

Arie W Kruglanski

List of Publications by Year in descending order

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Version: 2024-02-01

201
papers

23,343
citations

22548

61
h-index

10399

144
g-index

208
all docs

208
docs citations

208
times ranked

12217
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.	1.0	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.	1.8	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.	1.0	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.	1.0	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.	1.4	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.	1.3	2
7	Significance-Quest Theory. <i>Perspectives on Psychological Science</i> , 2022, 17, 1050-1071.	5.2	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.	1.5	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.	0.8	7
10	Says Who? Credibility Effects in Self-Verification Strivings. <i>Psychological Science</i> , 2022, 33, 699-715.	1.8	5
11	COVID-19 stressors and health behaviors: A multilevel longitudinal study across 86 countries. <i>Preventive Medicine Reports</i> , 2022, 27, 101764.	0.8	10
12	By all means necessary: Closed mindedness, ingroup morality, and weapon ownership. <i>European Journal of Social Psychology</i> , 2022, 52, 881-894.	1.5	2
13	Terrorism and conspiracy theories: A view from the 3N model of radicalization. <i>Current Opinion in Psychology</i> , 2022, 47, 101396.	2.5	8
14	The hopeful dimension of locomotion orientation: Implications for psychological well-being. <i>Journal of Social Psychology</i> , 2021, 161, 233-244.	1.0	4
15	The Unique Role of Regulatory Mode Orientations in Implicit and Explicit Self-Forgiveness. <i>Social Psychology</i> , 2021, 52, 36-50.	0.3	1
16	Coping with COVID-19-induced threats to self. <i>Group Processes and Intergroup Relations</i> , 2021, 24, 284-289.	2.4	30
17	On the psychology of extremism: How motivational imbalance breeds intemperance.. <i>Psychological Review</i> , 2021, 128, 264-289.	2.7	21
18	Intergenerational conflicts of interest and prosocial behavior during the COVID-19 pandemic. <i>Personality and Individual Differences</i> , 2021, 171, 110535.	1.6	35

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19	The Call of the Wild: How Extremism Happens. <i>Current Directions in Psychological Science</i> , 2021, 30, 181-185.	2.8	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.	1.2	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.	1.6	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.	1.8	1
23	Why Do I Seek Negative Feedback? Assessment Orientation, Self-Criticism, and Negative Feedback-Seeking. <i>Frontiers in Psychology</i> , 2021, 12, 709261.	1.1	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.	2.1	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.	1.7	9
26	The Quest for Personal Significance and Ideological Violence. <i>AJOB Neuroscience</i> , 2020, 11, 285-287.	0.6	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.	3.3	12
28	Curiosity as end and means. <i>Current Opinion in Behavioral Sciences</i> , 2020, 35, 35-39.	2.0	13
29	Terrorism in time of the pandemic: exploiting mayhem. <i>Global Security: Health, Science and Policy</i> , 2020, 5, 121-132.	1.0	20
30	Helping when the desire is low: Expectancy as a booster. <i>Motivation and Emotion</i> , 2020, 44, 819-831.	0.8	6
31	Habitual Behavior Is Goal-Driven. <i>Perspectives on Psychological Science</i> , 2020, 15, 1256-1271.	5.2	56
32	Ideologies that justify political violence. <i>Current Opinion in Behavioral Sciences</i> , 2020, 34, 107-111.	2.0	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.	0.5	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.	2.2	1
35	All Thinking is "Wishful" Thinking. <i>Trends in Cognitive Sciences</i> , 2020, 24, 413-424.	4.0	33
36	Truth and significance: a 3N model (needs, narratives, networks) perspective on religion. , 2020, , 225-242.		1

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37	Frustration-affirmation? Thwarted goals motivate compliance with social norms for violence and nonviolence.. Journal of Personality and Social Psychology, 2020, 119, 249-271.	2.6	25
38	Social context moderates the effects of quest for significance on violent extremism.. Journal of Personality and Social Psychology, 2020, 118, 1165-1187.	2.6	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.	1.9	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.	0.4	2
41	My Road to Violent Extremism (As Its Researcher, That Is). Perspectives on Psychological Science, 2019, 14, 49-53.	5.2	1
42	Rebel with a Cause: Personal Significance from Political Activism Predicts Willingness to Self-Sacrifice. Journal of Social Issues, 2019, 75, 314-349.	1.9	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.	0.3	2
44	The Psychology of Multiple Goal Pursuit: Choices, Configurations, and Commitments. Journal of the Association for Consumer Research, 2019, 4, 5-12.	1.0	4
45	Cognitive mechanisms in violent extremism. Cognition, 2019, 188, 116-123.	1.1	16
46	"Tempus Divitiae": Locomotion orientation and evaluation of time as a precious resource. Time and Society, 2019, 28, 1105-1123.	0.8	5
47	To reappraise or not to reappraise? Emotion regulation choice and cognitive energetics.. Emotion, 2019, 19, 964-981.	1.5	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.	2.6	18
49	Reasoned action in the service of goal pursuit.. Psychological Review, 2019, 126, 774-786.	2.7	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.	0.2	5
53	Shared reality as collective closure. Current Opinion in Psychology, 2018, 23, 72-76.	2.5	10
54	Deradicalizing Detained Terrorists. Political Psychology, 2018, 39, 539-556.	2.2	69

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55	The Making of Violent Extremists. <i>Review of General Psychology</i> , 2018, 22, 107-120.	2.1	84
56	Retrieval-Induced Forgetting as Motivated Cognition. <i>Frontiers in Psychology</i> , 2018, 9, 2030.	1.1	9
57	Counterfinality: On the Increased Perceived Instrumentality of Means to a Goal. <i>Frontiers in Psychology</i> , 2018, 9, 1052.	1.1	17
58	A "bridge" over troubled water: Implications of the effect of locomotion mode on hopelessness. <i>Journal of Applied Social Psychology</i> , 2018, 48, 675-682.	1.3	7
59	Cognitive Consistency Theory in Social Psychology: A Paradigm Reconsidered. <i>Psychological Inquiry</i> , 2018, 29, 45-59.	0.4	57
60	Personal failure makes society seem fonder: An inquiry into the roots of social interdependence. <i>PLoS ONE</i> , 2018, 13, e0201361.	1.1	7
61	All About Cognitive Consistency: A Reply to Commentaries. <i>Psychological Inquiry</i> , 2018, 29, 109-116.	0.4	7
62	Assessment and Locomotion Conjunction: How Looking Complements Leaping – But Not Always. <i>Advances in Experimental Social Psychology</i> , 2018, 58, 243-299.	2.0	8
63	Disparate roads to certainty processing strategy choices under need for closure. <i>European Review of Social Psychology</i> , 2018, 29, 161-211.	5.8	18
64	"Letting myself go forward past wrongs": How regulatory modes affect self-forgiveness. <i>PLoS ONE</i> , 2018, 13, e0193357.	1.1	13
65	Individual differences in regulatory mode moderate the effectiveness of a pilot mHealth trial for diabetes management among older veterans. <i>PLoS ONE</i> , 2018, 13, e0192807.	1.1	44
66	When and Why Do Liberals and Conservatives Think Alike?. <i>Social Psychology</i> , 2018, 49, 360-368.	0.3	9
67	The road to extremism: Field and experimental evidence that significance loss-induced need for closure fosters radicalization.. <i>Journal of Personality and Social Psychology</i> , 2018, 114, 270-285.	2.6	132
68	A structural model of intrinsic motivation: On the psychology of means-ends fusion.. <i>Psychological Review</i> , 2018, 125, 165-182.	2.7	60
69	Violent Radicalism and the Psychology of Prepossession. <i>Psychologia Społeczna</i> , 2018, 13, .	1.8	12
70	Is "Behavior" the Problem?. <i>Psychologia Społeczna</i> , 2018, 13, e26138.	1.8	4
71	Divergent Paths to Martyrdom and Significance Among Suicide Attackers. <i>Terrorism and Political Violence</i> , 2017, 29, 852-874.	1.3	30
72	Quest for Significance and Violent Extremism: The Case of Domestic Radicalization. <i>Political Psychology</i> , 2017, 38, 815-831.	2.2	133

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73	Social psychology circa 2016: A field on steroids. <i>European Journal of Social Psychology</i> , 2017, 47, 1-10.	1.5	9
74	Need for closure and reactions to innovation. <i>Journal of Applied Social Psychology</i> , 2017, 47, 473-481.	1.3	7
75	Evidence for arrogance: On the relative importance of expertise, outcome, and manner. <i>PLoS ONE</i> , 2017, 12, e0180420.	1.1	10
76	Need for Closure, Torture, and Punishment Motivations. <i>Social Psychology</i> , 2017, 48, 335-347.	0.3	19
77	To the fringe and back: Violent extremism and the psychology of deviance.. <i>American Psychologist</i> , 2017, 72, 217-230.	3.8	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.	1.1	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.	0.4	14
80	Rethinking social cognition in means-ends terms: A tale of two surprises. <i>Motivation and Emotion</i> , 2016, 40, 343-350.	0.8	3
81	Aspects of motivation: reflections on Roy Baumeister's essay. <i>Motivation and Emotion</i> , 2016, 40, 11-15.	0.8	6
82	Beyond goal commitment: How expectancy shapes means evaluation.. <i>Motivation Science</i> , 2016, 2, 67-84.	1.2	14
83	Self-image threat decreases stereotyping: The role of motivation toward closure. <i>Motivation and Emotion</i> , 2016, 40, 830-841.	0.8	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.	1.5	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.	1.6	19
86	Practice Benefits Locomotors. <i>Social Psychological and Personality Science</i> , 2016, 7, 358-365.	2.4	11
87	It's About Time: The Role of Locomotion in Withdrawal Behavior. <i>Journal of Business and Psychology</i> , 2016, 31, 265-278.	2.5	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.	2.2	19
89	Experience of Time by People on the Go. <i>Personality and Social Psychology Review</i> , 2016, 20, 100-117.	3.4	45
90	The rocky road from attitudes to behaviors: Charting the goal systemic course of actions.. <i>Psychological Review</i> , 2015, 122, 598-620.	2.7	78

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91	The Architecture of Goal Systems. <i>Advances in Motivation Science</i> , 2015, 2, 69-98.	2.2	86
92	Handling conflict at work. <i>International Journal of Conflict Management</i> , 2015, 26, 25-43.	1.0	11
93	The Motivated Gatekeeper of Our Minds. <i>Advances in Experimental Social Psychology</i> , 2015, , 221-283.	2.0	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.	1.3	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.	0.5	7
96	Palestinian public opinion and terrorism: A two-way street?. <i>Journal of Policing, Intelligence and Counter Terrorism</i> , 2015, 10, 71-87.	0.5	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.	1.1	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.	1.1	9
99	Bending perception to desire: Effects of task demands, motivation, and cognitive resources. <i>Motivation and Emotion</i> , 2014, 38, 802-814.	0.8	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.	0.7	5
101	On motivational readiness.. <i>Psychological Review</i> , 2014, 121, 367-388.	2.7	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.	0.5	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.	0.6	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.	1.5	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.	0.7	10
107	The Psychology of Radicalization and Deradicalization: How Significance Quest Impacts Violent Extremism. <i>Political Psychology</i> , 2014, 35, 69-93.	2.2	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.	1.3	75

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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.	2.2	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.	2.6	28
111	Looking back or moving on: How regulatory modes affect nostalgia. <i>Motivation and Emotion</i> , 2013, 37, 653-660.	0.8	27
112	Locomotion and the preference for multi-tasking: Implications for well-being. <i>Motivation and Emotion</i> , 2013, 37, 213-223.	0.8	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.	0.8	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.	2.6	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.	1.1	7
116	Uncertainty and the Roots of Extremism. <i>Journal of Social Issues</i> , 2013, 69, 407-418.	1.9	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.	0.4	5
118	Motivation and Self-Regulation in Addiction. <i>Perspectives on Psychological Science</i> , 2013, 8, 3-24.	5.2	101
119	Terrorism- A (self) love story: Redirecting the significance quest can end violence.. <i>American Psychologist</i> , 2013, 68, 559-575.	3.8	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.	5.2	56
121	The Motivational Dynamics of Retrieval-Induced Forgetting. <i>Personality and Social Psychology Bulletin</i> , 2013, 39, 1530-1541.	1.9	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.	2.0	44
123	Features of Multifinality. <i>Personality and Social Psychology Review</i> , 2013, 17, 22-39.	3.4	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.	2.6	71
125	The energetics of motivated cognition: A force-field analysis.. <i>Psychological Review</i> , 2012, 119, 1-20.	2.7	239
126	Leaders as Planners and Movers: Supervisors' Regulatory Modes and Subordinates' Performance. <i>Journal of Applied Social Psychology</i> , 2012, 42, 2564-2582.	1.3	10

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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.	1.2	13
128	The dynamics of consumer behavior: A goal systemic perspective. <i>Journal of Consumer Psychology</i> , 2012, 22, 208-223.	3.2	86
129	THE PSYCHOLOGY OF CLOSED AND OPEN MINDEDNESS, RATIONALITY, AND DEMOCRACY. <i>Critical Review</i> , 2012, 24, 217-232.	0.1	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.	1.5	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.	1.5	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.	2.6	75
133	Multifinality in implicit choice.. <i>Journal of Personality and Social Psychology</i> , 2011, 101, 1124-1137.	2.6	68
134	Intuitive and deliberate judgments are based on common principles.. <i>Psychological Review</i> , 2011, 118, 97-109.	2.7	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.	1.5	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.	2.6	140
137	Toward a Relativity Theory of Rationality. <i>Social Cognition</i> , 2009, 27, 639-660.	0.5	22
138	Fully Committed: Suicide Bombers' Motivation and the Quest for Personal Significance. <i>Political Psychology</i> , 2009, 30, 331-357.	2.2	244
139	Yes, No, and Maybe in the World of Terrorism Research: Reflections on the Commentaries. <i>Political Psychology</i> , 2009, 30, 401-417.	2.2	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.	3.7	94
141	Regulatory mode preferences for autonomy supporting versus controlling instructional styles. <i>British Journal of Educational Psychology</i> , 2009, 79, 599-615.	1.6	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.	1.3	11
143	The Perfect Mix. <i>Psychological Science</i> , 2009, 20, 681-685.	1.8	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.	1.6	28

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145	Why dieters fail: Testing the goal conflict model of eating. Journal of Experimental Social Psychology, 2008, 44, 26-36.	1.3	282
146	Regulatory mode effects on counterfactual thinking and regret. Journal of Experimental Social Psychology, 2008, 44, 321-329.	1.3	90
147	Night and Day, You Are the One. Psychological Science, 2008, 19, 296-301.	1.8	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.	1.9	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.	6.7	62
151	Regulatory Mode and Preferred Leadership Styles: How Fit Increases Job Satisfaction. Basic and Applied Social Psychology, 2007, 29, 137-149.	1.2	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.	2.6	125
153	On The Parameters of Human Judgment. Advances in Experimental Social Psychology, 2007, 39, 255-303.	2.0	26
154	Partitioning the Domain of Social Inference: Dual Mode and Systems Models and Their Alternatives. Annual Review of Psychology, 2007, 58, 291-316.	9.9	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.	1.3	92
156	AUTHORS' RESPONSES: Modes, Systems and the Sirens of Specificity: The Issues in Gist. Psychological Inquiry, 2006, 17, 256-264.	0.4	3
157	Groups as epistemic providers: Need for closure and the unfolding of group-centrism.. Psychological Review, 2006, 113, 84-100.	2.7	373
158	Are associative and propositional processes qualitatively distinct? Comment on Gawronski and Bodenhausen (2006).. Psychological Bulletin, 2006, 132, 736-739.	5.5	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.	1.9	89
160	The Psychology of Terrorism: “Syndrome” Versus “Tool” Perspectives. Terrorism and Political Violence, 2006, 18, 193-215.	1.3	105
161	The Nature of Fit and the Origins of “Feeling Right”: A Goal-Systemic Perspective. Journal of Marketing Research, 2006, 43, 11-14.	3.0	27
162	TARGET ARTICLE: On Parametric Continuities in the World of Binary Either Ors. Psychological Inquiry, 2006, 17, 153-165.	0.4	83

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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.	2.6	34
164	Says Who?: Epistemic Authority Effects in Social Judgment. Advances in Experimental Social Psychology, 2005, 37, 345-392.	2.0	107
165	Informational length and order of presentation as determinants of persuasion. Journal of Experimental Social Psychology, 2005, 41, 458-469.	1.3	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.	3.4	19
167	Emotional transfer in goal systems. Journal of Experimental Social Psychology, 2004, 40, 723-738.	1.3	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.	2.6	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.	2.6	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.	5.8	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.	2.6	233
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