

REFERENCES

- Abelson, R., Cohen, J., & Rosenthal, R. (Chairs). (1996). *Initial report of the task force on statistical inference*. Washington, DC: Board of Scientific Affairs, American Psychological Association.
- Ackerman, R. A., Witt, E. A., Donnellan, M. B., Trzesniewski, K. H., Robins, R. W., & Kashy, D. A. (2011). What does the Narcissistic Personality Inventory really measure? *Assessment*, 18, 67–87.
- Adams, C. (2001, Feb. 2). Are there nine Eskimo words for snow? *The Straight Dope*. Retrieved July 15, 2003, from www.straightdope.com/columns/010202.html
- Adams, H. E., Wright, L. W., & Lohr, B. A. (1996). Is homophobia associated with homosexual arousal? *Journal of Abnormal Psychology*, 105, 440–445.
- Ader, R., & Cohen, N. (1993). Psychoneuroimmunology: Conditioning and stress. *Annual Review of Psychology*, 44, 53–85.
- Adler, A. (1939). *Social interest*. New York: Putnam.
- Adler, J. (2006, March 27). Freud in our midst. *Newsweek*, 197, 42–49.
- Adolphs, R. (2001). The neurobiology of social cognition. *Current Opinion in Neurobiology*, 11, 231–239.
- Adorno, T. W., Frenkel-Brunswik, E., Levinson, D., & Sanford, N. (1950). *The authoritarian personality*. New York: Harper & Row.
- Ahadi, S., & Diener, E. (1989). Multiple determinants and effect size. *Journal of Personality and Social Psychology*, 56, 398–406.
- Ainsworth, M. D. S., Blehar, M. C., Waters, E., & Wall, S. (1978). *Patterns of attachment: Assessed in the strange situation and at home*. Hillsdale, NJ: Erlbaum.
- Albright, L., Kenny, D. A., & Malloy, T. E. (1988). Consensus in personality judgments at zero acquaintance. *Journal of Personality and Social Psychology*, 55, 387–395.
- Albright, L., Malloy, T. E., Dong, Q., Kenny, D. A., & Fang, X. (1997). Cross-cultural consensus in personality judgments. *Journal of Personality and Social Psychology*, 72, 558–569.
- Alley, T. R. (1988). Physiognomy and social perception. In T. R. Alley (Ed.), *Social and applied aspects of perceiving faces* (pp. 167–186). Hillsdale, NJ: Erlbaum.
- Allport, G. W. (1937). *Personality: A psychological interpretation*. New York: Holt, Rinehart.
- Allport, G. W. (1958). What units shall we employ? In G. Lindzey (Ed.), *Assessment of human motives* (pp. 239–260). New York: Holt, Rinehart.
- Allport, G. W. (1961). *Pattern and growth in personality*. New York: Holt, Rinehart.
- Allport, G. W. (1965). *Letters from Jenny*. New York: Harcourt, Brace.
- Allport, G. W., & Odbert, H. S. (1936). Trait-names: A psycho-lexical study. *Psychological Monographs: General and Applied*, 47(1, Whole No. 211), 171–220.
- Allport, G. W., & Vernon, P. E. (1933). *Studies in expressive movement*. New York: Macmillan.
- Alonso-Zaldivar, R. (2002, December 11). Jet crash probe is concluded. *Los Angeles Times*, p. B1.
- Alper, J., Beckwith, J., & Miller, L. G. (1978). Sociobiology is a political issue. In A. L. Caplan (Ed.), *The sociobiology debate: Readings on ethical and scientific issues* (pp. 476–488). New York: Harper & Row.
- Altemeyer, B. (1981). *Right-wing authoritarianism*. Winnipeg: University of Manitoba Press.
- Altemeyer, B. (1998). The other "authoritarian personality." *Advances in Experimental Social Psychology*, 30, 47–92.
- Altemeyer, B. (2007). *The authoritarians*. Winnipeg, Manitoba, Canada: Altemeyer. Retrieved January 21, 2009, from <http://home.cc.umanitoba.ca/~altemey/>

- Amabile, T. M., & Glazebrook, A. H. (1982). A negativity bias in interpersonal evaluation. *Journal of Experimental Social Psychology*, 18, 1–22.
- Ambady, N., Hallahan, M., & Rosenthal, R. (1995). On judging and being judged accurately in zero-acquaintance situations. *Journal of Personality and Social Psychology*, 69, 518–529.
- American Anthropological Association (1998). AAA statement on race. *American Anthropologist*, 100, 712–713.
- American Psychiatric Association (1994). *Diagnostic and statistical manual of mental disorders: DSM-IV* (4th ed.). Washington, DC: American Psychiatric Association.
- American Psychiatric Association (2000). *Diagnostic and statistical manual of mental disorders: DSM-IV-TR* (4th ed., text revision). Washington, DC: American Psychiatric Association.
- American Psychiatric Association (2011, June 21). *Personality disorders*. Retrieved Dec. 16, 2011, from <http://www.dsm5.org/ProposedRevision/Pages/PersonalityDisorders.aspx>
- American Psychological Association (2010). *Publication manual of the American Psychological Association* (6th ed.). Washington, DC: American Psychological Association.
- Anastasi, A. (1982). *Psychological testing*. New York: Macmillan.
- Andersen, S. M. (1984). Self-knowledge and social inference: II. The diagnosticity of cognitive/affective and behavioral data. *Journal of Personality and Social Psychology*, 46, 294–307.
- Andersen, S. M., & Baum, A. (1994). Transference in interpersonal relations: Inferences and affect based on significant-other representations. *Journal of Personality*, 62, 459–497.
- Andersen, S. M., & Bem, S. L. (1981). Sex typing and androgyny in dyadic interaction: Individual differences in responsiveness to physical attractiveness. *Journal of Personality and Social Psychology*, 41, 74–86.
- Andersen, S. M., & Berk, M. S. (1998). The social-cognitive model of transference: Experiencing past relationships in the present. *Current Directions in Psychological Science*, 7, 109–115.
- Andersen, S. M., & Chen, S. (2002). The relational self: An interpersonal social-cognitive theory. *Psychological Review*, 109, 619–645.
- Andersen, S. M., & Thorpe, J. S. (2009). An IF-THEN theory of personality: Significant others and the relational self. *Journal of Research in Personality*, 43, 163–170.
- Anderson, C., John, O. P., Keltner, D., & Kring, A. M. (2001). Who attains social status? Effects of personality and physical attractiveness in social groups. *Journal of Personality and Social Psychology*, 81, 116–132.
- Anderson, C. A. (1989). Temperature and aggression: Ubiquitous effects of heat on occurrence of human violence. *Psychological Bulletin*, 106, 74–96.
- Anderson, C. A., Buckley, K. E., & Carnagey, N. L. (2008). Creating your own hostile environment: A laboratory examination of trait aggressiveness and the violence escalation cycle. *Personality and Social Psychology Bulletin*, 34, 462–473.
- Anderson, C. A., Shibuya, A., Ihori, N., Swing, E. L., Bushman, B. J., Sakamoto, A., et al. (2010). Violent video game effects on aggression, empathy, and prosocial behavior in Eastern and Western countries: A meta-analytic review. *Psychological Bulletin*, 136, 151–173.
- Anderson, E. (1994, May). The code of the streets. *Atlantic Monthly*, 273, 80–94.
- Anderson, M. C., & Levy, B. (2002). Repression can (and should) be studied empirically. *Trends in Cognitive Science*, 6, 502–503.
- Anderson, S. W., Bechara, A., Damasio, H., Tranel, D., & Damasio, A. R. (1999). Impairment of social and moral behavior related to early damage in the human prefrontal cortex. *Nature Neuroscience*, 2, 1032–1037.
- Ang, R. P., & Yusof, N. (2005). The relationship between aggression, narcissism, and self-esteem in Asian children and adolescents. *Current Psychology*, 24, 113–122.
- Apter, M. J. (1992). *The dangerous edge: The psychology of excitement*. New York: Free Press.
- Archer, J. (2000). Sex differences in aggression between heterosexual partners: A meta-analytic review. *Psychological Bulletin*, 126, 651–680.
- Aronson, E. (1972). *The social animal*. San Francisco: Freeman.
- Arsenian, J., & Arsenian, J. M. (1948). Tough and easy cultures: A conceptual analysis. *Psychiatry*, 11, 377–385.

- Asch, S. E. (1956). Studies of independence and conformity: I. A minority of one against a unanimous group. *Psychological Monographs*, 70(9, Whole No. 416).
- Asendorpf, J. B. (2002). The puzzle of personality types [Editorial]. *European Journal of Personality*, 16, 51–55.
- Asendorpf, J. B., Banse, R., & Mücke, D. (2002). Double dissociation between implicit and explicit personality self-concept: The case of shy behavior. *Journal of Personality and Social Psychology*, 83, 380–393.
- Asendorpf, J. B., Borkenau, P., Ostendorf, F., & van Aken, M. A. G. (2001). Carving personality description at its joints: Confirmation of three replicable personality prototypes for both children and adults. *European Journal of Personality*, 15, 169–198.
- Asendorpf, J. B., Denissen, J. J. A., & van Aken, M. A. G. (2008). Inhibited and aggressive preschool children at 23 years of age: Personality and social transitions into adulthood. *Developmental Psychology*, 44, 997–1011.
- Asendorpf, J. B., & van Aken, M. A. G. (1991). Correlates of the temporal consistency of personality patterns in childhood. *Journal of Personality*, 59, 689–703.
- Asendorpf, J. B., & van Aken, M. A. G. (1999). Resilient, overcontrolled, and undercontrolled personality prototypes in childhood: Replicability, predictive power, and the trait-type issue. *Journal of Personality and Social Psychology*, 77, 815–832.
- Asendorpf, J. B., & Wilpers, S. (1998). Personality effects on social relationships. *Journal of Personality and Social Psychology*, 74, 1531–1544.
- Ashton, M. C., & Lee, K. (2005). Honesty-humility, the Big Five, and the Five-Factor Model. *Journal of Personality*, 73, 1321–1353.
- Associated Press (1994, May 5). African emigrants spread practice. Retrieved online from Prodigy service.
- Augustine, A. A., Larsen, R. J., Walker, M. S., & Fisher, E. B. (2008). Personality predictors of the time course for lung cancer onset. *Journal of Research in Personality*, 42, 1448–1455.
- Augustine, A. A., Mehl, M. R., & Larsen, R. J. (2011). A positivity bias in written and spoken English and its moderation by personality and gender. *Social Psychological and Personality Science*, 2, 508–515.
- Auyeung, B., Baron-Caron, S., Ashwin, E., Knickmeyer, R., Taylor, K., Hackett, G., et al. (2009). Fetal testosterone predicts sexually differentiated childhood behavior in girls and boys. *Psychological Science*, 20, 144–148.
- Averill, J. R. (1997). The emotions: An integrative approach. In R. Hogan, J. Johnson, & S. Briggs (Eds.), *Handbook of personality psychology* (pp. 513–541). San Diego, CA: Academic Press.
- Azrin, N. H., & Holz, W. C. (1966). Punishment. In W. K. Honig (Ed.), *Operant behavior: Areas of research and application* (pp. 380–447). East Norwalk, CT: Appleton-Century-Crofts.
- Bachrach, H. M., Galatzer-Levy, R., Skolnikoff, A., & Waldron, S. (1991). On the efficacy of psychoanalysis. *Journal of the American Psychoanalytic Association*, 39, 871–916.
- Back, M. D., Penke, L., Schmukle, S. C., & Asendorpf, J. B. (2011). Knowing your own mate value: Sex-specific personality effects on the accuracy of expected mate choices. *Psychological Science*, 22, 984–989.
- Back, M. D., Schmukle, S. C., & Egloff, B. (2009). Predicting actual behavior from the explicit and implicit self-concept of personality. *Journal of Personality and Social Psychology*, 97, 533–548.
- Back, M. D., Schmukle, S. C., & Egloff, B. (2010). Why are narcissists so charming at first sight? Decoding the narcissism-popularity link at zero acquaintance. *Journal of Personality and Social Psychology*, 98, 132–145.
- Back, M. D., Stopfer, J. M., Vazire, S., Gaddis, S., Schmukle, S. C., Egloff, B., et al. (2010). Facebook profiles reflect actual personality, not self-idealization. *Psychological Science*, 21, 372–374.
- Bader, M. J. (1994). The tendency to neglect therapeutic aims in psychoanalysis. *Psychoanalytic Quarterly*, 63, 246–270.
- Bakan, D. (1966). *The duality of human existence*. Chicago: Rand McNally.
- Balcetis, E., Dunning, D., & Miller, R. L. (2008). Do collectivists know themselves better than individualists? Cross-cultural studies of the holier-than-thou phenomenon. *Journal of Personality and Social Psychology*, 95, 1252–1267.

- Baldwin, M. W. (1999). Relational schemas: Research into social-cognitive aspects of interpersonal experience. In D. Cervone & Y. Shoda (Eds.), *The coherence of personality: Social-cognitive bases of consistency, variability, and organization* (pp. 127–154). New York: Guilford Press.
- Ball, J. D., Archer, R. P., & Imhof, E. A. (1994). Time requirements of psychological testing: A survey of practitioners. *Journal of Personality Assessment*, 63, 239–247.
- Balter, M. (2002). What made humans modern? *Science*, 295, 1219–1225.
- Bandelow, B., Schmahl, C., Falkai, P., & Wedekind, D. (2010). Borderline personality disorder: A dysregulation of the endogenous opioid system? *Psychological Review*, 117, 623–636.
- Bandura, A. (1971). *Social learning theory*. New York: General Learning Press.
- Bandura, A. (1977). *Social learning theory*. Englewood Cliffs, NJ: Prentice-Hall.
- Bandura, A. (1978). The self system in reciprocal determinism. *American Psychologist*, 33, 344–358.
- Bandura, A. (1989). Human agency in social cognitive theory. *American Psychologist*, 44, 1175–1184.
- Bandura, A. (1999). Social cognitive theory of personality. In D. Cervone & Y. Shoda (Eds.), *The coherence of personality: Social-cognitive bases of consistency, variability, and organization* (pp. 185–241). New York: Guilford Press.
- Bandura, A., Ross, D., & Ross, S. A. (1963). Imitation of film-mediated aggressive models. *Journal of Abnormal and Social Psychology*, 66, 3–11.
- Bargh, J. A., Bond, R. N., Lombardi, W. J., & Tota, M. E. (1986). The additive nature of chronic and temporary sources of construct accessibility. *Journal of Personality and Social Psychology*, 50, 869–878.
- Bargh, J. A., Lombardi, W. J., & Higgins, E. T. (1988). Automaticity of chronically accessible constructs in person \times situation effects on person perception: It's just a matter of time. *Journal of Personality and Social Psychology*, 55, 599–605.
- Barrett, L. F. (2006). Are emotions natural kinds? *Perspectives on Psychological Science*, 1, 28–58.
- Barrett, L. F., & Wager, T. D. (2006). The structure of emotion: Evidence from neuroimaging studies. *Current Directions in Psychological Science*, 15, 79–83.
- Barrick, M. R., & Mount, M. K. (1991). The Big Five personality dimensions and job performance: A meta-analysis. *Personnel Psychology*, 44, 1–26.
- Baumeister, R. F., Dale, K., & Sommer, K. L. (1998). Freudian defense mechanisms and empirical findings in modern social psychology: Reaction formation, projection, displacement, undoing, isolation, sublimation, and denial. *Journal of Personality*, 66, 1081–1124.
- Baumeister, R. F., Smart, L., & Boden, J. M. (1996). Relation of threatened egotism to violence and aggression: The dark side of high self-esteem. *Psychological Review*, 103, 5–33.
- Baumeister, R. F., & Tice, D. M. (1988). Metatraits. *Journal of Personality*, 56, 571–598.
- Baumeister, R. F., & Vohs, K. D. (2002). The pursuit of meaningfulness in life. In C. R. Snyder & S. J. Lopez (Eds.), *Handbook of positive psychology* (pp. 608–618). New York: Oxford University Press.
- Baumrind, D. (1971). Current patterns of parental authority. *Developmental Psychology*, 4, 1–103.
- Baumrind, D. (1985). Research using intentional deception: Ethical issues revisited. *American Psychologist*, 40, 165–174.
- Baumrind, D. (1991). The influence of parenting style on adolescent competence and substance use. *Journal of Early Adolescence*, 11, 56–95.
- Baumrind, D. (1993). The average expectable environment is not good enough: A response to Scarr. *Child Development*, 64, 1299–1317.
- Bejjani, B.-P., Damier, P., Arnulf, I., Thivard, L., Bonnet, A.-M., Dormonet, D., et al. (1999). Transient acute depression induced by high-frequency deep-brain stimulating. *New England Journal of Medicine*, 340, 1476–1480.
- Bellamy, G. T. (1975). The Pygmalion effect: What teacher behaviors mediate it? *Psychology in the Schools*, 12, 454–461.
- Belsky, J., Steinberg, L., & Draper, P. (1991). Childhood experience, interpersonal development, and reproductive strategy: An evolutionary theory of socialization. *Child Development*, 62, 647–670.
- Bem, D. J. (1972). Self-perception theory. In L. Berkowitz (Ed.), *Advances in experimental social psychology* (Vol. 6, pp. 1–62). New York: Academic Press.

- Bem, D. J. (1996). Exotic becomes erotic: A developmental theory of sexual orientation. *Psychological Review*, 103, 320–335.
- Bem, D. J., & Allen, A. (1974). On predicting some of the people some of the time: The search for cross-situational consistencies in behavior. *Psychological Review*, 81, 506–520.
- Bem, D. J., & Funder, D. C. (1978). Predicting more of the people more of the time: Assessing the personality of situations. *Psychological Review*, 85, 485–501.
- Benet-Martínez, V., & Haritatos, J. (2005). Bicultural identity integration (BII): Components and psychosocial antecedents. *Journal of Personality*, 73, 1015–1050.
- Benet-Martínez, V., & John, O. P. (1998). Los Cinco Grandes across cultures and ethnic groups: Multitrait-multimethod analyses of the Big Five in Spanish and English. *Journal of Personality and Social Psychology*, 75, 729–750.
- Benet-Martínez, V., & John, O. P. (2000). Toward the development of quasi-indigenous personality constructs: Measuring Los Cinco Grandes in Spain with indigenous Castilian markers. *American Behavioral Scientist*, 44, 141–157.
- Benet-Martínez, V., Leu, J., Lee, F., & Morris, M. (2002). Negotiating biculturalism: Cultural frame switching in biculturals with oppositional versus compatible cultural identities. *Journal of Cross-Cultural Psychology*, 33, 492–516.
- Benet-Martínez, V., & Waller, N. G. (1997). Further evidence for the cross-cultural generality of the Big Seven Factor model: Indigenous and imported Spanish personality constructs. *Journal of Personality*, 65, 567–598.
- Benjamin, J., Li, L., Patterson, C., Greenberg, B. D., Murphy, D. L., & Hamer, D. H. (1996). Population and familial association between the D4 dopamine receptor gene and measures of novelty seeking. *Nature Genetics*, 12, 81–84.
- Bentham, J. (1988). *The principles of morals and legislation*. Amherst, NY: Prometheus Books. (Originally published 1781)
- Bergeman, C. S., Chipuer, H. M., Plomin, R., Pedersen, N. L., McClearn, G. E., Nesselroade, J. R., et al. (1993). Genetic and environmental effects on openness to experience, agreeableness, and conscientiousness: An adoption/twin study. *Journal of Personality*, 61, 159–179.
- Berke, R. L. (1998, September 27). The good leader: In presidents, virtues can be flaws (and vice versa). *New York Times*.
- Berkowitz, L. (1962). *Aggression: A social psychological analysis*. New York: McGraw-Hill.
- Bernhardt, P. C., Dabbs, J. M., Jr., Fielden, J. A., & Lutter, C. D. (1998). Testosterone changes during vicarious experiences of winning and losing among fans at sporting events. *Physiology and Behavior*, 65, 59–62.
- Bernstein, N. (2008, March 12). Foes of sex trade are stung by the fall of an ally. *New York Times*. Retrieved March 17, 2009, from http://www.nytimes.com/2008/03/12/nyregion/12prostitute.html?_r=1
- Berry, D. S., & Pennebaker, J. W. (1993). Nonverbal and verbal emotional expression and health. *Psychotherapy and Psychosomatics*, 59, 11–19.
- Berry, D. S., & Wero, J. F. (1993). Accuracy in face perception: A view from ecological psychology. *Journal of Personality*, 61, 497–520.
- Berry, J. W. (1969). On cross-cultural comparability. *International Journal of Psychology*, 4, 119–128.
- Betan, E., Heim, A. K., Conklin, C. Z., & Westen, D. (2005). Countertransference phenomena and personality psychology in clinical practice: An empirical investigation. *American Journal of Psychiatry*, 162, 890–898.
- Bettelheim, B. (1943). Individual and mass behavior in extreme situations. *Journal of Abnormal and Social Psychology*, 38, 417–452.
- Bettelheim, B. (1982). *Freud and man's soul*. New York: Vintage.
- Bettelheim, B. (1988). *A good enough parent*. New York: Vintage.
- Biernat, M. (1989). Motives and values to achieve: Different constructs with different effects. *Journal of Personality*, 57, 69–95.
- Biesanz, J. C., & Human, L. J. (2010). The cost of forming more accurate impressions: Accuracy-motivated perceivers see the personality of others more distinctively but less normatively than perceivers without an explicit goal. *Psychological Science*, 21, 589–594.

- Biesanz, J. C., Human, L. J., Paquin, A., Chan, M., Parisotto, K. L., Sarracino, J., et al. (2011). Do we know when our impressions of others are valid? Evidence for realistic accuracy awareness in first impressions of personality. *Social Psychological and Personality Science*, 2, 452–459.
- Biesanz, J. C., West, S. G., & Millevoi, A. (2007). What do you learn about someone over time? The relationship between length of acquaintance and consensus and self-other agreement in judgments of personality. *Journal of Personality and Social Psychology*, 92, 119–135.
- Bigelow, H. J. (1850). Dr. Harlow's case of recovery from the passage of an iron bar through the head. *American Journal of Medical Sciences*, 16(39), 13–22.
- Binswanger, L. (1958). The case of Ellen West. In R. May, E. Angel, & H. F. Ellenberger (Eds.), *Existence* (pp. 237–364). New York: Basic Books.
- Binswanger, L. (1963). *Being-in-the-world: Selected papers of Ludwig Binswanger*. New York: Basic Books.
- Birbaumer, N., Grodd, W., Diedrich, O., Klose, U., Erb, M., & Lotze, M. (1998). fMRI reveals amygdala activation to human faces in social phobics. *Neuroreport*, 9, 1223–1226.
- Blackman, M. C. (2002a). The employment interview via the telephone: Are we sacrificing accurate personality judgments for cost efficiency? *Journal of Research in Personality*, 36, 208–223.
- Blackman, M. C. (2002b). Personality judgment and the utility of the unstructured employment interview. *Basic and Applied Social Psychology*, 24, 241–250.
- Blackman, M. C., & Funder, D. C. (1998). The effect of information on consensus and accuracy in personality judgment. *Journal of Experimental Social Psychology*, 34, 164–181.
- Blanton, H., & Jaccard, J. (2006). Arbitrary metrics in psychology. *American Psychologist*, 61, 27–41.
- Block, J. (1961). *The Q-sort method in psychological assessment and psychiatric research*. Springfield, IL: Thomas.
- Block, J. (1977). Advancing the science of psychology: Paradigmatic shift or improving the quality of research? In D. Magnusson & N. S. Endler (Eds.), *Personality at the crossroads: Current issues in interactional psychology* (pp. 37–64). Hillsdale, NJ: Erlbaum.
- Block, J. (1978). *The Q-sort method in personality assessment and psychiatric research*. Palo Alto, CA: Consulting Psychologists Press. (Originally published 1961)
- Block, J. (1989). Critique of the act frequency approach to personality. *Journal of Personality and Social Psychology*, 56, 234–245.
- Block, J. (1993). Studying personality the long way. In D. C. Funder, R. D. Parke, C. Tomlinson-Keasey, & K. Widaman (Eds.), *Studying lives through time: Personality and development* (pp. 9–41). Washington, DC: American Psychological Association.
- Block, J. (1995). A contrarian view of the five-factor approach to personality description. *Psychological Bulletin*, 117, 187–215.
- Block, J. (2002). *Personality as an affect-processing system: Toward an integrative theory*. Mahwah, NJ: Erlbaum.
- Block, J. (2008). *The Q-sort in character appraisal: Encoding subjective impressions of persons quantitatively*. Washington, DC: American Psychological Association.
- Block, J. (2010). The five-factor framing of personality and beyond: Some ruminations. *Psychological Inquiry*, 21(1), 2–25.
- Block, J., & Block, J. H. (2006a). Nursery school personality and political orientation two decades later. *Journal of Research in Personality*, 40, 734–749.
- Block, J., & Block, J. H. (2006b). Venturing a 30-year longitudinal study. *American Psychologist*, 61, 315–327.
- Block, J., Block, J. H., & Keyes, S. (1988). Longitudinally foretelling drug usage in adolescence: Early childhood personality and environmental precursors. *Child Development*, 59, 336–355.
- Block, J., Block, J. H., Siegelman, E., & von der Lippe, A. (1971). Optimal psychological adjustment: Response to Miller's and Bronfenbrenner's discussions. *Journal of Consulting and Clinical Psychology*, 36, 325–328.
- Block, J., Gjerde, P. F., & Block, J. H. (1991). Personality antecedents of depressive tendencies in 18-year-olds: A prospective study. *Journal of Personality and Social Psychology*, 60, 726–738.
- Block, J. H. (1973). Conceptions of sex role: Some cross-cultural and longitudinal perspectives. *American Psychologist*, 28, 512–526.

- Block, J. H., & Block, J. (1980). The role of ego-control and ego-resiliency in the organization of behavior. In W. A. Collins (Ed.), *Development of cognition, affect, and social relations: The Minnesota symposia on child psychology* (Vol. 13, pp. 39–101). Hillsdale, NJ: Erlbaum.
- Blum, K., Cull, J. G., Braverman, E. R., & Comings, D. E. (1996). Reward deficiency syndrome. *American Scientist*, 84, 132–146.
- Bogg, T., & Roberts, B. W. (2004). Conscientiousness and health-related behaviors: A meta-analysis of the leading behavioral contributors to mortality. *Psychological Bulletin*, 130, 887–919.
- Bolger, N., & Zuckerman, A. (1995). A framework for studying personality in the stress process. *Journal of Personality and Social Psychology*, 69, 890–902.
- Bond, M. H. (1979). Dimensions of personality used in perceiving peers: Cross-cultural comparisons of Hong Kong, Japanese, American, and Filipino university students. *International Journal of Psychology*, 14, 47–56.
- Bond, M. H., & Cheung, T. (1983). College students' spontaneous self-concept: The effect of culture among respondents in Hong Kong, Japan, and the United States. *Journal of Cross-Cultural Psychology*, 14, 153–171.
- Bond, M. H., Nakazato, H., & Shiraishi, D. (1975). Universality and distinctiveness in dimensions of Japanese person perception. *Journal of Cross-Cultural Psychology*, 6, 346–357.
- Borghans, L., Duckworth, A. L., Heckman, J. J., & Ter Weel, B. (2008). The economics and psychology of personality traits. *Journal of Human Resources*, 43, 972–1059.
- Borghans, L., Golsteyn, B. H. H., Heckman, J. J., & Humphries, J. E. (2011). *Identification problems in personality psychology*. Working paper 16917. Cambridge, MA: National Bureau of Economic Research.
- Borkenau, P., & Liebler, A. (1993). Consensus and self-other agreement for trait inferences from minimal information. *Journal of Personality*, 61, 477–496.
- Borkenau, P., Riemann, R., Angleitner, A., & Spinath, F. M. (2001). Genetic and environmental influences on observed personality: Evidence from the German observational study of adult twins. *Journal of Personality and Social Psychology*, 80, 655–668.
- Borkenau, P., Riemann, R., Angleitner, A., & Spinath, F. M. (2002). Assessment issues in behavior-genetic research in personality. *Psychology: The Journal of the Hellenic Psychological Society*, 9, 212–225.
- Borman, W. C., Hanson, W., & Hedge, J. (1997). Personnel selection. *Annual Review of Psychology*, 48, 299–337.
- Borman, W. C., & Penner, L. A. (2001). Citizenship performance: Its nature, antecedents and motives. In B. W. Roberts & R. Hogan (Eds.), *Personality psychology in the workplace*. Washington, DC: American Psychological Association, 45–61.
- Born, J., Hitzler, V., Pietrowsky, R., Pairschinger, P., & Fehm, H. L. (1988). Influences of cortisol on auditory evoked potentials and mood in humans. *Neurophysiology*, 20, 145–151.
- Bornstein, R. F. (1999a). Criterion validity of objective and projective dependency tests: A meta-analytic assessment of behavioral prediction. *Psychological Assessment*, 11, 48–57.
- Bornstein, R. F. (1999b). Source amnesia, misattribution, and the power of unconscious perceptions and memories. *Psychoanalytic Psychology*, 16, 155–178.
- Borsboom, D., Mellenbergh, G. J., & van Heerden, J. (2004). The concept of validity. *Psychological Review*, 111, 1061–1071.
- Boss, M. (1963). *Psychoanalysis and daseinsanalysis*. New York: Basic Books.
- Boudreaux, M. J., Piedmont, R. L., & Sherman, M. F. (2011, June). *Identifying personality-related problems in living: The multi-context problems checklist*. Paper presented at the Biannual Meetings of the Association for Research in Personality, Riverside, CA.
- Bower, G. H., & Hilgard, E. R. (1981). *Theories of learning* (5th ed.). Englewood Cliffs, NJ: Prentice-Hall.
- Bowers, K. S. (1973). Situationism in psychology: An analysis and critique. *Psychological Review*, 80, 307–336.
- Bowlby, J. (1982). *Attachment and loss: Vol. 1. Attachment* (2nd ed.). New York: Basic Books. (Originally published 1969)
- Bowlby, J. (1988). *A secure base: Clinical applications of attachment theory*. London: Routledge.
- Box, G. E. P. (1979). Robustness in the strategy of scientific model building. In R. Launer & G. Wilkinson

- (Eds.), *Robustness in statistics* (pp. 201–236). New York: Academic Press.
- Boyce, C. J., & Wood, A. M. (2011). Personality prior to disability determines adaptation: Agreeable individuals recover lost life satisfaction faster and more completely. *Psychological Science*, 22, 1397–1402.
- Boyce, C. J., Wood, A. M., & Brown, G. D. A. (2010). The dark side of conscientiousness: Conscientious people experience greater drops in life satisfaction following unemployment. *Journal of Research in Personality*, 44, 535–539.
- Brandt, V. S. (1974). Skiing cross-culturally. *Current Anthropology*, 15, 64–66.
- Braun, C. (1976). Teacher expectation: Sociopsychological dynamics. *Review of Educational Research*, 46, 185–213.
- Bremner, J. D. (2005). *Brain imaging handbook*. New York: Norton.
- Brenner, C. (1974). *An elementary textbook of psychoanalysis*. Garden City, NY: Doubleday/Anchor.
- Brenner, C. (1982). *The mind in conflict*. New York: International Universities Press.
- Brickman, P., Coates, D., & Janoff-Bulman, R. (1978). Lottery winners and accident victims: Is happiness relative? *Journal of Personality and Social Psychology*, 36, 917–927.
- Brickner, R. M. (1936). *The intellectual functions of the frontal lobes*. New York: Macmillan.
- Briggs, S. R., & Cheek, J. M. (1986). The role of factor analysis in the development and evaluation of personality scales. *Journal of Personality*, 54, 106–148.
- Briggs, S. R., Cheek, J. M., & Buss, A. H. (1980). An analysis of the Self-Monitoring Scale. *Journal of Personality and Social Psychology*, 38, 679–686.
- Brown, K. W., & Ryan, R. M. (2003). The benefits of being present: Mindfulness and its role in psychological well-being. *Journal of Personality and Social Psychology*, 84, 822–848.
- Brown, R. (1996). *Against my better judgment: An intimate memoir of an eminent gay psychologist*. New York: Harrington Park Press.
- Brown, W. (1910). Some experimental results in the correlation of mental abilities. *British Journal of Psychology*, 3, 296–302.
- Brunstein, J. C., & Maier, G. W. (2005). Implicit and self-attributed motives to achieve: Two separate but interacting needs. *Journal of Personality and Social Psychology*, 89, 205–222.
- Brunstein, J. C., Schultheiss, O. C., & Grässmann, R. (1998). Personal goals and emotional well-being: The moderating role of motive dispositions. *Journal of Personality and Social Psychology*, 75, 494–508.
- Brunswik, E. (1956). *Perception and the representative design of psychological experiments*. Berkeley: University of California Press.
- Bryan, W. J. (1922/2009). *The menace of evolution*. Pamphlet retrieved June 6, 2009, from University of Missouri—Kansas City Law School, "Famous Trials" Web site (created by Doug Linder, Professor of Law, for "Seminar in Famous Trials"): <http://www.law.umkc.edu/faculty/projects/trials/scopes/scopes.htm>
- Buck, R. (1999). The biological affects: A typology. *Psychological Review*, 106, 301–336.
- Buckholtz, J. W., Treadway, M. T., Cowan, R. L., Woodward, N. D., Li, R., Ansari, M. S., et al. (2010). Dopaminergic network differences in human impulsivity. *Science*, 329, 532.
- Buffardi, L. E., & Campbell, W. K. (2008). Narcissism and social networking sites. *Personality and Social Psychology Bulletin*, 34, 1303–1314.
- Bullock, W. A., & Gilliland, K. (1993). Eysenck's arousal theory of introversion-extraversion: A converging measures investigation. *Journal of Personality and Social Psychology*, 64, 113–123.
- Burnett, J. D. (1974). Parallel measurements and the Spearman-Brown formula. *Educational and Psychological Measurement*, 34, 785–788.
- Burnum, J. F. (1993). Medical diagnosis through semiotics: Giving meaning to the sign. *Annals of Internal Medicine*, 119, 939–943.
- Burt, S. A. (2009). Rethinking environmental contributions to child and adolescent psychopathology: A meta-analysis of shared environmental influences. *Psychological Bulletin*, 135, 608–637.
- Burwen, L. S., & Campbell, D. T. (1957). The generality of attitudes toward authority and nonauthority figures. *Journal of Abnormal and Social Psychology*, 54, 24–31.
- Bushman, B. J. (2002). Does venting anger feed or extinguish the flame? Catharsis, rumination, distraction, anger and aggressive responding. *Personality and Social Psychology Bulletin*, 28, 724–731.

- Bushman, B. J., & Anderson, C. A. (2009). Comfortably numb: Desensitizing effects of violent media on helping others. *Psychological Science*, 20, 273–277.
- Bushman, B. J., & Baumeister, R. F. (1998). Threatened egotism, narcissism, self-esteem, and direct and displaced aggression: Does self-love or self-hate lead to violence? *Journal of Personality and Social Psychology*, 75, 219–229.
- Bushman, B. J., Baumeister, R. F., Thomaes, S., Ryu, E., Begeer, S., & West, S. G. (2009). Looking again, and harder, for a link between low self-esteem and aggression. *Journal of Personality*, 77, 427–446.
- Buss, A. R. (1979). The trait-situation controversy and the concept of interaction. *Personality and Social Psychology Bulletin*, 6, 196–201.
- Buss, D. M. (1989). Sex differences in human mate preferences: Evolutionary hypotheses tested in 37 cultures. *Behavioral and Brain Sciences*, 12, 1–49.
- Buss, D. M., & Barnes, M. F. (1986). Preferences in human mate selection. *Journal of Personality and Social Psychology*, 50, 559–570.
- Buss, D. M., & Greiling, H. (1999). Adaptive individual differences. *Journal of Personality*, 67, 209–243.
- Buss, D. M., Larsen, R. J., Westen, D., & Semmelroth, J. (1992). Sex differences in jealousy: Evolution, physiology and psychology. *Psychological Science*, 3, 251–255.
- Butcher, J. N. (1999). *A beginner's guide to the MMPI-2*. Washington, DC: American Psychological Association.
- Butler, J. M., & Haigh, G. V. (1954). Changes in the relation between self-concepts and ideal concepts consequent upon client-centered counseling. In C. R. Rogers & R. F. Dymond (Eds.), *Psychotherapy and personality change: Co-ordinated studies in the client-centered approach* (pp. 55–75). University of Chicago Press.
- Bykov, K. M. (1957). *The cerebral cortex and the internal organs* (W. H. Gantt, Trans.). New York: Chemical Publishing.
- Byrne, D. (1961). The repression-sensitization scale: Rationale, reliability, and validity. *Journal of Personality*, 29, 334–349.
- Cabeza, R., & Nyberg, L. (2000). Imaging cognition II: An empirical review of 275 PET and fMRI studies. *Journal of Cognitive Neuroscience*, 12, 1–47.
- Caldwell, D. F., & Burger, J. M. (1997). Personal- ity and social influence strategies in the work- place. *Personality and Social Psychology Bulletin*, 23, 1003–1012.
- Caldwell, D. F., & Burger, J. M. (1998). Personal- ity characteristics of job applicants and success in screening interviews. *Personnel Psychology*, 51, 119–136.
- Call, J., & Tomasello, M. (1995). The use of social information in the problem-solving of orangutans and human children. *Journal of Comparative Psychology*, 109, 308–320.
- Camara, W. J., Nathan, J. S., & Puente, A. E. (2000). Psychological test usage: Implications in profes- sional psychology. *Professional Psychology: Research and Practice*, 31, 141–154.
- Campbell, A. (2010). Oxytocin and human social behavior. *Personality and Social Psychology Review*, 14, 281–295.
- Campos, J. J., Barrett, K., Lamb, M. E., Goldsmith, H. H., & Stenberg, C. (1983). Socioemotional devel- opment. In M. M. Haith & J. J. Campos (Eds.), *Handbook of child psychology: Vol. 2. Infancy and developmental psychobiology* (pp. 783–916). New York: Wiley.
- Canli, T. (2004). Function brain mapping of extraversion and neuroticism: Learning from individual differences in emotion processing. *Journal of Per- sonality*, 72, 1105–1132.
- Canli, T., Amin, Z., Haas, B., Omura, K., & Constable, R. T. (2004). A double dissociation between mood states and personality traits in the anterior cingulate. *Behavioral Neuroscience*, 118, 897–904.
- Canli, T., & Lesch, K. (2007). Long story short: The serotonin transporter in emotion regulation and social cognition. *Nature Neuroscience*, 10, 1103–1109.
- Canli, T., Sivers, H., Whitfield, S. L., Gotlib, I. H., & Gabrieli, J. D. (2002). Amygdala response to happy faces as a function of extraversion. *Science*, 296, 2191.
- Cannon, W. B. (1932). *The wisdom of the body*. New York: Norton.
- Cantor, N. (1990). From thought to behavior: "Hav- ing" and "doing" in the study of personality and cognition. *American Psychologist*, 45, 735–750.
- Cantor, N., & Kihlstrom, J. F. (1987). *Personal- ity and social intelligence*. Englewood Cliffs, NJ: Prentice-Hall.

- Capgras, J., & Reboul-Lachaux, J. (1923). L'illusion des "sosies" dans un délire systématisé chronique [The illusion of doubles as a chronically systematized delusion]. *Bulletin de la Société Clinique de Médecine Mentale*, 11, 6–16.
- Caplan, B. (2003). Stigler-Becker versus Myers-Briggs: Why preference-blind explanations are scientifically meaningful and empirically important. *Journal of Economic Behavior and Organization*, 50, 391–405.
- Carlson, E. N., Vazire, S., & Oltmanns, T. F. (2011). You probably think this paper's about you: Narcissists' perceptions of their personality and reputation. *Journal of Personality and Social Psychology*, 101, 185–201.
- Carlson, K. S., & Gjerde, P. F. (2009). Preschool personality antecedents of narcissism in adolescence and young adulthood: A 20-year longitudinal study. *Journal of Research in Personality*, 43, 570–578.
- Carmichael, M. S., Warburton, V. L., Dixen, J., & Davidson, J. M. (1994). Relationships among cardiovascular, muscular, and oxytocin responses during human sexual activity. *Archives of Sexual Behavior*, 23, 59–79.
- Carnahan, T., & McFarland, S. (2007). Revisiting the Stanford Prison Experiment: Could participant self-selection have led to the cruelty? *Personality and Social Psychology Bulletin*, 33, 603–614.
- Carney, D. R., Colvin, C. R., & Hall, J. A. (2007). A thin slice perspective on the accuracy of first impressions. *Journal of Research in Personality*, 41, 1054–1072.
- Carstensen, L. L., & Fredrickson, B. L. (1998). Influence of HIV status and age on cognitive representations of others. *Health Psychology*, 17, 494–503.
- Carstensen, L. L., Isaacowitz, D. M., & Charles, S. T. (1999). Taking time seriously: A theory of socio-emotional selectivity. *American Psychologist*, 54, 165–181.
- Carstensen, L. L., & Mikels, J. A. (2005). At the intersection of emotion and cognition: Aging and the positivity effect. *Current Directions in Psychological Science*, 14, 117–121.
- Carver, C. S. (1975). Physical aggression as a function of objective self-awareness and attitudes toward punishment. *Journal of Experimental Social Psychology*, 11, 510–519.
- Carver, C. S., & Scheier, M. F. (1995). The role of optimism versus pessimism in the experience of the self. In A. Oosterwegel & R. A. Wicklund (Eds.), *The self in European and North American culture: Development and processes* (pp. 193–204). Dordrecht, Netherlands: Kluwer Academic Press.
- Cases, W., Seif, I., Grimsby, J., Gaspar, P., Chen, K., Pournin, S., et al. (1995). Aggressive behavior and altered amounts of brain serotonin and norepinephrine in mice lacking MAOA. *Science*, 268, 1763–1766.
- Caspi, A. (1998). Personality development across the life course. In N. Eisenberg (Ed.), *Handbook of child psychology: Vol. 3. Social, emotional, and personality development* (5th ed., pp. 311–388). New York: Wiley.
- Caspi, A., Elder, G. H., & Bem, D. J. (1987). Moving against the world: Life course patterns of explosive children. *Developmental Psychology*, 23, 308–313.
- Caspi, A., McClay, J., Moffitt, T. E., Mill, J., Martin, J., Craig, I., et al. (2002, August 2). Role of genotype in the cycle of violence in maltreated children. *Science*, 297, 851–854.
- Caspi, A., Roberts, B. W., & Shiner, R. L. (2005). Personality development: Stability and change. *Annual Review of Psychology*, 56, 453–484.
- Caspi, A., Sugden, K., Moffitt, T. E., Taylor, A., Craig, I. W., Harrington, H., et al. (2003, July 18). Influence of life stress on depression: Moderation by a polymorphism in the 5-HTT gene. *Science*, 301, 386–389.
- Cattell, R. B. (1950). *Personality: A systematic, theoretical and factual study*. New York: McGraw-Hill.
- Cattell, R. B. (1952). *Factor analysis*. New York: Harper & Row.
- Cattell, R. B. (1957). *Personality and motivation structure and measurement*. New York: World Book.
- Cattell, R. B. (1965). *The scientific analysis of personality*. Baltimore: Penguin Books.
- Cattell, R. B., & Eber, H. W. (1961). *The Sixteen Personality Factor Questionnaire* (3rd ed.). Champaign, IL: Institute for Personality and Ability Testing.
- Cervone, D. (2005). Personality architecture: Within-person structures and processes. *Annual Review of Psychology*, 56, 423–452.
- Chaiken, S., & Trope, Y. (Eds.). (1999). *Dual-process models in social psychology*. New York: Guilford Press.

- Chan, M., Rogers, K. H., Parisotto, K. L., & Biesanz, J. C. (2011). Forming first impressions: The role of gender and normative accuracy in personality perception. *Journal of Research in Personality*, 45, 117–120.
- Chang, H.-H., & Nayga, R. M. (2010). Childhood obesity and unhappiness: The influence of soft drinks and fast food consumption. *Journal of Happiness Studies*, 11, 261–275.
- Chao, R. (2001). Extending research on the consequences of parenting style for Chinese Americans and European Americans. *Child Development*, 72, 1832–1843.
- Chaplin, W. F. (1991). The next generation of moderator research in personality psychology. *Journal of Personality*, 59, 143–178.
- Chaplin, W. F., & Goldberg, L. R. (1984). A failure to replicate the Bem and Allen study of individual differences in cross-situational consistency. *Journal of Personality and Social Psychology*, 47, 1074–1090.
- Chaplin, W. F., Phillips, J. B., Brown, J. D., Clanton, N. R., & Stein, J. L. (2000). Handshaking, gender, personality, and first impressions. *Journal of Personality and Social Psychology*, 79, 110–117.
- Chase, W. G., & Simon, H. A. (1973). The mind's eye in chess. In W. G. Chase (Ed.), *Visual information processing* (pp. 215–281). New York: Academic Press.
- Chatard, A., Selimbegović, L., & Konan, P. N. (2009). Self-esteem and suicide rates in 55 nations. *European Journal of Personality*, 23, 19–32.
- Cheek, J. M. (1990). Shyness, self-esteem, and self-consciousness. In H. Leitenberg (Ed.), *Handbook of social and evaluation anxiety* (pp. 47–82). New York: Plenum Press.
- Chen, D. W. (2001, July 31). Boy, 6, dies of skull injury during MRI. *New York Times*. Retrieved June 15, 2006, from <http://query.nytimes.com/gst/fullpage.html?sec=health&res=9400EEDC1E3DF932A05754CoA9679C8B63>
- Chen, S. X., & Bond, M. H. (2010). Two languages, two personalities? Examining language effects on the expression of personality in a bilingual context. *Personality and Social Psychology Bulletin*, 36, 1514–1528.
- Cheung, F. M., Cheung, S. F., Zhang, J., Leung, K., Leong, F., & Yeh, K. H. (2008). Relevance of openness as a personality dimension in Chinese culture: Aspects of its cultural relevance. *Journal of Cross-Cultural Psychology*, 39, 81–108.
- Cheung, F. M., Leung, K., Fan, R. M., Song, W. S., Zhang, J. X., & Zhang, J. P. (1996). Development of the Chinese Personality Assessment Inventory. *Journal of Cross-Cultural Psychology*, 27, 181–199.
- Cheung, F. M., & Song, W. (1989). A review of the clinical applications of the Chinese MMPI. *Psychological Assessment*, 1, 230–237.
- Cheung, F. M., Van de Vijver, F. J. R., & Leong, F. T. L. (2011). Toward a new approach to the study of personality in culture. *American Psychologist*, 66, 593–603.
- Chi, T. C., & Hinshaw, S. P. (2002). Mother-child relationships of children with ADHD: The role of maternal depressive symptoms and depression-related distortions. *Journal of Abnormal Child Psychology*, 30, 387–400.
- Chiao, J. Y., & Ambady, N. (2007). Cultural neuroscience: Parsing universality and diversity across levels of analysis. In S. Kitayama & D. Cohen (Eds.), *Handbook of cultural psychology* (pp. 237–254). New York: Guilford Press.
- Childs, R. A., & Eyde, L. D. (2002). Assessment training in clinical psychology doctoral programs: What should we teach? What do we teach? *Journal of Personality Assessment*, 78, 130–144.
- Choma, B. L., Busseri, M. A., & Sadava, S. W. (2009). Liberal and conservative ideologies: Different routes to happiness? *Journal of Research in Personality*, 43, 502–505.
- Church, A. T., Alvarez, J. M., Mai, N. T. Q., French, B. F., Katigbak, M. S., & Ortiz, F. A. (2011). Are cross-cultural comparisons of personality profiles meaningful? Differential item and facet functioning in the Revised NEO Personality Inventory. *Journal of Personality and Social Psychology*, 101, 1068–1089.
- Church, A. T., Anderson-Harumi, C. A., del Prado, A. M., Curtis, G. J., Tanaka-Matsumi, J., Medina, J. L. V., et al. (2008). Culture, cross-role consistency, and adjustment: Testing trait and cultural psychology perspectives. *Journal of Personality and Social Psychology*, 95, 739–755.
- Church, A. T., Katigbak, M. S., Reyes, J. A. S., Salanga, M. G. C., Miramontez, L. A., & Adams, N. B. (2008). Prediction and cross-situational consistency across cultures: Testing trait and cultural

- perspectives. *Journal of Research in Personality*, 42, 1199–1215.
- Clark, H. H., & Clark, E. V. (1977). *Psychology and language: An introduction to psycholinguistics*. New York: Harcourt, Brace.
- Clark, J. M., & Paivio, A. (1989). Observational and theoretical terms in psychology: A cognitive perspective on scientific language. *American Psychologist*, 44, 500–512.
- Clark, L. A., Livesley, W. J., & Morey, L. (1997). Personality disorder assessment: The challenge of construct validity. *Journal of Personality Disorders*, 11, 205–231.
- Clark, L. A., & Watson, D. (1999a). Personality, disorder, and personality disorder: Toward a more rational conceptualization. *Journal of Personality Disorders*, 13, 142–151.
- Clark, L. A., & Watson, D. (1999b). Temperament: A new paradigm for trait psychology. In L. A. Pervin & O. P. John (Eds.), *Handbook of personality: Theory and research* (2nd ed., pp. 399–423). New York: Guilford Press.
- Cloud, J. (2008, January 8). The mystery of borderline personality disorder. *Time*. Retrieved January 24, 2009, from <http://www.time.com/time/printout/0,8816,1870491,00.html>
- Cohen, D., Nisbett, R. E., Bowdle, B. F., & Schwartz, N. (1996). Insult, aggression and the southern culture of honor: An "experimental ethnography." *Journal of Personality and Social Psychology*, 70, 945–960.
- Cohen, J. (1994). The earth is round ($p < .05$). *American Psychologist*, 49, 997–1003.
- Cokely, E. T., & Feltz, A. (2009). Individual differences, judgment biases, and theory-of-mind: Deconstructing the intentional action side effect asymmetry. *Journal of Research in Personality*, 43, 18–24.
- Collins, W. A., Maccoby, E. E., Steinberg, L., Hetherington, E. M., & Bornstein, M. H. (2000). Contemporary research on parenting: The case for nature and nurture. *American Psychologist*, 55, 218–232.
- Colvin, C. R. (1993a). Childhood antecedents of young-adult judgeability. *Journal of Personality*, 61, 611–635.
- Colvin, C. R. (1993b). "Judgable" people: Personality, behavior, and competing explanations. *Journal of Personality and Social Psychology*, 64, 861–873.
- Colvin, C. R., & Block, J. (1994). Do positive illusions foster mental health? An examination of the Taylor and Brown formulation. *Psychological Bulletin*, 116, 3–20.
- Colvin, C. R., Block, J., & Funder, D. C. (1995). Overly positive self-evaluations and personality: Negative implications for mental health. *Journal of Personality and Social Psychology*, 68, 1152–1162.
- Colvin, C. R., & Bundick, M. J. (2001). In search of the good judge of personality: Some methodological and theoretical concerns. In J. A. Hall & F. J. Bernieri (Eds.), *Interpersonal sensitivity: Theory and measurement* (pp. 47–65). Mahwah, NJ: Erlbaum.
- Colvin, C. R., & Funder, D. C. (1991). Predicting personality and behavior: A boundary on the acquaintanceship effect. *Journal of Personality and Social Psychology*, 60, 884–894.
- Conley, T. D., Moors, A. C., Matsick, J. L., Ziegler, A., & Valentine, B. A. (2011). Women, men and the bedroom: Methodological and conceptual insights that narrow, reframe and eliminate gender differences in sexuality. *Psychological Science*, 20, 296–300.
- Connally, B. S., & Ones, D. S. (2010). An other perspective on personality: Meta-analytic integration of observers' accuracy and predictive validity. *Psychological Bulletin*, 136, 1092–1122.
- Cook, T. D., & Campbell, D. T. (Eds.). (1979). *The design and analysis of quasi-experiments for field settings*. Chicago: Rand-McNally.
- Coolidge, F. L., Segal, S. L., & Applequist, K. (2009). Working memory deficits in personality disorder traits: A preliminary investigation in a nonclinical sample. *Journal of Research in Personality*, 43, 355–361.
- Corr, P. J., & Matthews, G. (Eds.). (2009). *The Cambridge handbook of personality psychology*. Cambridge University Press.
- Corr, P. J., Pickering, A. D., & Gray, J. A. (1997). Personality, punishment and procedural learning: A test of J. A. Gray's anxiety theory. *Journal of Personality and Social Psychology*, 73, 337–344.
- Costa, P. T., Jr. (1996). Work and personality: Use of the NEO-PI-R in industrial/organizational psychology. *Applied Psychology: An International Review*, 45, 225–241.
- Costa, P. T., Jr., Herbst, J. H., McCrae, R. R., Samuels, J., & Ozer, D. J. (2002). The replicability and utility

- of three personality types. *European Journal of Personality*, 16, 573–588.
- Costa, P. T., Jr., & McCrae, R. R. (1985). *The NEO Personality Inventory manual*. Odessa, FL: Psychological Assessment Resources.
- Costa, P. T., Jr., & McCrae, R. R. (1994). Set like plaster? Evidence for the stability of adult personality. In T. Heatherton & J. Weinberger (Eds.), *Can personality change?* (pp. 21–40). Washington, DC: American Psychological Association.
- Costa, P. T., & McCrae, R. R. (1995). Domains and facets: Hierarchical personality assessment using the Revised NEO Personality Inventory. *Journal of Personality Assessment*, 64, 21–50.
- Costa, P. T., Jr., & McCrae, R. R. (1997). Stability and change in personality assessment: The Revised NEO Personality Inventory in the year 2000. *Journal of Personality Assessment*, 68, 86–94.
- Costa, P. T., Jr., & McCrae, R. R. (1998). Trait theories in personality. In D. F. Barone, M. Hersen, & V. B. Van Hasselt (Eds.), *Advanced personality* (pp. 103–121). New York: Plenum Press.
- Costa, P. T., Terracciano, A., & McCrae, R. R. (2001). Gender differences in personality traits across cultures: Robust and surprising findings. *Journal of Personality and Social Psychology*, 81, 322–331.
- Cousins, S. D. (1989). Culture and self-perception in Japan and the United States. *Journal of Personality and Social Psychology*, 56, 124–131.
- Craik, F. I. M., & Tulving, E. (1975). Depth of processing and the retention of words in episodic memory. *Journal of Experimental Psychology: General*, 104, 268–294.
- Craik, F. I. M., & Watkins, M. J. (1973). The role of rehearsal in short-term memory. *Journal of Verbal Learning and Verbal Behavior*, 12, 599–607.
- Cramer, P. (1998). Defensiveness and defense mechanisms. *Journal of Personality*, 66, 879–894.
- Cramer, P., & Davidson, K. (Eds.). (1998). Defense mechanisms in contemporary personality research [Special Issue]. *Journal of Personality*, 66(6).
- Crews, F. (1996). The verdict on Freud. *Psychological Science*, 7, 63–68.
- Crews, F. (Ed.). (1998). *Unauthorized Freud: Doubters confront a legend*. New York: Viking Press.
- Crocker, J., & Wolfe, C. T. (2001). Contingencies of self-worth. *Psychological Review*, 108, 593–623.
- Cronbach, L. J. (1951). Coefficient alpha and the internal structure of tests. *Psychometrika*, 16, 297–334.
- Cronbach, L. J. (1955). Processes affecting scores on "understanding of others" and "assumed similarity." *Psychological Bulletin*, 52, 177–193.
- Cronbach, L. J., Gleser, G. C., Nanda, H., & Rajaratnam, N. (1972). *The dependability of behavioral measurements: Theory of generalizability for scores and profiles*. New York: Wiley.
- Cronbach, L. J., & Meehl, P. E. (1955). Construct validity in psychological tests. *Psychological Bulletin*, 52, 281–302.
- Cronqvist, H., Makrigiannis, A. K., & Yonker, S. E. (2011). Behavioral consistency in corporate finance: CEO personal and corporate leverage. *Journal of Financial Economics*, 103, 20–40.
- Crowell, S. E., Beauchaine, T. P., & Linehan, M. M. (2009). A biosocial developmental model of borderline personality: Elaborating and extending Linehan's theory. *Psychological Bulletin*, 135, 495–510.
- Crowson, H. M., DeBacker, T. K., & Thoma, S. J. (2005). Does authoritarianism predict post-9/11 attitudes? *Personality and Individual Differences*, 39, 1273–1283.
- Csikszentmihalyi, M., & Csikszentmihalyi, I. S. (Eds.). (1988). *Optimal experience: Psychological studies of flow in consciousness*. New York: Cambridge University Press.
- Csikszentmihalyi, M., & Larson, R. (1992). Validity and reliability of the Experience Sampling Method. In M. V. deVries (Ed.), *The experience of psychopathology: Investigating mental disorders in their natural settings* (pp. 43–57). Cambridge University Press.
- Cunningham, D. J. (1992). Assessing constructions and constructing assessments: A dialogue. In T. M. Duffy & D. H. Jonassen (Eds.), *Constructivism and the technology of instruction: A conversation* (pp. 35–44). Hillsdale, NJ: Erlbaum.
- Cutler, A. G. (Ed.). (1976). *Stedman's medical dictionary*. Baltimore, MD: Williams & Wilkins.
- Cutrona, C. E. (1982). Transition to college: Loneliness and the process of social adjustment. In L. A. Peplau & D. Perlman (Eds.), *Loneliness: A sourcebook of current theory, research, and therapy* (pp. 291–309). New York: Wiley.

- Dabbs, J. M., Jr. (1997). Testosterone, smiling, and facial appearance. *Journal of Nonverbal Behavior*, 21, 45–55.
- Dabbs, J. M., Jr., Alford, E. C., & Fielden, J. A. (1998). Trial lawyers and testosterone: Blue-collar talent in a white-collar world. *Journal of Applied Psychology*, 83, 84–94.
- Dabbs, J. M., Jr., & Morris, R. (1990). Testosterone, social class, and antisocial behavior in a sample of 4,462 men. *Psychological Science*, 1, 209–211.
- Dabbs, J. M., Jr., Ruback, R. B., Frady, R. L., Hopper, C. H., & Sgoritas, D. S. (1988). Saliva testosterone and criminal violence among women. *Personality and Individual Differences*, 9, 269–275.
- Dabbs, J. M., Jr., Strong, R., & Milun, R. (1997). Exploring the mind of testosterone: A beeper study. *Journal of Research in Personality*, 31, 577–587.
- Dahlsgaard, K., Peterson, C., & Seligman, M. E. P. (2005). Shared virtue: The convergence of valued human strengths across culture and history. *Review of General Psychology*, 9, 203–213.
- Dahlstrom, W. G., & Welsh, G. S. (1960). *An MMPI handbook: A guide to use in clinical practice and research*. Minneapolis, MN: University of Minnesota Press.
- Daly, M., & Wilson, M. (1988). Evolutionary social psychology and family homicide. *Science*, 242, 519–524.
- Damasio, A. R. (1994). *Descartes' error: Emotion, reason, and the human brain*. New York: Putnam.
- Darley, J. M., & Batson, C. D. (1967). "From Jerusalem to Jericho": A study of situational and dispositional variables in helping behavior. *Journal of Personality and Social Psychology*, 27, 100–108.
- Darley, J. M., & Fazio, R. (1980). Expectancy confirmation processes arising in the social interaction sequence. *American Psychologist*, 35, 867–881.
- Darley, J. M., & Latané, B. (1968). Bystander intervention in emergencies: Diffusion of responsibility. *Journal of Personality and Social Psychology*, 28, 377–383.
- Dar-Nimrod, I., & Heine, S. J. (2011). Genetic essentialism: On the deceptive determinism of DNA. *Psychological Bulletin*, 137, 800–818.
- Darwin, C. (1967). *On the origin of the species by means of natural selection, or the preservation of favoured races in the struggle for life*. New York: Modern Library. (Originally published 1859)
- Davis, L. J. (1997, February). The encyclopedia of insanity: A psychiatric handbook lists a madness for everyone. *Harper's*, pp. 61–66.
- Dawkins, R. (1976). *The selfish gene*. New York: Oxford University Press.
- Dawson, J. L. M. (1974). Ecology, social pressures toward conformity, and left-handedness: A bio-social psychological approach. In J. L. M. Dawson & K. W. J. Lonner (Eds.), *Readings in cross-cultural psychology* (pp. 124–149). University of Hong Kong Press.
- Decety, J., Jackson, P. L., Sommerville, J. A., Chaminade, T., & Meltzoff, A. N. (2004). The neural bases of cooperation and competition: An fMRI investigation. *Neuroimage*, 23, 744–751.
- De Los Reyes, A., & Kazdin, A. E. (2005). Informant discrepancies in the assessment of childhood psychopathology: A critical review, theoretical framework, and recommendations for further study. *Psychological Bulletin*, 131, 483–509.
- DeLuga, R. J., & Mason, S. (2000). Relationship of resident assistant conscientiousness, extraversion and positive affect with rated performance. *Journal of Research in Personality*, 34, 225–235.
- Denissen, J. J. A., & Penke, L. (2008). Neuroticism predicts reactions to cues of social inclusion. *European Journal of Personality*, 22, 497–517.
- Denissen, J. J. A., Penke, L., Schmitt, D. P., & Van Aken, M. A. G. (2008). Self-esteem reactions to social interactions: Evidence for sociometer mechanisms across days, peoples and nations. *Journal of Personality and Social Psychology*, 95, 181–196.
- Dennett, D. C. (1994). Real consciousness. In A. Revonsuo & M. Kampinnen (Eds.), *Consciousness in philosophy and cognitive neuroscience*. Hillsdale, NJ: Erlbaum.
- Dennett, D. C., & Weintraub, P. (1991). *Consciousness explained*. Boston: Little, Brown.
- DePaulo, B. M., Dull, W. R., Greenberg, J. M., & Swaim, G. W. (1989). Are shy people reluctant to ask for help? *Journal of Personality and Social Psychology*, 56, 834–844.
- Depue, R. A., & Collins, P. F. (1999). Neurobiology of the structure of personality: Dopamine, facili-

- tation of incentive motivation, and extraversion. *Behavioral and Brain Sciences*, 22, 491–569.
- De Raad, B., & Peabody, D. (2005). Cross-culturally recurrent personality factors: Analyses of three factors. *European Journal of Personality*, 19, 451–474.
- Derby, S. P. (1994, November 2). Eskimo words for snow derby. *The AFU and Urban Legend Archive*. Retrieved July 15, 2003, from www.urbanlegends.com/language/eskimo_words_for_snow_derby.html
- De Waal, F. B. M. (2002). Evolutionary psychology: The wheat and the chaff. *Current Directions in Psychological Science*, 11, 187–191.
- Dewitte, M., & De Houwer, J. (2008). Adult attachment and attention to positive and negative emotional face expressions. *Journal of Research in Personality*, 42, 498–505.
- DeYoung, C. G. (2010). Personality neuroscience and the biology of traits. *Social and Personality Psychology Compass*, 4, 1165–1180.
- DeYoung, C. G. (2006). Higher order factors of the Big Five in a multi-informant sample. *Journal of Personality and Social Psychology*, 91, 1138–1151.
- DeYoung, C. G., Hirsh, J. B., Shane, M. S., Papademetris, X., Rajeevan, N., & Gray, J. R. (2010). Testing predictions from personality neuroscience: Brain structure and the Big Five. *Psychological Science*, 21, 820–828.
- DeYoung, C. G., Quilty, L. C., & Peterson, J. B. (2007). Between facets and domains: 10 aspects of the Big Five. *Journal of Personality and Social Psychology*, 93, 880–896.
- Diamond, J. (1999). *Guns, germs and steel: The fates of human societies*. New York: Norton.
- Diener, C. I., & Dweck, C. S. (1978). An analysis of learned helplessness: Continuous changes in performance, strategy and achievement cognitions following failure. *Journal of Personality and Social Psychology*, 36, 451–462.
- Diener, E., Colvin, C. R., Pavot, W. G., & Allman, A. (1991). The psychic costs of intense positive affect. *Journal of Personality and Social Psychology*, 61, 492–503.
- Diener, E., & Lucas, R. E. (1999). Personality and subjective well-being. In D. Kahneman, E. Diener, & N. Schwarz (Eds.), *Well-being: The foundations of hedonic psychology* (pp. 213–229). New York: Russell Sage.
- Diener, E., Lucas, R. E., & Oishi, S. (2002). Subjective well-being: The science and happiness of life satisfaction. In C. L. M. Keyes & J. Haidt (Eds.), *Flourishing: Positive psychology and the life well-lived* (pp. 463–473). Washington, DC: American Psychological Association.
- Dienes, Z. (2011). Bayesian versus orthodox statistics: Which side are you on? *Perspectives on Psychological Science*, 6, 274–290.
- Digman, J. M. (1997). Higher-order factors of the Big Five. *Journal of Personality and Social Psychology*, 73, 1246–1256.
- Digman, J. M., & Takemoto-Chock, N. K. (1981). Factors in the natural language of personality: Re-analysis and comparison of six major studies. *Multivariate Behavioral Research*, 16, 149–170.
- Dodds, P. S., & Danforth, C. M. (2010). Measuring the happiness of large-scale written expression: Songs, blogs, and presidents. *Journal of Happiness Studies*, 11, 441–456.
- Dodge, K. A. (1993). Social-cognitive mechanisms in the development of conduct disorder and depression. *Annual Review of Psychology*, 44, 559–584.
- Dodge, K. A., & Frame, C. L. (1982). Social cognitive biases and deficits in aggressive boys. *Child Development*, 53, 620–635.
- Doi, T. (1973). *Amae—A key concept for understanding Japanese personality structure*. In R. J. Smith & R. K. Beardsley (Eds.), *Japanese culture: Its development and characteristics* (pp. 132–139). Chicago: Aldine.
- Dollard, J., & Miller, N. E. (1950). *Personality and psychotherapy: An analysis in terms of learning, thinking, and culture*. New York: McGraw-Hill.
- Donahue, E. M., Robins, R. W., Roberts, R. W., & John, O. P. (1993). The divided self: Concurrent and longitudinal effects of psychological adjustment and social roles on self-concept differentiation. *Journal of Personality and Social Psychology*, 64, 834–846.
- Donnellan, M. B., Conger, R. D., & Burzette, B. G. (2005). Criterion-related validity, self-other agreement, and longitudinal analyses of the Iowa personality questionnaire: A short alternative to the MPQ. *Journal of Research in Personality*, 39, 458–485.
- Donnellan, M. B., Conger, R. D., & Burzette, R. G. (2007). Personality development from late adolescence to young adulthood: Differential stability,

- normative maturity, and evidence for the maturity-stability hypothesis. *Journal of Personality*, 75(2), 237–263.
- Donnellan, M. B., & Lucas, R. E. (2008). Age differences in the Big Five across the life span: Evidence from two national samples. *Psychology and Aging*, 23, 558–566.
- Donnellan, M. B., Trzesniewski, K. H., Robins, R. W., Moffitt, T. E., & Caspi, A. (2005). Low self-esteem is related to aggression, antisocial behavior, and delinquency. *Psychological Science*, 16, 328–335.
- Doran, J. M. (1990). The Capgras syndrome: Neurological/neuropsychological perspectives. *Neuropsychology*, 4, 29–42.
- Downey, G., & Feldman, S. I. (1996). Implications of rejection sensitivity for intimate relationships. *Journal of Personality and Social Psychology*, 70, 1327–1343.
- Downey, G., Freitas, A., Michaelis, B., & Khouri, H. (1998). The self-fulfilling prophecy in close relationships: Rejection sensitivity and rejection in romantic partners. *Journal of Personality and Social Psychology*, 75, 545–560.
- Dozier, M., Stovall, K. C., & Albus, K. E. (1999). Attachment and psychopathology in adulthood. In J. Cassidy & P. R. Shaver (Eds.), *Handbook of attachment: Theory, research, and clinical applications* (pp. 497–519). New York: Guilford Press.
- Drevets, W. C. (1999). Prefrontal cortical-amygadalar metabolism in major depression. *Annals of the New York Academy of Sciences*, 877, 614–637.
- Druss, B. G., Marcus, S. C., Olfson, M., & Pincus, H. A. (2004). Listening to generic Prozac: Winners, losers and sideliners. *Health Affairs*, 23, 210–216.
- Dubois, D. L., & Flay, B. R. (2004). The healthy pursuit of self-esteem: Comment on and alternative to the Crocker and Park (2004) formulation. *Psychological Bulletin*, 130, 415–420.
- Durante, K. M., Li, N. P., & Haselton, M. G. (2008). Changes in women's choice of dress across the ovulatory cycle: Naturalistic and laboratory task-based evidence. *Personality and Social Psychology Bulletin*, 34, 1451–1460.
- Durbin, C. E., & Klein, D. N. (2006). Ten-year stability of personality disorders among outpatients with mood disorders. *Journal of Abnormal Psychology*, 115, 75–84.
- Dweck, C. S. (2008). Can personality be changed? The role of beliefs in personality and change. *Current Directions in Psychological Science*, 17, 391–394.
- Dweck, C. S., & Leggett, E. L. (1988). A social-cognitive approach to personality and motivation. *Psychological Review*, 95, 256–273.
- Dworkin, B. R. (1993). *Learning and physiological regulation*. University of Chicago Press.
- Dyssegård, E. K. (2004). The Danes call it fresh air. In D. C. Funder & D. J. Ozer (Eds.), *Pieces of the personality puzzle: Readings in theory and research* (3rd ed., pp. 369–370). New York: Norton. (Originally published May 17, 1997, in the *New York Times*)
- Eagly, A. H., Eastwick, P. W., & Johannesen-Schmidt, M. C. (2009). Possible selves in marital roles: The impact of the anticipated division of labor on the mate preferences of women and men. *Personality and Social Psychology Bulletin*, 35, 403–414.
- Eagly, A. H., & Wood, W. (1999). The origins of sex differences in human behavior: Evolved dispositions versus social roles. *American Psychologist*, 54, 408–423.
- Eaton, L. G., & Funder, D. C. (2001). Emotional experience in daily life: Valence, variability and rate of change. *Emotion*, 1, 413–421.
- Elstein, R. P., Novick, O., Umansky, R., Priel, B., Osher, Y., Blaine, D., et al. (1996). Dopamine D4 receptor (D4DR) exon III polymorphism associated with the human personality trait of novelty seeking. *Nature Genetics*, 12, 78–80.
- Edelstein, R. S., Ghetti, S., Quas, J. A., Goodman, G. S., Alexander, K. W., Redlich, A. D., et al. (2005). Individual differences in emotional memory: Adult attachment and long-term memory for child sexual abuse. *Personality and Social Psychology Bulletin*, 31, 1537–1548.
- Edelstein, R. S., Yim, I. S., & Quas, J. A. (2010). Narcissism predicts heightened cortisol reactivity to a psychosocial stressor in men. *Journal of Research in Personality*, 44, 565–572.
- Eisenberg, N., Spinrad, T. L., & Cumberland, A. (1998). The socialization of emotion: Reply to commentaries. *Psychological Inquiry*, 9, 317–333.
- Eisenberger, N. I., Lieberman, M. D., & Satpute, A. B. (2005). Personality from a controlled processing perspective: An fMRI study of neuroticism,

- extraversion, and self-consciousness. *Cognitive, Affective, and Behavioral Neuroscience*, 5, 169–181.
- Ekman, P. (1992). Are there basic emotions? *Psychological Review*, 99, 550–553.
- Ekman, P., & Davidson, R. J. (Eds.). (1994). *The nature of emotion: Fundamental questions*. New York: Oxford University Press.
- Ekman, P., Sorenson, E. R., & Friesen, W. V. (1969). Pan-cultural elements in facial displays of emotion. *Science*, 164, 86–88.
- Elder, G. (1974). *Children of the Great Depression*. University of Chicago Press.
- Elms, A. C., & Milgram, S. (1966). Personality characteristics associated with obedience and defiance toward authoritative command. *Journal of Experimental Research in Personality*, 1, 282–289.
- Emmons, R. A. (1989). Exploring the relations between motives and traits: The case of narcissism. In D. M. Buss & N. Cantor (Eds.), *Personality psychology: Recent trends and emerging directions* (pp. 32–44). New York: Springer-Verlag.
- Emmons, R. A. (1996). Striving and feeling: Personal goals and subjective well-being. In P. M. Gollwitzer & J. A. Bargh (Eds.), *The psychology of action: Linking cognition and motivation to behavior* (pp. 314–337). New York: Guilford Press.
- Emmons, R. A. (1997). Motives and life goals. In R. Hogan, J. Johnson, & S. Briggs (Eds.), *Handbook of personality psychology* (pp. 485–512). San Diego, CA: Academic Press.
- Emmons, R. A., & King, L. A. (1988). Conflict among personal strivings: Immediate and long-term implications for psychological and physical well-being. *Journal of Personality and Social Psychology*, 54, 1040–1048.
- Emmons, R. A., & McAdams, D. P. (1991). Personal strivings and motive dispositions: Exploring the links. *Personality and Social Psychology Bulletin*, 17, 648–654.
- Epstein, S. (1973). The self-concept revisited, or a theory of a theory. *American Psychologist*, 28, 404–416.
- Epstein, S. (1979). The stability of behavior: I. On predicting most of the people much of the time. *Journal of Personality and Social Psychology*, 37, 1097–1126.
- Epstein, S. (1980). The stability of behavior: II. Implications for psychological research. *American Psychologist*, 35, 790–806.
- Epstein, S. (1994). Integration of the cognitive and the psychodynamic unconscious. *American Psychologist*, 49, 709–724.
- Epstein, S. (2003). Cognitive-experiential self-theory of personality. In T. Millon & M. J. Lerner (Eds.), *Handbook of psychology: Personality and social psychology* (pp. 159–184). New York: Wiley.
- Epstein, S., Lipson, A., Holstein, C., & Huh, E. (1992). Irrational reactions to negative outcomes: Evidence for two conceptual systems. *Journal of Personality and Social Psychology*, 62, 328–339.
- Epstein, S., & Meier, P. (1989). Constructive thinking: A broad coping variable with specific components. *Journal of Personality and Social Psychology*, 57, 332–350.
- Erdelyi, M. H. (1974). A "new look" at the New Look in perception. *Psychological Review*, 81, 1–25.
- Erdelyi, M. H. (1985). *Psychoanalysis: Freud's cognitive psychology*. San Francisco: Freeman.
- Erdelyi, M. H. (1994). Commentary: Integrating a dissociation-prone psychology. *Journal of Personality*, 62, 669–680.
- Erdley, C. A., Cain, K. M., Loomis, C. C., Dumas-Hines, F., & Dweck, C. S. (1997). The relations among children's social goals, implicit personality theories, and responses to social failure. *Developmental Psychology*, 33, 263–272.
- Erikson, E. (1963). *Childhood and society*. New York: Norton.
- Erikson, E. (1968). *Identity: Youth and crisis*. New York: Norton.
- Exner, J. E., Jr. (1993). *The Rorschach: A comprehensive system: Vol. 1. Basic foundations* (3rd ed.). New York: Wiley.
- Eysenck, H. J. (1947). *Dimensions of personality*. London: Routledge.
- Eysenck, H. J. (1967). *The biological basis of personality*. Springfield, IL: Thomas.
- Eysenck, H. J. (1976). *Sex and personality*. Austin: University of Texas Press.
- Eysenck, H. J. (1986). Models and paradigms in personality research. In A. Angleitner, A. Furhman, & G. Van Heck (Eds.), *Personality psychology in Europe: Vol. 2. Current trends and controversies* (pp. 213–223). Lisse, the Netherlands: Swets & Zeitlinger.
- Eysenck, H. J. (1987). Arousal and personality: The origins of a theory. In J. Strelau & H. J. Eysenck

- (Eds.), *Personality dimensions and arousal* (pp. 1–13). New York: Plenum Press.
- Eysenck, H. J., & Beech, H. R. (1971). Counter conditioning and related methods. In A. E. Bergin & S. Garfield (Eds.), *Handbook of psychotherapy and behavior change* (pp. 543–611). New York: Wiley.
- Eysenck, H. J., & Eysenck, S. B. G. (1975). *Manual of the Eysenck Personality Questionnaire*. San Diego: Testing Service.
- Eysenck, H. J., & Gudjonsson, G. H. (1989). *The causes and cures of criminality*. New York: Plenum Press.
- Eysenck, S. B. G., & Eysenck, H. J. (1967). Salivary response to lemon juice as a measure of introversion. *Perceptual and Motor Skills*, 24, 1047–1053.
- Eysenck, S. B. G., & Long, F. Y. (1986). A cross-cultural comparison of personality in adults and children: Singapore and England. *Journal of Personality and Social Psychology*, 58, 281–291.
- Fahrenberg, J., Myrtek, M., Pawlik, K., & Perrez, M. (2007). Ambulatory assessment: Monitoring behavior in daily life settings. *European Journal of Psychological Assessment*, 23, 206–213.
- Fannin, N., & Dabbs, J. M., Jr. (2003). Testosterone and the work of firefighters: Fighting fires and delivering medical care. *Journal of Research in Personality*, 37, 107–115.
- Farah, M. J. (2005). Neuroethics: The practical and the philosophical. *Trends in Cognitive Science*, 9, 34–40.
- Fast, L. A., Reimer, H. M., & Funder, D. C. (2008). The social behavior and reputation of attributionally complex. *Journal of Research in Personality*, 42, 208–222.
- Feldman-Barrett, L., & Barrett, D. J. (2001). An introduction to computerized experience sampling in psychology. *Social Science Computer Review*, 19, 175–185.
- Feldman-Barrett, L., Williams, N. L., & Fong, G. T. (2002). Defensive verbal behavior assessment. *Personality and Social Psychology Bulletin*, 28, 776–788.
- Feltman, R., Robinson, M. D., & Ode, S. (2009). Mindfulness as a moderator of neuroticism-outcome relations: A self-regulation perspective. *Journal of Research in Personality*, 43, 953–961.
- Fenigstein, A., Scheier, M. F., & Buss, A. H. (1975). Public and private self-consciousness: Assessment and theory. *Journal of Consulting and Clinical Psychology*, 43, 522–527.
- Fenz, W. D., & Epstein, S. (1967). Gradients of physiological arousal of experienced and novice parachutists as a function of an approaching jump. *Psychosomatic Medicine*, 29, 33–51.
- Ferdinand, R. F., van der Ende, J., & Verhulst, F. C. (2004). Parent-adolescent disagreement regarding psychopathology in adolescents from the general population as a risk factor for adverse outcome. *Journal of Abnormal Psychology*, 113, 198–206.
- Ferguson, C. J. (2010). A meta-analysis of normal and disordered personality across the life span. *Journal of Personality and Social Psychology*, 98, 659–667.
- Ferguson, E. (2001). Personality and coping traits: A joint factor analysis. *British Journal of Health Psychology*, 6, 311–325.
- Festinger, L., & Carlsmith, J. M. (1959). Cognitive consequences of forced compliance. *Journal of Abnormal and Social Psychology*, 58, 203–210.
- Fischer, H., Tillfors, M., Furmark, T., & Fredrikson, M. (2001). Dispositional pessimism and amygdala activity: A PET study in healthy volunteers. *NeuroReport*, 12, 1635–1638.
- Fishbein, M., & Ajzen, I. (1974). Attitudes toward objects as predictors of single and multiple behavioral criteria. *Psychological Review*, 81, 59–74.
- Fisher, J. (2004). War, situations, opportunity can make heroic figures out of Eve. *Clarksburg Exponent Telegram*. Retrieved December 22, 2005, from [http://www.cpubco.com/cgi-bin/LiveIQue.acgi\\$rec=14128cbgCurrentLocalNews?cbgCurrentLocalNews](http://www.cpubco.com/cgi-bin/LiveIQue.acgi$rec=14128cbgCurrentLocalNews?cbgCurrentLocalNews)
- Fiske, D. W. (1949). Consistency of the factorial structures of personality ratings from different sources. *Journal of Abnormal and Social Psychology*, 44, 329–344.
- Fitzgerald, P. B., Fountain, S., & Daskalakis, Z. J. (2006). A comprehensive review of the effects of rTMS on motor cortical excitability and inhibition. *Clinical Neurophysiology*, 117, 2584–2596.
- Fleeson, W. (2001). Toward a structure- and process-integrated view of personality: Traits as density distributions of states. *Journal of Personality and Social Psychology*, 80, 1011–1027.
- Fleeson, W. (2004). Moving personality beyond the person-situation debate: The challenge and the opportunity of within-person variability. *Current Directions in Psychological Science*, 13, 83–87.
- Flint, A. (1995, October 25). Stone age weighs us down today. *Press-Enterprise* (Riverside, CA), p. D1.

- Floody, O. R. (1983). Hormones and aggression in female mammals. In B. B. Svare (Ed.), *Hormones and aggressive behavior* (pp. 39–89). New York: Plenum Press.
- Florida, R. (2002). *The rise of the creative class*. New York: Perseus Books.
- Florida, R. (2008, May 4). Where do all the neurotics live? *Boston Globe*. Retrieved January 23, 2009, from http://www.boston.com/bostonglobe/ideas/articles/2008/05/04/where_do_all_the_neurotics_live/
- Flury, J. M., Ickes, W., & Schweinle, W. (2008). The borderline empathy effect: Do high BPD individuals have greater empathic ability? Or are they just more difficult to read? *Journal of Research in Personality*, 42, 312–332.
- Foa, E. B. (2004). *Mastery of obsessive-compulsive disorder: A cognitive-behavioral approach therapist guide*. New York: Oxford University Press.
- Fraley, R. C., & Shaver, P. R. (2000). Adult romantic relationships: Theoretical developments, emerging controversies, and unanswered questions. *Review of General Psychology*, 4, 132–154.
- Frank, L. K. (1939). Projective methods for the study of personality. *Journal of Psychology*, 8, 389–413.
- Frankl, V. E. (1992). *Man's search for meaning: Foundations and applications of logotherapy*. Boston: Beacon Press. (Originally published 1959)
- Frederick, D. A., Fessler, D. M. T., & Haselton, M. G. (2005). Do representations of male muscularity differ in men's and women's magazines? *Body Image*, 2, 81–86.
- Frederick, D. A., & Haselton, M. G. (2007). Why is muscularity sexy? Tests of the fitness indicator hypothesis. *Personality and Social Psychology Bulletin*, 33, 1167–1183.
- Fredrickson, B. L. (2001). The role of positive emotions in positive psychology: The broaden-and-build theory of positive emotions. *American Psychologist*, 56, 218–226.
- Freeberg, N. E. (1969). Relevance of rater-ratee acquaintance in the validity and reliability of ratings. *Journal of Applied Psychology*, 53, 518–524.
- Freeman, W., & Watts, J. W. (1950). *Psychosurgery: In the treatment of mental disorders and intractable pain* (2nd ed.). Springfield, IL: Thomas.
- Freud, A. (1936). *The ego and the mechanisms of defense*. New York: Universities Press.
- Fridlund, A. J. (1994). *Human facial expression*. San Diego: Academic Press.
- Friedman, H. S. (Ed.). (1991). *Hostility, coping, and health*. Washington, DC: American Psychological Association.
- Friedman, H. S. (1992). Disease-prone and self-healing personalities. *Hospital and Community Psychiatry*, 43, 1177–1179.
- Friedman, H. S., Tucker, J. S., Schwartz, J. E., Tomlinson-Keasey, C., Martin, L. R., Wingard, D. L., et al. (1995). Psychosocial and behavioral predictors of longevity. *American Psychologist*, 50, 69–78.
- Friedman, H. S., Tucker, J. S., Tomlinson-Keasey, C., Schwartz, J. E., Wingard, D. L., & Criqui, M. H. (1993). Does childhood personality predict longevity? *Journal of Personality and Social Psychology*, 65, 176–185.
- Friedman, I. (1955). Phenomenal, ideal, and projected conception of self. *Journal of Abnormal and Social Psychology*, 51, 611–614.
- Friedman, J. N. W., Oltmanns, T. F., & Turkheimer, E. (2007). Interpersonal perception and personality disorders: Utilization of a thin slice approach. *Journal of Research in Personality*, 41, 667–688.
- Fromm, E. (1941). *Escape from freedom*. New York: Holt, Rinehart.
- Fuhrman, R. W., & Funder, D. C. (1995). Convergence between self and peer in the response-time processing of trait-relevant information. *Journal of Personality and Social Psychology*, 69, 961–974.
- Fujita, F., & Diener, E. (2005). Life satisfaction set point: Stability and change. *Journal of Personality and Social Psychology*, 88, 158–164.
- Fujita, F., Diener, E., & Sandvik, E. (1991). Gender differences in negative affect and well-being: The case for emotional intensity. *Journal of Personality and Social Psychology*, 61, 427–434.
- Fuller, R. B. (1970). *I seem to be a verb*. New York: Bantam Books.
- Funder, D. C. (1980). On seeing ourselves as others see us: Self-other agreement and discrepancy in personality ratings. *Journal of Personality*, 48, 473–493.
- Funder, D. C. (1982). On the accuracy of dispositional versus situational attributions. *Social Cognition*, 3, 205–222.
- Funder, D. C. (1983). Three issues in predicting more of the people: A reply to Mischel and Peake. *Psychological Review*, 90, 283–289.

- Funder, D. C. (1987). Errors and mistakes: Evaluating the accuracy of social judgment. *Psychological Bulletin, 101*, 75–90.
- Funder, D. C. (1991). Global traits: A neo-Allportian approach to personality. *Psychological Science, 2*, 31–39.
- Funder, D. C. (1993). Judgments as data for personality and developmental psychology: Error vs. accuracy. In D. C. Funder, R. D. Parke, C. Tomlinson-Keasey, & K. Widaman (Eds.), *Studying lives through time: Personality and development* (pp. 121–146). Washington, DC: American Psychological Association.
- Funder, D. C. (1995). On the accuracy of personality judgment: A realistic approach. *Psychological Review, 102*, 652–670.
- Funder, D. C. (1998a). On the pros and cons of delay of gratification. *Psychological Inquiry, 9*, 211–212.
- Funder, D. C. (1998b). Why does personality psychology exist? *Psychological Inquiry, 9*, 150–152.
- Funder, D. C. (1999). *Personality judgment: A realistic approach to person perception*. San Diego, CA: Academic Press.
- Funder, D. C. (2001). Personality. *Annual Review of Psychology, 52*, 197–221.
- Funder, D. C. (2003). Towards a social psychology of person judgments: Implications for person perception accuracy and self-knowledge. In J. Forgas, K. Williams, & W. von Hippel (Eds.), *Social judgments: Implicit and explicit processes. Sydney Symposium on Social Psychology* (pp. 115–133). New York: Cambridge University Press.
- Funder, D. C. (2006). Towards a resolution of the personality triad: Persons, situations, and behaviors. *Journal of Research in Personality, 40*, 21–34.
- Funder, D. C. (2008). Persons, situations and person-situation interactions. In O. P. John, R. Robins, & L. Pervin (Eds.), *Handbook of Personality* (3rd ed., pp. 568–580). New York: Guilford Press.
- Funder, D. C. (2011). Directions and beliefs of self-presentational bias. *Behavioral and Brain Sciences, 34*, 23.
- Funder, D. C., Block, J. H., & Block, J. (1983). Delay of gratification: Some longitudinal personality correlates. *Journal of Personality and Social Psychology, 44*, 1198–1213.
- Funder, D. C., & Colvin, C. R. (1988). Friends and strangers: Acquaintanceship, agreement, and the accuracy of personality judgment. *Journal of Personality and Social Psychology, 55*, 149–158.
- Funder, D. C., & Colvin, C. R. (1991). Explorations in behavioral consistency: Properties of persons, situations, and behaviors. *Journal of Personality and Social Psychology, 60*, 773–794.
- Funder, D. C., & Dobroth, K. M. (1987). Differences between traits: Properties associated with inter-judge agreement. *Journal of Personality and Social Psychology, 52*, 409–418.
- Funder, D. C., Furr, R. M., & Colvin, C. R. (2000). The Riverside behavioral Q-sort: A tool for the description of social behavior. *Journal of Personality, 68*, 450–489.
- Funder, D. C., & Harris, M. J. (1986). On the several facets of personality assessment: The case of social acuity. *Journal of Personality, 54*, 528–550.
- Funder, D. C., & Ozer, D. J. (1983). Behavior as a function of the situation. *Journal of Personality and Social Psychology, 44*, 107–112.
- Funder, D. C., & Ozer, D. J. (2010). *Pieces of the personality puzzle: Readings in theory and research* (5th ed.). New York: Norton.
- Funder, D. C., Parke, R. D., Tomlinson-Keasey, C., & Widaman, K. (Eds.). (1993). *Studying lives through time: Personality and development*. Washington, DC: American Psychological Association.
- Funder, D. C., & Sneed, C. D. (1993). Behavioral manifestations of personality: An ecological approach to judgmental accuracy. *Journal of Personality and Social Psychology, 64*, 479–490.
- Funder, D. C., & West, S. G. (1993). Consensus, self-other agreement, and accuracy in personality judgment: An introduction. *Journal of Personality, 61*, 457–476.
- Fung, H. H., & Carstensen, L. L. (2003). Sending memorable messages to the old: Age differences in preferences and memory for advertisements. *Journal of Personality and Social Psychology, 85*, 163–178.
- Furmark, T., Tillfors, M., Garpenstrand, H., Maartensdottir, I., Långstrom, B., Oreland, L., et al. (2004). Serotonin transporter polymorphism related to amygdala excitability and symptom severity in patients with social phobia. *Neuroscience Letters, 362*, 189–192.
- Furnham, A. (2001). Self-estimates of intelligence: Culture and gender differences in self and other

- estimates of both general (*g*) and multiple intelligences. *Personality and Individual Differences*, 31, 1381–1405.
- Furr, R. M. 2009. Personality psychology as a truly behavioral science. *European Journal of Personality*, 23, 369–401.
- Furr, R. M., Dougherty, D. M., Marsh, D. M., & Mathias, C. W. (2007). Personality judgment and personality pathology: Self-other agreement in adolescents with conduct disorder. *Journal of Personality*, 75, 629–662.
- Furr, R. M., & Funder, D. C. (1998). A multi-modal analysis of personal negativity. *Journal of Personality and Social Psychology*, 74, 1580–1591.
- Furr, R. M., & Funder, D. C. (2004). Situational similarity and behavioral consistency: Subjective, objective, variable-centered, and person-centered approaches. *Journal of Research in Personality*, 38, 421–447.
- Furr, R. M., & Funder, D. C. (2007). Behavioral observation. In R. Robins, C. Fraley, & R. Krueger (Eds.), *Handbook of research methods in personality psychology* (pp. 273–291). New York: Guilford Press.
- Gable, S. L., & Haidt, J. (2005). What (and why) is positive psychology? *Review of General Psychology*, 9, 103–110.
- Gallagher, P., Fleeson, W., & Hoyle, R. (2011). A self-regulatory mechanism for personality trait stability: Contra-trait effort. *Social Psychological and Personality Science*, 2, 335–342.
- Gangestad, S. W. (1989). The evolutionary history of genetic variation: An emerging issue in the behavioral genetic study of personality. In D. Buss & N. Cantor (Eds.), *Personality psychology: Recent trends and emerging directions* (pp. 320–332). New York: Springer-Verlag.
- Gangestad, S. W., & Buss, D. M. (1993). Pathogen preferences and human mate preferences. *Ethology and Sociobiology*, 14, 89–96.
- Gangestad, S. W., & Simpson, J. A. (1990). Toward an evolutionary history of female sociosexual variation. *Journal of Personality*, 58, 69–96.
- Gangestad, S. W., Simpson, J. A., DiGeronimo, K., & Biek, M. (1992). Differential accuracy in person perception across traits: Examination of a functional hypothesis. *Journal of Personality and Social Psychology*, 62, 688–698.
- Gangestad, S. W., & Snyder, M. (1985). "To carve nature at its joints": On the existence of discrete classes in personality. *Psychological Review*, 92, 317–349.
- Garb, H. N. (2003). Incremental validity and the assessment of psychopathology in adults. *Psychological Assessment*, 15, 508–520.
- Garb, H. N., Florio, C. M., & Grove, W. M. (1998). The validity of the Rorschach and the Minnesota Multiphasic Personality Inventory: Results from meta-analyses. *Psychological Science*, 9, 402–404.
- Garb, H. N., Florio, C. M., & Grove, W. M. (1999). The Rorschach controversy: Reply to Parker, Hunsley, and Hanson. *Psychological Science*, 10, 293–294.
- Garb, H. N., Wood, J. M., Nezworski, M. T., Grove, W. M., & Stejskal, W. J. (2001). Toward a resolution of the Rorschach controversy. *Psychological Assessment*, 13, 433–448.
- Gardner, H. (1987). *The mind's new science: A history of the cognitive revolution*. New York: Basic Books.
- Gay, P. (1988). *Freud: A life for our time*. New York: Norton.
- Gay, P. (Ed.). (1989). *The Freud reader*. New York: Norton.
- Gazzaniga, M. S., & Heatherton, T. F. (2003). *Psychological science: Mind, brain, and behavior*. New York: Norton.
- Gazzaniga, M. S., Ivry, R. B., & Mangun G. R. (1998). *Cognitive neuroscience: The biology of the mind*. New York: Norton.
- Geen, R. G. (1984). Preferred stimulation levels in introverts and extraverts: Effects on arousal and performance. *Journal of Personality and Social Psychology*, 46, 1303–1312.
- George, J. M. (1995). Leader positive mood and group performance: The case of customer service. *Journal of Applied Social Psychology*, 25, 778–795.
- Gergen, K. (1973). Social psychology as history. *Journal of Personality and Social Psychology*, 26, 309–320.
- Gettleman, J. (2002, December 1). A fall tradition: Rooting and rioting for the home team. *New York Times Week in Review*, p. 2.
- Gigerenzer, G., Hoffrage, U., & Kleinbolting, H. (1991). Probabilistic mental models: A Brunswikian theory of confidence. *Psychological Review*, 98, 506–528.
- Gilbert, D. T., & Malone, P. S. (1995). The correspondence bias. *Psychological Bulletin*, 117, 21–38.

- Gillespie, N. A., Zhu, G., Evans, D. M., Medland, S. E., Wright, M. J., & Martin, N. G. (2008). A genome-wide scan for Eysenckian personality dimensions in adolescent twin sibships: Psychoticism, extraversion, neuroticism, and lie. *Journal of Personality*, 76, 1415–1445.
- Gilmore, D. D. (1990). *Manhood in the making*. New Haven, CT: Yale University Press.
- Gjerde, P. F. (2004). Culture, power, and experience: Toward a person-centered cultural psychology. *Human Development*, 47, 138–157.
- Gleitman, H. (1995). *Psychology* (4th ed.). New York: Norton.
- Glueck, S., & Glueck, E. (1956). *Physique and delinquency*. New York: Harper & Bros.
- Goetz, T. E., & Dweck, C. S. (1980). Learned helplessness in social situations. *Journal of Personality and Social Psychology*, 39, 246–255.
- Goffman, E. (1959). *The presentation of self in everyday life*. Garden City, NY: Doubleday/Anchor.
- Gold, S. R., & Reilly, J. P. (1985). Daydreaming, current concerns and personality. *Imagination, Cognition and Personality*, 5, 117–125.
- Goldberg, L. R. (1981). Language and individual differences: The search for universals in personality lexicons. In L. Wheeler (Ed.), *Review of personality and social psychology* (Vol. 2, pp. 141–165). Beverly Hills, CA: Sage.
- Goldberg, L. R. (1990). An alternative "description of personality": The Big-Five factor structure. *Journal of Personality and Social Psychology*, 59, 1216–1229.
- Goldberg, L. R. (1992). The social psychology of personality. *Psychological Inquiry*, 3, 89–94.
- Goldman, W., & Lewis, P. (1977). Beautiful is good: Evidence that the physically attractive are more socially skillful. *Journal of Experimental Social Psychology*, 13, 125–130.
- Goleman, D. (1995). *Emotional intelligence*. New York: Bantam Books.
- Goodman-Delahunty, J. (Ed.). (2005). [Special issue]. *Psychology, Public Policy, and Law*, 11, 233–236.
- Gorer, G. (1943). Themes in Japanese culture. *Transactions of the New York Academy of Sciences*, 5, 106–124.
- Gosling, S. (2008a). Personality in non-human animals. *Personality and Social Psychology Compass*, 2, 985–1001.
- Gosling, S. (2008b). *Snoop: What your stuff says about you*. New York: Basic Books.
- Gosling, S. D. (1998). Personality dimensions in spotted hyenas (*Crocuta crocuta*). *Journal of Comparative Psychology*, 112, 107–118.
- Gosling, S. D., & John, O. P. (1999). Personality dimensions in nonhuman animals: A cross-species review. *Current Directions in Psychological Science*, 8, 69–75.
- Gosling, S. D., John, O. P., Craik, K. H., & Robins, R. W. (1998). Do people know how they behave? Self-reported act frequencies compared with on-line codings by observers. *Journal of Personality and Social Psychology*, 74, 1337–1349.
- Gosling, S. D., Ko, S. J., Mannarelli, T., & Morris, M. E. (2002). A room with a cue: Personality judgments based on offices and bedrooms. *Journal of Personality and Social Psychology*, 82, 379–398.
- Gosling, S. D., & Vazire, S. (2002). Are we barking up the right tree? Evaluating a comparative approach to personality. *Journal of Research in Personality*, 36, 607–614.
- Gosling, S. D., Vazire, S., Srivastava, S., & John, O. P. (2004). Should we trust Web-based studies? A comparative analysis of six preconceptions about internet questionnaires. *American Psychologist*, 59, 93–104.
- Gough, H. G. (1968). An interpreter's syllabus for the California Psychological Inventory. In P. McReynolds (Ed.), *Advances in psychological assessment* (Vol. 1, pp. 55–79). Palo Alto, CA: Science and Behavior Books.
- Gough, H. G. (1995). Career assessment and the California Psychological Inventory. *Journal of Career Assessment*, 3, 101–122.
- Gould, S. J. (2001, February 19). Humbled by the genome's mysteries. *New York Times*. Retrieved April 20, 2003, from <http://www.nytimes.com/2001/02/19/opinion/19GOUL.html>
- Grant, B. F., Chou, P., Goldstein, R. B., Huang, B., Stinson, F. S., Saha, T. D., et al. (2008). Prevalence, correlates, disability, and comorbidity of DSM-IV Borderline Personality Disorder: Results from the Wave 2 National Epidemiologic Survey on Alcohol and Related Conditions. *Journal of Clinical Psychiatry*, 69, 533–545.

- Grant, B. F., Hasin, D. S., Stinson, F. S., Dawson, D. A., Chou, S. P., Ruan, W. J., et al. (2004). Prevalence, correlates and disability of personality disorders in the United States: Results from the National Epidemiologic Survey on Alcohol and Related Conditions. *Journal of Clinical Psychiatry*, 65, 948–958.
- Grant, H., & Dweck, C. S. (1999). A goal analysis of personality and personality coherence. In D. Cervone & Y. Shoda (Eds.), *The coherence of personality: Social-cognitive bases of consistency, variability, and organization* (pp. 345–371). New York: Guilford Press.
- Gray, J. A. (1981). A critique of Eysenck's theory of personality. In H. J. Eysenck (Ed.), *A model for personality* (pp. 246–276). New York: Springer-Verlag.
- Gray, J. R., & Braver, T. S. (2002). Personality predicts working-memory-related activation in the caudal anterior cingulate cortex. *Cognitive, Affective, and Behavioral Neuroscience*, 2, 64–75.
- Gray, J. R., Burgess, G. C., Schaefer, A., Yarkoni, T., Larsen, R. J., & Braver, T. S. (2005). Affective personality differences in neural processing efficiency confirmed using fMRI. *Cognitive, Affective, and Behavioral Neuroscience*, 5, 182–190.
- Graziano, W., & Bryant, W. H. (1998). Self-monitoring and the self-attribution of positive emotions. *Journal of Personality and Social Psychology*, 74, 250–261.
- Graziano, W. G., & Eisenberg, N. (1997). Agreeableness: A dimension of personality. In R. Hogan, J. Johnson, & S. Briggs (Eds.), *Handbook of personality psychology* (pp. 795–824). San Diego: Academic Press.
- Green, R. (2006, January 5). Tulsa pastor arrested on lewdness accusation. *Dallas Voice*. Retrieved September 9, 2009, from http://www.dallasvoice.com/artman/publish/article_324.php
- Greenberg, J., & Folger, R. (1988). *Controversial issues in social research methods*. New York: Springer-Verlag.
- Greenberg, J., Koole, S. L., & Pyszczynski, T. (Ed.). (2004). *Handbook of experimental existential psychology*. New York: Guilford Press.
- Greenberg, J. R., & Mitchell, S. A. (1983). *Object relations in psychoanalytic theory*. Cambridge, MA: Harvard University Press.
- Greenwald, A. G., Banaji, M. R., Rudman, L. A., Farnham, S. D., Nosek, B. A., & Mellott, D. S. (2002). A unified theory of implicit attitudes, stereotypes, self-esteem, and self-concept. *Psychological Review*, 109, 3–25.
- Greenwald, A. G., & Farnham, S. D. (2000). Using the implicit association test to measure self-esteem and the self-concept. *Journal of Personality and Social Psychology*, 79, 1022–1028.
- Greenwald, A. G., McGhee, D. E., & Schwartz, J. L. K. (1998). Measuring individual differences in implicit cognition: The implicit association test. *Journal of Personality and Social Psychology*, 74, 1464–1480.
- Griffith, R. L., & Peterson, M. (Eds.). (2006). *A closer examination of applicant faking behavior*. Greenwich, CT: Information Age Publishing.
- Grosjean, F. (1982). *Life with two languages*. Cambridge, MA: Harvard University Press.
- Grouzet, F. M. E., Kasser, T., Ahuvia, A., Dols, J. M. F., Kim, Y., Lau, S., et al. (2005). The structure of goal contents across 15 cultures. *Journal of Personality and Social Psychology*, 89, 800–816.
- Gruber, J., Mauss, I. B., & Tamir, M. (2011). A dark side of happiness? How, when and why happiness is not always good. *Perspectives on Psychological Science*, 6, 222–233.
- Guadagno, R. E., & Cialdini, R. B. (2010). Preference for consistency and social influence: A review of current research findings. *Social Influence*, 5(3), 152–163.
- Guarnaccia, V., Dill, C. A., Sabatino, S., & Southwick, S. (2001). Scoring accuracy using the Comprehensive System for the Rorschach. *Journal of Personality Assessment*, 77, 464–474.
- Cuilford, J. P., & Zimmerman, W. S. (1956). Fourteen dimensions of temperament. *Psychological Monographs*, 70(10, Whole No. 417).
- Gunderson, J. G. (1984). *Borderline personality disorder*. Washington, DC: American Psychiatric Association.
- Gusnard, D. A., Ollinger, J. M., Schulman, G. L., Cloninger, C. R., Price, J. L., Van Essen, D. C., et al. (2003). Persistence and brain circuitry. *Proceedings of the National Academy of Sciences*, 100, 3479–3484.
- Guthrie, G. M., & Bennett, A. B. (1971). Cultural differences in implicit personality theory. *International Journal of Psychology*, 6, 305–312.

- Haas, B. W., Omura, K., Constable, R. T., & Canli, T. (2007). Emotional conflict and neuroticism: Personality-dependent activation in the amygdala and subgenual anterior cingulate. *Behavioral Neuroscience*, 121, 249–256.
- Haidt, J. (2008, September 9) What makes people vote Republican? *Edge*. Retrieved January 23, 2009, from http://www.edge.org/3rd_culture/haidto8/haidto8_index.html
- Haig, B. D. (2005). An abductive theory of scientific method. *Psychological Methods*, 10, 371–388.
- Hamamura, T., Meijer, Z., Heine, S. J., Kamaya, K., & Hori, I. (2009). Approach-avoidance motivation and information processing: A cross-cultural analysis. *Personality and Social Psychology Bulletin*, 35, 454–462.
- Hamann, S. B., Ely, T. D., Hoffman, J. M., & Kilts, C. D. (2002). Ecstasy and agony: Activation of the human amygdala in positive and negative emotion. *Psychological Sciences*, 13, 135–141.
- Hamann, S. B., & Mao, H. (2002). Positive and negative emotional verbal stimuli elicit activity in the left amygdala. *Neuroreport*, 13, 15–19.
- Hamer, D. (1997). The search for personality genes: Adventures of a molecular biologist. *Current Directions in Psychological Science*, 6, 111–113.
- Hamer, D. H., & Copeland, P. (1994). *The science of desire: The search for the gay gene and the biology of behavior*. New York: Simon & Schuster.
- Hammond, K. R. (1996). *Human judgment and social policy: Irreducible uncertainty, inevitable error, unavoidable injustice*. New York: Oxford University Press.
- Hammond, K. R., & Stewart, T. R. (2001). *The essential Brunswik: Beginnings, explications, applications*. New York: Oxford University Press.
- Hampson, S. E. (2012). Personality processes: Mechanisms by which personality traits "get outside the skin." *Annual Review of Psychology*, 63, 315–339.
- Han, S.-P., & Shavitt, S. (1994). Persuasion and culture: Advertising appeals in individualistic and collectivist societies. *Journal of Experimental Social Psychology*, 30, 326–350.
- Handwerker, D. A., & Bandettini, P. A. (2011). Hemodynamic signals not predicted? No so: A comment on Sirotin and Das (2009). *Neuroimage*, 55, 1409–1412.
- Haney, P., & Durlak, J. A. (1998). Changing self-esteem in children and adolescents: A meta-analytic review. *Journal of Clinical Child Psychology*, 27, 423–433.
- Hanson, F. A. (1993). *Testing testing: Social consequences of the examined life*. Berkeley: University of California Press.
- Hardaway, R. A. (1990). Subliminally activated symbiotic fantasies: Facts and artifacts. *Psychological Bulletin*, 107, 177–195.
- Hardyck, C., & Petrinvich, L. F. (1977). Left-handedness. *Psychological Bulletin*, 84, 385–404.
- Hariri, A. R., Mattay, V. S., Tessitore, A., Kolachana, B., Fera, F., Goldman, D., et al. (2002). Serotonin transporter genetic variation and the response of the human amygdala. *Science*, 297, 400–403.
- Haritatos, J., & Benet-Martínez, V. (2002). Bicultural identities: The interface of cultural, personality, and socio-cognitive processes. *Journal of Research in Personality*, 36, 598–606.
- Harlow, J. M. (1849). Medical miscellany [Letter to the editor]. *Boston Medical and Surgical Journal*, 39, 389–393.
- Harlow, J. M. (1868). Recovery from the passage of an iron bar through the head. *Publications of the Massachusetts Medical Society*, 2, 327–347.
- Harlow, J. M. (1869). *Recovery from the passage of an iron bar through the head*. Boston: Clapp.
- Harmon-Jones, E. (2004). Contributions from research on anger and cognitive dissonance to understanding the motivational functions of asymmetrical front brain activity. *Biological Psychology*, 67, 51–76.
- Harmon-Jones, E., Harmon-Jones, C., Amodio, D. M., & Gable, P. A. (2011). Attitudes toward emotions. *Journal of Personality and Social Psychology*, 101, 1332–1350.
- Harris, C. R. (2000). Psychophysiological responses to imagined infidelity: The specific innate modular view of jealousy reconsidered. *Journal of Personality and Social Psychology*, 78, 1082–1091.
- Harris, J. R. (1995). Where is the child's environment? A group socialization theory of development. *Psychological Review*, 102, 458–489.
- Harris, J. R. (1998). *The nurture assumption: Why children turn out the way they do*. New York: Free Press.

- Harris, M. J., & Rosenthal, R. (1985). Mediation of interpersonal expectancy effects: 31 Meta-analyses. *Psychological Bulletin, 97*, 363–386.
- Harris, R. J. (Ed.). (1997). Ban the significance test? [Special section]. *Psychological Science, 8*, 1–20.
- Hartmann, H. (1964). *Essays on ego psychology: Selected problems in psychoanalytic theory*. New York: International Universities Press.
- Haselton, M. G. (2002). The sexual overperception bias: Evidence of a systematic bias in men from a survey of naturally occurring events. *Journal of Research in Personality, 37*, 34–47.
- Haselton, M. G., & Miller, G. F. (2006). Women's fertility across the cycle increases the short term attractiveness of creative intelligence. *Human Nature, 17*, 50–73.
- Hassin, R., & Trope, Y. (2000). Facing faces: Studies on the cognitive aspects of physiognomy. *Journal of Personality and Social Psychology, 78*, 837–852.
- Hastie, R., & Rasinski, K. A. (1988). The concept of accuracy in social judgment. In D. Bar-Tal & A. W. Kruglanski (Eds.), *The social psychology of knowledge* (pp. 193–208). Cambridge University Press.
- Hastorf, A. H., & Cantril, H. (1954). They saw a game: A case study. *Journal of Abnormal and Social Psychology, 49*, 129–134.
- Hathaway, S. R., & Meehl, P. E. (1951). *An atlas for the clinical use of the MMPI*. Minneapolis: University of Minnesota Press.
- Haviland, M. G., & Reise, S. P. (1996). A California Q-set alexithymia prototype and its relationship to ego-control and ego-resiliency. *Journal of Psychosomatic Research, 41*, 597–607.
- Hazan, C., & Diamond, L. M. (2000). The place of attachment in human mating. *Review of General Psychology, 4*, 186–204.
- Hazan, C., & Shaver, P. (1987). Romantic love conceptualized as an attachment process. *Journal of Personality and Social Psychology, 52*, 511–524.
- Hazan, C., & Shaver, P. (1990). Love and work: An attachment-theoretical perspective. *Journal of Personality and Social Psychology, 59*, 270–280.
- Heatherton, T. F., Macrae, C. N., & Kelley, W. M. (2004). What the social brain sciences can tell us about the self. *Current Directions in Psychological Science, 13*, 190–193.
- Heidegger, M. (1962). *Being and time*. New York: Harper & Row. (Originally published 1927)
- Heim, A., & Westen, D. (2005). Theories of personality and personality disorders. In J. M. Oldham, A. E. Skodol, & D. S. Bender (Eds.), *The American Psychiatric Publishing textbook of personality disorders* (pp. 17–33). Arlington, VA: American Psychiatric Publishing.
- Heine, S. J., Kitayama, S., & Lehman, D. R. (2001). Cultural differences in self-evaluation: Japanese readily accept negative self-relevant information. *Journal of Cross-Cultural Psychology, 32*, 434–443.
- Heine, S. J., Kitayama, S., Lehman, D. R., Takata, T., Ide, E., Leung, C., et al. (2001). Divergent consequences of success and failure in Japan and North America: An investigation of self-improving motivations and malleable selves. *Journal of Personality and Social Psychology, 81*, 599–615.
- Heine, S. J., Lehman, D. R., Markus, H. R., & Kitayama, S. (1999). Is there a universal need for positive self-regard? *Psychological Review, 106*, 766–794.
- Heine, S. J., Lehman, D. R., Peng, K., & Greenholtz, J. (2002). What's wrong with cross-cultural comparisons of subjective Likert scales? *Journal of Personality and Social Psychology, 82*, 903–918.
- Heinz, A., Braus, D. F., Smolka, M. N., Wräse, J., Puls, I., Hermann, D., et al. (2004). Amygdala-prefrontal coupling depends on a genetic variation of the serotonin transporter. *Nature Neuroscience, 8*, 20–21.
- Hemenway, D., Solnick, S., & Carter, J. (1994). Child-rearing violence. *Child Abuse and Neglect, 18*, 1011–1020.
- Henrich, J., Heine, S., & Norenzayan, A. (2010). The weirdest people in the world? *Behavioral and Brain Sciences, 33*, 61–83.
- Hetherington, E. M. (Ed.). (1983). *Socialization, personality, and social development*. New York: Wiley.
- Hewig, J., Hagemann, D., Seifert, J., Naumann, E., & Bartussek, D. (2004). On the selective relation of frontal cortical asymmetry and anger-out versus anger-control. *Journal of Personality and Social Psychology, 87*, 926–939.
- Higgins, E. T. (1997). Beyond pleasure and pain. *American Psychologist, 52*, 1280–1300.
- Higgins, E. T. (1999). Persons and situations: Unique explanatory principles or variability in general

- principles? In D. Cervone & Y. Shoda (Eds.), *The coherence of personality: Social-cognitive bases of consistency, variability, and organization* (pp. 61–93). New York: Guilford Press.
- Higgins, E. T., Bond, R., Klein, R., & Strauman, T. J. (1986). Self-discrepancies and emotional vulnerability: How magnitude, accessibility, and type of discrepancy influence affect. *Journal of Personality and Social Psychology*, 51, 5–15.
- Higgins, E. T., Rholes, W. S., & Jones, C. R. (1977). Category accessibility and impression formation. *Journal of Experimental Social Psychology*, 13, 141–154.
- Higgins, E. T., Roney, C. J. R., Crowe, E., & Hymes, C. (1994). Ideal versus ought predilections for approach and avoidance: Distinct self-regulatory systems. *Journal of Personality and Social Psychology*, 66, 276–286.
- Highfield, R. (2008, May 17). How a magnet turned off my speech. *The Telegraph*. Retrieved February 12, 2009, from <http://www.telegraph.co.uk/scienceandtechnology/science/sciencenews/3342331/How-a-magnet-turned-off-my-speech.html>
- Highhouse, S. (2008). Stubborn reliance on intuition and subjectivity in employee selection. *Industrial and Organizational Psychology*, 1, 333–342.
- Hilgard, E. R. (1949). Human motives and the concept of the self. *American Psychologist*, 4, 374–382.
- Hill, P. L., & Roberts, B. W. (2012). Narcissism, well-being, and observer-rated personality across the lifespan. *Social Psychological and Personality Science*, 3, 216–223.
- Hiller, J. B., Rosenthal, R., Bornstein, R. F., Berry, D. T. R., & Brunell-Neuleib, S. (1999). A comparative meta-analysis of Rorschach and MMPI validity. *Psychological Assessment*, 11, 278–296.
- Hilton, T. L., & Berglund, G. W. (1974). Sex differences in mathematics achievement: A longitudinal study. *Journal of Educational Research*, 67, 231–237.
- Hippocrates. (1923). *Works* (W. H. S. Jones, Trans.; Vol. 2). New York: Putnam.
- Hirsh, J. B., DeYoung, C. G., Xu, X., & Peterson, J. B. (2010). Compassionate liberals and polite conservatives: Associations of agreeableness with political ideology and moral values. *Personality and Social Psychology Bulletin*, 36, 655–664.
- Hoffman, D. L., & Novak, T. P. (2009). Flow online: Lessons learned and future prospects. *Journal of Interactive Marketing*, 23, 23–34.
- Hofstede, G. (1984). The cultural relativity of the quality of life concept. *Academy of Management Review*, 9, 389–398.
- Hofstee, W. K. B. (1994). Who should own the definition of personality? *European Journal of Personality*, 8, 149–162.
- Hofstee, W. K. B., & Ten Berge, J. M. F. (2004). Personality in proportion: A bipolar proportional scale for personality assessments and its consequences for trait structure. *Journal of Personality Assessment*, 83, 120–127.
- Hogan, R. (1969). Development of an empathy scale. *Journal of Consulting and Clinical Psychology*, 33, 307–316.
- Hogan, R. (1998). Reinventing personality. *Journal of Social and Clinical Psychology*, 17, 1–10.
- Hogan, R., & Nicholson, R. A. (1988). The meaning of personality test scores. *American Psychologist*, 43, 621–626.
- Hogan, R. T. (1983). A socioanalytic theory of personality. In M. Page (Ed.), *Nebraska Symposium on Motivation: Personality—Current theory and research* (pp. 55–89). Lincoln: University of Nebraska Press.
- Holt, R. R. (1980). Loevinger's measure of ego development: Reliability and national norms for male and female short forms. *Journal of Personality and Social Psychology*, 39, 909–920.
- Holtzman, N. S., & Strube, M. J. (2010). Narcissism and attractiveness. *Journal of Research in Personality*, 44, 133–136.
- Holtzman, N. S., Vazire, S., & Mehl, M. R. (2010). Sounds like a narcissist: Behavioral manifestations of narcissism in everyday life. *Journal of Research in Personality*, 44, 478–484.
- Hong, Y., Benet-Martinez, V., Chiu, C., & Morris, M. W. (2003). Boundaries of cultural influence: Construct activation as a mechanism for cultural differences in social perception. *Journal of Cross-Cultural Psychology*, 34, 453–464.
- Hong, Y., Morris, M., Chiu, C. Y., & Benet-Martínez, V. (2000). Multicultural minds: A dynamic constructivist approach to culture and cognition. *American Psychologist*, 55, 709–720.

- Horner, K. L. (1998). Individuality in vulnerability: Influences on physical health. *Journal of Health Psychology*, 3, 71-85.
- Horney, K. (1937). *The neurotic personality of our time*. New York: Norton.
- Horney, K. (1942). *Self-analysis*. New York: Norton.
- Horney, K. (1950). *Neurosis and human growth*. New York: Norton.
- Howell, C. J., Howell, R. T., & Schwabe, K. A. (2006). Does wealth enhance life satisfaction for people who are materially deprived? Exploring the association among the Orang Asli of Peninsular Malaysia. *Social Indicators Research*, 76, 499-524.
- Howell, R. T., & Hill, G. (2009). The mediators of experiential purchases: Determining the impact of psychological needs satisfaction and social comparison. *The Journal of Positive Psychology*, 4, 511-522.
- Howell, R. T., & Howell, C. J. (2008). The relation of economic status to subjective well-being in developing countries: A meta-analysis. *Psychological Bulletin*, 134, 536-560.
- Howell, R. T., Kern, M. L., & Lyubomirsky, S. (2007). Health benefits: Meta-analytically determining the impact of well-being on objective health outcomes. *Health Psychology Review*, 1, 83-136.
- Hughes, C. F., Uhlmann, C., & Pennebaker, J. W. (1994). The body's response to emotional trauma: Linking verbal text with autonomic activity. *Journal of Personality and Social Psychology*, 62, 565-586.
- Hull, J. G., Slone, L. B., Meteyer, K. B., & Matthews, A. R. (2002). The nonconsciousness of self-consciousness. *Journal of Personality and Social Psychology*, 83, 406-424.
- Human, L. J., & Biesanz, J. C. (in press-a). Target adjustment and self-other agreement: Utilizing trait observability to disentangle judgeability and self-knowledge. *Journal of Personality and Social Psychology*.
- Human, L. J., & Biesanz, J. C. (in press-b). Through the looking glass clearly: Accuracy and assumed similarity in well-adjusted individuals' first impressions. *Journal of Personality and Social Psychology*.
- Hunsley, J., & Bailey, J. M. (1999). The clinical utility of the Rorschach: Unfulfilled promises and an uncertain future. *Psychological Assessment*, 11, 266-277.
- Hunter, J. E. (1997). Needed: A ban on the significance test. *Psychological Science*, 8, 3-7.
- Hyde, J. B. (2005). The gender similarities hypothesis. *American Psychologist*, 60, 581-592.
- Hyler, S. E., & Rieder, R. O. (1987). *Personality Diagnostic Questionnaire-Revised*. New York: New York State Psychiatric Institute.
- Isom, J., & Heller, W. (1999). Neurobiology of extraversion: Pieces of the puzzle still missing. *Behavioral and Brain Sciences*, 22, 524.
- Iyengar, S. S., & Lepper, M. R. (1999). Rethinking the value of choice: A cultural perspective on intrinsic motivation. *Journal of Personality and Social Psychology*, 76, 349-366.
- Jackson, D. C., Mueller, C. J., Dolski, I., Dalton, K. M., Nitschke, J. B., Urry, H. L., et al. (2003). Now you feel it, now you don't: Frontal EEG asymmetry and individual differences in emotion regulation. *Psychological Science*, 14, 612-617.
- Jackson, D. N. (1967). *Personality Research Form manual*. Goshen, NY: Research Psychologists Press.
- Jackson, D. N. (1971). The dynamics of structured personality tests: 1971. *Psychological Review*, 78, 229-248.
- Jahoda, M. (1958). *Current concepts of positive mental health*. New York: Basic Books.
- James, W. (1890). *Principles of psychology* (Vol. 1). London: Macmillan.
- Jensen-Campbell, L. A., Adams, R., Perry, D. G., Workman, K. A., Furdella, J. Q., & Egan, S. K. (2002). Agreeableness, extraversion, and peer relations in early adolescence: Winning friends and deflecting aggression. *Journal of Research in Personality*, 36, 224-251.
- John, O. P. (1990). The "Big Five" factor taxonomy: Dimensions of personality in the natural language and in questionnaires. In L. Pervin (Ed.), *Handbook of personality: Theory and research* (pp. 261-271). New York: Guilford Press.
- John, O. P., Donahue, E. M., & Kentle, R. L. (1991). *The Big Five Inventory*. University of California, Berkeley, Institute of Personality and Social Research.
- John, O. P., & Robins, R. W. (1994). Accuracy and bias in self-perception: Individual differences in

- self-enhancement and narcissism. *Journal of Personality and Social Psychology*, 66, 206–219.
- John, O. P., Robins, R. W., & Pervin, L. A. (2008). *Handbook of personality: Theory and research* (3rd ed.). New York: Guilford Press.
- John, O. P., & Srivastava, S. (1999). The Big-Five trait taxonomy: History, measurement, and theoretical perspectives. In L. Pervin & O. John (Eds.), *Handbook of personality: Theory and research* (2nd ed., pp. 102–138). New York: Guilford Press.
- Johnson, J. A. (1981). The "self-disclosure" and "self-presentation" views of item response dynamics and personality scale validity. *Journal of Personality and Social Psychology*, 40, 761–769.
- Johnson, J. A. (2006). Ego-syntonicity in responses to items in the California Psychological Inventory. *Journal of Research in Personality*, 40, 73–83.
- Johnson, W., Penke, L., & Spinath, F. M. (2011). Heritability in the era of molecular genetics: Some thoughts for understanding genetic influences on behavioural traits. *European Journal of Personality*, 25, 254–266.
- Johnson, W., Spinath, F., Krueger, R. F., Angleitner, A., & Riemann, R. (2008). Personality in Germany and Minnesota: An IRT-based comparison of MPQ self-reports. *Journal of Personality*, 76, 665–706.
- Jonason, P. K., Li, N. P., Webster, G. D., & Schmitt, D. P. (2009). The Dark Triad: Facilitating a short-term mating strategy in men. *European Journal of Personality*, 23, 5–18.
- Jones, D. N., & Paulhus, D. L. (2011). The role of impulsivity in the Dark Triad of personality. *Journal of Research in Personality*, 51, 679–682.
- Jones, E. E., & Nisbett, R. E. (1971). *The actor and the observer: Divergent perceptions of the causes of behavior*. Morristown, NJ: General Learning Press.
- Jones, T. (2003, February 1). On eve of 800th win, Knight's antics still fan flames of debate. *Columbus Dispatch*, Sports, p. 6E.
- Joseph, J., & Ratner, C. (2012). The fruitless search for genes in psychiatry and psychology: Time to re-examine a paradigm. In S. Krimsky & J. Gruber (Eds.), *Genetic explanations: Sense and nonsense*. Cambridge: Harvard University Press.
- Joseph, J. E., Liu, X., Jiang, Y., Lynam, D., & Kelly, T. H. (2009). Neural correlates of emotional reactivity in sensation seeking. *Psychological Science*, 20, 215–223.
- Jost, J. T., Glaser, J., Kruglanski, A. W., & Sulloway, F. J. (2003). Political conservatism as motivated social cognition. *Psychological Review*, 109, 339–375.
- Jost, J. T., Nosek, B. A., & Gosling, S. D. (2008). Ideology: Its resurgence in social, personality, and political psychology. *Perspectives on Psychological Science*, 3, 126–136.
- Jourard, S. M. (1971). *Self-disclosure: An experimental analysis of the transparent self*. New York: Wiley.
- Jung, C. G. (1971a). *The portable Jung* (J. Campbell, Ed.). New York: Viking.
- Jung, C. G. (1971b). A psychological theory of types. In H. Read, M. Fordham, & G. Adler (Eds.), *Collected works of C. G. Jung* (Vol. 20, pp. 524–541). Princeton University Press. (Originally published 1931 in German)
- Jussim, L. (1991). Social perception and social reality: A reflection-construction model. *Psychological Review*, 98, 54–73.
- Jussim, L., & Eccles, J. (1992). Teacher expectations II: Construction and reflection of student achievement. *Journal of Personality and Social Psychology*, 63, 947–961.
- Kagan, J. (1978). Sex differences in the human infant. In T. E. McGill, D. A. Dewsbury, & B. D. Sachs (Eds.), *Sex and behavior* (pp. 305–316). New York: Plenum Press.
- Kagan, J. (1994). *Galen's prophecy: Temperament in human nature*. New York: Basic Books.
- Kagan, J., Reznick, J. S., & Snidman, N. (1988). Biological bases of childhood shyness. *Science*, 240, 167–171.
- Kahneman, D. (2011). *Thinking: Fast and slow*. New York: Farrar, Straus & Giroux.
- Kaiser, R. T., & Ozer, D. J. (1999). *The structure of personal goals and their relation to personality traits*. Unpublished manuscript, University of California, Riverside.
- Kasper, S., Wehr, T. A., Bartko, J. J., Gaist, P. A., & Rosenthal, N. E. (1989). Epidemiological findings of seasonal changes in mood and behavior. A telephone survey of Montgomery County, Maryland. *Archives of General Psychiatry*, 46, 832–833.
- Kasser, T., & Ryan, R. M. (1993). A dark side of the American dream: Correlates of financial success as

- a central life aspiration. *Journal of Personality and Social Psychology*, 65, 410–422.
- Kasser, T., & Ryan, R. M. (1996). Further examining the American dream: Differential correlates of intrinsic and extrinsic goals. *Personality and Social Psychology Bulletin*, 22, 280–287.
- Kazdin, A. E. (1994). Interventions for aggressive and antisocial children. In L. D. Eron, J. H. Gentry, & P. Schlegel (Eds.), *Reason to hope: A psychosocial perspective on violence and youth* (pp. 341–382). Washington, DC: American Psychological Association.
- Kazdin, A. E., & Bootzin, R. R. (1972). The token economy: An evaluative review. *Journal of Applied Behavior Analysis*, 5, 343–372.
- Keller, J., & Blomann, F. (2008). Locus of control and the flow experience: An experimental analysis. *European Journal of Personality*, 22, 589–607.
- Keller, M. C., & Nesse, R. M. (2006). The evolutionary significance of depressive symptoms: Different adverse situations lead to different depressive symptom patterns. *Journal of Personality and Social Psychology*, 91, 316–330.
- Kelly, G. A. (1955). *The psychology of personal constructs* (Vols. 1 and 2). New York: Norton.
- Kelly, G. A. (1969). The autobiography of a theory. In B. Maher (Ed.), *Clinical psychology and personality: Selected papers of George Kelly* (pp. 46–65). New York: Wiley.
- Keltner, D. (1995). Signs of appeasement: Evidence for the distinct displays of embarrassment, amusement, and shame. *Journal of Personality and Social Psychology*, 68, 441–454.
- Kemp, A. H., & Guastella, A. J. (2011). The role of oxytocin in human affect: A novel hypothesis. *Current Directions in Psychological Science*, 20, 222–231.
- Kenny, D. A. (1991). A general model of consensus and accuracy in interpersonal perception. *Psychological Review*, 98, 155–163.
- Kenny, D. A. (1994). *Interpersonal relations: A social relations analysis*. New York: Guilford Press.
- Kenrick, D. T. (2011). *Sex, murder, and the meaning of life: A psychologist investigates how evolution, cognition and complexity are revolutionizing our view of human nature*. New York: Basic Books.
- Kenrick, D. T., & Funder, D. C. (1988). Profiting from controversy: Lessons from the person-situation debate. *American Psychologist*, 43, 23–34.
- Kenrick, D. T., Griskevicius, V., Neuberg, S. L., & Schaller, M. (2010). Renovating the pyramid of needs: Contemporary extensions built upon ancient foundations. *Perspectives on Psychological Science*, 5, 292–314.
- Kenrick, D. T., & Keefe, R. C. (1992). Age preferences in mates reflect sex differences in human reproductive strategies. *Behavioral and Brain Sciences*, 15, 75–133.
- Kernberg, O. F. (1984). *Severe personality disorders*. New Haven, CT: Yale University Press.
- Kernis, M. H., Lakey, C. E., & Heppner, W. L. (2008). Secure versus fragile high self-esteem as a predictor of verbal defensiveness: Converging findings across three different markers. *Journal of Personality*, 76, 477–512.
- Kesebir, P., & Diener, E. (2008). In pursuit of happiness: Empirical answers to philosophical questions. *Perspectives on Psychological Science*, 3, 117–125.
- Kesey, K. (1999). *One flew over the cuckoo's nest*. New York: Penguin Books. (Original work published 1962)
- Keyes, C. L. M., & Haidt, J. (Eds.). (2003). *Flourishing: Positive psychology and the life well-lived*. Washington, DC: American Psychological Association.
- Kiesler, D. J. (1986). The 1982 interpersonal circle: An analysis of DSM-III personality disorders. In T. Millon & G. Klerman (Eds.), *Contemporary directions in psychopathology: Toward DSM-IV* (pp. 571–597). New York: Guilford Press.
- Kihlstrom, J. F. (1990). The psychological unconscious. In L. Pervin (Ed.), *Handbook of personality: Theory and research* (pp. 445–464). New York: Guilford Press.
- Kihlstrom, J. F. (1994). Psychodynamics and social cognition: Notes on the fusion of psychoanalysis and psychology. *Journal of Personality*, 62, 681–696.
- Kim, H. S. (2002). We talk, therefore we think? A cultural analysis of the effect of talking on thinking. *Journal of Personality and Social Psychology*, 83, 828–842.
- Kim, H. S., & Markus, H. R. (1999). Deviance or uniqueness, harmony or conformity? A cultural analysis. *Journal of Personality and Social Psychology*, 77, 785–800.
- King, J. E., & Figueiredo, A. (1997). The five-factor model plus dominance in chimpanzee personality. *Journal of Research in Personality*, 31, 257–271.

- King, L. (2011, Dec. 3). Afghan rape victim freed, with a catch. *Los Angeles Times*, p. A9.
- King, L. A. (2001). The hard road to the good life: The happy, mature person. *Journal of Humanistic Psychology*, 41, 51–72.
- King, L. A., & Napa, C. K. (1998). What makes a life good? *Journal of Personality and Social Psychology*, 75, 156–165.
- King, M. G., & Husband, A. J. (1991). Altered immunity through behavioral conditioning. In J. G. Carlson & A. R. Seifert (Eds.), *International perspectives in behavioral psychophysiology and medicine* (pp. 197–204). New York: Plenum Press.
- Kircher, P. (1985). *Vaulting ambition: Sociobiology and the quest for human nature*. Cambridge, MA: MIT Press.
- Kirsch, P., Esslinger, C., Chen, Q., Mier, D., Lis, S., Siddahanti, S., et al., (2005). Oxytocin modulates neural circuitry for social cognition and fear in humans. *Journal of Neuroscience*, 25, 11489–11493.
- Kitayama, S., Park, H., Sevincer, A. T., Karasawa, M., & Uskul, A. K. (2009). A cultural task analysis of implicit independence: Comparing North America, Western Europe, and East Asia. *Journal of Personality and Social Psychology*, 97, 236–255.
- Kitayama, S., & Park, J. (2010). Cultural neuroscience of the self: Understanding the social grounding of the brain. *Social Cognitive and Affective Neuroscience*, 5, 111–129.
- Klein, G. S. (1970). *Perception, motives, and personality*. New York: Knopf.
- Klein, M. (1964). *Contributions to psychoanalysis, 1921–1945*. New York: McGraw-Hill.
- Klein, M. (1975). *Envy and gratitude and other works, 1946–1963*. New York: Delacorte Press.
- Klein, M. (1986). The psycho-analytic play technique: Its history and significance. In J. Mitchell (Ed.), *The selected Melanie Klein* (pp. 35–54). New York: Free Press. (Originally published 1955)
- Klein, S. B. (2012). The two selves: The self of conscious experience and its brain. In M. R. Leary & J. P. Tagney (Eds.), *Handbook of self and identity* (2nd ed.). New York: Guilford Press.
- Klein, S. B., & Kihlstrom, J. F. (1998). On bridging the gap between social-personality psychology and neuropsychology. *Personality and Social Psychology Bulletin*, 24, 228–242.
- Klein, S. B., Loftus, J., & Kihlstrom, J. F. (1996). Self-knowledge of an amnesic patient: Toward a neuropsychology of personality and social psychology. *Journal of Experimental Psychology: General*, 125, 250–260.
- Klein, S. B., Rozendal, K., & Cosmides, L. (2002). A social-cognitive neuroscience analysis of the self. *Social Cognition*, 20, 105–135.
- Klinger, E. (1977). *Meaning and void: Inner experience and the incentives in people's lives*. Minneapolis: University of Minnesota Press.
- Klinger, E. (1987). The interview questionnaire technique: Reliability and validity of a mixed idographic-nomothetic measure of motivation. In J. N. Butcher and C. D. Spielberger (Eds.), *Advances in personality assessment* (pp. 31–48). Hillsdale, NJ: Erlbaum.
- Klinger, E., Barta, S. G., & Maxeiner, M. E. (1981). Current concerns: Assessing therapeutically relevant motivation. In P. C. Kendall & S. Hollon (Eds.), *Assessment strategies for cognitive-behavioral interventions* (pp. 161–195). New York: Academic Press.
- Klohn, E., & Block, J. (1995). *Correlates of ego resilience and ego control*. Unpublished data, University of California, Berkeley.
- Klopfer, B., & Davidson, H. H. (1962). *The Rorschach technique: An introductory manual*. New York: Harcourt, Brace.
- Kluckhohn, C., & Murray, H. A. (1961). Personality formation: The determinants. In C. Kluckhohn, H. A. Murray, & D. M. Schneider (Eds.), *Personality in nature, society, and culture* (2nd ed., pp. 53–67). New York: Knopf.
- Knoch, D., Nitsche, M. A., Fischbacher, U., Eisenegger, C., Pascual-Leone, A., & Fehr, E. (2008). Studying the neurobiology of social interaction with transcranial direct current stimulation—the example of punishing unfairness. *Cerebral Cortex*, 18, 1987–1990.
- Knoch, D., Schneider, F., Schunk, D., Hohman, M., & Fehr, E. (2009). Disrupting the prefrontal cortex diminishes the human ability to build a good reputation. *Proceedings of the National Academy of Sciences of the United States of America*, 106, 20895–20899.
- Knutson, B., Momenan, R., Rawlings, R. R., Fong, G. W., & Hommer, D. (2001). Negative association of neuroticism with brain volume ratio in healthy humans. *Biological Psychiatry*, 50, 685–690.

- Knutson, B., Wolkowitz, O. M., Cole, S. W., Chan, T., Moore, E. A., Johnson, R. C., et al. (1998). Selective alteration of personality and social behavior by serotonergic intervention. *American Journal of Psychiatry*, 155, 373–379.
- Köhler, W. (1925). *The mentality of apes* (E. Winter, Trans.). New York: Harcourt, Brace.
- Kolar, D. W. (1996). *Individual differences in the ability to accurately judge the personality characteristics of others*. Unpublished doctoral dissertation, University of California, Riverside.
- Kolar, D. W., Funder, D. C., & Colvin, C. R. (1996). Comparing the accuracy of personality judgments by the self and knowledgeable others. *Journal of Personality*, 64, 311–317.
- Konrath, S. H., O'Brien, E. H., & Hisng, C. (2011). Changes in dispositional empathy in American college students over time: A meta-analysis. *Personality and Social Psychology Review*, 15, 180–198.
- Kotov, R., Gamez, W., Schmidt, F., & Watson, D. (2010). Linking "big" personality traits to anxiety, depressive, and substance use disorders: A meta-analysis. *Psychological Bulletin*, 136, 768–821.
- Kramer, P. D. (1993). *Listening to Prozac*. New York: Viking.
- Krauss, S., & Wassner, C. (2002, July). *How significance tests should be presented to avoid the typical misinterpretations*. Paper presented at the Sixth International Conference on Teaching Statistics, Cape Town, South Africa.
- Krauss, S. W. (2002). Romanian authoritarianism 10 years after communism. *Personality and Social Psychology Bulletin*, 28, 1255–1264.
- Kreisman, J., & Straus, H. (1989). *I hate you—don't leave me! Understanding the borderline personality*. New York: HarperCollins/Avon Books.
- Krueger, J. I., & Funder, D. C. (2004). Towards a balanced social psychology: Causes, consequences, and cures for the problem-seeking approach to social behavior and cognition. *Behavioral and Brain Sciences*, 27, 313–327.
- Krueger, R. F., & Eaton, N. R. (2010). Personality traits and the classification of mental disorders: Toward a more complete integration in DSM-5 and an empirical model of psychopathology. *Personality Disorders: Theory, Research, and Treatment*, 1, 97–118.
- Krueger, R. F., & Johnson, W. (2008). Behavioral genetics and personality: A new look at the integration of nature and nurture. In O. P. John, R. W. Robins, & L. A. Pervin (Eds.), *Handbook of personality: Theory and research* (3rd ed.), pp. 287–310. New York: Guilford Press.
- Krueger, R. F., & Tackett, J. L. (2003). Personality and psychopathology: Working toward the bigger picture. *Journal of Personality Disorders*, 17, 109–128.
- Kruglanski, A. W. (1989). The psychology of being "right": The problem of accuracy in social perception and cognition. *Psychological Bulletin*, 106, 395–409.
- Kubiszyn, T. W., Meyer, G. J., Finn, S. E., Eyde, L. D., Kay, G., Moreland, K. L., et al. (2000). Empirical support for psychological assessment in clinical health care settings. *Professional Psychology: Research and Practice*, 31, 119–130.
- Kübler-Ross, E. (1969). *On death and dying*. New York: Macmillan.
- Küfner, A. C. P., Back, M. D., Nestler, S., & Egloff, B. (2010). Tell me a story and I will tell you who you are! Lens model analyses of personality and creative writing. *Journal of Research in Personality*, 44, 427–435.
- Kumakiri, C., Kodama, K., Shimizu, E., Yamanouchi, N., Okada, S., Noda, S., et al. (1999). Study of the association between the serotonin transporter gene regulatory region polymorphism and personality traits in a Japanese population. *Neuroscience Letters*, 263, 205–207.
- Kurt, A., & Paulhus, D. L. (2008). Moderators of the adaptiveness of self-enhancement: Operationalization, motivational domain, adjustment facet, and evaluator. *Journal of Research in Personality*, 42, 839–853.
- Kusserow, A. (1999). De-homogenizing American individualism: Socializing hard and soft individualism in Manhattan and Queens. *Ethos*, 27, 210–234.
- Kuzawa, C. W., Gettler, L. T., Muller, M. N., McDade, T. W., & Feranil, A. B. (2009). Fatherhood, pair-bonding and testosterone in the Phillipines. *Hormones and Behavior*, 56, 429–435.
- Kwan, V. S. Y., Barrios, V., Ganis, G., Gorman, J., Lange, C., Kumar, M., et al. (2007). Assessing the neural correlates of self-enhancement bias: A

- transcranial magnetic stimulation study. *Experimental Brain Research*, 182, 379–385.
- Kwan, V. S. Y., Bond, M. H., & Singelis, T. M. (1997). Pancultural explanations for life satisfaction: Adding relationship harmony to self-esteem. *Journal of Personality and Social Psychology*, 73, 1038–1051.
- Kwan, V. S. Y., John, O. P., Robins, R. W., & Kuang, L. L. (2008). Conceptualizing and assessing self-enhancement bias: A componential approach. *Journal of Personality and Social Psychology*, 94, 1062–1077.
- Laing, R. D. (1959). *The divided self*. Baltimore: Penguin Books.
- Lally, S. J. (2001). Should human figure drawings be admitted into court? *Journal of Personality Assessment*, 76, 135–149.
- Lam, A. (2003, June 15). Let the I's have it: Think for yourselves, a writer from Vietnam tells Asian American students. *Los Angeles Times*, p. M6.
- Landy, F. J., & Guion, R. M. (1970). Development of scales for the measurement of work motivation. *Organizational Behavior and Human Performance*, 5, 93–103.
- Langer, E. J. (1992). Matters of mind: Mindfulness/mindlessness in perspective. *Consciousness and Cognition*, 1, 289–305.
- Langer, E. J. (1994). The illusion of calculated decisions. In R. C. Schank & E. Langer (Eds.), *Beliefs, reasoning, and decision making: Psycho-logic in honor of Bob Abelson* (pp. 33–53). Hillsdale, NJ: Erlbaum.
- Larkin, J. H., McDermott, J., Simon, D. P., & Simon, H. A. (1980). Models of competence in solving physics problems. *Cognitive Science*, 4, 317–345.
- Larsen, R. J., & Diener, E. (1987). Affect intensity as an individual difference characteristic: A review. *Journal of Research in Personality*, 21, 1–39.
- Lau, R. R. (1988). Beliefs about control and health behavior. In D. S. Gochman (Ed.), *Health behavior: Emerging research perspectives* (pp. 43–63). New York: Plenum Press.
- Lazarus, R. S. (1984). On the primacy of cognition. *American Psychologist*, 39, 124–129.
- Leary, M. R. (1999). Making sense of self-esteem. *Current Directions in Psychological Science*, 8, 32–35.
- Leary, M. R. (2006, January). How and why did the self get tangled up in emotion? Paper presented at the SPSP Emotions Pre-Conference, Palm Springs, CA.
- Lee, G. R., & Ishii-Kuntz, M. (1987). Social interaction, loneliness, and emotional well-being among the elderly. *Research on Aging*, 9, 459–482.
- Lee, K., & Ashton, M. C. (2004). Psychometric properties of the HEXACO personality inventory. *Multivariate Behavioral Research*, 39, 329–358.
- Lee, K., Ogunkwora, B., & Ashton, M. C. (2005). Personality traits beyond the Big Five: Are they within the HEXACO space? *Journal of Personality*, 73, 1437–1463.
- Lee, Y.-T., McCauley, C. R., & Draguns, J. G. (Eds.) (1999). *Personality and person perception across cultures*. Mahwah, NJ: Erlbaum.
- Leichsenring, F., & Rabung, S. (2008). Effectiveness of long-term psychodynamic psychotherapy. *Journal of the American Medical Association*, 300, 1551–1565.
- Leising, D., Erbs, J., & Fritz, U. (2010). The letter of recommendation effect in informant ratings of personality. *Journal of Personality and Social Psychology*, 98, 668–682.
- Letzring, T. D. (2008). The good judge of personality: Characteristics, behaviors, and observer accuracy. *Journal of Research in Personality*, 42, 914–932.
- Letzring, T. D., Block, J., & Funder, D. C. (2005). Ego-control and ego-resiliency: Generalization of self-report scales based on personality descriptions from acquaintances, clinicians, and the self. *Journal of Research in Personality*, 39, 395–422.
- Letzring, T. D., & Funder, D. C. (2006, January). Relations between judge's personality and types of realistic accuracy. Paper presented at the annual meetings of the Society for Personality and Social Psychology, Palm Springs, CA.
- Letzring, T. D., Wells, S., & Funder, D. C. (2006). Quantity and quality of available information affect the realistic accuracy of personality judgment. *Journal of Personality and Social Psychology*, 91, 111–123.
- Leung, A. K-Y., & Cohen, D. (2011). Within- and between-culture variation: Individual differences and the cultural logics of honor, face, and dignity cultures. *Journal of Personality and Social Psychology*, 100, 507–526.
- Levine, A., Zagoory-Sharon, O., Feldman, R., & Weller, A. (2007). Oxytocin during pregnancy and early postpartum: Individual patterns and maternal-fetal attachment. *Peptides*, 28, 1162–1169.

- Levine, M. (2006). *Humanism in psychology*. Unpublished manuscript, Kenyon College, Gambier, OH.
- Levy, B. L., & Anderson, M. C. (2002). Inhibitory processes and the control of memory retrieval. *Trends in Cognitive Science*, 6, 299–305.
- Li, J. (2003). The core of Confucian learning. *American Psychologist*, 58, 146–147.
- Li, N. P., Bailey, J. M., Kenrick, D. T., & Linsenmeier, J. A. W. (2002). The necessities and luxuries of mate preferences: Testing the tradeoffs. *Journal of Personality and Social Psychology*, 82, 947–955.
- Lieberman, M. D., Jarcho, J. M., & Satpute, A. B. (2004). Evidence-based and intuition-based self-knowledge: An fMRI study. *Journal of Personality and Social Psychology*, 87, 421–435.
- Lilienfeld, S. O. (1999). Projective measures of personality and psychopathology: How well do they work? *Skeptical Inquirer*, 23(5), 32–39.
- Lilienfeld, S. O., Wood, J. M., & Garb, H. N. (2000). The scientific status of projective techniques. *Psychological Science in the Public Interest*, 1, 27–66.
- Lindsay, K. A., & Widiger, T. A. (1995). Sex and gender bias in self-report personality disorder inventories: Item analyses of the MCMI-II, MMPI, and PDQ-R. *Journal of Personality Disorders*, 65, 1–20.
- Linehan, M. M. (1993). *Cognitive behavioral therapy of borderline personality disorder*. New York: Guilford Press.
- Linville, P., & Jones, E. E. (1980). Polarized appraisals of out-group members. *Journal of Personality and Social Psychology*, 38, 689–703.
- Lippa, R. A. (2002). Gender-related traits of heterosexual and homosexual men and women. *Archives of Sexual Behavior*, 31, 83–98.
- Lippa, R. A. (2006). Sexual orientation and personality. *Annual Review of Sex Research*, 16, 119–153.
- Little, B. R. (1983). Personal projects: A rationale and method for investigation. *Environment and Behavior*, 15, 273–309.
- Little, B. R. (1989). Personal projects analysis: Trivial pursuits, magnificent obsessions, and the search for coherence. In D. M. Buss & N. Cantor (Eds.), *Personality psychology: Recent trends and emerging directions* (pp. 15–31). New York: Springer-Verlag.
- Liu, T. T., & Brown, G. G. (2007). Measurement of cerebral perfusion with arterial spin labeling: Part I. Methods. *Journal of the International Neuropsychological Society*, 13, 517–525.
- Lodi-Smith, J., & Roberts, B. W. (2010). Getting to know me: Social role experiences and age differences in self-concept clarity during adulthood. *Journal of Personality*, 78, 1383–1410.
- Loehlin, J. C., Willerman, L., & Horn, J. M. (1985). Personality resemblances in adoptive families when the children are late-adolescent or adult. *Journal of Personality and Social Psychology*, 48, 376–392.
- Loehlin, J. C., Willerman, L., & Horn, J. M. (1989). Personality resemblance in adoptive families: A 10-year follow-up. *Journal of Personality and Social Psychology*, 53, 961–969.
- Loevinger, J. (1976). *Ego development: Conceptions and theories*. San Francisco: Jossey-Bass.
- Loevinger, J. (1987). *Paradigms of personality*. New York: Freeman.
- Loftus, G. R. (1996). Psychology will be a much better science when we change the way we analyze data. *Current Directions in Psychological Science*, 5, 161–170.
- Lorenz, K. (1966). *On aggression*. New York: Harcourt, Brace.
- Lorenzi-Cioldi, F. (1993). They all look alike, but so do we . . . sometimes: Perceptions of in-group and out-group homogeneity as a function of sex and context. *British Journal of Social Psychology*, 32, 111–124.
- Lucas, R. E., & Donnellan, M. B. (2011). Personality development across the life span: Longitudinal analyses with a national sample from Germany. *Journal of Personality and Social Psychology*, 101, 847–861.
- Lucas, R. E., Le, K., & Dyrenforth, P. S. (2008). Explaining the extraversion/positive affect relation: Sociability cannot account for extraverts' greater happiness. *Journal of Personality*, 76, 385–414.
- Luhmann, M., Schimmacik, U., & Eid, M. (2011). Stability and variability in the relationship between subjective well-being and income. *Journal of Research in Personality*, 45, 186–197.
- Lukaszewski, A. W., & Roney, J. R. (2011). The origins of extraversion: Joint effects of facultative calibration and genetic polymorphism. *Personality and Social Psychology Bulletin*, 37, 409–421.
- Lykes, M. B. (1985). Gender and individualistic vs. collectivist bases for notions about the self. *Journal of Personality*, 53, 356–383.

- Lykken, D., & Tellegen, A. (1996). Happiness is a stochastic phenomenon. *Psychological Science*, 7, 186–189.
- Lyubomirsky, S. (2001). Why are some people happier than others? The role of cognitive and motivational processes in well-being. *American Psychologist*, 56, 239–249.
- Lyubomirsky, S. (2008). *The how of happiness: A scientific approach to getting the life you want*. New York: Penguin Press.
- Lyubomirsky, S., King, L., & Diener, E. (2005). The benefits of frequent positive affect: Does happiness lead to success? *Psychological Bulletin*, 131, 803–855.
- Lyubomirsky, S., Sheldon, K. M., & Schkade, D. (2005). Pursuing happiness: The architecture of sustainable change. *Review of General Psychology*, 9, 111–131.
- Maccoby, E. (1966). Sex differences in intellectual functioning. In E. Maccoby (Ed.), *The development of sex differences*. Stanford University Press.
- Maccoby, E. E., & Jacklin, C. N. (1974). *The psychology of sex differences*. Stanford University Press.
- Machover, K. (1949). *Personality projection in the drawing of the human figure*. Springfield, IL: Thomas.
- MacLean, P. D. (1990). *The triune brain in evolution: Role in paleocerebral functions*. New York: Plenum Press.
- Maddi, S. R. (1985). Existential psychotherapy. In S. J. Lynn & J. P. Ganske (Eds.), *Contemporary psychotherapies: Models and methods* (pp. 191–219). Columbus, OH: Merrill.
- Maddi, S. R. (2003). Hardiness: An operationalization of existential courage. *Journal of Humanistic Psychology*, 44, 279–298.
- Maddi, S. R., & Costa, P. T. (1972). *Humanism in personology: Allport, Maslow, and Murphy*. Chicago: Aldine/Atherton.
- Maddi, S. R., Khoshaba, D. M., Persico, M., Lu, J., Harvey, R., & Bleeker, F. (2002). The personality construct of hardiness: II. Relationships with comprehensive tests of personality and psychopathology. *Journal of Research in Personality*, 36, 72–85.
- Maddux, W. W., & Galinsky, A. D. (2009). Cultural borders and mental barriers: The relationship between living abroad and creativity. *Journal of Personality and Social Psychology*, 96, 1047–1061.
- Madon, S., Guyll, M., Spoth, R., & Willard, J. (2004). Self-fulfilling prophecies: The synergistic accumulative effect of parents' beliefs on children's drinking behavior. *Psychological Science*, 15, 837–845.
- Madon, S., Willard, J., Guyll, M., Trudeau, L., & Spoth, R. (2006). Self-fulfilling prophecy effects of mothers' beliefs on children's alcohol use: Accumulation, dissipation, and stability over time. *Journal of Personality and Social Psychology*, 90, 911–926.
- Mahbubani, K. (2002). *Can Asians think? Understanding the divide between East and West* (Rev. ed.: expanded for North America). S. Royalton, VT: Steerforth Press.
- Maier, S. F., & Seligman, M. E. (1976). Learned helplessness: Theory and evidence. *Journal of Experimental Psychology: General*, 105, 3–46.
- Main, M. (1990). Parental aversion to infant-initiated contact is correlated with the parent's own rejection during childhood: The effects of experience on signals of security with respect to attachment. In K. E. Barnard & T. B. Brazelton (Eds.), *Touch: The foundation of experience* (pp. 461–495). Madison, CT: International Universities Press.
- Maio, G. R., & Esses, V. M. (2001). The need for affect: Individual differences in the motivation to approach or avoid emotions. *Journal of Personality*, 69, 583–615.
- Mandler, G. (1997). *Human nature explored*. New York: Oxford University Press.
- Markey, P. M., & Markey, C. N. (2010). Changes in pornography-seeking behaviors following political elections: An examination of the challenge hypothesis. *Evolution and Human Behavior*, 31, 442–446.
- Markey, P. M., Markey, C. N., Tinsley, B. J., & Erickson, A. J. (2002). A preliminary validation of preadolescents' self-reports using the five-factor model of personality. *Journal of Research in Personality*, 36, 173–181.
- Markon, K. E., Krueger, R. F., Bouchard, T. J., Jr., & Gottesman, I. I. (2002). Normal and abnormal personality traits: Evidence for genetic and environmental relationships in the Minnesota study of twins reared apart. *Journal of Personality*, 70, 661–693.

- Markus, H., & Kunda, Z. (1986). Stability and malleability of the self-concept. *Journal of Personality and Social Psychology, 51*, 858–866.
- Markus, H. R. (1977). Self-schemata and processing information about the self. *Journal of Personality and Social Psychology, 35*, 63–78.
- Markus, H. R., & Kitayama, S. (1991). Culture and the self: Implications for cognition, emotion, and motivation. *Psychological Review, 98*, 224–253.
- Markus, H. R., & Kitayama, S. (1998). The cultural psychology of personality. *Journal of Cross-Cultural Psychology, 29*, 63–87.
- Markus, H. R., Mullally, P. R., & Kitayama, S. (1997). Selfways: Diversity in modes of cultural participation. In U. Neisser & D. Jopling (Eds.), *The conceptual self in context: Culture, experience, self-understanding* (pp. 13–60). New York: Cambridge University Press.
- Markus, H. R., & Nurius, P. (1986). Possible selves. *American Psychologist, 41*, 954–969.
- Martin, R. (2006). *The psychology of humor: An integrative approach*. San Diego: Academic Press.
- Mascaro, N., & Rosen, D. H. (2005). Existential meaning's role in the enhancement of hope and prevention of depressive symptoms. *Journal of Personality, 73*, 985–1014.
- Maslow, A. H. (1943). A theory of human motivation. *Psychological Review, 50*, 370–396.
- Maslow, A. H. (1987). *Motivation and personality* (3rd ed.). New York: Harper & Row.
- Masson, J. M. (1984). *The assault on truth: Freud's suppression of the seduction theory*. New York: Farrar, Straus and Giroux.
- Masuda, T., & Nisbett, R. E. (2001). Attending holistically versus analytically: Comparing the context sensitivity of Japanese and Americans. *Journal of Personality and Social Psychology, 81*, 922–934.
- Matsumoto, D. (2004). Paul Ekman and the legacy of universals. *Journal of Research in Personality, 38*, 45–51.
- Matsumoto, D. (2006). Culture and cultural worldviews: Do verbal descriptions about culture reflect anything other than verbal descriptions of culture? *Culture and Psychology, 12*, 33–62.
- Matsumoto, D., Nakagawa, S., & Estrada, A. (2009). The role of dispositional traits in accounting for country and ethnic differences in adjustment. *Journal of Personality, 77*, 177–211.
- Matthiesen, A. S., Ransio-Arvidson, A. B., Nissen, E., & Uvnäs-Moberg, K. (2001). Postpartum maternal oxytocin release by newborns: Effects of infant hand massage and suckling. *Birth, 28*, 13–19.
- Mayer, J. D. (1998). A systems framework for the field of personality. *Psychological Inquiry, 9*, 118–144.
- Mayer, J. D. (2005). A tale of two visions: Can a new view of personality help integrate psychology? *American Psychologist, 60*, 294–307.
- Mayer, J. D., Lin, S. C., & Korogodsky, M. (2011). Exploring the universality of personality judgments: Evidence from the Great Transformation (1000 BCE–200 BCE). *Review of General Psychology, 15*, 65–76.
- McAdams, D. P. (1980). A thematic coding system for the intimacy motive. *Journal of Research in Personality, 14*, 413–432.
- McAdams, D. P. (1984). Scoring manual for the intimacy motive. *Psychological Documents, 14* (Ms. no. 2613), 1.
- McAdams, D. P. (1990). *The person*. San Diego, CA: Harcourt, Brace.
- McAdams, D. P., Anyidoho, N. A., Brown, C., Huang, Y. T., Kaplan, B., & Machado, M. A. (2004). Traits and stories: Links between dispositional and narrative features of personality. *Journal of Personality, 72*, 761–784.
- McCabe, D. P., & Castel, A. D. (2008). Seeing is believing: The effect of brain images on judgments of scientific reasoning. *Cognition, 107*, 343–352.
- McCabe, K., Houser, D., Ryan, L., Smith, V., & Trouard, T. (2001). A functional imaging study of cooperation in two-person reciprocal exchange. *Proceedings of the National Academy of Sciences, 98*, 11832–11835.
- McCann, S. J. (1990). Authoritarianism and preference for the presidential candidate perceived to be higher on the power motive. *Perceptual and Motor Skills, 70*, 577–578.
- McCann, S. J. (1997). Threatening times, "strong" presidential popular vote winners, and the victory margin. *Journal of Personality and Social Psychology, 73*, 160–170.
- McCarthy, M. M. (1995). Estrogen modulation of oxytocin and its relation to behavior. In R. Ivell & J. Russell (Eds.), *Oxytocin: Cellular and molecular approaches in medicine and research* (pp. 235–242). New York: Plenum Press.

- McClelland, D. C. (1961). *The achieving society*. Princeton, NJ: Van Nostrand.
- McClelland, D. C. (1972). Opinions predict opinions: So what else is new? *Journal of Consulting and Clinical Psychology*, 38, 325–326.
- McClelland, D. C. (1975, January). Love and power: The psychological signals of war. *Psychology Today*, 8, 44–48.
- McClelland, D. C. (1984). *Motives, personality, and society*. New York: Praeger.
- McClelland, D. C. (1985). How motives, skills, and values determine what people do. *American Psychologist*, 40, 812–825.
- McClelland, D. C., & Boyatzis, R. E. (1982). Leadership motive pattern and long-term success in management. *Journal of Applied Psychology*, 67, 737–743.
- McClelland, D. C., Koestner, R., & Weinberger, J. (1989). How do self-attributed and implicit motives differ? *Psychological Review*, 96, 690–702.
- McCrae, R. R. (1982). Consensual validation of personality traits: Evidence from self-reports and ratings. *Journal of Personality and Social Psychology*, 43, 293–303.
- McCrae, R. R. (1994). The counterpoint of personality assessment: Self-reports and observer ratings. *Assessment*, 1, 159–172.
- McCrae, R. R. (2002). The maturation of personality psychology: Adult personality development and psychological well-being. *Journal of Research in Personality*, 36, 307–317.
- McCrae, R. R. (2004). Human nature and culture: A trait perspective. *Journal of Research in Personality*, 38, 3–14.
- McCrae, R. R., & Costa, P. T., Jr. (1987). Validation of the five-factor model of personality across instruments and observers. *Journal of Personality and Social Psychology*, 52, 81–90.
- McCrae, R. R., & Costa, P. T., Jr. (1991). Adding Liebe und Arbeit: The full five-factor model and well-being. *Personality and Social Psychology Bulletin*, 17, 227–232.
- McCrae, R. R., & Costa, P. T., Jr. (1995). Trait explanations in personality psychology. *European Journal of Personality*, 9, 231–252.
- McCrae, R. R., & Costa, P. T., Jr. (1997). Conceptions and correlates of openness to experience. In R. Hogan, J. Johnson, & S. Briggs (Eds.), *Handbook of personality psychology* (pp. 825–847). San Diego: Academic Press.
- McCrae, R. R., Costa, P. T., Jr., & Yik, M. S. M. (1996). Universal aspects of Chinese personality structure. In M. H. Bond (Ed.), *The handbook of Chinese psychology* (pp. 189–207). Hong Kong: Oxford University Press.
- McCrae, R. R., Scally, M., Terracciano, A., Abecasis, G., & Costa, P. T., Jr. (2010). An alternative to the search for single polymorphisms: Toward molecular personality scales for the five-factor model. *Journal of Personality and Social Psychology*, 99, 1014–1024.
- McCrae, R. R., Terracciano, A., Costa, P. T., Jr., & Ozer, D. J. (2006). Person-factors in the California Adult Q-Set: Closing the door on personality trait types? *European Journal of Personality*, 20, 29–44.
- McCrae, R. R., Terracciano, A., & 78 members of the Personality Profiles of Cultures Project. (2005). Universal features of personality trait terms from the observer's perspective: Data from 50 cultures. *Journal of Personality and Social Psychology*, 88, 547–561.
- McCrae, R. R., Yamagata, S., Jang, K. L., Riemann, R., Ando, J., Ono, Y., et al. (2008). Substance and artifact in the higher-order factors of the Big Five. *Journal of Personality and Social Psychology*, 95, 442–455.
- McCrae, R. R., Yik, M. S. M., Trapnell, P. D., Bond, M. H., & Paulhus, D. L. (1998). Interpreting personality profiles across cultures: Bilingual, acculturation, and peer rating studies of Chinese undergraduates. *Journal of Personality and Social Psychology*, 74, 1041–1055.
- McGinnies, E. (1949). Emotionality and perceptual defense. *Psychological Review*, 56, 244–251.
- McGue, M., & Lykken, D. T. (1992). Genetic influence on risk of divorce. *Psychological Science*, 3, 368–373.
- McGrath, R. E. (2008). The Rorschach in the context of performance-based personality assessment. *Journal of Personality Assessment*, 90(5), 465–475.
- McIntosh, A. R. (1998). Understanding neural interactions in learning and memory using functional neuroimaging. *Annals of the New York Academy of Sciences*, 855, 556–571.

- McKay, J. R., O'Farrell, T. J., Maisto, S. A., Connors, G. J., & Funder, D. C. (1989). Biases in relapse attributions made by alcoholics and their wives. *Addictive Behaviors*, 14, 513-522.
- McLarney-Vesotski, A., Bernieri, F., & Rempala, D. (2011). An experimental examination of the "good judge." *Journal of Research in Personality*, 45, 398-400.
- Mealey, L. (1995). The sociobiology of sociopathy: An integrated evolutionary model. *Behavioral and Brain Sciences*, 18, 523-599.
- Measelle, J. R., John, O. P., Ablow, J. C., Cowan, P. A., & Cowan, C. P. (2005). Can children provide coherent, stable, and valid self-reports on the Big Five dimensions? A longitudinal study from ages 5 to 7. *Journal of Personality and Social Psychology*, 89, 90-106.
- Meeuwisse, M., Reitsma, J. B., De Vries, G.-J., Gerons, B. P. R., & Olff, M. (2007). Cortisol and post-traumatic stress disorder in adults: Systematic review and meta-analysis. *British Journal of Psychiatry*, 191, 367-392.
- Megargee, E. I. (1966). Undercontrolled and overcontrolled personality types in extreme antisocial aggression. In E. I. Megargee & J. I. Moranson (Eds.), *Psychological Monographs*, 80, 1-29.
- Mehl, M. R., Pennebaker, J. W., Crow, D. M., Dabbs, J., & Price, J. H. (2001). The electronically activated recorder (EAR): A device for sampling naturalistic daily activities and conversations. *Behavior Research Methods, Instruments, and Computers*, 33, 517-523.
- Mehra, A., Kilduff, M., & Brass, D. J. (2001). The social networks of high and low self-monitors: Implications for workplace performance. *Administrative Science Quarterly*, 46, 121-146.
- Menand, L. (2002, November 25). What comes naturally: Does evolution explain who we are? *New Yorker*, pp. 96-101.
- Mendelsohn, G. A., Weiss, D. S., & Feimer, N. R. (1982). Conceptual and empirical analysis of the typological implications of patterns of socialization and femininity. *Journal of Personality and Social Psychology*, 42, 1157-1170.
- Mesquita, B. (2001). Emotions in collectivist and individualist contexts. *Journal of Personality and Social Psychology*, 80, 68-74.
- Mesquita, B., & Karasawa, M. (2002). Different emotional lives. *Cognition and Emotion*, 16, 127-141.
- Metzner, R. J. (1994, March 14). Prozac is medicine, not a miracle. *Los Angeles Times*, p. B7.
- Meyer, G. J., Finn, S. E., Eyde, L. D., Kay, G. G., Moreland, K. L., Dies, R. R., et al. (2001). Psychological testing and psychological assessment: A review of evidence and issues. *American Psychologist*, 56, 128-165.
- Michigan Department of Education (1989). *The Michigan employability survey*. Lansing, MI: Author.
- Mikulincer, M., Gillath, O., & Shaver, P. R. (2002). Activation of the attachment system in adulthood: Threat-related primes increase the accessibility of mental representations of attachment figures. *Journal of Personality and Social Psychology*, 83, 881-895.
- Mikulincer, M., & Shaver, P. R. (2003). The attachment behavioral system in adulthood: Activation, psychodynamics, and interpersonal processes. *Advances in Experimental Social Psychology*, 35, 53-152.
- Miles, D. R., & Carey, G. (1997). Genetic and environmental architecture of human aggression. *Journal of Personality and Social Psychology*, 72, 207-217.
- Milgram, S. (1975). *Obedience to authority*. New York: Harper & Row.
- Miller, G. (2008). Growing pains for fMRI. *Science*, 320, 1412-1414.
- Miller, G. A. (1956). The magical number seven plus or minus two: Some limits on our capacity for processing information. *Psychological Review*, 63, 81-97.
- Miller, J. D. (2009, January 11). American therapy [Letter to the editor]. *New York Times Book Review*, p. 6.
- Miller, J. D., & Campbell, W. K. (2008). Comparing clinical and social-personality conceptualizations of narcissism. *Journal of Personality*, 76, 449-476.
- Miller, J. G. (1999). Cultural psychology: Implications for basic psychological theory. *Psychological Science*, 10, 85-91.
- Miller, J. G., & Bersoff, D. M. (1992). Culture and moral judgment: How are conflicts between justice and interpersonal responsibilities resolved? *Journal of Personality and Social Psychology*, 62, 541-554.
- Miller, J. G., Bersoff, D. M., & Harwood, R. L. (1990). Perceptions of social responsibilities in India

- and in the United States: Moral imperatives or personal decisions? *Journal of Personality and Social Psychology*, 58, 33–47.
- Miller, L. (1999). Stereotype legacy: Culture and person in Japanese/American business interactions. In Y.-T. Lee, C. R. McCauley, & J. G. Draguns (Eds.), *Personality and person perception across cultures* (pp. 213–232). Mahwah, NJ: Erlbaum.
- Miller, N. E., & Dollard, J. (1947). *Social learning and imitation*. New Haven, CT: Yale University Press.
- Miller, R. S. (1999). Emotion. In V. J. Derlaga, B. A., Winstead, & W. H. Jones (Eds.), *Personality: Contemporary theory and research* (pp. 366–385). Chicago: Nelson-Hall.
- Miller, W. R., & Seligman, M. E. (1975). Depression and learned helplessness in man. *Journal of Abnormal Psychology*, 84, 228–238.
- Millon, T. (1987). *Manual for the MCMI-II* (2nd ed.). Minneapolis: National Computer Systems.
- Millon, T. (1996). *Disorders of personality: The DSM-IV and beyond*. New York: Wiley.
- Mischel, W. (1968). *Personality and assessment*. New York: Wiley.
- Mischel, W. (1973). Toward a cognitive social learning reconceptualization of personality. *Psychological Review*, 80, 252–283.
- Mischel, W. (1999). Personality coherence and dispositions in a cognitive-affective personality system (CAPS) approach. In D. Cervone & Y. Shoda (Eds.), *The coherence of personality: Social-cognitive bases of consistency, variability, and organization* (pp. 37–60). New York: Guilford Press.
- Mischel, W. (2009). From *Personality and Assessment* (1968) to personality science, 2009. *Journal of Research in Personality*, 43, 282–290.
- Mischel, W., & Ebbesen, E. (1970). Attention in delay of gratification. *Journal of Personality and Social Psychology*, 16, 329–337.
- Mischel, W., & Shoda, Y. (1995). A cognitive-affective system theory of personality: Reconceptualizing situations, dispositions, dynamics, and invariance in personality structure. *Psychological Review*, 102, 246–268.
- Moeller, S. K., Robinson, M. D., & Bresin, K. (2010). Integrating trait and social-cognitive views of personality: Neuroticism, implicit stress priming, and neuroticism-outcome relationships. *Personality and Social Psychology Bulletin*, 36, 677–689.
- Moeller, S. K., Robinson, M. D., & Zabelina, D. L. (2008). Personality dominance and preferential use of the vertical dimension of space. *Psychological Science*, 19, 355–361.
- Moffitt, T. E. (1991). *An approach to organizing the task of selecting measures for longitudinal research* (Tech. Rep.). University of Wisconsin, Madison.
- Moffitt, T. E. (2005). The new look of behavioral genetics in developmental psychopathology: Gene-environment interplay in antisocial behaviors. *Psychological Bulletin*, 131, 533–554.
- Mogilner, C., Kamvar, S. D., & Aaker, J. (2011). The shifting meaning of happiness. *Social Psychological and Personality Science*, 2, 395–402.
- Montag, I., & Levin, J. (1994). The five-factor personality model in applied settings. *European Journal of Personality*, 8, 1–11.
- Moore, T. E., Griffiths, K., & Payne, B. (1987). Gender, attitudes towards women, and the appreciation of sexist humor. *Sex Roles*, 16, 521–531.
- Morey, L. C., Waugh, M. H., & Blashfield, R. K. (1985). MMPI scales for *DSM-III* personality disorders: Their derivation and correlates. *Journal of Personality Assessment*, 49, 245–251.
- Morf, C. C., & Rhodewalt, F. (2001). Unraveling the paradoxes of narcissism: A dynamic self-regulatory processing model. *Psychological Inquiry*, 12, 177–196.
- Morgan, C. D., & Murray, H. A. (1935). A method for investigating fantasies: The Thematic Apperception Test. *Archives of Neurology and Psychiatry*, 34, 289–306.
- Morokoff, P. J. (1985). Effects of sex guilt, repression, sexual "arousability," and sexual experience on female sexual arousal during erotica and fantasy. *Journal of Personality and Social Psychology*, 49, 177–187.
- Morsella, E. (2005). The function of phenomenal states: Supramodular interaction theory. *Psychological Review*, 112, 1000–1021.
- Mosig, Y. D. (1989). Wisdom and compassion: What the Buddha taught. *Theoretical and Philosophical Psychology*, 9, 27–36.
- Mosig, Y. D. (1999). Zen Buddhism. In B. Engler, *Personality theories* (5th ed., pp. 456–481). Boston: Houghton Mifflin.

- Mount, M. K., & Barrick, M. R. (1998). Five reasons why the "Big Five" article has been frequently cited. *Personnel Psychology*, 51, 849–857.
- Munafó, M. R., Brown, S. M., & Hariri, A. R. (2008). Serotonin transporter (5-HTTLPR) genotype and amygdala activation: A meta-analysis. *Biological Psychiatry*, 63, 852–857.
- Munafó, M. R., Yalcin, B., Willis-Owen, S. A., & Flint, J. (2008). Association of the dopamine D₄ receptor (*DRD4*) gene and approach-related personality traits: Meta-analysis and new data. *Biological Psychiatry*, 63, 197–206.
- Murphy, T. K., Sajid, M., Soto, O., Shapira, N., Edge, P., Yang, M., et al. (2004). Detecting pediatric autoimmune neuropsychiatric disorders associated with streptococcus in children with obsessive-compulsive disorder and tics. *Biological Psychiatry*, 55, 61–68.
- Murray, D. R., Trudeau, R., & Schaller, M. (2011). On the origins of cultural differences in conformity: Four tests of the pathogen prevalence hypothesis. *Personality and Social Psychology Bulletin*, 37, 318–329.
- Murray, H. A. (1938). *Explorations in personality*. New York: Oxford University Press.
- Murray, H. A. (1943). *Analysis of the personality of Adolf Hitler, with predictions of his future behavior and suggestions for dealing with him now and after Germany's surrender*. Washington, DC: Office of Strategic Services.
- Murray, H. A. (1943). *Thematic Apperception Test manual*. Cambridge, MA: Harvard University Press.
- Myers, I. B. (1962). *The Myers-Briggs Type Indicator*. Princeton, NJ: Educational Testing Service.
- Naroll, R. (1959). A tentative index of culture-stress. *International Journal of Social Psychiatry*, 5, 107–116.
- Nave, C. S., Sherman, R. A., & Funder, D. C. (2008). Beyond self-report in the study of hedonic and eudaimonic well-being: Correlations with acquaintance reports, clinician judgments and directly observed social behavior. *Journal of Research in Personality*, 42, 643–659.
- Nave, C. S., Sherman, R. A., & Funder, D. C. (2010). On the contextual independence of personality: Teachers' assessments predict directly observed behavior after four decades. *Social Psychological and Personality Science*, 1, 327–334.
- Neff, K. D., Pisitsungkagarn, K., & Hsieh, Y.-P. (2008). Self-compassion and self-construal in the United States, Thailand, and Taiwan. *Journal of Cross-Cultural Psychology*, 39, 267–285.
- Nettle, D. (2006). The evolution of personality variation in humans and other animals. *American Psychologist*, 61, 622–631.
- Nevicka, B., Ten Velden, F. S., De Hoogh, A. H. B., & Van Vianen, A. E. M. (2011). Reality at odds with perception: Narcissistic leaders and group performance. *Psychological Science*, 22, 1259–1264.
- Newman, L. S., Duff, K., & Baumeister, R. F. (1997). A new look at defensive projection: Suppression, accessibility, and biased person perception. *Journal of Personality and Social Psychology*, 72, 980–1001.
- Niedenthal, P. M., & Brauer, M. (2012). Social functionality of human emotion. *Annual Review of Psychology*, 63, 259–285.
- Nikula, R., Klinger, E., & Larson-Gutman, M. K. (1993). Current concerns and electrodermal reactivity: Responses to words and thoughts. *Journal of Personality*, 61, 63–84.
- Nisbett, R. E. (1980). The trait construct in lay and professional psychology. In L. Festinger (Ed.), *Retrospections on social psychology* (pp. 109–130). New York: Oxford University Press.
- Nisbett, R. E., Peng, K., Choi, I., & Norenzayan, A. (2001). Culture and systems of thought: Holistic versus analytic cognition. *Psychological Review*, 108, 291–310.
- Nisbett, R. E., & Wilson, T. D. (1977). Telling more than we can know: Verbal reports on mental processes. *Psychological Review*, 84, 231–259.
- Norem, J. (2001). *The positive power of negative thinking: Using defensive pessimism to manage anxiety and perform at your peak*. New York: Basic Books.
- Norem, J. K. (1989). Cognitive strategies as personality: Effectiveness, specificity, flexibility, and change. In D. M. Buss & N. Cantor (Eds.), *Personality psychology: Recent trends and emerging directions* (pp. 45–60). New York: Springer-Verlag.
- Norem, J. K. (2002). Defensive self-deception and social adaptation among optimists. *Journal of Research in Personality*, 36, 549–555.
- Norem, J. K., & Cantor, N. (1986). Defensive pessimism: "Harnessing" anxiety as motivation. *Journal of Personality and Social Psychology*, 51, 1211.

- Norem, J. K., & Chang, E. C. (2001). A very full glass: Adding complexity to our thinking about the implications and applications of optimism and pessimism research. In E. C. Chang (Ed.). *Optimism and pessimism: Implications for theory, research, and practice* (pp. 347–367). Washington DC: American Psychological Association.
- Norem, J. K., & Chang, E. C. (2002). The positive psychology of negative thinking. *Journal of Clinical Psychology*, 58, 993–1001.
- Norman, W. T. (1967). *2800 personality trait descriptors: Normative operating characteristics for a university population*. Ann Arbor, MI: University of Michigan.
- Norton, M. I., Anik, L., Aknin, L. B., & Dunn, E. W. (2011). Is life nasty, brutish and short? Philosophies of life and well-being. *Social Psychological and Personality Science*, 2, 570–575.
- O'Bannon, R. M., Goldinger, L. A., & Appleby, G. S. (1989). *Honesty and integrity testing*. Atlanta, GA: Applied Information Resources.
- O'Connor, A. (2004, December 14). Can strep bring on anxiety disorder? *New York Times*. Retrieved September 9, 2009, from <http://www.nytimes.com/2004/12/14/health/psychology/14ocd.html>
- O'Connor, B. P. (2002). The search for dimensional structure differences between normality and abnormality: A statistical review of published data on personality and psychopathology. *Journal of Personality and Social Psychology*, 83, 962–982.
- O'Connor, B. P., & Dyce, J. A. (1998). A test of models of personality disorder configuration. *Journal of Abnormal Psychology*, 107, 3–16.
- Ochsner, K. N., & Gross, J. J. (2005). The cognitive control of emotion. *Trends in Cognitive Sciences*, 9, 242–249.
- Ogilvie, D. M., & Ashmore, R. D. (1991). Self-with-other representation as a unit of analysis in self-concept research. In R. C. Curtis (Ed.), *The relational self* (pp. 282–314). New York: Guilford Press.
- Öhman, A., & Mineka, S. (2001). Fears, phobias, and preparedness: Toward an evolved module of fear and fear learning. *Psychological Review*, 108, 483–522.
- Öhman, A., & Mineka, S. (2003). The malicious serpent: Snakes as a prototypical stimulus for an evolved module of fear. *Current Directions in Psychological Science*, 12, 5–9.
- Oishi, S. (2004). Personality in culture: A neo-Allportian view. *Journal of Research in Personality*, 38, 68–74.
- Oishi, S. (2006). The concept of life satisfaction across cultures: An IRT analysis. *Journal of Research in Personality*, 40, 411–423.
- Oishi, S., Diener, E., Lucas, R. E., & Suh, E. M. (1999). Cross-cultural variations in predictors of life satisfaction: Perspectives from needs and values. *Personality and Social Psychology Bulletin*, 25, 980–990.
- Oishi, S., Diener, E., Scollon, C. N., & Biswas-Diener, R. (2004). Cross-situational consistency of affective experiences across cultures. *Journal of Personality and Social Psychology*, 86, 460–472.
- Oishi, S., & Graham, J. (2010). Social ecology: Lost and found in psychological science. *Perspectives in Psychological Science*, 5, 356–377.
- Oishi, S., & Sullivan, H. W. (2005). The mediating role of parental expectations in culture and well-being. *Journal of Personality*, 73, 1267–1294.
- Oldham, J. M., & Morris, L. B. (1995). *The new personality self-portrait*. New York: Bantam Books.
- Oltmanns, T. F., & Turkheimer, E. (2009). Person perception and personality pathology. *Current Directions in Psychological Science*, 18, 32–36.
- Ones, D. S., Viswesvaran, C., & Schmidt, F. L. (1993). Comprehensive meta-analysis of integrity test validities: Findings and implications for personnel selection and theories of job performance. *Journal of Applied Psychology*, 78, 679–703.
- Ones, D. S., Viswesvaran, C., & Schmidt, F. L. (1995). Integrity tests: Overlooked facts, resolved issues, and remaining questions. *American Psychologist*, 50, 456–457.
- Ones, D. S., Viswesvaran, C., & Schmidt, F. L. (2003). Personality and absenteeism: A meta-analysis of integrity tests. *European Journal of Personality*, 17(Suppl.: Personality and industrial, work, and organizational applications), S19–S38.
- Ornstein, R. E. (1977). *The psychology of consciousness* (2nd ed.). New York: Harcourt, Brace.
- Orth, U., Robins, R. W., & Roberts, B. W. (2008). Low self-esteem prospectively predicts depression in

- adolescence and young adulthood. *Journal of Personality and Social Psychology*, 95, 695–708.
- Osborn, S. M., Field, H. S., & Veres, J. G. (1998). Introversion-extraversion, self-monitoring and applicant performance in a situational panel interview: A field study. *Journal of Business and Psychology*, 13, 143–156.
- Ostendorf, F., & Angleitner, A. (1994, July). *Psychometric properties of the German translation of the NEO Personality Inventory (NEO-PI-R)*. Paper presented at the Seventh Conference of the European Association for Personality Psychology, Madrid, Spain.
- Osterman, L. L., & Brown, R. P. (2011). Culture of honor and violence against the self. *Personality and Social Psychology Bulletin*, 37, 1611–1623.
- Otway, L. J., & Vignoles, V. J. (2006). Narcissism and childhood recollection: A quantitative test of psychoanalytic predictions. *Personality and Social Psychology Bulletin*, 32, 104–116.
- Oyserman, D., Coon, H. M., & Kemmelmeier, M. (2002). Rethinking individualism and collectivism: Evaluation of theoretical assumptions and meta-analysis. *Psychological Bulletin*, 128, 3–72.
- Ozer, D. J. (1985). Correlation and the coefficient of determination. *Psychological Bulletin*, 97, 307–315.
- Ozer, D. J., & Benet-Martinez, V. (2006). Personality and the prediction of consequential outcomes. *Annual Review of Psychology*, 57, 401–421.
- Pagan, J. L., Eaton, N. R., Turkheimer, E., & Oltmanns, T. F. (2006). Peer-reported personality problems of research nonparticipants: Are our samples biased? *Personality and Individual Differences*, 41, 1131–1142.
- Pakula, A. J. [Director], & Goldman, W. [Writer]. (1976). *All the president's men* [Motion picture]. United States: Warner Bros.
- Park, B., & Rothbart, M. (1982). Perceptions of out-group homogeneity and levels of social categorization: Memory for the subordinate attributes of in-group and out-group members. *Journal of Personality and Social Psychology*, 42, 1051–1068.
- Park, G., Lubinski, D., & Benbow, C. P. (2007). Contrasting intellectual patterns predict creativity in the arts and sciences: Tracking intellectually precocious youth over 25 years. *Psychological Science*, 18, 948–952.
- Park, N., & Peterson, C. (2010). Does it matter where we live? The urban psychology of character strengths. *American Psychologist*, 65, 535–547.
- Parker, K. C. H., Hunsley, J., & Hanson, R. K. (1999). Old wine from old skins sometimes tastes like vinegar: A response to Garb, Florio, and Grove. *Psychological Science*, 10, 291–292.
- Passini, F. T., & Norman, W. T. (1966). A universal conception of personality structure? *Journal of Personality and Social Psychology*, 4, 44–49.
- Paulhus, D. L. (1998). Interpersonal and intrapsychic adaptiveness of trait self-enhancement: A mixed blessing? *Journal of Personality and Social Psychology*, 74, 1197–1208.
- Paulhus, D. L., & Williams, K. M. (2002). The dark triad of personality: Narcissism, Machiavellianism, and psychopathy. *Journal of Research in Personality*, 36, 556–563.
- Paunonen, S. V. (2003). Big Five factors of personality and replicated predictions of behavior. *Journal of Personality and Social Psychology*, 84, 411–422.
- Paunonen, S. V. (2006). You are honest, therefore I like you and find you attractive. *Journal of Research in Personality*, 40, 237–249.
- Paunonen, S. V., & Jackson, D. N. (2000). What is beyond the Big Five? *Journal of Personality*, 68, 821–835.
- Pavlov, I. P. (1927). Conditioned reflexes: An investigation of the physiological activity of the cerebral cortex. *Classics in the history of psychology* (G. V. Anrep, Trans.). Retrieved July 16, 2003, from psychclassics.yorku.ca/Pavlov/lecture23.htm
- Penfield, W., & Perot, P. (1963). The brain's record of auditory and visual experience. *Brain*, 86, 595–596.
- Penke, L., & Asendorpf, J. B. (2008). Beyond global sociosexual orientations: A more differentiated look at sociosexuality and its effects on courtship and romantic relationships. *Journal of Personality and Social Psychology*, 95, 1113–1135.
- Pennebaker, J. W. (1992). Inhibition as the linchpin of health. In H. S. Friedman (Ed.), *Hostility, coping, and health* (pp. 127–139). Washington, DC: American Psychological Association.
- Penton-Voak, I. S., Pound, N., Little, A. C., & Perrett, D. I. (2006). Personality judgments from natural and composite facial images: More evidence

- for a "kernel of truth" in social perception. *Social Cognition*, 24, 607–640.
- Peterson, C., Maier, S. F., & Seligman, M. E. (1993). *Learned helplessness: A theory for the age of personal control*. London: Oxford University Press.
- Peterson, C., & Seligman, M. E. P. (Eds.). (2004). *Character strengths and virtues: A handbook and classification*. Washington, DC: American Psychological Association.
- Peterson, C., & Steen, T. A. (2002). Optimistic explanatory style. In C. R. Snyder & S. J. Lopez (Eds.), *Handbook of positive psychology* (pp. 244–256). London: Oxford University Press.
- Pfohl, B., Blum, N., & Zimmerman, M. (1997). *Structured Interview of DSM-IV Personality (SIDP-IV)*. Washington, DC: American Psychiatric Press.
- Piccinelli, M., Pini, S., Bellantuono, C., & Wilkinson, G. (1995). Efficacy of drug treatment in obsessive-compulsive disorder: A meta-analytic review. *British Journal of Psychiatry*, 166, 424–443.
- Piedmont, R. L., & Chae, J. H. (1997). Cross-cultural generalizability of the five-factor model of personality. *Journal of Cross-Cultural Psychology*, 28, 131–155.
- Pierro, A., Giacomantonio, M., Pica, G., Kruglanski, A. W., & Higgins, E. T. (2011). On the psychology of time in action: Regulatory mode orientations and procrastination. *Journal of Personality and Social Psychology*, 101, 1317–1331.
- Pillssworth, E. G., & Haselton, M. G. (2006). Male sexual attractiveness predicts differential ovulatory shifts in female extra-pair attraction and male mate retention. *Evolution and Human Behavior*, 27, 247–258.
- Pinker, S. (1997). *How the mind works*. New York: Norton.
- Pinquart, M., & Sörensen, S. (2000). Influences of socioeconomic status, social network, and competence on subjective well-being in later life: A meta-analysis. *Psychology and Aging*, 15, 187–224.
- Pinsky, D., & Young, S. M. (2009). *The mirror effect*. New York: Harper-Collins.
- Plomin, R., Chipuer, H. M., & Loehlin, J. C. (1990). Behavioral genetics and personality. In L. Pervin (Ed.), *Handbook of personality: Theory and research* (pp. 225–243). New York: Guilford Press.
- Plomin, R., Corley, R., DeFries, J. C., & Fulker, D. W. (1990). Individual differences in television viewing in early childhood: Nature as well as nurture. *Psychological Science*, 1, 371–377.
- Plomin, R., & Crabbe, J. (2000). DNA. *Psychological Bulletin*, 126, 806–828.
- Pope, H. G., & Katz, D. L. (1994). Psychiatric and medical effects of anabolic-androgen steroid use: A controlled study of 160 athletes. *Archives of General Psychiatry*, 51, 375–382.
- Pope, K. S., Tabachnick, B., & Keith-Spiegel, P. (1987). Ethics of practice: The beliefs and behaviors of psychologists as therapists. *American Psychologist*, 42, 993–1006.
- Pressman, S. D., & Cohen, S. (2005). Does positive affect influence health? *Psychological Bulletin*, 131, 925–971.
- Price, R. H., & Bouffard, D. L. (1974). Behavioral appropriateness and situational constraint as dimensions of social behavior. *Journal of Personality and Social Psychology*, 30, 579–586.
- Public Health Service (1991). *Application for Public Health Service grant (PHS 398; OMB Publication No. 0925-0001)*. Washington, DC: U.S. Government Printing Office.
- Public Health Service (2001). *Mental health: Culture, race, and ethnicity: A supplement to mental health: A report of the Surgeon General*. Washington, DC: U.S. Government Printing Office.
- Pullum, G. K. (1991). *The great Eskimo vocabulary hoax, and other irreverent essays on the study of language*. University of Chicago Press.
- Pyszczynski, T., Greenberg, J., & Solomon, S. (1997). Why do we need what we need? A terror management perspective on the roots of human social motivation. *Psychological Inquiry*, 8, 1–20.
- Qi, J., & Zhu, Y. (2002). The self-reference effect of Chinese college students. *Psychological Science (China)*, 25, 275–278.
- Quartier, V., & Rossier, J. (2008). A study of personality in children aged 8–12 years: Comparing self- and parents' ratings. *European Journal of Personality*, 22, 575–588.
- Rabiner, D. L., Lenhart, L., & Lochman, J. E. (1990). Automatic versus reflective social problem solving in relation to sociometric status. *Developmental Psychology*, 26, 1010–1016.
- Rada, R. T., Laws, D. R., & Kellner, R. (1976). Plasma testosterone levels in the rapist. *Psychosomatic Medicine*, 38, 257–268.

- Rahula, W. (1974). *What the Buddha taught*. New York: Grove Press.
- Raine, A. (2008). From genes to brain to antisocial behavior. *Current Directions in Psychological Science*, 17, 323–328.
- Raleigh, M. J. (1987). Differential behavioral effects of tryptophan and 5-hydroxy-tryptophan in vervet monkeys: Influences of catecholaminergic systems. *Psychopharmacology*, 93, 44–50.
- Raleigh, M. J., McGuire, M. T., Brammer, G. L., Pollock, D. B., & Yuwiler, A. (1991). Serotonergic mechanisms promote dominance acquisition in adult male vervet monkeys. *Brain Research*, 559, 181–190.
- Ramírez-Esparza, N., Gosling, S. D., Benet-Martínez, V., Potter, J. P., & Pennebaker, J. W. (2006). Do bilinguals have two personalities? A special case of cultural frame switching. *Journal of Research in Personality*, 40, 99–120.
- Ramírez-Esparza, N., Mehl, M. R., Álvarez-Bermúdez, J., & Pennebaker, J. W. (2008). Are Mexicans less sociable than Americans? Insights from a naturalistic observation study. *Journal of Research in Personality*, 43, 1–7.
- Rapaport, D. (1960). *The structure of psychoanalytic theory: A systematizing attempt*. New York: International Universities Press.
- Raskin, R., & Hall, C. S. (1981). The Narcissistic Personality Inventory: Alternative form reliability and further evidence of construct validity. *Journal of Personality Assessment*, 45, 159–162.
- Raskin, R., Novacek, J., & Hogan, R. (1991). Narcissistic self-esteem management. *Journal of Personality and Social Psychology*, 60, 911–918.
- Raskin, R., & Terry, H. (1988). A principal-components analysis of the Narcissistic Personality Inventory and further evidence of its construct validity. *Journal of Personality and Social Psychology*, 54, 890–902.
- Raymund, P., Garcia, J. M., Restubog, L. D., & Denson, T. F. (2010). The moderating role of prior exposure to aggressive home culture in the relationship between negative reciprocity beliefs and aggression. *Journal of Research in Personality*, 44, 380–385.
- Reis, H. T., Capobianco, A., & Tsai, F. (2002). Finding the person in personal relationships. *Journal of Personality*, 70, 813–850.
- Reise, S. (2006). *Notes on psychology lectures*. Unpublished manuscript, University of California, Los Angeles.
- Rentfrow, P. J., Goldberg, L. R., & Levitin, D. J. (2011). The structure of musical preferences: A five-factor model. *Journal of Personality and Social Psychology*, 100, 1139–1157.
- Rentfrow, P. J., & Gosling, S. D. (2003). The do re mi's of everyday life: The structure and personality correlates of music preferences. *Journal of Personality and Social Psychology*, 84, 1236–1256.
- Rentfrow, P. J., & Gosling, S. D. (2006). Message in a ballad: The role of music preferences in interpersonal perception. *Psychological Science*, 17, 236–242.
- Rentfrow, P. J., Gosling, S. D., & Potter, J. (2008). A theory of the emergence, persistence, and expression of geographic variation in psychological characteristics. *Perspectives on Psychological Science*, 3, 339–369.
- Revelle, W., Amaral, P., & Turriff, S. (1976). Introversion-extraversion, time stress, and caffeine: The effect on verbal performance. *Science*, 192, 149–150.
- Revelle, W., Humphreys, M. S., Simon, L., & Gilliland, K. (1980). Interactive effect of personality, time of day, and caffeine: Test of the arousal model. *Journal of Experimental Psychology: General*, 109, 1–31.
- Revelle, W., & Oehlberg, K. (2008). Integrating experimental and observational personality research: The contributions of Hans Eysenck. *Journal of Personality*, 76, 1387–1414.
- Rhodewalt, F., & Morf, C. C. (1998). On self-aggrandizement and anger: A temporal analysis of narcissism and affective reactions to success and failure. *Journal of Personality and Social Psychology*, 74, 672–685.
- Richard, F. D., Bond, C. F., Jr., & Stokes-Zoota, J. J. (2003). One hundred years of social psychology quantitatively described. *Review of General Psychology*, 7, 331–363.
- Rickert, E. J. (1998). Authoritarianism and economic threat: Implications for political behavior. *Political Psychology*, 19, 707–720.
- Ridley, M. (1999). *Genome: The autobiography of a species in 23 chapters*. New York: HarperCollins.
- Riemann, R., Angleitner, A., & Strelau, J. (1997). Genetic and environmental influences on personality: A study of twins reared together using the

self- and peer report NEO-FFI scales. *Journal of Personality*, 65, 449–475.

Rilling, J. K., Gutman, D. A., Zeh, T. R., Pagnoni, G., Berns, G. S., & Kilts, C. D. (2002). A neural basis for social cooperation. *Neuron*, 35, 395–405.

Risch, N., Herrell, R., Lehner, T., Liang, K-Y., Eaves, L., Hoh, J., et al. (2009). Interaction between the serotonin transporter gene (5-HTTLPR), stressful life events, and risk of depression. *Journal of the American Medical Association*, 301, 2462–2492.

Robert, C., & Cheung, Y. H. (2010). An examination of the relationship between conscientiousness and group performance on a creative task. *Journal of Research in Personality*, 44, 222–231.

Roberts, B. W., Caspi, A., & Moffitt, T. (2001). The kids are alright: Growth and stability in personality development from adolescence to adulthood. *Journal of Personality and Social Psychology*, 81, 670–683.

Roberts, B. W., & DelVecchio, W. F. (2000). The rank-order consistency of personality traits from childhood to old age: A quantitative review of longitudinal studies. *Psychological Bulletin*, 126, 3–25.

Roberts, B. W., & Jackson, J. J. (2008). Sociogenomic personality psychology. *Journal of Personality*, 76, 1523–1544.

Roberts, B. W., Kuncel, N. R., Shiner, R., Caspi, A., & Goldberg, L. R. (2007). The power of personality: The comparative validity of personality traits, socioeconomic status, and cognitive ability for predicting important life outcomes. *Perspectives on Psychological Science*, 2(4), 313–345.

Roberts, B. W., & Pomerantz, E. M. (2004). On traits, situations and their integration: A developmental perspective. *Personality and Social Psychology Review*, 8, 402–416.

Roberts, B. W., Walton, K. E., & Viechtbauer, W. (2006). Patterns of mean-level change in personality traits across the life course: A meta-analysis of longitudinal studies. *Psychological Bulletin*, 132, 1–25.

Roberts, B. W., Wood, D., & Caspi, A. (2008). The development of personality traits in adulthood. In O. P. John, R. W. Robins, & L. A. Pervin (Eds.), *Handbook of personality: Theory and research* (3rd ed., pp. 375–398). New York: Guilford Press.

Robins, R. W., & Beer, J. S. (2001). Positive illusions about the self: Short-term benefits and long-term

costs. *Journal of Personality and Social Psychology*, 80, 340–352.

Robins, R. W., Caspi, A., & Moffitt, T. (2002). It's not just who you're with, it's who you are: Personality and relationship experiences across multiple relationships. *Journal of Personality*, 70, 925–964.

Robins, R. W., John, O. P., & Caspi, A. (1998). The typological approach to studying personality. In R. B. Cairns & L. R. Bergman (Eds.), *Methods and models for studying the individual* (pp. 135–160). Thousand Oaks, CA: Sage.

Robins, R. W., & Pals, J. L. (2002). Implicit self-theories in the academic domain: Implications for goal orientation, attributions, affect, and self-esteem change. *Self and Identity*, 1, 313–336.

Robins, R. W., Tracy, J. L., & Trzesniewski, K. H. (2008). Naturalizing the self. In O. P. John, R. W. Robins, & L. A. Pervin (Eds.), *Handbook of personality: Theory and research* (3rd ed.) (pp. 421–447). New York: Guilford Press.

Robinson, P. (1993). *Freud and his critics*. Berkeley: University of California Press.

Rogers, C. R. (1951). *Client-centered therapy: Its current practice, implications, and theory*. Boston: Houghton Mifflin.

Rogers, C. R. (1961). *On becoming a person*. Boston: Houghton Mifflin.

Rorer, L. G. (1990). Personality assessment: A conceptual survey. In L. Pervin (Ed.), *Handbook of personality: Theory and research* (pp. 693–720). New York: Guilford Press.

Rorschach, H. (1921). *Psychodiagnostik*. Bern, Switzerland: Huber.

Rosch, E. H. (1973). Natural categories. *Cognitive Psychology*, 4, 328–350.

Rosenthal, R. (1973a). Estimating effective reliabilities in studies that employ judges' ratings. *Journal of Clinical Psychology*, 29, 342–345.

Rosenthal, R. (1973b). The mediation of Pygmalion effects: A four-factor "theory." *Papua New Guinea Journal of Education*, 9, 1–12.

Rosenthal, R. (1973c). *On the social psychology of the self-fulfilling prophecy: Further evidence for Pygmalion effects and their mediating mechanisms* (Module No. 53). New York: MSS Modular Publications.

Rosenthal, R. (Ed.). (1980). *Quantitative analysis of research domains. New directions for methodology of*

- social and behavioral science* (no. 5). San Francisco: Jossey-Bass.
- Rosenthal, R., & DiMatteo, M. R. (2001). Meta-analysis: Recent developments in quantitative methods for literature reviews. *Annual Review of Psychology*, 52, 59-82.
- Rosenthal, R., Hiller, J. B., Bornstein, R. F., Berry, D. T. R., & Brunell-Neuleib, S. (2001). Meta-analytic methods, the Rorschach, and the MMPI. *Psychological Assessment*, 13, 449-451.
- Rosenthal, R., & Jacobson, L. (1968). *Pygmalion in the classroom: Teacher expectation and pupils' intellectual development*. New York: Holt, Rinehart.
- Rosenthal, R., & Rosnow, R. L. (1991). *Essentials of behavioral research: Methods and data analysis* (2nd ed.). New York: McGraw-Hill.
- Rosenthal, R., & Rubin, D. B. (1978). Interpersonal expectancy effects: The first 345 studies. *Behavioral and Brain Sciences*, 1, 377-415.
- Rosenthal, R., & Rubin, D. B. (1982). A simple, general purpose display of magnitude of experimental effect. *Journal of Educational Psychology*, 74, 166-169.
- Rosolack, T. K., & Hampson, S. E. (1991). A new typology of health behaviors for personality-health predictions: The case of locus of control. *European Journal of Personality*, 5, 151-168.
- Ross, L., Greene, D., & House, P. (1977). The false consensus phenomenon: An attributional bias in self-perception and social perception processes. *Journal of Experimental Social Psychology*, 13, 279-301.
- Ross, L., Lepper, M. R., & Hubbard, M. (1975). Perseverance in self perception and social perception: Biased attribution processes in the debriefing paradigm. *Journal of Personality and Social Psychology*, 32, 880-892.
- Ross, L., & Nisbett, R. E. (1991). *The person and the situation: Perspectives of social psychology*. New York: McGraw-Hill.
- Rosse, J. G., Stecher, M. D., Miller, J. L., & Levin, R. A. (1998). The impact of response distortion on preemployment personality testing and hiring decisions. *Journal of Applied Psychology*, 83, 634-644.
- Rotter, J. B. (1954). *Social learning and clinical psychology*. Englewood Cliffs, NJ: Prentice-Hall.
- Rotter, J. B. (1982). *The development and applications of social learning theory: Selected papers*. New York: Praeger.
- Rowatt, W. C., Cunningham, M. R., & Druen, P. B. (1998). Deception to get a date. *Personality and Social Psychology Bulletin*, 24, 1228-1242.
- Rowe, D. C. (1994). *The limits of family influence: Genes, experience, and behavior*. New York: Guilford Press.
- Rowe, D. C., Rodgers, J. L., & Meseck-Bushey, S. (1992). Sibling delinquency and the family environment: Shared and unshared influences. *Child Development*, 63, 59-67.
- Rozeboom, W. W. (1960). The fallacy of the null-hypothesis significance test. *Psychological Bulletin*, 57, 416-428.
- Rozin, P. (1999). The process of moralization. *Psychological Science*, 10, 218-221.
- Rozin, P., Markwith, M., & Stoess, C. (1997). Moralization and becoming a vegetarian: The transformation of preferences into values and the recruitment of disgust. *Psychological Science*, 8, 67-73.
- Rozin, P., & Zellner, D. (1985). The role of Pavlovian conditioning in the acquisition of food likes and dislikes. *Annals of the New York Academy of Sciences*, 443, 189-202.
- Rudikoff, E. C. (1954). A comparative study of the changes in the concepts of the self, the ordinary person, and the ideal in eight cases. In C. R. Rogers & R. F. Dymond (Eds.), *Psychotherapy and personality change: Co-ordinated studies in the client-centered approach* (pp. 85-98). University of Chicago Press.
- Rule, N. O., & Ambady, N. (2008a). Brief exposures: Male sexual orientation is accurately perceived at 50 ms. *Journal of Experimental Social Psychology*, 44, 1100-1105.
- Rule, N. O., & Ambady, N. (2008b). The face of success: Inferences from chief executive officers' appearance predict company profits. *Psychological Science*, 19, 109-111.
- Rumelhart, D. E., McClelland, J. L., & The PDP Research Group (1986). *Parallel distributed processing: Explorations in the microstructure of cognition: Vol. 1. Foundations*. Cambridge, MA: MIT Press.
- Russell, J. A. (1983). Pancultural aspects of the human conceptual organization of emotions. *Journal of Personality and Social Psychology*, 45, 1281-1288.

- Russell, S. S., & Zickar, M. J. (2005). An examination of differential item and test functioning across personality judgments. *Journal of Research in Personality*, 39, 354–368.
- Ryan, R. M., & Deci, E. L. (2000). Self-determination theory and the facilitation of intrinsic motivation, social development, and well-being. *American Psychologist*, 55, 68–78.
- Ryan, R. M., Huta, V., & Deci, E. L. (2008). Living well: A self-determination theory perspective on eudaimonia. *Journal of Happiness Studies*, 9, 139–170.
- Rychlak, J. F. (1988). *The psychology of rigorous humanism* (2nd ed.). New York University Press.
- Ryff, C. D., & Singer, B. (2003). Flourishing under fire: Resilience as a prototype of challenged thriving. In C. L. M. Keyes & J. Haidt (Eds.), *Flourishing: Positive psychology and the life well-lived* (pp. 15–36). Washington, DC: American Psychological Association.
- Saad, G., & Vongas, J. G. (2009). The effects of conspicuous consumption on men's testosterone levels. *Organizational Behavior and Human Decision Processes*, 110, 80–92.
- Sabini, J. (1995). *Social psychology* (2nd ed.). New York: Norton.
- Sackett, P. R., Burris, L. R., & Callahan, C. (1989). Integrity testing for personnel selection: An update. *Personnel Psychology*, 42, 491–529.
- Sacks, O. W. (1983). *Awakenings*. New York: Dutton.
- Sahagun, L. (2005, November 28). Far more than creatures of habit. *Los Angeles Times*, p. B1.
- Salovey, P., Hsee, C. K., & Mayer, J. D. (1993). Emotional intelligence and the self-regulation of affect. In D. M. Wegner & J. W. Pennebaker (Eds.), *Handbook of mental control* (pp. 258–277). Englewood Cliffs, NJ: Prentice-Hall.
- Sartre, J. P. (1965). The humanism of existentialism. In W. Baskin (Ed.), *Essays in existentialism* (pp. 31–62). Secaucus, NJ: Citadel Press.
- Sasovova, Z., Mehra, A., Borgatti, S. P., & Schippers, M. C. (2010). Network churn: The effects of self-monitoring personality on brokerage dynamics. *Administrative Science Quarterly*, 55, 639–670.
- Saucier, G., & Goldberg, L. R. (1996). Evidence for the Big Five in analyses of familiar English personality adjectives. *European Journal of Personality*, 10, 61–77.
- Saucier, G., & Goldberg, L. R. (1998). What is beyond the Big Five? *Journal of Personality*, 66, 495–524.
- Saucier, G., & Goldberg, L. R. (2003). The structure of personality attributes. In M. R. Barrick & A. M. Ryan (Eds.), *Personality and work: Reconsidering the role of personality in organizations* (pp. 1–29). San Francisco: Jossey-Bass.
- Sautter, S. W., Briscoe, L., & Farkas, K. (1991). A neuropsychological profile of Capgras syndrome. *Neuropsychology*, 5, 139–150.
- Savodnik, I. (2006, January 1). Psychiatry's sick compulsion: Turning weaknesses into diseases. *Los Angeles Times*, pp. M1–M3.
- Scarr, S., & McCartney, K. (1983). How people make their own environments: A theory of genotype-environment interactions. *Child Development*, 54, 424–435.
- Schaller, M., & Murray, D. R. (2008). Pathogens, personality, and culture: Disease prevalence predicts worldwide variability in sociosexuality, extraversion, and openness to experience. *Journal of Personality and Social Psychology*, 95, 212–221.
- Schank, R. C. (1996). Goal-based scenarios: Case-based reasoning meets learning by doing. In David Leake (Ed.), *Case-based reasoning: Experiences, lessons & future directions* (pp. 295–347). Cambridge, MA: AAAI Press/MIT Press.
- Scherer, K. R. (1978). Personality inference from voice quality: The loud voice of extraversion. *European Journal of Social Psychology*, 8, 467–487.
- Schlenker, B. R., Weigold, M. F., & Hallam, J. R. (1990). Self-serving attributions in social context: Effects of self-esteem and social pressure. *Journal of Personality and Social Psychology*, 58, 855–863.
- Schmeichel, B. J., Gailliot, M. T., Filardo, E., McGregor, I., Gitter, S., & Baumeister, R. F. (2009). Terror management theory and self-esteem revisited: The roles of implicit and explicit self-esteem in mortality salience effects. *Journal of Personality and Social Psychology*, 96, 1077–1087.
- Schmidt, D. B., Lubinski, D., & Benbow, C. P. (1998). Validity of assessing educational-vocational preference dimensions among intellectually talented 13-year-olds. *Journal of Counseling Psychology*, 45, 436–453.
- Schmidt, F. L. (1996). Statistical significance testing and cumulative knowledge in psychology:

- Implications for training of researchers. *Psychological Methods*, 1, 115–129.
- Schmidt, F. L., & Hunter, J. E. (1992). Development of a causal model of processes determining job performance. *Current Directions in Psychological Science*, 1, 89–92.
- Schmitt, D. P., & Buss, D. M. (2001). Human mate poaching: Tactics and temptations for infiltrating existing mateships. *Journal of Personality and Social Psychology*, 80, 894–917.
- Schmitt, D. P., Realo, A., Voracek, M., & Allik, J. (2008). Why can't a man be more like a woman? Sex differences in Big Five personality traits across cultures. *Journal of Personality and Social Psychology*, 94, 168–182.
- Schneider, K. (1923). *Die psychopathischen Persönlichkeiten* [Psychopathic Personalities]. Vienna: Deuticke.
- Schneider, L., & Schimmack, U. (2010). Examining sources of self-other agreement in life-satisfaction judgments. *Journal of Research in Personality*, 44, 207–212.
- Schreer, G. E. (2002). Narcissism and aggression: Is inflated self-esteem related to aggressive driving? *North American Journal of Psychology*, 4, 333–341.
- Schuerger, J. M., Zarrella, K. L., & Hotz, A. S. (1989). Factors that influence the temporal stability of personality by questionnaire. *Journal of Personality and Social Psychology*, 56, 777–783.
- Schultheiss, O. C. (2008). Implicit motives. In O. P. John, R. W. Robins, & L. A. Pervin (Eds.), *Handbook of personality* (3rd ed., pp. 603–633). New York: Guilford Press.
- Schultheiss, O. C., Wirth, M. M., Torges, C. M., Pang, J. S., Vallacorta, M. A., & Welsh, K. M. (2005). Effects of implicit power motivation on men's and women's implicit learning and testosterone changes after social victory or defeat. *Journal of Personality and Social Psychology*, 88, 174–188.
- Schwartz, B., Ward, A., Monterosso, J., Lyubomirsky, S., White, K., & Lehman, D. R. (2002). Maximizing versus satisficing: Happiness is a matter of choice. *Journal of Personality and Social Psychology*, 83, 1178–1197.
- Schwartz, C. E., Wright, C. I., Shin, L. M., Kagan, J., & Rauch, S. L. (2003). Inhibited and uninhibited infants "grown up": Adult amygdalar response to novelty. *Science*, 300, 1952–1953.
- Schwartz, S. H., & Sagiv, L. (1995). Identifying culture-specifics in the content and structure of values. *Journal of Cross-Cultural Psychology*, 26, 92–116.
- Schwarz, N. (1999). Self-reports: How questions frame the answers. *American Psychologist*, 54, 93–105.
- Sears, D. O. (1986). College sophomores in the laboratory: Influences of a narrow data base on social psychology's view of human nature. *Journal of Personality and Social Psychology*, 51, 515–530.
- Sears, R. R. (1947). *Survey of objective studies of psychoanalytic concepts*. New York: Social Science Research Council.
- Selby, E. A., Anestis, M. D., Bender, T. W., & Joiner, T. E., Jr. (2009). An exploration of the emotional cascade model in borderline personality disorder. *Journal of Abnormal Psychology*, 118, 375–387.
- Seligman, M. E. P. (1968). Chronic fear produced by unpredictable electric shock. *Journal of Comparative and Physiological Psychology*, 66, 402–411.
- Seligman, M. E. P., & Csikszentmihalyi, M. (2000). Positive psychology: An introduction. *American Psychologist*, 55, 5–14.
- Selye, H. (1956). *The stress of life*. New York: McGraw-Hill.
- Shackman, A. J., McMenamin, B. W., Maxwell, J. S., Greischar, L. L., & Davidson, R. L. (2009). Right dorsolateral prefrontal cortical activity and behavioral inhibition. *Psychological Science*, 20, 1500–1506.
- Shanahan, J. (1995). Television viewing and adolescent authoritarianism. *Journal of Adolescence*, 18, 271–288.
- Shapiro, D. (1965). *Neurotic styles*. New York: Basic Books.
- Shapiro, D. (2000). *Dynamics of character: Self-regulation in psychopathology*. New York: Basic Books.
- Sharpe, D., Adair, J. G., & Roesel, N. J. (1992). Twenty years of deception research: A decline in subjects' trust? *Personality and Social Psychology Bulletin*, 18, 585–590.
- Shaver, P. R., & Clark, C. L. (1994). The psychodynamics of adult romantic attachment. In J. M. Masling & R. F. Bornstein (Eds.), *Empirical perspectives on*

- object relations theory (pp. 105–156). Washington, DC: American Psychological Association.
- Shaver, P. R., & Mikulincer, M. (2005). Attachment theory and research: Resurrection of the psychodynamic approach to personality. *Journal of Research in Personality*, 39, 22–45.
- Shedler, J., & Block, J. (1990). Adolescent drug use and psychological health: A longitudinal inquiry. *American Psychologist*, 45, 612–630.
- Shenk, J. W. (1999, May). America's altered states. *Harper's*, 298, 38–52.
- Sherman, R. A., & Funder, D. C. (2009). Evaluating correlations in studies of personality and behavior: Beyond the number of significant findings to be expected by chance. *Journal of Research in Personality*, 43, 1053–1063.
- Sherman, R. A., Nave, C. S., & Funder, D. C. (2010). Situational similarity and personality predict behavioral consistency. *Journal of Personality and Social Psychology*, 99, 330–343.
- Shoda, Y. (1999). Behavioral expressions of a personality system: Generation and perception of behavioral signatures. In D. Cervone and Y. Shoda (Eds.), *The coherence of personality: Social-cognitive bases of consistency, variability, and organization* (pp. 155–181). New York: Guilford Press.
- Shweder, R. A., & Bourne, E. J. (1982). Does the concept of person vary cross-culturally? In A. J. Marsella & G. M. White (Eds.), *Cultural conceptions of mental health and therapy* (pp. 97–137). London: Reidel.
- Shweder, R. A., & Bourne, E. J. (1984). Does the concept of person vary cross-culturally? In R. A. Shweder & R. LeVine (Eds.), *Culture theory* (pp. 158–199). Cambridge, UK: Cambridge University Press.
- Shweder, R. A., Mahapatra, M., & Miller, J. G. (1990). Culture and moral development. In J. W. Stigler, R. A. Shweder, & G. Herdt (Eds.), *Cultural psychology* (pp. 130–204). New York: Cambridge University Press.
- Shweder, R. A., & Sullivan, M. A. (1990). The semi-otic subject of cultural psychology. In L. A. Pervin (Ed.), *Handbook of personality: Theory and research* (pp. 399–416). New York: Guilford Press.
- Shweder, R. A., & Sullivan, M. A. (1993). Cultural psychology: Who needs it? *Annual Review of Psychology*, 44, 497–523.
- Siegel, S. (1984). Pavlovian conditioning and heroin overdose: Reports by overdose victims. *Bulletin of the Psychonomic Society*, 22, 428–430.
- Siegel, S., & Ellsworth, D. W. (1986). Pavlovian conditioning and death from apparent overdose of medically prescribed morphine: A case report. *Bulletin of the Psychonomic Society*, 24, 278–280.
- Silverman, L. H. (1976). Psychoanalytic theory: The reports of my death are greatly exaggerated. *American Psychologist*, 31, 621–637.
- Silverstein, S. (1993, July 10). Target to pay \$2 million in testing case. *Los Angeles Times*, pp. D1–D2.
- Simon, L., Greenberg, J., & Brehm, J. (1995). Trivialization: The forgotten mode of dissonance reduction. *Journal of Personality and Social Psychology*, 68, 247–260.
- Simonton, D. K., & Baumeister, R. F. (2005). Positive psychology at the summit. *Review of General Psychology*, 9, 99–102.
- Simpson, J. A., & Gangestad, S. W. (1991). Individual differences in sociosexuality: Evidence for convergent and discriminant validity. *Journal of Personality and Social Psychology*, 60, 870–883.
- Simpson, J. A., & Gangestad, S. W. (1992). Sociosexuality and romantic partner choice. *Journal of Personality*, 60, 31–51.
- Simpson, J. A., Gangestad, S. W., & Lerma, M. (1990). Perception of physical attractiveness: Mechanisms involved in the maintenance of romantic relationships. *Journal of Personality and Social Psychology*, 59, 1192–1201.
- Singh, D., Vidaurri, M., Zambarano, R. J., & Dabbs, J. M., Jr. (1999). Lesbian erotic role identification: Behavioral, morphological, and hormonal correlates. *Journal of Personality and Social Psychology*, 76, 1035–1049.
- Sinn, D. L., Gosling, S. D., & Moltschanivskyj, N. A. (2008). Development of shy/bold behavior in the squid: Context-specific phenotypes associated with developmental plasticity. *Animal Behaviour*, 75, 433–442.
- Sirotin, Y. B., & Das, A. (2009). Anticipatory haemodynamic signals in sensory cortex not predicted by local neuronal activity. *Nature*, 457, 475–480.
- Skinner, B. F. (1938). *The behavior of organisms: An experimental analysis*. New York: Macmillan.

- Skinner, B. F. (1948). *Walden Two*. New York: Macmillan.
- Skinner, B. F. (1971). *Beyond freedom and dignity*. New York: Knopf.
- Skodol, A. E., Gunderson, J. G., McGlashan, T. H., Dyck, I. R., Stout, R. L., Bender, D. S., et al. (2002). Functional impairment in patients with schizotypal, borderline, avoidant, or obsessive-compulsive personality disorder. *American Journal of Psychiatry*, 159, 276–283.
- Slatcher, R. B., Mehta, P. H., & Josephs, R. A. (2011). Testosterone and self-reported dominance interact to influence human mating behavior. *Social Psychological and Personality Science*, 2, 531–539.
- Small, D. M., Gregory, M. D., Mak, Y. E., Citelman, D., Mesulam, M. M., & Parrish, T. (2003). Dissociation of neural representation of intensity and affective valuation in human gestation. *Neuron*, 39, 701–711.
- Smidt, K. E., & DeBono, K. G. (2011). On the effects of product name on product evaluation: An individual difference perspective. *Social Influence*, 6, 131–141.
- Smith, C. P. (Ed.). (1992). *Motivation and personality: Handbook of thematic content analysis*. New York: Cambridge University Press.
- Smith, E. R., & Branscombe, N. R. (1987). Procedurally mediated social inferences: The case of category accessibility effects. *Journal of Experimental Social Psychology*, 23, 361–382.
- Smith, E. R., & DeCoster, J. (2000). Dual-process models in social and cognitive psychology: Conceptual integration and links to underlying memory systems. *Personality and Social Psychology Review*, 4, 108–131.
- Smith, R. E., Shoda, Y., Cumming, S. P., & Smoll, F. L. (2009). Behavioral signatures at the ballpark: Intraindividual consistency of adults' situation-behavior patterns and their interpersonal consequences. *Journal of Research in Personality*, 43, 187–195.
- Smith, S. S., & Richardson, D. (1983). Amelioration of deception and harm in psychological research: The important role of debriefing. *Journal of Personality and Social Psychology*, 44, 1075–1082.
- Smits, A. M., Dolan, C. V., Vorst, H. C. M., Wicherts, J. M., & Timmerman, M. E. (2011). Cohort differences in Big Five personality factors over a period of 25 years. *Journal of Personality and Social Psychology*, 100, 1124–1138.
- Snyder, M. (1974). The self-monitoring of expressive behavior. *Journal of Personality and Social Psychology*, 30, 526–537.
- Snyder, M. (1987). *Public appearances, private realities: The psychology of self-monitoring*. New York: Freeman.
- Snyder, M., & Ickes, W. (1985). Personality and social behavior. In G. Lindzey & E. Aronson (Eds.), *Handbook of social psychology* (3rd ed., Vol. 2, pp. 883–948). Reading, MA: Addison-Wesley.
- Snyder, M., & Monson, T. C. (1975). Persons, situations, and the control of social behavior. *Journal of Personality and Social Psychology*, 32, 637–644.
- Snyder, M., & Swann, W. B. (1978). Behavioral confirmation in social interaction: From social perception to social reality. *Journal of Experimental Social Psychology*, 14, 148–162.
- Snyder, M., Tanke, E. D., & Berscheid, E. (1977). Social perception and interpersonal behavior: On the self-fulfilling nature of social stereotypes. *Journal of Personality and Social Psychology*, 35, 656–666.
- Sohlberg, S. & Birgegard, A. (2003). Persistent complex subliminal activation effects: First experimental observations. *Journal of Personality and Social Psychology*, 85, 302–316.
- Somer, O., & Goldberg, L. R. (1999). The structure of Turkish trait-descriptive adjectives. *Journal of Personality and Social Psychology*, 76, 431–450.
- Soto, C. J., John, O. P., Cosling, S. D., & Potter, J. (2011). Age differences in personality traits from 10 to 65: Big Five domains and facets in a large cross-sectional sample. *Journal of Personality and Social Psychology*, 100, 330–348.
- South, S. C., Oltmanns, T., & Turkheimer, E. (2005). Interpersonal perception and pathological features: Consistency across peer groups. *Journal of Personality*, 73, 675–691.
- Spain, J. (1994). *Personality and daily life experience: Evaluating the accuracy of personality judgments*. Unpublished doctoral dissertation, University of California, Riverside.
- Spain, J., Eaton, L. G., & Funder, D. C. (2000). Perspectives on personality: The relative accuracy of self vs. others for the prediction of

References

- behavior and emotion. *Journal of Personality*, 68, 837–867.
- Spearman, C. (1910). Correlation calculated from faulty data. *British Journal of Psychology*, 3, 271–295.
- Specht, J., Egloff, B., & Schmukle, S. C. (2011). Stability and change across the life course: The impact of age and major life events on mean-level and rank-order stability of the Big Five. *Journal of Personality and Social Psychology*, 101, 862–882.
- Spencer-Rogers, J., Boucher, H. C., Mori, S. C., Wang, L., & Peng, K. (2009). The dialectical self-concept: Contradiction, change, and holism in East Asian cultures. *Personality and Social Psychology Bulletin*, 35, 29–44.
- Sroufe, L. A., Carlson, E., & Shulman, S. (1993). Individuals in relationships: Development from infancy through adolescence. In D. C. Funder, R. D. Parke, C. Tomlinson-Keasey, & K. Widaman (Eds.), *Studying lives through time* (pp. 315–342). Washington, DC: American Psychological Association.
- Sroufe, L. A., & Waters, E. (1977). Heart rate as a convergent measure in clinical and developmental research. *Merrill-Palmer Quarterly*, 23, 3–27.
- Srull, T. K., & Wyer, R. S., Jr. (1980). Category accessibility and social perception: Some implications for the study of person memory and interpersonal judgments. *Journal of Personality and Social Psychology*, 38, 841–856.
- Stanovich, K. E. (1991). Cognitive science meets beginning reading. *Psychological Science*, 2, 70–81.
- Stelmack, R. M. (1990). Biological bases of extraversion: Psychophysiological evidence. *Journal of Personality*, 58, 293–311.
- Sternberg, R. J. (1995). For whom the bell curve tolls. [Review of the book *The Bell Curve*.] *Psychological Science*, 6, 257–261.
- Stipek, D. J., & Gralinski, J. H. (1991). Gender differences in children's achievement-related beliefs and emotional response to success and failure in mathematics. *Journal of Educational Psychology*, 83, 361–371.
- Stoolmiller, M. (1999). Implications of the restricted range of family environments for estimates of heritability and nonshared environment in behavior-genetic adoption studies. *Psychological Bulletin*, 125, 392–409.
- Storm, C. & Storm, T. (1987). A taxonomic study of the vocabulary of emotions. *Journal of Personality and Social Psychology*, 53, 805–816.
- Strack, F., & Deutsch, R. (2004). Reflective and impulsive determinants of social behavior. *Personality and Social Psychology Review*, 8, 220–247.
- Strong, E. K., Jr. (1959). *Strong Vocational Interest Blank*. Palo Alto, CA: Consulting Psychologists Press.
- Stuss, D. T., & Levine, B. (2002). Adult clinical neuropsychology: Lessons from studies of the frontal lobes. *Annual Review of Psychology*, 53, 401–433.
- Suh, E. M. (2002). Culture, identity consistency, and subjective well-being. *Journal of Personality and Social Psychology*, 83, 1378–1391.
- Sullivan, A. (2000, May 21). The double-life crusade. *New York Times Magazine*, pp. 20–22.
- Sulloway, F. J. (1979). *Freud: Biologist of the mind*. New York: Basic Books.
- Suls, J., & Fletcher, B. (1985). The relative efficacy of avoidant and nonavoidant coping strategies: A meta-analysis. *Health Psychology*, 4, 249–288.
- Sundberg, N. D. (1977). *The assessment of persons*. Englewood Cliffs, NJ: Prentice-Hall.
- Sundie, J. M., Kenrick, D. T., Griskevicius, V., Tybur, J. M., Vohs, K. D., & Beal, D. J. (2011). Peacocks, porches and Thorstein Veblen: Conspicuous consumption as a sexual signaling system. *Journal of Personality and Social Psychology*, 100, 664–680.
- Sutin, A. R., Ferrucci, L., Zondeman, A. B., & Terracciano, A. (2011). Personality and obesity across the adult life span. *Journal of Personality and Social Psychology*, 101, 579–592.
- Swann, W. B., Jr., Chang-Schneider, C. C., & McClarty, K. L. (2007). Do our self-views matter? Self-concept and self-esteem in everyday life. *American Psychologist*, 62, 84–94.
- Swann, W. B., & Ely, R. J. (1984). A battle of wills: Self-verification versus behavioral confirmation. *Journal of Personality and Social Psychology*, 46, 1287–1302.
- Symons, C., & Johnson, B. T. (1997). The self-reference effect in memory: A meta-analysis. *Psychological Bulletin*, 121, 371–394.
- Symons, D. (1979). *The evolution of human sexuality*. New York: Oxford University Press.

- Szasz, T. S. (1960). The myth of mental illness. *American Psychologist*, 15, 113–118.
- Szasz, T. S. (1974). *The myth of mental illness: Foundations of a theory of personal conduct* (Rev. ed.). New York: Harper & Row.
- Taft, R. (1955). The ability to judge people. *Psychological Bulletin*, 52, 1–23.
- Takagi, T., Tanizawa, O., Otsuki, Y., Haruta, M., & Yamaji, K. (1985). Oxytocin in the cerebrospinal fluid of pregnant and non-pregnant subjects. *Hormone and Metabolism Research*, 17, 308–310.
- Takano, Y. (in press). Japanese culture explored through experimental design. In A. Kurylo (Ed.), *Inter-cultural communication: Representation and construction of culture in everyday interaction*. Thousand Oaks, CA: Sage.
- Takano, Y., & Osaka, E. (1999). An unsupported common view: Comparing Japan and the U.S. on individualism/collectivism. *Asian Journal of Social Psychology*, 2, 311–341.
- Takano, Y., & Sogon, S. (2008). Are Japanese more collectivistic than Americans? Examining conformity in in-groups and the reference-group effect. *Journal of Cross-Cultural Psychology*, 39, 237–250.
- Tanaka, J. W., & Farah, M. J. (1993). Parts and wholes in face recognition. *Quarterly Journal of Experimental Psychology A: Human Experimental Psychology*, 46A, 225–245.
- Tang, T. Z., DeRubeis, R. J., Hollon, S. D., Amsterdam, J., Shelton, R., & Schalet, B. (2009). Personality change during depression treatment: A placebo-controlled trial. *Archives of General Psychiatry*, 66, 1322–1330.
- Tansey, M. J. (1992). Countertransference theory, quantitative research, and the problem of therapist-patient sexual abuse. In J. W. Barron, M. N. Eagle, & D. L. Wolitzky (Eds.), *Interface of psychoanalysis and psychology* (pp. 539–557). Washington, DC: American Psychological Association.
- Taylor, E. (2000). "What is man, psychologist, that thou art so unmindful of him?": Henry A. Murray on the historical relation between classical personality theory and humanistic psychology. *Journal of Humanistic Psychology*, 40, 29–42.
- Taylor, G. J., & Bagby, R. M. (2000). An overview of the alexithymia construct. In R. Bar-On & J. D. A. Parker (Eds.), *The handbook of emotional intelligence* (pp. 41–67). San Francisco: Jossey-Bass.
- Taylor, P., Fry, R., Cohn, D., Wang, W., Velasco, G., & Dockterman, D. (2010). *Women, men, and the new economics of marriage*. Washington, DC: Pew Research Center.
- Taylor, S. E., & Brown, J. D. (1988). Illusion and well-being: A social psychological perspective on mental health. *Psychological Bulletin*, 103, 193–210.
- Taylor, S. E., Klein, L. C., Lewis, B. P., Gruenewald, T. L., Gurung, R. A. R., & Updegraff, J. A. (2000). Biobehavioral responses to stress in females: Tend-and-befriend, not fight-or-flight. *Psychological Review*, 107, 411–429.
- Tee, N., & Hegarty, P. (2006). Predicting opposition to the civil rights of trans persons in the United Kingdom. *Journal of Community and Applied Social Psychology*, 16, 70–80.
- Tellegen, A. (1982). *Brief manual for the Multidimensional Personality Questionnaire*. Unpublished manuscript, University of Minnesota, Minneapolis.
- Tellegen, A. (1985). Structures of mood and personality and their relevance to assessing anxiety, with an emphasis on self-report. In A. H. Tuma & J. D. Maser (Eds.), *Anxiety and the anxiety disorders* (pp. 681–706). Hillsdale, NJ: Erlbaum.
- Tennen, H., Affleck, G., & Armeli, S. (Eds.). (2005). Personality and daily experience revisited [Special Issue]. *Journal of Personality*, 73, 1465–1774.
- Terracciano, A., Sanna, S., Uda, M., Deiana, B., Usala, G., Busonero, F., et al. (2010). Genome-wide association scan for five major dimensions of personality. *Molecular Psychiatry*, 15, 647–656.
- Theodoridou, A., Rowe, A. C., Penton-Voak, I. S., & Rogers, P. J. (2009). Oxytocin and social perception: Oxytocin increases perceived facial trustworthiness and attractiveness. *Hormones and Behavior*, 56, 128–132.
- Thomas, C., Turkheimer, E., & Oltmanns, T. F. (2003). Factorial structure of pathological personality as evaluated by peers. *Journal of Abnormal Psychology*, 112, 81–91.
- Thompson, C. (1995, July 19). Kennedy secretary writes of Rosemary. *Press-Enterprise*, p. A2.
- Thorndike, E. L. (1911). *Animal intelligence*. New York: Macmillan.
- Thornhill, R., & Palmer, C. T. (2000). *A natural history of rape: Biological bases of sexual coercion*. Cambridge, MA: MIT Press.

- Todorov, A., Mandisodza, A. N., Goren, A., & Hall, C. C. (2005). Inferences of competence from faces predict election outcomes. *Science*, 308, 1623–1626.
- Tomer, R., & Aharon-Peretz, J. (2004). Novelty seeking and harm avoidance in Parkinson's disease: Effects of asymmetric dopamine deficiency. *Journal of Neurology, Neurosurgery, and Psychiatry*, 75, 972–975.
- Tooby, J., & Cosmides, L. (1990). On the universality of human nature and the uniqueness of the individual: The role of genetics and adaptation. *Journal of Personality*, 58, 17–67.
- Tooke, W. S., & Ickes, W. (1988). A measure of adherence to conventional morality. *Journal of Social and Clinical Psychology*, 6, 310–334.
- Totterdell, P. (2000). Catching moods and hitting runs: Mood linkage and subjective performance in professional sports teams. *Journal of Applied Psychology*, 85, 848–859.
- Triandis, H. C. (1994). *Culture and social behavior*. New York: McGraw-Hill.
- Triandis, H. C. (1997). Cross-cultural perspectives on personality. In R. Hogan, J. Johnson, & S. Briggs (Eds.), *Handbook of personality psychology* (pp. 439–464). San Diego: Academic Press.
- Triandis, H. C., & Gelfand, M. J. (1998). Converging measurement of horizontal and vertical individualism and collectivism. *Journal of Personality and Social Psychology*, 74, 118–128.
- Trivedi, N., & Sabini, J. (1998). Volunteer bias, sexuality, and personality. *Archives of Sexual Behavior*, 27, 181–195.
- Trull, T. J., & Durrett, C. A. (2005). Categorical and dimensional models of personality disorder. *Annual Review of Clinical Psychology*, 1, 355–380.
- Trull, T. J., Solhan, M. B., Tragesser, S. L., Jahng, S., Wood, P. K., Piasecki, T. M., et al. (2008). Affective instability: Measuring a core feature of borderline personality disorder with ecological momentary assessment. *Journal of Abnormal Psychology*, 117, 647–661.
- Trzesniewski, K. H., & Donnellan, M. B. (2010). Rethinking "generation me": A study of cohort effects from 1976–2006. *Perspectives on Psychological Science*, 5, 58–75.
- Trzesniewski, K. H., Donnellan, M. B., Moffitt, T. E., Robins, R. W., Poulton, R., & Caspi, A. (2006). Low self-esteem during adolescence predicts poor health, criminal behavior, and limited economic prospects during adulthood. *Developmental Psychology*, 42, 381–390.
- Tsai, J. L., Knutson, B., & Fung, H. H. (2006). Cultural variation in affect valuation. *Journal of Personality and Social Psychology*, 90, 288–307.
- Tsai, J. L., & Chentsova-Dutton, Y. (2003). Variation among European Americans in emotional facial expression. *Journal of Cross-Cultural Psychology*, 34, 650–657.
- Tseng, W.-S. (2003). *Clinician's guide to cultural psychiatry*. San Diego: Academic Press.
- Tupes, E. C., & Christal, R. C. (1961). Recurrent personality factors based on trait ratings (Tech. Rep.). San Antonio, TX: USAF, Lackland Air Force Base.
- Turkheimer, E. (1998). Heritability and biological explanation. *Psychological Review*, 105, 782–791.
- Turkheimer, E., & Gottesman, I. I. (1991). Is $H_2 = 0$ a null hypothesis anymore? *Behavioral and Brain Sciences*, 14, 410–411.
- Turkheimer, E., Haley, A., Waldron, M., D'Onofrio, B., & Gottesman, I. I. (2003). Socioeconomic status modifies heritability of IQ in young children. *Psychological Science*, 14, 623–628.
- Turkheimer, E., & Waldron, M. (2000). Nonshared environment: A theoretical, methodological, and quantitative review. *Psychological Bulletin*, 126, 78–108.
- Tversky, A., & Kahneman, D. (1973). Availability: A heuristic for judging frequency and probability. *Cognitive Psychology*, 5, 207–232.
- Tversky, A., & Kahneman, D. (1983). Extensional versus intuitive reasoning: The conjunction fallacy in probability judgment. *Psychological Review*, 90, 1124–1131.
- Tweed, R. G., & Lehman, D. R. (2002). Learning considered in a cultural context: Confucian and Socratic approaches. *American Psychologist*, 57, 89–99.
- Twenge, J. M. (2006). *Generation me: Why today's young Americans are more confident, assertive, entitled—and more miserable than ever before*. New York: Free Press.
- Twenge, J. M., & Campbell, W. K. (2003). "Isn't it fun to get the respect that we're going to deserve?" Narcissism, social rejection, and aggression. *Personality and Social Psychology Bulletin*, 29, 261–272.
- Twenge, J. M., & Campbell, W. K. (2010). Birth cohort differences in the Monitoring the Future Dataset

- and elsewhere: Further evidence for Generation Me—Commentary on Trzesniewski & Donnellan (2010). *Perspectives on Psychological Science*, 5, 81–88.
- Twenge, J. M., Konrath, S., Foster, J. D., Campbell, W. K., & Bushman, B. J. (2008). Egos inflating over time: A cross-temporal meta-analysis of the Narcissistic Personality Inventory. *Journal of Personality*, 76, 875–902.
- Twisk, J. W. R., Snel, J., Kemper, H. C. G., & van Mechelen, W. (1998). Relation between the longitudinal development of personality characteristics and biological and lifestyle risk factors for coronary heart disease. *Psychosomatic Medicine*, 60, 372–377.
- United Nations Environment Programme (2009). *The billion tree campaign*. Retrieved July 30, 2009, from <http://www.unep.org/billiontreecampaign/Treeandhumanity/index.asp>
- Uttal, W. R. (2002). Précis of *The New Phrenology: The Limits of Localizing Cognitive Processes in the Brain*. *Brain and Mind*, 3, 221–228.
- Valenstein, E. S. (1986). *Great and desperate cure: The rise and decline of psychosurgery and other radical treatments for mental illness*. New York: Basic Books.
- Vallacher, R., & Wegner, D. (1987). What do people think they're doing? Action identification and human behavior. *Psychological Review*, 94, 3–15.
- Van Boven, L. (2005). Experientialism, materialism, and the pursuit of happiness. *Review of General Psychology*, 9, 132–142.
- Van der Linden, D., Scholte, R. H. J., Cillessen, A. H. N., te Nijenhuis, J., & Segers, E. (2010). Classroom ratings of likeability and popularity are related to the Big Five and the general factor of personality. *Journal of Research in Personality*, 44, 669–672.
- Van Hiel, A., & Kossowska, M. (2006). Having few positive emotions, or too many negative feelings? Emotions as moderating variables of authoritarianism effects on racism. *Personality and Individual Differences*, 40, 919–930.
- Vazire, S. (2006). Informant reports: A cheap, fast, and easy method of personality assessment. *Journal of Research in Personality*, 40, 472–481.
- Vazire, S., & Funder, D. C. (2006). Impulsivity and the self-defeating behavior of narcissists. *Personality and Social Psychological Review*, 10, 154–165.
- Vazire, S., & Mehl, M. R. (2008). Knowing me, knowing you: The accuracy and unique predictive validity of self-ratings and other-ratings of daily behavior. *Journal of Personality and Social Psychology*, 95, 1202–1216.
- Vedantam, S. (2005, December 10). Psychiatry ponders whether extreme bias can be an illness [Electronic version]. *Washington Post*, p. A01. Retrieved December 10, 2005.
- Verheul, R., Bartak, A., & Widiger, T. (2007). Prevalence and construct validity of personality disorder not otherwise specified (PDNOS). *Journal of Personality Disorders*, 21, 359–370.
- Vignoles, V. L., Manzi, C., Regalia, C., Scabini, E., & Jemmolo, S. (2008). Identity motives underlying desired and feared possible future selves. *Journal of Personality*, 76, 1165–1200.
- Virkkunen, M., Rawlings, R., Tokola, R., Poland, R. E., Guidotti, A., Nemeroff, C., et al. (1994). CSF biochemistries, glucose metabolism, and diurnal activity rhythms in alcoholics, violent offenders, fire setters, and healthy volunteers. *Archives of General Psychiatry*, 51, 20–27.
- Vogt, D. S., & Colvin, C. R. (2003). Interpersonal orientation and the accuracy of personality judgment. *Journal of Personality*, 71, 267–295.
- Vogt, D. S., & Colvin, C. R. (2005). Assessment of accurate self-knowledge. *Journal of Personality Assessment*, 84, 239–251.
- Von Hippel, W., Lakin, J. L., & Shakarchi, R. J. (2005). Individual differences in motivated social cognition: The case of self-serving information processing. *Personality and Social Psychology Bulletin*, 31, 1347–1357.
- Von Hippel, W., & Trivers, R. (2011). The evolution and psychology of self-deception. *Behavioral and Brain Sciences*, 34, 1–16.
- Vonnegut, K., Jr. (1963). *Cat's cradle*. New York: Holt, Rinehart.
- Vonnegut, K., Jr. (1966). *Mother night*. New York: Delacorte Press.
- Vul, E., Harris, C., Winkielman, P., & Pashler, H. (2009). Puzzlingly high correlations in fMRI studies of emotion, personality, and social cognition [formerly titled "Voodoo correlations in social neuroscience"]. *Perspectives on Psychological Science*, 4, 274–290.
- Wacker, J., Mueller, E. M., Hennig, J., & Stemmler, G. (2012). How to consistently link extraversion and

- intelligence to the catecho-O-methyltransferase (COMT) gene: On defining and measuring psychological phenotypes in neurogenetic research. *Journal of Personality and Social Psychology*, 102, 427–444.
- Wagerman, S. A., & Funder, D. C. (2007). Acquaintance reports of personality and academic achievement: A case for conscientiousness. *Journal of Research in Personality*, 41, 221–229.
- Wakefield, J. C. (1989). Levels of explanation in personality theory. In D. Buss & N. Cantor (Eds.), *Personality psychology: Recent trends and emerging directions* (pp. 333–346). New York: Springer-Verlag.
- Waller, D. (1993, April 12). A tour through "hell week." *Newsweek*, p. 33.
- Waller, N. G., & Shaver, P. R. (1994). The importance of nongenetic influences on romantic love styles: A twin-family study. *Psychological Science*, 5, 268–274.
- Walton, G. M., & Cohen, G. L. (2007). A question of belonging: Race, fit, and achievement. *Journal of Personality and Social Psychology*, 92, 82–96.
- Walton, K. E., & Roberts, B. W. (2004). On the relationship between substance use and personality traits: Abstainers are not maladjusted. *Journal of Research in Personality*, 38, 515–535.
- Walton, K. E., Roberts, B. W., Krueger, R. F., Blonigen, D. M., & Hicks, B. M. (2008). Capturing abnormal personality with normal personality inventories: An item response theory approach. *Journal of Personality*, 76, 1623–1648.
- Waters, E., Kondo-Ikemura, K., Posada, C., & Richters, J. E. (1991). Learning to love: Mechanisms and milestones. In M. R. Gunnar & L. A. Sroufe (Eds.), *Self processes and development* (pp. 217–255). Hillsdale, NJ: Erlbaum.
- Watkins, C. E., Campbell, V. L., Nieberding, R., & Hallmark, R. (1995). Contemporary practice of psychological assessment by clinical psychologists. *Professional Psychology: Research and Practice*, 26, 54–60.
- Watson, D. (1989). Strangers' ratings of five robust personality factors: Evidence of a surprising convergence with self-report. *Journal of Personality and Social Psychology*, 57, 120–128.
- Watson, D., & Clark, L. A. (1984). Negative affectivity: The disposition to experience aversive emotional states. *Psychological Bulletin*, 96, 465–490.
- Watson, D., & Clark, L. A. (1997). Extraversion and its positive emotional core. In R. Hogan, J. Johnson, & S. Briggs (Eds.), *Handbook of personality psychology* (pp. 767–793). San Diego: Academic Press.
- Watson, D., & Tellegen, A. (1985). Toward a consensual structure of mood. *Psychological Bulletin*, 98, 219–235.
- Watson, D. C. (2001). Procrastination and the five-factor model: A facet level analysis. *Personality and Individual Differences*, 30, 149–158.
- Watson, J. B. (1930). *Behaviorism* (Rev. ed.). New York: Norton.
- Weaver, I. C. G. (2007). Epigenetic programming by maternal behavior and pharmacological intervention—Nature vs. Nurture: Let's call the whole thing off. *Epigenetics*, 2, 22–28.
- Weaver, I. C. G., Cervoni, N., Champagne, F. A., D'Alessio, A. C., Sharma, S., Seckl, J. R., et al. (2004). Epigenetic programming by maternal behavior. *Nature Neuroscience*, 7, 847–854.
- Wegner, D. M., Schneider, D. J., Carter, S. R. III, & White T. L. (1987). Paradoxical effects of thought suppression. *Journal of Personality and Social Psychology*, 53, 5–13.
- Weinberg, R. S., Gould, D., & Jackson, A. (1979). Expectations and performance: An empirical test of Bandura's self-efficacy theory. *Journal of Sport Psychology*, 1, 320–331.
- Weinberger, D. A., & Davidson, M. N. (1994). Styles of inhibiting emotional expression: Distinguishing repressive coping from impression management. *Journal of Personality*, 62, 587–613.
- Weiss, J. M. (1970). Somatic effects of predictable and unpredictable shock. *Psychosomatic Medicine*, 32, 397–408.
- Weiss, J. M. (1977). Psychological and behavioral influences on gastrointestinal lesions in animal models. In J. D. Maser & M. E. P. Seligman (Eds.), *Psychopathology: Experimental models* (pp. 232–269). San Francisco: Freeman.
- Westen, D. (1990). Psychoanalytic approaches to personality. In L. Pervin (Ed.), *Handbook of personality: Theory and research* (pp. 21–65). New York: Guilford Press.
- Westen, D. (1992). The cognitive self and the psychoanalytic self: Can we put ourselves together? *Psychological Inquiry*, 3, 1–13.

- Westen, D. (1998). The scientific legacy of Sigmund Freud: Toward a psychodynamically informed psychological science. *Psychological Bulletin, 124*, 333–371.
- Westen, D., Gabbard, G. O., & Ortigo, K. M. (2008). Psychoanalytic approaches to personality. In O. P. John, R. W. Robins, & L. A. Pervin (Eds.), *Handbook of personality: Theory and research* (3rd ed., pp. 61–113). New York: Guilford Press.
- Westfeldt, A. (2008, March 10). NY Governor linked to prostitution ring. *Associated Press*.
- Weston, M. J., & Whitlock, F. A. (1971). The Capgras syndrome following head injury. *British Journal of Psychiatry, 119*, 25–31.
- Wheeler, L., Reise, H. T., & Bond, M. H. (1989). Collectivism-individualism in everyday social life: The Middle Kingdom and the melting pot. *Journal of Personality and Social Psychology, 57*, 79–86.
- Whorf, B. L. (1956). Science and linguistics. In J. B. Carroll (Ed.), *Language, thought, and reality* (pp. 207–219). Cambridge, MA: MIT Press.
- Widiger, T. A., Trull, T. J., Clarkin, J. F., Sanderson, C., & Costa, P. T., Jr. (1994). A description of the DSM-III-R and DSM-IV personality disorders with the five-factor model of personality. In P. T. Costa, Jr., & T. A. Widiger (Eds.), *Personality disorders and the five-factor model of personality* (pp. 41–56). Washington, DC: American Psychological Association.
- Widiger, T. A., Trull, T. J., Clarkin, J. F., Sanderson, C., & Costa, P. T., Jr. (2002). A description of the DSM-IV personality disorders with the five-factor model of personality. In P. T. Costa, Jr., & T. A. Widiger (Eds.), *Personality disorders and the five-factor model of personality* (2nd ed., pp. 89–99). Washington, DC: American Psychological Association.
- Widom, C. S. (1989). The cycle of violence. *Science, 244*, 160–166.
- Wiggins, J. S. (1973). *Personality and prediction: Principles of personality assessment*. Reading, MA: Addison-Wesley.
- Wiggins, J. S., & Trapnell, P. D. (1997). Personality structure: The return of the Big Five. In R. Hogan, J. Johnson, & S. Briggs (Eds.), *Handbook of personality psychology* (pp. 737–765). San Diego: Academic Press.
- Wilkinson, L., & The Task Force on Statistical Inference, APA Board of Scientific Affairs (1999). Statistical methods in psychology journals. *American Psychologist, 54*, 594–604.
- Wilson, E. O. (1975). *Sociobiology: The new synthesis*. Cambridge, MA: Harvard University Press.
- Wilson, G. D. (1978). Introversion/extraversion. In H. London and J. E. Exner (Eds.), *Dimensions of personality* (pp. 51–56). New York: Wiley.
- Wilson, T. D. (2002). *Strangers to ourselves: Discovering the adaptive unconscious*. Cambridge, MA: Harvard University Press.
- Wilson, T. D., & Gilbert, D. T. (2005). Affecting forecasting: Knowing what to want. *Current Directions in Psychological Science, 14*, 131–134.
- Winnicott, D. W. (1958). *Through paediatrics to psycho-analysis*. London: Hogarth Press.
- Winnicott, D. W. (1965). *The maturational process and the facilitating environment*. London: Hogarth Press.
- Winnicott, D. W. (1996). The niffle. In R. Shepherd, J. Johns, & H. T. Robinson (Eds.), *Thinking about children* (pp. 104–110). Reading, MA: Addison-Wesley.
- Winter, D. G. (1987). Leader appeal, leader performance, and motive profile of leaders and followers: A study of American presidents and elections. *Journal of Personality and Social Psychology, 52*, 196–202.
- Winter, D. G. (1991). Measuring personality at a distance: Development of an integrated system for scoring motives in running text. In D. J. Ozer, J. M. Healy, & A. J. Stewart (Eds.), *Perspectives in personality* (Vol. 3, pp. 59–89). London: Jennifer Kingsley.
- Winter, D. G. (2002). The motivational dimensions of leadership: Power, achievement, and affiliation. In R. E. Riggio, S. E. Murphy, & F. J. Pirozzolo (Eds.), *Multiple intelligences and leadership* (pp. 119–138). Mahwah, NJ: Erlbaum.
- Winter, D. G., John, O. P., Stewart, A. J., Klohn, E. C., & Duncan, L. E. (1998). Traits and motives: Toward an integration of two traditions in personality research. *Psychological Review, 105*, 230–250.
- Winter, D. G., & Stewart, A. J. (1978). The power motive. In H. London & J. E. Exner, Jr. (Eds.), *Dimensions of personality* (pp. 391–448). New York: Wiley.
- Woike, B. A. (1995). Most-memorable experiences: Evidence for a link between implicit and explicit

- motives and social cognitive processes in everyday life. *Journal of Personality and Social Psychology*, 68, 1081–1091.
- Woike, B. A., & Aronoff, J. (1992). Antecedents of complex social cognitions. *Journal of Personality and Social Psychology*, 63, 97–104.
- Wood, D., Harms, P., & Vazire, S. (2010). Perceiver effects as personality tests: What your perceptions of others say about you. *Journal of Personality and Social Psychology*, 99, 174–190.
- Wood, D., Nye, C. D., & Saucier, G. (2010). Identification and measurement of a more comprehensive set of person-descriptive trait markers from the English lexicon. *Journal of Research in Personality*, 44, 258–272.
- Wood, J. M., Nezworski, M. T., & Garb, H. N. (2003). What's right with Rorschach? *Scientific Review of Mental Health Practice*, 2, 142–146.
- Wood, J. V., Perunovic, E., & Lee, J. W. (2009). Positive self-statements: Power for some, peril for others. *Psychological Science*, 20, 860–866.
- Wood, W., & Eagly, A. H. (2002). A cross-cultural analysis of the behavior of women and men: Implications for the origins of sex differences. *Psychological Bulletin*, 128, 699–727.
- Woodworth, R. S. (1917). *Personal data sheet*. Chicago: Stoelting.
- Wright, A. G. C., Pincus, A. L., & Lenzenweger, M. F. (2011). Development of personality and the remission and onset of personality pathology. *Journal of Personality and Social Psychology*, 101, 1351–1358.
- Wright, L., & Funder, D. (2007, January). Testing the universality of the five factor model. Paper presented at the Annual Meetings of the Society for Personality and Social Psychology, Memphis, TN.
- Wundt, W. (1894). *Lectures on human and animal psychology* (J. E. Creighton & E. B. Titchener, Trans.). New York: Macmillan.
- Wylie, R. E. (1974). *The self concept* (Vols. 1 and 2). Lincoln: University of Nebraska Press.
- Yang, K. S., & Bond, M. H. (1990). Exploring implicit personality theories with indigenous or imported constructs: The Chinese case. *Journal of Personality and Social Psychology*, 58, 1087–1095.
- Yang, K. S., & Lee, P. H. (1971). Likeability, meaningfulness, and familiarity of 557 Chinese adjectives for personality trait description [in Chinese]. *Acta Psychologica Taiwanica*, 13, 36–37.
- Yang, Y., Read, S. J., Zhang, J., Denson, T. F., Xu, Y., & Pedersen, W. C. (2011). *From traits to situations, behaviors, and explanations: Integrating the trait and social cognitive perspectives on psychology*. Unpublished manuscript, China Europe International Business School, Shanghai.
- York, K. L., & John, O. P. (1992). The four faces of Eve: A typological analysis of women's personality at midlife. *Journal of Personality and Social Psychology*, 63, 494–508.
- Young, J. (1988). *The role of selective attention in the attitude-behavior relationship*. Unpublished doctoral dissertation, University of Minnesota, Minneapolis.
- Yudofsky, S. C. (2005). *Fatal flaws: Navigating destructive relationships with people with disorders of personality and character*. Washington, DC: American Psychiatric Publishing.
- Zajonc, R. B. (1980). Feeling and thinking: Preferences need no inferences. *American Psychologist*, 35, 151–175.
- Zald, D. H., & Curtis, C. (2006). Brain imaging and related methods. In M. Eid & E. Diener (Eds.), *Handbook of multimethod measurement in psychology* (pp. 173–187). Washington, DC: American Psychological Association.
- Zald, D. H., Mattson, D. L., & Pardo, J. V. (2002). Brain activity in ventromedial prefrontal cortex correlates with individual differences in negative affect. *Proceedings of the National Academy of Sciences*, 99, 2450–2454.
- Zammit, S., Owen, M. J., & Lewis, G. (2010). Misconceptions about gene-environment interactions in psychiatry. *Evidence Based Mental Health*, 13, 65–68.
- Zanarini, M. C. (2008). Reasons for change in borderline personality disorder (and other Axis II disorders). *Psychiatric Clinics of North America*, 31, 505–515.
- Zeigler-Hill, V. (2006). Discrepancies between implicit and explicit self-esteem: Implications for narcissism and self-esteem instability. *Journal of Personality*, 74, 119–143.
- Zeigler-Hill, V., Myers, E. M., & Clark, C. B. (2010). Narcissism and self-esteem reactivity: The role of

- negative achievement events. *Journal of Research in Personality*, 44, 285–292.
- Zelli, A., Cervone, D., & Huesmann, L. R. (1996). Behavioral experience and social inference: Individual differences in aggressive experience and spontaneous versus deliberate trait inference. *Social Cognition*, 14, 165–190.
- Zelli, A., Huesmann, L. R., & Cervone, D. (1995). Social inference and individual differences in aggression: Evidence for spontaneous judgments of hostility. *Aggressive Behavior*, 21, 405–417.
- Zentall, T. R., Sutton, J. E., & Sherburne, L. M. (1996). True imitative learning in pigeons. *Psychological Science*, 7, 343–346.
- Zhang, F., & Hazan, C. (2002). Working models of attachment and person perception processes. *Personal Relationships*, 9, 225–235.
- Zheng, Y., Xu, L., & Shen, Q. (1986). Styles of verbal expression of emotional and physical experience: A study of depressed patients and normal controls in China. *Culture, Medicine, and Psychiatry*, 10, 231–243.
- Zhou, X., Saucier, G., Gao, D., & Liu, J. (2009). The factor structure of Chinese personality terms. *Journal of Personality*, 77, 363–400.
- Zhu, Y., Zhang, L., Fan, J., & Han, S. (2007). Neural basis of cultural influence on self representation. *Neuroimage*, 34, 1310–1317.
- Zickar, M. J. (2001). Using personality inventories to identify thugs and agitators: Applied psychology's contribution to the war against labor. *Journal of Vocational Behavior*, 59, 149–164.
- Zimbardo, P. G. (1977). *Shyness*. New York: Harcourt, Brace/Jove.
- Zuckerman, M. (1979). Attribution of success and failure revisited; or, the motivational bias is alive and well in attribution theory. *Journal of Personality*, 47, 245–287.
- Zuckerman, M. (1991). *Psychobiology of personality*. New York: Cambridge University Press.
- Zuckerman, M. (1998). Psychobiological theories of personality. In D. F. Barone, M. Hersen, & V. B. Van Hasselt (Eds.), *Advanced personality* (pp. 123–154). New York: Plenum Press.
- Zuckerman, M., Koestner, R., DeBoy, T., Garcia, K. T., Maresca, B. C., & Sartoris, J. M. (1988). To predict some of the people some of the time: A reexamination of the moderator variable approach in personality theory. *Journal of Personality and Social Psychology*, 54, 1006–1019.
- Zweigenhaft, R. L. (2008). A do re mi encore: A closer look at the personality correlates of music preferences. *Journal of Individual Differences*, 29, 45–55.