

August 2018

CURRICULUM VITA

John Andrew Bargh

- Current Position:** James Rowland Angell Professor of Psychology, and
Professor of Management, Yale University
Director, Automaticity in Cognition, Motivation, and Evaluation (ACME)
Laboratory
- Address:** P. O. Box 208205, New Haven, CT 06520-8205
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Electronic mail: john.bargh@yale.edu
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- 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
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 and Honors:** Distinguished Scientific Contribution Award, American Psychological
Association (APA), 2014
Annual Prize, Betty and David Koetser Foundation for Brain Research,
University of Zurich Brain Research Institute, 2012
Elected to American Academy of Arts & Sciences, 2011
Thomas M. Ostrom Award for Outstanding Contributions to Social
Cognition, Society for Experimental Social Psychology (SESP), 2011
Fellow, American Association for the Advancement of Science, 2010
Distinguished Alumnus Award, University of Illinois, Department of
Psychology, May 2009
Presidential Citation, APA, August 2008
Scientific Impact Award, SESP, 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, APA, 1989
SESP Dissertation Award, 1982
Edmund James Scholar, University of Illinois, 1973-1977
Phi Beta Kappa

Distinguished Lectures: Koetser Foundation for Brain Research, 20th Memorial Lecture, Zurich, November 2012
Donald W. Fiske Distinguished Lecture, University of Chicago, March 2011
University of Missouri Distinguished Lecture Series, March 2011
John P. Zubek Memorial Lecture, University of Winnipeg, November 2007
St. John's University Distinguished Lecture Series, October 2005
Kenyon Smith Memorial Lecture, University of North Carolina-Greensboro, Nov. 2004
Thomas M. Ostrom Memorial Lecture, Ohio State University, February 2004
Allan Edwards Memorial Lecture, University of Washington, November 2000

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: Nominating Panel, Alfred Nobel Prize in Economics, 2016-present
Science magazine, Board of Reviewing Editors, 2007-2010
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
Fellow, Divisions 1 and 8, American Psychological Association
Charter Fellow, American Psychological Society
Member: SESP, Society for Personality and Social Psychology (SPSP),
American Psychological Association, European Association of
Experimental Social Psychology, Society for Clinical and Social Psychology

Keynote Addresses (14): *From the Physical to the Psychological*. Keynote address, Midwestern Psychological Association annual meetings, Chicago, May 2014.
From the Physical to the Psychological. Keynote address, Eastern Psychological Association annual meetings, Boston, March 2014.
Unconscious behavioral guidance systems. Keynote address, Opening Symposium of the Laboratory for Social and Neural Systems Research, Univ. of Zürich, June 2010.
What do we mean by 'free' in 'free will'? Keynote address (with R. Baumeister), SPSP 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 (13): *From the physical to the psychological*. Invited Address, American Psychological Association annual convention, Washington DC, August 2014.
From the physical to the psychological. Invited Address, Midwestern Psychological Association annual meetings, Chicago, May 2011.
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, Division 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):

Time Warp: Unconscious Influences from the Past, Present, and Future. Center for Customer Insights, Yale University School of Management, November 2015.
Current Issues in Priming Research. Ohio State University, February 2004
Automaticity in Social Psychology. University of Würzburg, May 1997.
The Automaticity of Everyday Life. University of Konstanz, July 1996.
Priming and Automaticity. Society for Experimental Social Psychology, Buffalo, 1990.

Invited Colloquia (92):

2018: Rennsalaer Polytechnic Institute; **2017:** University of Winchester (UK); **2016:** SUNY-Buffalo **2014:** Ohio State University **2013:** Carnegie-Mellon University; **2012:** University of Connecticut **2011:** U. Chicago, Missouri, Michigan, Northwestern. **2010:** NYU; Massachusetts. **2008:** Cornell; Princeton; Dartmouth. **2006:** LSU Department of Religious Studies. **2005:** Pittsburgh, Connecticut. **2004:** Ohio State, Columbia, Northeastern, Harvard, **2003:** Wharton Business School; **2002:** Stanford, UCLA, UC-Berkeley, UC-Santa Barbara, Max Planck Institute-Munich, Yale. **2001:** Cornell, Michigan, Arizona, University of Lund. **2000:** New York Psychoanalytic Society; CUNY Graduate Center; University of Toronto; Yale; Washington, Texas-Austin. **1999:** University of Konstanz, 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, Massachusetts, Stanford, Northwestern. **1996:** Max Planck Institute, Munich; University of Amsterdam; University of Konstanz, Michigan, Michigan State, Texas A&M, Princeton, SUNY-Albany, Case Western Reserve

University, Williams College. **1994:** New School for Social Research, Yale, Ohio State University, Delaware, Virginia, University of Konstanz. **1993:** Harvard University, Purdue, Northwestern. **1992:** University of Massachusetts; Universität Trier. **1991:** Brown; Columbia; University of Waterloo; CUNY Graduate Center; Illinois. **1990:** UCLA, Brooklyn College, Massachusetts. **1989:** Max Planck Institute, Munich; ZUMA, Mannheim, Germany. **1988:** Maryland; Johns Hopkins; Wesleyan. **1987:** Utah; Columbia; University of California-Santa Barbara; SUNY-Buffalo; Michigan. **1983-86:** Carnegie-Mellon; CUNY Graduate Center; Columbia University Teacher's College.

Publications (196)

Book

Bargh, J. A. (2017). *Before You Know It: The Unconscious Reasons We Do What We Do*. New York: Touchstone. **Published simultaneously in UK by Penguin/Random House, and in 21 other countries by June 2018.**

Named one of the "Best Science Books of 2017" by *Business Insider*.
Named one of the "Best Business Books of 2017" by *Financial Times*.

Edited Books (8) 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., 2009). *The Oxford handbook of human action*. New York: Oxford University Press.
10. Borgida, E., & Bargh, J. (2014). *American Psychological Association Handbook of Personality and Social Psychology: Attitudes and Social Cognition*. Washington, D.C.: American Psychological Association.

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 (12) 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. Moskovitch (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. (2010). Motivation. In S. Fiske, D. Gilbert, & G. Lindzey (Eds.), *Handbook of social psychology* (5th ed.). Boston: McGraw-Hill.
14. Morsella, E., & Bargh, J. A. (2011). Unconscious action tendencies: Sources of 'un-integrated' action. In J. Decety & J. Cacioppo (Eds.), *Handbook of social neuroscience* (pp. 335-347). New York: Oxford.
15. Ackerman, J. M., Huang, J. Y., & Bargh, J. A. (2012). Evolutionary perspectives on social cognition. In S. T. Fiske & C. N. Macrae (Eds.), *Handbook of social cognition*. Thousand Oaks, CA: Sage.

Regular Chapters in Edited Volumes (36):

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 19th 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. Ferguson, M. J., & Bargh, J. A. (2008). Evaluative readiness: The motivational nature of automatic evaluation. In A. Elliott (Ed.), *Handbook of approach and avoidance motivation*. New York: Guilford.
26. Uhlmann, E. L., Poehlman, T. A., & Bargh, J. A. (2008). Implicit theism. In R. Sorrentino & S. Yamaguchi (Eds.), *Handbook of motivation and cognition within and across cultures* (pp. 71-94). San Diego: Academic Press.
27. 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.
28. 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.
29. Bargh, J. A., & Morsella, E. (2010). 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* (pp. 89-118). New York: Oxford University Press.
30. Morsella, E., Dennehy, T. C., & Bargh, J. A. (2013). Voluntary action and the three forms of binding in the brain. In A. Clark, J. Kiverstein, & T. Vierkant (Eds.), *Decomposing the will* (pp. 183-198). New York: Oxford University Press.
31. Bargh, J. A. (2013). Early childhood is where many adult automatic processes are born. In S. Gelman & M. Banaji (Eds.), *Navigating the social world: What infants, children, and other species can teach us*. New York: Oxford.
32. Bargh, J. A., & Huang, J. Y. (2014). The evolutionary unconscious: From selfish genes to selfish goals. In J. Forgas & E. Harmon-Jones (Eds.), *Motivation and its Regulation: The Sydney symposium on social cognition* (pp. 35-54).
33. Bargh, J. A., & Borgida, E. (2014). Introduction to the volume. In E. Borgida & J. Bargh (Eds.), *American Psychological Association Handbook of Personality and Social Psychology: Attitudes and Social Cognition*. Washington, D.C.: American Psychological Association.

34. Baumeister, R. F., & Bargh, J. A. (2014). Conscious and unconscious: Toward an integrative understanding of human life and action. In J. Sherman (Ed.), *Dual process theories of the social mind* (pp. 35-49). New York: Guilford.
35. Bargh, J. A. (2016). The devil made me do it. In A. Miller (Ed.), *The social psychology of good and evil* (2nd edition). New York: Guilford.
36. Bargh, J. A. (2016). The incredible shrinking little man in the head. In R. S. Sternberg (Ed.), *Scientists making a difference: The 100 greatest living psychologists talk about their most important discovery*. New York: Guilford.

Peer-reviewed Journal Articles (131):

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.
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.
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