

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	63,270 (GS)
H-index	113 (GS)
i10 index	356 (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.
-----------	---

- 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. (2022-2025). "The Social Consequences of Climate Change" . Department of Defense. \$998,000. Principal Investigator.
- 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.
40. Kruglanski, A.W. (2000). Social cognition, social representations and the dilemmas of social theory construction. In K. Deaux & G. Philogene (Eds.). *Social representations: Introductions and explorations* (pp. 242-248). New York: Blackwell.
41. Kruglanski, A.W., & Webster, D.M. (2000). Motivated closing of the mind: 'Siezing' and 'freezing.' In E.T. Higgins & A.W. Kruglanski (Eds) *Motivational Science: Social and Personality Perspectives* (pp. 354-375). New York: Psychology Press.
42. Shah, J. Y.& Kruglanski, A.W. (2000). Aspects of goal networks: Implications for self-regulation. In M. Boekaerts, P.R. Pintrich, and M. Zeidner (Eds.), *Handbook of self regulation* (pp. 85-110). San Diego: Academic Press.
43. Shah, J.Y.& Kruglanski, A.W. (2000). The structure and substance of intrinsic motivation. In C. Sansone & J.M. Harackiewicz (Eds.), *Intrinsic Motivation: Controversies and New Directions* (pp. 105-127) San Diego, CA: Academic Press.
44. Thompson, E.P., Kruglanski, A.W. & Spiegel, S. (2000). Attitudes as knowledge structures and persuasion as a specific case of subjective knowledge acquisition. In J.M. Olson & G.R. Maio (Eds.). *Why we evaluate: Functions of attitudes* (pp. 59-95). Mahwah, NJ: Lawrence Erlbaum Associates.

45. Jost, J.T., Kruglanski, A.W., & Simon, L. (1999). Effects of epistemic motivation on conservatism, intolerance, and other system justifying attitudes. In L. Thompson, D.M. Messick, and J.M. Levine (Eds.), *Shared knowledge in organizations* (pp. 91-116). Hillsdale, N.J.: Erlbaum.
46. Kruglanski, A.W., Thompson, E.P. & Spiegel, S. (1999). Separate or equal?: Bimodal notions of persuasion and a single process "unimodel." In S. Chaiken and Y. Trope (Eds.), *Dual process models in social cognition: A source book* (pp. 293-313). New York: Guilford.
47. Nelson, T.O., Kruglanski, A.W. & Jost, J. (1999). Knowing thyself and others. Progress in Metacognitive social psychology. In V. Yzerbyt, G. Lories and B. Dordenne (Eds.), *Metacognition: Cognitive and social dimensions* (pp. 69-89). London, UK: Sage Publications.
48. Kruglanski, A.W. (1996). Epistémique naïve: Comment sont formées des croyances. In J. L. Beavois and J. C. Deschamps (Eds.), *Traite de Psychologie Sociale* (Vol. 11, pp. 221-223). Grenoble: Presses Universitaires de Grenoble.
49. Kruglanski, A. W. (1996). Goals as knowledge structures. In P.M. Gollwitzer and J. A. Bargh (Eds.), *The psychology of action: Linking cognition and motivation to behavior* (pp. 599-618). New York: Guilford.
50. Kruglanski, A. W. (1996). Motivated social cognition: Principles of the interface. In E. T. Higgins and A. W. Kruglanski (Eds.), *Social Psychology: A Handbook of Basic Principles* (pp. 493-522). New York: Guilford.
51. Kruglanski, A. W. (1996). Motivated gatekeeper of our minds: Need for closure effects on interpersonal phenomena. In E.T. Higgins and R.M. Sorrentino (Eds.), *The Handbook of Motivation and Cognition* (Vol. 3, pp. 465-496). New York: Guilford.
52. Kruglanski, A.W. (1995). Lay epistemics. In A.S.R. Manstead and M. Hewstone (Eds.), *The Blackwell Dictionary of Social Psychology*. Blackwell: Oxford.
53. Kruglanski, A.W. (1994). The social cognitive bases of scientific knowledge. In William Shadish & Steve Fuller (Eds.), *The Social Psychology of Science* (pp. 197-213). The Guilford Press: New York, London.
54. Shadish, W.R., Fuller, S., Gorman, M.E., Amabile, T.M., Kruglanski, A.W., Rosethan, R., & Rosenwein, R.E. (1994). Social psychology of science: A conceptual and research

- program. In W.R. Shadish, & S. Fuller (Eds.). *The Social Psychology of Science* (pp. 3-123). Guilford Press.
55. Kruglanski, A.W., Bar Tal, D. and Klar, Y. (1993). A social cognitive theory of conflict. In K. S. Larsen (Ed.), *Conflict and Social Psychology* (pp. 46-57). London: Sage.
 56. Kruglanski, A.W. (1990). Motivations for judging and knowing: Implications for causal attribution. In E.T. Higgins and R.M. Sorrentino (Eds.). *The Handbook of Motivation and Cognition* (Vol. 2, pp. 333-386). New York: Guilford.
 57. Kruglanski, A.W. (1990). Conditions for accuracy: general and specific. In J.P. Caverni, J.M. Fabre and M. Gonzales (Eds.), *Cognitive biases: Their contribution to understanding human cognitive processes*, (pp. 15-34). Amsterdam: North Holland.
 58. Klar, Y., Bar Tal, D., & Kruglanski, A.. (1989). Conflict as a cognitive schema. In W. Stroebe, A. Kruglanski, D. Bar Tal, & M. Hewstone (Eds.), *The social psychology of intergroup conflict: Theory and research* (pp.73-85). New York: Springer.
 59. Bar-Tal, D. & Kruglanski, A.W. (1988). The social psychology of knowledge: Its scope and meaning. In D. Bar-Tal, & A.W. Kruglanski (Eds). *The Social Psychology of Knowledge* (pp. 1-14). New York: Cambridge University Press.
 60. Kruglanski, A. (1988). Knowledge as a social psychological construct. In D. Bar Tal & A. Kruglanski (Eds.), *The Social Psychology of Knowledge* (pp.109-141). Oxford: Cambridge University Press.
 61. Kruglanski, A., & Jaffe, Y. (1988). Curing by Knowing: The epistemic approach to cognitive therapy. In L. Abramson (Ed.), *Social Cognition and Clinical Psychology* (pp. 254-291). New York: The Guilford Press.
 62. Kruglanski, A. (1987). Blame placing schemata in attributional research. In C. F. Graumann & S. Moscovici (Eds.), *Changing Conceptions of Conspiracy Theories* (pp. 219-229). New York: Springer.
 63. Kruglanski, A. & Klar, I. (1985). Knowing what to do: On the epistemology of actions. In J. Kuhl & J. Beckmann, *Action Control: From Cognition to Behavior* (pp. 101-128). New York: Springer.
 64. Kruglanski, A., & Baldwin, M. W., & Towson, S. (1983). The lay epistemic process in social cognition. In M. Hewstone (Ed.), *New Developments in Attribution Theory* (pp.

- 81-95). Oxford: Blackwell and in German translation. D. Frey & M. Irle (Eds.), *Sozialpsychologische Theorienspektiven*, Vol. 2. Bern: Huber Verlag.
65. Kruglanski, A., & Jaffe, Y. (1983). The lay epistemic model in cognitive therapy. In M. Rosenbaum, C. Franks, & Y. Jaffe (Eds.), *Perspective on Behavior Therapy in the 80's* (pp. 217-233). New York: Springer.
 66. Kruglanski, A. (1982). The consistency principle in dissonance and attribution. In H. Hiebsch, H. Brandstatter, & H. Kelley (Eds.), *Social Psychology*. VEB Deutscher Verlag: Berlin.
 67. Kruglanski, A. (1978). Issues in cognitive social psychology, in D. Greene & M. R. Lepper (Eds.), *The Hidden Costs of Reward: New Perspective on the Psychology of Human Motivation* (pp. 19-29).. Hillsdale, N.J.: Erlbaum Pub.
 68. Kruglanski, A. (1978). Endogenous attribution and intrinsic motivation. In D. Greene & M. R. Lepper (Eds.), *The Hidden Costs of Reward: New Perspective on the Psychology of Human Motivation* (pp. 85-108).. Hillsdale, N.J.: Erlbaum Pub.
 69. Kruglanski, A., Hamel, I., Maides, S., & Schwartz, J. (1978). Attribution theory as a special case of lay epistemology. In J. H. Harvey, W. J. Ickes, & R. F. Kidd (Eds.), *New Directions in Attribution Research* (Vol. 2, pp. 299-333). Hillsdale, N.J.: Lawrence Erlbaum.
 70. Raven, B. H., & Kruglanski, A. W. (1970) Power and conflict. In P. Swingle (Ed.), *The Structure of Conflict*, (pp.69-109). New York: Academic Press.

Articles in Refereed Journals

1. Szumowska, E., Wojcik, N., Schwed, P. & Kruglanski, A.W. (in press) Say who? Credibility Effects in Self-Verification Strivings. *Psychological Science*.
2. Pica, G. Milyavsky, M., Pierro, A., & Kruglanski, A.W. (in press). The Epistemic Bases of Changes of Opinion and Choices: The Joint Effects of the Need for Cognitive Closure, Ascribed Epistemic Authority and Quality of Advice. *European Journal of Social Psychology*.
3. Szumowska, E. & Kruglanski, A.W. (2021). The psychology of getting busy: Multitasking as a consequence of goal activation. *Journal of Experimental Psychology: General*.

4. Pica, G., Milyavsky, M., Pierro, A. & Kruglanski, A.W. (2021) The Epistemic Bases of Changes of Opinion and Choices: The Joint Effects of the Need for Cognitive Closure, Ascribed Epistemic Authority and Quality of Advice. *European Journal of Social Psychology*, 1-13.
5. Pierro, A., Pica, G., Dentale, F., Gelfand, M., & Kruglanski, A. W. (2020). The Unique Role of Regulatory Mode Orientations in Implicit and Explicit Self-Forgiveness. *Social Psychology*. Advance online publication. <http://dx.doi.org/10.1027/1864-9335/a000433>
6. Kruglanski, A.W., Szumowska, E. & Kopetz, C.E. (2021). The call of the wild: How extremism happens. *Current Directions in Psychological Science*, 30(2), 181-185.
7. Jasko, K, Webber, D. Molinario, E. & Kruglanski, A.W. (2021). Ideological Extremism among Syrian Refugees Is Negatively Related to Intentions to Migrate to the West. *Psychological Science*.
8. Kruglanski, A.W. & Ellenberg, M. (2020). The Quest for personal significance and ideological violence: A comment on Wortman, Yoder, & Decety (2020). *AJOB Neuroscience*, 11(4), 285-287.
9. Kossowska, M., Ewa Szumowska, E., Szwed, P., Czernatowicz – Kukuczka, A & Kruglanski, A.W. (2020). Helping when desire is low: The Role of expectancy in helping. *Motivation and Emotion*.
10. Kruglanski, A.W., Gunaratna, R., Ellenberg, M. & Speckhard, A. (2020), Terrorism in the time of pandemic: Exploiting mayhem. *Global Security: Health, Science and Policy*, 5(1), 121-132.
11. Kruglanski, A.W., Szumowska, E., Kopetz, C., Vallerand, R.J., & Pierro, A. (2020). On the psychology of extremism: How motivational imbalance breeds intemperance. *Psychological Review*.
12. Szumowska, E. & Kruglanski, A.W. (2020). Curiosity as end and means. *Current Opinion in Behavioral Sciences*, 35, 35-39.
13. Jasko, K., Grzymala-Maoszczynska, J., Maj, M., Szastok, M. & Kruglanski, A.W. (2020). Making Americans feel great again? Personal significance predicts political intentions of losers and winners of the 2016 U.S. elections. *Political Psychology*, 41(4), 717-736.

14. Leander, N. P., Kreienkamp, J., Agostini, M., Stroebe, W., Gordijn, E. H., & Kruglanski, A. W. (2020). Biased hate crime perceptions can reveal supremacist sympathies. *Proceedings of the National Academy of Sciences of the United States of America*, *117*(32), 19072-19079.
15. Milyavsky, M., Kruglanski, A.W., Gelfand, M.J., Chernikova, M., & Pierro, A. (2020). People who Need People (and Some Who Think They Don't): On Compensatory Personal and Social Means of Goal Pursuit. *Psychological Inquiry*.
16. Kruglanski, A.W., Jasko, K. & Friston, K. (2020). All thinking is wishful thinking. *Trends in Cognitive Science*, *24*(6), 413-424.
17. Baldner, C., Pierro, A. & Kruglanski, A.W. (2020). Moving Toward Helping Behavior: The Roles of Sympathy, Helping Goal Attainability, and Locomotion Orientation. *Basic and Applied Social Psychology*, *42*(3), 133-149.
18. Leander, N.P., Agostini, M., Stroebe, W., Kreienkamp, J, Spears, R., Kuppens, T., Van Zomeren, M., Otten, S., and Kruglanski, A.W. (2020). Frustration-affirmation? Thwarted goals motivate compliance with social norms for violence. *Journal of Personality and Social Psychology*, *119*(2), 249–271.
19. Kruglanski, A.W. & Szumowska, E. (2020). Habitual behavior is goal driven. *Perspectives on Psychological Science*, *15*(5), 1256-127.
20. Webber, D., Kruglanski, A., Molinario, E., Jasko, K. (2020). Ideologies that justify terrorism and political violence. *Current Opinion in Behavioral Sciences*, *34*, 107–111.
21. Jasko, K., Webber, D., Kruglanski, A. W., Gelfand, M., Taufiqurrohman, M., Hettiarachchi, M., & Gunaratna, R. (2019). Social context moderates the effects of quest for significance on violent extremism. *Journal of Personality and Social Psychology*, *118*(6), 1165–118.
22. Ajzen, I., & Kruglanski, A. W. (2019). Reasoned action in the service of goal pursuit. *Psychological Review*, *126*(5), 774–786.
23. Amato, C., Baldner, C. S., Pierro, A., & Kruglanski, A. W. (2019). “Tempus Divitiae”: Locomotion orientation and evaluation of time as a precious resource. *Time & Society*, *28*(3), 1105-1123.

24. Belanger, J. J., Kruglanski, A. W., & Kessels, U. (2019). On sin and sacrifice: How intrinsic religiosity and sexual-guilt create support for martyrdom. *Psychological Research on Urban Society*, 2(2), 66-75.
25. Jasko, K., Szastok, M., Grzymala-Moszczynska, J., Maj, M., & Kruglanski, A. W. (2019). Rebel with a cause: Personal significance from political activism predicts willingness to self-sacrifice. *Journal of Social Issues*, 75(1), 314-349.
26. Kruglanski, A. W., Fernandez, J. R., Factor, A. R., & Szumowska, E. (2019). Cognitive mechanisms in violent extremism. *Cognition*, 188, 116-123.
27. Leander, N. P., Stroebe, W., Kreienkamp, J., Agostini, M., Gordijn, E., & Kruglanski, A. W. (2019). Mass shootings and the salience of guns as means of compensation for thwarted goals. *Journal of Personality and Social Psychology*, 116(5), 704-723.
28. Lo Destro, C., Chernikova, M., Pierro, A., Kruglanski, A. W., & Higgins, E. T. (2019). Effect of regulatory modes on work performance: the moderating role of job familiarity and job complexity/El efecto del modo de regulación en el rendimiento laboral: el rol moderador de la familiaridad con el trabajo y la complejidad de la tarea. *Revista de Psicología Social*, 34(1), 1-25.
29. Molinario, E., Kruglanski, A. W., Bonaiuto, F., Bonnes, M., Cicero, L., Fornara, F., ... & Degroot, W. (2019). Motivations to Act for the Protection of Nature Biodiversity and the Environment: A Matter of “Significance”. *Environment and Behavior*, 52(10), 1133-1163.
30. Komissarouk, S., Chernikova, M., Kruglanski, A. W., & Higgins, E. T. (2019). Who Is Most Likely to Wear Rose-Colored Glasses? How Regulatory Mode Moderates Self-Flattery. *Personality and Social Psychology Bulletin*, 45(3), 327-341.
31. Szumowska, E., & Kruglanski, A. W. (2019). A Stroll through the Garden of “Goodness” and “Badness”: The Goal Systemic View on the Value of Actions and Outcomes. *Psychological Inquiry*, 30(3), 151-154.
32. Kruglanski, A. W. (2019). My road to violent extremism (as its researcher, that is...). *Perspectives on psychological science*, 14(1), 49-53.
33. Baldner, C., Jaume, L. C., Pierro, A., & Kruglanski, A. W. (2019). the epistemic bases of prejudice: the role of need for cognitive closure. *TPM: Testing, Psychometrics, Methodology in Applied Psychology*, 26(3), 447-461.

34. Fernandez, J. R., & Kruglanski, A. W. (2019). The Psychology of Multiple Goal Pursuit: Choices, Configurations, and Commitments. *Journal of the Association for Consumer Research*, 4(1), 5-12.
35. Milyavsky, M., Webber, D., Fernandez, J. R., Kruglanski, A. W., Goldenberg, A., Suri, G., & Gross, J. J. (2019). To reappraise or not to reappraise? Emotion regulation choice and cognitive energetics. *Emotion*, 19(6), 964–981.
36. Kruglanski, A. W. (2018). Violent radicalism and the psychology of prepossession. *Social Psychological Bulletin*, 13(4), 1-18.
37. Orehek, E., & Kruglanski, A. W. (2018). Personal failure makes society seem fonder: An inquiry into the roots of social interdependence. *PloS one*, 13(8): e0201361.
38. Dugas, M., & Kruglanski, A. W. (2018). Shared Reality as Collective Closure. *Current opinion in Psychology*, 23, 72-76.
39. Di Santo, D., Baldner, C., Pierro, A., & Kruglanski, A. W. (2018). A “bridge” over troubled water: Implications of the effect of locomotion mode on hopelessness. *Journal of Applied Social Psychology*, 48(12), 675-682.
40. Schumpe, B. M., Bélanger, J. J., Dugas, M., Erb, H. P., & Kruglanski, A. W. (2018). Counterfinality: On the increased perceived instrumentality of means to a goal. *Frontiers in Psychology*, 9, 1052.
41. Kossowska, M., Szumowska, E., Dragon, P., Jaśko, K., & Kruglanski, A. W. (2018). Disparate roads to certainty processing strategy choices under need for closure. *European Review of Social Psychology*, 29(1), 161-211.
42. Kruglanski, A. W., Factor, A., & Jaśko, K. (2018). Is “behavior” the problem?. *Social Psychological Bulletin*, 13, e26138.
43. Dugas, M., Crowley, K., Gao, G. G., Xu, T., Agarwal, R., Kruglanski, A. W., & Steinle, N. (2018). Individual differences in regulatory mode moderate the effectiveness of a pilot mHealth trial for diabetes management among older veterans. *PloS one*, 13(3), e0192807.
44. Pierro, A., Pica, G., Giannini, A. M., Higgins, E. T., & Kruglanski, A. W. (2018). Letting myself go forward past wrongs: How regulatory modes affect self-forgiveness. *PloS One*, 13(3), e0193357.
45. Pierro, A., Chernikova, M., Destro, C. L., Higgins, E. T., & Kruglanski, A. W. (2018).

Assessment and locomotion conjunction: How looking complements leaping... but not always. In *Advances in Experimental Social Psychology*, 58, 243-299.

46. Kruglanski, A., Jasko, K., Webber, D., Chernikova, M., & Molinario, E. (2018). The making of violent extremists. *Review of General Psychology*, 22(1), 107-120.
47. Kruglanski, A. W., Jasko, K., Milyavsky, M., Chernikova, M., Webber, D., Pierro, A., & di Santo, D. (2018). All about cognitive consistency: A reply to commentaries. *Psychological Inquiry*, 29(2), 109-116.
48. Kruglanski, A. W., Jasko, K., Milyavsky, M., Chernikova, M., Webber, D., Pierro, A., & Di Santo, D. (2018). Cognitive consistency theory in social psychology: A paradigm reconsidered. *Psychological Inquiry*, 29(2), 45-59.
49. Kruglanski, A. W., Fishbach, A., Woolley, K., Bélanger, J. J., Chernikova, M., Molinario, E., & Pierro, A. (2018). A structural model of intrinsic motivation: On the psychology of means-ends fusion. *Psychological Review*, 125(2), 165-182.
50. Kruglanski, A. W., Baldner, C., Chernikova, M., Lo Destro, C., & Pierro, A. (2018). A new perspective on the attitude-behavior relation: The essential function of goals. *Polish Psychological Bulletin*, 49(1), 31-39.
51. Webber, D., Babush, M., Schori-Eyal, N., Vazeou-Nieuwenhuis, A., Hettiarachchi, M., Bélanger, J. J., ... & Gelfand, M. J. (2018). The road to extremism: Field and experimental evidence that significance loss-induced need for closure fosters radicalization. *Journal of Personality and Social Psychology*, 114(2), 270-285.
52. Kruglanski, A. W. (2017). Motivational phases on the road to action. *Motivation Science*, 3(3), 196-207.
53. Milyavsky, M., Kruglanski, A.W., Chernikova, M., & Schori-Eyal, N. (2017). Evidence for arrogance: On the relative importance of expertise, outcome, and manner information. *PLOS One*, 12(7), E0180420.
54. Chernikova, M., Lo Destro, C., Pierro, A., Higgins, E. T., & Kruglanski, A. W. (2017). A multilevel analysis of person-group regulatory mode complementarity: The moderating role of group task interdependence. *Group Dynamics*, 21(2), 108-120
55. Lo Destro, C., Chernikova, M., Pierro, A., & Aiello, A. (2017). Who's most likely to get stressed and leave the company? Effects of regulatory mode on work stress and turnover intentions. *Testing, Psychometrics, Methodology in Applied Psychology*, 24(4), 1-13.

56. Stroebe, W., Leander, N. P., & Kruglanski, A. W. (2017). Is it a dangerous world out there? The motivational bases of American gun ownership. *Personality and Social Psychology Bulletin*.
57. Webber, D., Chernikova, M., Kruglanski, A.W., Gelfand, M.J., Hettiarachchi, M., Gunaratna, R., Lafreniere, M.A., Belanger, J.J. (2017). Deradicalizing Detained Terrorists. *Political Psychology*.
58. Kruglanski, A.W., Chernikova, M., Jasko, K. (2017). Social psychology circa 2016: A field on steroids. *European Journal of Social Psychology*, 47(1), 1-10.
59. Dugas, M. A., Schori-Eyal, N., Kruglanski, A.W., Klar, Y., Touchton-Leonard, K., McNeil, A., Gelfand, M.J., Roccas, S. (2017). Group-centric attitudes mediate the relationship between Need for Closure and Intergroup hostility. *Group Processes and Interpersonal Relations*, 21(8), 1155-1171.
60. Kruglanski, A.W., Jasko, K., Chernikova, M., Webber, D., & Dugas, M.A. (2017). To the fringe and back: Violent extremism and the psychology of deviance. *American Psychologist*, 72(3), 217-230.
61. Jasko, K., LaFree, G., & Kruglanski, A. (2017). Quest for significance and violent extremism: The case of domestic radicalization. *Political Psychology*, 38(5), 815-831.
62. Webber, D., Klein, K., Kruglanski, A., Brizi, A., & Merari, A. (2017). Divergent paths to martyrdom and significance among suicide attackers. *Terrorism and Political Violence*, 29(5), 852-874.
63. Kruglanski, A. W. (2016). Rethinking social cognition in means-ends terms: A tale of two surprises. *Motivation and Emotion*, 40(3), 343-350.
64. Bélanger, J. J., Schumpe, B., Lafrenière, M-A. K., Giacomantonio, M., Brizi, A., Kruglanski, A.W. (2016). Beyond goal-commitment: How expectancy shapes means evaluation. *Motivation Science*.
65. Dugas, M., Bélanger, J. J., Moyano, M., Schumpe, B. M., Kruglanski, A. W., Gelfand, M. J., ... & Nociti, N. (2016). The quest for significance motivates self-sacrifice. *Motivation Science*, 2(1), 15.

66. Kossowska, M., Bukowski, M., Guinote, A., Dragon, P., & Kruglanski, A. W. (2016). Self-image threat decreases stereotyping: The role of motivation toward closure. *Motivation and Emotion, 40*(6), 830-841.
67. Cohen, S. J., Kruglanski, A., Gelfand, M. J., Webber, D., & Gunaratna, R. (2016). Al-Qaeda's propaganda decoded: A psycholinguistic system for detecting variations in terrorism ideology. *Terrorism and Political Violence, 1*-30.
68. Kruglanski, A.W., Chernikova, M., Jasko, K. (2016). Aspects of motivation: Reflections on Roy Baumeister's essay. *Motivation and Emotion, 1*-5.
69. Kruglanski, A. W., Gelfand, M. J., Sheveland, A., Babush, M., Hetiarachchi, M., Ng Bonto, M., & Gunaratna, R. (2016). What a difference two years make: Patterns of radicalization in a Philippine jail. *Dynamics of Asymmetric Conflict, 9*(1-3), 13-36.
70. Lo Destro, C., Chernikova, M., Pierro, A., Kruglanski, A. W., & Higgins, E. T. (2016). Practice benefits locomotors: Regulatory mode complementarity and task performance. *Social Psychological and Personality Science, 7*(4), 358-365.
71. Chernikova, M., Destro, C. L., Mauro, R., Pierro, A., Kruglanski, A. W., & Higgins, E. T. (2016). Different strokes for different folks: Effects of regulatory mode complementarity and task complexity on performance. *Personality and Individual Differences, 89*, 134-142.
72. Brizi, A., Mannetti, L., & Kruglanski, A. W. (2016). The closing of open minds: Need for closure moderates the impact of uncertainty salience on outgroup discrimination. *British Journal of Social Psychology, 55*(2), 244-262.
73. Bélanger, J. J., Pierro, A., Barbieri, B., De Carlo, N. A., Falco, A., & Kruglanski, A. W. (2016). One size doesn't fit all: the influence of supervisors' power tactics and subordinates' need for cognitive closure on burnout and stress. *European Journal of Work and Organizational Psychology, 25*(2), 287-300.
74. Pica, G., Bélanger, J. J., Pantaleo, G., Pierro, A., & Kruglanski, A. W. (2016). Prejudice in person memory: Self-threat biases memories of stigmatized group members. *European Journal of Social Psychology, 46*(1), 124-131.
75. Bélanger, J. J., Pierro, A., Mauro, R., Falco, A., De Carlo, N., & Kruglanski, A. W. (2016). It's About Time: The Role of Locomotion in Withdrawal Behavior. *Journal of Business and Psychology, 31*(2), 265-278.

76. Kruglanski, A.W., Jasko, K., Chernikova, M., Milyavsky, M. Babush, M., Baldner, C. & Pierro, A. (2016). The rocky road from attitudes to behaviors: Charting the goal systemic course of actions. *Psychological Review*.
77. Kruglanski, A. W., Pierro, A., & Higgins, E. T. (2016). Experience of time by people on the go: A theory of the locomotion–temporality interface. *Personality and Social Psychology Review*, 20(2), 100-117.
78. Bélanger, J.J, Pierro, A, Kruglanski, A.W, Vallerand, R.J., De Carlo, N & Falco, A. (2015). On feeling good at work: the role of regulatory mode and passion in psychological adjustment. *Journal of Applied Social Psychology*, 45, 319–329
79. Bélanger, J. J., Pierro, A., & Kruglanski, A. W. (2015). Social power tactics and subordinates’ compliance at work: The role of need for cognitive closure. *Revue Européenne de Psychologie Appliquée/European Review of Applied Psychology*, 65(4), 163-169.
80. Bélanger, J. J., Schori-Eyal, N., Pica, G., Kruglanski, A. W., & Lafrenière, M. A. (2015). The “more is less” effect in equifinal structures: Alternative means reduce the intensity and quality of motivation. *Journal of Experimental Social Psychology*, 60, 93-102.
81. Roets, A., Kruglanski, A. W., Kossowska, M., Pierro, A., & Hong, Y. Y. (2015). Chapter Four-The Motivated Gatekeeper of Our Minds: New Directions in Need for Closure Theory and Research. *Advances in experimental social psychology*, 52, 221-283.
82. Pica, G., Amato, C., Pierro, A., & Kruglanski, A. W. (2015). The early bird gets the worm: On locomotors’ preference for morningness. *Personality and Individual Differences*, 76, 158-160.
83. Viola, V., Tosoni, A., Brizi, A., Salvato, I., Kruglanski, A. W., Galati, G., & Mannetti, L. (2015). Need for cognitive closure modulates how perceptual decisions are affected by task difficulty and outcome relevance. *PloS one*, 10(12), e0146002.
84. Sharvit, K., Kruglanski, A. W., Wang, M., Sheveland, A., Ganor, B., & Azani, E. (2015). Palestinian public opinion and terrorism: A two-way street?. *Journal of Policing, Intelligence and Counter Terrorism*, 10(2), 71-87.
85. Pierro, A., Sheveland, A., Livi, S., & Kruglanski, A. W. (2015). Person-group fit on the need for cognitive closure as a predictor of job performance, and the mediating role of group identification. *Group Dynamics: Theory, Research, and Practice*, 19(2), 77.

86. Bélanger, J. J., Kruglanski, A.W., Chen, X., Orehek, E. & Johnson, D.J. (2015). When Mona Lisa Smiled and Love was in the Air: On the Cognitive Energetics of Motivated Judgments. *Social Cognition*, 2, 104-119.
87. Livi, S., Kruglanski, A. W., Pierro, A., Mannetti, L., & Kenny, D. A. (2015). Epistemic motivation and perpetuation of group culture: Effects of need for cognitive closure on trans-generational norm transmission. *Organizational Behavior and Human Decision Processes*, 129, 105-112.
88. Bélanger, J. J., Kruglanski, A. W., Chen, X., & Orehek, E. (2014). Bending perception to desire: Effects of task demands, motivation, and cognitive resources. *Motivation and Emotion*, 38(6), 802-814.
89. Viola, V., Tosoni, A., Kruglanski, A. W., Galati, G., & Mannetti, L. (2014). Routes of motivation: Stable psychological dispositions are associated with dynamic changes in cortico-cortical functional connectivity. *PloS one*, 9(6), e98010.
90. Pica, G., Pierro, A., Bélanger, J. J., & Kruglanski, A. W. (2014). The role of need for cognitive closure in retrieval-induced forgetting and misinformation effects in eyewitness memory. *Social Cognition*, 32(4), 337-359.
91. De Carlo, N. A., Falco, A., Pierro, A., Dugas, M., Kruglanski, A. W., & Higgins, E. T. (2014). Regulatory mode orientations and well-being in an organizational setting: the differential mediating roles of workaholism and work engagement. *Journal of Applied Social Psychology*, 44(11), 725-738.
92. Kruglanski, A. W., Chernikova, M., Rosenzweig, E., & Kopetz, C. (2014). On motivational readiness. *Psychological Review*, 121(3), 367.
93. Kruglanski, A. W., Raglan, G. B., Schulkin, J., Babush, M., & Farrow, V. A. (2014). Need to know: the need for cognitive closure impacts the clinical practice of obstetrician/gynecologists. *BMC medical informatics and decision making*, 14(1), 122.
94. Kruglanski, A. W., Gelfand, M. J., Bélanger, J. J., Sheveland, A., Hetiarachchi, M., & Gunaratna, R. (2014). The psychology of radicalization and deradicalization: How significance quest impacts violent extremism. *Political Psychology*, 35(S1), 69-93.
95. Orehek, E., Sasota, J. A., Kruglanski, A. W., Dechesne, M., & Ridgeway, L. (2014). Interdependent self-construals mitigate the fear of death and augment the willingness to become a martyr. *Journal of personality and social psychology*, 107(2), 265.

96. Pierro, A., Giacomantonio, M., Kruglanski, A. W., & van Knippenberg, D. (2014). Follower need for cognitive closure as moderator of the effectiveness of leader procedural fairness. *European Journal of Work and Organizational Psychology, 23*(4), 582-595.
97. Sensales, G., Areni, A., Boyatzi, L., Dal Secco, A., & Kruglanski, A. (2014). Perceived impact of terrorism and the role of the media: representations by Italian citizens differing in political orientation and need for closure. *Behavioral Sciences of Terrorism and Political Aggression, 6*(1), 41-57.
98. Sharvit, K., Kruglanski, A. W., Wang, M., Chen, X., M. Boyatzi, L., Ganor, B., & Azani, E. (2013). The effects of Israeli use of coercive and conciliatory tactics on Palestinian's use of terrorist tactics: 2000–2006. *Dynamics of Asymmetric Conflict, 6*(1-3), 22-44.
99. Belanger, J.J., Lafreniere, M-A. Vallerand, R.J. & Kruglanski, A.W. (2013) Driven by fear: The effect of success and failure information on passionate individuals' performance. *Journal of Personality and Social Psychology, 104*, 180-195.
100. Belanger, J.J., Lafreniere, M-A. Vallerand, R.J. & Kruglanski, A.W. (2013). When passion makes the heart grow colder: The role of passion in alternative goal suppression. *Journal of Personality and Social Psychology, 104*, 126-147.
101. Hogg, M.A., Kruglanski, A.W., and van den Bos, K. (2013) Uncertainty and the roots of extremism. *Journal of Social Issues, 69*, 407-418.
102. Klein, K.M., & Kruglanski, A.W., (2013) Commitment and extremism: A goal systemic analysis. *Journal of Social Issues, 69*, 419-435.
103. Köpetz, C.E. Lejuez, C.W., Wiers, R.W. & Kruglanski, A.W (2013). Motivation and Self-Regulation in Addiction: A Call for Convergence. *Perspectives in Psychological Science, 8*, 3-24.
104. Pica, G., Pierro, A., Bélanger, J. J., & Kruglanski, A. W. (2013). The motivational dynamics of retrieval-induced forgetting: A test of cognitive energetics theory. *Personality and Social Psychology Bulletin, 39*(11), 1530-1541.
105. Kruglanski, A.W. (2013). Only one? The Default-Interventionist Framework as a Unimodel. *Perspectives on Psychological Science, 8*, 242-247.

106. Kruglanski, A.W. (2013) Psychological insights into Indonesian Islamic terrorism: The what, the how, and the why of violent extremism. *Asian Journal of Social Psychology*, *16*, 112-116.
107. Kruglanski, A.W., Belanger, J., Gelfand, M.G., Gunaratna, R., Hetiarrachchi, M., Reinares, F. Orehek, E.A., Sasota, J. & Sharvit, K. (2013) Terrorism, A (Self) Love-Story: Redirecting the Significance-Quest Can End Violence. *American Psychologist*, *68*, 559-575
108. Kruglanski, A.W., Kopetz, C., Belanger, J., Chun, W.Y., Orehek, E., & Fishbach, A. (2013). Features of Multifinality. *Personality and Social Psychology Review*, *17*, 22-39.
109. Kruglanski, A.W., Pierro, A., Mannetti, L., & Higgins, E.T. (2013). The Distinct Psychologies of “Looking” and “Leaping:” Assessment and Locomotion as the Springs of Action. *Social and Personality Psychology Compass*, *7*, 79-92.
110. Pica, G., Pierro, A. & Kruglanski, A.W. (2013). Effect of Circadian Rhythms on Retrieval Induced Forgetting. *Cognitive Processes*, *15*(1), 29-38.
111. Pierro, A., Giacomantonio, M., Pica, G., Giiannini, A.M., Kruglanski, A.W., & E.T. Higgins (2013). Persuading drivers to refrain from speeding: Effects of message sidedness and regulatory fit. *Accident Analysis and Prevention*, *50*, 917-925.
112. Pierro, A., Giacomantonio, M., Pica, G., Kruglanski, A.W., & E.T. Higgins (2013) Locomotion and the preference for multi-tasking: Implications for well-being. *Motivation and Emotion*, *37*, 213-223.
113. Pierro, A., Giacomantonio, M., Pica, G., Mannetti, L. Kruglanski, A.W., & E.T. Higgins (2013) When comparative ads are more effective: Fit with audience’s regulatory mode. *Journal of Economic Psychology*, *38*, 90-103.
114. Pierro, A., Pica, G., Klein, K., Kruglanski, A.W., Higgins, E.T. (2013). Looking back or moving on: How regulatory mode affects nostalgia. *Motivation and Emotion*.
115. Pierro, A., Pica, G., Mauro, R., Kruglanski, A.W., & Higgins, E.T. (2013). How regulatory modes work together: Locomotion-assessment complementarity in work performance. TPM-Testing Psychometrics, *Methodology in Applied Psychology*, *19*, 247-262.

116. Roets, A., Van Hiel, A. & Kruglanski, A.W. (2013). When motivation backfires: Optimal levels of motivation as a function of cognitive capacity in information relevance perception and social judgment. *Motivation and Emotion*, 37, 261-273.
117. Kopetz, C.E., Kruglanski, A.W, Arens, Z.G., Etkin, J., Johnson, H.M. (2012). The dynamics of consumer behavior: A goal systemic perspective. *Journal of Consumer Psychology*, 22, 208-223.
118. Kruglanski, A.W., Belanger, J., Chen, X., Kopetz, C. Pierro, A. & Mannetti, L. (2012). The Energetics of Motivated Cognition: A Force Field Analysis. *Psychological Review*, 119, 1-20.
119. Mannetti, L., Pierro, A., Higgins, E.T. & Kruglanski, A.W. (2012). Maintaining physical exercise: How locomotion moderates the full attitude-intention-behavior relation. *Basic and Applied Social Psychology*, 34, 295-303.
120. Orehek, E., Mauro, R., Kruglanski, A.W., & van der Bles, A.M. (2012). Prioritizing association strength versus value: The influence of self-regulatory modes on means evaluation in single goal and multigoal contexts. *Journal of Personality and Social Psychology*, 102, 22-31.
121. Pierro, A., Giacomantonio, M., Mannetti, L., Higgins, E.T. & Kruglanski, A.W. (2012). Leaders as planners and movers: Supervisors' regulatory modes and subordinates' performance. *Journal of Applied Social Psychology*, 42, 2564-2582.
122. Pierro, A., Kruglanski, A.W. & Raven, B.H. (2012). Motivational underpinnings of social influence in work settings: Bases of social power and the need for cognitive closure. *European Journal of Social Psychology*, 42, 41-52.
123. Pierro, A, Mannetti, L., Kruglanski, A.W., Klein, K. Orehek, E. (2012). Persistence of attitude change, and attitude-behavior correspondence based on extensive processing of source information. *European Journal of Social Psychology*, 42, 103-111.
124. Pierro, A., Presaghi, F., Higgins, E.T., Klein, K. & Kruglanski, A.W. (2012). Frogs and ponds: A multilevel analysis of the regulatory mode complementarity hypothesis. *Personality and Social Psychology Bulletin*, 38, 269-279.
125. Chun, W.Y., Kruglanski, A.W., Sleeth-Kepler, D. & Friedman, R.S. (2011). Multifinality in implicit choice. *Journal of Personality and Social Psychology*, 101, 1124-1137.

126. Kopetz, C. Faber, T., Fishbach, A. & Kruglanski, A.W. (2011). The multifinality constraints effect: How goal, multiplicity narrows the means set to a focal end. *Journal of Personality and Social Psychology, 100*, 810-826.
127. Kruglanski, A.W., & Gigerenzer, G. (2011). Intuitive and deliberate judgments are based on common principles. *Psychological Review, 118*, 97-109.
128. Kruglanski, A.W., Pierro, A., & Sheveland, A. (2011) How many roads lead to Rome? Equifinality set-size and commitment to goals and means. *European Journal of Social Psychology, 41*, 344-352.
129. Orehek, E., Bessarabova, E., Chen, X., & Kruglanski, A.W. (2011). Positive affect as informational feedback in goal pursuit. *Motivation and Emotion, 35*, 44-51.
130. 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.
131. Fulmer, C.A., Gelfand, M.J., Kruglanski, A.W., Kim-Prieto, C., Diener, E., Poerro, A., & Higgins, E.T. (2010). On ‘feeling right’ in cultural contexts: How person-culture match affects self-esteem and subjective well-being. *Psychological Science, 21*, 1563-1569.
132. Kopetz, C.E., Reynolds, E.K., Hart, C.L., Kruglanski, A.W., & Lejuez, C.W., (2010). Social context and perceived effects of drugs on sexual behavior among individuals who use both heroin and cocaine. *Experimental and Clinical Psychopharmacology, 18*, 214-220.
133. Kruglanski, A.W., Orehek, E. Deschesne, M., & Pierro,A. (2010) Lay epistemic theory: The motivational, cognitive, and social aspects of knowledge formation. *Social and Personal Psychology Compass, 4*, 939-950.
134. Mannetti, L., Giacomantonio, M. Higgins, E.T., Pierro, A & Kruglanski, A.W. (2010). Tailoring visual images to Fit: Value Creation in Persuasive Messages. *European Journal of Social Psychology, 40*, 206-215.
135. Mannetti, L., Levine, J.M., Pierro, A., & Kruglanski, A.W., (2010) Group reaction to defection: The impact of shared reality. *Social Cognition, 28*, 447-464.
136. Orehek, E., Dechesne, M., Fishbach, A., Kruglanski, A.W., Chun, W.Y. (2010). On the inferential epistemics of trait centrality in impression formation. *European Journal of Social Psychology, 40*, 1120-1135.

137. Orehek, E., Fishman, S., Dechesne, M., Doosje, B., Kruglanski, A.W., Cole, A.P. Saddler, B., & Jackson, T. (2010). Need for closure and the social response to terrorism. *Basic and Applied Social Psychology, 32*, 279-290.
138. Kruglanski, A.W., Chen, X; Dechesne, M., Fishman, S., & Orehek, E. & (2009). Fully committed: Suicide Bombers' Motivation and the Quest for Personal Significance. *Political Psychology, 30*, 331-357. (target article for peer commentary).
139. Kruglanski, A.W., Chen, X., Dechesne, M., Orehek, E. & Fishman, S. (2009). Yes, No, and Maybe in the World of Terrorism Research: Reflections on the Commentaries. *Political Psychology, 30*, 401-417.
140. Kruglanski, A.W., Dechesne, M., Orehek, E., & Pierro, A. (2009). Three decades of lay epistemics: The why, how, and who of knowledge formulation. *European Review of Social Psychology, 20*, 146-191.
141. Kruglanski, A.W., & Fishman, S. (2009) What makes terrorism tick? Its individual, group and organizational aspects. *Rivista de Psicologia Social, 24*, 139-162.
142. Kruglanski, A.W., & Fishman, S. (2009). Psychological factors in terrorism and counterterrorism: Individual, group and organizational levels of analysis. *Social Issues Policy Review, 3* (1), 1-44.
143. Kruglanski, A.W. & Orehek, E. (2009). Toward a relativity theory of rationality. *Social Cognition, 27*, 639-660.
144. Kruglanski, A.W., Orehek, E., & Dechesne, M. (2009). Lay epistemic theory: The motivational, cognitive, and social aspects of knowledge formation. *European Review of Social Psychology, 20*, 146-191.
145. Mannetti, L. Leder, S., Insalata, L., Pierro, A., Higgins, T., & Kruglanski, A. (2009). Priming the ant or the grasshopper in people's mind: How regulatory mode affects inter-temporal choices. *European Journal of Social Psychology, 39*, 1120-1125.
146. Mauro, R., Pierro, A., Mannetti, L., Higgins, E.T. & Kruglanski, A.W. (2009). The perfect mix: Regulatory complementarity and the speed-accuracy balance in group performance. *Psychological Science, 20*, 681-685.

147. Pierro, A., Orehek, E., & Kruglanski, A.W., (2009). Let there be no mistake! On assessment mode and the transference effect in social perception. *Journal of Experimental Social Psychology*, 45, 879-883.
148. Pierro, A., Presaghi, F., Higgins, T.E., & Kruglanski, A.W. (2009) Regulatory mode preferences for autonomy-supporting vs. controlling instructional styles. *British Journal of Educational Psychology*, 79, 599-615.
149. Bornavalova, M.A., Fishman, S., Strong, D.R., Kruglanski, A.W., & Lejuez, C.W. (2008). Borderline personality disorder in the context of self-regulation: Understanding symptoms and hallmark features as deficits in locomotion and assessment. *Personality and Individual Differences*, 44, 22-31.
150. De la Corte Ibanez, L., Kruglanski, A., de Miguel Calvo, J.M., & Sabucedo, J.M.& Diaz, D. (2008). Seven psychosocial principles that explain terrorism. *Psychology in Spain*, 12, 70-80.
151. Kopetz, C.E., & Kruglanski, A.W. (2008). Effects of accessibility and subjective relevance on the use of piecemeal and category information in impression formation. *Personality and Social Psychology Bulletin*, 34, 692-705.
152. Kopetz, C.E., Kruglanski, A.W., Chen, X., & Orehek, E., (2008). Goal system effects in the context of choice and social judgment. *Social and Personality Psychology Compass*, 2, 2071-2089.
153. Kruglanski, A.W., Crenshaw, M., Post, J.M. & Victorof, J. (2008). Talking about terrorism. *Scientific American: Mind*, 58-65.
154. Kruglanski, A.W., & Fishman, S., (2008). Psychological underpinnings of terrorism: The individual, the group and the organization. *Psucologia Sociale*, 3, 197-223.
155. Kruglanski, A, W., Pierro, A., & Spina, I. (2008). Night and day you are the one: On circadian mismatches and the transference effect in social perception. *Psychological Science*, 19, 296-301.
156. Pierro, A., & Kruglanski, A.W. (2008). ‘Seizing and freezing ; on a significant-person schema : Need for closure and the transference effect in social judgment. *Personality and Social Psychology Bulletin*, 34, 1492-1503.

157. Pierro, A., Leder, S., Mannetti, L., Higgins, E.T., & Kruglanski, A.W., Aiello, A. (2008). Regulatory mode effects on counterfactual thinking and regret. *Journal of Experimental Social Psychology, 44*, 321-329.
158. Stroebe, W., Mensink, W., Aarts, H., Schut, H. & Kruglanski, A.W. (2008). Why dieters fail? Testing the goal conflict model of eating. *Journal of Experimental Social Psychology, 44*, 26-36.
159. De la Corte Ibanez, L., Kruglanski, A., De Miguel Calvo, J.M., & Sabucedo, J.M. (2007). Siete Principios Sociales Para Explicar el Terrorismo (Seven Social Principles that Explain Terrorism). *Psicothema, 19*, 366-374.
160. Erb, H.-P., Pierro, A., Mannetti, L., Spiegel, S., & Kruglanski, A.(2007). Biased processing of persuasive information: On the functional equivalence of cues and message arguments. *European Journal of Social Psychology, 37*, 1057-1075.
161. Kruglanski, A.W., Crenshaw, M, Post, G. & Victoroff, J. (2007). What should this fight be called? Metaphors of counterterrorism and their implications. *Psychological Science in the Public Interest. 8*, 97-133.
162. Kruglanski, A.W. & Orehek, E. (2007). Partitioning the domain of human inference: Dual mode and system models and their alternatives. *Annual Review of Psychology, 8*, 291-316.
163. Kruglanski, A.W., Pierro, A., Higgins, E.T. (2007) ‘On the move’ or ‘staying put’: Locomotion, need for closure, and reactions to organizational change. *Journal of Applied Social Psychology, 37*, 1305-1340.
164. Kruglanski, A.W. , Pierro, A. & Higgins, E.T. (2007). Regulatory mode and preferred leadership styles: How fit increases job satisfaction. *Basic and Applied Social Psychology, 29*, 137-149.
165. Kruglanski, A.W., Pierro, A., Mannetti, L., Erb, H-P, & Chun, W.Y. (2007). On the parameters of social judgment . *Advances in Experimental Social Psychology, 39*, 255-303.
166. Livi, S., DeGrada, E., Pierro, A., Mannetti, L., Kruglanski, A.W. & Kenny, D. (2007). Bisogno di chiusura cognitiva e trasmissione di norme sperimentalmente indotte in piccoli gruppi (Need for cognitive closure and transmission of experimentally induced norms in small groups) *Giornale Italiano di Psicologia (Italian Journal of Psychology)*, 34, 581-601.

167. Mannetti, L., Pierro, A., & Kruglanski, A.W. (2007). Who regrets more after choosing a non-status-quo option? Post decisional regret under need for cognitive closure. *Journal of Economic Psychology*, 28, 186-196.
168. Pierro, A., Cicero, L., Bonaiuto, M., Van Knippenberg, D. & Kruglanski, A.W. (2007). Leader group prototypicality and resistance to organizational change: The moderating role of need for closure and team identification. *Testing, Psychometrics, Methodology*, 14, 27-40.
169. Pierro, A., De Garda, E., Kruglanski, A.W., & Raven, B.H. (2007). Guardo di accentuazione di forme diverse di poste, stili di gestione dei conflitti e commitment organizzativo (Degree of acceptance of different forms of power, styles of conflict management and organization commitment). *Rassegna di Psicologia*, 24, 71-92.
170. Presaghi F., Pierro A., Kruglanski A.W., T. Higgins, (2007). Modi regolatori e stili di insegnamento (Regulatory modes and reaching styles). *Psicologia Sociale*, 1, 149-165.
171. Zhang, Y., Fishbach, S. & Kruglanski, A.W. (2007). The dilution model: How additional goals undermine the perceived instrumentality of a shared path. *Journal of Personality and Social Psychology*, 92, 389-401.
172. Chun, W.Y. & Kruglanski, A.W. (2006) The Role of Task Demands and Processing Resources in the Use of Base Rate and Individuating Information. *Journal of Personality and Social Psychology*, 91, 205-217.
173. Kruglanski, A.W. (2006). Inside the terrorist mind: The relevance of ideology. *Estudios di Psicologia*, 27, 1-7.
174. Kruglanski, A.W. (2006). The minds of terrorists and their organizations (A review of John Horgan's: The Psychology of Terrorism). *Democracy and Security*, 2, 163-168.
175. Kruglanski, A.W. (2006). The nature of fit and the origins of "feeling right": A goal systemic analysis. *Journal of Marketing Research*, 43, 11-14.
176. Kruglanski, A.W. , Chen, X. Pierro, A., Mannetti, L., Erb, H.P. & Spiegel, S. (2006). Persuasion according to the unimodel: Implications for cancer communication. *Journal of Communication*, 56, 105-122.

177. Kruglanski, A.W. & Dechesne, M. (2006). Are Associative and Propositional Processes Qualitatively Distinct? A Comment on Gawronski & Bodenhausen (2006). *Psychological Bulletin*, 132, 736-739.
178. Kruglanski, A.W., Dechesne, M., Erb, H.P., Pierro, A., Mannetti, L. & Chun, W.Y. (2006). Modes, Systems and the Sirens of Specificity: The Issues in Gist. *Psychological Inquiry (Authors' Response to Commentaries)*, 17, 256-264.
179. Kruglanski, A.W., Erb, H.P., Pierro, A., Mannetti, L., & Chun, W.Y. (2006). On parametric continuities in the world of binary either ors. *Psychological Inquiry* 17, 153-165. (target article).
180. Kruglanski, A.W. & Fishman, S. (2006). The Psychology of Terrorism: Syndrome versus Tool Perspectives. *Terrorism and Political Violence*, 18, 193-215.
181. Kruglanski, A.W. & Fishman, S. (2006). Terrorism Between Syndrome and Tool. *Current Directions in Psychological Science*, 15, 45-58.
182. Pierro, A., Kruglanski, A.W. & Higgins, E.T. (2006) Progress takes work: Effects of the locomotion dimension on job involvement, effort investment, and task performance in organizations. *Journal of Applied Social Psychology*, 36, 1723-1743.
183. Pierro, A., Kruglanski, A.W. & Higgins, E.T. (2006). Regulatory mode and the joys of doing: Effects of "locomotion" and "assessment" on intrinsic and extrinsic task motivation. *European Journal of Personality*, 20, 355-375.
184. Kruglanski, A.W., Pierro, A., Mannetti, L. & DeGrada, E. (2006). Groups as epistemic providers: Need for closure and the unfolding of group centrism. *Psychological Review*, 113, 84-100.
185. Chirumbolo, A., Pierro, A., Mannetti, L., Areni, A. & Kruglanski, A.W. (2005). Motivated closed mindedness and creativity in small groups. *Small Groups Research*, 36, 59-82.
186. Erb, H.P., & Kruglanski, A.W. (2005). Persuasion: Ein oder Zwei Prozesse. (Persuasion: One or two processes). *Zeitschrift fuer Sozial Psychologie*, 36, 117-131
187. Kruglanski, A.W., Raviv, A. , Bar-Tal, D., Raviv, A., Sharvit, K., Ellis, S., Bar, R., Pierro, A., & Mannetti, L. (2005). Says Who?: Epistemic Authority Effects in Social Judgment. *Advances in Experimental Social Psychology*, 37, 346-392.

188. Pierro, A., Cicero, L., Bonaiuto, M., Van Knippenberg, D. & Kruglanski, A.W. (2005). Leader group prototypicality and leadership effectiveness: The moderating roles of need for cognitive closure.. *The Leadership Quarterly*, 16, 503-516.
189. Pierro, A., Mannetti, L., Erb, H.P., Spiegel, S. & Kruglanski, A.W. (2005). Informational length and order of presentation as determinants of persuasion. *Journal of Experimental Social Psychology*, 41, 458-469.
190. Vanosselaer, S.M.J. , Ramanathan, S., Campbell, Cohen, J.B., Dale J. Janiszewski, C. Kruglanski, A.W., Lee, A.Y., Read, S.J., Russo, J.E. & Tavassoli, N. (2005). Choice based on goals. *Marketing Letters*, 16, 335-346.
191. Chirumbolo, A., Livi, S., Mannetti, L., Pierro, A. & Kruglanski, A.W. (2004). Effects of need for closure on creativity in small group interactions. *European Journal of Personality*, 18, 265-278.
192. Fishbach, A., Shah, J.Y. & Kruglanski, A.W. (2004). Emotional transfer in goal systems. *Journal of Experimental Social Psychology*, 40, 723-738.
193. Kasic, A., Kruglanski, A.W., Pierro, A. & Mannetti, L. (2004). Social cognition of Immigrants Acculturation: Effects of the Need for Closure and the Reference Group at Entry. *Journal of Personality and Social Psychology*, 86, 796-813.
194. Kruglanski, A.W. (2004). The quest for the gist: On challenges of going abstract in social-personality psychology. *Personality and Social Psychology Review*, 8, 156-163.
195. Kruglanski, A.W., Dechesne, M. & Chun, W.Y. (2004). Culture, thought and the unimodel. *Journal of Cultural and Evolutionary Psychology*, 2, 143-167.
196. Kruglanski, A.W., & Higgins, E.T. (2004) Theory construction in social personality psychology: Personal experiences and lessons learned. *Personality and Social Psychology Review*, 8, 96-97.
197. Pierro, A., Mannetti, L., Kruglanski, A.W. & Sleeth-Keppler, D. (2004). Relevance Override: On the reduced impact of “cues” under high motivation conditions of persuasion studies. *Journal of Personality and Social Psychology*, 86, 251-264.
198. Pierro, A., DeGrada, E., Mannetti, L., Livi, S. & Kruglanski, A.W. (2004). Bisogno di chiusura cognitiva e risposta a violazioni normative di carattere quotidiano. (Need for closure and response to normative violations of everyday nature). *Giornale Italiano di Psicologia*, 31, 129-140.

199. Bar-Joseph, U., & Kruglanski, A.W. (2003). Intelligence Failure and Need for Cognitive Closure: On the Psychology of the Yom Kippur Surprise. *Political Psychology, 24*, 75-99.
200. Erb, H.P., Kruglanski, A.W., Chun, Y.W., Pierro, A., Mannetti, L., & Spiegel, S. (2003). Searching for commonalities in human judgment: The Parametric unimodel and its dual-model alternatives. *European Review of Social Psychology, 14*, 1-48.
201. Fishbach, A., Friedman, R., & Kruglanski, A.W. (2003). Leading us not unto temptation: Momentary allurements elicit automatic goal activation, *Journal of Personality and Social Psychology, 84*, 296-309.
202. Higgins, E.T., Kruglanski, A.W. & Pierro, A. (2003). Regulatory Mode: Locomotion and assessment as distinct orientations. *Advances in Experimental Social Psychology, 35*, 293-344.
203. Jost, J.T., Glaser, J., Kruglanski, A.W. & Sullaway, F.J. (2003). Exceptions that prove the rule: Using a theory of motivated social cognition to account for ideological incongruities and political anomalies, *Psychological Bulletin, 129*,. 383-393.
204. Jost, J.T., Glaser, J., Kruglanski, A.W. & Sullaway, F.J. (2003). Political conservatism as motivated social cognition. *Psychological Bulletin, 129*, 339-375.
205. Pierro, A., Mannetti, L., DeGrada, El, Livi, S., & Kruglanski, A.W. (2003) Autocracy bias in informal groups under need for closure. *Personality and Social Psychology Bulletin, 29*, 405-417.
206. Shah, J. Y. & Kruglanski, A.W. (2003). When opportunity knocks: Bottom up priming of goals by means and consequences for self-regulation. *Journal of Personality and Social Psychology, 84*, 1109-1122.
207. Chun, W.Y., Spiegel, S. & Kruglanski, A. W.(2002) Assimilative behavior identification can also be resource dependent: A Unimodel-Based Analysis of Dispositional Attribution Phases. *Journal of Personality and Social Psychology, 83*, 542-555.
208. Jost, J.T. & Kruglanski, A.W., (2002). The estrangement of social constructionism and experimental social psychology: A history of the rift and prospects for reconciliation. *Personality and Social Psychology Review, 6*, 168-187.
209. Kossowska, M., Van Heil, A., Chun, W.Y., & Kruglanski, A.W. (2002). The need for cognitive closure scale: Structure, cross-cultural invariance, and comparison of mean

- rating between European-American and East Asian samples. *Psychologica Belgica*, 42, 267-286.
210. Kruglanski, A.W., Shah, J.Y., Fishbach, A. & Friedman, R., Chun, W. & Sleeth-Keppler, D. (2002). A theory of goals systems. *Advances in Experimental Social Psychology*, 34, 331-378.
 211. Kruglanski, A.W., Shah, J.Y., Pierro, A. & Manetti, L. (2002). When similarity breeds contempt: Need for closure and the allure of homogeneous and self-resembling groups. *Journal of Personality and Social Psychology*, 83, 642-662.
 212. Kruglanski, A.W. Sleeth-Keppler, D., Erb, H.P. Fishbach, A., Pierro, A., & Manetti, L. (2002). All you need is one: The persuasion unimodel and its dual-mode Alternatives. *New Review of Social Psychology*, 1, 62-71.
 213. Mannetti, L., Pierro, A., Kruglanski, A.W., Taris, T., & Bezinovic, P. (2002). A cross cultural study of the need for cognitive closure scale: comparing its structure in Croatia, Italy, the USA and the Netherlands. *British Journal of Social Psychology*, 41, 139-156.
 214. Shah, J.Y., & Kruglanski, A.W., (2002). Priming against your will: How accessible alternatives affect goal pursuit. *Journal of Experimental Social Psychology*. 38, 368-382.
 215. Shah, J.Y., Friedman, R., & Kruglanski, A.W. (2002). Forgetting All Else: On the antecedents and Consequences of Goal Shielding. *Journal of Personality and Social Psychology*, 83, 1261-1280.
 216. Kruglanski, A.W. (2001). Motivation and social cognition: Enemies or a love story? *Revista Internacional de Psicología y Terapia Psicológica*. 1, 33-45.
 217. Kruglanski, A.W. (2001). That “vision thing”: The state of theory in social and personality psychology at the edge of the new millennium. *Journal of Personality and Social Psychology*, 80, 871-875.
 218. Kruglanski, A.W. (2000). Clausura mental motivada: cerrando las puertas de nuestra alma. *Revista de Psicología Social*, 15, 243-260.
 219. Kruglanski, A.W. & Jost, J.T. (2000). Il Construzionismo sociale & psicologia sociale sperimentale: storia delle divergenze e prospettive di riconciliazione. *Rassegna di Psicologia*, 17, 45-67.

220. Kruglanski, A.W., Thompson, E.P., Higgins, E. T., Atash, M.N., Pierro, A., Shah, J.Y., Spiegel, S. (2000). To Do the Right Thing! or to Just Do It!: Locomotion and Assessment as Distinct Self-Regulatory Imperatives. *Journal of Personality and Social Psychology*, 79, 793-815.
221. Sigall, H., Kruglanski, A.W., & Fyock, J. (2000). Wishful thinking and procrastination. *Journal of Personality and Social Behavior*. 15, 283-296.
222. De Grada, E., Kruglanski, A.W., Mannetti, L., & Piero, A. (1999). Motivated Cognition and Group Interaction: Need for Closure Affects the Contents and Processes of Collective Negotiations. *Journal of Experimental Social Psychology*, 35, 346-365.
223. Kruglanski, A.W. (1999). Construzionismo sociale e psicologia sociale sperimentale: Un bacio tra cugini? *Rassegna di Psicologia*.
224. Kruglanski, A.W. (1999). Motivazione ed attivita cognitiva: Quattro note per la future generazioni di richercha. *Giornale Italiano di Psicologia*, a.XXVI, n.4, 847-860.
225. Kruglanski, A.W. (1999). Motivation, cognition, and reality: Three memos for the next generation of research. *Psychological Inquiry*, 10, 54-58.
226. Kruglanski, A.W. (1999). Time for Action: A comment on Professor Amerio's Essay. *Giornale Italiano di Psicologia*.
227. Kruglanski, A.W. & Thompson, E.P. (1999). Persuasion by a single route: A view from the unimodel. *Psychological Inquiry*, 10, 83-110.
228. Kruglanski, A.W. & Thompson, E.P. (1999). The illusory second mode, or the Cue is the Message. *Psychological Inquiry*, 10, 182-193.
229. Richter, L. & Kruglanski, A.W. (1999). Motivated search for common ground: Need for closure effects on audience design in interpersonal communication. *Personality and Social Psychology Bulletin*, 25, 1101-1114.
230. Jost, J.T., Kruglanski, A.W., & Nelson, T.O. (1998). Social metacognition: An expansionist review. *Personality and Social Psychology Review*, 2, 137-154.
231. Richter, L. & Kruglanski, A.W. (1998). Seizing on the latest: Motivationally driven recency effects in impression formation. *Journal of Experimental Social Psychology*, 13, 279-301.

232. Shah, J. Y., Kruglanski, A.W., & Thompson, E.P. (1998). Membership has its (epistemic) rewards: Need for closure effects on ingroup bias. *Journal of Personality and Social Psychology*, 75, 383-393.
233. Webster, D. M. and Kruglanski, A. W. (1998). Cognitive and social consequences of the motivation for closure. *The European Review of Social Psychology*, 8, 133-183.
234. Kruglanski, A.W., Atash, M.N., DeGrada, E., Mannetti, L. & Pierro, A. (1997). Psychological theory testing versus psychometric nay saying: Need for closure scale and the Neuberg et al. critique. *Journal of Personality and Social Psychology*, 73, 1005-1016.
235. Kruglanski, A.W., Clement, R., & Jost, J. (1997). The new dynamic wave: Will it engulf the field? *Psychological Inquiry*, 8, 100-151.
236. Richter, L. & Kruglanski, A.W. (1997). The accuracy of social perception and cognition: Situationally contingent and process based. *The Swiss Journal of Psychology*, 56, 628-1.
237. Rubini, M. & Kruglanski, A.W. (1997). Brief encounters ending in estrangement: Motivated language use and interpersonal rapport. *Journal of Personality and Social Psychology*, 12, 1047-1060.
238. Webster, D.M., Kruglanski, A.W. & Pattison, D.A. (1997). Motivated language use in intergroup contexts: Need for closure effects on the linguistic intergroup bias. *Journal of Personality and Social Psychology*, 72, 1122-1131.
239. De Grada, E., Kruglanski, A.W., Mannetti, L., Pierro, A., & Webster, D.M. (1996). Un'analisi strutturale comparativa delle versioni USA e italiana della scala di "Bisogno di chiusura cognitiva" di Webster & Kruglanski. *Testing, Psicometria, Metodologia*, 3, 518.
240. Dijksterhuis, A.P.; Van Knippenberg, A.D.; Kruglanski, A.W.; & Schaper, C. (1996). Motivated social cognition: Need for closure effects on memory and judgment. *Journal of Experimental Social Psychology*, 32, 254-270.
241. Kruglanski, A.W. (1996). The storehouse/correspondence partition in memory research: Promises and perils. *Behavioral and Brain Sciences*, 19, 198-199.
242. Kruglanski, A.W., Freund, T. & Bar-Tal, D. (1996). Motivational effects in the mere exposure paradigm. *European Journal of Social Psychology*, 26, 479-499.
243. Kruglanski, A.W. & Webster, D.M. (1996). Motivated closing of the mind: "Seizing" and "freezing". *Psychological Review*, 103, 263-283.

244. Webster, D.M., Richter, L. & Kruglanski, A.W. (1996). On leaping to conclusions when feeling tired: Mental fatigue effects on impressional primacy. *Journal of Experimental Social Psychology*, 32, 181-195.
245. Ford, T.E. & Kruglanski, A.W. (1995). Effects of epistemic motivations on the use of accessible constructs in social judgments. *Personality and Social Psychology Bulletin*, 21, 950-962.
246. Kruglanski, A.W. (1995). Implicit theory of personality as a theory of personality. *Psychological Inquiry*, 6, 301-304.
247. Kruglanski, A.W. (1995). Motivazione e conoscenza sociale: Nemici o storia d'amore. *Rassegna di Psicologia*, Vol. XII, N. 2, 722.
248. Kruglanski, A.W. (1995). Motivatie en sociale cognitie: Liefde of haat?. *Nederlandse Tijdschrift voor psychologie*, 50, 24-30.
249. Webster, D.W. & Kruglanski, A.W. (1994). Individual Differences in need for cognitive closure. *Journal of Personality & Social Psychology*, 67, 1049-1062.
250. Kruglanski, A.W., Webster, D.M., & Klein, A. (1993). Motivated resistance and openness to persuasion in the presence or absence of prior information. *Journal of Personality and Social Psychology*, 65, 861-876.
251. Ellis, S. & Kruglanski, A. W. (1992). Self as epistemic authority: Effects on experiential and instructional learning. *Social Cognition*, 10, 357-375.
252. Kruglanski, A. W. (1992). To carry the synthesis a little further. *Psychological Inquiry*, 3, 334-336.
253. Kruglanski, A. W. (1992). On methods of good judgment and good methods of judgment: Political decisions and the art of the possible. *Political Psychology*, 13, 455-475.
254. Heaton, A.W. & Kruglanski, A.W. (1991). Person perception by introverts and extroverts under time pressure: Need for closure effects. *Personality and Social Psychology Bulletin*, 17, 161-165.
255. Kruglanski, A.W. (1991). Social-science-based understandings of science. *Philosophy of the Social Sciences*, 21, 223-231.

256. Kruglanski, A.W. & Webster, D.M. (1991). Group members' reactions to opinion deviates and conformists at varying degrees of proximity to decision deadline and of environmental noise. *Journal of Personality and Social Psychology*, 61, 212-225.
257. Kruglanski, A.W., Peri, N., & Zakai, D. (1991). Interactive effects of need for closure and initial confidence on social information seeking. *Social Cognition*, 9, 127-148.
258. Kruglanski, A.W. (1990). Response. *Psychological Inquiry*, 1, 220-230.
259. Kruglanski, A.W. (1990). Lay epistemic theory in social cognitive psychology. (target article for peer commentary) *Psychological Inquiry*, 1, 181-197.
260. Kruglanski, A., & Mackie, D. (1990). Majority and minority influence: A judgmental process analysis. In W. Stroebe & M. Hewstone (Eds.), *European Review of Social Psychology*, 1, 229-261.
261. Kruglanski, A.W. & Mayseless, O., (1990). Classic and current social comparison research: Expanding the perspective. *Psychological Bulletin*, 108, 195-208.
262. Kruglanski, A.W. & Meinholdt, C. (1990). Cognitive and motivational bases of judgmental biases: Toward a synthesis. *Polish Psychological Bulletin*, 21, 291-305.
263. Kruglanski, A.W. & Meinholdt, C. (1990). Cognitive biases, self deceptions, and defense mechanisms: Bridging the gulf. *Polish Psychological Bulletin*, 21, 269-277.
264. BarTal, D., Kruglanski, A.W. & Klar, Y. (1989). Conflict termination: An epistemological analysis of international cases. *Political Psychology*, 10, 233-255.
265. Kruglanski, A.W. (1989). The Psychology of being "right": On the problem of accuracy in social perception and cognition. *Psychological Bulletin*, 106, 395-409.
266. Kruglanski, A. (1989). Schemata and inferences across time and space: On the thematic continuities of cognitive psychology. *International Journal of Theoretical Psychology Annals*, 1, 85-95.
267. Stroebe, W. & Kruglanski, A.W. (1989). Social psychology at epistemological crossroads: On Gergen's choice. *European Journal of Social Psychology*, 19, 485-489.
268. Kruglanski, A. (1988). Psychological Constructivism in therapy and counseling: Some unresolved issues. *Counseling Psychologist*, 16, 245-248.

269. Kruglanski, A. W. & Mayseless, O. (1988). Contextual effects in hypothesis testing: The role of competing hypotheses and epistemic motivations. *Social Cognition*, 6, 120.
270. Kruglanski, A. (1987). The taming of the unconscious; if you can't beat it, use it. *Canadian Psychology*, 28, 110-111.
271. Kruglanski, A., & Klar, Y. (1987). A view from a bridge: Synthesizing the consistency and attribution paradigms from the layepistemic perspective. *European Journal of Social Psychology*, 17, 211-241.
272. Kruglanski, A. W. & Mayseless, O. (1987). Motivational effects in the social comparison of opinions. *Journal of Personality and Social Psychology*, 53, 834-842.
273. Mayseless, O., & Kruglanski, A. W. (1987). What makes you so sure? Effects of epistemic motivations on judgmental confidence. *Organizational Behavior and Human Decision Processes*, 39, 162-183.
274. Mayseless, O. & Kruglanski, A. W. (1987). Accuracy of estimates in the social comparison of abilities. *Journal of Experimental Social Psychology*, 23, 217-229.
275. Kruglanski, A. (1986). Attribution in the mid eighties (book review of J. H. Harvey & G. Weary (Eds.), Attribution). *Science*, 232, 665-666.
276. Kruglanski, A. (1986). Freezethink and the Challenger disaster. *Psychology Today*, 20, August. 48-49.
277. Freund, T., Kruglanski, A., & Schpitzajzen, A. (1985). The freezing and unfreezing of impressional primacy: Effects of the need for structure and the fear of invalidity. *Personality and Social Psychology Bulletin*, 11, 479-487.
278. Kruglanski, A. (1984). Content, logic and motivation in the process of knowledge acquisition: A reply to Effler. *European Journal of Social Psychology*, 14, 439-446.
279. Kruglanski, A., Friedl, N., & Farkash, E. (1984). Lay persons' sensitivity to statistical information: The case of high perceived relevance. *Journal of Personality and Social Psychology*, 46, 503-518.
280. Kruglanski, A., & Ajzen, I. (1983). Bias and error in human judgement. *European Journal of Social Psychology*, 13, 144.

281. Kruglanski, A., & Freund, T. (1983). The freezing and unfreezing of lay inferences: Effects on impressional primacy, ethnic stereotyping and numerical anchoring. *Journal of Experimental Social Psychology, 19*, 448-468.
282. Kruglanski, A. (1982). But can you be sure?: The psychology of sounder judgements revisited. *Psychologie Heute*.
283. Kruglanski, A. (1982). Kognitive Sozialpsychologie: Eine Betrachtung zum Kognitiven pluralismus and irrationalismus. *Zeitschrift für Sozialpsychologie, 13*, 150-162.
284. Kruglanski, A. W. (1982). Where is psychology heading? *Israeli Journal of Psychology and Counseling in Education, 15*, 510 (in Hebrew).
285. Kruglanski, A. (1981). The epistemic approach in cognitive therapy. *The International Journal of Psychology, 16*, 275-297.
286. Kruglanski, A. (1980). Lay epistemologic process and contents: Another look at attribution theory. *Psychological Review, 87*, 70-87.
287. Kruglanski, A. (1979). Causal explanation, teleological explanation: On radical particularism in attribution theory. *Journal of Personality and Social Psychology, 37*, 1447-1457.
288. Kruglanski, A. (1978). Quantifying the interpersonal expectancy effect: On the place of statistical significance in a program of research. *The Behavioral and Brain Sciences, 3*, 399-400.
289. Kruglanski, A., Schwartz, J., Maides, S., & Hamel, I. (1978). Covariation, discounting and augmentation: Toward a clarification of attribution principles. *Journal of Personality, 46*, 176-199.
290. Kruglanski, A. (1977). The doing of one's thing. *Contemporary Psychology, 21*, 869-870. (A book review of Deci's *Intrinsic Motivation*).
291. Kruglanski, A. (1977). The place of naive contents in a theory of attribution. *Personality and Social Psychology Bulletin, 3*, 592-605.
292. Kruglanski, A., Stein, C., & Riter, A. (1977). Contingencies of exogenous reward and task performance: On the minimax principle in instrumental behavior. *Journal of Applied Social Psychology, 7*, 141-148.

293. Kruglanski, A. (1976). On the paradigmatic objections to experimental psychology: A reply to Gadlin and Ingle. *American Psychologist*, 31, 655-663.
294. Kruglanski, A., & Kroy, M. (1976). Outcome validity in experimental research: A reconceptualization. *Representative Research in Social Psychology*, 2, 166-179.
295. Kruglanski, A. (1975). Context meaning and the validity of results in psychological research. *British Journal of Psychology*, 66, 373-382.
296. Kruglanski, A. (1975). The endogenous exogenous partition in attribution theory. *Psychological Review*, 82, 387-406.
297. Kruglanski, A. (1975). The human subject in the psychology experiment: Fact and artifact. *Advances in Experimental Social Psychology*, 8, 101-147.
298. Kruglanski, A. (1975). The two meanings of external invalidity. *Human Relations*, 66, 373-382.
299. Kruglanski, A. (1975). Theory, experiment and the shifting publication scene in personality and social psychology. *Personality and Social Psychology Bulletin*, 1, 489-493.
300. Kruglanski, A., & Cohen, M. (1975). Attributing freedom in the decision context: Effects of the choice alternatives degree of commitment and predecision uncertainty. *Journal of Personality and Social Psychology*, 30, 178-187.
301. Kruglanski, A., Riter, A., Amitai, A., Margolin, R., Shabtai, L., & Zaksh, D. (1975). Can money enhance intrinsic motivation: A test of the content consequence hypothesis. *Journal of Personality and Social Psychology*, 31, 744-750.
302. Kruglanski, A., Riter, A., Arazi, D. Agassi, R., Monteqio, J., Peri, I & Peretz, M. (1975). The effects of task intrinsic rewards on extrinsic and intrinsic motivation. *Journal of Personality and Social Psychology*, 21, 699-706.
303. Ziv, A., Kruglanski, A., & Shulman, S. (1975). Children's psychological reactions to wartime stress. *Journal of Personality and Social Psychology*, 30, 24-30.
304. Kruglanski, A., & Eilam, Z. (1974). Overcoming the subject artifacts: A critique. *The British Journal of Social and Clinical Psychology*, 13, 916.

305. Kruglanski, A., & Yinon, Y. (1974). Evaluating an immoral act under threat vs. temptation: An illustration of the achievement principle in moral judgements. *Journal of Moral Education*, 3, 167-175.
306. Kruglanski, A. (1973). Much ado about the volunteer artifacts. *Journal of Personality and Social Psychology*, 28, 348-354.
307. Kruglanski, A., & Cohen, M. (1973). Attributed freedom and personal causation. *Journal of Personality and Social Psychology*, 26, 245-250.
308. Gross, D. W., Kelley, H. H., Kruglanski, A., & Patch, M. E. (1972). Contingency of consequences and type of incentives in interdependent escape. *Journal of Experimental Social Psychology*, 8, 360-377.
309. Kruglanski, A., Alon, S., & Lewis, T. (1972). Retrospective misattribution and task enjoyment. *Journal of Experimental Social Psychology*, 8, 493-501.
310. Ziv, A., Kruglanski, A., & Shulman, S. (1972). Children's attitudes to war and local patriotism in shelled and nonshelled urban settlements. *Chavat Daat*, 1, 16.
311. Kruglanski, A., Friedman, I., & Zeevi, G. (1971). The effects of extrinsic incentive on some qualitative aspects of task performance. *Journal of Personality*, 29, 606-617.
312. Kruglanski, A. (1970). Attributing trustworthiness in supervisor worker relations. *Journal of Experimental Social Psychology*, 6, 214-232.
313. Kruglanski, A. (1969). Incentives in interdependent escape as affecting the degree of group incoordination. *Journal of Experimental Social Psychology*, 5, 454-466.