

# John A Bargh

## List of Publications by Year in descending order

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Version: 2024-02-01

114  
papers

27,181  
citations

28274

55  
h-index

31849

101  
g-index

118  
all docs

118  
docs citations

118  
times ranked

14203  
citing authors

#	ARTICLE	IF	CITATIONS
1	The chameleon effect: The perception-behavior link and social interaction.. Journal of Personality and Social Psychology, 1999, 76, 893-910.	2.8	3,371
2	Automaticity of social behavior: Direct effects of trait construct and stereotype activation on action.. Journal of Personality and Social Psychology, 1996, 71, 230-244.	2.8	2,857
3	The automated will: Nonconscious activation and pursuit of behavioral goals.. Journal of Personality and Social Psychology, 2001, 81, 1014-1027.	2.8	1,558
4	Consequences of Automatic Evaluation: Immediate Behavioral Predispositions to Approach or Avoid the Stimulus. Personality and Social Psychology Bulletin, 1999, 25, 215-224.	3.0	1,172
5	Experiencing Physical Warmth Promotes Interpersonal Warmth. Science, 2008, 322, 606-607.	12.6	1,044
6	Beyond behaviorism: On the automaticity of higher mental processes.. Psychological Bulletin, 2000, 126, 925-945.	6.1	1,019
7	The Unconscious Mind. Perspectives on Psychological Science, 2008, 3, 73-79.	9.0	872
8	Social Cognition and Social Perception. Annual Review of Psychology, 1987, 38, 369-425.	17.7	779
9	Automatic activation of impression formation and memorization goals: Nonconscious goal priming reproduces effects of explicit task instructions.. Journal of Personality and Social Psychology, 1996, 71, 464-478.	2.8	718
10	Priming effects of television food advertising on eating behavior.. Health Psychology, 2009, 28, 404-413.	1.6	715
11	What have we been priming all these years? On the development, mechanisms, and ecology of nonconscious social behavior. European Journal of Social Psychology, 2006, 36, 147-168.	2.4	653
12	Relationship orientation as a moderator of the effects of social power.. Journal of Personality and Social Psychology, 2001, 80, 173-187.	2.8	624
13	The perception-behavior expressway: Automatic effects of social perception on social behavior. Advances in Experimental Social Psychology, 2001, 33, 1-40.	3.3	601
14	Incidental Haptic Sensations Influence Social Judgments and Decisions. Science, 2010, 328, 1712-1715.	12.6	514
15	Nonconscious Behavioral Confirmation Processes: The Self-Fulfilling Consequences of Automatic Stereotype Activation. Journal of Experimental Social Psychology, 1997, 33, 541-560.	2.2	507
16	Coming out in the age of the Internet: Identity "demarginalization" through virtual group participation.. Journal of Personality and Social Psychology, 1998, 75, 681-694.	2.8	507
17	The additive nature of chronic and temporary sources of construct accessibility.. Journal of Personality and Social Psychology, 1986, 50, 869-878.	2.8	506
18	Thinking of you: Nonconscious pursuit of interpersonal goals associated with relationship partners.. Journal of Personality and Social Psychology, 2003, 84, 148-164.	2.8	489

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19	Nonconscious processes and health.. Health Psychology, 2013, 32, 460-473.	1.6	476
20	Liking Is for Doing: The Effects of Goal Pursuit on Automatic Evaluation.. Journal of Personality and Social Psychology, 2004, 87, 557-572.	2.8	453
21	Losing Consciousness: Automatic Influences on Consumer Judgment, Behavior, and Motivation. Journal of Consumer Research, 2002, 29, 280-285.	5.1	435
22	The Automatic Evaluation Effect: Unconditional Automatic Attitude Activation with a Pronunciation Task. Journal of Experimental Social Psychology, 1996, 32, 104-128.	2.2	414
23	Nature of priming effects on categorization.. Journal of Experimental Psychology: Learning Memory and Cognition, 1985, 11, 59-69.	0.9	384
24	The Role of Consciousness in Priming Effects on Categorization. Personality and Social Psychology Bulletin, 1987, 13, 411-429.	3.0	384
25	Material priming: The influence of mundane physical objects on situational construal and competitive behavioral choice. Organizational Behavior and Human Decision Processes, 2004, 95, 83-96.	2.5	365
26	Keeping One's Distance. Psychological Science, 2008, 19, 302-308.	3.3	364
27	The scaffolded mind: Higher mental processes are grounded in early experience of the physical world. European Journal of Social Psychology, 2009, 39, 1257-1267.	2.4	353
28	Automaticity in social-cognitive processes. Trends in Cognitive Sciences, 2012, 16, 593-605.	7.8	298
29	The Mythical Number Two. Trends in Cognitive Sciences, 2018, 22, 280-293.	7.8	259
30	Automaticity of chronically accessible constructs in person perception: situation effects on person perception: It's just a matter of time.. Journal of Personality and Social Psychology, 1988, 55, 599-605.	2.8	246
31	Shared Experiences Are Amplified. Psychological Science, 2014, 25, 2209-2216.	3.3	223
32	Embodiment in Social Psychology. Topics in Cognitive Science, 2012, 4, 705-716.	1.9	220
33	The unconscious regulation of emotion: Nonconscious reappraisal goals modulate emotional reactivity.. Emotion, 2009, 9, 847-854.	1.8	207
34	Nonconscious motivations: Their activation, operation, and consequences.. , 2002, , 13-41.		204
35	The substitutability of physical and social warmth in daily life.. Emotion, 2012, 12, 154-162.	1.8	189
36	The Food Marketing Defense Model: Integrating Psychological Research to Protect Youth and Inform Public Policy. Social Issues and Policy Review, 2009, 3, 211-271.	6.5	184

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37	Immunizing Against Prejudice. <i>Psychological Science</i> , 2011, 22, 1550-1556.	3.3	174
38	Physical temperature effects on trust behavior: the role of insula. <i>Social Cognitive and Affective Neuroscience</i> , 2011, 6, 507-515.	3.0	158
39	On the Relation between Associative Strength and Automatic Behavior. <i>Journal of Experimental Social Psychology</i> , 2000, 36, 531-544.	2.2	152
40	You Wear Me Out. <i>Psychological Science</i> , 2009, 20, 326-332.	3.3	138
41	The Selfish Goal: Autonomously operating motivational structures as the proximate cause of human judgment and behavior. <i>Behavioral and Brain Sciences</i> , 2014, 37, 121-135.	0.7	126
42	Television Viewing and Unhealthy Diet: Implications for Children and Media Interventions. <i>Health Communication</i> , 2009, 24, 660-673.	3.1	119
43	Automatic and Flexible: The Case of Nonconscious Goal Pursuit. <i>Social Cognition</i> , 2009, 27, 20-36.	0.9	119
44	The Projection of Implicit and Explicit Goals.. <i>Journal of Personality and Social Psychology</i> , 2004, 86, 545-559.	2.8	117
45	Implicit working memory. <i>Consciousness and Cognition</i> , 2009, 18, 665-678.	1.5	111
46	After-affects: How automatic evaluations influence the interpretation of subsequent, unrelated stimuli. <i>Journal of Experimental Social Psychology</i> , 2005, 41, 182-191.	2.2	75
47	The essence of conscious conflict: Subjective effects of sustaining incompatible intentions.. <i>Emotion</i> , 2009, 9, 717-728.	1.8	75
48	Taking a closer look: On the operation of nonconscious impression formation. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 614-623.	2.2	71
49	Subjective aspects of cognitive control at different stages of processing. <i>Attention, Perception, and Psychophysics</i> , 2009, 71, 1807-1824.	1.3	71
50	Awareness of the prime versus awareness of its influence: implications for the real-world scope of unconscious higher mental processes. <i>Current Opinion in Psychology</i> , 2016, 12, 49-52.	4.9	69
51	No sign of quitting: incidental exposure to "no smoking" signs ironically boosts cigarette approach tendencies in smokers. <i>Journal of Applied Social Psychology</i> , 2013, 43, 2158-2162.	2.0	68
52	Psychological Distance Moderates the Amplification of Shared Experience. <i>Personality and Social Psychology Bulletin</i> , 2016, 42, 1431-1444.	3.0	66
53	Our Unconscious Mind. <i>Scientific American</i> , 2013, 310, 30-37.	1.0	62
54	Dimorphous Expressions of Positive Emotion: Displays of Both Care and Aggression in Response to Cute Stimuli. <i>Psychological Science</i> , 2015, 26, 259-273.	3.3	58

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55	The Insidious Number Two. Trends in Cognitive Sciences, 2018, 22, 668-669.	7.8	58
56	Brighten up: Smiles facilitate perceptual judgment of facial lightness. Journal of Experimental Social Psychology, 2012, 48, 450-452.	2.2	57
57	You Give Me the Chills. Psychological Science, 2012, 23, 772-779.	3.3	56
58	Up and down regulation of a highly automatic process: Implementation intentions can both increase and decrease social projection. Journal of Experimental Social Psychology, 2017, 70, 19-26.	2.2	55
59	Featured Article: Gender Bias in Pediatric Pain Assessment. Journal of Pediatric Psychology, 2019, 44, 403-414.	2.1	53
60	What Is an Output?. Psychological Inquiry, 2010, 21, 354-370.	0.9	52
61	Minimal neuroanatomy for a conscious brain: Homing in on the networks constituting consciousness. Neural Networks, 2010, 23, 14-15.	5.9	49
62	Unconscious Thought Theory and Its Discontents: A Critique of the Critiques. Social Cognition, 2011, 29, 629-647.	0.9	49
63	Neural correlates of the essence of conscious conflict: fMRI of sustaining incompatible intentions. Experimental Brain Research, 2013, 229, 453-465.	1.5	49
64	Peak of Desire. Psychological Science, 2008, 19, 573-578.	3.3	48
65	Implicit Puritanism in American moral cognition. Journal of Experimental Social Psychology, 2011, 47, 312-320.	2.2	46
66	The Mind in the Middle. , 2014, , 311-344.		43
67	The Historical Origins of Priming as the Preparation of Behavioral Responses: Unconscious Carryover and Contextual Influences of Real-World Importance. Social Cognition, 2014, 32, 209-224.	0.9	42
68	The Selfish Goal: Unintended Consequences of Intended Goal Pursuits. Social Cognition, 2008, 26, 534-554.	0.9	38
69	Use of Priming-Based Interventions to Facilitate Psychological Health. Perspectives on Psychological Science, 2011, 6, 488-492.	9.0	35
70	The Spontaneous Thoughts of the Night: How Future Tasks Breed Intrusive Cognitions. Social Cognition, 2010, 28, 641-650.	0.9	29
71	The world looks better together: How close others enhance our visual experiences. Personal Relationships, 2017, 24, 694-714.	1.5	29
72	Superheroes for change: Physical safety promotes socially (but not economically) progressive attitudes among conservatives. European Journal of Social Psychology, 2018, 48, 187-195.	2.4	28

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73	Linking Self-Reported Social Distancing to Real-World Behavior During the COVID-19 Pandemic. <i>Social Psychological and Personality Science</i> , 2022, 13, 656-668.	3.9	26
74	Autism spectrum traits predict higher social psychological skill. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2019, 116, 19245-19247.	7.1	20
75	The Purpose-Driven Life. <i>Perspectives on Psychological Science</i> , 2010, 5, 323-326.	9.0	18
76	Modulations of mirroring activity by desire for social connection and relevance of movement. <i>Social Cognitive and Affective Neuroscience</i> , 2014, 9, 1762-1769.	3.0	17
77	On the association between loneliness and physical warmth-seeking through bathing: Reply to Donnellan et al. (2014) and three further replications of Bargh and Shalev (2012) study 1.. <i>Emotion</i> , 2015, 15, 120-123.	1.8	16
78	A Test of Multisession Automatic Action Tendency Retraining to Reduce Alcohol Consumption Among Young Adults in the Context of a Human Laboratory Paradigm. <i>Alcoholism: Clinical and Experimental Research</i> , 2018, 42, 803-814.	2.4	16
79	Priming effect of antismoking PSAs on smoking behaviour: a pilot study. <i>Tobacco Control</i> , 2014, 23, 285-290.	3.2	15
80	Voluntary Action and the Three Forms of Binding in the Brain. , 2013, , 183-198.		14
81	From the physical to the psychological: Mundane experiences influence social judgment and interpersonal behavior. <i>Behavioral and Brain Sciences</i> , 2010, 33, 267-268.	0.7	12
82	Relating pattern deviancy aversion to stigma and prejudice. <i>Nature Human Behaviour</i> , 2017, 1, 920-927.	12.0	12
83	Evolutionary Perspectives on Social Cognition. , 2012, , 451-473.		12
84	Unconscious Action Tendencies: Sources of "Un-Integrated" Action. , 2011, , .		11
85	Superman to the rescue: Simulating physical invulnerability attenuates exclusion-related interpersonal biases. <i>Journal of Experimental Social Psychology</i> , 2013, 49, 349-354.	2.2	10
86	"So Happy I Could Shout!" and "So Happy I Could Cry!" Dimorphous expressions represent and communicate motivational aspects of positive emotions. <i>Cognition and Emotion</i> , 2018, 32, 286-302.	2.0	10
87	The modern unconscious. <i>World Psychiatry</i> , 2019, 18, 225-226.	10.4	10
88	Does Physical Warmth Prime Social Warmth?. <i>Social Psychology</i> , 2019, 50, 207-210.	0.7	9
89	Incidental haptic sensations influence judgment of crimes. <i>Scientific Reports</i> , 2018, 8, 6039.	3.3	8
90	Pattern deviancy aversion predicts prejudice via a dislike of statistical minorities.. <i>Journal of Experimental Psychology: General</i> , 2020, 149, 828-854.	2.1	8

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91	Smooth trajectories travel farther into the future: Perceptual fluency effects on prediction of trend continuation. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 506-508.	2.2	7
92	Social Psychological Skill and Its Correlates. <i>Social Psychology</i> , 2018, 49, 88-102.	0.7	7
93	Undermining the foundations: Questioning the basic notions of associationism and mental representation. <i>Behavioral and Brain Sciences</i> , 2009, 32, 218-219.	0.7	5
94	The selfish goal: Self-deception occurs naturally from autonomous goal operation. <i>Behavioral and Brain Sciences</i> , 2011, 34, 27-28.	0.7	5
95	Attitudes as prepared reflexes. <i>Journal of Experimental Social Psychology</i> , 2020, 88, 103950.	2.2	5
96	On the Association between Loneliness and Physical Warmth-Seeking through Bathing: Reply to Donellan et al. (2014) and Three Further Replications of Bargh & Shalev (2012) Study 1.. <i>SSRN Electronic Journal</i> , 0, , .	0.4	5
97	The hidden life of the consumer mind. <i>Consumer Psychology Review</i> , 2022, 5, 3-18.	5.5	5
98	Sophisticated by Design: the Nonconscious Influence of Primed Concepts and Atmospheric Variables on Consumer Preferences. <i>Customer Needs and Solutions</i> , 2016, 3, 48-61.	0.8	4
99	Aversion towards simple broken patterns predicts moral judgment. <i>Personality and Individual Differences</i> , 2020, 160, 109810.	2.9	4
100	Social psychology cares about causal conscious thought, not free will <i>per se</i>. <i>British Journal of Social Psychology</i> , 2013, 52, 228-230.	2.8	3
101	Nisbett and Wilson (1977) Revisited: The Little That We Can Know and Can Tell. <i>Social Cognition</i> , 2016, 34, 167-195.	0.9	3
102	The invisibility cloak illusion: People (incorrectly) believe they observe others more than others observe them.. <i>Journal of Personality and Social Psychology</i> , 2017, 112, 589-606.	2.8	3
103	Empathy-Related Brain Activity in Somatosensory Cortex Protects From Tactile Priming Effects: A Pilot Study. <i>Frontiers in Human Neuroscience</i> , 2020, 14, 142.	2.0	2
104	All Aboard! "Social"™ and Nonsocial Priming are the Same Thing*. <i>Psychological Inquiry</i> , 2021, 32, 29-34.	0.9	2
105	It Was Social Consistency That Mattered All Along. <i>Psychological Inquiry</i> , 2018, 29, 60-62.	0.9	1
106	Unconscious Goal Pursuit in Real-Life Organizations: Commentary on Chen, Latham, Piccolo, and Itzchakov (2020). <i>Applied Psychology</i> , 2021, 70, 254-261.	7.1	1
107	Editorial: On the Nature and Scope of Habits and Model-Free Control. <i>Frontiers in Psychology</i> , 2021, 12, 760841.	2.1	1
108	Conceptual scaffolding: Further thoughts on the relation between the physical and social worlds. <i>European Journal of Social Psychology</i> , 2009, 39, 1276-1277.	2.4	0

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109	Multitudes of perspectives: Integrating the Selfish Goal model with views on scientific metaphors, goal systems, and society. Behavioral and Brain Sciences, 2014, 37, 159-175.	0.7	0
110	Neural reuse leads to associative connections between concrete (physical) and abstract (social) concepts and motives. Behavioral and Brain Sciences, 2016, 39, e134.	0.7	0
111	Reply to Taylor et al.: Acknowledging the multidimensionality of autism when predicting social psychological skill. Proceedings of the National Academy of Sciences of the United States of America, 2019, 116, 25380-25381.	7.1	0
112	Early Childhood Is Where Many Adult Automatic Processes Are Born. , 2013, , 58-61.		0
113	Problems with the dual-systems approach to temporal cognition. Behavioral and Brain Sciences, 2019, 42, e264.	0.7	0
114	Cet inconscient qui nous gouverne. , 2019, NÂ° 107, 52-60.		0