

September 2009

## CURRICULUM VITA

### John Andrew Bargh

- Current Position:** Professor of Psychology and Cognitive Science, Yale University
- Address:** P. O. Box 208205, New Haven, CT 06520-8205  
Street Address: 2 Hillhouse Avenue, New Haven, CT 06520  
Telephone: 203.432.4547  
Electronic mail: [john.bargh@yale.edu](mailto:john.bargh@yale.edu)  
Lab home-page: [www.yale.edu/acmelab](http://www.yale.edu/acmelab)  
Blog: [www.psychologytoday.com/blog/the-natural-unconscious](http://www.psychologytoday.com/blog/the-natural-unconscious)
- Academic Degrees:** Doctorate *honoris causa*, Radboud Universiteit Nijmegen  
(University of Nijmegen), The Netherlands, 2008  
Ph.D., University of Michigan, 1981  
M.A., University of Michigan, 1979  
B.S., *summa cum laude*, University of Illinois, 1977
- Employment History:** July 2003 – present: Professor of Psychology and Cognitive Science, Yale University  
April 2002 – June 2003: Julius Silver Professor, New York University (NYU)  
September 1997 – June 2003: Director, Graduate Program in Social Psychology, NYU  
September 1990 – June 2003: Professor, Department of Psychology, NYU  
September 1987 -- August 1990: Associate Professor, Dept. of Psychology, NYU  
September 1981 -- August 1987: Assistant Professor, Dept. of Psychology, NYU
- Awards:** Distinguished Alumnus Award, University of Illinois, Dept. of Psychology, May 2009  
Presidential Citation, American Psychological Association, August 2008  
Scientific Impact Award, Society for Experimental Social Psychology, 2007  
Donald T. Campbell Award for Distinguished Research in Social Psychology,  
Society for Personality and Social Psychology, 2007  
Guggenheim Fellowship, 2001  
Fellow, Center for Advanced Study in the Behavioral Sciences, 2001-02  
TransCoop award for international research collaboration; Alexander von Humboldt  
Foundation and Max Planck Society, Germany (w/ P. M. Gollwitzer), 1994.  
Max Planck Society Research Prize (w/ P. M. Gollwitzer), 1990.  
Distinguished Scientific Award for an Early Career Contribution to Psychology,  
American Psychological Association, 1989  
Society for Experimental Social Psychology Dissertation Award, 1982
- University Lecture Series:** John P. Zubek Memorial Lecture, University of Winnipeg, November 2007  
University Lecture Series, St. John's University, October 2005  
Kenyon Smith Lecture, University of North Carolina at Greensboro, Nov. 2004  
Thomas M. Ostrom Lecture, Ohio State University, February 2004  
Allan Edwards Lecture, University of Washington, November 2000
- Other Honors:** Fellow, Divisions 1 and 8, American Psychological Association  
Charter Fellow, American Psychological Society  
Edmund James Scholar, University of Illinois, 1973-1977.  
Phi Beta Kappa

**Research Funding:**

National Institute of Mental Health, "Nonconscious Sources of Self-regulation," R01-MH60767-06, (\$2,600,000), 1999-2010.  
American Psychological Association, "Festschrift for Robert B. Zajonc," \$20,000 funding for conference, May 1998.  
New York University Research Challenge Fund, "Nonconscious Misuse of Power," (\$9,000) 1997-1998.  
National Science Foundation, "Preconscious Determinants of Social Behavior," \$419,000) 1994-1999.  
National Institute of Mental Health, "The Preconscious Analysis of the Social Environment," (\$530,000) 1988-1994.  
National Science Foundation, "Automatic and Conscious Influences on Social Perception," (\$185,000) 1984-1987.  
Presidential Fellowship, New York University, 1985.  
New York University Research Challenge Fund, "Attention and Automaticity in Social Perception," (\$5,000) 1982-1983.  
Spencer Foundation, "Automatic Information Processing and Social Perception," (\$5,000) 1981-1982.

**Professional Activities:**

*Science* magazine, Board of Reviewing Editors, 2007 –  
Social, Personality, and Interpersonal Processes (SPIP) Study Section, Center for Scientific Review, U.S. National Institutes of Health, 2004 – 2006  
Associate Editor, *Emotion*, 2004-2005.  
President, Society for Experimental Social Psychology (SESP), 1995  
Secretary/Treasurer, SESP, 1994  
Associate Editor, *Journal of Personality and Social Psychology*, 1990-1994  
Editorial Boards (current): *Journal of Personality and Social Psychology*,  
*Personality and Social Psychology Review*  
Member: SESP, Society for Personality and Social Psychology, American Psychological Association, American Psychological Society, European Association of Experimental Social Psychology

**Keynote Addresses (11):**

*What do we mean by 'free' in 'free will'?* Keynote address (jointly with R. Baumeister), Society for Personality and Social Psychology annual meetings, Tampa, FL, February 2009.  
*The primes of life.* Keynote address, Lehigh Valley (PA) Undergraduate Research Conference, Lehigh University, May 2008.  
*Relationships and consciousness.* Keynote address, SESP Relationships Preconference, Chicago, October 2007.  
*The primes of life.* Keynote address, Connecticut State Annual Undergraduate Research Conference, Danbury, May 2007.  
*The automaticity of everyday life.* Keynote address, Louisiana State University Conference on Science and Religion, Baton Rouge, November 2006.  
*The automaticity of everyday life.* Keynote "Bring the Family" address, Canadian Psychological Association annual meetings, Calgary, June 2006.  
*The automaticity of everyday life.* Keynote address, Oklahoma Psychological Society Annual Undergraduate Research Conference, Edmond, April 2006.  
*Who wants to know? Social psychology vs. human dignity.* Keynote Address, New England Social Psychology Association, Storrs, CT, September 2004.  
*Mind control.* Keynote address, Western Pennsylvania Undergraduate Psychology conference, Erie, April 2003.

*The automaticity of everyday life.* Keynote address, Congress of the German Psychological Society, Dresden, October 1998.

*The automaticity of everyday life.* Keynote address, Netherlands Social Psychology Association Annual Meetings, Leiden, December 1996.

**Invited Addresses (11):**

*The primes of life: Unconscious behavioral guidance systems.* First annual Stuart Hauser Memorial Research Symposium, American Psychoanalytic Association Winter Meetings, New York, January 2009.

*The primes of life.* Donald Campbell Award address, Society for Personality and Social Psychology, Memphis, January 2007.

*Being here now: B.F. Skinner and the psychology of the present.* Invited address, Div. 3, American Psychological Association, Honolulu, July 2004.

*The machine in the ghost.* Invited address, Western Psychological Association annual convention, Maui, Hawaii, May 2001

*The machine in the ghost.* Invited address, Society for Personality and Social Psychology annual convention, Nashville, February 2000.

*Skinner had it easy, or, The automaticity of everyday life.* Invited address, Midwestern Psychological Association, Chicago, April 1999.

*Before you know it: The automaticity of everyday life.* Invited address, Annual meetings of the Cognitive Science Society, Stanford, August 1997.

*The preconsciousness of everyday life.* Invited Address, American Psychological Association convention, New York, August 1995.

*The preconscious in social psychology.* Invited address, Annual meetings of the Kurt Lewin Institute, Amsterdam, April 1995.

*First Second: Preconscious determinants of social interaction.* Invited address, American Psychological Society Convention, June 1994.

*Are we in control of our social perceptions?* Invited address, Annual meetings of the Midwestern Psychological Association, Chicago, May 1985.

**Invited Workshops (4):**

*Current Issues in Priming Research.* Ohio State University, February 13, 2004

*Automaticity in Social Psychology.* University of Würzburg, May 23-25, 1997.

*The Automaticity of Everyday Life.* University of Konstanz, July 6-10, 1996.

*Priming and Automaticity.* Annual Meeting of the Society for Experimental Social Psychology, Buffalo, October 1990.

**Invited Colloquia (85):**

**2008:** Cornell; St Lukes-Roosevelt Hospital, Nuclear Cardiology Unit; Princeton; Dartmouth.

**2006:** Louisiana State University, Department of Religious Studies. **2005:** University of Pittsburgh, University of Connecticut. **2004:** Ohio State, Columbia, Northeastern, Harvard, Yale School of Management. **2003:** Wharton Business School (U. Pennsylvania). **2002:**

Stanford, UCLA, UC-Berkeley, UC-Santa Barbara, Max Planck Institute-Munich, Yale. **2001:** Cornell University, Michigan, Arizona, University of Lund. **2000:** New York Psychoanalytic Society; City University of New York Graduate Center; University of Toronto; Yale; University of Washington, University of Texas-Austin. **1999:** University of Konstanz, University of Iowa.

**1998:** Washington University of St. Louis; Dartmouth; Cornell; Rutgers; Max Planck Institute for Human Development (Berlin); St. John's University. **1997:** University of Bonn; University of Kent-Canterbury, University of Konstanz, University of Massachusetts, Stanford,

Northwestern. **1996:** Max Planck Institute, Munich; University of Amsterdam; University of Konstanz, University of Michigan, Michigan State University, Texas A&M, Princeton, SUNY-Albany, Case Western Reserve University, Williams College. **1994:** New School for Social Research, Yale, Ohio State University, University of Delaware, University of Virginia,

University of Konstanz. **1993:** Harvard University, Purdue, Northwestern. **1992:** University of Massachusetts; Universität Trier. **1991:** Brown University; Columbia; University of Waterloo; CUNY Graduate Center; University of Illinois. **1990:** UCLA, Brooklyn College, University of Massachusetts. **1989:** Max Planck Institute, Munich; ZUMA, Mannheim, Germany. **1988:**

University of Maryland; Johns Hopkins; Wesleyan. **1987:** University of Utah; Columbia; University of California-Santa Barbara; SUNY-Buffalo; University of Michigan. **1983-86:** Carnegie-Mellon; CUNY Graduate Center; Columbia University Teacher's College.

### Conference Presentations (49):

- Bargh, J. A. *Parental resources, intrafamilial role assignments, and school achievement.* Paper presented at the Annual Meetings of the Midwestern Psychological Association, Chicago, May 1978.
- Pietromonaco, P., Zajonc, R. B., & Bargh, J. A. *The role of motor cues in recognition memory for faces.* Paper presented at the annual meetings of the American Psychological Association, Los Angeles, August 1981.
- Bargh, J. A. *Automatic and controlled processes in selectively attending and remembering social information.* Paper presented in the Symposium on Automatic Processing at the Annual Meetings of the Society for Experimental Social Psychology, Nashville, Indiana, October 1982.
- Bargh, J. A. *Self-relevance, frequency of processing, and selective attention to social stimuli.* Paper presented at the Annual Meetings of the American Psychological Association, Washington, D.C., August 1982.
- Bargh, J. A. (Chair). *The unique status of the self: Accessibility or self relevance?* Symposium presented at the Annual Meetings of the American Psychological Association, Washington, D.C., August 1982.
- Bargh, J. A. *Individual construct accessibility and information overload.* Paper presented at the Person Memory Interest Group meetings at the Annual Meetings of the Society for Experimental Social Psychology, Snowbird, Utah, October 1984.
- Lombardi, W., Higgins, E. T., & Bargh, J. A. *The nature of priming effects on categorization.* Paper presented at the Annual Meetings of the American Psychological Association, Toronto, August 1984.
- Bargh, J. A. *Automatic influences on social perception and their implications for the controllability of social judgments.* Paper presented at the Fourth Invitational Conference on Social Cognition, Nags Head, North Carolina, May 1985.
- Pratto, F., & Bargh, J. A. *Individual construct accessibility and sensitivity to social information.* Paper presented at the Annual Meetings of the Eastern Psychological Association, Boston, March 1985.
- Tota, M. E., & Bargh, J. A. *Automaticity of negative self-reference in depression.* Paper presented at the Annual Meetings of the Eastern Psychological Association, Boston, March 1985.
- Bargh, J. A. *Do people even care about the information given?* Paper presented at the Symposium on Social Perception and Social Cognition, Annual Meetings of SESP, Tempe, Arizona, October 1986.
- Bargh, J. A. *Is social cognition out of control?* Paper presented at the Fifth Invitational Conference on Social Cognition, Nags Head, North Carolina, May 1986.
- Bargh, J. A. *Preconscious and postconscious automaticity.* Paper presented in the Symposium on Unconscious Processes in Social Cognition, Annual Meetings of the Society for Experimental Social Psychology, Charlottesville, Virginia, October 1987.
- Bargh, J. A. (Chair). *Unconscious processes in social cognition.* Symposium presented at the Annual Meetings of the Society for Experimental Social Psychology, Charlottesville, Virginia, October 1987.
- Pratto, F., & Bargh, J. A. *Group stereotypes and judgments of individuals.* Paper presented at the Annual Meetings of the Eastern Psychological Association, Washington, D.C., April 1987.
- Bargh, J. A. *Ruminative thought: Preconscious determinants, conscious contents, and postconscious effects.* Paper presented at Memphis State University Conference on Ruminations and Stress, March 1987.
- Bargh, J. A., Litt, J., Pratto, F., & Spielman, L. *On the preconscious evaluation of social stimuli.* Paper presented at the XXIV International Congress of Psychology, Sydney, August 1988.
- Bargh, J. A. *Preconscious evaluation of social information.* Paper presented in the Symposium on Nonconscious Processing of Affect, Annual Meetings of the American Psychological Association, Atlanta, August 1988.

- Bargh, J. A. *Automatic evaluative processing*. Paper presented at the Conference on the Self-Control of Thought, Nags Head, North Carolina, May 1988.
- Pratto, F., & Bargh, J. A. *On the interrelatedness of personality trait constructs in memory*. Paper presented at the Annual Meetings of the Western Psychological Association, San Francisco, April 1988.
- Bargh, J. A. *Preconscious activation of goal-representations: The incredible shrinking little man in the head*. Paper presented at the Society for Experimental Social Psychology annual meetings, Santa Monica, California, October 1989.
- Spielman, L. A., & Bargh, J. A. *The influence of immediately prior administration of depression inventories on experimental tests of depressive cognition: The "BDI-priming" confound*. Paper presented at the annual meetings of the Midwestern Psychological Association, Chicago, 1989.
- Bargh, J. A. *Conditional automaticity*. Paper presented in the Symposium on Automaticity, Annual Meetings of the Psychonomic Society, New Orleans, November 1990.
- Raymond, P., & Bargh, J. A. *The extent of the automatic evaluation effect*. Paper presented at the Annual Meetings of the Eastern Psychological Association, New York City, April 1991.
- Applebaum, L., & Bargh, J. A. *Chronic accessibility and impression formation under load: Memory goal vs. impression goal*. Paper presented at the annual meetings of the Eastern Psychological Association, New York City, April 1991.
- Spielman, L. A., & Bargh, J. A. *The reliance on chronically accessible constructs in global impression formation: The case of conflicting behavioral information*. Paper presented at the annual meetings of the Midwestern Psychological Association, Chicago, May 1991.
- Bargh, J. A. (1992). *The priming of behavior*. Presentation in the Symposium on the Unconscious in Social Psychology, Joint Meetings of the European Association of Experimental Social Psychology and the Society for Experimental Social Psychology, Leuven, Belgium.
- Bargh, J. A., & Raymond, P. (1992). *An automatic power-sex association in men likely to sexually harass*. Symposium presentation, Annual Meetings of the Society for Experimental Social Psychology, San Antonio.
- Bargh, J. A. (1995, August). *The wise unconscious: Intention automation and social behavior*. Paper presented in Symposium on The New Unconscious, American Psychological Association annual convention, New York City.
- Bargh, J. A. (1997, May). *Bypassing the will: Direct environmental initiation of goal-directed behavior*. Invited symposium presentation, Division 8 Preconference, Annual Meetings of the American Psychological Society, Washington, D.C.
- Bargh, J. A. (1997, June). *Psychological gravity*. Symposium presentation, German Social Psychology Association bi-annual convention, Konstanz.
- Chen, M., & Bargh, J. A. (1997, June). *Motivational and emotional consequences of automatic evaluation*. Symposium presentation, German Social Psychology Association bi-annual convention, Konstanz.
- Bargh, J. A. (1997, September). *Nonconscious behavioral confirmation of stereotypes*. Symposium presentation, Annual Meetings of the New England Social Psychology Association, Williamstown, Massachusetts.
- Lee-Chai, A. Y., Bargh, J. A., & Chen, S. (June 1998). *Questioning the metamorphosis effect: A longitudinal study of social power*. Symposium presentation, Annual Convention of the Society for the Psychological Study of Social Issues, Ann Arbor, Michigan.
- McKenna, K. Y. A., & Bargh, J. A. (1998, October). *The reality of the virtual: Relationship formation on the Internet*. Invited address, Preconference on Relationships, Society for Experimental Social Psychology annual meetings, Lexington, Kentucky.
- Bargh, J. A., & Ferguson, M. L. (2000, February). *Downstream consequences of automatic evaluation: What "good" is it?* Symposium presentation, Society for Personality and Social Psychology annual convention, Nashville, TN.
- Bargh, J. A. (2000, February). *Self-unconsciousness*. Invited presentation, Preconference on Self and Identity, Society for Personality and Social Psychology annual convention, Nashville, TN.

- Bargh, J. A. (2001, July). *Automatic goal pursuit*. Paper presented at conference on the Psychology of Goals, Center for Research on Intentions and Intentionality, University of Konstanz, Germany.
- Bargh, J. A. (2001, October). *Nonconscious control of controlled processes*. Presentation in panel discussion, Society for Experimental Social Psychology annual meetings, Spokane, Washington.
- Bargh, J. A. (2003, October). *Dissociations between intention and action*. Symposium presentation, Society for Experimental Social Psychology annual meetings, Boston.
- Fitzsimons, G. M., & Bargh, J. A. (2003, October). *The development of associations between self motives and significant others*. Symposium presentation, Society for Experimental Social Psychology annual meetings, Boston.
- Bargh, J. A. (2004, January). *Mind control*. Symposium presentation, Society for Personality and Social Psychology annual meetings, Austin.
- Fitzsimons, G. M., & Bargh, J. A. (2004, January). *Nonconscious goal pursuit within close relationships*. Symposium presentation, Society for Personality and Social Psychology annual meetings, Austin.
- Bargh, J. A. (2004, July). *We are all existentialists now*. Symposium presentation, American Psychological Association annual meetings, Honolulu.
- Bargh, J. A. (2006, May). *Unconscious motivation: A social-cognitive approach*. Invited presentation in Memory & Consciousness symposium, Association for Psychological Science annual meetings, New York City.
- Bargh, J. A. (2006, October). *Hannah and Existence*. Symposium presentation, "A Tribute to Hannah Arendt (1906-1975)", Society for Experimental Social Psychology, Philadelphia.
- Bargh, J. A., Williams, L. E., & Huang, J. Y. (2007, October). *Mating and metaphors: Evolutionary psychology meets priming effects*. Society for Experimental Social Psychology, Chicago.
- Kang, Y. N., Morsella, E., Shamosh, N. A., Bargh, J. A., Gray, J. R. (2008). *The essence of subjective conflict during self-control: Neural correlates of sustaining incompatible intentions*. Proceedings of the Cognitive Neuroscience Society Annual Meeting, San Francisco, CA.
- Bargh, J. A. (2008, February). *Unconscious behavioral guidance systems*. Invited presentation, Evolutionary Psychology Preconference, Society for Personality and Social Psychology annual convention, Albuquerque, NM.
- Bargh, J. A., Huang, J. Y., & Ackerman, J. (2009, February). *The evolutionary basis of priming effects*. Symposium on Evolution and Social Cognition, Society for Personality and Social Psychology annual meetings, Tampa, FL.

## Publications (137)

### Edited Books (7) and Journal Issues (2):

1. Uleman, J. S., & Bargh, J. A. (Eds., 1989). *Unintended thought*. New York: Guilford.
2. Gollwitzer, P. M., & Bargh, J. A. (Eds., 1996). *The psychology of action: Linking motivation and cognition to behavior*. New York: Guilford.
3. Bargh, J. A. (Ed.) (2000). *Social ignition: The interplay of motivation and social cognition*. Special issue of *Social Cognition*, 18, No. 2.
4. Bargh, J. A., & Apsley, D. (Eds.) (2001). *Unraveling the complexities of social life: A Festschrift in honor of Robert B. Zajonc*. Washington, DC: American Psychological Association.
5. Lee-Chai, A. Y., & Bargh, J. A. (Eds., 2001). *The use and abuse of power*. Philadelphia: Psychology Press.

6. McKenna, K. Y. A., & Bargh, J. A. (Eds., 2002). Consequences of the Internet for Self and Society: Is social life being transformed? *Journal of Social Issues*, 58, Whole No. 1 (Spring).
7. Hassin, R., Uleman, J. S., & Bargh, J. A. (Eds., 2004). *The new unconscious*. New York: Oxford University Press. **Named one of Top 20 books in Psychology for 2004 by *Library Journal*.**
8. Bargh, J.A. (Ed., 2006). *Social psychology and the unconscious: The automaticity of the higher mental processes*. Philadelphia: Psychology Press. **Reprinted in Japanese in 2009.**
9. Morsella, E., Bargh, J. A., & Gollwitzer, P. M. (Eds., in press). *The Oxford handbook of human action*. New York: Oxford University Press.

### **Book Series Monographs (3):**

1. Bargh, J. A., & Gollwitzer, P. M. (1994). Environmental control over goal-directed action. *Nebraska Symposium on Motivation*, 41, 71-124.
2. Bargh, J. A. (1997). The automaticity of everyday life. In R. S. Wyer, Jr. (Ed.), *The automaticity of everyday life: Advances in social cognition* (Vol. 10, pp. 1-61). Mahwah, NJ: Erlbaum.  
**Reprinted in Polish as: Bargh, J. A. (2000). Automatyzmy dnia powszedniego. *Czasopismo Psychologiczne [Psychological Journal]*, 5, 209-256.**
3. Dijksterhuis, A., & Bargh, J. A. (2001). The perception-behavior expressway: Automatic effects of social perception on social behavior. In M. P. Zanna (Ed.), *Advances in experimental social psychology* (Vol. 33, pp. 1-40). San Diego: Academic Press.

### **Invited Handbook (11) and Annual Review Chapters (3):**

1. Bargh, J. A. (1984). Automatic and conscious processing of social information. In R. S. Wyer, Jr., & T. K. Srull (Eds.), *Handbook of social cognition* (Vol. 3, pp. 1-43). Hillsdale, NJ: Erlbaum.
2. Higgins, E. T., & Bargh, J. A. (1987). Social perception and social cognition. *Annual Review of Psychology*, 38, 369-425.
3. Bargh, J. A. (1994). The Four Horsemen of automaticity: Awareness, efficiency, intention, and control in social cognition. In R. S. Wyer, Jr., & T. K. Srull (Eds.), *Handbook of social cognition* (2nd ed., pp. 1-40). Hillsdale, NJ: Erlbaum.
4. Bargh, J. A. (1996). Automaticity in social psychology. In E. T. Higgins & A. W. Kruglanski (Eds.), *Social psychology: Handbook of basic principles* (pp. 169-183). New York: Guilford.
5. Wegner, D.M., & Bargh, J. A. (1998). Control and automaticity in social life. In D. Gilbert, S. Fiske, & G. Lindzey (Eds.), *Handbook of social psychology* (4/e, Vol. 1, pp. 446-496). Boston: McGraw-Hill.
6. Fitzsimons, G. M., & Bargh, J. A. (2004). Automatic self-regulation. In R. Baumeister & K. Vohs (Eds.), *Handbook of self-regulation* (pp. 151-170). New York: Guilford.
7. Bargh, J. A., & McKenna, K. Y. A. (2004). The Internet and social life. *Annual Review of Psychology*, 55, 573-590.

**Reprinted in Polish in W. J. Paluchowski (Ed.), *Internet a psychologia: Możliwości i zagrożenia (Internet and psychology: Opportunities and risks)*. Warsaw: Polish Scientific Publishers.**

8. Gollwitzer, P. M., & Bargh, J. A. (2005). Automaticity in goal pursuit. In A. Elliot & C. Dweck (Eds.), *Handbook of competence and motivation* (pp. 624-646). New York: Guilford.
9. Morsella, E., Krieger, S. C., Rizzo-Fontanesi, S., & Bargh, J. A. (2007). The primary function of consciousness in the nervous system. *Annual Review of Biomedical Sciences*, 9, 37-40.
10. Bargh, J. A., & Williams, L. E. (2007). On the automatic or nonconscious regulation of emotion. In J. J. Gross (Ed.), *Handbook of emotion regulation*. New York: Guilford.
11. Bargh, J. A. (2007). Social psychological approaches to consciousness. In P. Zelazo & M. Moskovich (Eds.), *The Cambridge handbook of consciousness* (pp. 555-569). New York: Cambridge University Press.
12. Ferguson, M.J., Hassin, R., & Bargh, J.A.(2008). Implicit motivation: Past, present, and future. In J. Shah & W. Gardner (Eds.), *Handbook of motivational science* (pp. 150-166). New York: Guilford.
13. Bargh, J. A., Gollwitzer, P. M., & Oettingen, G. (in press). Motivation. In S. Fiske, D. Gilbert, & G. Lindzey (Eds.), *Handbook of social psychology* (5<sup>th</sup> ed.). Boston: McGraw-Hill.
14. Morsella, E., & Bargh, J. A. (in press). Unconscious action tendencies: Sources of ‘un-integrated’ action. In J. Decety & J. Cacioppo (Eds.), *Handbook of social neuroscience*. New York: Oxford.

#### **Regular Chapters in Edited Volumes (29):**

1. Zajonc, R. B., Pietromonaco, P., & Bargh, J. A. (1982). Independence and interaction of affect and cognition. In M. S. Clark & S. T. Fiske (Eds.), *Affect and cognition: The 17th annual Carnegie symposium*. Hillsdale, NJ: Erlbaum.
2. Bargh, J. A. (1988). Automatic information processing: Implications for communication and affect. In L. Donohew, H. S. Sypher, & E. T. Higgins (Eds.), *Communication, social cognition, and affect* (pp. 9-32). Hillsdale, NJ: Erlbaum.
3. Bargh, J. A. (1989). Conditional automaticity: Varieties of automatic influence in social perception and cognition. In J. S. Uleman & J. A. Bargh (Eds.), *Unintended thought* (pp. 3-51). New York: Guilford.
4. Bargh, J. A., Litt, J., Pratto, F., & Spielman, L. A. (1989). On the preconscious evaluation of social stimuli. In A. F. Bennett & K. M. McConkey (Eds.), *Cognition in Individual and Social Contexts* (Vol. 3, pp. 357-370). Amsterdam: Elsevier-North Holland.
5. Bargh, J. A., & Uleman, J. S. (1989). Introduction. In J. S. Uleman & J. A. Bargh (Eds.), *Unintended thought*. New York: Guilford.
6. Bargh, J. A. (1990). Auto-motives: Preconscious determinants of social interaction. In E. T. Higgins & R. M. Sorrentino (Eds.), *Handbook of motivation and cognition* (Vol. 2, pp. 93-130). New York: Guilford.
7. Spielman, L. A., & Bargh, J. A. (1990). Does the depressive self-schema really exist? In C. D. McCann & N. S. Endler (Eds.), *Depression: New directions in research, theory, and practice* (pp. 111-126). Toronto: Wall & Thompson.

8. Bargh, J. A. (1992). Why subliminality does not matter to social psychology: Awareness of the stimulus versus awareness of its influence. In R. F. Bornstein & T. S. Pittman (Eds.), *Perception without awareness* (pp. 236-255). New York: Guilford.
9. Higgins, E. T., & Bargh, J. A. (1992). Unconscious sources of subjectivity and suffering: Is consciousness the solution? In A. Tesser & L. Martin (Eds.), *The construction of social judgments* (pp. 67-110). Hillsdale, NJ: Erlbaum.
10. Bargh, J. A., & Barndollar, K. (1996). Automaticity in action: The unconscious as repository of chronic goals and motives. In P. M. Gollwitzer & J. A. Bargh (Eds.), *The psychology of action* (pp. 457-471). New York: Guilford.
11. Bargh, J. A. (1997). Reply to the commentaries. In R. S. Wyer, Jr. (Ed.), *The automaticity of everyday life: Advances in social cognition* (Vol. 10, pp. 231-246). Mahwah, NJ: Erlbaum.
12. Bargh, J. A. (1997). Bypassing the will. In M. G. Shafto & P. Langley (Eds.), *Proceedings of the 19<sup>th</sup> Annual Conference of the Cognitive Science Society* (p. 852). Mahwah, NJ: Erlbaum.
13. Bargh, J. A. (1999). The cognitive monster: The case against controllability of automatic stereotype effects. In S. Chaiken & Y. Trope (Eds.), *Dual process theories in social psychology* (pp. 361-382). New York: Guilford.
14. Bargh, J. A., & Chartrand, T. L. (2000). A practical guide to priming and automaticity research. In H. Reis & C. Judd (Eds.), *Handbook of research methods in social psychology* (pp. 253-285). New York: Cambridge University Press.
15. Bargh, J. A. (2000). Automaticity. In A. Forman (Ed.), *Encyclopedia of psychology*. Washington, D. C.: American Psychological Association.
16. Dijksterhuis, A., Bargh, J. A., & Miedema, J. (2000). Of men and mackerels: Attention, subjective experience, and automatic social behavior. In H. Bless & J. P. Forgas (Eds.), *Subjective experience in social cognition and behavior* (pp. 37-51). Philadelphia: Psychology Press.
17. Bargh, J. A. (2001). The psychology of the mere. In J. A. Bargh & D. Apsley (Eds.), *Unraveling the complexities of social life: A Festschrift in honor of Robert B. Zajonc* (pp. 25-37). Washington, DC: American Psychological Association.
18. Bargh, J.A., & Alvarez, J. (2001). The road to hell: Nonconscious sources of power abuse. In A. Lee-Chai & J. Bargh (Eds.), *The use and abuse of power* (pp. 41-55). Philadelphia: Psychology Press.
19. Chartrand, T. L., & Bargh, J. A. (2002). Nonconscious motivations: Their activation, operation, and consequences. In A. Tesser, D. A. Stapel, & J. V. Wood (Eds.), *Self and motivation: Emerging psychological perspectives* (pp. 13-41). Washington, DC: American Psychological Association.
20. Bargh, J. A., Fitzsimons, G. M., & McKenna, K. Y. A. (2002). The self, online. In S. J. Spencer, S. Fein, M. P. Zanna, & J. M. Olson (Eds.), *Motivated social perception: The Ontario symposium* (Vol. 9, pp. 195-213). Mahwah, NJ: Erlbaum.
21. Ferguson, M. J., & Bargh, J. A. (2002). Sensitivity and flexibility: Exploring the knowledge function of automatic attitudes. In L. F. Barrett & P. Salovey (Eds.), *The wisdom of feelings: Processes underlying emotional intelligence* (pp. 383-405). New York: Guilford.

22. Bargh, J. A. (2005). Bypassing the will: Towards demystifying the nonconscious control of social behavior. In R. Hassin, J. Uleman, & J. Bargh (Eds.), *The new unconscious* (pp. 37-58). New York: Oxford.
23. Bargh, J. A. (2007). Introduction. In J. A. Bargh (Ed.), *Social psychology and the unconscious: The automaticity of the higher mental processes*. Philadelphia: Psychology Press.
24. Bargh, J. A. (2008). Free will is un-natural. In J. Baer, J. Kaufman, & R. Baumeister (Eds.), *Are we free? The psychology of free will* (pp. 128-154). New York: Oxford University Press.
25. Uhlmann, E. L., Poehlman, T. A., & Bargh, J. A. (2009). American moral exceptionalism. In J. Jost, A. Kay, & H. Thorisdottir (Eds.), *Social and psychological bases of ideology and system justification* (pp. 27-52). New York: Oxford.
26. Bargh, J. A., & Huang, J. Y. (2009). The selfish goal. In G. Moskowitz & H. Grant (Eds.), *The psychology of goals* (pp. 127-150). New York: Guilford.
27. Ferguson, M. J., & Bargh, J. A. (in press). Evaluative readiness: The motivational nature of automatic evaluation. In A. Elliott (Ed.), *Handbook of approach and avoidance motivation*. New York: Guilford.
28. Uhlmann, E., Poehlman, T. A., & Bargh, J. A. (in press). Implicit theism. In R. Sorrentino (Ed.), *Motivation and cognition within and across cultures*. New York: Guilford.
29. Bargh, J. A., & Morsella, E. (in press). Unconscious behavioral guidance systems. In C. R. Agnew, D. E. Carlston, W. G. Graziano, & J. R. Kelly (Eds.), *Then a miracle occurs: Focusing on behavior in social psychological theory and research*. New York: Oxford University Press.

#### **Peer-reviewed Journal Articles (82):**

1. Bargh, J. A., & Cohen, J. L. (1978). Mediating factors in the arousal-performance relationship. *Motivation and Emotion*, 2, 243-257.
2. Bargh, J. A., & Schul, Y. (1980). The cognitive benefits of teaching. *Journal of Educational Psychology*, 72, 593-604. (lead article)
3. Zajonc, R. B., & Bargh, J. A. (1980). The confluence model: Parameter estimations for six divergent data sets on family factors and intelligence. *Intelligence*, 4, 349-361.
4. Zajonc, R. B., & Bargh, J. A. (1980). Birth order, family size, and decline of SAT scores. *American Psychologist*, 35, 662-668.
5. Bargh, J. A. (1982). Attention and automaticity in the processing of self-relevant information. *Journal of Personality and Social Psychology*, 43, 425-436. (lead article)
6. Bargh, J. A., & Pietromonaco, P. (1982). Automatic information processing and social perception: The influence of trait information presented outside of conscious awareness on impression formation. *Journal of Personality and Social Psychology*, 43, 437-449.

**Reprinted in: A. W. Kruglanski & E. T. Higgins (Eds.), *Key Readings in Social Psychology*. Philadelphia: Taylor & Francis, 2003.**

7. Bargh, J. A., & Thein, R. D. (1985). Individual construct accessibility, person memory, and the recall-judgment link: The case of information overload. *Journal of Personality and Social Psychology*, *49*, 1129-1146. (lead article)
8. Higgins, E. T., Bargh, J. A., & Lombardi, W. J. (1985). Nature of priming effects on categorization. *Journal of Experimental Psychology: Learning, Memory, and Cognition*, *11*, 59-69.
9. Bargh, J. A., & Pratto, F. (1986). Individual construct accessibility and perceptual selection. *Journal of Experimental Social Psychology*, *22*, 293-311. (lead article)
10. Bargh, J. A., Bond, R. N., Lombardi, W. J., & Tota, M. E. (1986). The additive nature of chronic and temporary sources of construct accessibility. *Journal of Personality and Social Psychology*, *50*, 869-878. (lead article)
11. Lombardi, W. J., Higgins, E. T., & Bargh, J. A. (1987). The role of consciousness in priming effects on categorization: Assimilation versus contrast as a function of awareness of the priming task. *Personality and Social Psychology Bulletin*, *13*, 411-429.
12. Bargh, J. A., Lombardi, W. J., & Higgins, E. T. (1988). Automaticity in Person x Situation effects on person perception: It's just a matter of time. *Journal of Personality and Social Psychology*, *55*, 599-605. (lead article).
13. Bargh, J. A., & Tota, M. E. (1988). Context-dependent automatic processing in depression: Accessibility of negative constructs with regard to self but not others. *Journal of Personality and Social Psychology*, *54*, 925-939.
14. Spielman, L. A., Pratto, F., & Bargh, J. A. (1988). Automatic affect: Are one's moods, evaluations, and emotions out of control? *American Behavioral Scientist*, *31*, 296-311.
15. Bargh, J. A. (1990). Goal ≠ Intention: Goal-directed thought and behavior are often unintentional. *Psychological Inquiry*, *1*, 248-251.
16. Pratto, F., & Bargh, J. A. (1991). Stereotyping based on individuating information: Trait and global components of sex stereotypes under attention overload. *Journal of Experimental Social Psychology*, *27*, 26-47.
17. Zajonc, R. B., Markus, G. B., Berbaum, M. L., Bargh, J. A., & Moreland, R. L. (1991). One justified criticism plus three flawed analyses equals two unwarranted conclusions: A reply to Retherford and Sewell. *American Sociological Review*, *56*, 159-165.
18. Bargh, J. A., Chaiken, S., Govender, R., & Pratto, F. (1992). The generality of the automatic attitude activation effect. *Journal of Personality and Social Psychology*, *62*, 893-912. (lead article)
19. Bargh, J. A. (1992). The ecology of automaticity: Toward establishing the conditions needed to produce automatic processing effects. *American Journal of Psychology*, *105*, 181-199.
20. Andersen, S. M., Spielman, L. A., & Bargh, J. A. (1992). Future-event schemas and certainty about the future: Automaticity in depressives' future-event predictions. *Journal of Personality and Social Psychology*, *63*, 711-723.
21. Chaiken, S., & Bargh, J. A. (1993). Occurrence versus moderation of automatic attitude activation: Reply to Fazio. *Journal of Personality and Social Psychology*, *64*, 759-764.

22. Thompson, E. P., Roman, R. J., Moskowitz, G. B., Chaiken, S., & Bargh, J. A. (1994). Accuracy motivation attenuates covert priming: The systematic reprocessing of social information. *Journal of Personality and Social Psychology*, 66, 474-489.
23. Bargh, J. A., Raymond, P., Pryor, J., & Strack, F. (1995). Attractiveness of the underling: An automatic power→sex association and its consequences for sexual harassment and aggression. *Journal of Personality and Social Psychology*, 68, 768-781.

**Reprinted in R. Baumeister (Ed., 2001), *Key Readings in Social Psychology and Human Sexuality*. New York: Psychology Press.**

24. Bargh, J. A., & Raymond, P. (1995). The naive misuse of power: Nonconscious sources of sexual harassment. *Journal of Social Issues*, 26, 168-185.
25. Bargh, J. A., Chaiken, S., Raymond, P., & Hymes, C. (1996). The automatic evaluation effect: Unconditional automatic attitude activation with a pronunciation task. *Journal of Experimental Social Psychology*, 32, 185-210.
26. Bargh, J. A., Chen, M., & Burrows, L. (1996). Automaticity of social behavior: Direct effects of trait construct and stereotype priming on action. *Journal of Personality and Social Psychology*, 71, 230-244.
27. Chartrand, T. L., & Bargh, J. A. (1996). Automatic activation of social information processing goals: Nonconscious priming reproduces effects of explicit conscious instructions. *Journal of Personality and Social Psychology*, 71, 464-478.
28. Chen, M., & Bargh, J. A. (1997). Nonconscious behavioral confirmation processes: The self-fulfilling nature of automatically-activated stereotypes. *Journal of Experimental Social Psychology*, 33, 541-560.

**Reprinted in Polish as Chen, M., & Bargh, J. A. (1998). Niewiadome potwierdzenie zachowaniem automatycznie aktywowanych stereotypów. *Czasopismo Psychologiczne*, 4, 89-104.**

29. McKenna, K. Y. A., & Bargh, J. A. (1998). Coming out in the age of the Internet: Identity 'de-marginalization' from virtual group participation. *Journal of Personality and Social Psychology*, 75, 681-694.

**Reprinted in *Key Readings in Group Processes*, J. Levine & R. Moreland (Eds.), New York: Taylor & Francis, 2002.**

30. Chen, M., Chartrand, T. L., Lee-Chai, A. Y., & Bargh, J. A. (1998). Priming primates: Human and otherwise. *Behavioral and Brain Sciences*, 21, 685-686.
31. Bargh, J. A. (1999, January 29). The most powerful manipulative messages are hiding in plain sight. *The Chronicle of Higher Education*, page B6.
32. Bargh, J. A., & Chartrand, T. L. (1999). The unbearable automaticity of being. *American Psychologist* (Science Watch), 54, 462-479.

**Reprinted in *Taking Sides: Clashing Views on Psychological Issues*, B. Slife (Ed.). New York: McGraw-Hill, 2005.**

**Reprinted in *Key Readings in Social Cognition*, D. Hamilton (Ed.), New York: Taylor & Francis, 2004.**

33. Chartrand, T. L., & Bargh, J. A. (1999). The chameleon effect: The perception-behavior link and social interaction. *Journal of Personality and Social Psychology*, 76, 893-910.
34. Chen, M., & Bargh, J. A. (1999). Consequences of automatic evaluation: Immediate behavioral predispositions to approach or avoid the stimulus. *Personality and Social Psychology Bulletin*, 25, 215-224.
35. McKenna, K. Y. A., & Bargh, J. A. (1999). Causes and consequences of social interaction on the Internet: A conceptual framework. *Media Psychology*, 1, 249-269.
36. Giner-Sorolla, R., Garcia, M. T., & Bargh, J. A. (1999). The automatic evaluation of pictures. *Social Cognition*, 17, 76-96.
37. Bargh, J. A., & Ferguson, M. L. (2000). Beyond behaviorism: On the automaticity of higher mental processes. *Psychological Bulletin*, 126, 925-945.
38. McKenna, K. Y. A., & Bargh, J. A. (2000). Plan 9 from Cyberspace: The implications of the Internet for Personality and Social Psychology. *Personality and Social Psychology Review*, 4, 57-75.
39. Dijksterhuis, A., Aarts, H., Bargh, J. A., & van Knippenberg, A. (2000). On the relation between associative strength and automatic behavior. *Journal of Experimental Social Psychology*, 36, 531-544.
40. Bargh, J. A. (2000). Introduction to the special issue. *Social Cognition*, 18, 1-4.
41. Bargh, J. A., Gollwitzer, P. M., Lee-Chai, A. Y., Barndollar, K., & Troetschel, R. (2001). The automated will: Nonconscious activation and pursuit of behavioral goals. *Journal of Personality and Social Psychology*, 81, 1014-1027.
42. Chen, S., Lee-Chai, A. Y., & Bargh, J. A. (2001). Relationship orientation as a moderator of the effects of social power. *Journal of Personality and Social Psychology*, 80, 173-187. (Lead article).
43. Bargh, J. A. (2001). Caution: Automatic social cognition may not be habit forming. *Polish Psychological Bulletin*, 32, 1-8.
44. Hassin, R. R., & Bargh, J. A. (2001). It takes two to tango: The therapist, the patient, and automatic aspects of their in-between. *Psychological Inquiry*, 12, 151-154.
45. Bargh, J. A., McKenna, K. Y. A., & Fitzsimons, G. M. (2002). Can you see the real me? Activation and expression of the "true self" on the Internet. *Journal of Social Issues*, 58, 33-48.
46. Bargh, J. A. (2002). Beyond simple truths: The human-internet interaction. *Journal of Social Issues*, 58, 1-7.
47. Duckworth, K. L., Bargh, J. A., Garcia, M., & Chaiken, S. (2002). The automatic evaluation of novel stimuli. *Psychological Science*, 13, 513-519.
48. Hassin, R. R., Bargh, J. A., & Uleman, J. S. (2002). Spontaneous causal inferences. *Journal of Experimental Social Psychology*, 38, 515-522.

49. Todorov, A., & Bargh, J. A. (2002). Automatic sources of aggression. *Aggression and Violent Behavior, 7*, 53-68.
50. Bargh, J. A. (2002). Losing consciousness: Automatic influences on consumer judgment, behavior, and motivation. *Journal of Consumer Research, 29*, 280-285.
51. Fitzsimons, G. M., & Bargh, J. A. (2003). Thinking of you: Nonconscious pursuit of interpersonal goals associated with relationship partners. *Journal of Personality and Social Psychology, 84*, 148-164.
52. Bargh, J. A. (2003). Why we thought we could prime social behavior. *Psychological Inquiry, 14*, 216-218.
53. Garcia, M. T., & Bargh, J. A. (2003). Automatic evaluation of novel words: The role of superficial phonetics. *Journal of Language and Social Psychology, 22*, 413-433.
54. Ferguson, M. L., & Bargh, J. A. (2004). Liking is for doing: The effects of goal pursuit on automatic evaluation. *Journal of Personality and Social Psychology, 87*, 557-572.
55. Kawada, C. L. K., Oettingen, G., Gollwitzer, P. M., & Bargh, J. A. (2004). The projection of implicit and explicit goals. *Journal of Personality and Social Psychology, 86*, 545-559.
56. Kay, A. C., Wheeler, S. C., Bargh, J. A., & Ross, L. (2004). Material priming: The influence of mundane physical objects on situational construal and competitive behavioral choice. *Organizational Behavior and Human Decision Processes, 95*, 83-96.
57. Ferguson, M. J., Bargh, J. A., & Nayak, D. A. (2005). After-affects: How automatic evaluations influence the interpretation of subsequent, unrelated stimuli. *Journal of Experimental Social Psychology, 41*, 182-191.
58. Chartrand, T. L., van Baaren, R., & Bargh, J. A. (2006). Linking automatic evaluation to mood and information processing style: Consequences for experienced affect, impression formation, and stereotyping. *Journal of Experimental Psychology: General, 135*, 70-77.
59. Bargh, J. A., & Williams, E. L. (2006). The automaticity of social life. *Current Directions in Psychological Science, 15*, 1-4.
60. Bargh, J. A. (2006). What have we been priming all these years? On the development, mechanisms, and ecology of nonconscious social behavior. *European Journal of Social Psychology [Agenda 2006], 36*, 147-168.
61. Gillath, O., Mikulincer, M., Fitzsimons, G. M., Shaver, P. R., Schachner, D. A., & Bargh, J. A. (2006). Automatic activation of attachment-related goals. *Personality and Social Psychology Bulletin, 32*, 1375-1388.
62. Levine, L. L., Morsella, E., & Bargh, J. A. (2007). The perversity of inanimate objects: Stimulus control by incidental musical notation. *Social Cognition, 25*, 265-280.
63. Morsella, E., & Bargh, J. A. (2007). Supracortical consciousness: Insights from temporal dynamics, processing-content, and olfaction. *Behavioral and Brain Sciences, 30*, 100.
64. Bargh, J. A., & Morsella, E. (2008). The unconscious mind. *Perspectives on Psychological Science, 3*, 73-79.

65. Williams, L. E., & Bargh, J. A. (2008). Keeping one's distance: The influence of spatial distance cues on affect and evaluation. *Psychological Science, 19*, 302-308.
66. McCulloch, K. D., Ferguson, M. J., Kawada, C., & Bargh, J. A. (2008). Taking a closer look: On the operation of nonconscious impression formation. *Journal of Experimental Social Psychology, 44*, 614-623.
67. Smith, P. K., & Bargh, J. A. (2008). Nonconscious effects of power on basic approach and avoidance tendencies. *Social Cognition, 26*, 1-24. (lead article)
68. McCulloch, K. C., Aarts, H., Fujita, K., & Bargh, J. A. (2008). Inhibition in goal systems: A retrieval-induced forgetting account. *Journal of Experimental Social Psychology, 44*, 857-865.
69. Huang, J. Y., & Bargh, J. A. (2008). Peak of desire: Activating the mating goal changes life-stage preferences across living kinds. *Psychological Science, 19*, 573-578.
70. Bargh, J. A., Green, M. L., & Fitzsimons, G. M. (2008). The selfish goal: Unintended consequences of intended goal pursuits. *Social Cognition, 26*, 520-540.
71. Williams, L. E., & Bargh, J. A. (2008, 24 October). Experiencing physical warmth influences interpersonal warmth. *Science, 322*, 606-607.
72. Harris, J., & Bargh, J. A. (in press). The relationship between television viewing and unhealthy eating: Implications for children and media interventions. *Health Communication*.
73. Ackerman, J. A., Goldstein, N. J., Shapiro, J. R., & Bargh, J. A. (in press). The vicarious depletion of self-control. *Psychological Science*.
74. Hassin, R. R., Bargh, J. A., & Zimerman, S. (2009). Automatic and flexible: The case of nonconscious goal pursuit. *Social Cognition, 27*, 20-36.
75. Harris, J. L., Bargh, J. A., & Brownell, K. D. (2009). Priming effects of television food advertising on eating behavior. *Health Psychology, 28*, 404-413.
76. Williams, L. E., Huang, J. Y., & Bargh, J. A. (in press). The scaffolded mind: Higher mental processes are grounded in early experience of the physical world. *European Journal of Social Psychology*.
77. Hassin, R. R., Bargh, J. A., Engell, A., & McCulloch, K. C. (in press). Implicit working memory. *Consciousness and Cognition*.
78. Morsella, E., Wilson, L. E., Berger, C. C., Honhongva, M., Gazzaley, A., & Bargh, J. A. (in press). Subjective aspects of cognitive control at different stages of processing. *Attention, Perception, & Psychophysics*.
79. Morsella, E., Gray, J. R., Krieger, S. C., & Bargh, J. A. (in press). The essence of conscious conflict: Subjective effects of sustaining incompatible intentions. *Emotion*.
80. Williams, L. E., Bargh, J. A., Nocera, C. C., & Gray, J. R. (in press). The unconscious regulation of emotion: Nonconscious reappraisal goals modulate emotional reactivity. *Emotion*.
81. Morsella, E., Krieger, S. C., & Bargh, J. A. (in press). Minimal neuroanatomy for a conscious brain: Homing in on the networks constituting consciousness. *Neural Networks*.

82. Harris, J. L., Brownell, K. D., & Bargh, J. A. (in press). The food marketing defense model: Integrating psychological research to protect youth and inform public policy. *Social Issues and Policy Review*.