# Daphna Oyserman

## List of Publications by Year
in descending order

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|---|---|---|---|
| 152<br>papers | 18,116<br>citations | 25014<br>57<br>h-index | 14736<br>127<br>g-index |
| 171<br>all docs | 171<br>docs citations | 171<br>times ranked | 10687<br>citing authors |

| # | Article | IF | Citations |
|---|---------|----|-----------|
| 1 | The upside: How people make sense of difficulty matters during a crisis. Self and Identity, 2023, 22, 19-41. | 1.0 | 3 |
| 2 | Is Difficulty Mostly About Impossibility? What Difficulty Implies May Be Culturally Variant. Personality and Social Psychology Bulletin, 2023, 49, 309-328. | 1.9 | 4 |
| 3 | Seeing meaning even when none may exist: Collectivism increases belief in empty claims.. Journal of Personality and Social Psychology, 2022, 122, 351-366. | 2.6 | 14 |
| 4 | 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 |
| 5 | 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 |
| 6 | Successful Learning Environments Support and Harness Students' Identity-based Motivation: A Primer. Journal of Experimental Education, 2021, 89, 508-522. | 1.6 | 9 |
| 7 | Process matters: Teachers benefit their classrooms and students when they deliver an identity-based motivation intervention with fidelity. Contemporary Educational Psychology, 2021, 66, 101993. | 1.6 | 11 |
| 8 | 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 |
| 9 | Seeing what other people see: accessible cultural mindset affects perspective-taking. Culture and Brain, 2020, 8, 117-136. | 0.3 | 6 |
| 10 | Do you need a roadmap or can someone give you directions: When school-focused possible identities change so do academic trajectories. Journal of Adolescence, 2020, 79, 26-38. | 1.2 | 11 |
| 11 | 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 |
| 12 | 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 |
| 13 | Your Fake News, Our Facts. , 2020, , 173-195. | | 15 |
| 14 | Cultural fluency means all is okay, cultural disfluency implies otherwise. Journal of Experimental Social Psychology, 2019, 84, 103822. | 1.3 | 7 |
| 15 | The Essentialized Self: Implications for Motivation and Self‐Regulation. Journal of Consumer Psychology, 2019, 29, 336-343. | 3.2 | 16 |
| 16 | Identity-based motivation and the paradox of the future self: Getting going requires thinking about time (later) in time (now). Behavioral and Brain Sciences, 2019, 42, e269. | 0.4 | 8 |
| 17 | Cultural Fluency, Mindlessness, and Gullibility. , 2019, , 255-278. | | 8 |
| 18 | From future self to current action: An identity-based motivation perspective. Self and Identity, 2018, 17, 343-364. | 1.0 | 64 |

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| 19 | 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 |
| 20 | Teachers can do it: Scalable identity-based motivation intervention in the classroom. Contemporary Educational Psychology, 2018, 54, 12-28. | 1.6 | 25 |
| 21 | Resisting temptation for the good of the group: Binding moral values and the moralization of self-control.. Journal of Personality and Social Psychology, 2018, 115, 585-599. | 2.6 | 73 |
| 22 | The world as we see it. , 2018, , . | | 1 |
| 23 | Seeing the Destination AND the Path: Using Identity€Based Motivation to Understand and Reduce Racial Disparities in Academic Achievement. Social Issues and Policy Review, 2017, 11, 159-194. | 3.7 | 77 |
| 24 | An Identity-Based Motivation Framework for Self-Regulation. Psychological Inquiry, 2017, 28, 139-147. | 0.4 | 100 |
| 25 | Conservatism as a situated identity: Implications for consumer behavior. Journal of Consumer Psychology, 2017, 27, 532-536. | 3.2 | 39 |
| 26 | Social class and identity-based motivation. Current Opinion in Psychology, 2017, 18, 61-66. | 2.5 | 24 |
| 27 | Culture Three Ways: Culture and Subcultures Within Countries. Annual Review of Psychology, 2017, 68, 435-463. | 9.9 | 191 |
| 28 | 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 |
| 29 | Assessing interpretations of experienced ease and difficulty as motivational constructs.. Motivation Science, 2017, 3, 133-163. | 1.2 | 40 |
| 30 | When the Going Gets Tough. AERA Open, 2016, 2, 233285841666471. | 1.3 | 11 |
| 31 | Honor as Cultural Mindset: Activated Honor Mindset Affects Subsequent Judgment and Attention in Mindset-Congruent Ways. Frontiers in Psychology, 2016, 7, 1921. | 1.1 | 14 |
| 32 | What does a priming perspective reveal about culture: culture-as-situated cognition. Current Opinion in Psychology, 2016, 12, 94-99. | 2.5 | 30 |
| 33 | 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 |
| 34 | 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 |
| 35 | Left behind or moving forward? Effects of possible selves and strategies to attain them among rural Chinese children. Journal of Adolescence, 2015, 44, 245-258. | 1.2 | 43 |
| 36 | The Context-Sensitive Future Self: Possible Selves Motivate in Context, Not Otherwise. Self and Identity, 2015, 14, 173-188. | 1.0 | 126 |

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| 37 | Just Not Worth My Time? Experienced Difficulty and Time Investment. Social Cognition, 2015, 33, 85-103. | 0.5 | 45 |
| 38 | Values, Psychology of. , 2015, , 36-40. | | 30 |
| 39 | When Does the Future Begin? Time Metrics Matter, Connecting Present and Future Selves. Psychological Science, 2015, 26, 816-825. | 1.8 | 33 |
| 40 | Consequences of Cultural Fluency. Social Cognition, 2015, 33, 308-344. | 0.5 | 27 |
| 41 | Pathways to Success Through Identity-Based Motivation. , 2015, , . | | 77 |
| 42 | A Focus on Educucation. , 2015, , . | | 0 |
| 43 | School-to-Jobs Implementation Manual: Including Fidelity and Outcome Measures. , 2015, , . | | 0 |
| 44 | Identity-Based Motivation. , 2015, , . | | 5 |
| 45 | Translating Identity-Based Motivation to Intervention: Pathways to Success from School to Jobs and Life. , 2015, , . | | 0 |
| 46 | Give Up or Get Going? Productive Uncertainty in Uncertain Times. Self and Identity, 2014, 13, 681-700. | 1.0 | 17 |
| 47 | Identity-Based Motivation: Core Processes and Intervention Examples. Advances in Motivation and Achievement: A Research Annual, 2014, , 213-242. | 0.3 | 7 |
| 48 | Identityâ€Based Motivation: Implications for Health and Health Disparities. Journal of Social Issues, 2014, 70, 206-225. | 1.9 | 59 |
| 49 | Self-Related and Other-Related Pathways to Subjective Well-Being in Japan and the United States. Journal of Happiness Studies, 2014, 15, 995-1014. | 1.9 | 11 |
| 50 | 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 |
| 51 | Integrating culture-as-situated-cognition and neuroscience prediction models. Culture and Brain, 2014, 2, 1-26. | 0.3 | 64 |
| 52 | The college journey and academic engagement: How metaphor use enhances identity-based motivation.. Journal of Personality and Social Psychology, 2014, 106, 679-698. | 2.6 | 87 |
| 53 | Accessible cultural mind-set modulates default mode activity: Evidence for the culturally situated brain. Social Neuroscience, 2013, 8, 203-216. | 0.7 | 74 |
| 54 | Not just any path: Implications of identity-based motivation for disparities in school outcomes. Economics of Education Review, 2013, 33, 179-190. | 0.7 | 102 |

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| 55 | 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 |
| 56 | One Without the Other. Psychological Science, 2013, 24, 1615-1622. | 1.8 | 21 |
| 57 | 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 |
| 58 | Research on Discrimination and Health: An Exploratory Study of Unresolved Conceptual and Measurement Issues. American Journal of Public Health, 2012, 102, 975-978. | 1.5 | 110 |
| 59 | If â€˜weâ€™ can succeed, â€˜Iâ€™ can too: Identity-based motivation and gender in the classroom. Contemporary Educational Psychology, 2012, 37, 176-185. | 1.6 | 92 |
| 60 | Culture as situated cognition: Cultural mindsets, cultural fluency, and meaning making. European Review of Social Psychology, 2011, 22, 164-214. | 5.8 | 215 |
| 61 | Seeing the Destination but Not the Path: Effects of Socioeconomic Disadvantage on School-focused Possible Self Content and Linked Behavioral Strategies. Self and Identity, 2011, 10, 474-492. | 1.0 | 71 |
| 62 | Possible Identities. , 2011, , 117-145. | | 116 |
| 63 | Independent Effects of Paternal Involvement and Maternal Mental Illness on Child Outcomes. Social Service Review, 2010, 84, 103-127. | 0.3 | 12 |
| 64 | The Shield of Defense or the Sword of Prosecution?â€˜How Selfâ€Regulatory Focus Relates to Responses to Crime. Journal of Applied Social Psychology, 2010, 40, 1849-1867. | 1.3 | 2 |
| 65 | Identity-Based Motivation: Implications for Intervention. Counseling Psychologist, 2010, 38, 1001-1043. | 0.8 | 316 |
| 66 | When message-frame fits salient cultural-frame, messages feel more persuasive. Psychology and Health, 2010, 25, 321-337. | 1.2 | 68 |
| 67 | Incentivizing education: Seeing schoolwork as an investment, not a chore. Journal of Experimental Social Psychology, 2010, 46, 846-849. | 1.3 | 80 |
| 68 | 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. Journal of Experimental Social Psychology, 2010, 46, 785-791. | 1.3 | 63 |
| 69 | Neighborhood Effects on Racialâ€"Ethnic Identity: The Undermining Role of Segregation. Race and Social Problems, 2009, 1, 67-76. | 1.2 | 33 |
| 70 | Expecting to Work, Fearing Homelessness: The Possible Selves of Lowâ€Income Mothers[1]. Journal of Applied Social Psychology, 2009, 39, 1334-1355. | 1.3 | 63 |
| 71 | Identityâ€based motivation: Implications for actionâ€readiness, proceduralâ€readiness, and consumer behavior. Journal of Consumer Psychology, 2009, 19, 250-260. | 3.2 | 399 |
| 72 | Identityâ€based motivation and consumer behavior. Journal of Consumer Psychology, 2009, 19, 276-279. | 3.2 | 159 |

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| 73 | From Assets to School Outcomes. Psychological Science, 2009, 20, 414-418. | 1.8 | 112 |
| 74 | Connecting and separating mind-sets: Culture as situated cognition.. Journal of Personality and Social Psychology, 2009, 97, 217-235. | 2.6 | 213 |
| 75 | Does culture influence what and how we think? Effects of priming individualism and collectivism.. Psychological Bulletin, 2008, 134, 311-342. | 5.5 | 1,056 |
| 76 | Racial-ethnic self-schemas: Multidimensional identity-based motivation. Journal of Research in Personality, 2008, 42, 1186-1198. | 0.9 | 61 |
| 77 | Of Warrior Chiefs and Indian Princesses: The Psychological Consequences of American Indian Mascots. Basic and Applied Social Psychology, 2008, 30, 208-218. | 1.2 | 201 |
| 78 | Regulatory fit and health behavior. Psychology and Health, 2008, 23, 327-346. | 1.2 | 46 |
| 79 | Racial-Ethnic Self-Schemas and Segmented Assimilation: Identity and the Academic Achievement of Hispanic Youth. Social Psychology Quarterly, 2008, 71, 302-320. | 1.4 | 47 |
| 80 | Mothers with serious mental illness: When symptoms decline does parenting improve?. Journal of Family Psychology, 2008, 22, 162-166. | 1.0 | 48 |
| 81 | A Situated Cognition Perspective on Culture. , 2008, , 237-265. | | 32 |
| 82 | Identity-based motivation and health.. Journal of Personality and Social Psychology, 2007, 93, 1011-1027. | 2.6 | 347 |
| 83 | Unfair treatment and self-regulatory focus. Journal of Experimental Social Psychology, 2007, 43, 505-512. | 1.3 | 75 |
| 84 | Reaching for the future: The education-focused possible selves of low-income mothers. New Directions for Adult and Continuing Education, 2007, 2007, 39-49. | 0.5 | 12 |
| 85 | School Success, Possible Selves, and Parent School Involvement*. Family Relations, 2007, 56, 479-489. | 1.1 | 74 |
| 86 | 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 |
| 87 | Racial-Ethnic Identity in Mid-Adolescence: Content and Change as Predictors of Academic Achievement. Child Development, 2006, 77, 1155-1169. | 1.7 | 175 |
| 88 | High Power, Low Power, and Equality: Culture Beyond Individualism and Collectivism. Journal of Consumer Psychology, 2006, 16, 352-356. | 3.2 | 129 |
| 89 | Psychosocial Outcomes for Adult Children of Parents with Severe Mental Illnesses: Demographic and Clinical History Predictors. Health and Social Work, 2006, 31, 99-108. | 0.5 | 62 |
| 90 | Fitting in Matters. Psychological Science, 2006, 17, 854-861. | 1.8 | 64 |

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| 91 | Timing of Mental Illness Onset and Motherhood. Journal of Nervous and Mental Disease, 2005, 193, 369-378. | 0.5 | 22 |
| 92 | Relationship between Maternal Clinical Factors and Mother-Reported Child Problems. Community Mental Health Journal, 2005, 41, 687-704. | 1.1 | 16 |
| 93 | Living Arrangements and Social Support: Effects on the Well-Being of Mothers with Mental Illness. Social Work Research, 2005, 29, 41-55. | 0.3 | 38 |
| 94 | When mothers have serious mental health problems: parenting as a proximal mediator. Journal of Adolescence, 2005, 28, 443-463. | 1.2 | 69 |
| 95 | Diversity of Outcomes Among Adolescent Children of Mothers With Mental Illness. Journal of Emotional and Behavioral Disorders, 2004, 12, 206-221. | 1.1 | 36 |
| 96 | Parenting Self-Construals of Mothers With a Serious Mental Illness: Efficacy, Burden, and Personal Growth1. Journal of Applied Social Psychology, 2004, 34, 2503-2523. | 1.3 | 32 |
| 97 | Possible selves as roadmaps. Journal of Research in Personality, 2004, 38, 130-149. | 0.9 | 345 |
| 98 | Children of Mothers Diagnosed with Serious Mental Illness: Patterns and Predictors of Service Use. Administration and Policy in Mental Health and Mental Health Services Research, 2004, 6, 167-183. | 2.3 | 35 |
| 99 | Diagnostic differences among women with long-term serious mental illness.. Psychological Services, 2004, 1, 5-21. | 0.9 | 5 |
| 100 | Assessing Depression in Childhood and Adolescence: A Guide for Social Work Practice. Child and Adolescent Social Work Journal, 2003, 20, 5-20. | 0.7 | 12 |
| 101 | Title is missing!. Journal of Primary Prevention, 2003, 23, 451-482. | 0.8 | 37 |
| 102 | Variability in community functioning of mothers with serious mental illness. Journal of Behavioral Health Services and Research, 2003, 30, 269-289. | 0.6 | 25 |
| 103 | Racial-Ethnic Self-Schemas. Social Psychology Quarterly, 2003, 66, 333. | 1.4 | 120 |
| 104 | Gendered Racial Identity and Involvement with School. Self and Identity, 2003, 2, 307-324. | 1.0 | 49 |
| 105 | Families with Parental Mental Illness, Adolescence. , 2003, , 471-479. | | 2 |
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| 107 | Parenting of mothers with a serious mental illness: Differential effects of diagnosis, clinical history, and other mental health variables. Social Work Research, 2002, 26, 225-240. | 0.3 | 38 |
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| 109 | Rethinking individualism and collectivism: Evaluation of theoretical assumptions and meta-analyses.. Psychological Bulletin, 2002, 128, 3-72. | 5.5 | 4,428 |
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| 111 | Influences of maternal mental illness on psychological outcomes for adolescent children. Journal of Adolescence, 2002, 25, 587-602. | 1.2 | 49 |
| 112 | Is the Interdependent Self More Sensitive to Question Context Than the Independent Self? Self-Construal and the Observation of Conversational Norms. Journal of Experimental Social Psychology, 2002, 38, 323-329. | 1.3 | 125 |
| 113 | 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 |
| 114 | Positive Parenting Among African American Mothers With a Serious Mental Illness. Journal of Marriage and Family, 2002, 64, 65-77. | 1.6 | 23 |
| 115 | Examining the Implications of Cultural Frames on Social Movements and Group Action. , 2002, , 162-187. | | 12 |
| 116 | Rethinking individualism and collectivism: evaluation of theoretical assumptions and meta-analyses. Psychological Bulletin, 2002, 128, 3-72. | 5.5 | 729 |
| 117 | Asking Questions About Behavior: Cognition, Communication, and Questionnaire Construction. American Journal of Evaluation, 2001, 22, 127-160. | 0.6 | 445 |
| 118 | Life circumstances of mothers with serious mental illnesses.. Psychiatric Rehabilitation Journal, 2001, 25, 114-123. | 0.8 | 92 |
| 119 | The ups and downs of thinking about a successful other: self-construals and the consequences of social comparisons. European Journal of Social Psychology, 2001, 31, 311-320. | 1.5 | 72 |
| 120 | Stigma: An Insider's View. Journal of Social Issues, 2001, 57, 1-14. | 1.9 | 99 |
| 121 | Gendered Influence of Downward Social Comparisons on Current and Possible Selves. Journal of Social Issues, 2001, 57, 129-148. | 1.9 | 43 |
| 122 | Race From the Inside: An Emerging Heterogeneous Race Model. Journal of Social Issues, 2001, 57, 149-165. | 1.9 | 88 |
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| 124 | Can racial identity be promotive of academic efficacy?. International Journal of Behavioral Development, 2001, 25, 379-385. | 1.3 | 157 |
| 125 | Mothers with serious mental illness. New Directions for Mental Health Services, 2000, 2000, 73-91. | 0.4 | 19 |
| 126 | Parenting among mothers with a serious mental illness.. American Journal of Orthopsychiatry, 2000, 70, 296-315. | 1.0 | 237 |

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| 127 | Cultural accommodation: Hybridity and the framing of social obligation.. Journal of Personality and Social Psychology, 1998, 74, 1606-1618. | 2.6 | 78 |
| 128 | Implications of Cultural Context. , 1998, , 281-300. | | 40 |
| 129 | Being Asian American. Journal of Applied Behavioral Science, The, 1997, 33, 435-453. | 2.0 | 135 |
| 130 | Collectivism, Personal Autonomy, Wealth, and Cognitive Competence. PsycCritiques, 1997, 42, 790-792. | 0.0 | 2 |
| 131 | Integrated Information Systems for Human Services. Computers in Human Services, 1996, 12, 311-325. | 0.6 | 12 |
| 132 | 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 |
| 133 | Motherhood for women with serious mental illness: Pregnancy, childbirth, and the postpartum period.. American Journal of Orthopsychiatry, 1995, 65, 21-38. | 1.0 | 75 |
| 134 | Parenting and the significance of children for women with a serious mental illness. Journal of Mental Health Administration, 1995, 22, 189-200. | 1.1 | 63 |
| 135 | Predictors of nurturant parenting in teen mothers living in three generational families. Child Psychiatry and Human Development, 1994, 24, 215-230. | 1.1 | 32 |
| 136 | Resources and Supports for Mothers with Severe Mental Illness. Health and Social Work, 1994, 19, 132-142. | 0.5 | 62 |
| 137 | Adolescent identity and delinquency in interpersonal context. Child Psychiatry and Human Development, 1993, 23, 203-214. | 1.1 | 12 |
| 138 | The Impact of Clinical Information Systems on Human Service Organizations. Computers in Human Services, 1993, 9, 425-438. | 0.6 | 4 |
| 139 | Competence, delinquency, and attempts to attain possible selves.. Journal of Personality and Social Psychology, 1993, 65, 360-374. | 2.6 | 118 |
| 140 | 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 |
| 141 | Competence, delinquency, and attempts to attain possible selves.. Journal of Personality and Social Psychology, 1993, 65, 360-374. | 2.6 | 55 |
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| 143 | Conflict and Democracy in Action. Small Group Research, 1992, 23, 259-277. | 1.8 | 2 |
| 144 | Keeping in touch: Ecological factors related to foster care visitation. Child and Adolescent Social Work Journal, 1992, 9, 541-554. | 0.7 | 42 |

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| 147 | Possible Selves in Balance: Implications for Delinquency. Journal of Social Issues, 1990, 46, 141-157. | 1.9 | 249 |
| 148 | Gender and Thought: The Role of the Self-Concept. , 1989, , 100-127. | | 187 |
| 149 | Unilateral Family Therapy with the Spouses of Alcoholics. Journal of Social Service Research, 1987, 10, 145-162. | 0.7 | 77 |
| 150 | Question Comprehension and Response: Implications of Individualism and Collectivism. Research on Managing Groups and Teams, 0, , 173-201. | 0.6 | 7 |
| 151 | Social Stigma and Health: An Identity-Based Motivation Perspective. , 0, , 317-334. | | 5 |
| 152 | Social Cognition and Self-Concept: A Socially Contextualized Model of Identity. , 0, , 175-202. | | 24 |