Roos Vonk

List of Publications by Year
in descending order

41 papers	2,413 citations	304368 22 h-index	288905 40 g-index
43 all docs	43 docs citations	43 times ranked	2100 citing authors

#	Article	IF	Citations
1	Selfâ€Compassion Versus Global Selfâ€Esteem: Two Different Ways of Relating to Oneself. Journal of Personality, 2009, 77, 23-50.	1.8	768
2	Mimicry in social interaction: Benefits for mimickers, mimickees, and their interaction. British Journal of Psychology, 2010, 101, 311-323.	1.2	187
3	Effects of mimicking: acting prosocially by being emotionally moved. European Journal of Social Psychology, 2008, 38, 965-976.	1.5	169
4	The slime effect: Suspicion and dislike of likeable behavior toward superiors.. Journal of Personality and Social Psychology, 1998, 74, 849-864.	2.6	117
5	Dispositional attribution: Multiple inferences about motive-related traits.. Journal of Personality and Social Psychology, 2004, 86, 530-544.	2.6	117
6	Self-serving interpretations of flattery: Why ingratiation works.. Journal of Personality and Social Psychology, 2002, 82, 515-526.	2.6	114
7	Smart and easy: Co-occurring activation of spontaneous trait inferences and spontaneous situational inferences. Journal of Experimental Social Psychology, 2003, 39, 434-447.	1.3	88
8	Negativity and potency effects in impression formation. European Journal of Social Psychology, 1996, 26, 851-865.	1.5	76
9	The Negativity Effect in Trait Ratings and in Open-Ended Descriptions of Persons. Personality and Social Psychology Bulletin, 1993, 19, 269-278.	1.9	63
10	Effects of a Priori Liking on the Elicitation of Mimicry. Experimental Psychology, 2010, 57, 412-418.	0.3	56
11	Impression Formation and Impression Management: Motives, Traits, and Likeability Inferred from Self-Promoting and Self-Deprecating Behavior. Social Cognition, 1999, 17, 390-412.	0.5	52
12	The automatic and co-occurring activation of multiple social inferences. Journal of Experimental Social Psychology, 2011, 47, 37-49.	1.3	44
13	Optimal Selfâ€esteem is Contingent: Intrinsic versus Extrinsic and Upward versus Downward Contingencies. European Journal of Personality, 2012, 26, 182-193.	1.9	34
14	Gender subgroups: intergroup bias within the sexes. European Journal of Social Psychology, 1998, 28, 37-47.	1.5	32
15	Trait Inferences, Impression Formation, and Person Memory: Strategies in Processing Inconsistent Information about Persons. European Review of Social Psychology, 1994, 5, 111-149.	5.8	30
16	Processing attitude statements from in-group and out-group members: Effects of within-group and within-person inconsistencies on reading times.. Journal of Personality and Social Psychology, 1995, 68, 215-227.	2.6	30
17	Effects of Outcome Dependency on Correspondence Bias. Personality and Social Psychology Bulletin, 1999, 25, 382-389.	1.9	30
18	The Sovereignty of Negative Inferences: Suspicion of Ulterior Motives Does Not Reduce the Negativity Effect. Social Cognition, 1994, 12, 169-186.	0.5	29

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19	Differential evaluations of likeable and dislikeable behaviours enacted towards superiors and subordinates. European Journal of Social Psychology, 1999, 29, 139-146.	1.5	29
20	Mimicking disliked others: Effects of <i>a priori</i> liking on the mimicry–liking link. European Journal of Social Psychology, 2010, 40, 867-880.	1.5	29
21	Thinking about gender types: Cognitive organization of female and male types. British Journal of Social Psychology, 2003, 42, 257-280.	1.8	26
22	Not all rejections are alike; competence and warmth as a fundamental distinction in social rejection. Journal of Experimental Social Psychology, 2013, 49, 635-642.	1.3	25
23	Impressions of impression management: Evidence of spontaneous suspicion of ulterior motivation. Journal of Experimental Social Psychology, 2011, 47, 466-471.	1.3	24
24	Forming Impressions of Personality. Social Psychology, 2014, 45, 153-163.	0.3	24
25	Effects of other-profitability and self-profitability on evaluative judgements of behaviours. European Journal of Social Psychology, 1999, 29, 833-842.	1.5	22
26	The Process of Becoming Suspicious of Ulterior Motives. Social Cognition, 2005, 23, 242-256.	0.5	22
27	Empathizing via Mimicry Depends on Whether Emotional Expressions Are Seen as Real. European Psychologist, 2009, 14, 342-350.	1.8	22
28	Effects of Cooperative and Competitive Outcome Dependency on Attention and Impression Preferences. Journal of Experimental Social Psychology, 1998, 34, 265-288.	1.3	21
29	Inferences about causes and consequences of behavior of leaders and subordinates. Journal of Organizational Behavior, 1999, 20, 261-271.	2.9	20
30	Effects of stereotypes on attitude inference: Outgroups are black and white, ingroups are shaded. British Journal of Social Psychology, 2002, 41, 157-167.	1.8	20
31	The Source Effect: Person Descriptions by Self versus Others Have Differential Effects on Impression Formation. Personality and Social Psychology Bulletin, 2009, 35, 965-977.	1.9	16
32	Effects of Behavioral Causes and Consequences on Person Judgments. Personality and Social Psychology Bulletin, 1998, 24, 1065-1074.	1.9	13
33	Individual differences and common dimensions in Implicit Personality Theory. British Journal of Social Psychology, 1993, 32, 209-226.	1.8	12
34	Augmentation and Discounting in Impressions of Targets Described by Third Parties with Ulterior Motives. Social Cognition, 2011, 29, 210-220.	0.5	11
35	Intergroup bias and correspondence bias: People engage in situational correction when it suits them. British Journal of Social Psychology, 1998, 37, 379-385.	1.8	9
36	An exploration of spiritual superiority: The paradox of self–enhancement. European Journal of Social Psychology, 2021, 51, 152-165.	1.5	8

#	Article	IF	Citations
37	Aversive self-presentations.. , 2001, , 79-115.		7
38	Ironic effects of feedback on contingency of self-worth: Why self-reports of contingency are biased. Self and Identity, 2019, 18, 183-200.	1.0	5
39	Effects of Behavioral Causes and Consequences on Perceived Competence of Leaders and Subordinates. Journal of Applied Social Psychology, 2003, 33, 1684-1692.	1.3	2
40	Negativity and potency effects in impression formation. , 1996, 26, 851.		2
41	Comment on Wagner, Elejabarrieta and Lahnsteiner (1995): From sperm and ovum to gender stereotypes. European Journal of Social Psychology, 1998, 28, 115-121.	1.5	1