

2022

VITA  
Joel Cooper

Address: Department of Psychology  
Princeton University  
Princeton, NJ 08544  
(609) 258-4464  
e-mail: jcoops@princeton.edu

Home: 474 Prospect Avenue  
Princeton, NJ 08540  
(609) 924-5519

Educational Background:

1961 - 1965	City College of New York B.A. 1965
1965 - 1969	Duke University Ph.D. in Social Psychology, 1969

Positions:

1978 - Present	Professor, Department of Psychology, Princeton University
1973 - 1978	Associate Professor, Department of Psychology, Princeton University
1969 - 1973	Assistant Professor, Department of Psychology, Princeton University

Editorial Position:

2016- 2018	Senior Editor, Collabra: Psychology
2006-2012	Editor-in-chief, Journal of Experimental Social Psychology

Awards

2016 – Distinguished Scientific Contribution Award of the Society for Personality & Social Psychology Attitudes and Social Influence.

2006 – President’s Award for Distinguished Teaching. Princeton University

Administrative and Professional Services

Departmental Activities:

1985 - 1992	Chair, Department of Psychology
-------------	---------------------------------

Princeton University

2008 - 2012	Director of Graduate Studies
1976 - 1983	Director of Graduate Studies, Department of Psychology, Princeton University
2016-	Department Search Officer
2022-	Human Subjects Committee

University Activities

Chair, Institutional Review Board  
Chair, Committee on Conference and Faculty  
Appeal  
Member, Priorities Committee  
Member, Committee on Appointments and  
Advancements

Outside Activities:

2006 – 2011	Chair, NIH Fellowship review panel, Center for Scientific Review
2004-2010	Consultant, Center for Scientific Review Training Panel

Fellowships and Visiting Positions:

2000–2001, 2011, 2015, 2018	Visiting Distinguished Professor University of Queensland, Brisbane, Australia
1995 – 1996	Visiting Professor, Queensland University, Brisbane, Australia
1983	Lady Davis Fellow, Hebrew University, Jerusalem, Israel
1978	Visiting Professor, University of Auckland, NZ
1975	Senior Fellow, East-West Population Inst. East-West Center, Honolulu, HI
1972	Visiting Lecturer, University College London, London, England

### Research Interests:

Attitudes, attitude change, cognitive dissonance theory, bias in the law, social psychological processes in psychotherapy, social impact of computer technology, computer use and gender.

### Organizations:

American Psychological Association - Fellow  
American Psychological Society - Fellow  
American Association for the Advancement of Science  
American Association of University of Professors  
Society of Experimental Social Psychologists  
Society of the Psychological Study of Social Issues - Fellow  
Society for Personality and Social Psychology - Fellow

### Books:

Avery, J. & Cooper, J. (Eds.) (2020). *Bias in the law: A definitive look at racial prejudice in the U.S. criminal Justice system*. Lanham, MD: Lexington Books

Cooper, J., Blackman, S. F. and Keller, K. (2016). *The Science of Attitudes*. New York: Psychology Press.

Forgas, J., Cooper, J. and Crano, W. (Eds). (2009). *The Psychology of Attitudes and Attitude Change*. London, Psychology Press.

Cooper, J. ( 2007). *Cognitive Dissonance: 50 years of a classic theory*. London: Sage.

Hogg, M.A. & Cooper, J. (Eds.) (2007). *The Sage handbook of social psychology*. Concise student edition. London: Sage.

Cooper, J. & Weaver, K. D. (2003). *Gender and computers: Understanding the digital divide*. Mahwah, NJ: Erlbaum.

Hogg, M. A. & Cooper, J. (Eds.) (2003). *Sage handbook of social psychology*. London, UK: Sage.

Worchel, S., Cooper, J., Goethals, G. R. and Olson, J (2000). *Social psychology*. Belmont, CA: Wadsworth.

Darley, J.M. & Cooper, J. (Eds.) (1998). *Attribution processes, person perception, and social interaction: The legacy of Edward E. Jones*, American

Psychological Association: Washington, DC

Worchel, S., Cooper, J. & Goethals, G.R. (1991). *Understanding social psychology*, (5 editions, 1976-1991). Homewood, IL: The Dorsey Press.

### Book Chapters:

Cooper, J. (2022). My train ride to social psychology. In S. Kassin (Ed.) *Pillars of social psychology*. (pp 142-150). Cambridge, UK: Cambridge University Press.

Avery, J. & Cooper, J. (2020). Technology in the legal system: Uses and abuses. In J. Avery and J. Cooper (eds.) *Bias in the law: A definitive look at racial prejudice in the U.S. criminal justice system* (pp.161-187). Lanham, MD: Lexington Books

Cooper, J. & Avery, J. (2019). Gullibility and the envelope of legitimacy. In J.P. Forgas & R. Baumeister (Eds.) *The Social Psychology of Gullibility: Conspiracy Theories, Fake News and Irrational Beliefs*. New York: Psychology Press. (pp 304-318.)

Cooper, J. (2018). Unwanted consequences and the self: The drive to lessen aversive consequences. In Harmon-Jones, E. (Ed) *Cognitive dissonance: Progress on a pivotal theory in social psychology*. Washington, DC: American Psychological Association. (pp. 175-193).

Cooper, J. (2016). Confessing to an immoral act: Consequences to moral beliefs and inferences about moral dispositions. In J. P. Forgas, L. Jussim & P. A.M. Van Lange (Eds.). *The Social Psychology of Morality*. New York: Routledge.

Cooper, J. & Perez-Hooks, Y. D. (2016). Cognitive dissonance and aging. *Encyclopedia of Geropsychology*, New York: Springer.

Cooper, J. and Trujillo, M.D. (2013). Multiple meanings of communicative acts in the reduction of cognitive dissonance. In Laszlo, J., Forgas, J. & Bincze, O. *Social Cognition and Communication*. New York: Psychology Press.

Blackman, S. F. and Cooper, J. (2012). Thinking as a social group or thinking as a social group member: Different implications for attitude change. In Forgas, J.P., Fiedler, K. & Sedikides, C. (Eds) *Social Thinking and Interpersonal Behavior*. New York: Psychology Press. (pp. 297-312).

- Cooper, J. (2011). What's in a title? How a decent idea may have gone bad. In Arkin, R. M. (Ed). *Most Underappreciated: 50 Prominent Social Psychologists Describe Their Most Unloved Work*. Oxford: Oxford University Press.
- Cooper, J. (2012). Cognitive dissonance: Revisiting Festinger's end of the world study. In J.R. Smith and S. A. Haslam (Eds). *Social Psychology: Revisiting the classic studies*. Oxford: Oxford University Press.
- Cooper, J. and Kugler, M. (2009) Cognitive consistency. In M.A. Hogg and J.M.Levine (Eds). *Encyclopedia of Group Processes and Intergroup Behavior*. Thousand Oaks, CA: Sage.
- Cooper, J. & Kugler, M. B. (2007). The digital divide: The role of gender in human computer interaction. In A. Sears & J.A. Jacko (Eds.) *The Human-Computer Interaction Handbook: Fundamentals, evolving technologies and emerging applications*.(pp. 763-776). New York: Erlbaum.
- Visser, P. & Cooper J. (2007). Attitude change. In M. A. Hogg & J. Cooper (Eds.). *Sage handbook of social psychology .Concise student edition*. (pp. 197-218) London: Sage.
- Cooper, J., Mirabile, R. R. & Sher, S. J. (2005). Actions and attitudes: The theory of cognitive dissonance. In T. C. Brock & M. C. Green (Eds.). *Persuasion: Psychological insights and perspectives, (2<sup>nd</sup> Ed.)*. Thousand Oaks, CA: Sage Publications.
- Cooper, J. (2004). Dissonance theory: History and progress. In R. A. Wright, J. Greenberg & S.S. Brehm (Eds.). *Motivation and emotion in social contexts: Jack Brehm's influence on contemporary psychological thought*. Mahwah, NJ: Erlbaum.
- Visser, P. & Cooper J. (2003). Attitude change. In M. A. Hogg & J. Cooper (Eds.). *Sage handbook of social psychology*. Cambridge: Sage Publications.
- Cooper, J. & Hogg, M. A. (2002). Dissonance arousal and collective self. In J. P. Forgas, & K. D. Williams (Eds.). *The social self: Cognitive, interpersonal and intergroup perspectives*. New York: Psychology Press.
- Cooper, J. (2001) Interpersonal processes: Persuasion and attitude change. In M. A. Hogg, & J. Cooper (Eds.). *Sage handbook of social psychology*. London, UK: Sage.
- Cooper, J., Kelly, A. K. & Weaver, K. (2001). Attitude norms, and social groups. In M. A. Hogg & R. S. Tindall (Eds.). *Blackwell handbook of social psychology*,

(Vol. 3). Malden, MA: Blackwell.

Cooper, J. (2001). Motivating cognitive change: The self-standards model of dissonance. In J.P. Forgas, K. D. Williams & L. Wheeler (Eds.). *The social mind: Cognitive motivational aspects of interpersonal behavior*. New York: Cambridge University Press.

Cooper, J. & Carlsmith, K. (2001). Cognitive dissonance. In N. J. Smelser & P. B. Baltes (Eds.). *International encyclopedia of the social and behavioral sciences*. Oxford, England: Elsevier Science Ltd.

Cooper, J. & Stone, J. (2000). The role of group identity in dissonance processes. In D. Terry & M. Hogg (Eds.), *Attitudes, behavior and social context*. Mahwah, NJ: Erlbaum.

Cooper, J. (1999). Unwanted consequences and the self: In search of the motivation for dissonance reduction. In E. Harmon-Jones & J. Mills (Eds.). *Cognitive dissonance: Progress on a pivotal theory in social psychology*. Washington, DC: APA.

Cooper, J. (1995) Self perception. In A.S.R. Manstead & M. Hewstone (Eds.). *The Blackwell encyclopedia of social psychology*. Malden, MA: Blackwell.

Cooper, J. (1995). Cognitive dissonance. In A.S.R. Manstead & M. Hewstone (Eds.). *The Blackwell encyclopedia of social psychology*. Malden, MA: Blackwell.

Cooper, J. (1995). Cognitive consistency theories. In A.S.R. Manstead & M. Hewstone (Eds.). *The Blackwell encyclopedia of social psychology*. Malden, MA: Blackwell.

Cooper, J. & Scher, S. (1994). When do our actions affect our attitudes? In T. Brock & S. Shavitt, (Eds.) *The psychology of persuasion*. Newton, MA: Allyn and Bacon.

Cooper, J. & Aronson, J. (1992). Attitudes and consistency theories: Implications for mental health. In D. N. Ruble, P. R. Constanzo, & M. E. Oliveri (Eds.). *The social psychology of mental health: Basic mechanisms and applications*. New York: Guilford.

Huff, C.W., Fleming, J.H. & Cooper, J. (1992). Gender differences in human-computer interaction. In C. D. Martin & E. Murchie-Beyma (Eds.) *In search of gender-free paradigms for computer science education*. Eugene, OR: ISTE.

Cooper, A. & Cooper, J. (1990) How people change: In and out of therapy: In G. Stricker & R. Curtis (Eds.) *How people change: Inside and outside therapy*,

New York: Plenum.

Cooper, J. & Fazio, R. H. (1986). The formation and persistence of attitudes that support intergroup conflict. In W.G. Austin & S. Worchel (Eds.). *The psychology of intergroup relations*. (2<sup>nd</sup> Ed.) Chicago, IL: Nelson-Hall.

Gilbert, D.T. & Cooper, J. (1985) Social psychological strategies of self-deception. In M. Martin (Ed.) *Self-deception and self-understanding: Essays in philosophy and psychology*. Lawrence, KS: Kansas University Press

Cooper, J. & Fazio, R.H. (1984). A new look at dissonance theory. In L. Berkowitz, (Ed.) *Advances in experimental social psychology*, (Vol. 17, 229-245).

Fazio, R.H. & Cooper, J. (1983). Arousal in the dissonance process. In J.T. Cacioppo, & R.E. Petty (Eds.) *Social psychophysiology*. New York: Guilford.

Cooper, J. & Axson, D. (1982). Effort justification in psychotherapy. In G.W. Weary & H. Mirels, (Ed.) *Integrations of clinical and social psychology*. New York: Oxford University Press.

Axson, D. & Cooper, J. (1981). Reducing weight by reducing dissonance: The role of effort justification in inducing weight loss. In E. Aronson (Ed.) *Readings about the social animal*. San Francisco, CA: W.H. Freeman.

Goethals, G.R. & Cooper, J. (1981). The self concept of old age. In Kiesler, S.B., Morgan, J.N. & Oppenheimer, V.K. (Eds.) *Aging: Social change*. New York: Academic Press.

Cooper, J. (1979). The psychology of induced compliance. In F. Peterman & S. Hormuth (Eds.). *The social psychology of attitude change*, Germany: Athenam Hain, Scriptor, and Hanstein.

Cooper, J. (1977). Cognitive Theories in Social Psychology. In B. Wolman (Ed.) *International encyclopedia of psychiatry, psychoanalysis and psychology*. New York: Van Nostrand Reinhold Co.

Zanna, M.P. & Cooper, J. (1976) Dissonance and the attribution process. In Harvey, J., Ickes, W. and Kidd, R. (Eds.) *New directions in attribution research*. Mahwah, NJ: Erlbaum.

#### Articles:

Avery, J. J., Oh, D. & Cooper, J. (2022). Race and perceived immorality in stereotypes of criminal subtypes. *Basic and Applied Social Psychology*, 43, 307-318. [doi.org/10.1080/01973533.2021.1931220](https://doi.org/10.1080/01973533.2021.1931220)

- Avery, J. J., Oh, D.W., Feldman, L.A., Cooper, R.C., & Cooper, J. (2022). Criminal stereotypes of Muslim and Arab-Americans and the impact of evaluations of ambiguous criminal evidence. *Journal of Legal Studies*.
- Pearce, L. & Cooper, J. (2021). Fostering COVID-19 safe behaviors using cognitive dissonance. *Basic and Applied Social Psychology*, 43, 5, 267-282.
- Avery, J. J., Starck, J., Zhong, Y., Avery, J. D., & Cooper, J. (2021). Is Your Own Team Against You? Implicit Bias and Interpersonal Regard in Criminal Defense. *Journal of Social Psychology*. 161. 543-559.
- Avery, J.J. & Cooper, J. (2020). Racial bias in post-arrest and pretrial decision making: The problem and a solution. *Cornell Journal of Law and Public Policy*, 29, 257-294.
- Cooper, J. & Feldman, L. A. (2019). Does cognitive dissonance occur in older age? A study of induced compliance in an elderly population. *Psychology and Aging*, 34 (5), 709-713.
- Cooper, J. & Feldman, L.A. (2019). Helping the Couch Potato: A cognitive dissonance approach to increasing exercise in the elderly. *Journal of Applied Social Psychology*. DOI: 10.11
- Cooper, J., Feldman, L. A. and Blackman, S. F. (2019). Influencing Republicans' and Democrats' attitudes toward Obamacare: Effects of imagined vicarious dissonance on political attitudes. *Journal of Social Psychology*, 159 (1), 112-117, DOI: 10.1080/00224545.2018.1465023.
- Cooper, J. (2019). Cognitive dissonance: Where we've been and where we're going. *International Review of Social Psychology*, 32, (1).
- Avery, J. J., Starck, J., Xu, Y., Avery, J.D. & Cooper, J. (2018). Attitudes toward defendants with substance-related charges: An analysis of a national sample of criminal defense attorneys. *The American Journal on Addiction*, 27, 639-645.
- Blackman, S. F., Keller, K.T. & Cooper, J. (2016). Egocentrism and vicarious dissonance. *Journal of Experimental Social Psychology*, 62, 1-6,
- Focella, E.S., Stone, J., Cooper, J. & Hogg, M.A. (2016). Vicarious hypocrisy: Bolstering attitudes and taking action after exposure to a hypocritical ingroup member. *Journal of Experimental Social Psychology*. 62, 89-102
- Gaffney, A. M., Hogg, M. A., Cooper, J. & Stone, J. (2012). Witness to hypocrisy: Reacting to ingroup hypocrites in the presence of others. *Social Influence*, 2, 98-112.



- Cooper, J. (2012). Missteps on the road to scientific utopia. *Psychological Inquiry*, 23, 11-13.
- Kugler, M. B. & Cooper, J. (2010). Still an American? Mortality salience and treatment of suspected terrorists. *Journal of Applied Social Psychology*.
- Kugler, M. B., Cooper, J., & Nosek, B. (2010). Group-Based Dominance and Opposition to Equality correspond to different psychological motives. *Social Justice Research*, 23, 117-155.
- Cooper, J., & Hogg, M. A. (2007). Feeling the anguish of others: A theory of vicarious dissonance. In M. P. Zanna (Ed.) *Advances in Experimental Social Psychology*, (Vol. 39; pp 360-403) .) San Diego, CA: Academic Press.
- Cooper, J. (2006). The digital divide: The special case of gender. *Journal of Computer Assisted Learning*, 22, 320-334.
- Monin, B., Norton, M.I., Cooper, J. & Hogg, M.A. (2004). Reacting to an assumed situation vs. conforming to an assumed reaction: The role of perceived speaker attitude in vicarious dissonance. *Group Processes and Intergroup Relations*, 7, 207-220.
- Stone, J. & Cooper, J. (2003). The effect of self-attribute relevance on how self-esteem moderates attitude change in dissonance. *Journal of Experimental Social Psychology*, 39, 508-515.
- Norton, M. I., Monin, B., Cooper, J. & Hogg, M. A. (2003). Vicarious dissonance: Attitude change from the inconsistency of others. *Journal of Personality and Social Psychology*, 85, 47-62.
- Cooper, J. & Cooper, G. (2002). Subliminal motivation: A story revisited. *Journal of Applied Social Psychology*, 32, 2213-2227.
- Carlsmith, K. & Cooper, J. (2002). A persuasive example of collaborative learning. *Teaching Psychology*, 29, 2, 132-135.
- Stone, J. & Cooper, J. (2001). A self-standards model of cognitive dissonance. *Journal of Experimental Social Psychology* 37, 228-243.
- Galinsky, A. & Stone, J. & Cooper, J. (2000). The reinstatement of dissonance and psychological discomfort following failed affirmations. *European Journal of Social Psychology*, 30, 123-147.
- Cooper, J. & Hall, J. (2000). Reaction to Mock Jurors to Testimony of a Court Appointed Expert. *Behavioral Sciences & the Law*, 18, 1-11.

- Cooper, J. & Neuhaus, I. (2000). The hired gun effect: The use of pay, credentials and frequency of testifying as peripheral decision cues. *Law and Human Behavior*, 24, 149-171.
- Cooper, J. (1998). Unlearning Cognitive Dissonance: Toward an understanding of the development of cognitive dissonance. *Journal of Experimental Social Psychology*, 34, 562-575.
- Nelson, L. & Cooper, J. (1997). Gender differences in children's reactions to success and failure with computers. *Computers in Human Behavior*, 13, 2, 267.
- Blanton, H., Cooper, J., Skurnik, I. & Aronson, J. (1997). When bad things happen to good feedback: exacerbating the need for self-justification through self affirmation. *Personality and Social Psychology Bulletin*, 23,7, 684-692.
- Stone, J., Wiegand, A.W., Cooper, J. & Aronson, E. (1997). When exemplification fails: Hypocrisy and the motive for self-integrity. *Journal of Personality and Social Psychology*, 72, 1, pp 54-65.
- Cooper, J. & Stone, J. (1996). Gender, computer-assisted learning and anxiety: With a little help from a friend. *Journal of Educational Computing Research*, 15, 65-89.
- Cooper, J., Bennett, E. & Sukel, H. (1996). Complex scientific testimony: How do jurors make decisions? *Law and Human Behavior*, 20, 379-394.
- Newman, L., Cooper, J. & Ruble, D. (1995). Gender and computers: II. The interactive effects of knowledge and constancy on gender-stereotyped attitudes. *Sex Role*, 33, 325-351.
- Aronson, J., Blanton, H. & Cooper, J. (1995). From dissonance to dis-identification: Selectivity on the self-affirmation process. *Journal of Personality and Social Psychology*, 6, 986-996.
- Cooper, J. (1992). Dissonance and the return of the self-concept. *Psychological Inquiry*, 3, 320-323.
- Nelson, L., Wiese, G. & Cooper, J. (1991). Getting started with computers: Experience, anxiety and relational style. *Computers in Human Behavior*, 7, 185-202.
- Hall, J. & Cooper, J. (1991). Gender, experience, and attributions to the computer. *Journal of Educational Computer Research*, 7, 51-60.
- Cooper, J. (1990). To lose the ostrich, Commentaries on Lay epistemic theory in social-cognitive psychology. *Psychological Inquiry*, 1, 198-219.

Robinson-Staveley, K. & Cooper, J. (1990). Mere presence, gender and reactions to computers: Studying human computers interaction in the social context. *Journal of Experimental Social Psychology*, 26, 168-183.

Cooper, J., Hall, J. & Huff, C. (1990). Situational stress as a consequence of sex stereotyped software. *Personality and Social Psychology Bulletin*, 16, 419-429.

Robinson-Staveley, K. & Cooper, J. (1990). The use of computers for writing: Effects on an English composition class. *The Journal of Educational Computing Research*, 6, 41-48.

Cooper, J. & Fazio, R. (1989). Research traditions, analysis, and synthesis: Building a faulty case around misinterpreted theory. *Personality and Social Psychology Bulletin*, 15, 519-529.

Mufson, L., Cooper, J. & Hall, J. (1989). Factors associated with underachievement in seventh grade children. *Journal of Educational Research*, 83, 5-10.

Scher, S. & Cooper, J. (1989). The motivational basis of dissonance: The singular role of behavioral consequences. *Journal of Personality and Social Psychology*, 56, 899-906.

Fagenson, E. & Cooper, J. (1987). When push comes to power: A test of power restoration theory's explanation for aggressive conflict escalation. *Basic and Applied Social Psychology*, 8, 273-293.

Huff, C. & Cooper, J. (1987). Sex bias in educational software: The effect of designer's stereotypes on the software they design. *Journal of Applied Social Psychology*, 17, 519-532.

Cooper, J. & Mackie, D. (1986). Video games and aggression in children. *Journal of Applied Social Psychology*, 16, 726-744.

Axsom, D. & Cooper, J. (1985). Cognitive dissonance and psychotherapy: The role of effort justification in inducing weight loss. *Journal of Experimental Social Psychology*, 21, 149-160.

Wilder, G., Mackie, D. & Cooper, J. (1985). Gender and computers: Two surveys of computer-related attitudes. An analysis by gender. *Sex Roles: A Journal of Research*, 13, 215-228.

Mackie, D. & Cooper, J. (1984). Attitude polarization: The effects of group membership. *Journal of Personality and Social Psychology*, 46, 575-585.

Cooper, J. & Croyle, R. (1984). Attitudes and attitude change. *Annual Review of Psychology*, 35, 395-426.

Croyle, R. & Cooper, J. (1983). Dissonance arousal: Physiological evidence. *Journal of Personality and Social Psychology*, 45, 782-791.

Cooper, J. & Mackie, D. (1983). Cognitive dissonance in an intergroup context. *Journal of Personality and Social Psychology*, 44, 536-544.

Baumeister, R.F. & Cooper, J. (1981). Can the public expectation of emotion cause that emotion? *Journal of Personality*, 49, 49-59.

Ruble, D.R., Balaban, T. & Cooper, J. (1981). Gender constancy and the effects of sex-typed televised toy commercials. *Child Development*, 52, 667-673.

Cooper, J. (1980). Reducing fears and increasing assertiveness: The role of dissonance reduction. *Journal of Experimental Social Psychology*, 16, 199-213.

Goethals, G.R., Cooper, J. & Naficy, A. (1979). Role of Foreseen, Foreseeable, and Unforeseeable Behavioral Consequences in the Arousal of Cognitive Dissonance. *Journal of Personality and Social Psychology*. 37, 1179-1185.

Fazio, R., Zanna, M.P. & Cooper, J. (1979). On the relationship of data to theory. A reply to Ronis & Greenwald. *Journal of Experimental Social Psychology*, 15, 70-76.

Baumeister, R., Cooper, J. & Skib, B. (1979). Inferior performance as a selective response to expectancy: Taking a dive to make a point. *Journal of Personality and Social Psychology*, 37, 424-432.

Converse, J. & Cooper, J. (1979). The importance of decision and free-choice attitude change: A curvilinear finding. *Journal of Experimental Social Psychology*, 15, 48-61.

Fazio, R.H., Zanna, M.P. & Cooper, J. (1978). Direct experience and attitude-behavior consistency: An information processing analysis. *Personality and Social Psychology Bulletin*, 4, 48-51.

Cooper, J., Zanna, M.P. & Taves, P. (1978). Arousal as a necessary condition for attitude change following induced compliance. *Journal of Personality and Social Psychology*, 36, 1101-1106.

Cooper, J., Fazio, R.H. & Rhodewalt, F. (1978). Dissonance and humor: Evidence for the undifferentiated nature of dissonance arousal. *Journal of Personality and Social Psychology*, 36, 280-285.

- Fazio, R.H., Zanna, M.P. & Cooper, J. (1977). Dissonance and self-perception: An integrative view of each theory's proper domain of application. *Journal of Experimental Social Psychology*, 13, 464-479.
- Cooper, J. (1977). Cognitive theories in social psychology. In B. Wolman (ed.) *International encyclopedia of psychiatry, psychology, psychoanalysis and neurology* (Vol. 3, pp 212-215). New York: Aesculapius.
- Cooper, J. (1976). Deception and role-playing: On telling the good guys from the bad guys. *American Psychologist*, 31, 605-610.
- Hoebel, B.G., Krauss, I.K., Cooper, J. & Willard, D. (1975). Body weight decreased in humans by phenylpropanolamine taken before meals. *Obesity and Bariatric Medicine*, 4, 200-206.
- Hoebel, B.G., Cooper, J. Kamin, M.C. & Willard, D. (1975). Appetite suppression by phenylpropanolamine in humans. *Obesity and Bariatric Medicine*, 4, 192-199.
- Zanna, M.P., Goethals, G.R. & Cooper, J. (1975). Misleading vs. mistreating another person as consequences producing self-justificatory attitude change. *European Journal of Social Psychology*, 5, 133-137.
- Zanna, M.P., Sheras, P.L., Cooper, J. & Shaw, C. (1975). Pygmalion and Galatea: The interactive effect of teacher and student expectancies. *Journal of Experimental Social Psychology*, 11, 279-287.
- Goethals, G.R. & Cooper, J. (1975). When dissonance is reduced: The timing of self-justificatory attitude change. *Journal of Personality and Social Psychology*, 32, 361-367.
- Cooper, J. (1974). Population control and the psychology of forced compliance. *Journal of Social Issues*, 30, 265-277.
- Cooper, J., Zanna, M.P. & Goethals, G.R. (1974). Mistreatment of an esteemed other as a consequence affecting dissonance reduction. *Journal of Experimental Social Psychology*, 10, 224-233, (with Zanna, M.P. and Goethals, G.R.).
- Cooper, J. & Goethals, G.R. (1974). Unforeseen events and the elimination of cognitive dissonance. *Journal of Personality and Social Psychology*, 29, 441-445.
- Cooper, J., Darley, J.M. & Henderson, J.T. (1974). On the effectiveness of deviant and conventionally appearing communicators: A field experiment. *Journal of Personality and Social Psychology*, 29, 752-757.
- Cooper, J. & Scalise, C.J. (1974). Dissonance produced by deviations from life-

- styles: The interaction of Jungian typology and conformity. *Journal of Personality and Social Psychology*, 29, 566-571.
- Word, C.O., Zanna, M.P. & Cooper, J. (1974). The nonverbal mediation of self-fulfilling prophecies in interracial interactions. *Journal of Experimental Social Psychology*, 10, 109-120.
- Zanna, M.P. & Cooper, J. (1974). Dissonance and the pill: An attribution approach to studying the arousal properties of dissonance. *Journal of Personality and Social Psychology*, 29, 703-709.
- Chaikin, A.L. & Cooper, J. (1973). Evaluation as a function of correspondence and hedonic relevance. *Journal of Experimental Social Psychology*, 9, 257-264.
- Sheras, P.L., Cooper, J. & Zanna, M.P. (1973). On the irreversibility of cognitive dissonance. *Proceedings of the American Psychological Association*, 275-276.
- Darley, S.A. & Cooper, J. (1972). Cognitive consequences of forced non-compliance. *Journal of Personality and Social Psychology*, 23, 321-326.
- Dinner, S.H., Lewkowicz, B.E. & Cooper, J. (1972). Anticipatory attitude change as a function of self-esteem and issue familiarity. *Journal of Personality and Social Psychology*, 24, 407-412.
- Cooper, J., Jones, E.E. & Tuller, S.M. (1972). Attribution, dissonance and the illusion of uniqueness. *Journal of Experimental Social Psychology*, 8, 45-57.
- Goethals, G.R. & Cooper, J. (1972). Role of intention and postbehavioral consequences in the arousal of cognitive dissonance. *Journal of Personality and Social Psychology*, 23, 292-301.
- Darley, J. & Cooper, J. (1971). The 'Clean for Gene' phenomenon. The effect of students' appearance on political campaigning. *Journal of Applied Social Psychology* 2, 24-33.
- Jones, R.A. & Cooper, J. (1971). Mediation of experimenter effects. *Journal of Personality and Social Psychology*, 20, 70-74.
- Cooper, J. & Brehm, J.W. (1971). Prechoice awareness of relative deprivation as a determinant of cognitive dissonance. *Journal of Experimental Social Psychology*, 7, 571-581.
- Cooper, J. (1971). Personal responsibility and dissonance: The role of foreseen consequences. *Journal Personality and Social Psychology*, 18, 354-363.
- Cooper, J. & Duncan, B.L. (1971). Cognitive dissonance as a function of self-esteem and logical inconsistency. *Journal of Personality*, 39, 289-302.

- Cooper, J. & Worchel, S. (1970). The role of undesired consequences in the arousal and cognitive dissonance. *Journal of Personality and Social Psychology*, 312-320.
- Kornberg, A., Linder, D.E. & Cooper, J., (1970). Understanding political behavior: The relevance of reactance theory. *Midwest Journal of Political Science* 14, 131-138,
- Cooper, J. & Jones, R.A. (1970). Self-esteem and consistency as determinants of anticipatory opinion change. *Journal of Personality and Social Psychology*, 14,
- Cooper, J. (1969). Personal responsibility and cognitive dissonance. Unpublished doctoral dissertation. Duke University.
- Cooper, J. & Jones, E.E. (1969). Opinion divergence as a strategy to avoid being miscast. *Journal of Personality and Social Psychology*, 13, 23-30.
- Wheeler, L., Shaver, K.G., Jones, R.A., Goethals, G.R., Cooper, J., Robinson, J.E., Gruder, C.L. & Butzine, K.W. (1969). Factors determining the choice of a comparison other. *Journal of Experimental Social Psychology*, 5, 219-232.
- Linder, D.E., Cooper, J. & Wicklund, R.A. (1968). Pre-exposure persuasion as a result of commitment to pre-exposure effort. *Journal of Experimental Social Psychology*, 4, 470-482.
- Wicklund, R.A., Cooper, J. & Linder, D.E. (1967). Effects of expected effort on attitude change prior to exposure. *Journal of Experimental Social Psychology*, 3, 416-428.
- Cooper, J., Eisenberg, L., Robert J. & Dohrenwend, B.S. (1967). The effect of experimenter expectancy and preparatory effort on belief in the probable occurrence of future events. *Journal of Social Psychology*, 71, 221-226.
- Linder, D.E., Cooper, J. & Jones, E.E. (1967). Decision freedom as a determinant of the role of incentive magnitude in attitude change. *Journal of Personality and Social Psychology*, 6, 245-254.