

ELLIOT ARONSON

Distinguished Professor Emeritus of Psychology
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And

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Vital Statistics

Born, January 9, 1932, Revere Massachusetts
Married (Vera Rabinek), September 12, 1954
Four children, seven grandchildren, one great grandchild

Education

B.A. Brandeis University, 1954 (Abraham Maslow)
M.A. Wesleyan University, 1956 (David McClelland)
Ph.D. Stanford University, 1959 (Leon Festinger)

Positions Held

Assistant Professor, Harvard University, 1959-1962
Associate Professor, Psychology, U. Minnesota, and Director, Laboratory for
Research in Social Relations, 1962-1964
Professor, Psychology, U. Minnesota, 1964-1965
Professor, Psychology, U. Texas (Austin), 1965-1974
Distinguished Professor, Psychology, U. California (Santa Cruz) 1974-2001
Director, Graduate Program in Social Psychology, UCSC 1974-79; 1982-99
Distinguished Visiting Professor, Stanford University, 2001-2005

Memberships:

American Psychological Association (Fellow).
Association for Psychological Science (Founding Fellow).
American Academy of Arts and Sciences (Fellow).
Society of Experimental Social Psychology.
Society for the Psychological Study of Social Issues (Fellow).
International Association of Applied Social Science (Founding Fellow).
Society of Personality and Social Psychology (Fellow).

Major Honors & Awards

1. American Association for the Advancement of Science: Award for Distinguished Research in Social Psychology, 1970
2. Fellow, Center for Advanced Study in Behavioral Science, 1970-1971
3. Fellow, Center for Advanced Study in Behavioral Science, 1977-1978
4. National Media Award, American Psychological Assn. (A.P.A.) 1973
5. Distinguished Teaching Award, University of Texas, 1973
6. Human Relations Award, Texas Teachers Assn., 1974
7. Distinguished Teaching Award, UCSC, 1979 (First Recipient)
8. Distinguished Teaching Award in Psychology A.P.A., 1980
9. Donald Campbell Award for Distinguished Research in Social Psychology, A.P.A., 1980 (First Recipient)
10. Gordon Allport Prize for Inter-Group Relations, SPSSI, 1981
11. Guggenheim Fellowship, 1981-1982
12. Citation, Professor of the Year, (Council for the Advancement and Support of Education, 1981)
13. President, Division of Personality & Social Psychology, A.P.A., 1986-87
14. G. Stanley Hall Lecturer on Psychology. A.P.A. (1986).
15. Chair, National Academy of Science Committee on Energy Production and Consumption, 1982-1986.
16. President, Western Psychological Association, 1989-1990.
17. Hovland Memorial Lectures, Yale University, November, 1989.
18. Bernhard Distinguished Visiting Professor, Williams College, 1990.
19. Brandeis University Established the Elliot Aronson Prize for the Best Senior Thesis in Psychology (1990).

- 20.. Award for Distinguished Research in the Social Sciences, UCSC, 1992, (first recipient).
21. Elected to the American Academy of Arts & Sciences, 1992.
22. Named "Most Favorite Teacher", UCSC Alumni Association, 1993.
23. Named Distinguished Scientist-Lecturer, American Psych. Assn., 1994.
- 24.. Distinguished Scientific Career Award, Society of Experimental Social Psychology, 1994.
25. Distinguished Scientific Contribution Award, American Psychological Association, 1999.
26. Named Distinguished Alumnus, Brandeis University, 1999.
27. Named: Master Lecturer, American Psychological Assn. 2001.
28. Named: 100 Most Eminent Psychologists of the 20th Century. 2002.
29. William James Award for Distinguished Lifetime Contributions to Scientific Psychology. The Association For Scientific Psychology (APS), 2006-2007.
- 30/ Constantine Panunzio Emeriti Award, University of California System for Distinguished Scholarly Achievement after retirement., 2011.

Major Administrative Positions

Director, Laboratory for Research in Social Relations, U. Minnesota, 1962-65

Director, Social Psychology Program, University of Texas, 1965-74

Chair, Graduate Council, University of Texas, 1967-74

Dean's Advisory Committee (John Silber) Univ. Texas, 1967-70

Chair, Psychology Board of Studies, UCSC, 1976-77

Dean's Advisory Committee, UCSC, (Robert Adams) 1977-79

Dean's Advisory Committee, UCSC (Frank Child) 1985-87

Chair, Psychology Committee on Graduate Affairs, UCSC, 1980-82

Chair, National Academy of Sciences, Energy Committee, 1980-86

Director, Graduate Program in Social Psychology, UCSC, 1982-1990

Current Editorial Positions

Editor, Bobbs-Merrill Reprint Series in Psychology, 1960-present

Consulting Editor, *Personality: An International Journal*, 1970-present

Consulting Editor, Plenum Publishing Co., 1973-1988

Social Psychology Editor, *Encyclopedia of Psychiatry, Psychoanalysis and Psychology*, 1973-present

American Editor, *British Journal of Social Psychology*, 1979-present

Founding Member of Editorial Board, *J. Replications in Social Psych.*, 1979-

Editorial Board, *Contemporary Psychology*, 1985-1994

Founding Member of Editorial Board, *Computers in Psychology*, 1985-present

Founding Member of Editorial Board, *Psychological Science in the Public Interest* (2000-present)

Books

1. Handbook of Social Psychology (2nd edition, with G. Lindzey), Reading, Mass: Addison-Wesley, 1968-1969.

2. Theories of Cognitive Consistency (with R. Abelson, et. al.), Chicago, Ill: Rand McNally, 1968.

3. Voices of Modern Psychology. Reading, Mass: Addison-Wesley, 1969.

4. The Social Animal. New York: Worth/Freeman. 1972, 1976, 1980, 1984, 1988, 1992, 1995, 1999, 2003, 2007.
 5. Readings About The Social Animal. New York: W. H. Freeman. 1972, 1976, 1980, 1984, 1988, 1992, 1995, 1999, 2003. 2007.
 6. Social Psychology. (with R. Helmreich) New York: Van Nostrand, 1973.
 7. Research Methods in Social Psychology. (with Carlsmith & Ellsworth), Reading, Mass: Addison-Wesley, 1976.
 8. The Jigsaw Classroom. Beverly Hills, Ca: Sage, 1978.
 9. Burnout: From Tedium to Personal Growth. (with A. Pines & D. Kafry) New York: Free Press, 1981.
 10. Energy Use: The Human Dimension. (with P.C. Stern), New York: W. H. Freeman, 1984.
 11. The Handbook of Social Psychology (3rd edition, with G. Lindzey), New York: Random House, 1985.
 12. Career Burnout. (with A. Pines) New York: Free Press, 1988.
 13. Methods of Research in Social Psychology. (with Ellsworth, Carlsmith, & Gonzales), New York: McGraw-Hill, 1990.
 14. Age of Propaganda (with A.R. Pratkanis), New York: W. H. Freeman & Co., 1992, 2001.
 15. Social Psychology: Volumes 1, 2, & 3. (with A.R. Pratkanis), London: Elgar Lmted., 1993.
 16. Social Psychology: The Heart and the Mind. (with T. Wilson & R. Akert), New York: Harper/Collins, 1994. 2nd Edition, Longman, 1997; 3rd edition, 1999, 4th & 5th edition, and later, (Prentice/Hall, 2001, 2004, 2007, 2010).
 - 17 Jigsaw Learning(with Shelley Patnoe). New York: Longman, 1997.
- Nobody Left to Hate: Teaching Compassion After Columbine. New York: Worth/Freeman, 2000.

The Adventures of Ruthie and a Little Boy Named Grandpa (with Ruthie Aronson) 2006, A children's book.

Mistakes Were Made (But Not By Me!). (With Carol Tavris). New York: Harcourt, 2007. (Third Edition, 2021)

Not By Chance Alone: My Life as a Social Psychologist. (2010) New York: Basic Books.

Cooperation in the Classroom: The Jigsaw Method (with Shelley Patnoe). London: Pinter & Martin

Research Publications

(*indicates articles that have been reprinted in collections of readings.)

1. Personality rigidity as measured by aniseikonic lenses and by perceptual tests of metabolic efficiency (with M. Wertheimer), *Journal of General Psychology*, 1958, 58, 41-49.
2. The need for achievement as measured by graphic expression. In. J.W. Atkinson (Ed.), *Motives in Fantasy, Action and Society*, New York: Van Nostrand, 1958, 249-265.
3. Some attempts to measure tolerance for dissonance (with L. Festinger), Wright Development Center, Technical Report 58-492, December 1958. ASTIA Document No. 207-337.
- *4. The effect of severity of initiation in liking for a group (with J. Mills), *Journal of Abnormal and Social Psychology*, 1959, 59, 177-181.
5. Selectivity in exposure to information (with J. Mills and H. Robinson), *Journal of Abnormal and Social Psychology*, 1959, 59, 250-253.
6. Arousal and reduction of dissonance in social contexts (with L. Festinger), in D. Cartwright and Z. Zander (Eds.) *Group Dynamics*, Third Edition, New York: Harper & Row, 1960/1968, 125-136.

7. The effect of effort on the attractiveness of rewarded and unrewarded stimuli. *Journal of Abnormal and Social Psychology*, 1961, 63, 375-380.
8. Modification of the rat's saline intake gradient by experience with specific concentrations (with J. Theios and J. de Rivera), *Psychological Reports*, 1962, 10, 487-490.
- *9. Performance expectancy as a determinant of actual performance (with J.M. Carlsmith), *Journal of Abnormal and Social Psychology*, 1962, 65, 178-182.
10. The effect of relevant and irrelevant aspects of communicator credibility on opinion change (with B.W. Golden), *Journal of Personality*, 1962, 30, 135-146.
11. Some hedonic consequences of the confirmation and disconfirmation of expectancies (with J.M. Carlsmith), *Journal of Abnormal and Social Psychology*, 1963, 66, 151-156.
12. The effects of expectancy on volunteering for an unpleasant experience (with J.M. Carlsmith and J.M. Darley), *Journal of Abnormal and Social Psychology*, 1963, 66, 220-224.
- *13. Effect of the severity of threat on the devaluation of forbidden behavior (with J M. Carlsmith), *Journal of Abnormal and Social Psychology*, 1963, 66, 584-588.
- *14. Communicator credibility and communication discrepancy as determinants of opinion change (with J. Turner and J.M. Carlsmith), *Journal of Abnormal Social Psychology*, 1963, 67, 31-36.
15. Effort, attractiveness, and the anticipation of reward, *Journal of Abnormal and Social Psychology*, 1963, 67, 522-525.
- *16. Opinion change as a function of the communicator's attractiveness and desire to influence (with J. Mills), *Journal of Personality and Social Psychology*, 1965, 1, 173-177.
- *17. Gain and loss of esteem as determinants of interpersonal attractiveness (with D. Linder), *Journal of Experimental Social Psychology*, 1965, 1, 156-171.
18. The effect of a pratfall on increasing interpersonal attractiveness (with B. Willerman and Joanne Floyd), *Psychonomic Science*, 1966, 4, 227-228.

19. Beyond Parkinson's law: The effect of excess time on subsequent performance (with E. Gerard), *Journal of Personality and Social Psychology*, 1966, 3, 336-339.
20. Threat and obedience. *Trans-action*, March-April, 1966.
21. Similarity versus liking as determinants of interpersonal attractiveness (with P. Worchel), *Psychonomic Science*, 1966, 5, 157-158.
22. Avoidance of inter-subject communication. *Psychological Reports*, 1966, 19, 238.
23. Try a little dissonance. *New York Times Magazine*, Part I, September 11, 1966.
24. Problem: To find evidence of discomfort as a function of "dissonant" success. In *Methodological Problems of Social Psychology, Proceedings of the XVIII International Congress of Psychology, 34th Symposium, Moscow, August 1966*.
25. The psychology of insufficient justification: An analysis of some conflicting data. In S. Feldman (Ed.), *Cognitive Consistency*. New York: Academic Press, 1966, 109-133.
- *26. Self evaluation versus direct anxiety reduction as determinants of the fear affiliation relationship (with J.M. Darley), *Journal of Experimental Social Psychology*, Supplement I, 1966, 66-79.
27. Choosing to suffer as a consequence of expecting to suffer: An unexpected finding (with E. Walster and Z. Brown), *Journal of Experimental Social Psychology*, 1966, 2, 400-406.
28. On increasing the persuasiveness of a low prestige communicator (with E. Walster and D. Abrahams), *Journal of Experimental Social Psychology*, 1966, 2, 325-342.
29. The effect of expectancy of task duration on the experience of fatigue (with B. Walster), *Journal of Experimental Social Psychology*, 1967, 3, 41-46.
30. Opinion change and the gain-loss model of interpersonal attraction (with H. Sigall), *Journal of Experimental Social Psychology*, 1967, 3, 178-188.
31. Further steps beyond Parkinson's law: A replication and extension of the excess time effect (with D. Landy), *Journal of Experimental Social Psychology*, 1967, 3, 274-285.

- *32. My enemy's enemy is my friend (with V. Cope), *Journal of Personality and Social Psychology*, 1968, 8, 8-12.
33. Dissonance theory: Progress and problems. In R.P. Abelson, E. Aronson, W.J. McGuire, T.M. Newcomb, M.J. Rosenberg, and P. H. Tannenbaum (Eds.), *Theories of Cognitive Consistency: A Sourcebook*. Chicago: Rand McNally, 1968, 5-27.
34. Dissonance theory and the formation of values. In C.D. Spielberger, R. Fox, and B. Masterson (Eds.), *Contributions to General Psychology*, New York: Ronald Press, 1968, 366-369.
- *35. Dishonest behavior as a function of differential levels of induced self-esteem (with D.R. Mettee), *Journal of Personality and Social Psychology*, 1968, 9, 121-127.
36. Liking for an evaluator as a function of his discernment (with D. Landy), *Journal of Personality and Social Psychology*, 1968, 9, 133-141.
37. Experimentation in social psychology (with J.M. Carlsmith). In G. Lindzey and E. Aronson (Eds.), *Handbook of Social Psychology*, 2nd Edition, Vol. II. Reading, Mass.: Addison-Wesley, 1969, 1-79.
38. Liking for an evaluator as a function of her physical attractiveness and nature of the evaluations (with H. Sigall), *Journal of Experimental Social Psychology*, 1969, 5, 93-100.
39. The influence of the character of the criminal and his victim on the decisions of simulated jurors (with D. Landy). *Journal of Experimental Social Psychology*, 1969, 5, 141-152.
40. Beyond Parkinson's law: III. The effect of protractive and contractive distractions on the wasting of time on subsequent tasks (with D. Landy and Kathleen McCue), *Journal of Applied Psychology*, 1969, 53, 236-239.
- *41. Opinion change in the advocate as a function of the persuasability of his audience: A clarification of the meaning of dissonance (with E. Nel and R. Helmreich), *Journal of Personality and Social Psychology*, 1969, 12, 117-124.
42. The theory of cognitive dissonance: A current perspective. In L. Berkowitz (Ed.), *Advances in Experimental Social Psychology*, Vol. 4, New York: Academic Press, 1969, 1-34.

44. Normative adaptation, cognitive dissonance, and conflict denial. For RIAS, Berlin, 1969.

45. A theoretical restatement of dissonance theory in the light of recent experiments. Proceedings of the XIX International Congress of Psychology, London, July 1969.

46. Some antecedents of interpersonal attraction. In W.J. Arnold and D. Levine (Eds.) Nebraska Symposium on Motivation 1969. Lincoln: University of Nebraska Press, 1969, 143-173. (Won AAAS Socio-Psychological Prize for 1970).

*47. The cooperative subject: Myth or reality? (with H. Sigall and T. Van Hoose), *Journal of Experimental Social Psychology*, 1970, 6, 1-10.

*48. Who likes whom—and why. *Psychology Today*, August 1970, Vol. 4, No. 3.

49. To err is humanizing—sometimes: Effects of self-esteem, competence, and a pratfall on interpersonal attraction (with R. Helmreich and J. LeFan), *Journal of Personality and Social Psychology* 1970, 16, 259-264.

50. The reciprocation of attraction from similar and dissimilar others: A study in person perception and evaluation (with E.E. Jones and L. Bell). In C.G. McClintock (Ed.) *Experimental Social Psychology*. New York: Holt, Rinehart and Winston, 1972, Ch. 6, 142-179.

51. Does a woman's attractiveness influence men's nonsexual reactions? (with Vera Aronson), *Medical Aspects of Human Sexuality*, November 1971, Vol. 5, 12-27.

*52. Attribution of fault to a rape victim as a function of respectability of the victim (with Cathaleen Jones), *Journal of Personality and Social Psychology*, 1973, 26, 415-419.

*53. The rationalizing animal. *Psychology Today*, May 1973, 6, 46-52.

54. Affective reactions to appraisal from others (with D. Metee), in T.L. Huston (Ed.), *Foundations of Interpersonal Attraction*. New York and London: Academic Press, 1974, 236-283.

*55. A two-factor theory of dissonance reduction: The effect of feeling stupid or feeling "awful" on opinion change (with T. Chase, R. Helmreich and R. Ruhnke), *International Journal of Communication Research*, 1974, Vol. 3, 340-352.

*56. Busing and racial tension: The jigsaw route to learning and liking (with N. Blaney, J. Sikes, C. Stephan and M. Snapp), *Psychology Today*, February 1975, 8, 43-50.

57. The interpersonal consequences of self-disclosure and internal attributions for success (with W.G. Stephan, G.W. Lucker), *Personality and Social Psychology Bulletin*, 1977, Vol. 2, No. 3, 252-255.

58. Interdependence in the classroom: A field study (with N.T. Blaney, C. Stephan, R. Rosenfield, and J. Sikes), *Journal of Educational Psychology*, 1977, 69, 121-128.

59. Performance in the interdependent classroom: A field study (with W. Lucker, D. Rosenfield, J. Sikes), *American Educational Research Journal*, 1976, Vol. 13, No. 2, 115-123.

60. Current developments in small group theory. In M. Cernea (Ed.) *Perspectives in American Sociology*. Bucharest: Encyclopedia Romana, 1976.

61. The effect of cooperation on interpersonal attraction. A report to the special conference on International Social Psychology, Budapest, Hungary. Published in the *Bulletin of the Hungarian Academy of Sciences*, 1976, Vol. 31, No. 3, 322-327.

62. Therapy for a competitive society. An essay in *Psychology and Life*, Ninth Edition, by P.B. Zimbardo and F. Ruch. Glenview, Illinois: Scott, Foresman and Co., 1977, 12A-12D.

*63. Research in Social Psychology as a Leap of Faith. Invited address, 1976 Meetings of Society of Experimental Social Psychologists, Los Angeles. *Personality and Social Psychology Bulletin*, 1977, 3, 190-195.

64. Attribution of luck or skill as a function of cooperating or competing with a friend or acquaintance, *Sociometry*, 1977, 40, 107, 111.

65. Attributions to success and failure in cooperative, competitive and interdependent interaction (with N. Presser, C. Stephan, J. Kennedy), *European Journal of Social Psychology*, 1978, 8, 269-274.

66. Attributions for success and failure after cooperation, competition, or team competition (with C. Stephan, M.A. Burnham), *European Journal of Social Psychology*, 1979, 9, 109-114.

67. Interdependent interactions and prosocial behavior (with D. Bridgeman, R. Geffner), *Journal of Research and Development in Education*, 1978, Vol. 12, No. 1, 16-27.
68. The effects of cooperative classroom structure on student behavior and attitudes (with D. Bridgeman, R. Geffner), in D. Bar Tal and L. Saxe (Eds.) *Social Psychology of Education*, Washington, D.C.: Hemisphere, 1978.
- *69. Jigsaw groups and the desegregated classroom: In Pursuit of common goals (with D. Bridgeman), *Personality and Social Psychology Bulletin*, 1979, 5, 438-446.
70. The theory of cognitive dissonance: A current perspective. In L. Berkowitz (Ed.) *Cognitive Theories in Social Psychology*. New York: Academic Press, 1978, 215-220.
71. Cooperation, prosocial behavior, and academic performance: Experiments in the desegregated classroom (with N. Osherow). In L. Bickman (Ed.) *Applied Social Psychology Annual*, 1980, 1, 163-196.
72. Persuasion via self-justification: Large commitments for small rewards. In L. Festinger (Ed.) *Four Decades of Social Psychology*, New York: Oxford University Press, 1980.
73. Training teachers to implement jigsaw learning: A manual for teachers (with E. Goode), in S. Sharan, P. Hare, C. Webb, R. Hertz-Lazarowitz (Eds.), *Cooperation in Education*. Provo, Utah: Brigham Young University Press, 1980, 47-81.
74. Polyfidelity: An alternative lifestyle without sexual jealousy? (with A. Pines). *Journal of Alternative Lifestyles*, 1982, 4, 373-392.
75. The relative effectiveness of models and prompts on energy conservation: A Field experiment in a shower room, (with M. O'Leary), *Journal of Environmental Systems*, 1982, 219-224.
76. Energy conservation as a social science problem. In J. Harris and J.M. Hollander (Eds.), *Improving Energy Efficiency in Buildings*. Berkeley: University of California Press, 1982.
77. Cooperation in the classroom: The impact of the jigsaw method on inter-ethnic relations, classroom performance and self-esteem (with S. Yates). In H. Blumberg and P. Hare (Eds.), *Small Groups*, London: John Wiley & Sons, 1983.

78. The social psychology of aggression (with L. White) in M. Draaganov (Ed.), *Sociopsychological Problems in Personalitv*. Sofia: Science and Art Press, 1983
79. Behavioral and social aspects of energy conservation (with P.C. Stern), Washington, D.C., National Academy of Sciences, 1983.
80. Combatting burnout (with A. Pines). *Children and Youth Services Review*, 1983, 5, 263-275.
81. Antecedents, correlates and consequences of sexual jealousy (with A. Pines). *Journal of Personality*, 1983, 51, 108-136.
82. A social psychological perspective on energy conservation in residential buildings (with S. Yates). *American Psychologist*, 1983, 38, 435-444.
83. Improving utility conservation programs: Outcomes, interventions, and evaluations (with L. Condelli, et al.). *Energy*, 1984, 9, 485-494.
84. Energy conservation research of California's utilities: A meta-evaluation (with L. White, et al.), *Evaluation Review*, 1984, 8, 167-186.
85. Characteristics of effective feedback. In R.S. Cathcart and L. Samovar, *Small Group Communication*. Dubuque: W.C. Brown, 1984.
86. Modifying the environment of the desegregated classroom. in A.J. Stewart, (Ed.), *Motivation and Society*. San Francisco: Jossey-Bass, 1984,319-336.
87. Residential energy conservation: A social psychological perspective. In B. Morrison & W. Kempton (Eds.), *Families and Energy*. E. Lansing: Michigan State University Press. 1984, 11-24.
88. Forderung von Schulleistung, Selbstwert und prosozialem Verhalten: Die Jigsaw-Methode. In G. L. Huber, S. Rotering-Steinberg, and D. Wahl (Eds.), *Kooperatives Lernen*. Weinheim und Basel: Beltz Verlag. 1984, 48-59.
89. Experimentation in social psychology. (With M. Brewer & J.M. Carlsmith). In G. Lindzey and E. Aronson (Eds.), *The Handbook of Social Psychology*, 3rd edition. New York: Random House: 1985.
90. Social behavior and mental attitudes. In D. Nelkin (Ed.), *The Human Mind: The Brain and Beyond*, New York: The American Broadcasting Company Press 1985.

91. Social psychological aspects of energy conservation. (with S. Yates). In D. Hafemeister, H. Kelly, and B. Levi, (Eds.), *Energy Sources: Conservation and Renewables*. New York: American Institute of Physics Press, 1985.
92. What ever happened to dissonance theory? *Contemporary Social Psychology*, 1985, 11, 132-136.
93. The behavior of energy conservation: The difficult path from information to action. (With Costanzo, et. at.) 1986 *The American Psychologist*.
94. The effectiveness of incentives for residential energy conservation. (With Stern, Darley, Hill & Hirst, Kempton and Wilbanks) *Evaluation Review*, 1986, 10, 147-176.
95. The social-psychological foundations of successful energy conservation programmes. (with Coltrane and Archer). *Energy Policy*, 1986, 14, 133-148.
96. Teaching students what they think they already know about prejudice and desegregation. In V.P. Makosky (Ed.) *The G. Stanley Hall Lecture Series, Volume 7*. Washington, D.C.: American Psychological Association Press, 1986.
97. Answering behavioral questions about energy efficiency in buildings. (With Stern, Darley, Hill & Hirst) *Energy*, 1987, 12, 339-353
98. Desegregation, jigsaw and the Mexican-American experience. (with A. Gonzalez). In P. Katz and D. Taylor, *Eliminating Racism*. New York: Plenum, 1988.
99. Increasing the effectiveness of energy auditors: A field experiment. (with M. Gonzales and A. Costanzo. *Journal of Applied Social Psychology*, 1988 , 18, 1049-1066.
100. Analysis, synthesis and the treasuring of the old. *Personality and Social Psychology Bulletin*, 1989, 15, 508-512.
101. Applying social psychology to prejudice reduction and energy conservation. *Personality and Social Psychology Bulletin*, 1990, 16, 118-132.

102. The social psychology of energy conservation. (with M. Gonzales), in Edwards, J., (ed) *Social Influence Processes and Prevention*. New York: Plenum Press, 1990
103. How to change behavior. In R. Curtis and G. Stricker (eds.), *How People Change: Inside and Outside Therapy*. New York: Plenum, 1991.
104. Subliminal sorcery (with A.R. Pratkanis). *USA Today*, 1991, 120, 64-66.
105. Leon Festinger and the art of audacity. *Psychological Science*, 1991 4, 213-217.
106. Overcoming denial and increasing the intention to use condoms through the induction of hypocrisy. With C. Fried & J. Stone. *American Journal of Public Health*, 1991, 81, 1636-1638.
107. The return of the repressed: Dissonance theory makes a comeback. *Psychological Inquiry*, 1992 3, 303-311.
108. Totally provocative and perhaps partly right. *Psychological Inquiry*, 1992, 3, 353-356.
109. Making research apply: High stakes public policy in a regulatory environment. (with Archer & Pettigrew) *American Psychologist*, 1992, 47, 1233-1236.
110. The jigsaw classroom: A cooperative strategy for reducing prejudice (with R. Thibodeau), in Lynch, J. , Modgil C., & Modgil, S. *Cultural Diversity in the Schools*. London: Falmer Press, 1992.
111. Taking a closer look: Reasserting the role of the self-concept in dissonance theory, (with R. Thibodeau). *Personality and Social Psychology Bulletin*, 1992, 18, 591-602.
112. Using cognitive dissonance to encourage water conservation. (With Dickerson, Thibodeau & Miller). *Journal of Applied Social Psychology*, 1992, 22, 841-854.
113. Causes of prejudice. In *Bigotry, prejudice and hatred: Definitions, causes & solutions*. Contemporary issues. Robert M. Baird, Stuart E. Rosenbaum, Eds. Prometheus Books, Buffalo, NY, 1992. p. 111-124.

114. Stateways can change folkways. Bigotry, prejudice and hatred: Definitions, causes & solutions. Contemporary issues. Robert M. Baird & Stuart E. Rosenbaum, Eds. Prometheus Books, Buffalo, NY, 1992, p. 185-201.
115. Inducing hypocrisy as a means of encouraging young adults to use condoms. (with J. Stone, A.L. Crain, M.P. Winslow, and C.B. Fried). Personality and Social Psychology Bulletin, 1994, 20, 116-128.
116. Hypocrisy, misattribution, and dissonance reduction: A demonstration of dissonance in the absence of aversive consequences. (With C. Fried). Personality and Social Psychology Bulletin, 1995, 21, 925-933.
117. On baseball and failure. Dialogue, Spring, 1995, 4-5.
118. The theory of cognitive dissonance: The evolution and vicissitudes of an idea. In C. McGarty & S. A Haslam (Eds.) The Message of Social Psychology. London: Blackwell, 1997.
119. When exemplification fails: Hypocrisy and the motive for self-integrity (with J. Stone, A.Wiegand, and J. Cooper), JPSP, 1997, 72, 54-65.
120. The giving away of psychology--and condoms. APS Observer, 10, 17-35.
- 121 The experimental method in social psychology. (With T. Wilson & M. Brewer). In G. Lindzey, D. Gilbert & S. Fiske (Eds.) The Handbook of Social Psychology. New York: Random House, 1998.
122. Dissonance, Hypocrisy, and The Self Concept (1999). In: Harmon-Jones, E., & Mills, J. Cognitive Dissonance Theory: Revival, Revisions and Controversies. Washington, DC: American Psychological Association.
123. Adventures in Experimental Social Psychology: Roots, Branches, and Sticky New Leaves. In Rodrigues, A. & Levine, R. (eds). Reflections on 100 Years of Experimental Social Psychology, New York: Basic Books, 1999.
124. The power of self-persuasion. American Psychologist, 54, 1999, 873-884.
125. Pratkanis, A. & Aronson, E (2001). Mindless propaganda, thoughtful persuasion. In Davis, M.H. (ed) Social Psychology Annual. New York: McGraw-Hill.

126. Aronson, E. (2002) *Drifting My Own Way: Following My Nose and my Heart*. In R. Sternberg, (ed) Psychologists Defying the Crowd: Stories of Those Who Battled the Establishment and Won. Washington, DC, APA Books.

127. Aronson, E. (2002), *Building Empathy, Compassion, and Achievement in the Jigsaw Classroom*. In Aronson, J. (ed.) Improving Academic Achievement. San Diego: Academic Press.

128. Aronson, E. (2004) *On Reducing prejudice and Building Compassion*. In Miller, A. (ed.), *The Social Psychology of Good and Evil*. New York: Guilford.

129. Impact of Referral Source and Study Applicants' Preference in Random Assignment on Research Enrollment, Service Engagement, and Evaluative Outcomes (with Macias, C., et. al.). *American Journal of Psychiatry*. 2005;162(4):781-787.

130. *How the Columbine High School Tragedy Could Have Been Prevented*. *Journal of Individual Psychology*, Vol. 60, No.4, Winter 2004.

131. *The Evolution of Cognitive Dissonance Theory: A Personal Appraisal*. In Pratkanis, A. *The Science of Social Influence*. New York: Psychology Press, 2007.

132, Aronson, E., "An Autobiography" in. Lindzey, G & Runyan, M. (2007),eds., *The history of psychology in autobiography, Volume 9, APA Books*

133. *The Jigsaw Strategy in Action: Integrating Peer Providers into Traditional Service Settings: (with Cathaleene Macias)* *Journal of Mental Health Policy Research*, 2008.

134. *Transforming Dissatisfaction with Services into Self-Determination: A Social Psychological Perspective on Community Program Effectiveness*. (With Cathaleene Macias. *J. Applied Social Psychology*. (In Press, 2009).

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