

CURRICULUM VITAE

Arie W. Kruglanski, PH.D.

Distinguished University Professor

Department of Psychology

University of Maryland College Park, MD 20742

301-405-5918

kruglanski@gmail.com

<https://www.kruglanskiarie.com/>

https://en.wikipedia.org/wiki/Arie_W._Kruglanski

<https://scholar.google.com/citations?user=Trd2BdsAAAAJ&hl=en&oi=sra>

https://www.researchgate.net/profile/Arie_Kruglanski?ev=brs_high

Citations	81,256 (GS)
H-index	131 (GS)
i10 index	424 (GS)

EDUCATION

1966	B.A., University of Toronto, Canada
1967	M.A., University of California, Los Angeles
1968	Ph.D., University of California, Los Angeles

RESEARCH INTERESTS

I have always been interested in developing general theories that integrate different areas of psychology and bridge to other fields of social science. I am also interested in how psychology can contribute to understanding real-world problems and concerns that we encounter as individuals and as communities in our daily lives. Theories my lab developed— such as the lay epistemic theory, the unimodel, the need for closure model, the goal system theory, the significance quest theory, regulatory mode theory, and the theory of motivational imbalance— help understand phenomena such as terrorism, conservatism, immigration, stereotypes and prejudice, and social motivation.

PROFESSIONAL FUNCTIONS

1981-1987	International Study Group on "Historical Change in Social Psychology", Core Member (with Carl Graumann, Leon Festinger, Serge Moscovici, Robert Farr). Bad Homburg, Werner Reimers Stiftung, Germany.
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- 1988-1991 Member, Executive Committee, Society for Experimental Social Psychology
- 2013-2016 Member, Executive Committee, Society for Experimental Social Psychology
- 1990-1991 Committee for SESP Distinguished Scientist Award, Chair
- 2014 Committee for SESP Scientific Impact paper, Chair
- 1990-1993 NSF Advisory Review Panel for Social Psychology, Member
- 2003-2007 NIMH RHB4 Grant Review Panel for Social Behavior
- 2001-2002 National Academies of Science: Member, Social Science Panel for the Study of Terrorism
- 2004 National Academies of Science. Member, Oversight Committee on Educational Programs in Homeland Security
- 2006-2009 Member, Board of Behavioral Cognitive and Sensory Sciences, The National Academy of Science

HONORS and KEYNOTES

- 2021 Distinguished Scientific Contribution Award, Society for the Science of Motivation.
- 2018 Keynote address: The Psychology of Violent Extremism. International Society for the Study of Aggression. Paris.
- 2018 Invited Lecture Tour. The Psychology of Violent Extremism. US Embassy in Berlin.
- 2017 Keynote address: The Psychology of Radicalization and Deradicalization. Strong Cities Global Summit. Aarhus, Denmark.
- 2017 Keynote Address: The Psychology of Violent Extremism. World Governments Global Summit. Dubai.

- 2015 Inducted to the Social and Personality Psychology's *Wall of Fame* (Foundation for Personality and Social Psychology).
- 2016 Keynote address: The Psychology of Radicalization. German Association of Peace Research. Landau, Germany.
- 2016 Keynote address. The Road to Violent Extremism: A Two-Tier Theory. Meeting of the Association for Political Psychology, Warsaw.
- 2014 Keynote address: The Psychology of Radicalization and Deradicalization. The Psychology of Crime Related Radicalization, Universitat Trier.
- 2013 Invited Distinguished Scholar Lectures, University of Alberta. Lectures on: The energetics of motivation, a force field analysis; The architectural aspects of motivation: equifinality, multifinality and counterfinality; The quest for significance as the motivational force behind terrorism and political violence.
- 2013 Keynote address: Motivated Closed Mindedness and its Social Consequences: Small Group Meeting on *Epistemic Motivations and Social Behavior*. Jagielonski Uniwersytet Krakow, Poland.
- 2013 Keynote address: The energetics of motivated Cognition. Jagielonski Uniwersytet, Krakow. A conference on *Motivation and Behavior*, Krakow, Poland.
- 2011 Keynote address "The Jeckyl and Hyde of Positive Psychology: Quest for Significance, Self Actualization and Terrorism. Annual Congress of Positive Psychology. Philadelphia, PA.
- 2011 Invited lecture tour of Spanish Universities ("The psychology of terrorism"), US embassy in Madrid.
- 2011 Public Lecture. London School of Economics. "The Psychology of Terrorism". London, UK.
- 2011 Keynote address "The Role of Goals in Human Behavior. Annual Meeting of the German Association of Social Psychology. Hamburg, Germany.
- 2009 Keynote address "Features of Multifinality." Annual Meeting of the Polish Association of Social Psychology. Lublin, Poland.

- 2008 Invited address: “Features of Multifinality.” Society for the Study of Motivation. Chicago, Ill.
- 2008 Recipient: The Revesz Chair, University of Amsterdam.
- 2007 Recipient: University of Maryland System Regents’ Faculty Award for Research/Scholarship/Creative Activity.
- 2008 Honoree: the Aaron Wildavsky Forum for Public Policy, University of California, Berkeley.
- 2007 Distinguished Scientific Contribution Award, Society for Experimental Social Psychology.
- 2003 Distinguished University Professor, University of Maryland.
- 2003 Recipient: Humboldt Forschungspreis, (lifetime achievement award).
- 2002 Distinguished Faculty Research Fellowship Award, University of Maryland.
- 2001 Among top 25 most cited social/personality psychologists (Personality and Social Psychology Review)
- 1999 Recipient-- The Donald T. Campbell Award for Distinguished Scientific Contribution to Social Psychology, Society for Personality and Social Psychology.
- 1998-1999 Elected Fellow at the Center for Advanced Study in the Behavioral Sciences, Stanford, CA.
- 1990 Elected Fellow at the American Psychological Association.
- 1995 Elected Fellow at the American Psychological Society.
- 1995 Elected Fellow at the Society for General Psychology (Division 1 of APA).
- 1992 Elected Fellow at the Society for Personality and Social Psychology (Division 8 of APA).
- 2007 Keynote Address: “The Psychology of Counter-Terrorism”. Annual Meeting of the Canadian Psychological Association, Ottawa.

- 2008 Invited Address: “The Psychology of Closed Mindedness” XXIX International Congress of Psychology. Berlin.
- 2006 Keynote Address: “Terrorism between Syndrome and Tool”. Biannual Meeting of the Kurt Lewin Institute, Woudshoten, Holland.
- 2006 Keynote Address. “The Psychology of Terrorism” Annual Meeting of the Society for Personality and Social Psychology. Palm Springs, California.
- 2006 Greenwald Distinguished Speaker in Social Psychology, Ohio State University
- 2005 D.O. Hebb Lecture. McGill University.
- 2005 Invited Address. “Terrorism: The Psychology of a Tool”. Annual Meeting of the American Psychological Association. Washington, D.C.
- 2006 Invited Address. “The Parametric Unimodel as a Theory of Social Judgment”. Annual Meeting of the Midwestern Psychological Association. Chicago, IL
- 2005 Invited address (with John Jost). “Political Conservatism as Motivated Social Cognition.” Annual Meeting of the American Psychological Society. Los Angeles, CA.
- 2005 Keynote address. “The New Psychology of Goals: This Ain’t Your Grandpa’s ‘Motivation’”. Social Cognition preconference at Annual Meeting of the Society for Personality and Social Psychology, New Orleans.
- 2003 Keynote address. Meeting of the British Psychological Society. “Motivated Closing of the Group Mind and the Emergence of Group Centrism”. Bournemouth, United Kingdom.
- 2003 Invited speaker. Meeting of the Society for Personality and Social Psychology. “Theories as Bridges”. Los Angeles, California.
- 2002 Invited speaker. Annual meeting of the National Academies of Science. “Inside the terrorist mind”.
- 2000 Keynote address. 3-eme Congres International de Psychologie Sociale en Langue Francaise. "Une theorie de systems de buts". Valencia, Spain.

- 2000 Invited address--The Donald T. Campbell Lecture, "A theory of goal systems". Nashville, TN.
- 1997 Invited address (Distinguished Speaker Series): "Persuasion by a single route: The cue is the message." Eastern Psychological Association, Washington, D.C.
- 1995 Invited address: "Cognitive and Motivational Underpinnings of Knowledge Acquisition." EastWest meeting of the European Association of Experimental Social Psychology, Prague, Czech Republic.
- 1995 Invited address: "The Closing of the Mind: Its Cognitive and Social Consequences." Western Psychological Association, Los Angeles, CA.
- 1993 Invited address: "Motivated Social Cognition: Effects of the Need for Closure." American Psychological Society. Chicago, Il.
- 1993 Invited address: "The Motivation/Cognition Interface in SocialCognitive Psychology: A drama in four acts." Jos Jaspars Memorial Lecture. Maastricht, The Netherlands.
- 1991 Invited address: "Motivation and Social Cognition: Enemies or a love story." Division 8. American Psychological Association. San Francisco.
- 1984 Invited address: "Comparing lay and scientific epistemologies." European Association of Social Psychology. Tilburg The Netherlands.
- Included in R. Corsini's Wiley Encyclopedia of Psychology.

CAREER AWARD

- 1995-2000 K05 NIMH Research Scientist Award "Motivated Cognitive Bases of Group Interaction" \$500,000.

RESEARCH GRANTS

- Kruglanski, A. W. (2018-2021). "Refugee Psychology and Its Potential for Refugee Radicalization". Department of Defense. \$1,200,000. Principal Investigator.

- Kruglanski, A. W. (2016-2017). “The Psychology of Refugee Radicalizations”. National Science Foundation. \$152,000. Principal Investigator.
- Kruglanski, A. W. (2012-2017). “Deradicalization of extremists”. Department of Homeland Security. \$299,888. Principal Investigator.
- Kruglanski, A. W. (2014-2016) “Exiting Violent Extremism; Deradicalization of Neo Nazis”. Office of Naval Research. \$596,000. Principal Investigator.
- Kruglanski, A. W. (2013-2015). “Epistemic Bases of Intellectual Attitudes of Arrogance, Diffidence and Humility: Joint Effects of Need for Cognitive Closure and of Ascribed Epistemic Authority” Templeton Foundation. \$254,000. Principal Investigator.
- Kruglanski, A. W. (2012-2017). “Motivational, Ideological and Social Processes in Radicalization”. Office of Naval Research. \$4,500,000. Principal Investigator.
- Kruglanski, A. W. (2009-2013) “Multifinality Effects on Goal Phenomena”. National Science Foundation. \$400,000. Principal Investigator.
- Kruglanski, A. W. (2006-2009) “The parametric unimodel of social judgment”. National Science Foundation. \$240,000. Principal Investigator.
- Kruglanski, A. W. (2008-2010) “The Impact of Israeli Counterterrorism Interventions on Rate and Intensity of Terrorist Activity: Hazard Modeling and Time Series Approaches,”. Department of Homeland Security. \$250,000. Principal Investigator.
- Lejuez, Kruglanski, A. W. (2013). ”Drug Choice, Impulsivity, and Risky Sexual Behavior”. National Institute for Mental Health R01 DA19405. \$1,250,000. Co-Principal Investigator.
- Lafree, Wilkson, Kruglanski, A. W. (2005-2008). National Center for the Study of Terrorism and the Response to Terrorism. Department of Homeland Security. \$12,000,000. Co-Principal Investigator.
- Kruglanski, A. W. (2004-2006). “Goal Systemic Effects on Self Regulation”. National Science Foundation. \$280,000. Principal Investigator.
- Kruglanski, A. W. (1999-2003). “Persuasion by a single route: The Unimodel”. National Science Foundation. \$240,000. Principal Investigator.

Kruglanski, A. W. (1995-2001). "Motivated Factors in Group Conservatism". National Institute for Mental Health. \$500,000. Principal Investigator.

Kruglanski, A. W. (1995). American-Italian Conference on Social Psychology, Bertinoro, Italy. National Science Foundation. \$11,200.

Kruglanski, A. W. (1995-1998) "Need for Closure Effects on Interpersonal Phenomena". National Science Foundation. \$206,000. Principal Investigator.

Kruglanski, A. W. (1990-1994) "Effects of Need for Closure on Social Cognition and Interaction". National Institute for Mental Health. \$452,990. Principal Investigator.

Kruglanski, A. W., Irle M. (1982-1984). "Lay epistemics effects on judgment and decision making". Deutsche Forschungsgemeinschaft DM350,000. Co-Principal Investigator.

Kruglanski, A. W. (1981-1982) Social Sciences and Humanities Research Council of Canada, Visiting Foreign Scholar Award.

Kruglanski, A. W. (1973-1974) Ford Foundation Grant No. 7 (through Israel Foundation Trustees).

Kruglanski, A. W. (1969-1970) The James Marshal Fund Grant.

Kruglanski, A. W. (1969-1970) NIMH Small Grant No. MH 1815 01.

Kruglanski, A. W. (1968) NIMH PostDoctoral Fellowship.

Kruglanski, A. W. (1966) Woodrow Wilson Fellowship.

EDITING AND REVIEWING

2003-2005 Associate Editor: *American Psychologist*

1995-2000 Editor: *Journal of Personality and Social Psychology: Attitudes and Social Cognition*

1994-1995 Incoming Editor: *Journal of Personality and Social Psychology: Attitudes and Social Cognition*

1991-1994 Editor: *Personality and Social Psychology Bulletin*

1990-1991 Editor Elect: *Personality and Social Psychology Bulletin*
1988-1991 Associate Editor: *Personality and Social Psychology Bulletin*

EDITORIAL BOARD

2004- *Psychological Review*
1999- *Journal of Personality and Social Psychology: Attitudes and Social Cognition*
1978-1981 *The Behavioral and Brain Sciences*
1984-1993 *European Journal of Social Psychology*
1989 *Polish Psychological Bulletin*
1990-1995 *British Journal of Social Psychology*
1995- *Rassegna di Psicologia*
1999- *European Review of Social Psychology*
2002-2004 *American Psychologist*

SCIENTIFIC REVIEWER

Psychological Review
Psychological Bulletin
Journal of Personality and Social Psychology
Journal of Experimental Social Psychology
Personality and Social Psychology Bulletin
Advances in Experimental Social Psychology
Journal of Personality
Human Relations
Memory and Cognition
Journal of Educational Psychology
Developmental Psychology
National Science Foundation
Canada Council
European Journal of Social Psychology
American Psychologist

PROFESSIONAL EMPLOYMENT

Fall 2008 Revesz Honorary Professor, University of Amsterdam

- 2003 Visiting Professor, Humboldt Foundation Research Prize, University of Heidelberg
- 2000 Visiting Professor, Sorbonne, Paris, Universite Rene Descartes
- 1993-1994 Visiting Professor, University of Utrecht, The Netherlands
- 1987-Present Professor of Psychology, University of Maryland, College Park, Maryland
- 1986-1987 Visiting Professor, University of Wisconsin, Madison
- 1985-1986 Visiting Professor, University of Connecticut, Storrs, Connecticut
- 1984-1985 Visiting Professor, University of Waterloo, Canada
- 1981-1982 Visiting Foreign Scholar (Special Grant/Social Sciences and Humanities Research Council of Canada), University of Waterloo, Canada
- 1981 Guest Research Professor, Mannheim University, West Germany
- 1975-1976 Visiting Professor, Vanderbilt University, Nashville, Tennessee
- 1974-1975 Visiting Professor, University of North Carolina, Chapel Hill, N.C.
- 1968 Post doctoral fellowship, National Institute of Mental Health, United States.

PUBLICATIONS

Books Authored

1. Kruglanski, A.W., Belanger, J.J. & Gunaratna, R. (2019). *The Three Pillars of Radicalization: Needs, Narratives, and Networks*. New York: Oxford University Press.
2. Kruglanski, A.W., Webber, D. & Koehler, D. (2019). *Radicals' Journey: German Neo-Nazis' Voyage to the Edge and Back*. New York: Oxford University Press.
3. Kruglanski, A.W. (2019). *The Motivated Mind*. London, UK: Psychology Press.

4. Kruglanski, A. W. (2004). *The psychology of closed mindedness*. New York: Psychology Press.
5. Kruglanski, A. W. (1989). *Lay epistemics and human knowledge: Cognitive and motivational bases*. New York: Springer.

Books Edited

1. Kruglanski, A. W. & Stroebe, W. (Eds.). (2012). *Handbook of the history of social psychology*. New York: Francis & Taylor.
2. Forgas, J.P., Kruglanski, A.W., & Williams, K.D. (Eds.) (2011). *The Psychology of Social Conflict and Aggression*. New York: Psychology Press.
3. Kruglanski, A. W., Higgins, E. T., & Van Lange, P. A. M. (Eds.). (2011). *Handbook of theories of social psychology*. Newbury Park, CA: Sage.
4. Victoroff, J., & Kruglanski, A. W. (Eds.) (2009). *Psychology of terrorism*. New York: Psychology Press.
5. Kruglanski, A. W., & Higgins, E. T. (Eds.) (2007). *Social psychology: A handbook of basic principles*, 2nd edition. New York: Fancis & Taylor.
6. Kruglanski, A.W., & Higgins, E.T. (Eds.) (2003). *Social psychology: A general reader*. Philadelphia, PA: Psychology Press.
7. Higgins, E.T., & Kruglanski, A.W. (Eds.) (2000). *Motivational science*. Philadelphia, PA: Psychology Press.
8. Higgins, E. T., & Kruglanski, A. W. (Eds.) (1996). *Social psychology: A Handbook of Basic Principles*. New York: Guilford Press.
9. Bar-Tal, D., Graumann, C.F., Kruglanski, A.W., &Stroebe, W. (Eds.) (1989). *Stereotyping and prejudice: Changing conceptions*. New York: Springer-Verlag.
10. Bar-Tal, D., & Kruglanski, A. W. (Eds.) (1988). *The social psychology of knowledge*. New York: Cambridge University Press.
11. Stroebe, W., Kruglanski, A. W., Hewstone, M., & Bar-Tal, D. (Eds.) (1988). *The social psychology of inter-group and international conflict*. New York: Springer.

Book Chapters

1. Nowak, A., Gelfand, M.J., Borkowski, W., & Kruglanski, A.W. (2017). Autocratic recidivism: Computational models of why revolutions fail. In Moadel, M., & Gelfand, M.J. (Eds). *Values, Political Action and Change in the Middle East and the Arab Spring* (pp. 271-294)
2. Kruglanski, A.W., Chernikova, M., & Kopetz, C. (2015). Emerging trends in motivation science: The "What" and the "How" of Willing and Striving. In R. Scott & S. Kosslyn (Eds). *Emerging trends in social and behavioral sciences*, NJ: John Wiley & Sons
3. Kruglanski, A.W., Gelfand, M.J., Belanger, J., Gunaratna, R., & Hettiarachchi, M. (2014). Deradicalizing the Liberation Tigers of Tamil Eelam (LTTE): Some preliminary findings. In A. Silke (Ed.) *Prisons, Terrorism and Extremism: Critical Issues in Management, Radicalization and Reform*. London: Routledge.
4. Kruglanski, A.W., Klein, K., Pierro, A., & Mannetti, L. (2014). The unimodel unfolding. In J. Sherman, B. Gawronski, & Y. Trope (Eds.) *Dual Process Theories of the Social Mind*. New York: Guilford Press.
5. Kruglanski, A.W. & Sheveland, A. (2013) The role of epistemic motivations in knowledge formation. In S. Kreitler (Ed.) *Cognition and motivation: Forging an interdisciplinary perspective*. New York: Cambridge University Press.
6. Kruglanski, A.W. (2012) Lay epistemic theory. In P.A.M. Van Lange, A.W. Kruglanski, & E.T. Higgins (Eds) In *Handbook of theories of social psychology* (Vol 1) (pp. 201-233). Thousand Oaks, CA: Sage Publications.
7. Kruglanski, A.W., Gelfand, M. & Gunaratna, R. (2012) Terrorism as means to an end: How political violence bestows significance. In P.R. Shaver & M. Milkulincer (Eds.) *Meaning, mortality, and choice: The social psychology of existential concerns* (pp. 203-212). Washington, DC: American Psychology Association.
8. Kruglanski, A.W., & Orehek, E. (2012) The need for certainty as a psychological nexus for individuals and society. In M.A. Hogg & D.L. Blaylock (Eds) *Extremism and the psychology of uncertainty* (pp. 1-18). New York, Guilford Press.
9. Kruglanski, A.W., & Shteynberg, G. (2012) Cognitive consistency as means to an end: How subjective logic affords knowledge. In B. Gawronski & F. Strack (Eds.) *Cognitive*

- consistency: A fundamental principle in social cognition* (pp. 245-264.). New York: Guilford Press.
10. Kruglanski, A.W. & Stroebe, W. (2012) The making of social psychology. In A.W. Kruglanski, A. W. & Stroebe, W. (Eds). (2012). *Handbook of the history of social psychology* (pp. 3-15). New York: Francis & Taylor.
 11. Forgas, J.P., Kruglanski, A.W., & Williams, K.D. (2011). The psychology of social conflict and aggression: Homo Aggressivus Revisited. In J.P. Forgas, A.W. Kruglanski, & K.D. Williams, (Eds.) (2011). *The Psychology of Social Conflict and Aggression*. New York: Psychology Press.
 12. Kruglanski, A.W., & Orehek, E. (2011). The role of the quest for personal significance in motivating terrorism. In J.P. Forgas, A.W. Kruglanski, & K.D. Williams, (Eds.) *The Psychology of Social Conflict and Aggression*. New York: Psychology Press.
 13. Courage, M.L., Howe, M.L., Ilkowski, M., Engle, R.W., Kossowska, M. Orehek, E., Kruglanski, A.W. . . . Brzezicka, A. (2010) Individual differences in working memory and higher-ordered processing: The commentaries. In A. Gruszka, G. Matthews, & B. Szymura, (Eds.). *Handbook of Individual Differences in Cognition: Attention, Memory, and Executive Control* (pp. 369-382). New York: Springer Science.
 14. Kossowska, M., Orehek, E., & Kruglanski, (2010) Motivation towards closure and cognitive resources: An individual differences approach. In A. Gruszka, G. Matthews, & B. Szymura, (Eds.). *Handbook of Individual Differences in Cognition: Attention, Memory, and Executive Control* (pp. 369-382). New York: Springer Science.
 15. Kruglanski, A.W. & Kopetz, C. (2010). Unpacking the self-control dilemma and its modes of resolution. In R. Hassin, K. Ochsner, & Y. Trope (Eds.) *Self-control in Society, Mind & Brain* (pp.297-311).. Oxford: Oxford University Press.
 16. Kruglanski, A. W., Orehek, E., Higgins, E. T., Pierro, A. & Shalev, I. (2010). Modes of self-regulation: Assessment and locomotion as independent determinants in goal-pursuit. In R. Hoyle (Ed.) *Handbook of Personality and Self-Regulation* (375-402). Malden. MA: Blackwell Publishing.
 17. Chen, X., & Kruglanski, A.W. (2009). Terrorism as a tool of minority influence. In F. Butera & J. Levine (Eds). *Coping with Minority Statue: Response to Exclusion and Inclusion* (pp. 202-221). New York: Cambridge University Press.

18. Dechesne, M. & Kruglanski, A.W. (2009). Motivated cognition in interpersonal context: Need for closure and its implications for information regulation and social interaction. In T.S. Afifi, & W.A. Afifi (Eds.) *Uncertainty, Information Management, and Disclosure Decisions: Theories and Applications* (pp. 128-141). New York: Routledge/Taylor & Francis Group.
19. Fitzsimons, G.M., Friesen, J., Orehek, E., & Kruglanski, A.W. (2009). Progress-induced goal shifting as a self-regulatory strategy. In J.P. Forgas, R.F. Baumeister, & D.M. Tice (Eds.) *Psychology of self-regulation: Cognitive, Affective, and Motivational Processes* (pp. 183-197). New York: Psychology press.
20. Kruglanski, A.W. & Fishman, S. (2009). The need for cognitive closure In M. Leary and R. H. Hoyle (Eds). *Handbook of individual differences in social behavior* (pp. 343-353). New York: Guilford.
21. Kruglanski, A.W., & Fishman, S. (2009). The psychology to terrorism: ‘Syndrome’ versus ‘tool’ perspectives. In J. Victoroff, & A.W. Kruglanski, (Eds) *Psychology of Terrorism: Classic and Contemporary Insights* (pp. 35-53). New York: Psychology Press.
22. Kruglanski, A.W., & Kopetz, C. (2009). The role of goal systems in self-regulations. In E. Morsella, J.A. Bargh, & P.M. Gollwitzer (Eds.) *Oxford Handbook of Human Action* (pp. 350-367). New York: Oxford University Press.
23. Kruglanski, A.W. & Kopetz, C. (2009). What is so special (and non special) about goals ? A view from the cognitive perspective. In Moscovitz, G. & Grant, H. (Eds.). *The Psychology of Goals* (pp. 27-55). Now York: Guilford.
24. Higgins, E.T., Pierro, A. & Kruglanski, A.W. (2008). Re-thinking culture and personality: How self-regulatory universals create cross-cultural differences. In R. Sorrentino (Ed). *Handbook of Motivation and Cognition Within and Across Cultures* (pp. 161-190). New York: Guilford Press.
25. Kruglanski, A.W. & Chun, W.Y. (2008). Motivated closed-mindedness and its social consequences. In J.Y Shah, & W.L. Gardner (Eds.) *Handbook of Motivation Science* (pp. 84-99). New York: Guilford Press.
26. Shah, J.Y., & Kruglanski, A.W. (2008). Structural dynamics: The challenge of change in goal systems. In J.Y Shah, & W.L. Gardner (Eds.) *Handbook of Motivation Science* (pp. 217-229). New York: Guilford Press.

27. Cole, A., Adams-Fuller, T., Cole, O.J., Kruglanski, A.W., & Glymph, A. (2007). Making sense of a hurricane: Social identity and attribution explanations of race-related differences in Katrina disaster responses. In H. Potter (Ed.). *Racing the Storm* (pp. 3-32). Idaho Falls, Idaho: Lexington Books.
28. Kruglanski, A.W. & Semin, G. (2007). The epistemic bases of interpersonal communication. In M. Hewstone, H.A.W. Schut, J.B.F. De Wit, K. van den Bos, & M.S. Stroebe (Eds.) *The Scope of Social Psychology: Theory and Applications* (pp. 107-120). New York: Psychology Press.
29. Kruglanski, A.W. & Sleeth-Keppler, D. (2007). Principles of social judgment. In A.W. Kruglanski & E.T. Higgins (Eds.). *Social Psychology: A Handbook of Basic Principles* (2nd Edition) (pp. 116-137). New York: Guilford.
30. Kruglanski, A.W. (2006). Theories as bridges. In P. Van Lange (Ed.). *Bridging Social Psychology* (pp. 21-32). Cambridge: Cambridge University Press.
31. Chun, W.Y. & Kruglanski, A. W. (2005). Consumption as a Multiple Goal Pursuit without Awareness. In F. R. Kardes, P. M. Herr, & J. Nantel. (Eds.), *Applying social cognition to consumer-focused strategy* (pp. 25-43). Mahwah, NJ: Lawrence Erlbaum Associates.
32. Dechesne, M. & Kruglanski, A.W. (2005). Terror's Epistemic Consequences: Existential Threats and the Quest for Certainty and Closure. In Greenberg J. Koole S. & Pyszczynski, T. (Eds.). *Handbook of Experimental Existential psychology* (pp. 25-43). New York: Erlbaum.
33. Kruglanski, A.W., & Stroebe, W. (2005). The influence of belief and goals on attitudes: Issues of structure, function and dynamics. In. D. Albarracin, B. Johnson, & M.P. Zanna (Eds.). *Handbook of Attitude Research* (pp. 323-368). New York: Guilford.
34. Richter, L., & Kruglanski, A.W. (2004). Motivated closed mindedness and the emergence of culture. In M. Schaller & C. Crandall (Eds.). *The Psychological Foundations of Culture* (pp. 101-121). Hillsdale, N.J.: Erlbaum.
35. Kruglanski, A.W., Chun, W.Y., Erb, H.P., Pierro, A., Mannetti, L., & Spiegel, S. (2003). A parametric model of human judgment: Integrating the dual-mode frameworks in social cognition from a singular perspective. In J. Forgas, Von Hippel, W., and K. Williams (Eds.), *Social Judgments: Implicit and explicit process* (pp. 137-161). Cambridge: Cambridge University Press.

36. Kruglanski, A.W., Erb, H.P., Spiegel, S., & Pierro, A. (2003). A parametric unimodel of human judgment: A fanfare to the common thinker. In L.G. Aspinwall & U.M. Staudinger (Eds.). *A psychology of human strengths: Fundamental questions and future directions for a positive psychology* (pp. 197-210). Washington, D.C.: APA Press.
37. Kruglanski, A.W., Fishbach, A., Erb, H.P., Pierro, A., & Mannetti, L. (2003). The unimodel as a theory of persuasion. In G. Haddock and G. R. Maio (Eds.), *Theoretical Perspectives on Attitudes for the 21st Century: The Gregynog Symposium*. New York: Psychology Press.
38. Shah, J.Y., Kruglanski, A.W., & Friedman, R. (2003). Motivation as cognition: A goal-systemic analysis of thought, action and performance. In S. Spencer, Fein, S., M. Zanna, & J. Olson (Eds.). *The Ontario Symposium*. (Vol. 9, pp. 247-276).. Hillsdale, J.:Erlbaum.
39. Kruglanski, A.W., Erb, H.P., Pierro, A. & Spiegel, S. (2001). A parametric unimodel of human judgment: A fanfare to the common thinker. In L.G. Aspinwall & U.M. Staudinger (Eds.). *A psychology of human strengths: Perspectives on an emerging field*. Washington, D.C.: APA Press.
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