

January, 2011

VITA  
Joel Cooper

Address: Department of Psychology  
Princeton University  
Princeton, NJ 08544-1010  
(609) 258-4464  
e-mail: jcoops@princeton.edu

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

Date and Place of Birth: December 3, 1943, New York, New York

Married: December 17, 1966; three children born June 29, 1970,  
July 10, 1973 and September 26, 1976.

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

Administrative and Professional Services

Departmental Activities:

2008 - present	Director of Graduate Studies
1985 - 1992	Chair, Department of Psychology
1976 - 1983	Director of Graduate Studies

University Activities:

2007-	Member, Interdepartmental Review Board
2004 - 2007	Chair, Committee on Conference and Faculty Appeal
2001-	Assoc. Member, Center for Research on Group Processes (CRGP)

2001- 2002	Interim Master, Mathey College
1999 - 2000	Interim Master, Mathey College
2003	Seminar, Superintendents as Scholars
2002	Seminar, Principals as Scholars
2000	Seminar, Teachers as Scholars
1998 - 2006	Interdepartmental Committee for Program in Applications for Computing
1996 - 1999	Chair, Institutional Review Board
1984 - 1987	Chair, Institutional Review Board
1974 - 1981	Member, Institutional Review Board
1994 - 1998	Priorities Committee
1994 - 1995	Management Development Task Force
1993 - 1998	Member, Committee on Committees
1992 - 1995	Member, University Research Board
1990 -	Interdepartmental Committee for Program in Teacher Preparation
1989 - 1996	Science and Technology Council
2000- 2004	Interdepartmental Program Committee on Human Information Processing Group
1986 - 1999	Director, Human Information Processing Group
1988 -	Fellow, Forbes College
1988 -	Fellow, International Center
1980 -	Fellow, Graduate College
1989 - 1991	Advisory Committee on Athletics and Physical Education
1989 - 1990	Chairman, Princeton University United Way Campaign
1988 - 1989	Member, University Committee on the Science Requirement
1988 - 1992	Member, President's Review Panel for University Grievance Procedure for Administrative and Staff Employees
1988 - 1989	Member, Faculty Equal Employment Opportunity Committee
1982 - 1983	Member, Faculty Committee on
1984 - 1987	Appointments and Advancements
1988 - 1989	Appointments and Advancements

Outside Activities:

2006 - present	Chair, NIH Special Emphasis Panel for Pre and Post Doctoral Fellowships
2000 - 2005	Ad hoc Member, NIH Scientific Review Panel
2001	Member, NIH Training Grant Review Panel
1999	NSF Special Advisory Panel for the Social/ Behavioral Science Infrastructure Competition.
1999	Facilitator of Self Study Retreat, NYU

1995 - 1993	Advisory Board, Science for Professionals, Inc. Ad hoc member, Social and Group Process Review Committee, NIMH
1993	Member, Center for Substance Abuse Treatment Review Branch, NIMH
1991-	Member, Syndrome Research Review Committee, NIMH
1990 - 1992	President, Princeton Regional Board of Education
1984 - 1990 and 1981 - 1982	Member, Princeton Regional Board of Education
1990 - 1991	Review Group of Texas Higher Education Coordinating Board
1990 - 1991	Member, NIMH Workshops: Maintenance Mechanisms of Maladaptive Behaviors
1989 -	Consultant, Directory of New Jersey Consultants in Teaching and Learning
1989	NIMH Special Committee on Social and Interpersonal Processes and Health
1988 - 1989	Chair, Behavioral Science Review Panel, National Institute of Mental Health
1986 - 1987	Chair, Executive Committee of the Society of Experimental Social Psychology
1985 - 1988	Member, Behavioral Science Review Panel, National Institute of Mental Health

Fellowships and Visiting Positions:

2000 – 2001	Visiting Distinguished Professor, Queensland University, 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, social psychological processes in psychotherapy, social impact of computer technology, computer use and gender, psychology and law.

Research Support:

Current: submitted to National Institutes of Health: Reducing Health Risks via Vicarious Cognitive Dissonance (R01-CA097354-04A2)

Previous: National Institutes of Health – Vicarious Dissonance, Attitude Change and Social Identity. RO1-CA097354-01 (8/02 – 7/06)

National Science Foundation -- Investigation of the Inquisitorial and Adversarial Legal Modes of Adjudication Scientific/Technological Testimony, 1996-1997

James S. McDonnell Foundation -- Motivation and Human Computer Interaction, 1986-1996.

National Science Foundation -- Effects of Expert Science and Technology Testimony in the Legal System, 1994-1996.

National Science Foundation -- Cognitive Dissonance and Psychotherapy.

National Institute of Mental Health -- Aversive Consequences and Personal Responsibility in Cognitive Dissonance.

Office of Education – Self Fulfilling Prophecy in the Classroom

Reviewer:

Australian Research Council  
Basic and Applied Social Psychology  
Journal of Educational Computer Research  
Journal of Experimental Social Psychology  
Journal of Personality  
Journal of Personality and Social Psychology  
Personality and Social Psychology Bulletin – Consulting Editor  
Social Psychology Quarterly

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

### Books:

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

Hogg, M. A., & cooper, J. (Eds.). (2007). *The Sage Handbook of Social Psychology*, London: Sage.

Cooper, J. (2007). *Cognitive Dissonance: 50 years of a classic theory*. 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. & Olson, J. (2000). *Social psychology*. Chicago, IL: Nelson-Hall.

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<sup>th</sup> ed). Homewood, IL: The Dorsey Press.

### Book Chapters:

Cooper, J. (2009). Riding the D-Train with Elliot: The Aronsonian Legacy of Cognitive Dissonance.

Cooper, J. (2009). Vicarious cognitive dissonance: Changing attitudes by experiencing another's pain. In Forgas, J. et al. The Psychology of Attitudes and Attitude Change. London: Psychology Press.

Cooper, J. & Kugler, M. B. (2007). The digital divide: The role of gender in human computer interaction. In J. A. Jacko and A. Sears (Eds.) *The human-computer interaction handbook: Fundamentals, evolving technologies and emerging applications* (pp. 763-776). New York:Erlbaum.

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.) San Diego, CA: Academic Press.

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*. (pp. 211-231). 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. Cacciopo, & 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: Athenanm 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:

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, pp 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 pp 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.
- Axson, 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.

#### Papers Presented:

Cooper, J. (2006). Thinking like a social psychologist. Talk presented at Tsingua University

Cooper, J. (2006). Vicarious dissonance and social identity theory. Colloquium presented at the University of Queensland.

Cooper, J. (2005). On the evolution of cognitive dissonance. SPSP Conference,

New Orleans, LA.

McDell, J. J., Banaji, M., & Cooper, J. (2005). Forced choice advocacy changes implicit (but not explicit) attitudes. SPSP Conference, New Orleans, LA.

Hill, D., & Cooper, J. (2005). The race to refine dissonance theory. SPSP Conference, New Orleans, LA.

Cooper, J. (2005). Cognitive dissonance. Columbia Business School, New York, NY.

Cooper, J. (2005). Self-standards model. Social Psychology Winter Conference. Park City, UT

Cooper, J. (2005). Social psychology past and present: The long and winding road vicarious dissonance. Duke University, Durham, NC.

Cooper, J. (2004). Psychotherapy lessons: Lessons learned from psychology. Princeton Medical Center – Merrick, Princeton, NJ.

Cooper, J. (2004). Vicarious cognitive dissonance: Attitude change based on someone else's behavior. Northwestern University. Chicago, Illinois.

Cooper, J. (2004). Cognitive dissonance. Psychology on law. Gender and technology. Brisbane Symposium on Social Identity. Brisbane, Australia

Cooper, J. (2004). Cognitive dissonance. Psychology on law. Gender and technology. Brisbane Symposium on Social Identity. University of New South Wales, Australia.

Cooper, J. (2004). Digital divide: An outline of a problem NITOP Conference. St. Pete Beach, Florida.

Cooper, J. (2003). Social identity and vicarious attitude change. Society for Personality and Social Psychology Conference. Los Angeles, California.

Cooper, J. (2003). Cultural aspects of cognitive dissonance. EAESP Meeting on Social Cognition: Evolutionary and Cultural Perspectives. Budapest, Hungary.

Cooper, J. (2003). Vicarious dissonance and attitude change. Yale University, Hartford, CT.

Cooper, J. (2001). Social identity and vicarious dissonance: Can I feel your pain? Ninth Brisbane Symposium on Social Identity, Brisbane, Australia.

Cooper, J. & Hogg, M. A. (2001). Dissonance arousal and the collective self: Vicarious experiences of dissonance based on shared group membership. 4<sup>th</sup>

Sydney Symposium of Social Psychology, Sydney, Australia.

Cooper, J. (2001). Cultural perspective in cognitive dissonance. First Annual Kyoto Conference on Cognitive Dissonance. Kyoto University, Kyoto, Japan.

Weaver, K., Stone, J., Cooper, J., & Galinsky, A. (2000). The role of self-esteem and self-standards in dissonance arousal. American Psychological Society 12<sup>th</sup> Annual Convention. Miami, Florida.

Cooper, J. (2000). Can dissonance be experienced vicariously? Some evidence from social identity. Social Winter Conference. Park City, UT.

Cooper, J. (2000). How do jurors make decisions: The case of expert testimony. Texas Christian University. Dallas, TX.

Cooper, J. (2000). Vicarious Dissonance: Attitude change from the inconsistency of others. Texas Christian University. Dallas, TX.

Norton, M.I., Monin, B. & Cooper, J. (1999). Vicarious dissonance: Experiencing the psychological discomfort of similar others. American Psychological Society. 11<sup>th</sup> Annual Convention.

Cooper, J. (1999). Jury decision making in the context of expert testimony. Cognition and the Mind, Alumni Studies Program, Princeton, New Jersey.

Cooper, J. (1999). Understanding Dissonance Motivation: The self-standards model of cognitive dissonance. Sydney Symposium 1999. Sydney, Australia.

Cooper, J. (1998). Classroom Anxiety: Influences of Student and Teacher Expectations, Self Esteem, and Performance Attributions. 10<sup>th</sup> Annual Convention, American Psychological Society. Washington, DC.

Cooper, J., Aronson, E. Wiegand, A. & Stone, J. (1997). New Directions in Dissonance Theory: Hypocrisy and Preference of Self Integrity. Society for Experimental Social Psychology Conference. Toronto, CA

Cooper, J. (1997). Scientific Testimony in Courts of Law. Science in Courts, DC Science Writers Association. Washington, DC.

Cooper, J. (1997). The Persuasiveness of Complex Expert Testimony in the Courtroom. Annual Conference of County Prosecutors' Association, New Jersey. Atlantic City, NJ.

Cooper, J. (1997). On the Motivational Engine That Drive Dissonance: Is dissonance one motive or many? American Psychological Society. 9th Annual Convention. Washington, DC.



- Cooper, J. (1997). Affirming the Self on the Dissonance Process. Cognitive Dissonance Conference. 40 Years Later: A Revival with Revisions and Controversies. Texas Dissonance Conference. Arlington, TX.
- Cooper, J. (1996). Scientific Testimony: How Jurors Make Decisions. The Principals' Center for the Garden State. Princeton, NJ.
- Cooper, J., Galinsky, A. & Stone, J. (1996). The reinstatement of dissonance and psychological discomfort following failed affirmations. American Psychological Society 8th Annual Convention. San Francisco, CA.
- Cooper, J., Stone, J., Wiegand, A.W. & Aronson, E. (1996). When exemplification fails: Hypocrisy and the motive for self-integrity. American Psychological Society 8th Annual Convention. San Francisco, CA.
- Cooper, J., Stone, J., Galinsky, A. & Kelly, K. (1996). Standards vs. affirmations: The dual role of self-resources in dissonance processes. American Psychological Society, 8th Annual Convention. San Francisco, CA.
- Cooper, J. (1996). Gender and the computer: The social psychology of computerphobia. Victoria University of Wellington, Research Seminar. Australia.
- Cooper, J., Kelly, K. & Stone, J. (1996). The role of self-attribution in dissonance arousal and reduction. Eastern Psychological Association. Philadelphia, PA.
- Cooper, J. (1995). Persuasiveness of expert courtroom testimony. Social Psychology Winter Conference, Park City, UT.
- Cooper, J., Bennett, E. & Sukel, H. (1995). Complex Expert Testimony: When do credentials matter? Eastern Psychological Association Boston, MA, March. Boston, MA.
- Cooper, J. (1994). Girls and Boys and Computer Phobia: Are girls disadvantaged in educational technology. Peddie Summer Institute. Hightstown, NJ.
- Cooper, J., Blanton, H. & Cooper, G. (1994). Effect of Subliminal Stimuli on the Experience of Thirst. Eastern Psychological Association. Providence, Rhode Island.
- Cooper, J., Bennett, E. & Ferrer, L. (1994). How defendants and jurors make judgments of negligence. APLS Biennial Meeting. Sante Fe, New Mexico.
- Cooper, J. (1993). Gender & Computer Equity. SSRC Workshop on Social Science Research in Computing. Tortola, BV1.

- Cooper, J. (1993). Hypocrisy Arousal. Paper presented at Social Psychology Winter Conference. Park City, UT.
- Cooper, J. (1991). Attributional styles on computer usage. SSRC Workshop on Social Science Research Computing. Tortola, BVI.
- Cooper, J. (1991). Gender based differences in computer use. Cotsen Seminars, Princeton, New Jersey.
- Cooper, J. (1991). Psychology of computer anxiety. Cognitive Science and Education Speaker Series, ETS, Princeton, N.J.
- Cooper, J. (1991). Dissonance and self affirmation. Paper presented at Social Psychology Winter Conference. Park City, UT.
- Cooper, J. (1989). Consistency theories and race Relations. Paper presented at CUNY Graduate Center Conference, New York.
- Cooper, J. (1989). Sex and the computer: The social psychology computer anxiety. Paper presented at Washington University, St. Louis, MO.
- Cooper, J. (1989). Sex role identity. Attributional style, and attitude toward computers. Paper presented at Eastern Psychological Association Conference. Boston, MA.
- Cooper, J. (1989). Social psychology of computers. Paper presented at Social Psychology Winter Conference. Park City, UT.
- Cooper, J. (1988). Teaching empirical psychology by computers. Paper presented at the IBM Conference on Academic Computing.
- Cooper, J. (1987). Reflections on cognitive dissonance. Paper presented at the American Psychological Association Meeting.
- Cooper, J. (1987). The use of sex-stereotyped software in schools and some affective consequences of computer use. Paper presented at the Conference on Social Science Research on Computing meeting. Kill Devil Hills, NC.
- Cooper, J. & Hall, J. (1987). Use with caution: The consequences of sex biased software. Paper presented at Social Science Research Council Meeting: Kill Devil Hills, NC.
- Cooper, J. (1986). Affective responses to the computer. Paper presented at the Society of Experimental Social Psychology meeting.
- Cooper, J. (1982). Self-fulfilling prophecy in behavioral science research. Paper

presented at the meeting of The American Educational Research Association, N.Y.

Cooper, J. (1982). A physiological correlated of dissonance reduction. Paper presented at the meeting of The American Educational Research Association, N.Y.

Cooper, J. & Axsom, D. (1982). The impact of televised aggression on children: A developmental field study. Paper presented at the Eastern Psychological meeting.

Cooper, J. & Fitzgerald, L. (1982). Effects of initial and subsequent information on attitude change resulting from attitude discrepant behavior. Paper presented at the Eastern Psychological Association meeting.

Cooper, J. (1980). Aggression in school aged children as a function of televised aggression. Paper presented to the N.J. Elementary and Middle School Administrators Association meeting.

Cooper, J. (1980). The social impact of television: A developmental effect. Paper presented at the annual meeting of the Society of Experimental Social Psychology.

Cooper, J. (1979). The role of effort justification in psychotherapy. Paper presented at the American Psychological Association meeting.

Cooper, J. (1978). Policy implications of research on the effects of TV viewing. Symposium at American Psychological Association meeting.

Cooper, J. (1977). Direct experience and attitude-behavior consistency: A direct experience analysis. Paper presented at Canadian Psychological Association.

Cooper, J. & Chaikin, A. (1972). Effects of hedonic relevance and correspondence on evaluation of the actor. Paper presented at Eastern Psychological Association meeting.

Cooper, J., Abelson, R., Darley, J.M., Keasey, C.B. & Zimbardo, P.G. (1971). Freaks, hippies and voters: The effects of deviant dress and appearance on political persuasion processes. Symposium presented at Eastern Psychological Association meeting.

Cooper, J. & Linder, D.E. (1968). Pre-exposure opinion change. Paper presented at Eastern Psychological Association meeting.

Cooper, J. & Wicklund, R.A. (1967). Expected effort and opinion change prior to exposure. Paper presented at Southeastern Psychological Association meeting.