

Arie W Kruglanski

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/4683039/publications.pdf>

Version: 2024-02-01

201
papers

23,343
citations

19657

61
h-index

9103

144
g-index

208
all docs

208
docs citations

208
times ranked

10655
citing authors

#	ARTICLE	IF	CITATIONS
1	Natives with a need for cognitive closure can approve of immigrants's economic effect when they trust pro-immigrant epistemic authorities. <i>Journal of Social Psychology</i> , 2024, 164, 76-91.	1.5	2
2	Intentions to be Vaccinated Against COVID-19: The Role of Prosociality and Conspiracy Beliefs across 20 Countries. <i>Health Communication</i> , 2023, 38, 1530-1539.	3.1	27
3	The role of values in coping with health and economic threats of COVID-19. <i>Journal of Social Psychology</i> , 2023, 163, 755-772.	1.5	9
4	Men and women who want epistemic certainty are at-risk for hostility towards women leaders. <i>Journal of Social Psychology</i> , 2022, 162, 549-565.	1.5	5
5	"We are all in the same boat": How societal discontent affects intention to help during the COVID-19 pandemic. <i>Journal of Community and Applied Social Psychology</i> , 2022, 32, 332-347.	2.4	6
6	Everyday discrimination and cancer metaphor preferences: The mediating effects of needs for personal significance and cognitive closure. <i>SSM - Population Health</i> , 2022, 17, 100991.	2.7	2
7	Significance-Quest Theory. <i>Perspectives on Psychological Science</i> , 2022, 17, 1050-1071.	9.0	38
8	The psychology of getting busy: Multitasking as a consequence of goal activation.. <i>Journal of Experimental Psychology: General</i> , 2022, 151, 137-160.	2.1	4
9	Marie Curie vs. Serena Williams: ambition leads to extremism through obsessive (but not harmonious) passion. <i>Motivation and Emotion</i> , 2022, 46, 382-393.	1.3	7
10	Says Who? Credibility Effects in Self-Verification Strivings. <i>Psychological Science</i> , 2022, 33, 699-715.	3.3	5
11	COVID-19 stressors and health behaviors: A multilevel longitudinal study across 86 countries. <i>Preventive Medicine Reports</i> , 2022, 27, 101764.	1.8	10
12	By all means necessary: Closed mindedness, ingroup morality, and weapon ownership. <i>European Journal of Social Psychology</i> , 2022, 52, 881-894.	2.4	2
13	Terrorism and conspiracy theories: A view from the 3N model of radicalization. <i>Current Opinion in Psychology</i> , 2022, 47, 101396.	4.9	8
14	The hopeful dimension of locomotion orientation: Implications for psychological well-being. <i>Journal of Social Psychology</i> , 2021, 161, 233-244.	1.5	4
15	The Unique Role of Regulatory Mode Orientations in Implicit and Explicit Self-Forgiveness. <i>Social Psychology</i> , 2021, 52, 36-50.	0.7	1
16	Coping with COVID-19-induced threats to self. <i>Group Processes and Intergroup Relations</i> , 2021, 24, 284-289.	3.9	30
17	On the psychology of extremism: How motivational imbalance breeds intemperance.. <i>Psychological Review</i> , 2021, 128, 264-289.	3.8	21
18	Intergenerational conflicts of interest and prosocial behavior during the COVID-19 pandemic. <i>Personality and Individual Differences</i> , 2021, 171, 110535.	2.9	35

#	ARTICLE	IF	CITATIONS
19	The Call of the Wild: How Extremism Happens. <i>Current Directions in Psychological Science</i> , 2021, 30, 181-185.	5.3	6
20	The Motivational Underpinnings of Intentions to Use Doping in Sport: A Sample of Young Non-Professional Athletes. <i>International Journal of Environmental Research and Public Health</i> , 2021, 18, 5411.	2.6	6
21	Lives versus Livelihoods? Perceived economic risk has a stronger association with support for COVID-19 preventive measures than perceived health risk. <i>Scientific Reports</i> , 2021, 11, 9669.	3.3	30
22	Ideological Extremism Among Syrian Refugees Is Negatively Related to Intentions to Migrate to the West. <i>Psychological Science</i> , 2021, 32, 1362-1374.	3.3	1
23	Why Do I Seek Negative Feedback? Assessment Orientation, Self-Criticism, and Negative Feedback-Seeking. <i>Frontiers in Psychology</i> , 2021, 12, 709261.	2.1	2
24	Motivations to Act for the Protection of Nature Biodiversity and the Environment: A Matter of "Significance". <i>Environment and Behavior</i> , 2020, 52, 1133-1163.	4.7	26
25	Does inconsistency always lead to negative affect? The influence of need for closure on affective reactions to cognitive inconsistency. <i>International Journal of Psychology</i> , 2020, 55, 882-890.	2.8	9
26	The Quest for Personal Significance and Ideological Violence. <i>AJOB Neuroscience</i> , 2020, 11, 285-287.	1.1	1
27	Biased hate crime perceptions can reveal supremacist sympathies. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2020, 117, 19072-19079.	7.1	12
28	Curiosity as end and means. <i>Current Opinion in Behavioral Sciences</i> , 2020, 35, 35-39.	3.9	13
29	Terrorism in time of the pandemic: exploiting mayhem. <i>Global Security: Health, Science and Policy</i> , 2020, 5, 121-132.	1.6	20
30	Helping when the desire is low: Expectancy as a booster. <i>Motivation and Emotion</i> , 2020, 44, 819-831.	1.3	6
31	Habitual Behavior Is Goal-Driven. <i>Perspectives on Psychological Science</i> , 2020, 15, 1256-1271.	9.0	56
32	Ideologies that justify political violence. <i>Current Opinion in Behavioral Sciences</i> , 2020, 34, 107-111.	3.9	34
33	Life psychology and significance quest: a complementary approach to violent extremism and counter-radicalisation. <i>Journal of Policing, Intelligence and Counter Terrorism</i> , 2020, 15, 1-22.	0.9	13
34	Making Americans Feel Great Again? Personal Significance Predicts Political Intentions of Losers and Winners of the 2016 U.S. Election. <i>Political Psychology</i> , 2020, 41, 717-736.	3.6	1
35	All Thinking is "Wishful" Thinking. <i>Trends in Cognitive Sciences</i> , 2020, 24, 413-424.	7.8	33
36	Truth and significance: a 3N model (needs, narratives, networks) perspective on religion. , 2020, , 225-242.		1

#	ARTICLE	IF	CITATIONS
37	Frustration-affirmation? Thwarted goals motivate compliance with social norms for violence and nonviolence.. Journal of Personality and Social Psychology, 2020, 119, 249-271.	2.8	25
38	Social context moderates the effects of quest for significance on violent extremism.. Journal of Personality and Social Psychology, 2020, 118, 1165-1187.	2.8	63
39	Who Is Most Likely to Wear Rose-Colored Glasses? How Regulatory Mode Moderates Self-Flattery. Personality and Social Psychology Bulletin, 2019, 45, 327-341.	3.0	8
40	A Stroll through the Garden of "Goodness" and "Badness": The Goal Systemic View on the Value of Actions and Outcomes. Psychological Inquiry, 2019, 30, 151-154.	0.9	2
41	My Road to Violent Extremism (As Its Researcher, That Is). Perspectives on Psychological Science, 2019, 14, 49-53.	9.0	1
42	Rebel with a Cause: Personal Significance from Political Activism Predicts Willingness to Self-Sacrifice. Journal of Social Issues, 2019, 75, 314-349.	3.3	33
43	Effect of regulatory modes on work performance: the moderating role of job familiarity and job complexity / El efecto del modo de regulaci3n en el rendimiento laboral: el rol moderador de la familiaridad con el trabajo y la complejidad de la tarea. Revista De Psicología Social, 2019, 34, 1-25.	0.7	2
44	The Psychology of Multiple Goal Pursuit: Choices, Configurations, and Commitments. Journal of the Association for Consumer Research, 2019, 4, 5-12.	1.7	4
45	Cognitive mechanisms in violent extremism. Cognition, 2019, 188, 116-123.	2.2	16
46	"Tempus Divitiae": Locomotion orientation and evaluation of time as a precious resource. Time and Society, 2019, 28, 1105-1123.	1.5	5
47	To reappraise or not to reappraise? Emotion regulation choice and cognitive energetics.. Emotion, 2019, 19, 964-981.	1.8	43
48	Mass shootings and the salience of guns as means of compensation for thwarted goals.. Journal of Personality and Social Psychology, 2019, 116, 704-723.	2.8	18
49	Reasoned action in the service of goal pursuit.. Psychological Review, 2019, 126, 774-786.	3.8	226
50	The Radical's Journey. , 2019, , .		17
51	The Three Pillars of Radicalization. , 2019, , .		109
52	On Sin and Sacrifice: How Intrinsic Religiosity and Sexual-Guilt Create Support for Martyrdom. Psychological Research on Urban Society, 2019, 2, 66.	0.3	5
53	Shared reality as collective closure. Current Opinion in Psychology, 2018, 23, 72-76.	4.9	10
54	Deradicalizing Detained Terrorists. Political Psychology, 2018, 39, 539-556.	3.6	69

#	ARTICLE	IF	CITATIONS
55	The Making of Violent Extremists. Review of General Psychology, 2018, 22, 107-120.	3.2	84
56	Retrieval-Induced Forgetting as Motivated Cognition. Frontiers in Psychology, 2018, 9, 2030.	2.1	9
57	Counterfinality: On the Increased Perceived Instrumentality of Means to a Goal. Frontiers in Psychology, 2018, 9, 1052.	2.1	17
58	A "bridge" over troubled water: Implications of the effect of locomotion mode on hopelessness. Journal of Applied Social Psychology, 2018, 48, 675-682.	2.0	7
59	Cognitive Consistency Theory in Social Psychology: A Paradigm Reconsidered. Psychological Inquiry, 2018, 29, 45-59.	0.9	57
60	Personal failure makes society seem fonder: An inquiry into the roots of social interdependence. PLoS ONE, 2018, 13, e0201361.	2.5	7
61	All About Cognitive Consistency: A Reply to Commentaries. Psychological Inquiry, 2018, 29, 109-116.	0.9	7
62	Assessment and Locomotion Conjunction: How Looking Complements Leaping "But Not Always. Advances in Experimental Social Psychology, 2018, 58, 243-299.	3.3	8
63	Disparate roads to certainty processing strategy choices under need for closure. European Review of Social Psychology, 2018, 29, 161-211.	9.4	18
64	"Letting myself go forward past wrongs": How regulatory modes affect self-forgiveness. PLoS ONE, 2018, 13, e0193357.	2.5	13
65	Individual differences in regulatory mode moderate the effectiveness of a pilot mHealth trial for diabetes management among older veterans. PLoS ONE, 2018, 13, e0192807.	2.5	44
66	When and Why Do Liberals and Conservatives Think Alike?. Social Psychology, 2018, 49, 360-368.	0.7	9
67	The road to extremism: Field and experimental evidence that significance loss-induced need for closure fosters radicalization.. Journal of Personality and Social Psychology, 2018, 114, 270-285.	2.8	132
68	A structural model of intrinsic motivation: On the psychology of means-ends fusion.. Psychological Review, 2018, 125, 165-182.	3.8	60
69	Violent Radicalism and the Psychology of Prepossession. Psychologia Społeczna, 2018, 13, .	1.8	12
70	Is "Behavior" the Problem?. Psychologia Społeczna, 2018, 13, e26138.	1.8	4
71	Divergent Paths to Martyrdom and Significance Among Suicide Attackers. Terrorism and Political Violence, 2017, 29, 852-874.	2.0	30
72	Quest for Significance and Violent Extremism: The Case of Domestic Radicalization. Political Psychology, 2017, 38, 815-831.	3.6	133

#	ARTICLE	IF	CITATIONS
73	Social psychology circa 2016: A field on steroids. <i>European Journal of Social Psychology</i> , 2017, 47, 1-10.	2.4	9
74	Need for closure and reactions to innovation. <i>Journal of Applied Social Psychology</i> , 2017, 47, 473-481.	2.0	7
75	Evidence for arrogance: On the relative importance of expertise, outcome, and manner. <i>PLoS ONE</i> , 2017, 12, e0180420.	2.5	10
76	Need for Closure, Torture, and Punishment Motivations. <i>Social Psychology</i> , 2017, 48, 335-347.	0.7	19
77	To the fringe and back: Violent extremism and the psychology of deviance.. <i>American Psychologist</i> , 2017, 72, 217-230.	4.2	77
78	The impact of the Orlando mass shooting on fear of victimization and gun-purchasing intentions: Not what one might expect. <i>PLoS ONE</i> , 2017, 12, e0182408.	2.5	25
79	What a difference two years make: patterns of radicalization in a Philippine jail. <i>Dynamics of Asymmetric Conflict: Pathways Toward Terrorism and Genocide</i> , 2016, 9, 13-36.	1.1	14
80	Rethinking social cognition in means-ends terms: A tale of two surprises. <i>Motivation and Emotion</i> , 2016, 40, 343-350.	1.3	3
81	Aspects of motivation: reflections on Roy Baumeister's essay. <i>Motivation and Emotion</i> , 2016, 40, 11-15.	1.3	6
82	Beyond goal commitment: How expectancy shapes means evaluation.. <i>Motivation Science</i> , 2016, 2, 67-84.	1.6	14
83	Self-image threat decreases stereotyping: The role of motivation toward closure. <i>Motivation and Emotion</i> , 2016, 40, 830-841.	1.3	11
84	Prejudice in person memory: Self-threat biases memories of stigmatized group members. <i>European Journal of Social Psychology</i> , 2016, 46, 124-131.	2.4	8
85	Different strokes for different folks: Effects of regulatory mode complementarity and task complexity on performance. <i>Personality and Individual Differences</i> , 2016, 89, 134-142.	2.9	19
86	Practice Benefits Locomotors. <i>Social Psychological and Personality Science</i> , 2016, 7, 358-365.	3.9	11
87	It's About Time: The Role of Locomotion in Withdrawal Behavior. <i>Journal of Business and Psychology</i> , 2016, 31, 265-278.	4.0	7
88	One size doesn't fit all: the influence of supervisors' power tactics and subordinates' need for cognitive closure on burnout and stress. <i>European Journal of Work and Organizational Psychology</i> , 2016, 25, 287-300.	3.7	19
89	Experience of Time by People on the Go. <i>Personality and Social Psychology Review</i> , 2016, 20, 100-117.	6.0	45
90	The rocky road from attitudes to behaviors: Charting the goal systemic course of actions.. <i>Psychological Review</i> , 2015, 122, 598-620.	3.8	78

#	ARTICLE	IF	CITATIONS
91	The Architecture of Goal Systems. <i>Advances in Motivation Science</i> , 2015, 2, 69-98.	3.7	86
92	Handling conflict at work. <i>International Journal of Conflict Management</i> , 2015, 26, 25-43.	1.9	11
93	The Motivated Gatekeeper of Our Minds. <i>Advances in Experimental Social Psychology</i> , 2015, , 221-283.	3.3	140
94	The "more is less" effect in equifinal structures: Alternative means reduce the intensity and quality of motivation. <i>Journal of Experimental Social Psychology</i> , 2015, 60, 93-102.	2.2	21
95	When Mona Lisa Smiled and Love was in the Air: On the Cognitive Energetics of Motivated Judgments. <i>Social Cognition</i> , 2015, 33, 104-119.	0.9	7
96	Palestinian public opinion and terrorism: A two-way street?. <i>Journal of Policing, Intelligence and Counter Terrorism</i> , 2015, 10, 71-87.	0.9	3
97	Need for Cognitive Closure Modulates How Perceptual Decisions Are Affected by Task Difficulty and Outcome Relevance. <i>PLoS ONE</i> , 2015, 10, e0146002.	2.5	13
98	Routes of Motivation: Stable Psychological Dispositions Are Associated with Dynamic Changes in Cortico-Cortical Functional Connectivity. <i>PLoS ONE</i> , 2014, 9, e98010.	2.5	9
99	Bending perception to desire: Effects of task demands, motivation, and cognitive resources. <i>Motivation and Emotion</i> , 2014, 38, 802-814.	1.3	20
100	Perceived impact of terrorism and the role of the media: representations by Italian citizens differing in political orientation and need for closure. <i>Behavioral Sciences of Terrorism and Political Aggression</i> , 2014, 6, 41-57.	1.0	5
101	On motivational readiness.. <i>Psychological Review</i> , 2014, 121, 367-388.	3.8	81
102	The Role of Need for Cognitive Closure in Retrieval-Induced Forgetting and Misinformation Effects in Eyewitness Memory. <i>Social Cognition</i> , 2014, 32, 337-359.	0.9	14
103	The Quest for Significance Model of Radicalization: Implications for the Management of Terrorist Detainees. <i>Behavioral Sciences and the Law</i> , 2014, 32, 423-439.	0.8	41
104	Need to know: the need for cognitive closure impacts the clinical practice of obstetrician/gynecologists. <i>BMC Medical Informatics and Decision Making</i> , 2014, 14, 122.	3.0	13
105	From Readiness to Action: How Motivation Works. <i>Polish Psychological Bulletin</i> , 2014, 45, 259-267.	0.3	4
106	Effect of circadian rhythms on retrieval-induced forgetting. <i>Cognitive Processing</i> , 2014, 15, 29-38.	1.4	10
107	The Psychology of Radicalization and Deradicalization: How Significance Quest Impacts Violent Extremism. <i>Political Psychology</i> , 2014, 35, 69-93.	3.6	419
108	Regulatory mode orientations and well-being in an organizational setting: the differential mediating roles of workaholism and work engagement. <i>Journal of Applied Social Psychology</i> , 2014, 44, 725-738.	2.0	75

#	ARTICLE	IF	CITATIONS
109	Follower need for cognitive closure as moderator of the effectiveness of leader procedural fairness. <i>European Journal of Work and Organizational Psychology</i> , 2014, 23, 582-595.	3.7	9
110	Interdependent self-construals mitigate the fear of death and augment the willingness to become a martyr.. <i>Journal of Personality and Social Psychology</i> , 2014, 107, 265-275.	2.8	28
111	Looking back or moving on: How regulatory modes affect nostalgia. <i>Motivation and Emotion</i> , 2013, 37, 653-660.	1.3	27
112	Locomotion and the preference for multi-tasking: Implications for well-being. <i>Motivation and Emotion</i> , 2013, 37, 213-223.	1.3	40
113	When motivation backfires: Optimal levels of motivation as a function of cognitive capacity in information relevance perception and social judgment. <i>Motivation and Emotion</i> , 2013, 37, 261-273.	1.3	16
114	When passion makes the heart grow colder: The role of passion in alternative goal suppression.. <i>Journal of Personality and Social Psychology</i> , 2013, 104, 126-147.	2.8	139
115	Psychological insights into Indonesian Islamic terrorism: The what, the how and the why of violent extremism. <i>Asian Journal of Social Psychology</i> , 2013, 16, 112-116.	2.1	7
116	Uncertainty and the Roots of Extremism. <i>Journal of Social Issues</i> , 2013, 69, 407-418.	3.3	118
117	The effects of Israeli use of coercive and conciliatory tactics on Palestinian's use of terrorist tactics: 2000-2006. <i>Dynamics of Asymmetric Conflict: Pathways Toward Terrorism and Genocide</i> , 2013, 6, 22-44.	1.1	5
118	Motivation and Self-Regulation in Addiction. <i>Perspectives on Psychological Science</i> , 2013, 8, 3-24.	9.0	101
119	Terrorism- A (self) love story: Redirecting the significance quest can end violence.. <i>American Psychologist</i> , 2013, 68, 559-575.	4.2	152
120	Only One? The Default Interventionist Perspective as a Unimodel- Commentary on Evans & Stanovich (2013). <i>Perspectives on Psychological Science</i> , 2013, 8, 242-247.	9.0	56
121	The Motivational Dynamics of Retrieval-Induced Forgetting. <i>Personality and Social Psychology Bulletin</i> , 2013, 39, 1530-1541.	3.0	21
122	The Distinct Psychologies of "Looking" and "Leaping": Assessment and Locomotion as the Springs of Action. <i>Social and Personality Psychology Compass</i> , 2013, 7, 79-92.	3.7	44
123	Features of Multifinality. <i>Personality and Social Psychology Review</i> , 2013, 17, 22-39.	6.0	97
124	Prioritizing association strength versus value: The influence of self-regulatory modes on means evaluation in single goal and multigoal contexts.. <i>Journal of Personality and Social Psychology</i> , 2012, 102, 22-31.	2.8	71
125	The energetics of motivated cognition: A force-field analysis.. <i>Psychological Review</i> , 2012, 119, 1-20.	3.8	239
126	Leaders as Planners and Movers: Supervisors' Regulatory Modes and Subordinates' Performance. <i>Journal of Applied Social Psychology</i> , 2012, 42, 2564-2582.	2.0	10

#	ARTICLE	IF	CITATIONS
127	Maintaining Physical Exercise: How Locomotion Mode Moderates the Full Attitude–Intention–Behavior Relation. <i>Basic and Applied Social Psychology</i> , 2012, 34, 295-303.	2.1	13
128	The dynamics of consumer behavior: A goal systemic perspective. <i>Journal of Consumer Psychology</i> , 2012, 22, 208-223.	4.5	86
129	THE PSYCHOLOGY OF CLOSED AND OPEN MINDEDNESS, RATIONALITY, AND DEMOCRACY. <i>Critical Review</i> , 2012, 24, 217-232.	0.2	25
130	Motivational underpinnings of social influence in work settings: Bases of social power and the need for cognitive closure. <i>European Journal of Social Psychology</i> , 2012, 42, 41-52.	2.4	35
131	Persistence of attitude change and attitude–behavior correspondence based on extensive processing of source information. <i>European Journal of Social Psychology</i> , 2012, 42, 103-111.	2.4	17
132	On the psychology of time in action: Regulatory mode orientations and procrastination.. <i>Journal of Personality and Social Psychology</i> , 2011, 101, 1317-1331.	2.8	75
133	Multifinality in implicit choice.. <i>Journal of Personality and Social Psychology</i> , 2011, 101, 1124-1137.	2.8	68
134	Intuitive and deliberate judgments are based on common principles.. <i>Psychological Review</i> , 2011, 118, 97-109.	3.8	575
135	How many roads lead to Rome? Equifinality set-size and commitment to goals and means. <i>European Journal of Social Psychology</i> , 2011, 41, 344-352.	2.4	49
136	The multifinality constraints effect: How goal multiplicity narrows the means set to a focal end.. <i>Journal of Personality and Social Psychology</i> , 2011, 100, 810-826.	2.8	140
137	Toward a Relativity Theory of Rationality. <i>Social Cognition</i> , 2009, 27, 639-660.	0.9	22
138	Fully Committed: Suicide Bombers' Motivation and the Quest for Personal Significance. <i>Political Psychology</i> , 2009, 30, 331-357.	3.6	244
139	Yes, No, and Maybe in the World of Terrorism Research: Reflections on the Commentaries. <i>Political Psychology</i> , 2009, 30, 401-417.	3.6	5
140	Psychological Factors in Terrorism and Counterterrorism: Individual, Group, and Organizational Levels of Analysis. <i>Social Issues and Policy Review</i> , 2009, 3, 1-44.	6.5	94
141	Regulatory mode preferences for autonomy supporting versus controlling instructional styles. <i>British Journal of Educational Psychology</i> , 2009, 79, 599-615.	2.9	29
142	Let there be no mistake! On assessment mode and the transference effect in social perception. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 879-883.	2.2	11
143	The Perfect Mix. <i>Psychological Science</i> , 2009, 20, 681-685.	3.3	56
144	Borderline personality disorder in the context of self-regulation: Understanding symptoms and hallmark features as deficits in locomotion and assessment. <i>Personality and Individual Differences</i> , 2008, 44, 22-31.	2.9	28

#	ARTICLE	IF	CITATIONS
145	Why dieters fail: Testing the goal conflict model of eating. Journal of Experimental Social Psychology, 2008, 44, 26-36.	2.2	282
146	Regulatory mode effects on counterfactual thinking and regret. Journal of Experimental Social Psychology, 2008, 44, 321-329.	2.2	90
147	Night and Day, You Are the One. Psychological Science, 2008, 19, 296-301.	3.3	44
148	“Seizing and Freezing” on a Significant-Person Schema: Need for Closure and the Transference Effect in Social Judgment. Personality and Social Psychology Bulletin, 2008, 34, 1492-1503.	3.0	43
149	Re-thinking Culture and Personality. , 2008, , 161-190.		55
150	What Should This Fight Be Called?. Psychological Science in the Public Interest: A Journal of the American Psychological Society, 2007, 8, 97-133.	10.7	62
151	Regulatory Mode and Preferred Leadership Styles: How Fit Increases Job Satisfaction. Basic and Applied Social Psychology, 2007, 29, 137-149.	2.1	56
152	The dilution model: How additional goals undermine the perceived instrumentality of a shared path.. Journal of Personality and Social Psychology, 2007, 92, 389-401.	2.8	125
153	On The Parameters of Human Judgment. Advances in Experimental Social Psychology, 2007, 39, 255-303.	3.3	26
154	Partitioning the Domain of Social Inference: Dual Mode and Systems Models and Their Alternatives. Annual Review of Psychology, 2007, 58, 291-316.	17.7	99
155	"On the Move" or "Staying Put": Locomotion, Need for Closure, and Reactions to Organizational Change. Journal of Applied Social Psychology, 2007, 37, 1305-1340.	2.0	92
156	AUTHORS' RESPONSES: Modes, Systems and the Sirens of Specificity: The Issues in Gist. Psychological Inquiry, 2006, 17, 256-264.	0.9	3
157	Groups as epistemic providers: Need for closure and the unfolding of group-centrism.. Psychological Review, 2006, 113, 84-100.	3.8	373
158	Are associative and propositional processes qualitatively distinct? Comment on Gawronski and Bodenhausen (2006).. Psychological Bulletin, 2006, 132, 736-739.	6.1	13
159	Regulatory mode and the joys of doing: effects of “locomotion” and “assessment” on intrinsic and extrinsic task motivation. European Journal of Personality, 2006, 20, 355-375.	3.1	89
160	The Psychology of Terrorism: “Syndrome” Versus “Tool” Perspectives. Terrorism and Political Violence, 2006, 18, 193-215.	2.0	105
161	The Nature of Fit and the Origins of “Feeling Right”: A Goal-Systemic Perspective. Journal of Marketing Research, 2006, 43, 11-14.	4.8	27
162	TARGET ARTICLE: On Parametric Continuities in the World of Binary Either Ors. Psychological Inquiry, 2006, 17, 153-165.	0.9	83

#	ARTICLE	IF	CITATIONS
163	The role of task demands and processing resources in the use of base-rate and individuating information.. Journal of Personality and Social Psychology, 2006, 91, 205-217.	2.8	34
164	Says Who?: Epistemic Authority Effects in Social Judgment. Advances in Experimental Social Psychology, 2005, 37, 345-392.	3.3	107
165	Informational length and order of presentation as determinants of persuasion. Journal of Experimental Social Psychology, 2005, 41, 458-469.	2.2	69
166	The Quest for the Gist: On Challenges of Going Abstract in Social and Personality Psychology. Personality and Social Psychology Review, 2004, 8, 156-163.	6.0	19
167	Emotional transfer in goal systems. Journal of Experimental Social Psychology, 2004, 40, 723-738.	2.2	139
168	The Social Cognition of Immigrants' Acculturation: Effects of the Need for Closure and the Reference Group at Entry.. Journal of Personality and Social Psychology, 2004, 86, 796-813.	2.8	113
169	Relevance Override: On the Reduced Impact of "Cues" Under High-Motivation Conditions of Persuasion Studies.. Journal of Personality and Social Psychology, 2004, 86, 251-264.	2.8	46
170	Searching for commonalities in human judgement: The parametric unimodel and its dual mode alternatives. European Review of Social Psychology, 2003, 14, 1-47.	9.4	77
171	When opportunity knocks: Bottom-up priming of goals by means and its effects on self-regulation.. Journal of Personality and Social Psychology, 2003, 84, 1109-1122.	2.8	233
172	Political conservatism as motivated social cognition.. Psychological Bulletin, 2003, 129, 339-375.	6.1	3,576
173	Regulatory Mode: Locomotion and Assessment as Distinct Orientations. Advances in Experimental Social Psychology, 2003, , 293-344.	3.3	209
174	Leading us not into temptation: Momentary allurements elicit overriding goal activation.. Journal of Personality and Social Psychology, 2003, 84, 296-309.	2.8	737
175	A theory of goal systems. Advances in Experimental Social Psychology, 2002, , 331-378.	3.3	795
176	Priming against your will: How accessible alternatives affect goal pursuit. Journal of Experimental Social Psychology, 2002, 38, 368-383.	2.2	231
177	Forgetting all else: On the antecedents and consequences of goal shielding.. Journal of Personality and Social Psychology, 2002, 83, 1261-1280.	2.8	689
178	When similarity breeds content: Need for closure and the allure of homogeneous and self-resembling groups.. Journal of Personality and Social Psychology, 2002, 83, 648-662.	2.8	25
179	The structure and substance of intrinsic motivation. , 2000, , 105-127.		32
180	To "do the right thing" or to "just do it": Locomotion and assessment as distinct self-regulatory imperatives.. Journal of Personality and Social Psychology, 2000, 79, 793-815.	2.8	428

#	ARTICLE	IF	CITATIONS
181	Motivated Search for Common Ground: Need for Closure Effects on Audience Design in Interpersonal Communication. <i>Personality and Social Psychology Bulletin</i> , 1999, 25, 1101-1114.	3.0	27
182	The Illusory Second Mode or, the Cue Is the Message. <i>Psychological Inquiry</i> , 1999, 10, 182-193.	0.9	62
183	Motivation, Cognition, and Reality: Three Memos for the Next Generation of Research. <i>Psychological Inquiry</i> , 1999, 10, 54-58.	0.9	40
184	Persuasion by a Single Route: A View From the Unimodel. <i>Psychological Inquiry</i> , 1999, 10, 83-109.	0.9	404
185	Membership has its (epistemic) rewards: Need for closure effects on in-group bias.. <i>Journal of Personality and Social Psychology</i> , 1998, 75, 383-393.	2.8	196
186	Motivated language use in intergroup contexts: Need-for-closure effects on the linguistic intergroup bias.. <i>Journal of Personality and Social Psychology</i> , 1997, 72, 1122-1131.	2.8	45
187	Psychological theory testing versus psychometric nay-saying: Comment on Neuberg et al.'s (1997) critique of the Need for Closure Scale.. <i>Journal of Personality and Social Psychology</i> , 1997, 73, 1005-1016.	2.8	106
188	On Leaping to Conclusions When Feeling Tired: Mental Fatigue Effects on Impressional Primacy. <i>Journal of Experimental Social Psychology</i> , 1996, 32, 181-195.	2.2	226
189	Motivated Social Cognition: Need for Closure Effects on Memory and Judgment. <i>Journal of Experimental Social Psychology</i> , 1996, 32, 254-270.	2.2	163
190	The storehouse/correspondence partition in memory research: Promises and perils. <i>Behavioral and Brain Sciences</i> , 1996, 19, 198-199.	0.7	15
191	Motivated closing of the mind: "Seizing" and "freezing.". <i>Psychological Review</i> , 1996, 103, 263-283.	3.8	1,788
192	Motivational effects in the mere-exposure paradigm. <i>European Journal of Social Psychology</i> , 1996, 26, 479-499.	2.4	46
193	Individual differences in need for cognitive closure.. <i>Journal of Personality and Social Psychology</i> , 1994, 67, 1049-1062.	2.8	1,631
194	Motivated resistance and openness to persuasion in the presence or absence of prior information.. <i>Journal of Personality and Social Psychology</i> , 1993, 65, 861-876.	2.8	519
195	Group members' reactions to opinion deviates and conformists at varying degrees of proximity to decision deadline and of environmental noise.. <i>Journal of Personality and Social Psychology</i> , 1991, 61, 212-225.	2.8	241
196	The psychology of being "right": The problem of accuracy in social perception and cognition.. <i>Psychological Bulletin</i> , 1989, 106, 395-409.	6.1	455
197	Lay Epistemics and Human Knowledge. , 1989, , .		658
198	A view from a bridge: Synthesizing the consistency and attribution paradigms from a lay epistemic perspective. <i>European Journal of Social Psychology</i> , 1987, 17, 211-241.	2.4	49

#	ARTICLE	IF	CITATIONS
199	What makes you so sure? Effects of epistemic motivations on judgmental confidence. Organizational Behavior and Human Decision Processes, 1987, 39, 162-183.	2.5	211
200	The freezing and unfreezing of lay-inferences: Effects on impressional primacy, ethnic stereotyping, and numerical anchoring. Journal of Experimental Social Psychology, 1983, 19, 448-468.	2.2	933
201	The effects of extrinsic incentive on some qualitative aspects of task performance ¹ . Journal of Personality, 1971, 39, 606-617.	3.2	320