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Joel Cooper

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

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-	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
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2008 - 2012 Director of Graduate Studies

1976 - 1983 Director of Graduate Studies,  
Department of Psychology,  
Princeton University

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 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.

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:

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. (2018). Unwanted consequences and the self: In search of the motivation for dissonance reduction. In Harmon-Jones, E. (Ed) *Cognitive dissonance: Progress on a pivotal theory in social psychology*. Washington, DC, American Psychological Association.

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.

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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.

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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., Feldman, L. A. and Blackman, S. F. (2018). Influencing Republicans' and Democrats' attitudes toward Obamacare: Effects of imagined vicarious dissonance on political attitudes. *Journal of Social Psychology*, 158, DOI: 10.1080/00224545.2018.1465023

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.

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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.

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.

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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.

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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.

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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.

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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.