PSY 610: Social and Personality Psychology (Winter 2008)
Mon/Wed 10:00 – 11:50, Straub 143

Prof. Sara D. Hodges
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Office hours: Monday 1:15-3:15

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Office hours: Wednesday, 1:30-2:30

This graduate seminar provides a foundation and an overview of topics in social and personality psychology. It serves as a core course in the Psychology Department's PhD curriculum. Topics to be covered include personality traits, emotions, person knowledge, social judgment, stereotyping, attribution, social comparison, interpersonal processes, motivation and self-regulation, social influence, and group processes.

Readings and class meetings

Readings are theoretical and empirical articles from peer-reviewed psychology journals and chapters from books. There is no text book for the course. Readings are to be read by everyone before the seminar meets. Most if not all readings will be available electronically on Blackboard (http://blackboard.uoregon.edu/). If you have problems getting the readings, please let us know as soon as possible. References are provided for all the readings, so you may read them in the original journal or book if you wish.

Class time will consist of lecture and discussion of the readings. In advance of each class meeting, you will prepare three discussion questions OR an outline of an experiment to test some idea prompted by the readings. You will post your questions or outline to Blackboard and bring a hard copy to class. We will use the postings to guide discussion for each class meeting, so the content and scope of your response should be geared toward stimulating a good discussion. Questions or ideas linking current readings to previous weeks' material are appropriate. Your responses are to be posted no later than 8 pm the night before each class meeting (i.e., Sunday at 8 pm for Monday's class; Tuesday at 8 pm for Wednesday's class).

Grading

In order to pass the course, each separate component (participation, presentation, and paper) must be at a passing level (non-compensatory model). Grades will be based on:
    40% paper (due 4 pm, Wednesday, March 19)
    25% participation (posted comments and verbal contributions)
    10% presentation (described below)
    25% final exam (10:15, Monday, March 17)

Participation: This includes posting your discussion questions to Blackboard <u>on time</u> as well as participating in class discussions. One unexcused absence is allowable with no penalty. Additional absences must be cleared by the instructors in advance.

In-class presentation: Everyone in the class will give one short presentation (15 minutes) relating an empirical paper to the readings for the week when they present. For your

presentation, you will either be assigned or asked to find a relevant paper, briefly summarize the background and findings (summarize ONLY – don't provide a play by play), and discuss its relation to the week's readings. Your presentation should reflect your understanding of the article, but should also include your novel ideas in response to the article. This may include considering the article's relevance to an applied issue, its potential link to another area of psychology or a related field, or proposed future research prompted by the article. Depending on the class size, these may be group presentations.

Term paper: You will write a paper (up to 15 pages, not including references) on a topic of your choosing related to the course content. Your paper should take the form of a proposed study (or studies), with attention to the theoretical background justifying the study. With advance permission, you may use this as an opportunity to submit and get feedback on a piece of writing that you are preparing for some other purpose (such as a grant proposal, supporting area project, etc.) under the following conditions: (a) you may not submit anything that you are also submitting for credit in another class this term; (b) it can't be a study (or studies) you've proposed before; (c) the subject matter and format must fit the requirements for this assignment; and (d) you must be the sole author of whatever you turn in. A prospectus outlining what you plan to do for your paper (about a page or two) is due in class Week 7 (Feb 20). The completed paper is due by 4:00 PM on Wednesday, March 19.

Final exam: There will be a cumulative exam (short answer and short essay) during the regularly scheduled exam time for this course (Monday, March 17, 10:15-12:15).

Disabilities

If you have a documented disability and anticipate needing accommodations in this course, please make arrangements to meet with one of the instructors as soon as possible. Please request that the counselor for students with disabilities send a letter verifying your disability.

Changes

Topics, readings, or grading criteria may be made at the instructors' discretion. Changes will be announced in class, over email, or on Blackboard.

SCHEDULE & TOPICS

Note: no class on Monday, January 21 due to MLK Day. No class on Wed, Feb 6 due to SPSP.

Week 1

Jan 7 – What is personality? What are traits?

McAdams, D. P. (1995). What do we know when we know a person? *Journal of Personality, 63,* 365-396.

Swann, W. B., & Seyle, C. (2006). Personality psychology's comeback and its emerging symbiosis with social psychology. *Personality and Social Psychology Bulletin, 31,* 155-165.

John, O. P., & Srivastava, S. (1999). The Big Five trait taxonomy: History, measurement, and theoretical perspectives. In L. A. Pervin & O. P. John (Eds.), *Handbook of personality: Theory and research* (2nd ed., pp. 102-138). New York: Guilford.

Jan 9 – Stability and change, consistency and flexibility

Caspi, A., Roberts, B. W., Shiner, R. (2005). Personality development. *Annual Review of Psychology, 56,* 453-484.

Turkheimer, E. (2000). Three laws of behavior genetics and what they mean. *Current Directions in Psychological Science, 9,* 160-164.

Funder, D. C., & Colvin, R. C. (1991). Explorations in behavioral consistency: Properties of persons, situations, and behaviors. *Journal of Personality and Social Psychology, 60,* 773–794.

OPTIONAL:

Mischel, W., Shoda, Y. & Mendoza-Denton, R. (2002). Situation-behavior profiles as a locus of consistency in personality. *Current Directions in Psychological Science, 11,* 50-54.

Week 2

Jan 14 – Motivations and goals

Winter, D., John, O. P., Stewart, A., Klohnen, E. C., & Duncan, L. (1998). Traits and motives: Toward an integration of two traditions in personality research. *Psychological Review, 105,* 230-250.

Emmons, R. A. (1986). Personal strivings: An approach to personality and subjective well-being. *Journal of Personality and Social Psychology, 51*, 1058-1068

Schwartz, S. H. (1992). Universals in the content and structure of values: Theory and empirical tests in 20 countries. In M. Zanna (Ed.), *Advances in experimental social psychology* (Vol. 25) (pp. 1-65). New York: Academic Press.

PRESENTATION:

Little, B. R., Lecci, L., & Watkinson, B. (1992). Personality and personal projects: Linking Big Five and PAC units of analysis. *Journal of Personality, 60,* 501-525.

Jan 16 – Self-regulation and goals

Carver, C. S., & Scheier, M. F. (1999).   Themes and issues in the self-regulation of behavior. In R. S. Wyer, Jr. (Ed.), *Advances in social cognition* (Vol. 12, pp. 1-105). Mahwah, NJ: Erlbaum.

Hong, Y.Y., Chiu, C., Dweck, C.S., Lin, D., & Wan, W. (1999) Implicit theories, attributions, and coping: A meaning system approach. *Journal of Personality and Social Psychology, 77,* 588-599.

Ryan, R. M., & Deci, E. L. (2000). Self-determination theory and the facilitation of intrinsic motivation, social development, and well-being. *American Psychologist, 55,* 68-78.

PRESENTATION:

Carver, C. S. (2004). Negative affects deriving from the behavioral approach system. *Emotion, 4,* 3-22.

Week 3

Jan 21 – NO CLASS (MLK DAY)

Jan 23 – What are emotions and what are they good for?

Levenson, R. W. (1999). The intrapersonal functions of emotion. *Cognition and Emotion, 13,* 481-504.

Watson, D., Wiese, D., Vaidya, J., & Tellegen, A. (1999). The two general activation systems of affect: Structural findings, evolutionary considerations, and psychobiological evidence. *Journal of Personality and Social Psychology, 76,* 820–838.

Gross, J.J. (2002). Emotion regulation: Affective, cognitive, and social consequences. *Psychophysiology, 39,* 281-291.

PRESENTATION:

Mauss, I. B., Levenson, R. W., McCarter, L., Wilhelm, F. H., & Gross, J. J. (2005). The tie that binds? Coherence among emotion experience, behavior, and physiology. *Emotion, 5,* 175-190.

OPTIONAL:

Ekman, P. (1999). Basic emotions. In T. Dalgleish and M. Power (Eds.). *Handbook of Cognition and Emotion*. Sussex, U.K.: John Wiley & Sons, Ltd.

Keltner, D., & Haidt, J. (1999). Social functions of emotions at four levels of analysis. *Cognition and Emotion, 13,* 505-522.

Russell, J. A. (2003). Core affect and the psychological construction of emotion. *Psychological Review, 110,* 145-172.

Week 4

Jan 28 – Do emotions make us rational or irrational?

Slovic, P., Finucane, M. L., Peters, E., & MacGregor, D. G. (2004). Risk as analysis and risk as feelings: Some thoughts about affect, reason, risk, and rationality. *Risk Analysis, 24,* 311-322.

Wilson, T. D., & Gilbert, D. T. (2005). Affective forecasting: Knowing what to want. *Current Directions in Psychological Science, 14,* 131-134.

Iyengar, S. S., Wells, R. E., & Schwartz, B. (2006). Doing better but feeling worse: Looking for the "best" job undermines satisfaction. *Psychological Science, 17,* 143-150.

Lerner**,** J. S., Gonzalez, R. M., Small, D. A., & Fischhoff, B. (2003). Effects of fear and anger on perceived risks of terrorism: A national field experiment. *Psychological Science, 14,* 144-150.

PRESENTATION:
Wilson, T. D., Lisle, D. J., Schooler, J. W., Hodges, S. D., Klaaren, K. J., & LaFleur, S. J. (1993). Introspecting about reasons can reduce post-choice satisfaction. *Personality and Social Psychology Bulletin, 19,* 331-339.

OPTIONAL:
Loewenstein, G. (1996). Out of control: Visceral influences on behavior. *Organizational Behavior and Human Decision Processes, 65,* 272-292.

Gilbert, D. T., Pinel, E. C., Wilson, T. D., Blumberg, S. J., & Wheatley, T. P. Immune neglect: A source of durability bias in affective forecasting. (1998). *Journal of Personality and Social Psychology, 75,* 617-638.

<u>Jan 30 – Whither awareness: Implicit processes</u>
Bargh**,** J. A. & Chartrand**,** T. L. (1999). The unbearable automaticity of being. *American Psychologist, 54,* 462-479.

Kawakami, K., Dovidio, J. F., & Dijksterhuis, A. (2003). Effect of social category priming on personal attitudes. *Psychological Science, 14,* 315-319.

Blair**,** I. V. (2002). The malleability of automatic stereotypes and prejudice. *Personality and Social Psychology Review, 6,* 242-261.

Payne, B. K. (2006). Weapon bias: Split-second decisions and unintended stereotyping. *Current Directions in Psychological Science 15*, 287–291.

PRESENTATION:
Phelps, E. A., O'Connor, K. J., Cunningham, W. A, Funayama, E. S., Gatenby, J. C., Gore, J. C., & Banaji**,** M. R**.** (2000). Performance on indirect measures of race evaluation predicts amygdala activation. *Journal of Cognitive Neuroscience, 12,* 729-738.

OPTIONAL:
Correll, J., Park, B., Judd, C. M., Wittenbrink, B. (2002). The police officer's dilemma: Using ethnicity to disambiguate potentially threatening individuals. *Journal of Personality and Social Psychology, 83,* 1314-1329.

Dijksterhuis, A., & van Knippenberg, A. (1998). The relation between perception and behavior, or how to win a game of Trivial Pursuit. *Journal of Personality and Social Psychology, 74,* 865-877.

Karremans, J. C., & Verwijmeren, T. (in press). Mimicking attractive opposite-sex others: The role of romantic relationship status. *Personality and Social Psychology Bulletin.*

Wegner, D. M., & Lane, J. D., & Dimitri, S. (1994). The allure of secret relationships. *Journal of Personality and Social Psychology, 66,* 287-300.

Week 5

Feb 4 – Categorization and person memory

Smith**,** E. R, & Queller**,** S. (2004)**.** Mental representations**.** In M. B. Brewer & M. Hewstone (Eds.), *Social cognition* (pp. 5-27). Malden, MA: Blackwell Publishing.

Park**,** B., & Rothbart**,** M. (1982). Perception of out-group homogeneity and levels of social categorization: Memory for the subordinate attributes of in-group and out-group members. *Journal of Personality and Social Psychology, 42,* 1051-1068.

Hamilton**,** D. L., & Gifford, R. K. (1976). Illusory correlation in interpersonal perception: A cognitive basis of stereotypic judgments. *Journal of Experimental Social Psychology, 12,* 392-407.

PRESENTATION:

Krueger**,** J. & Clement, R. W. (1994). Memory-based judgments about multiple categories: A revision and extension of Tajfel's accentuation theory**.** *Journal of Personality and Social Psychology, 67,* 35-47.

OPTIONAL:

Maass, A., Ceccarelli, R., & Rudin, S. (1996). Linguistic intergroup bias: Evidence for in-group-protective motivation. *Journal of Personality and Social Psychology, 71,* 512-526.

Feb 6 – NO CLASS (Society of Personality and Social Psychology conference)

Week 6

Feb 11 – Striving for a consistent self

Tesser, A. (2001). On the plasticity of self-defense. *Current Directions in Psychological Science, 10,* 66-69.

Cohen, G. L., Aronson, J., & Steele, Claude M. (2000). When beliefs yield to evidence: Reducing biased evaluation by affirming the self. *Personality and Social Psychology Bulletin, 26,* 1151-1164.

Swann**,** W. B. Jr. (1997). The trouble with change: Self-verification and allegiance to the self. *Psychological Science, 8,* 177-180.

Elliot, A. J. & Church, M. A. (2003). A motivational analysis of defensive pessimism and self-handicapping. *Journal of Personality, 71,* 369-396.

PRESENTATION:

Hoshino-Browne, E., Zanna, A. S., Spencer, S. J. & Zanna, M. P., Kitayama, S., & Lackenbauer, S. (2005). On the cultural guises of cognitive dissonance: The case of Easterners and Westerners. *Journal of Personality and Social Psychology, 89,* 294-310.

OPTIONAL:

Spencer, S. & M., & Norem, J. K. (1996). Reflection and distraction: Defensive pessimism, strategic optimism, and performance. *Personality and Social Psychology Bulletin, 22,* 354-365.

Stone, J., Aronson, E., Crain, A. L., Winslow, M. P., & Fried, C. B., (1994). Inducing hypocrisy as a means of encouraging young adults to use condoms. *Personality and Social Psychology Bulletin, 20*, 116-128.

Feb 13 – Explanations about the self and others: Differences and similarities
Malle**,** B. F., Knobe, J. M., & Nelson, S. E. (2007). Actor-observer asymmetries in explanations of behavior: New answers to an old question. *Journal of Personality and Social Psychology, 93,* 491-514.

Williams, E. F., & Gilovich, T. (in press). Conceptions of the self and others across time. *Personality and Social Psychology Bulletin*.

Hodges, S. D., Johnsen, A. T., & Scott, N. S. (2002). You=re like me, no matter what you say: Self projection in self-other comparisons*. Psychologica Belgica, 42,* 107-112*.*

PRESENTATION:
Van Boven**,** L., & Loewenstein, G. (2003). Social projection of transient drive states. *Personality and Social Psychology Bulletin, 29,* 1159-1168.

OPTIONAL:
Malle, B. F. (1999). How people explain behavior: A new theoretical framework. *Personality and Social Psychology Review, 3,* 23-48.

Nickerson, R. S. (2001). The projective way of knowing: A useful heuristic that sometimes misleads. *Current Directions in Psychological Science, 10,* 168-172.

Hodges, S. D. (2005). Is how much you understand me in your head or mine? In B. F. Malle & S. D. Hodges (Eds.), *Other Minds: How Humans Bridge the Divide between Self and Others* (pp. 298-309). New York: Guilford Press.

Kenny, D. A., & DePaulo, B. M. (1993). Do people know how others view them? An empirical and theoretical account. *Psychological Bulletin, 114,* 145-161.

Srivastava, S. & Beer, J. S. (2005). How self-evaluations relate to being liked by others: Integrating sociometer and attachment perspectives. *Journal of Personality and Social Psychology, 89,* 966-977.

Week 7

Feb 18 – How do perceptions of self and others relate to reality?
Robins, R. W., & John, O. P. (1997). The quest for self-insight: Theory and research on accuracy and bias in self-perception. In R. T. Hogan, J. A. Johnson, & S. R. Briggs (Eds.), *Handbook of personality psychology* (pp. 649-679). New York: Academic Press.

Ickes, W., Stinson, L., Bissonnette, V., & Garcia, S. (1990). Naturalistic social cognition: Empathic accuracy in mixed-sex dyads. *Journal of Personality and Social Psychology, 59,* 730-742.

Borkenau, P., Mauer, N., Riemann, R., Spinath, F. M., Angleitner, A. (2004). Thin slices of behavior as cues of personality and intelligence. *Journal of Personality and Social Psychology, 86*, 599-614.

PRESENTATION:

Gosling, S. D., Ko, S. J., Mannarelli, T., & Morris, M. E. (2002). A room with a cue: Judgments of personality based on offices and bedrooms. *Journal of Personality and Social Psychology, 82*, 379-398.

OPTIONAL:

Cronbach, L. J. (1955). Processes affecting scores on "understanding others" and "assumed similarity." *Psychological Bulletin, 52*, 177-193.

Kwan, V. S. Y., John, O. P., Kenny, D. A., Bond, M. H., & Robins, R. W. (2004). Reconceptualizing individual differences in self-enhancement bias: An interpersonal approach. *Psychological Review, 111*, 94-110.

Zebrowitz, L.A., & Collins, M.A. (1997). Accurate social perception at zero acquaintance: The affordances of a Gibsonian approach. *Personality and Social Psychology Review, 1*, 203-222.

Feb 20 – How do beliefs shape social behavior? General issues

Rosenthal, R. (1994). Interpersonal expectancy effects: A 30-year perspective. *Current Directions in Psychological Science, 3,* 176-179.

Snyder, M., Tanke, E. D., & Berscheid, E. (1977). Social perception and interpersonal behavior: On the self-fulfilling nature of social stereotypes. *Journal of Personality and Social Psychology, 35,* 656-666.

Murray, S.L., & Holmes, J.G. (1997). A leap of faith? Positive illusions in romantic relationships. *Personality and Social Psychology Bulletin, 23,* 586-604.

PRESENTATION:

Chen, M., & Bargh, J. A. (1997). Nonconscious behavioral confirmation processes: The self-fulfilling consequences of automatic stereotype activation. *Journal of Experimental Social Psychology, 33*, 541-560.

OPTIONAL:

Jussim, L. (1991). Social perception and social reality: A reflection-construction model. *Psychological Review, 98,* 54-73.

Week 8

Feb 25 – How do beliefs shape social behavior? Prejudice and stigma

Blascovich, J., Spencer, S. J., Quinn**,** D., & Steele, C. (2001). African Americans and high blood pressure: The role of stereotype threat. *Psychological Science, 12,* 225-229.

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.

Shelton**,** J. N., & Richeson, J. A. (2005). Intergroup Contact and Pluralistic Ignorance. *Journal of Personality and Social Psychology, 88,* 91-107.

PRESENTATION:

Maddux, W. W., Galinsky, A. D., Cuddy, A. J. C., & Polifroni, M. (2008). When being a model minority is good . . . and bad: Realistic threat explains negativity toward Asian Americans. *Personality and Social Psychology Bulletin, 34,* 74-89.

OPTIONAL:

Steele, C.M. (1997). A threat in the air: How stereotypes shape intellectual identity and performance. *American Psychologist, 52*, 613-629.

Fein, S., & Spencer, S. J. (1997). Prejudice as self-image maintenance: Affirming the self through derogating others. *Journal of Personality and Social Psychology, 73,* 31-44.

Macrae, C. N., Bodenhausen, G. V., Milne, A. B., Jetten, J. (1994). Out of mind but back in sight: Stereotypes on the rebound. *Journal of Personality and Social Psychology, 67*, 808-817.

Feb 27 – Situational influences on behavior

Cialdini, R. B. (2001). Social proofs: Truths are us. In *Influence: Science and Practice* (pp. 98-142). Boston: Allyn & Bacon.

Cialdini, R. B. (2001). Authority: Directed deference. In *Influence: Science and Practice* (pp. 178-202). Boston: Allyn & Bacon.

Asch, S. E. (1955). Opinions and social pressure. *Scientific American, 193,* 31-35.

Burger, J. M. (in press). Replicating Milgram: Would people still obey today? *American Psychologist.*

PRESENTATION:

Carnahan, T., & McFarland, S. (2007). Revisiting the Stanford prison experiment: Could participant self-selection have led to the cruelty? *Personality and Social Psychology Bulletin, 33, 603-614.*

OPTIONAL:

Abelson, R. P., Frey, K. P., & Gregg, A. P. (2004). Hooded hoodlums: The role of deindividuation in anti-social behavior. In *Experiments with people: Revelations from Social Psychology* (pp. TBA). Mahwah, NJ: Erlbaum.

Miller, A. G. (2002). What can the Milgram obedience experiments tell us about the Holocaust?: Generalizing from the social psychology laboratory. In A. G. Miller (Ed.), *The social psychology of good and evil* (pp. 193-239). New York: Guilford Press.

Week 9

Mar 3 – Social psychology and neuroscience

Ochsner, K. N., & Lieberman, M. D. (2001). The emergence of social cognitive neuroscience. *American Psychologist, 56,* 717-734.

Cacioppo, J. T., Berntson, G. G., Lorig, T. S., Norris, C. J., Rickett, E., & Nusbaum, H. (2003). Just because you're imaging the brain doesn't mean you can stop using your head: A primer and set of first principles. *Journal of Personality and Social Psychology, 85,* 650-661.

Amaral, D. G., Bauman, M. D., Capitanio, J. P., Lavenex, P., Mason, W. A., Mauldin-Jourdain, M. L., & Mendoza, S. P. (2002). The amygdala: Is it an essential component of the neural network for social cognition? *Neuropsychologia, 41,* 517-522.

PRESENTATION:

Pfeifer, J. H., Lieberman, M. D., & Dapretto, M. (2007). "I know you are but what am I?!": Neutral bases of self- and social knowledge retrieval in children and adults. *Journal of Cognitive Neuroscience*, *19*, 1323-1337.

Mar 5 – The importance of belonging

Arrow, H., & Crosson, S. (2003). Musical chairs: Membership dynamics in self-organized group formation. *Small Group Research, 34,* 523-556.

Baumeister, R.F., & Leary, M.R. (1995). The need to belong: Desire for interpersonal attachments as a fundamental human motivation. *Psychological Bulletin, 117,* 497-529.

Eisenberger, N.I., Lieberman, M.D., & Williams, K.D. (2003). Does rejection hurt? An fMRI study of social exclusion. *Science, 302,* 290-292.

PRESENTATION:

Gardner, W. L., Pickett, C. L., Jefferis, V., & Knowles, M. (2005). On the outside looking in: Loneliness and social monitoring. *Personality and Social Psychology Bulletin, 31,* 1549-1560.

OPTIONAL:

Anderson, C., Srivastava, S., Beer, J. S., Spataro, S. E., & Chatman, J. A. (2006). Knowing your place: Self-perceptions of status in face-to-face groups. *Journal of Personality and Social Psychology, 91*, 1094-1110.

Arndt, J., Greenberg, J., Schimel, J., Pyszczynski, T., & Solomon, S. (2002). To belong or not to belong, that is the question: Terror management and identification with gender and ethnicity. *Journal of Personality and Social Psychology, 83,* 26-43.

Week 10

Mar 10 – Relationship representations and closeness

Fraley, R. C., & Shaver, P. R. (1998). Airport separations: A naturalistic study of adult attachment dynamics in separating couples. *Journal of Personality and Social Psychology*, *75*, 1198-1212.

Cialdini, R. B., Brown, S. L., Lewis, B. P. Luce, C., & Neuberg, S. L. (1997). Reinterpreting the empathy-altruism relationship: When one into one equals oneness. *Journal of Personality and Social Psychology, 73*, 481-494.

Aron, A., Melinat, E., Aron, E. N., Vallone, R., & Bator, R. (1997).The experimental generation of interpersonal closeness: A procedure and some preliminary findings. *Personality and Social Psychology Bulletin, 23,* 363-377.

PRESENTATION:

Aron, A., Aron, E., & Smollan, D. (1992). Inclusion of Other in the Self Scale and the structure of interpersonal closeness. *Journal of Personality and Social Psychology, 63*, 596-612.

OPTIONAL:
  Baldwin, M. W., Carrell, S. E., & Lopez, D. F. (1990). Priming relationship schemas: My advisor and the Pope are watching me from the back of my mind. *Journal of Experimental Social Psychology*, *26*, 435-454.
  Mikulincer, M., Orbach, I., & Iavnieli, D. (1998). Adult attachment style and affect regulation: Strategic variations in subjective self-other similarity. *Journal of Personality and Social Psychology, 75,* 436-448.

Mar 12 – Gender, perspective and interpersonal sensitivity
  Hall, J., & Mast, M. S. (in press). Are women always more interpersonally sensitive than men? Impact of goals and content domain. *Personality and Social Psychology Bulletin.*
  Snodgrass, S. E., Hecht, M. A., & Ploutz-Snyder, R. (1998). Interpersonal sensitivity: Expressivity or perceptivity? *Journal of Personality and Social Psychology, 74,* 238-249.
  Galinsky, A. D., Magee, J. C., Inesi, M. E., & Gruenfeld, D. H. (2006). Power and perspectives not taken. *Psychological Science, 17,* 1068-1074.

PRESENTATION:
  Klein, K. J. K., & Hodges, S. D. (2001). Gender differences, motivation and empathic accuracy: When it pays to understand. *Personality and Social Psychology Bulletin, 27*, 720-730.

OPTIONAL:
  Ickes, W., Gesn, P. R., Graham, T. (2000). Gender differences in empathic accuracy: Differential ability or differential motivation? *Personal Relationships, 7,* 95-109.
  Schweinle, W., E., Ickes, W., & Bernstein, I. H. (2002). Empathic inaccuracy in husband to wife aggression: The overattribution bias. *Personal Relationships, 9,* 141-158.