

Curriculum Vitae

May 2008

**Jennifer Crocker, Ph.D.**

**Claude M. Steele Collegiate Professor of Psychology  
College of Literature, Science, and the Arts  
University of Michigan**

Department of Psychology  
University of Michigan  
525 E. University  
Ann Arbor, MI 48109-1109  
e-mail: [jcrocker@umich.edu](mailto:jcrocker@umich.edu)  
(734) 763-1133

Research Center for Group Dynamics  
Institute for Social Research, Box 1248  
426 Thompson St.  
University of Michigan  
Ann Arbor, MI 48106-1248  
(734) 615-3627

**Education**

1979            Ph.D. in Psychology and Social Relations, Harvard University, Major: Social Psychology  
1975            B. A., Michigan State University, Major: Psychology  
1970-1971      Reed College, Major: Mathematics

**Employment**

1995-present    University of Michigan, Ann Arbor  
September, 1995-present: Professor, Department of Psychology  
July, 1996- September, 1998: Chair of Social Psychology Area  
September, 1995-August, 2004: Faculty Associate, Research Center for Group  
Dynamics, Institute for Social Research  
September, 2004-present: Research Professor, Research Center for Group Dynamics,  
Institute for Social Research  
July, 2006- present: Faculty Member, University of Michigan Depression Center  
September 1, 2006-August 31, 2011: Claude M. Steele Collegiate Professor of Psychology

1985-1995      State University of New York at Buffalo, Department of Psychology  
August, 1989 - August, 1995: Professor  
August, 1985 - August, 1989: Associate Professor  
July, 1986 - June, 1988 and August, 1989 - July, 1992: Associate Chair

1979-1985      Northwestern University  
Assistant Professor, Department of Psychology

Winter, 1985    University of Minnesota, Minneapolis  
Visiting Assistant Professor, Department of Psychology

## Honors and Awards

1975-1977	Harvard University Fellow
1982	Fellow, Center for Advanced Study in the Behavioral Sciences, Summer Institute on Stigma and Interpersonal Relations,
1988	Gordon Allport Intergroup Relations Prize, awarded by the Society for the Psychological Study of Social Issues (Division 9 of APA) for the best paper on intergroup relations.
1992	SUNY Chancellor's Award for Excellence in Teaching
1988	Fellow, American Psychological Association
1990	Fellow, American Psychological Society
1988	Fellow, Society for Personality and Social Psychology
1990	Fellow, Society for the Psychological Study of Social Issues
1998	LS & A Excellence in Research Award, University of Michigan, 1998
2000-2001	President, Society for the Psychological Study of Social Issues (Division 9 of APA)
2000-2005	Independent Scientist Award, National Institute of Mental Health
2006-2009	President, International Society for Self and Identity
2006-2011	Claude M. Steele Collegiate Professor of Psychology
2008	Distinguished Service Award, Society for the Psychological Study of Social Issues

## Professional Association Memberships and Activities (selected)

### *Society for Experimental Social Psychology (SESP)*

1984-present	Member
1988-1991	Member, Executive Committee
1989	Member, Dissertation Award Committee
1989	Secretary-Treasurer
1989-1990	Chair of Executive Committee
1993	Chair of Program Committee

### *Society for the Psychological Study of Social Issues*

1977-1979	Student Member
1979-2002	Member
2002-present	Lifetime Member
1996-1999	Elected to Council
1998-1999	Chair, Fellows Committee
1998	Member, task force for formation of an electronic journal
1998-1999	Member, search committee for editor of <i>Journal of Social Issues</i>
1998-1999	Member, nominating committee
1999	Member, Kurt Lewin Memorial Award Committee
1999-2002	President-elect, President, Past-President

### *Society for Personality and Social Psychology*

1998-1999	Member, Fellows Committee
2004	Member, Theoretical Innovation Prize Committee
2005	Chair, Theoretical Innovation Prize Committee
2007-2010	Secretary/Treasurer
2007-2008	Chair, Campbell Award Committee

## Professional Association Memberships and Activities (continued)

### *International Society for Self and Identity*

- 2002 & 2003 Co-organizer, SESP Preconference on the Self
- 2003-2006 Member, Executive Committee
- 2004 Chair, search committee for editor of *Self and Identity*
- 2006-2009 President

### *American Psychological Association*

- 1989 Judge for APA Distinguished Scientific Award for an Early Career Contribution in Social Psychology

## Grant Review Panels

- 1988-1989 National Science Foundation, Social and Developmental Psychology,
- 1992 Member, Committee of Visitors for oversight of the National Science Foundation Division of Behavioral and Cognitive Sciences
- 1995-2001 Russell Sage Foundation Advisory Committee, group on Cultural Contact
- 1997 Member, Special emphasis panel in Social and Group Processes, NIMH
- 1998 Member, Special emphasis panel in Social and Group Processes, NIMH
- 1999 Member, Special emphasis panel in Social and Group Processes, NIMH
- 1997-1998 Reviewer, B-START proposals in Social and Group Processes, NIMH
- 2004 Reviewer, B-START proposals in Social and Group Processes, NIMH
- 2000 Personality and Social Psychology Advisory Group, Behavioral and Social Research, National Institute of Aging
- 2000-2003 Member, RPHB-4 Personality, Social Psychology and Inter-Personal Processes study section, NIH
- 2002 Member, NIMH panel to review Minority Predoctoral F31 applications, July.
- 2004 Member, NIMH Special emphasis panel for translational research centers, March.
- 2005 Member, NIMH panel to review Minority Predoctoral F31 applications, February.

## Editorial Activities (selected)

- 1996-1998 Associate Editor, *Journal of Experimental Social Psychology*
- 1988-1991 Associate Editor: *Personality and Social Psychology Bulletin*
- 1999 Guest Editor: *Journal of Experimental Social Psychology*, Issue on “Social Stigma: Perspectives of Experimental Social Psychology,” January.

## Reviewer for

*Administrative Science Quarterly, Advances in Experimental Social Psychology, Australian Research Council, British Journal of Social Psychology, Child Development, Cognitive Therapy and Research, Developmental Psychology, European Journal of Social Psychology, Journal of Abnormal Psychology, Journal of Adolescence, Journal of Consumer Research, Journal of Experimental Psychology: Human Learning and Memory, Journal of Experimental Social Psychology, Journal of Management Studies, Journal of Personality, Journal of Personality and Social Psychology, Journal of Research in Personality, Journal of Research in Adolescence, Journal of Social and Clinical Psychology, Journal of Social Issues, NIMH B-START Awards, NIMH Personality and Group Processes Panel, National*

Science Foundation, *Organizational Behavior and Human Decision Processes*, *Personality and Social Psychology Bulletin*, Prentice Hall, *Psychological Bulletin*, *Psychological Review*, *Psychological Reports*, *Psychological Science*, Russell Sage Foundation, *Schizophrenia Bulletin*, *Sex Roles*, Scott Foresman, *Self and Identity*, *Social Cognition*, Social Sciences and Humanities Research Council of Canada, *Sociology of Education*.

### Invited Colloquia

1980	Loyola University
1981	Kellogg Graduate School of Management
1982	Carleton College
1983	New York University, Michigan State University, University of Iowa, Ohio State University, University of Illinois at Chicago
1984	DePaul University, UCLA Graduate School of Management, Carnegie-Mellon University, Department of Marketing, Bell Laboratories (Indian Hill), Purdue University
1985	Bell Laboratories (Indian Hill), Michigan State University, University of Minnesota, Duke University Department of Marketing, SUNY at Buffalo, Villanova University, St. Bonaventure University
1986	
1987	Wake Forest University
1988	University of Wisconsin
1989	University of Toronto, Pennsylvania State University
1990	
1991	Johns Hopkins University, Ohio State University
1992	University of Pittsburgh, University of Michigan, Cornell University, University of Kansas
1993	Case-Western Reserve University, Stanford University, University of Waterloo, Yale University, New York University
1994	New York University
1995	Northwestern University
1996	DePaul University
1997	Miami University of Ohio
1998	University of Kentucky, Dartmouth College, Purdue University, Williams College
1999	University of Georgia, University of California at Berkeley, Research Center for the Comparative Study of Race and Ethnicity, Stanford University; Stanford University Department of Psychology
2000	University of California at Santa Cruz, University of California at Santa Barbara, Ohio State University, University of Chicago
2001	Northwestern University Kellogg Graduate School of Management, Michigan State University, University of Pittsburgh, University of Toronto, Texas A & M University, Albion College
2002	La Laguna University of the Canary Islands, Spain; Oakland University; Georgia Institute of Technology; University of Waterloo
2003	Columbia University
2004	Michigan State University; Fuqua School of Business, Duke University
2005	Arizona State University; Duke University Department of Psychology
2006	Oberlin College; Ohio State University

- 2007 Ross School of Business, Positive Organizational Studies Series, University of Michigan;  
Research Center for Group Dynamics Seminar Series; Nijmegen University; Leiden  
University.
- 2008 California State Polytechnic University

**Service** (University of Michigan)

- 1996-1998 Area Chair of Social Psychology  
1996-1997 Member, Social Area Search Committee  
1996-1997 Chair, Katz-Newcomb Committee  
1997 Chair, Brickman Award Committee  
1995-1996 Member, Graduate Studies Committee  
1995-1996 Member, Social Area Admissions Committee  
1995-1996 Member, Social Area Prelim Committee  
1997-1998 Member, ISR Data Confidentiality Committee  
1998-1999 Chair, Social Area Admissions Committee  
1998-1999 Member, Augmented Departmental Executive Committee  
2000-2001 Chair, Social Psychology Outplacement Committee  
2001-2003 Member, Department Executive Committee  
2003-2004 Chair, Social Psychology Prelim Committee  
2004-2005 Expedited Review Co-Chair, Behavioral Sciences Institutional Review Board  
2004-2005 Member, Augmented Departmental Executive Committee  
2004-2005 CoChair, Social Area Admissions Committee  
2004-2007 Member, Behavioral Science Institutional Review Board  
2005-2007 Member, LS&A Undergraduate Admissions Committee  
2006-2008 Member, Executive Committee, Research Center for Group Dynamics  
2006 Member, Social Psychology Search Committee  
2006-2007 Chair, Psychology Mentoring Committee  
2007 Co-organizer, Winter Research Center for Group Dynamics Seminar Series  
2007-2008 Member, Executive Committee, Rackham Graduate School  
2007-2008 Member, Psychology Department Mentoring Committee

**Teaching**

Graduate:

Advanced Social Psychology  
Social Stigma  
Self and Self-esteem

Undergraduate:

Introduction to Social Psychology  
Introduction to Psychology  
Scientific Inquiry in Psychology  
Social Psychology of the Self  
Social Stigma

## **Grant Support**

### *Research Grants*

- 1980-1981 Northwestern University, "Intuitive judgments of covariation," \$6,000.00, (PI).
- 1981-1983 Northwestern University, "Stereotypes and social isolation," \$1,800 (PI).
- 1983-1984 Northwestern University, "Self-esteem, cognition, and the threat-derogation effect." \$1,500 (PI).
- 1985-1988 National Science Foundation, "Self-esteem, cognition, and social derogation." \$155,000 (PI)
- 1987-1990 National Science Foundation, "Social stigma and self-esteem. " \$260,000. (PI).
- 1990-1994 National Science Foundation, "Social Stigma: The consequences of attributional ambiguity." \$241,800 (PI).
- 1991-1992 BRSG "Self-esteem and coping among the handicapped." \$3,600 (PI).
- 1994-1998 National Science Foundation. "Reactions to stigma: The mediating role of deserving." \$294,000 (PI).
- 1998-1999 U of M Office of the Vice President for Research. "Contingencies of Self-Esteem." \$12,900 (PI).
- 1998-2004 National Institute of Mental Health, 1R01 MH58869. "Contingencies of self-esteem." \$966,040 direct costs. (PI).
- 2000-2005 National Institute of Mental Health, K02 MH01747-01. "Contingencies of self-esteem." Independent Scientist Award for Jennifer Crocker. \$641,520 direct costs. (PI)
- 2004-2009 National Institute of Mental Health, 2R01 058869. "Contingencies of self-esteem." \$1,087,274 direct costs. (PI).
- 2003-2005 Consultant on NIMH R21 grant on "Measuring the Paradox of Self Stigma in Mental Illness," Patrick Corrigan, University of Chicago, PI.
- 2005-2009 National Science Foundation, BCS-0446567. "Contingent self-worth and learning goals." \$375,000 (PI).
- 2008-2011 Templeton Foundation. From egosystem to ecosystem: Affirming important values, self-transcendence, and social life. Under review. (PI).

### *Training*

National Institute of Mental Health. "Social comparison processes and collective self-esteem."  
Individual NRSA Postdoctoral Fellowship for Hart Blanton. 1/96-8/97.

National Institute of Mental Health. Individual NRSA Postdoctoral Fellowship for Nicole Shelton.  
5/1/98-4/30/01.

National Institute of Mental Health. Social Psychology. (Institutional NRSA training grant for Social  
Psychology at the University of Michigan). 7/1/99-6/30/04 \$1,102,685. (PI).

### *Teaching*

Alumnae Board of Northwestern grant to develop a course on "The Psychology of Gender Stereotypes,"  
\$2,500. Summer, 1984.

UB Computing and Information Technology Learning Technologies Project, "Computerized presentation  
materials for social psychology," 5/1/94-8/31/94. (Principal Investigator). \$1500.

### *Conferences*

"The origins and consequences of social prejudice." SUNY at Buffalo, Conversations in the Disciplines.  
March, 1988. \$2,500.00. Co-Principal Investigator with Marilyn Hoskin.

"Defensive Routines in Intergroup Relations." Russell Sage Foundation, Cultural Contact Program.  
Conference held in Palo Alto, CA, February, 2005. \$38,305 direct costs. Co-organizer with  
Claude Steele, Robin Ely, and Debra Meyerson.

"Translational Research: Bridging Basic and Applied Perspectives" National Institute of Mental Health,  
Division of AIDS and Health and Behavior Research. Co-organizer with Bernice Pescosolido.

"Developing Alternatives to Self-interest." Center for Advancing Research and Solutions for Society  
grant for an interdisciplinary working group. Co-organizer with Stephanie Brown.

## **Publications**

### *Articles in Refereed Journals*

Crocker, J., Olivier, M.-A., & Nuer, N. (in press). Self-image goals and compassionate goals: Costs and  
benefits. *Self and Identity*.

Crocker, J., & Canevello, A. (in press). Creating and undermining social support in communal  
relationships: The role of compassionate and self-image goals. *Journal of Personality and Social  
Psychology*.

Niiya, Y., & Crocker, J. (in press). Mastery goals and contingent self-worth: A field study. *International  
Review of Social Psychology*.

Niiya, Y., Ballantyne, R., North, M. S., & Crocker, J. (in press). Gender, contingencies of self-worth, and  
achievement goals as predictors of academic cheating in a controlled laboratory setting. *Basic  
and Applied Social Psychology*.

- Park, L. E., Crocker, J., & Kiefer, A. K. (in press). Contingencies of self-worth, academic failure, and goal pursuit. *Personality and Social Psychology Bulletin*.
- Crocker, J., Niiya, Y., & Mischkowski, D. (2008). Why does writing about important values reduce defensiveness? Self-affirmation and the role of positive, other-directed feelings. *Psychological Science, 19*, 740-747.
- Garcia, J. A., & Crocker, J. (2008). Coping with the stigma of depression: Egosystem and ecosystem goals. *Social Science and Medicine, 67*, 453-462.
- Breines, J. G., Crocker, J., & Garcia, J. A. (2008). Self-objectification and well-being in women's daily lives. *Personality and Social Psychology Bulletin, 34*, 583-598.
- Park, L. E. & Crocker, J. (2008). Contingencies of self-worth and responses to negative interpersonal feedback. *Self and Identity 7*, 184-203.
- Niiya, Y., & Crocker, J. (2007). Gakushu shikosei ha shippai ga jisonshin ni ataeru kyoudi wo kansho suruka. [Do mastery goals buffer self-esteem from failure threat?]. *Japanese Journal of Psychology, 78m* 504-511.
- Crocker, J., Brook, A. T., Niiya, Y., & Villacorta, M. (2006). The pursuit of self-esteem: Contingencies of self-worth and self-regulation. *Journal of Personality, 74*, 1749-1771.
- Sargent, J. T., Crocker, J., & Luhtanen, R. K. (2006). Contingencies of self-worth and symptoms of depression in college students. *Journal of Social and Clinical Psychology, 25*, 628-646.
- Park, L. E., & Crocker, J. (2005). The interpersonal costs of seeking self-esteem. *Personality and Social Psychology Bulletin, 31*, 1587-1598.
- Sanchez, D. T., Crocker, J., & Boike, K. R. (2005). Doing gender in the bedroom: Investing in gender norms, and the sexual experience. *Personality and Social Psychology Bulletin, 31*, 1445-1455.
- Crocker, J., & Knight, K. M. (2005). Contingencies of self-worth. *Current Directions in Psychological Science, 14*, 200-203.
- Luhtanen, R. K., & Crocker, J. (2005). Alcohol use in college students: Effects of level of self-esteem, narcissism, and contingencies of self-worth. *Psychology of Addictive Behaviors, 19*, 99-103.
- Garcia, J. A., Crocker, J., & Wyman, J. F. (2005, January/February). Breaking the cycle of stigmatization: Managing the stigma of incontinence in social interactions. *Wound Ostomy and Continence Nursing, 38*-52.
- Sanchez, D., & Crocker, J. (2005). Why investment in gender ideals affects well-being: The role of external contingencies. *Psychology of Women Quarterly, 29*, 63-77.
- Crocker, J., Sommers, S., & Luhtanen, R.K. (2004). Contingencies of self-worth: Progress and prospects. *European Review of Social Psychology* (Vol. 15, pp. 133-181).

- Niiya, Y., Crocker, J., & Bartmess, E. (2004). From vulnerability to resilience: Learning orientations buffer contingent self-esteem from failure. *Psychological Science, 15*, 801-805.
- Crocker, J., & Park, L. E. (2004). The costly pursuit of self-esteem. *Psychological Bulletin, 130*, 392-414.
- Crocker, J., & Park, L. E. (2004). Reaping the benefits of pursuing self-esteem without the costs? Response to comments on Crocker & Park (2004). *Psychological Bulletin, 130*, 430-434.
- Crocker, J., & Nuer, N. (2004). Do people need self-esteem? Comment on Pyszczynski, et al. (2004). *Psychological Bulletin, 130*, 469-472 .
- Quinn, D. M., Kahng, S., & Crocker, J. (2004). Discreditable: Stereotype threat effects of revealing a mental illness history. *Personality and Social Psychology Bulletin, 30*, 803-815.
- Park, L. E., Crocker, J., & Mickelson, K. D. (2004). Attachment styles and contingencies of self-worth. *Personality and Social Psychology Bulletin, 30*, 1243-1254.
- Crocker, J., & Luhtanen, R. K. (2003). Level of self-esteem and contingencies of self-worth: Unique effects on academic, social, and financial problems in college freshmen. *Personality and Social Psychology Bulletin, 29*, 701-712.
- Crocker, J., & Nuer, N. (2003). The insatiable quest for self-worth. *Psychological Inquiry, 14*, 31-34.
- Crocker, J., Karpinski, A., Quinn, D. M., & Chase, S. (2003). When grades determine self-worth: Consequences of contingent self-worth for male and female engineering and psychology majors. *Journal of Personality and Social Psychology, 85*, 507-516.
- Crocker, J., & Major, B. (2003). The self-protective properties of stigma: Evolution of a modern classic. *Psychological Inquiry, 14*, 230-235.
- Crocker, J., Luhtanen, R. K., Cooper, M. L., & Bouvrette, S. (2003). Contingencies of self-worth in college students: Theory and measurement. *Journal of Personality and Social Psychology, 85*, 894-908.
- Crocker, J. (2002). Contingencies of self-worth: Implications for self-regulation and psychological vulnerability. *Self and Identity, 1*, 143-149.
- Twenge, J., & Crocker, J. (2002). Race, ethnicity, and self-esteem: Meta-analyses comparing Whites, Blacks, Hispanics, Asians, and Native Americans, including a commentary on Gray-Little and Hafdahl (2000). *Psychological Bulletin, 128*, 371-408.
- Twenge, J., & Crocker, J. (2002). Race, ethnicity, and self-esteem revisited: A reply to Hafdahl and Gray Little (2002). *Psychological Bulletin, 128*, 417-420.
- Crocker, J. (2002). The costs of seeking self-esteem. *Journal of Social Issues, 58*, 597-615.

- Crocker, J., Sommers, S., & Luhtanen, R. (2002). Hopes dashed and dreams fulfilled: Contingencies of self-worth in the graduate school admissions process. *Personality and Social Psychology Bulletin*, 28, 1275-1286.
- Blanton, H., George, G., & Crocker, J. (2001). Contexts of system justification and system evaluation: Exploring the social comparison strategies of the (not yet) contented female worker. *Group Processes and Intergroup Relations*, 4, 126-137.
- Jambekar, S., & Quinn, D. M., & Crocker, J. (2001). Effects of weight and achievement primes on the self-esteem of college women. *Psychology of Women Quarterly*, 25, 48-56.
- Crocker, J., & Wolfe, C. T. (2001). Contingencies of self-worth. *Psychological Review*, 108, 593-623.
- Blanton, H., Crocker, J., & Miller, D. T. (2000). The effects of in-group versus out-group social comparison on self-esteem in the context of a negative stereotype. *Journal of Experimental Social Psychology*, 36, 519-530.
- Crocker, J. (1999). Social stigma and self-esteem: Situational construction of self-worth. *Journal of Experimental Social Psychology* 35, 89-197.
- Crocker, J. (1999). Social stigma: Perspectives from experimental social psychology. *Journal of Experimental Social Psychology* 35, 1-3.
- Crocker, J., Broadnax, S., Luhtanen, R., & Blaine, B. (1999). Belief in U. S. government conspiracies against Blacks: Powerlessness or system blame. *Personality and Social Psychology Bulletin*, 25, 941-953.
- Quinn, D. M., & Crocker, J. (1999). When ideology hurts: Effects of feeling fat and the Protestant ethic on the psychological well-being of women. *Journal of Personality and Social Psychology*, 77, 402-414.
- Major, B., Spencer, S., Schmader, T., Wolfe, C., & Crocker, J. (1998). Coping with negative stereotypes about intellectual performance: The role of psychological disengagement. *Personality and Social Psychology Bulletin*, 24, 34-50.
- Schneider, M. E., Major, B., Luhtanen, R., & Crocker, J. (1996). When help hurts: Social stigma and the costs of assumptive help. *Personality and Social Psychology Bulletin*, 22, 201-209.
- Blaine, B., & Crocker, J. (1995). Religiousness, race, and psychological well-being: Exploring social-psychological mediators. *Personality and Social Psychology Bulletin*, 21, 1031-1041.
- Blaine, B., Crocker, J., & Major, M. (1995). Social stigma: The unintended negative consequences of sympathy for the stigmatized. *Journal of Applied Social Psychology*, 25, 889-905
- Crocker, J., Luhtanen, R., Blaine, B., & Broadnax, S. (1994). Collective self-esteem and psychological well-being among White, Black, and Asian college students. *Personality and Social Psychology Bulletin*, 20, 502-513.

- Major, B., Feinstein, J., & Crocker, J. (1994). The attributional ambiguity of affirmative action. *Basic and Applied Social Psychology*.
- Crocker, J., Cornwell, B., & Major, B. (1993). The stigma of overweight: The affective consequences of attributional ambiguity. *Journal of Personality and Social Psychology*, 64, 60-70.
- Crocker, J. (1993). Memory for information about others: Effects of self-esteem and performance feedback. *Journal of Research in Personality*, 35-48.
- Major, B., Sciacchitano, A. M., & Crocker, J. (1993). Ingroup versus outgroup comparisons and self-esteem. *Personality and Social Psychology Bulletin*, 19, 711-721.
- Bylsma, W. H., Tomaka, J., Luhtanen, R., Crocker, J., & Major, B. (1992). Response latency as a measure of changes in self-evaluation. *Personality and Social Psychology Bulletin*, 18, 60-67.
- Luhtanen, R., & Crocker, J. (1992). A collective self-esteem scale: Self-evaluation of one's social identity. *Personality and Social Psychology Bulletin*, 18, 302-318.
- Crocker, J., Voelkl, K., Testa, M., & Major, B. (1991). Social stigma: The affective consequences of attributional ambiguity. *Journal of Personality and Social Psychology*, 60, 218-228.
- Reprinted in: *Stereotypes and prejudice: Essential readings* (2000). Philadelphia: Psychology Press/Taylor & Francis.
- Thompson, L., & Crocker, J. (1990). Downward social comparison in the minimal intergroup situation: A test of a self-enhancement interpretation. *Journal of Applied Social Psychology*, 20, 1166-1184.
- Crocker, J., & Luhtanen, R. (1990). Collective self-esteem and ingroup bias. *Journal of Personality and Social Psychology*, 58, 60-67.
- Crocker, J., & Major, B. (1989). Social stigma and self-esteem: The self-protective properties of stigma. *Psychological Review*, 96, 608-630.
- Winner of 1988 Gordon Allport Intergroup Relations Prize. Reprinted in M. A. Hogg (Ed.), (in press). *Sage Benchmarks in Psychology: Social Psychology*. London: Sage.
- Crocker, J., Alloy, L. B., & Kayne, N. T. (1988). Attributional style, depression, and perceptions of consensus for events. *Journal of Personality and Social Psychology*, 54, 840-846.
- Crocker, J., Thompson, L., McGraw, K., & Ingerman, C. (1987). Downward comparison, prejudice, and evaluation of others: Effects of self-esteem and threat. *Journal of Personality and Social Psychology*, 52, 907-916.
- Crocker, J., Tabachnik, N., & Alloy, L. B. (1985). Comparing oneself to others in depressed and nondepressed college students: A reply to McCauley. *Journal of Personality and Social Psychology*, 48, 1579-1583.

- Wilson, M., Crocker, J., Brown, C. E., Johnson, D., Liotta, R., & Konak, J. (1985). The attractive executive: Effects of sex of business associates on attributions of competence and social skills. *Basic and Applied Social Psychology*, 6, 13-23.
- Rasinski, K., Crocker, J., & Hastie, R. (1985). Another look at sex stereotypes and social judgment. *Journal of Personality and Social Psychology*, 49, 317-326.
- Crocker, J., & Schwartz, I. (1985). Prejudice and ingroup favoritism in a minimal intergroup situation: Effects of self-esteem. *Personality and Social Psychology Bulletin*, 11, 379-386.
- Crocker, J. (1984). Beyond affirmative action: Barriers to occupational advancement for women and minorities. *American Behavioral Scientist*, 27, 285-286.
- Crocker, J., & McGraw, K. M. (1984). What's good for the goose is not good for the gander: The consequences of solo status for males and females. *American Behavioral Scientist*, 27, 357-370.
- Crocker, J., & Wilson, M. (1984). Summary and Conclusions. *American Behavioral Scientist*, 27, 403-407.
- Crocker, J., Hannah, D. B., & Weber, R. (1983). Causal attributions and person memory. *Journal of Personality and Social Psychology*, 44, 55-66.
- Tabachnik, N., Crocker, J., & Alloy, L. B. (1983). Depression, social comparison, and the false consensus effect. *Journal of Personality and Social Psychology*, 45, 688-699.
- Perlmutter, B. F., Crocker, J., Cordray, D., & Garstecki, D. (1983). Sociometric and related personality characteristics of mainstreamed learning disabled adolescents. *Learning Disabilities Quarterly*, 6, 20-30.
- Weber, R., & Crocker, J. (1983). Cognitive processes in the revision of stereotypic beliefs. *Journal of Personality and Social Psychology*, 45, 961-977.
- Reprinted in E. Aronson & A. R. Pratkanis (Eds.), *International Library of Critical Writings in Psychology: Social Psychology*. London: Edward Elgar Publishing Ltd.
- Crocker, J. (1982). Biased questions in judgment of covariation studies. *Personality and Social Psychology Bulletin*, 8, 214-220.
- Crocker, J. (1981). Judgment of covariation by social perceivers. *Psychological Bulletin*, 90, 272-292.
- Taylor, S. E., Crocker, J., Fiske, S. T., Sprinzen, M., & Winkler, J. W. (1979). The generalizability of salience effects. *Journal of Personality and Social Psychology*, 37, 357-368.
- Taylor, S. E., Crocker, J., & D'Agostino, J. (1978). Schematic bases of social problem solving. *Personality and Social Psychology Bulletin*, 4, 447-451.

***Manuscripts under Review or Revision***

Canevello, A., & Crocker, J. Creating incremental and entity theorists: Effects of compassionate and self-image goals on own and others' relationship beliefs. Invited resubmission to *Journal of Personality and Social Psychology*.

Sanchez, D. T., Moss-Racusin, C. A., Phelan, J. E., & Crocker, J. The sexual costs and benefits of communal norms for women in heterosexual and lesbian relationships. Under review, *Personal Relationships*.

***Manuscripts in Preparation***

Crocker, J., Niiya, Y., & Luhtanen, R. K. *Ecosystem goals and learning orientations*.

Moeller, S., Crocker, J., & Canevello, A. *Feeling clear and connected: Self-regulation in the warm system*. Manuscript in preparation.

Crocker, J., Liu, M. Y., & Canevello, A. Interpersonal goals, zero-sum relationship views, and relationship affect. *Manuscript in preparation*.

Canevello, A., & Crocker, J. The dynamics of roommate relationships: Relationship goals predict relationship quality via mutual responsiveness.

**Chapters in Edited Volumes**

- Crocker, J., Moeller, S., & Burson, A. (in press). The costly pursuit of self-esteem: Implications for self-regulation. To appear in R. Hoyle (Ed.), *Handbook of Personality and Self-Regulation*.
- Crocker, J., & Niiya, Y. (in press). Contingencies of self-worth: Implications for motivation and achievement. Chapter to appear in M. L. Maehr, S. Karabenick, & T. Urdan (Eds.), *Handbook of motivation and achievement*, New York: Elsevier.
- Crocker, J., Breines, J. G., Canevello, A., Liu, M., & Niiya, Y. (in press). Egosystem and ecosystem goals in adjustment to college. Chapter to appear in H. W. Marsh, R. Craven, & D. McInerney (Eds.), *International Advances in Self Research*. Information Age Press.
- Garcia, J.A., & Crocker, J. (in press). Downward and upward spirals in intergroup relations: The role of egosystem and ecosystem goals. Chapter to appear in T. D. Nelson (Ed), *Handbook of stereotyping, prejudice and discrimination*. Hillsdale, NJ: Erlbaum.
- Crocker, J., & Garcia, J. A. (in press). Social stigma and self-esteem: From internalized devaluation to situational threat. Chapter to appear in J. F. Dovidio, M. Hewstone, P. Glick, & V. Esses (Eds.): *Handbook of prejudice and discrimination*. Thousand Oaks, CA: Sage.
- Crocker, J., Garcia, J. A., & Nuer, N. (2008). From egosystem to ecosystem in intergroup interactions: Implications for intergroup reconciliation. Chapter to appear in A. Nadler, T. Molloy, & J. Fisher, *The social psychology of intergroup reconciliation*, pp. 171-194. NY: Oxford University Press.
- Crocker, J. (2008). From egosystem to ecosystem: Implications for learning, relationships, and well-being. To appear in H. Wayment & J. Brauer (Eds.), *Transcending self-interest: Psychological explorations of the quiet ego* (pp. 63-72). Washington, DC: American Psychological Association.
- Garcia, J. A. & Crocker, J. (2007). Women of color in college: Effects of identity and context on contingent self-worth. In A. Fuglini (Ed.), *Contesting stereotypes and creating identities: Social categories, social identities, and educational participation* (pp. 160-179). New York: Russell Sage.
- Crocker, J. (2006). Having vs. pursuing self-esteem: Costs and benefits. In M. Kernis (Ed.), *Self-esteem issues and answers: A source book of current perspectives* (pp. 274-280). New York: Psychology Press.
- Crocker, J. (2006). What is optimal self-esteem? In M. Kernis (Ed.), *Self-esteem issues and answers: A source book of current perspectives* (pp. 119-124). New York: Psychology Press.
- Park, L. E., Crocker, J., & Vohs, K. D. (2006). Contingencies of self-worth and self-validation goals: Implications for close relationships. In K. D. Vohs and E. Finkel (Eds.), *Self and relationships: Connecting intrapersonal and interpersonal processes*. New York: Guilford.
- Crocker, J., & Garcia, J. A. (2006). Stigma and the social basis of the self: A synthesis. In Levin, S., & van Laar, C. (Eds). *Stigma and group inequality: Social psychological perspectives* (pp. 287-308). Mahwah, NJ: Erlbaum.

- Lawrence, J. S. L., Crocker, J., & Dweck, C. S. (2006). Stereotypes negatively influence the meaning students give to academic settings. In G. Downey, J. S. Eccles, & C. Chatman (Eds.), *Navigating the future: Social identity, coping, and life tasks* (pp. 23-44). New York: Russell Sage.
- Crocker, J., & Garcia, J. A. (2005). Self-esteem and the stigma of obesity. In Puhl, R., Schwartz, M., & Brownell, K. (Eds.). *Weight bias: Nature, consequences, and remedies* (pp. 165-174). New York: Guilford.
- Crocker, J., Lee, S., & Park, L. E. (2004). The pursuit of self-esteem: Implications for good and evil. Chapter to appear in A. Miller (Ed.), *The social psychology of good and evil: Understanding our capacity for kindness and cruelty* (pp. 271-302). New York: Guilford.
- Crocker, J., & Park, L. E. (2003). Seeking self-esteem: Construction, maintenance, and protection of self-worth. In M. Leary and J. Tangney (Eds.), *Handbook of self and identity* (pp. 291-313). New York: Guilford.
- Wolfe, C. T., & Crocker, J. (2002). What does the self want? Contingencies of self-worth and goals. In S. Spencer and Z. Kunda (Eds.), *The Ontario Symposium: Goals and Motivated Cognition* (pp. 147-170). Hillsdale, NJ: Erlbaum.
- Crocker, J., & Quinn, D. M. (2001). Psychological consequences of devalued identities. In R. Brown and S. Gaertner (Eds.), *Blackwell Handbook in Social Psychology, Vol. 4: Intergroup Processes* (pp. 238-257). Malden, MA: Blackwell.
- Reprinted in M. B. Brewer & M. Hewstone (Eds), (2004). *Perspectives on Social Psychology: Self and Social Identity* (pp. 124-142). Malden, MA: Blackwell.
- Crocker, J., & Quinn, D. M. (2000). Social stigma and the self: Meanings, situations, and self-esteem. In T. F. Heatherton, R. E. Kleck, M. R. Hebl, & J. G. Hull (Eds.). *Stigma: Social psychological perspectives*. New York: Guilford.
- Dovidio, J. F., Major, B., & Crocker, J. (2000). Stigma: Introduction and overview. In T. F. Heatherton, R. E. Kleck, M. R. Hebl, & J. G. Hull (Eds.). *Stigma: Social psychological perspectives*. New York: Guilford.
- Crocker, J., & Lawrence, J. (1999). Social stigma and self-esteem: The role of contingencies of self-esteem. In D. Prentice and D. Miller (Eds.), *Cultural Divides* (pp. 364-392). New York: Russell Sage.
- Crocker, J., & Blanton, H. (1999). Social inequality and self-esteem: The moderating role of social comparison, perceived legitimacy, and contingencies of self-esteem. In T. Tyler, R. Kramer, & O. John (Eds.), *The social self* (pp. 171-191). Mahwah, NJ: Lawrence Erlbaum Associates.
- Crocker, J., Major, B., & Steele, C. (1998). Social Stigma. In Gilbert, D., Fiske, S. T., & Lindzey, G. (Eds.), *The Handbook of Social Psychology* (4<sup>th</sup> ed., Vol. 2, pp. 504-553). New York: McGraw Hill.

- Crocker, J., & Quinn, D. M. (1998). Racism and Self-esteem. In J. Eberhart & S. T. Fiske (Eds.), *Confronting racism: The problem and the response* (pp.169-187). Thousand Oaks, CA: Sage.
- Quinn, D. M., & Crocker, J. (1998). Vulnerability to the affective consequences of the stigma of overweight. In J. Swim & C. Stangor (Eds.), *Social stigma: The target's perspective* (pp.125-143). San Diego, CA: Academic Press.
- Crocker, J. & Major, B. (1994). Reactions to stigma: The moderating role of justifications. In M. P. Zanna, P. Herman (Eds.), *The Ontario symposium: The psychology of prejudice* (Vol. 7, 289-314). Hillsdale, NJ: Erlbaum.
- Major, B., & Crocker, J. (1993). Social stigma: The affective consequences of attributional ambiguity. In D. Mackie & D. L. Hamilton (Eds.), *Affect, cognition and stereotyping: Interactive processes in group perception* (pp.345-370). San Diego: Academic Press.
- Blaine, B., & Crocker, J. (1993). Self-esteem and self-serving biases in reactions to positive and negative events: An integrative review. In R. Baumeister (Ed.), *Self-esteem: The puzzle of low self-regard* (pp. 55-85). Hillsdale, NJ: Erlbaum.
- Crocker, J., & Blaine, B., & Luhtanen, R. (1993). Self-esteem: Cognitive and motivational consequences for prejudice and intergroup behavior. In D. Abrams and M. Hogg (Eds.), *Group motivation: Social psychological perspectives* (pp. 52-67). Hemel Hempsted, England: Harvester Wheatsheaf.
- Luhtanen, R., & Crocker, J. (1991). Self-esteem and intergroup comparison: Toward a theory of collective self-esteem. In J. Suls & T. A. Wills (Eds.), *Social comparison: Contemporary theory and research*. Hillsdale, NJ: Erlbaum.
- Crocker, J., & Park, B. (1989). The consequences of social stereotypes. In R. Cardy, et al. (Ed.), *Advances in information processing in organizations, Vol. 3.* (pp. 39-80). Greenwich, CT: JAI Press.
- Pruitt, D., Crocker, J., & Hanes, D. (1988). Matching as a social influence strategy. In D. Druckman & J. Swet (Eds.), *Enhancing human performance: Issues, theories and techniques. (Vol. 2).* Washington, DC: National Academy Press.
- Crocker, J., & Lutsky, N. (1986). Stigma, stereotyping, and attitudes. In G. Becker, L. M. Coleman, & S. Ainlay (Eds.), *Stigma: A multidisciplinary approach*. New York: Plenum.
- Crocker, J., Fiske, S. T., & Taylor, S. E. (1984). Schematic bases of belief change. In J. R. Eiser (Ed.), *Attitudinal judgment*. New York: Springer.
- Crocker, J. (1984). A schematic approach to changing consumer's beliefs. In T. C. Kinnear (Ed.), *Advances in Consumer Research, Vol. 11.*
- Crocker, J., & Weber, R. (1983). Cognitive structure and stereotype change. In R. P. Bagozzi & A. M. Tybout (Eds.), *Advances in Consumer Research, Vol. 10.*

Taylor, S. E., & Crocker, J. (1981). Schematic bases of social information processing. In E. T. Higgins, P. Herman, & M. Zanna (Eds.), *Social cognition: The Ontario Symposium, Vol. 1*. Hillsdale, NJ: Erlbaum.

### **Book**

Bootzin, R. R., Bower, G. H., Crocker, J., & Hall, E. (1991). *Psychology today: An introduction* (7th edition). McGraw Hill.

### **Book Reviews, Essays, Encyclopedia Entries**

Crocker, J. (in press). Introduction to Jacqueline Eccles' Kurt Lewin Memorial Award address. *Journal of Social Issues*.

Crocker, J. (2003, Spring). Desperately seeking self-esteem. *LS&A Magazine*, 15-17.

Crocker, J. (2003). Introduction to Geoff Maruyama's Presidential Address, June 29, 2002. *Journal of Social Issues*, 59, 651-652.

Crocker, J., & Nuer, N. (2002, September). Learning and performance goals. *La belle equipe Gazette*, Volume 6.

Crocker, J. (2001). Self-esteem in adulthood. In Smelser, N. J., & Baltes, P. B. (Eds.), *International Encyclopedia of Social and Behavioral Sciences* (Vol. 20, pp. 13822-13826). Oxford: Elsevier.

Crocker, J. (2000). Stigma. In E. Kazdin (Ed.), *Encyclopedia of Psychology*, (Vol. 7, pp. 473-474). Washington, DC: American Psychological Association.

Crocker, J., & Bylsma, W. H. (1995). Self-esteem. In A. S. R. Manstead & M. Hewstone (Eds.), *Blackwell encyclopedia of social psychology* (pp. 505-509). Oxford: Blackwell Publishers.

Crocker, J. (1995). Social stigma. In A. S. R. Manstead & M. Hewstone (Eds.), *Blackwell encyclopedia of social psychology* (pp. 633-635). Oxford: Blackwell Publishers.

Crocker, J. (1995). Self-enhancement. In A. S. R. Manstead & M. Hewstone (Eds.), *Blackwell encyclopedia of social psychology* (pp. 504-505). Oxford: Blackwell Publishers.

Crocker, J. (1988). Self-monitoring: 15 years of research. [Review of *Public Appearances/Private Realities* by Mark Snyder.] *Contemporary Psychology*.

Crocker, J. (1983). Progress for attitudes. [Review of *Attitudes: Themes and Advances* by D. W. Rajecki]. *Contemporary Psychology*, 28, 287-288.

**Invited and Keynote Addresses**

- Crocker, J. (2008, June). From egosystem to ecosystem: Self-image and compassionate goals, relationships, and mental health. Keynote address presented at the International Society for Self and Identity Preconference, Opatija, Croatia.
- Crocker, J. (2007, May). *Egosystem and ecosystem goals: Implications for well-being, learning, and relationships*. Invited address presented at the annual meeting of the Association for Psychological Science, Washington, DC.
- Crocker, J. (2007, April). *Egosystem and ecosystem: Implications of two motivational orientations*. Invited workshop presented at Nijmegen University, The Netherlands.
- Crocker, J. (2007, April). *Why does self-affirmation reduce defensiveness?* Invited workshop presented at Nijmegen University, The Netherlands.
- Crocker, J. (2007, March). *Egosystem and ecosystem goals: Implications for relationships, learning, and well-being*. Invited presentation at the Motivation in Context workshop, Ascona, Switzerland.
- Crocker, J. (2006, September). *Proof vs. growth: Navigating the landscape of success and failure*. Invited presentation at the Sustainable Mastery conference, Sausalito, CA.
- Garcia, J. A. & Crocker, J. (2006, September). *Coping with the stigma of depression: Egosystem and ecosystem goals*. Invited presentation at a conference on Stigma, Discrimination, Prejudice, and Health, Columbia University.
- Crocker, J. (2006, August). *Egosystem and ecosystem: Two motivational orientations for the self*. Invited address presented at the annual meeting of the American Psychological Association, New Orleans, LA.
- Crocker, J. (2006, July). *Egosystem and ecosystem: Two motivational orientations for the self*. Keynote address presented at the 4th International Biennial SELF Research Conference, Ann Arbor, MI.
- Crocker, J. (2006, March). *The costly pursuit of self-esteem, and the alternative: Egosystem and ecosystem goals for the self*. Invited lecture for the Centre for Confidence and Well-Being, Glasgow, Scotland.
- Crocker, J., Breines, J., Nuer, N., Olivier, M.-A., Cohen, S. (2006, January). *Egosystem and ecosystem: Two motivational orientations for the self*. Invited presentation at the Self and Social Identity preconference on the self. Palm Springs, CA.
- Crocker, J. (2005, October). *The costly pursuit of self-esteem*. Keynote address presented at the conference on the Quiet Ego, Flagstaff, AZ.
- Crocker, J., Breines, J., & Nuer, N. (2005, October). *Egosystem and ecosystem: Two motivational systems for the self*. Invited presentation at the conference on the Quiet Ego, Flagstaff, AZ.

- Crocker, J. (2005, September). *Single-loop and double-loop learning orientations: Implications for vulnerable self-esteem*. Invited presentation to the annual Sustainable Mastery Conference, Sausalito, CA.
- Crocker, J. (2004, October). *Building a strong sense of self: Lessons from studies of contingent self-esteem*. Invited presentation at the International Society for Self and Identity Preconference on the Self, Fort Worth, TX.
- Crocker, J. (2004, June). *Social stigma*. Keynote address to the Dutch Association of Sexologists, Utrecht, The Netherlands.
- Crocker, J. (2004, May). *The costly pursuit of self-esteem*. Invited address presented at the annual meeting of the American Psychological Society, Chicago.
- Crocker, J. (2004, April). *Stigma and the social basis of the self*. Invited presentation at the Claremont Symposium on Social Stigma, Claremont, CA.
- Crocker, J., & Park, L. E. (2004, January). *The costly pursuit of self-esteem*. Invited presentation at the International Society for Self and Identity preconference, Austin, Texas.
- Crocker, J. (2003, October). *The costly pursuit of self-esteem: Implications for Intergroup Reconciliation*. Invited presentation at the University of Connecticut Conference on Intergroup Reconciliation, Storrs, CT.
- Crocker, J. (2003, October). *The costly pursuit of self-esteem*. Presented at the Research Center for Group Dynamics Seminar Series on Self-Esteem. Ann Arbor, MI.
- Crocker, J. (2003, September). *The costly pursuit of self-esteem*. Invited presentation to the Interdisciplinary Consortium for Organizational Studies, University of Michigan.
- Crocker, J., & Garcia, J. A. (2003, June). *Stigma and self-esteem from two sides: Managing devalued identities in social interactions*. Simon Foundation conference on Stigma and Health Care. Chicago, IL.
- Crocker, J. (2002, April). *Contingencies of self-worth*. NIH Behavioral and Social Science Research Lecture Series. Rockville, MD
- Crocker, J. (2001, October). *Social stigma and self-esteem: The stigma of overweight*. Invited lecture presented to the Rudd Institute Scholars, Quebec City, Quebec.
- Crocker, J. (2001, August). *The costs of seeking self-esteem*. Division 9 Presidential Address presented at the annual meeting of the American Psychological Association, San Francisco, CA.
- Crocker, J. (2001, May). *Contingencies of self-worth among African-American and European-American college students: Implications for psychological well-being*. Invited paper presented at the SPSSI/EAESP Small Group Meeting on Prejudice and Racism, Granada, Spain.
- Crocker, J. (2000, September). *Contingencies of self-worth*. Keynote address presented at the annual meeting of the New England Social Psychological Association, Storrs, CT.

- Crocker, J. (2000, June). *Contingencies of self-worth: Implications for self-regulation and psychological vulnerability*. Invited presentation at the NIMH Workshop on Self-Concept, Self-regulation, and Psychological Vulnerability, Bethesda, MD.
- Crocker, J. (2000, June). *Reconsidering the social importance of self-esteem: A contingencies of self-worth perspective*. Invited address presented at the Biannual Conference of the Society for the Psychological Study of Social Issues, Minneapolis.
- Crocker, J. (1999, June). *Rescuing self-esteem: A contingencies of worth perspective*. Invited address presented at the annual meeting of the American Psychological Society, Denver.
- Crocker, J. (1999, March). *Women's weight and self-esteem*. Invited presentation at the North Georgia State College and University conference on Women and Medicine, Dahlonega, GA.
- Crocker, J. (1997, August). Invited participant in the Dartmouth Conference on Social Stigma. Squam lake, NH.
- Crocker, J. (1996). *Self-esteem and the self-concept*. Invited address presented at the first annual SESP Pre-conference on the Self. Sturbridge, MA.
- Crocker, J., & Leary, M. (1995, June). *Self-esteem and self-enhancement*. Invited paper presented at the Dartmouth Conference on the Self. Squam Lake, NH.
- Crocker, J. (1995, May). *Thoughts on contending with stereotypes*. Invited discussant remarks presented at the Irving B. Harris Graduate School of Public Policy Studies (University of Chicago) conference on Black-White Differences in Test Performance.
- Crocker, J. (1994, December). *Belief in U. S. government conspiracies against Blacks: Powerlessness or group consciousness?* Invited presentation at the Social Science Research Institute workshop on Culture, Identity, and Conflict, Stanford University.
- Crocker, J. (1994, September). *Racism and self-esteem*. Invited address presented at the University of Massachusetts Forum on Racism. Amherst, MA.
- Crocker, J. (1994, June). *Reactions to stigma: The role of deserving*. Invited address presented at the Max Plank Institute conference on "Belief in a just world," Trier, Germany.
- Crocker, J. (1994, March). *Personal and group disadvantage and discrimination: Self-protective mechanism or vulnerability factor?* Invited address presented at the Kurt Lewin Institute workshop on social comparison processes, Schiermonnikoog, The Netherlands.
- Crocker, J. (1993, May). *Beliefs about prejudice: Self-protective mechanism or vulnerability factor?* Invited paper presented at the annual meeting of the Midwestern Psychological Association, Chicago.
- Crocker, J. (1992, October). *Social Stigma and Self-esteem: The Psychological Consequences of Prejudice*. The sixth annual Ferne Forman Fisher Lecture, University of Kansas.

- Crocker, J., & Major, B. (1991, September). *Social stigma: The consequences of attributional ambiguity*. Invited paper presented at the Colgate University Conference on Intergroup Relations, Hamilton, NY.
- Crocker, J., & Major, B. (1991, June). *The subjective experience of stigma: The role of perceived legitimacy*. Invited paper presented at the 7th annual Ontario Symposium on Personality and Social Psychology: The psychology of prejudice. Waterloo, Ontario.
- Crocker, J. (1991, June). *Race, self-esteem and depression: The affective consequences of attributional ambiguity*. Invited presentation at the University of Michigan Conference on Social Structure, Culture and Cognition. Ann Arbor, MI.
- Crocker, J. (1989, August). *Social Stigma and Self-esteem*. Invited address presented at the annual meeting of the American Psychological Association, New Orleans.
- Crocker, J. (1989, April). *Social stigma and evaluation of one's identity*. Invited paper presented at the CUNY Graduate Center Conference on Identity, New York, NY.
- Crocker, J. (1988, March). *The effects of self-esteem on prejudice*. Paper presented at a conference on "The origins and consequences of social prejudice: Perspectives of the social sciences." Buffalo, N.Y.
- Crocker, J. (1986, October). *The consequences of social stereotypes*. Invited address presented at the Buffalo Symposium on Information Processing in Organizations, Buffalo, New York.
- Crocker, J. (1985, May). *Self-esteem, Threat and Prejudice*. Invited paper presented at the annual meeting of the Midwestern Psychological Association, Chicago.
- Taylor, S. E., & Crocker, J. (1978). *Social schemas: An application to patient behavior*. Invited presentation at the first annual Ontario Symposium on personality and social psychology. London, Ontario.

### **Conference Presentations**

- Crocker, J., Olivier, M.-A., Nuer, N. (2008, January). Self-image goals and compassionate goals: Costs and benefits for communal relationships. Paper presented at the International Society for Self and Identity Preconference, Albuquerque.
- Crocker, J., & Canevello, A. (2008, January). Creating social support in the transition to college: The role of self-image and compassionate goals. Paper presented at the annual meeting of the Society for Personality and Social Psychology, Albuquerque.
- Canevello, A., & Crocker, J. (2008, January). Creating support as an interpersonal process: The role of self-image and compassionate goals. Paper presented at the annual meeting of the Society for Personality and Social Psychology, Albuquerque.
- Breines, J., & Crocker, J. (2008, January). Interpersonal goals predict changes in attachment styles in college roommates. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Albuquerque.
- Burson, A., Canevello, A., & Crocker, J. (2008, January). Reducing roommates' defensive responses to conflict: Effect of actors' and partners' goals. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Albuquerque.
- Granillo, M. T., & Crocker, J., (2008, January). Motivational systems of the self: Implications for eating disorders. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Albuquerque.
- Liu, M., Breines, J., & Crocker, J. (2008, January). The benefits of other-oriented goal reflection: Feeling good by thinking about others. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Albuquerque.
- Moeller, S., & Crocker, J. (2008, January). Effects of egosystem motivation versus ecosystem motivation on academic goal progress. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Albuquerque.
- Crocker, J. (2007, October). Why does writing about important values reduce defensiveness? Paper presented at the annual meeting of the Society for Experimental Social Psychology, Chicago.
- Moeller, S., & Crocker, J. (2007, May). Effects of egosystem and ecosystem motivation on friendship goal progress. Poster presented at the annual meeting of the Association for Psychological Science, Washington, DC.
- Crocker, J., Breines, J., Denning, P., & Luhtanen, R. K. (2007, January). Egosystem and ecosystem: Implications for depression. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Memphis.
- Moeller, S., & Crocker, J. (2007, January). Self-improvement: Effects of egosystem and ecosystem goals. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Memphis.

- Niiya, Y., & Crocker, J. (2007, January). I want to learn to prove that I am smart: When mastery goals fail to reduce self-esteem vulnerability among academically contingent students. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Memphis.
- Crocker, J., & Garcia, J. A. (2006, October). Disclosing depression: From egosystem to ecosystem goals in dealing with the stigma of mental illness. Paper presented in a symposium on "Bridging prejudice and stigma: Translating bias research," at the annual meeting of the Society for Experimental Social Psychology, Philadelphia.
- Niiya, Y., & Crocker, J. (2006, October). Single- and double-loop learning goals: Learning with and without ego-involvement. Paper presented in a symposium on "From vulnerability to resilience: Achievement goals, lay theories, and the psychology of success and failure," at the annual meeting of the Society for Experimental Social Psychology, Philadelphia.
- Garcia, J. A., & Crocker, J. (2006, June). The effects of identity and context on contingent self-worth. Paper presented in a symposium on "Barriers to achievement: cuing identity and belonging in the classroom" at the biannual meeting of the Society for the Psychological Study of Social Issues, Long Beach, CA.
- Crocker, J. (2006, June). *Time for your life and your goals*. Workshop sponsored by the Junior Scholars Professional Development Task Force, presented at the biannual meeting of the Society for the Psychological Study of Social Issues, Long Beach, CA.
- Crocker, J., & Garcia, J. A. (2006, May). The stigma of mental illness: From egosystem to ecosystem in disclosing depression. Paper presented in a symposium on "The stigma of mental illness: Multidisciplinary perspectives" at the annual meeting of the American Psychological Association, New York.
- Niiya, Y., Ballantyne, R. P., & Crocker, J. (2006, May). Contingencies of self-worth as predictors of academic cheating among college students. Poster presented at the annual meeting of the American Psychological Association, New York.
- Crocker, J., & Niiya, Y. (2006, January). The pursuit of self-esteem: Contingencies of self-worth and self-regulation. Paper presented in a symposium on "Does self-esteem matter?" at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Breines, J., Crocker, J., & Garcia, J. A. (2006, January). Effects of egosystem and ecosystem goals on psychological experience. Paper presented in a symposium on "Egosystem and ecosystem: Two motivational orientations for the self" at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Garcia, J. A. & Crocker, J. (2006, January). Motivations to disclose a concealable stigma: Antecedents and consequences of egosystem and ecosystem goals. Paper presented in a symposium on "Egosystem and ecosystem: Two motivational orientations for the self" at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Niiya, Y. & Crocker, J. (2006, January). Double-loop learning goals reduce vulnerability of contingent self-worth following practice and failure. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.

- Park, L. E. & Crocker, J. (2006, January). Contingencies of self-worth and rejection: Implications for self-esteem, affect, and goal pursuit. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Kwang, T., Sanchez, D., & Crocker, J. (2006, January). When the relationship becomes her: Revisiting eating disorders from a relationship contingency perspective. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Breines, J., Crocker, J., & Garcia, J. A. (2006, January). Predictors and consequences of self-objectification in women's daily experience. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Villacorta, M., & Crocker, J. (2006, January). Contingencies of self-worth: The impact on self-determination. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Niiya, Y. & Crocker, J. (2005, September). When incremental theories increase self-handicapping: Examination of interaction with academic contingencies of self-worth. Paper presented at the 46th annual meeting of the Japanese Society for Social Psychology, Kobe, Japan.
- Niiya, Y., & Crocker, J. (2005, March). *How to prevent drops in self-esteem following academic failure among college students: Academic contingencies of self-worth and learning orientations*. Paper presented at the Japanese Association of Group Dynamics, Kobe, Japan. {in Japanese}
- Brook, A., & Crocker, J. (2005, January). *Effects of contingent self-worth on performance*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Niiya, Y., & Crocker, J. (2005, January). *When incremental theorists avoid practice: Contingencies of self-worth and task difficulty*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Park, L. E., & Crocker, J. (2005, January). *Does success help or hurt relationships? Interpersonal effects of succeeding in contingent domains*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Garcia, J. A., & Crocker, J. (2005, January). *Concealable stigma and goal pursuits: The effect of private regard on approval goals for people with a mental illness*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Crocker, J. (2005, January). *Preparing graduate students to write successful grant applications*. Paper presented as part of a symposium on "Elements of a successful grant application: Peer review perspectives," at the annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Crocker, J. (2004, October). *Fragility and resilience of self-esteem: Contingent self-worth and learning orientations*. Paper presented at the annual meeting of the Society for Experimental Social Psychology, Fort Worth, TX.

- Villacorta, M. & Crocker, J. (2004, August). *Life goals and well-being: Reasons and contingencies of self-worth*. Poster presented at Annual Convention of American Psychological Association, Honolulu, HI.
- Garcia, J.A. and Crocker, J. (2004, May). *Women of color in college: How identities shape experiences in academic contexts*. Poster presented at the annual meeting of the American Psychological Society, Chicago, IL.
- Garcia, J.A. and Crocker, J. (2004, April). *Effects of identity and context on contingent self-worth*. Poster presented at the Gender Development Research Conference, San Francisco, CA.
- Crocker, J. (2004, January). *The costly pursuit of self-esteem*. Paper presented at the annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Crocker, J., & Park, L. E. (2004, January). *The costly pursuit of self-esteem*. Paper presented at the annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Crocker, J., & Park, L. E. (2004, January). *The costly pursuit of self-esteem*. Invited talk at the SPSSI Preconference on the Self, Austin, TX.
- Garcia, J., & Crocker, J. (2004, January). *The experiences of women of color in college*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Lee, S., Huesmann, R., & Crocker, J. (2004, January). *Do threats to contingencies of self-worth stimulate aggression?* Poster presented at the annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Brook, A., & Crocker, J. (2004, January). *Contingencies of self-worth and self-regulation of behavior*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Niiya, Y., & Crocker, J. (2004, January). *Failure in a contingent domain hurts, but not always*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Park, L. E., & Crocker, J. (2004, January). *Friends, lovers, and breakups: The effects of contingencies of self-worth and attachment styles on relationship outcomes*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Villacorta, M., & Crocker, J. (2004, January). *Intrinsic and extrinsic goals: The “what” versus the “why.”* Poster presented at the annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Park, L. E., Crocker, J., & Peterson, C. (2003, December). *Contingencies of self-worth and self-threats: The role of self-affirmation and other-affirmation*. Poster presented at the Kyoto University International Symposium/Kyoto-Michigan Collaboration in Psychology on the Self, Cognition, Emotion, Ann Arbor, MI.

- Crocker, J. (2003, October). *The costly pursuit of self-esteem*. Paper presented at the annual meeting of the Society for Experimental Social Psychology, Boston, MA.
- Crocker, J. (2003, October). *The costly pursuit of self-esteem*. Paper presented at the annual meeting of the Society for Experimental Social Psychology, Boston, MA.
- Park, L. E., Crocker, J., & Peterson, C. (2003, October). The positive effects of character strengths on self-esteem and mood. Poster presented at the International Positive Psychology Summit, Washington, D. C.
- Park, L. E., & Crocker, J. (2003, June). Contingencies of self-worth and character strengths. Poster presented at the Hawaii International Social Science Conference, Honolulu, HI.
- Park, L. E., & Crocker, J. (2003, May). Attachment styles and contingencies of self-worth. Poster presented at the Annual Meeting of the American Psychological Society, Atlanta, GA.
- Crocker, J. (2003, February). *The ego gap in intergroup interactions: Discussant remarks for a symposium on "Vulnerability and resilience: Recent perspectives on the emotional consequences of perceived prejudice."* Presented at the annual meeting of the Society for Personality and Social Psychology, Los Angeles, CA.
- Park, L. E., & Crocker, J. (2003, February). *Thinking of me: Contingent self-worth and failure*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Los Angeles, CA.
- Buck, D., Liwski, N., Wolfe, C., Somers, M., Knight, K., & Crocker, J. (2003, February). *The school competency contingency of worth as a mediator between performance oriented achievement goals and performance outcomes*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Los Angeles, CA.
- Bartmess, E., & Crocker, J., & Luhtanen, R. K. (2003, February). *Contingencies of self-worth and goal orientations: Consequences*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Los Angeles, CA.
- Niiya, Y., Bartmess, E., & Crocker, J. (2003, February). *What creates vulnerability to failure? Contingent self-worth and entity theory*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Los Angeles, CA.
- Power, C., & Crocker, J. (2003, February). *"Do I look fat?": Approach and avoidance appearance contingencies of self-worth*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Los Angeles, CA.
- Danso, H. A., Crocker, J., Jackson, J. S., & Wout, D. (2003, February). *Race of test administrator and intellectual test performance: The role of test characterization*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Los Angeles, CA.
- Crocker, J., Karpinski, A., Quinn, D. M., & Chase, S. (2002, February). *Instability of self-esteem in women engineering students: The moderating role of contingencies of self-worth*. Paper

presented at the annual meeting of the Society for Personality and Social Psychology, Savannah, GA.

Crocker, J. (2002, January). *Jobs in research-oriented universities*. Presented at the APA Academic Career Workshop, Savannah, GA.

Twenge, J. M. & Crocker, J. (2002, February). *Meta-analyses of race and self-esteem: Comparing Whites, Blacks, Hispanics, Asians, and American Indians*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Savannah, GA.

Sommers, S. R., & Crocker, J. (2002, February). *Contingencies of worth and social perception: Viewing the world through self-esteem-colored glasses*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Savannah, GA.

Sommers, S. R., & Crocker, J. (2000, February). *The real world: How contingencies of self-esteem affect reactions to daily life*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Nashville, TN.

Wolfe, C. T., Crocker, J., & Lun, J. (2000, February). *Contingencies of worth: Theoretical overview, emerging evidence and future directions*. Poster presented at the annual meeting of the Society for Personality and Social Psychology, Nashville, TN.

Sommers, S., & Crocker, J. (1999, April). *Hopes dashed and dreams fulfilled: Contingencies and stability of self-esteem among graduate school applicants*. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago, IL.

Wolfe, C., Crocker, J., Coon, H., & Luhtanen, R. K. (1999, June). *Reflected and deflected appraisals: Measurement and exploration of race differences*. Paper presented at the annual meeting of the American Psychological Society, Denver, CO.

Sommers, S.R., & Crocker, J. (1999, September). *The real world: How contingencies of self-esteem affect reactions to daily life*. Paper presented at the Michigan State University Conference on the Self, East Lansing, MI.

Blanton, H., Crocker, C., & De Shields, K. (1997, May). *Social Comparison and Collective Esteem*. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago, IL.

Crocker, J., & Mickelson, K. (1997, October). *Psychological correlates of self-esteem: The moderating role of attachment styles*. Paper presented at the annual meeting of the Society for Experimental Social Psychology, Toronto, Canada.

Crocker, J., Quinn, D. M., & Wolfe, C. T. (1996, May). *Feeling fat: Affective consequences of the stigma of overweight*. Paper presented at the meeting of the Society for the Psychological Study of Social Issues, Ann Arbor, MI.

Kerr, K., Crocker, J., & Broadnax, S. (1995, August). *Feeling fat and feeling depressed: The stigma of overweight in Black and White women*. Paper presented at the annual meeting of the American Psychological Association, New York.

- Crocker, J. (1994, April). *Who's innocent, who's guilty? The interpersonal consequences of implicit bias*. Discussant remarks presented at a symposium on implicit stereotyping at the annual meeting of the Eastern Psychological Association, Providence, RI.
- Crocker, J. (1994, October). *Who cares what you think? Reflected and deflected appraisals*. Paper presented in a symposium on "Radical new ideas about the self" at the annual meeting of the Society for Experimental Social Psychology, Incline Village, Nevada.
- Blaine, B., Crocker, J., & Tomaka, J. (1992, April). *The sources of self-esteem*. Paper presented at the annual meeting of the Eastern Psychological Society, Boston, MA.
- Crocker, J. (1992, August). *Academic underachievement in African-Americans and women: Discussant remarks*. Presented at the annual meeting of the American Psychological Association, Washington, DC.
- Luhtanen, R., Blaine, B., & Crocker, J. (1991, April). *Personal and collective self-esteem and depression in African-American and White students*. Paper presented at the annual meeting of the Eastern Psychological Association, New York.
- Schneider, M. A., Major, B., Luhtanen, R. & Crocker, J. (1991, June). *Social stigma and reactions to help*. Paper presented at the annual meeting of the American Psychological Society, Washington, D. C.
- Crocker, J. (1991, October). *The paradox of race differences in self-esteem and depression*. Invited paper presented at the annual meeting of the Society of Experimental Social Psychology, Columbus, OH.
- Luhtanen, R., & Crocker, J. (1990, March). *Ingroup bias: Effects of collective self-esteem and evaluations of group context*. Paper presented at the annual meeting of the Eastern Psychological Association, Philadelphia, PA.
- Romero, O., Major, B., & Crocker, J. (1990, March). *Self-esteem changes as a consequence of biased hypothesis testing*. Paper presented at the annual meeting of the Eastern Psychological Association, Philadelphia, PA.
- Voelkl, K., Crocker, J., Cornwell, B., & Major, B. (1989, August). *The self-protective consequences of attributing negative interpersonal feedback to prejudice*. Paper presented at the annual meeting of the American Psychological Association, New Orleans.
- Crocker, J. (1988, January). *Self-esteem and prejudice*. Invited paper presented at the Social Psychology Winter Conference, Park City, Utah.
- Crocker, J., Alloy, L. B., & Kayne, N. T. (1988, April). *Attributional style, depression, and perceptions of consensus for events*. Paper presented at the annual meeting of the Eastern Psychological Association, Buffalo, N.Y.
- Luhtanen, R., & Crocker, J. (1988, April). *A collective self-esteem scale*. Paper presented at the annual meeting of the Eastern Psychological Association, Buffalo, N Y.

- Petersen, B., Major, B., Cozzarelli, C., & Crocker, J. (1988, April). *The social construction of gender differences in values*. Paper presented at the annual meeting of the Eastern Psychological Association, Buffalo, NY.
- Testa, M., Crocker, J., & Major, B. (1988, April). *The self-protective function of attributing negative feedback to evaluator prejudice*. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago, IL.
- Crocker, J. (1988, June). *Collective self-esteem and ingroup bias*. Invited paper presented at the Nags Head Conference on the Self, Nags Head, NC.
- Crocker, J. (1988, August). *Self-enhancement needs and ingroup bias*. Paper presented at an invited symposium on "Motivational determinants of intergroup attitudes," at the annual meeting of the American Psychological Association, Atlanta.
- Crocker, J., & Major, B. (1988, August). *Social stigma and the self-concept*. Paper presented at an invited symposium on "Social psychological perspectives on self-concept change," at the annual meeting of the American Psychological Association, Atlanta.
- Crocker, J., & Major, B. (1988, October). *Social stigma and self-esteem*. Invited paper presented at the annual meeting of the Society for Experimental Social Psychology, Madison, WI.
- Crocker, J., & Major, B. (1987, August). *Social stigma: Self protective strategies*. Presented at a symposium on self-esteem and self-protection, at the annual meeting of the American Psychological Association, New York.
- Crocker, J. (1986, June) *Self-esteem and social judgment*. Paper presented at the annual Tri-State Social Cognition Conference, New York University.
- Crocker, J., Thompson, L., & McGraw, K. (1986, August). *In group bias as a self-enhancement strategy*. Presented in a symposium on "Motivated Social Cognition," at the Annual Meeting of the American Psychological Association, Washington, DC.
- Schwartz, I., & Crocker, J. (1985, May). *Effects on self-esteem on prejudice and ingroup favoritism*. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago, IL.
- Crocker, J., & Gallo, L. (1985, August). *The self-enhancing effect of downward comparison*. Presented at the annual meeting of the American Psychological Association, Los Angeles.
- Crocker, J., Tybout, A. & MacDonald, S. (1985, August). *Women in management: A social-cognitive analysis*. Presented at the annual meeting of the American Psychological Association, Los Angeles.
- Wilson, M., Crocker, J., & Brown, C. E. (1984, April). *The attractive executive: Effects of sex of business associates on attributions of competence and social skills*. Paper presented at the annual meeting of the Eastern Psychological Association.

- Crocker, J., & Vitkus, J. (1983). *Attributions, attention, and person memory: Processing congruent and incongruent information*. Presented at the annual meeting of the Midwestern Psychological Association, Chicago, 1983. ERIC document ED2363479.
- Crocker, J. (1983, August). *Changing stereotypes of stigmatized groups*. Paper presented as part of a symposium on "The stigma variations: New directions in the study of social rejection," at the annual meeting of the American Psychological Association, Anaheim, California.
- Crocker, J. (1983, August). *The only one: Solo status females in the workplace*. Paper presented as part of a symposium on "Women at work: Subtle barriers to advancement," at the annual meeting of the American Psychological Association, Anaheim, California.
- Crocker, J. (1983, October). *Schematic approaches to changing consumers' beliefs*. Paper presented as a part of a symposium on "Cognitive approaches to consumer learning," at the annual meeting of the Association for Consumer Research, Chicago, IL.
- Crocker, J. (1982). Discussant remarks presented at a symposium on "Cognitive approaches to performance appraisal," at the annual meeting of the American Psychological Association, Washington, D.C.
- Crocker, J., & Weber, R. (1982) *Cognitive structures and stereotype change*. Presented at the annual meeting of the Association for Consumer Research, San Francisco.
- Tabachnik, N., Alloy, L. B., & Crocker, J. (1982). *Depression, attributional style, and perceptions of consensus*. Paper presented at the annual meeting of the Association for Advancement of Behavior Therapy. Los Angeles, CA.
- Tabachnik, N., Crocker, J., & Alloy, L. B. (1981, August). *Depression, social comparison, and the false consensus effect*. Paper presented at the meeting of the American Psychological Association, Los Angeles.
- Crocker, J., Weber, R., & Binns, D. (1981, August). *The role of disconfirmation in stereotyping*. Paper presented at the meeting of the American Psychological Association, Los Angeles, ERIC document number ED 211 890.
- Crocker, J. (1980, September). *Judgment of covariation by social perceivers*. Paper presented at the meeting of the American Psychological Association, Montreal.
- Alloy, L. B., Crocker, J., & Tabachnik, N. (1980, September). *Depression and covariation judgments: Schema-driven biases in information search*. Paper presented at the annual meeting of the American Psychological Association, Montreal.
- Crocker, J., & Taylor, S. E. (1978, August-September). *Theory-driven processing and the use of complex evidence*. Paper presented at the annual meeting of the American Psychological Association, Toronto.
- Taylor, S. E., Winkler, J. W., Crocker, J., Fiske, S. T., & Sprinzen, M. (1978, August-September). *The generalizability of salience effects*. Paper presented at the meeting of the American Psychological Association, Toronto.

