Regulation. <i>Journal of Consumer Psychology</i> , 2019, 29, 336-343.	3.2	16
110	Your Fake News, Our Facts. , 2020, , 173-195.		15
111	Characteristics of children and their families at entry into foster care. <i>Child Psychiatry and Human Development</i> , 1992, 22, 199-211.	1.1	14
112	Honor as Cultural Mindset: Activated Honor Mindset Affects Subsequent Judgment and Attention in Mindset-Congruent Ways. <i>Frontiers in Psychology</i> , 2016, 7, 1921.	1.1	14
113	Seeing meaning even when none may exist: Collectivism increases belief in empty claims.. <i>Journal of Personality and Social Psychology</i> , 2022, 122, 351-366.	2.6	14
114	Adolescent identity and delinquency in interpersonal context. <i>Child Psychiatry and Human Development</i> , 1993, 23, 203-214.	1.1	12
115	Integrated Information Systems for Human Services. <i>Computers in Human Services</i> , 1996, 12, 311-325.	0.6	12
116	Assessing Depression in Childhood and Adolescence: A Guide for Social Work Practice. <i>Child and Adolescent Social Work Journal</i> , 2003, 20, 5-20.	0.7	12
117	Reaching for the future: The education-focused possible selves of low-income mothers. <i>New Directions for Adult and Continuing Education</i> , 2007, 2007, 39-49.	0.5	12
118	Independent Effects of Paternal Involvement and Maternal Mental Illness on Child Outcomes. <i>Social Service Review</i> , 2010, 84, 103-127.	0.3	12
119	Examining the Implications of Cultural Frames on Social Movements and Group Action. , 2002, , 162-187.		12
120	Self-Related and Other-Related Pathways to Subjective Well-Being in Japan and the United States. <i>Journal of Happiness Studies</i> , 2014, 15, 995-1014.	1.9	11
121	When the Going Gets Tough. <i>AERA Open</i> , 2016, 2, 233285841666471.	1.3	11
122	Do you need a roadmap or can someone give you directions: When school-focused possible identities change so do academic trajectories. <i>Journal of Adolescence</i> , 2020, 79, 26-38.	1.2	11
123	Process matters: Teachers benefit their classrooms and students when they deliver an identity-based motivation intervention with fidelity. <i>Contemporary Educational Psychology</i> , 2021, 66, 101993.	1.6	11
124	Successful Learning Environments Support and Harness Students'™ Identity-based Motivation: A Primer. <i>Journal of Experimental Education</i> , 2021, 89, 508-522.	1.6	9
125	Identity-based motivation and the paradox of the future self: Getting going requires thinking about time (later) in time (now). <i>Behavioral and Brain Sciences</i> , 2019, 42, e269.	0.4	8
126	Cultural Fluency, Mindlessness, and Gullibility. , 2019, , 255-278.		8



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127	Question Comprehension and Response: Implications of Individualism and Collectivism. Research on Managing Groups and Teams, 0, , 173-201.	0.6	7
128	Identity-Based Motivation: Core Processes and Intervention Examples. Advances in Motivation and Achievement: A Research Annual, 2014, , 213-242.	0.3	7
129	Cultural fluency means all is okay, cultural disfluency implies otherwise. Journal of Experimental Social Psychology, 2019, 84, 103822.	1.3	7
130	Seeing what other people see: accessible cultural mindset affects perspective-taking. Culture and Brain, 2020, 8, 117-136.	0.3	6
131	Diagnostic differences among women with long-term serious mental illness.. Psychological Services, 2004, 1, 5-21.	0.9	5
132	Social Stigma and Health: An Identity-Based Motivation Perspective. , 0, , 317-334.		5
133	Identity-Based Motivation. , 2015, , .		5
134	The Impact of Clinical Information Systems on Human Service Organizations. Computers in Human Services, 1993, 9, 425-438.	0.6	4
135	Identity-Based Motivation and the Logic of Conversations Obfuscate Loss of Online Privacy and What Policy-Makers Can Do About It. Journal of Consumer Psychology, 2020, 30, 759-766.	3.2	4
136	Left behind, not alone: feeling, function and neurophysiological markers of self-expansion among left-behind children and not left-behind peers. Social Cognitive and Affective Neuroscience, 2020, 15, 467-478.	1.5	4
137	Is Difficulty Mostly About Impossibility? What Difficulty Implies May Be Culturally Variant. Personality and Social Psychology Bulletin, 2023, 49, 309-328.	1.9	4
138	Upright and Honorable: People Use Space to Understand Honor, Affecting Choice and Perception. Personality and Social Psychology Bulletin, 2021, 47, 3-19.	1.9	3
139	The upside: How people make sense of difficulty matters during a crisis. Self and Identity, 2023, 22, 19-41.	1.0	3
140	Conflict and Democracy in Action. Small Group Research, 1992, 23, 259-277.	1.8	2
141	The Shield of Defense or the Sword of Prosecution? How Self-Regulatory Focus Relates to Responses to Crime. Journal of Applied Social Psychology, 2010, 40, 1849-1867.	1.3	2
142	Families with Parental Mental Illness, Adolescence. , 2003, , 471-479.		2
143	Collectivism, Personal Autonomy, Wealth, and Cognitive Competence. PsycCritiques, 1997, 42, 790-792.	0.0	2
144	Cultural mindsets shape what grounded procedures mean: Cleansing can separate or connect and separating can feel good or not so good. Behavioral and Brain Sciences, 2021, 44, e16.	0.4	1

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145	Children, Parents with Mental Illness, Childhood. , 2003, , 281-292.		1
146	The world as we see it. , 2018, , .		1
147	Culturally fluent real-world disparities can blind us to bias: Experiments using a cultural lens can help. Behavioral and Brain Sciences, 2022, 45, e86.	0.4	1
148	Call for papers for a special issue in <i>Journal of Consumer Psychology</i>: â€œEmotion, self, and identity: Implications for and consequences of consumer behaviorâ€• Journal of Consumer Psychology, 2013, 23, 1-1.	3.2	0
149	A Focus on Education. , 2015, , .		0
150	School-to-Jobs Implementation Manual: Including Fidelity and Outcome Measures. , 2015, , .		0
151	Translating Identity-Based Motivation to Intervention: Pathways to Success from School to Jobs and Life. , 2015, , .		0
152	What Does Experienced Difficulty Imply for Me? Fostering Hope and Choice Through Person-Centered CareWhat Does Experienced Difficulty Imply for Me? Fostering Hope and Choice Through Person-Centered Care. PsycCritiques, 2016, 6161, .	0.0	0