

GERD BOHNER**Curriculum Vitae**

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PERSONAL INFORMATION

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Year of birth: 1959

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CURRENT POSITION

Professor of Social Psychology, University of Bielefeld

EDUCATION

- 1997 Habilitation in Psychology, Universität Mannheim, Germany (an advanced German degree beyond the PhD level that grants eligibility for senior academic positions with tenure).
- 1992 - 97 Postdoctoral research, preparation for Habilitation, Universität Mannheim, Germany.
- 1990 Dr. phil. (Psychology), Universität Heidelberg.
- 1986 - 90 Postgraduate studies, Universität Heidelberg
- 1986 Diploma in Psychology, Universität Heidelberg (equivalent to a Master's degree).
- 1980 - 86 Studies in Psychology, Universität Heidelberg.

AWARDS, ACADEMIC HONORS AND EXTENDED VISITS

- 2011 - Honorary Professor in Forensic Psychology, Centre of Research & Education in Forensic Psychology (CORE-FP), University of Kent, Canterbury, UK.
- 2010 First Potsdam Congress Award for innovative and/or extraordinary events (awarded by the City of Potsdam) for co-organizing the meeting "Criminal Justice Responses to Sexual Assault"
- 2009 Pontificia Universidad Católica, Santiago, Chile: Project-related visit.
- 2007 Universities of Pretoria and Cape Town, South Africa: Visit during sabbatical.
- 2007 University of Basel, Switzerland: Visit during sabbatical.
- 2004 Pontificia Universidad Católica, Santiago, Chile: Project-related visit.
- 2003 Pontificia Universidad Católica, Santiago, Chile: Project-related visit.
- 2002 University of Basel, Switzerland: Visit during sabbatical.
- 2002 University of Halle/Wittenberg, Germany: Visit during sabbatical.
- 1991 - 92 Feodor Lynen Fellowship, New York University. Alexander von Humboldt Foundation.
- 1991 Scholarship in Greek-German Exchange Program for a visit to the University of Crete at Rethymno. German Academic Exchange Service (DAAD) and the Greek Republic.
- 1988 - 89 Dissertation Scholarship, State of Baden-Württemberg (awarded but not held).

ACADEMIC APPOINTMENTS

- 09/2001 - present *Professor of Social Psychology*, Universität Bielefeld, Germany.
- 03/2001 - 08/2001 *Professor of Social Psychology*, University of Kent, Canterbury, UK.
- 09/1998 - 02/2001 *Senior Lecturer in Psychology*, University of Kent, Canterbury, UK.
- 04/1993 - 08/1998 *Senior Lecturer ("Wissenschaftlicher Assistent", C1)*, Universität Mannheim, Germany.
- (05-07/1998) *Professor of Social Psychology and General Psychology*, Universität Würzburg, Germany (temporary visiting appointment).
- (04-09/1997) *Associate Professor of Social Psychology and Group Sociology*, Universität Mannheim (temporary appointment).
- 04/1988 - 03/1993 *Lecturer ("Wissenschaftlicher Angestellter")*, Universität Mannheim.
- (09/1991 - 08/1992) *Visiting Scholar*, New York University.
- 07/1987 - 03/1988 *Research and Teaching Assistant*, Universität Mannheim.
- 01-06/1987 *Research Associate*, Universität Heidelberg.
- 10-12/1986 *Teaching Associate*, Universität Heidelberg.
- 10/1982 - 09/1986 Appointments as *Student Tutor* and *Undergraduate Research Assistant*, Universität Heidelberg and Universität Mannheim.

PUBLICATION LIST

Books

1. Bohner, G., & Wänke, M. (2004). *Postawy i zmiany postaw*. Sopot, Poland: Gdańskie Wydawnictwo Psychologiczne. [Polish Edition of *Attitudes and Attitude Change*.]
2. Bohner, G., & Wänke, M. (2002). *Attitudes and attitude change*. Hove, UK: Psychology Press.
3. Bohner, G. (1998). *Vergewaltigungsmymen: Sozialpsychologische Untersuchungen über täter-entlastende und opferfeindliche Überzeugungen im Bereich sexueller Gewalt* [Rape myths: Social psychological studies on attitudes that exonerate the assailant and blame the victim of sexual violence]. Landau, Germany: Verlag Empirische Pädagogik.

Refereed Journals and Annuals

1. Köpke, S., Eyssel, F., & Bohner, G. (in press). "She deserved it": Effects of sexism norms, type of violence, and victim's pre-assault behavior on blame attributions toward female victims and approval of the aggressor's behavior. ***Violence Against Women***.
2. Montañés, P., de Lemus, S., Bohner, G., Megías, J. L., Moya, M., & García-Retamero, R. (in press). Intergenerational transmission of benevolent sexism from mothers to daughters and its relation to daughters' academic performance and goals. ***Sex Roles***.
3. Süssenbach, P., Bohner, G., & Eyssel, F. (in press). Schematic influences of rape myth acceptance on visual information processing: An eye-tracking approach. ***Journal of Experimental Social Psychology***. doi: 10.1016/j.jesp.2011.12.005 (available online 13 December 2011)
4. Sirlopú, D., González, R., Bohner, G., Siebler, F., Millar, A., Ordóñez, G., Torres, D., & de Tezanos-Pinto, P. (in press). Actitudes implícitas y explícitas hacia personas con síndrome de Down: Un estudio en colegios con y sin programas de integración de Chile [Implicit and explicit attitudes toward people with Down syndrome: A study at Chilean schools with and without inclusion programs]. ***Revista de Psicología Social***.

5. Becker, J. C., Glick, P., Ilic, M., & Bohner, G. (2011). Damned if she does, damned if she doesn't: Consequences of accepting versus rejecting patronizing help for the female target and male actor. *European Journal of Social Psychology*, *41*, 761-773. doi: 10.1002/ejsp.823
6. Bohner, G., & Dickel, N. (2011). Attitudes and attitude change. *Annual Review of Psychology*, *62*, 391-417. doi: 10.1146/annurev.psych.121208.131609
[Invited review article]
7. Eyssel, F., & Bohner, G. (2011). Schema effects of rape myth acceptance on judgments of guilt and blame in rape cases: The role of perceived entitlement to judge. *Journal of Interpersonal Violence*, *26*, 1579-1605. doi: 10.1177/0886260510370593
8. Heitland, K., & Bohner, G. (2011). An indirect paper-and-pencil measure of prejudice: A German version of the Racial Argument Scale. *Current Psychology*, *30*, 1-21. doi: 10.1007/s12144-010-9098-2
9. Ilic, M., Reinecke, J., Bohner, G., Röttgers, H.-O., Beblo, T., Driessen, M., Frommberger, U., & Corrigan, P. W. (2011). Protecting self-esteem from stigma: A test of different strategies for coping with the stigma of mental illness. *International Journal of Social Psychiatry*. doi: 10.1177/0020764010392058 (published online 18 March 2011).
10. Megías, J. L., Romero-Sánchez, M., Durán, M., Moya, M., & Bohner, G. (2011). Spanish validation of the Acceptance of Modern Myths about Sexual Aggression Scale (AMMSA). *Spanish Journal of Psychology*, *14*, 912-925. doi: 10.5209/rev_SJOP.2011.v14.n2.37
11. Süssenbach, P., & Bohner, G. (2011). Acceptance of sexual aggression myths in a representative sample of German residents. *Aggressive Behavior*, *37*, 374-385. doi: 10.1002/ab.20390
12. Bohner, G., Ahlborn, K., & Steiner, R. (2010). How sexy are sexist men? Women's perception of male response profiles in the Ambivalent Sexism Inventory. *Sex Roles*, *62*, 568-582. doi:10.1007/s11199-009-9665-x
13. Bohner, G., Echterhoff, G., Glaß, C., Patrzek, J., & Lampridis, E. (2010). Distress in response to infidelity committed by the partners of close others: Siblings versus friends. *Social Psychology*, *41*, 223-229. doi: 10.1027/1864-9335/a000030
14. Bohner, G., Pina, A., Viki, G. T., & Siebler, F. (2010). Using social norms to reduce men's rape proclivity: Perceived rape myth acceptance of out-groups may be more influential than that of in-groups. *Psychology, Crime and Law*, *16*, 671-693. doi: 10.1080/1068316X.2010.492349
15. Haye, A., González, R., Ordóñez, B., Bohner, G., Siebler, F., Sirlopú, D., Millar, A., de Tezanos-Pinto, P., & Torres, D. (2010). System-perpetuating asymmetries between explicit and implicit intergroup attitudes among indigenous and non-indigenous Chileans. *Asian Journal of Social Psychology*, *13*, 163-172. doi: 10.1111/j.1467-839X.2010.01311.x
16. Heitland, K., & Bohner, G. (2010). Reducing prejudice via cognitive dissonance: Individual differences in preference for consistency moderate the effects of counterattitudinal advocacy. *Social Influence*, *5*, 164-181. doi: 10.1080/15534510903332261
[Special Issue on *Individual Differences and Social Influence*]
17. Rice, D. R., Abrams, D., Badea, C., Bohner, G., Carnaghi, A., Dementi, L. I., Durkin, K., Ehmann, B., Hodson, G., Kokdemir, D., Masip, J., Moran, A., Oswald, M. E., Ouwerkerk, J. W., Reber, R., Schroeder, J., Tasiopoulou, K., & Trzebinski, J. (2010). What did you just call me? European and American ratings of the valence of ethnophaulisms. *Journal of Language and Social Psychology*, *29*, 117-131. doi:10.1177/0261927X09351696
18. Siebler, F., González, R., Ordóñez, G., Bohner, G., Haye, A., Sirlopú, D., Millar, A., de Tezanos-Pinto, P., & Torres, D. (2010). The category-focus implicit association test. *Social Psychology*, *41*, 105-110. doi:10.1027/1864-9335/a000015
19. Vanselow, N., Bohner, G., Becher, M., & Siebler, F. (2010). Die NSB-Skala: Vorstellung und Validierung eines deutschsprachigen Instruments zur Erfassung der Neigung zu sexueller Belästigung [The NSB scale: Presentation and validation of a German-language instrument assessing sexual harassment proclivity]. *Diagnostica*, *56*, 158-177. doi:10.1026/0012-1924/a000012

20. Eyssel, F., Bohner, G., Süßenbach, P., & Schreiber, P. (2009). Neuentwicklung und Validierung eines szenariobasierten Verfahrens zur Erfassung der Neigung zu sexueller Aggression [New development and validation of a scenario-based measure of sexual aggression proclivity]. *Diagnostica*, 55, 117-127. doi:10.1026/0012-1924.55.2.117
21. Bohner, G., Dykema-Engblade, A., Tindale, R. S., & Meisenhelder, H. (2008). Framing of majority and minority source information in persuasion: When and how "consensus implies correctness". *Social Psychology*, 39, 108-116.
22. Bohner, G., Siebler, F., González, R., Haye, A., & Schmidt, E. A. (2008). Situational flexibility of in-group-related attitudes: A single-category IAT study of people with dual national identity. *Group Processes and Intergroup Relations*, 11, 301-317.
23. Siebler, F., Sabelus, S., & Bohner, G. (2008). A refined computer harassment paradigm: Validation, and test of hypotheses about target characteristics. *Psychology of Women Quarterly*, 32, 22-35.
24. Sirlopú, D., González, R., Bohner, G., Siebler, F., Ordóñez, G., Millar, A., Torres, D., & De Tezanos-Pinto, P. (2008). Promoting positive attitudes toward people with Down Syndrome: The benefit of school inclusion programs. *Journal of Applied Social Psychology*, 38, 2710-2736.
25. Eyssel, F., & Bohner, G. (2007). The rating of sexist humor under time pressure as an indicator of spontaneous sexist attitudes. *Sex Roles*, 57, 651-660.
26. Gerger, H., Kley, H., Bohner, G., & Siebler, F. (2007). The Acceptance of Modern Myths About Sexual Aggression (AMMSA) Scale: Development and validation in German and English. *Aggressive Behavior*, 33, 422-440.
27. Bohner, G., Siebler, F., & Schmelcher, J. (2006). Social norms and the likelihood of raping: Perceived rape myth acceptance of others affects men's rape proclivity. *Personality and Social Psychology Bulletin*, 32, 286-297.
28. Echterhoff, G., Bohner, G., & Siebler, F. (2006). "Social Robotics" und Mensch-Maschine-Interaktion: Aktuelle Forschung und Relevanz für die Sozialpsychologie [Social robotics and human-machine interaction: Current research and its relevance for social psychology]. *Zeitschrift für Sozialpsychologie*, 37, 219-231.
[Invited review article]
29. Erb, H.-P., Bohner, G., Hewstone, M., Werth, L., & Reinhard, M.-A. (2006). Large minorities and small majorities: Interactive effects of inferred and explicit consensus on attitudes. *Basic and Applied Social Psychology*, 28, 221-231.
30. Eyssel, F., Bohner, G., & Siebler, F. (2006). Perceived rape myth acceptance of others predicts rape proclivity: Social norm or judgmental anchoring? *Swiss Journal of Psychology*, 65, 93-99.
31. Bohner, G., Jarvis, C. I., Eyssel, F., & Siebler, F. (2005). The causal impact of rape myth acceptance on men's rape proclivity: Comparing sexually coercive and noncoercive men. *European Journal of Social Psychology*, 35, 819-828.
32. Erb, H.-P., Büscher, M., Bohner, G., & Rank, S. (2005). Starke und schwache Argumente als Teile derselben Botschaft: Die "Mixed-Message Methode" zur Erfassung des kognitiven Aufwands bei der Verarbeitung persuasiver Kommunikation [Strong and weak arguments as parts of the same message: The mixed-message method for assessing processing effort in persuasion]. *Zeitschrift für Sozialpsychologie*, 36, 61-75.
33. Bohner, G., & Lampridis, E. (2004). Expecting to meet a rape victim affects women's self-esteem: The moderating role of rape myth acceptance. *Group Processes and Intergroup Relations*, 7, 77-87.
34. Bohner, G., & Wänke, M. (2004). Priming of AIDS and reactions to infidelity: Are sex differences in jealousy context-dependent? *Zeitschrift für Sozialpsychologie*, 35, 107-114.
35. Bohner, G., & Wänke, M. (2004). Psychological gender mediates sex differences in jealousy. *Journal of Cultural and Evolutionary Psychology*, 2, 213-229.
36. Chiroro, P., Bohner, G., Viki, G. T., & Jarvis, C. I. (2004). Rape myth acceptance and rape proclivity: Expected dominance versus expected arousal as mediators in acquaintance-rape situations. *Journal of Interpersonal Violence*, 19, 427-442.

37. Kimmelmeier, M., Bless, H., Schwarz, N., & Bohner, G. (2004). What research participants learn from rewards: A conversational logic analysis of rewarding reasoning performance. *Cahiers de Psychologie Cognitive / Current Psychology of Cognition*, 22, 267-287.
38. Abrams, D., Viki, G. T. N., Masser, B., & Bohner, G. (2003). Perceptions of stranger and acquaintance rape: The role of benevolent and hostile sexism in victim blame and rape proclivity. *Journal of Personality and Social Psychology*, 84, 111-125.
39. Bohner, G., Einwiller, S., Erb, H.-P., & Siebler, F. (2003). When small means comfortable: Relations between product attributes in two-sided advertising. *Journal of Consumer Psychology*, 13, 454-463.
40. Brown, R., Croizet, J.-C., Bohner, G., Fournet, M., & Payne, A. (2003). Automatic category activation and social behavior: The moderating role of prejudiced beliefs. *Social Cognition*, 21, 167-193.
41. Bohner, G., Danner, U. N., Siebler, F., & Samson, G. B. (2002). Rape myth acceptance and judgments of vulnerability to sexual assault: An Internet experiment. *Experimental Psychology*, 49, 257-269.
42. Bohner, G., Ruder, M., & Erb, H.-P. (2002). When expertise backfires: Contrast and assimilation effects in persuasion. *British Journal of Social Psychology*, 41, 495-519.
43. Erb, H.-P., Bohner, G., Rank, S., & Einwiller, S. (2002). Processing minority and majority communications: The role of conflict with prior attitudes. *Personality and Social Psychology Bulletin*, 28, 1172-1182.
44. Bohner, G. (2001). Writing about rape: Use of the passive voice and other distancing text features as an expression of perceived responsibility of the victim. *British Journal of Social Psychology*, 40, 515-529.
45. Bohner, G., & Weinerth, T. (2001). Negative affect can increase or decrease message scrutiny: The affect interpretation hypothesis. *Personality and Social Psychology Bulletin*, 27, 1417-1428.
46. Keller, J., Bohner, G., & Erb, H.-P. (2000). Intuitive und heuristische Verarbeitung – verschiedene Prozesse? Präsentation einer deutschen Fassung des "Rational-Experiential Inventory" sowie neuer Selbstberichtskalen zur Heuristiknutzung [Intuitive and heuristic judgment – different processes? Presentation of a German version of the Rational-Experiential Inventory and of new self-report scales of heuristic use]. *Zeitschrift für Sozialpsychologie*, 31, 87-101.
47. Bohner, G., & Siebler, F. (1999). Paradigms, processes, parsimony, and predictive power: Arguments for a generic dual-process model. *Psychological Inquiry*, 10, 113-118.
[Invited commentary on a target article by A. W. Kruglanski & E. P. Thompson (1999)]
48. Bohner, G., Siebler, F., & Raaijmakers, Y. (1999). Salience of rape affects self-esteem: Individual versus collective self-aspects. *Group Processes and Intergroup Relations*, 2, 191-199.
49. Bohner, G., Frank, E., & Erb, H.-P. (1998). Heuristic processing of distinctiveness information in minority and majority influence. *European Journal of Social Psychology*, 28, 855-860.
50. Bohner, G., Rank, S., Reinhard, M.-A., Einwiller, S., & Erb, H.-P. (1998). Motivational determinants of systematic processing: Expectancy moderates effects of desired confidence on processing effort. *European Journal of Social Psychology*, 28, 185-206.
51. Bohner, G., Reinhard, M.-A., Rutz, S., Sturm, S., Kerschbaum, B., & Effler, D. (1998). Rape myths as neutralizing cognitions: Evidence for a causal impact of anti-victim attitudes on men's self-reported likelihood of raping. *European Journal of Social Psychology*, 28, 257-269.
52. Bohner, G., Siebler, F., Sturm, S., Effler, D., Litters, M., Reinhard, M.-A., & Rutz, S. (1998). Rape myth acceptance and accessibility of the gender category. *Group Processes and Intergroup Relations*, 1, 67-79.
53. Darke, P. R., Chaiken, S., Bohner, G., Einwiller, S., Erb, H.-P., & Hazlewood, J. D. (1998). Accuracy motivation, consensus information, and the law of large numbers: Effects on attitude judgment in the absence of argumentation. *Personality and Social Psychology Bulletin*, 24, 1205-1215.
54. Erb, H.-P., Bohner, G., Schmäzle, K., & Rank, S. (1998). Beyond conflict and discrepancy: Cognitive bias in minority and majority influence. *Personality and Social Psychology Bulletin*, 24, 620-633.

55. Bohner, G., & Sturm, S. (1997). Evaluative Aspekte sozialer Identität bei Frauen und Männern: Vorstellung einer Skala des Kollektiven Selbstwerts in bezug auf das Geschlecht (KSW-G) [Evaluative aspects of social identity in women and men: Presentation of a German scale of collective self-esteem concerning gender]. *Psychologische Beiträge*, 39, 322-335.
56. Wänke, M., Bohner, G., & Jurkowsch, A. (1997). There are many reasons to drive a BMW: Does imagined ease of argument generation influence attitudes? *Journal of Consumer Research*, 24, 170-177.
57. Bohner, G., Erb, H.-P., Reinhard, M.-A., & Frank, E. (1996). Distinctiveness across topics in minority and majority influence: An attributional analysis and preliminary data. *British Journal of Social Psychology*, 35, 27-46.
58. Bohner, G., Erb, H.-P., & Crow, K. (1995). Priming und Persuasion: Einflüsse der Aktivierung verschiedener Persönlichkeitsdimensionen auf Prozesse der Einstellungsänderung und auf die Beurteilung des Kommunikators [Priming and persuasion: Influences of activation of personality traits on processes of attitude change and on the evaluation of the communicator]. *Zeitschrift für Sozialpsychologie*, 26, 263-271.
59. Bohner, G., Moskowitz, G. B., & Chaiken, S. (1995). The interplay of heuristic and systematic processing of social information. *European Review of Social Psychology*, 6, 33-68.
60. Schahn, J., Dinger, J., & Bohner, G. (1995). Rationalisierungen und Neutralisationen als Rechtfertigungsstrategien: Ein Vergleich zwischen Delinquenz- und Umweltbereich [The role of rationalizations and neutralizations for the justification of environmentally harmful behavior and delinquency: A comparison]. *Zeitschrift für Differentielle und Diagnostische Psychologie*, 16, 177-194.
61. Bless, H., Wänke, M., Bohner, G., Fellhauer, R. F., & Schwarz, N. (1994). Need for Cognition: Eine Skala zur Erfassung von Engagement und Freude bei Denkaufgaben [A German scale for the assessment of need for cognition]. *Zeitschrift für Sozialpsychologie*, 25, 147-154.
62. Bohner, G., & Apostolidou, W. (1994). Mood and persuasion: Independent effects of affect before and after message processing. *Journal of Social Psychology*, 134, 707-709.
63. Bohner, G., Chaiken, S., & Hunyadi, P. (1994). The role of mood and message ambiguity in the interplay of heuristic and systematic processing. *European Journal of Social Psychology*, 24, 207-221.
64. Bohner, G., Hauschildt, A., & Knäuper, B. (1993). Einflüsse freudiger, trauriger und ärgerlicher Stimmung auf die Verarbeitung persuasiver Kommunikation [Influences of happy, sad, and angry mood on the processing of persuasive communication]. *Zeitschrift für Sozialpsychologie*, 24, 103-116.
65. Bohner, G., & Schwarz, N. (1993). Mood states influence the production of persuasive arguments. *Communication Research*, 20, 696-722.
66. Bohner, G., Weisbrod, C., Raymond, P., Barzvi, A., & Schwarz, N. (1993). Salience of rape affects self-esteem: The moderating role of gender and rape myth acceptance. *European Journal of Social Psychology*, 23, 561-579.
67. Schahn, J., & Bohner, G. (1993). Aggregation oder Desaggregation? Einige Anmerkungen zur Debatte um die Ergebnisse von Diekmann und Preisendörfer [Aggregation or disaggregation? Some comments on the debate concerning the results of Diekmann and Preisendörfer]. *Kölner Zeitschrift für Soziologie und Sozialpsychologie*, 45, 772-777.
68. Bless, H., Bohner, G., Chassein, B., Kittel, C., Kohlhoff, A., Nathusius, K., Schüssler, G., & Schwarz, N. (1992). Hausmann und Abteilungsleiterin: Die Auswirkungen von Geschlechtsrollenerwartungen und rollendiskrepantem Verhalten auf die Zuschreibung von Persönlichkeitseigenschaften [Househusband and career woman: The impact of sex role expectancies and role-discrepant behavior on person perception]. *Zeitschrift für Sozialpsychologie*, 23, 16-24.
69. Bless, H., Bohner, G., Hild, T., Schwarz, N. (1992). Asking difficult questions: Task complexity increases the impact of response alternatives. *European Journal of Social Psychology*, 22, 309-312.

70. Bless, H., Bohner, G., & Schwarz, N. (1992). Gut gelaunt und leicht beeinflussbar? Stimmungseinflüsse auf die Verarbeitung persuasiver Kommunikationen [In the mood to be persuaded? Mood influences on the processing of persuasive communications]. *Psychologische Rundschau*, *43*, 1-17.
71. Bohner, G., Crow, K., Erb, H.-P., & Schwarz, N. (1992). Affect and persuasion: Mood effects on the processing of message content and context cues and on subsequent behaviour. *European Journal of Social Psychology*, *22*, 511-530.
72. Bohner, G., Marz, P., Bless, H., Schwarz, N., & Strack, F. (1992). Zum Einfluss von Stimmungen auf Attributionsprozesse [The influence of moods on attribution processes]. *Zeitschrift für Sozialpsychologie*, *23*, 194-205.
73. Bohner, G., Hormuth, S. E., & Schwarz, N. (1991). Die Stimmungs-Skala: Vorstellung und Validierung einer deutschen Version des "Mood Survey" [Presentation and validation of a German version of the "mood survey"]. *Diagnostica*, *37*, 135-148.
74. Schwarz, N., Bless, H., & Bohner, G. (1991). Mood and persuasion: Affective states influence the processing of persuasive communications. *Advances in Experimental Social Psychology*, *24*, 161-199.
75. Schwarz, N., Bless, H., Bohner, G., Harlacher, U., & Kellenbenz, M. (1991). Response scales as frames of reference: The impact of frequency range on diagnostic judgements. *Applied Cognitive Psychology*, *5*, 37-49.
76. Bless, H., Bohner, G., Schwarz, N., & Strack, F. (1990). Mood and persuasion: A cognitive response analysis. *Personality and Social Psychology Bulletin*, *16*, 331-345.
[Reprinted in G. Parrott (Ed.) (2001). *Emotions in social psychology* (pp. 216-226). Philadelphia, PA: Psychology Press.]
77. Bohner, G., Bless, H., Schwarz, N., & Strack, F. (1988). What triggers causal attributions? The impact of valence and subjective probability. *European Journal of Social Psychology*, *18*, 335-345.

Chapters in Edited Volumes

1. Dickel, N., & Bohner, G. (2012, in press). Minority and majority influence on attitudes. In G. Rossi (Ed.), *Psychology*. Rijeka, Croatia: Intech.
2. Wänke, M., Reutner, L., & Bohner, G. (2011). Einstellung und Verhalten [Attitudes and behavior]. In H.-W. Bierhoff & D. Frey (Eds.), *Sozialpsychologie – Individuum und soziale Welt* [Social psychology – the individual and the social world] (pp. 211-232). Göttingen, Germany: Hogrefe.
3. Erb, H.-P., & Bohner, G. (2010). Consensus as the key: Towards parsimony in explaining minority and majority influence. In R. Martin & M. Hewstone (Eds.), *Minority influence and innovation: Antecedents, processes and consequences* (pp. 79-103). Hove, UK: Psychology Press.
4. Bohner, G., Eyssel, F., Pina, A., Siebler, F., & Viki, G. T. (2009). Rape myth acceptance: Cognitive, affective, and behavioural effects of beliefs that blame the victim and exonerate the perpetrator. In M. A. H. Horvath & J. M. Brown (Eds.), *Rape: Challenging contemporary thinking* (pp. 17-45). Cullompton, UK: Willan.
5. Bohner, G., & Wänke, M. (2009). The psychology of attitudes and persuasion. In J. Wood & T. Gannon (Eds.), *Public opinion and criminal justice* (pp. 3-32). Cullompton, UK: Willan.
6. Viki, G. T., & Bohner, G. (2009). Achieving accurate assessment of attitudes toward the criminal justice system: Methodological issues. In J. Wood & T. Gannon (Eds.), *Public opinion and criminal justice* (pp. 96-119). Cullompton, UK: Willan.
7. Bohner, G., Erb, H.-P., & Siebler, F. (2008). Information processing approaches to persuasion: Integrating assumptions from the dual- and single-processing perspectives. In W. D. Crano & R. Prislin (Eds.), *Attitudes and attitude change* (pp. 161-188). New York: Psychology Press.
8. Eyssel, F., & Bohner, G. (2008). Modern rape myths: The Acceptance of Modern Myths about Sexual Aggression Scale. In M. A. Morrison & T. G. Morrison (Eds.), *The psychology of modern prejudice* (pp. 261-276). Hauppauge, NY: Nova Science Publishers.

9. Erb, H.-P., & Bohner, G. (2007). Social influence and persuasion: Recent theoretical developments and integrative attempts. In K. Fiedler (Ed.), *Social communication* (pp. 191-221). New York: Psychology Press.
10. Bohner, G., & Wänke, M. (2006). Einstellungsänderung [Attitude change]. In H.-W. Bierhoff & D. Frey (Eds.), *Handbuch der Sozialpsychologie und Kommunikationspsychologie* (pp. 415-422). Göttingen, Germany: Hogrefe.
11. Erb, H.-P., & Bohner, G. (2006). Minoritäten [Minorities]. In H.-W. Bierhoff & D. Frey (Eds.), *Handbuch der Sozialpsychologie und Kommunikationspsychologie* (pp. 494-503). Göttingen, Germany: Hogrefe.
12. Wänke, M., & Bohner, G. (2006). Einstellungen [Attitudes]. In H.-W. Bierhoff & D. Frey (Eds.), *Handbuch der Sozialpsychologie und Kommunikationspsychologie* (pp. 404-414). Göttingen, Germany: Hogrefe.
13. Erb, H.-P., & Bohner, G. (2002). Theorien zum sozialen Einfluss durch Minderheiten und Mehrheiten [Theories of social influence through minorities and majorities]. In D. Frey & M. Irle (Eds.), *Theorien der Sozialpsychologie* (Vol. II, 2nd edition, pp. 47-61). Bern: Huber.
14. Bless, H., Bohner, G., Schwarz, N., & Strack, F. (2001). Mood and persuasion: A cognitive response analysis. In W. G. Parrott (Ed.), *Emotions in social psychology: Essential readings* (pp. 216-226). Philadelphia, PA: Psychology Press.
[Reprinted from *Personality and Social Psychology Bulletin*, 16 (1990), 331-345]
15. Bohner, G. (2001). Attitudes and attitude change. In M. Hewstone & W. Stroebe (Eds.), *Introduction to Social Psychology* (3rd edition, pp. 239-282). Oxford, UK: Blackwell.
16. Bohner, G., & Schwarz, N. (2001). Attitudes, persuasion, and behavior. In A. Tesser & N. Schwarz (Eds.), *Blackwell handbook of social psychology, Vol. 1: Intraindividual processes* (pp. 413-435). Oxford, UK: Blackwell.
17. Erb, H.-P., & Bohner, G. (2001). Mere consensus effects in minority and majority influence. In C. K. W. De Dreu & N. K. De Vries (Eds.), *Group consensus and minority influence: Implications for innovation* (pp. 40-59). Oxford, UK: Blackwell.
18. Schwarz, N., & Bohner, G. (2001). The construction of attitudes. In A. Tesser & N. Schwarz (Eds.), *Blackwell handbook of social psychology, Vol. 1: Intraindividual processes* (pp. 436-457). Oxford, UK: Blackwell.
19. Bohner, G., & Weinerth, T. (2000). Negative affect and persuasion: The role of affect interpretation. In H. Bless & J. P. Forgas (Eds.), *The message within: The role of subjective experience in social cognition and behavior* (pp. 216-239). Philadelphia, PA: Psychology Press.
20. Bohner, G., Stahlberg, D., & Frey, D. (1999). Soziale Einstellungen [Attitudes]. In C. Graf Hoyos & D. Frey (Eds.), *Arbeits- und Organisationspsychologie: Ein Lehrbuch [Work and organizational psychology: A textbook]* (pp. 373-384). Munich: Psychologie Verlags Union.
21. Bohner, G., & Schwarz, N. (1996). The threat of rape: Its psychological impact on nonvictimized women. In D. M. Buss, & N. Malamuth (Eds.), *Sex, power, conflict: Evolutionary and feminist perspectives* (pp. 162-175). New York: Oxford University Press.
22. Schahn, J., & Bohner, G. (1996). Methodische Aspekte sozialwissenschaftlicher Evaluationsforschung im Umweltbereich [Methodological aspects of social scientific evaluation in the environmental domain]. In A. Diekmann & C. C. Jaeger (Eds.), *Umweltsoziologie* (pp. 548-570). Opladen, Germany: Westdeutscher Verlag.
[Special Issue of *Kölner Zeitschrift für Soziologie und Sozialpsychologie*]
23. Schwarz, N., & Bohner, G. (1996). Feelings and their motivational implications: Moods and the action sequence. In P. Gollwitzer, & J. A. Bargh (Eds.), *The psychology of action: Linking cognition and motivation to behavior* (pp. 119-145). New York: Guilford.
24. Bohner, G. (1995). Stimmung und Persuasion: Zum Zusammenspiel heuristischer und systematischer Verarbeitung persuasiver Botschaften [Mood and persuasion: On the interplay of heuristic and

systematic processing of persuasive messages]. In E. H. Witte (Ed.), *Soziale Kognition und empirische Ethikforschung* (pp. 46-76). Lengerich, Germany: Pabst.

25. Schwarz, N., & Bohner, G. (1990). Stimmungseinflüsse auf Denken und Entscheiden [Mood influences on thinking and deciding]. In P. Maas, & J. Weibler (eds.), *Börse und Psychologie* [Stock market and Psychology] (pp. 162-189). Cologne: Deutscher Institutsverlag.

Book Reviews / Editorials / Summaries / Other Publications

(Published *abstracts of convention papers* are listed below under "Convention Papers")

1. Bohner, G. (2010). Third year, fifth decade (Editorial). *Social Psychology*, *41*, 1-2.
2. Bohner, G. (2009). Increasing submission rate, promising impact figures, open access option (Editorial). *Social Psychology*, *40*, 105-105.
3. Bohner, G. (2009). G(r)o(w)ing international (Editorial). *Social Psychology*, *40*, 1-2.
4. Bohner, G. (2008). Experience and innovation (Editorial). *Social Psychology*, *39*, 1-1.
5. Bohner, G., Gendolla, G., Hertel, G., & Krahe, B. (2006). Editorial. *Zeitschrift für Sozialpsychologie*, *37*, 5-5.
6. Editorial Team (Bohner, G., Gendolla, G., Krahe, B., & Wagner, U.) (2005). Editorial. *Zeitschrift für Sozialpsychologie*, *36*, 1-1.
7. Siebler, F., & Bohner, G. (2005). Persuasion. In G. Davey (Ed.), *The encyclopaedic dictionary of psychology* (pp. 265-266). London: Hodder Arnold.
8. Editorial Team (Wagner, U., Bohner, G., Gendolla, G., & Krahe, B.) (2004). Editorial. *Zeitschrift für Sozialpsychologie*, *35*, 1-1.
9. Editorial Team (Wagner, U., Abele-Brehm, A., Bohner, G., & Wallbott, H.) (2003). Editorial. *Zeitschrift für Sozialpsychologie*, *34*, 1-1.
10. Bohner, G. (2001). Vergewaltigungsmythen [Rape myths]. In G. Kindermann & T. Dimpfl (Eds.), *Vielfalt und Einheit - Wissenschaft und Gewissen: Berichtsband des 53. Kongresses der DGGG* (S. 38-40). Stuttgart, Germany: Thieme.
11. Bohner, G. (2001). Why we evaluate (2000). Gregory A. Maio & James M. Olson (Eds.): Book review. *European Bulletin of Social Psychology*, *13* (1), 25-27.
12. Bohner, G. (2000). Vergewaltigungsmythen [Rape myths]. In MA 57 - Frauenförderung und Koordination von Frauenangelegenheiten (Ed.), *Konferenz "Angriffe - Übergriffe: Sexuelle Gewalt gegen Frauen", 11.-12. November 1999, Rathaus, Wien* (S. 43-54). Vienna: Agens-Werk.
13. Bohner, G. (1997). Mehr als eine Übersicht [Rezension zu Stroebe, W., Hewstone, M. & Stephenson, G. M. (Eds.) (1996). *Sozialpsychologie: Eine Einführung*. Berlin: Springer]. [More than an overview: Book review]. *Zeitschrift für Sozialpsychologie*, *28*, 314-319.
14. Bohner, G. (1995). Unobtrusive measures. In A. S. R. Manstead, & M. Hewstone (Eds.), *The Blackwell Encyclopedia of Social Psychology* (pp. 662-664). Oxford, UK: Blackwell.
15. Bohner, G., Hauschildt, A., & Knäuper, B. (1994). Impact of happy, sad, and angry mood on the processing of persuasive communication. *The German Journal of Psychology*, *18*, 136-138. (English summary of Bohner, Hauschildt, & Knäuper, 1993, see above)
16. Bohner, G., Hormuth, S. E., & Schwarz, N. (1992). The "Stimmungs-Skala": Presentation and validation of a German version of the "Mood Survey". *The German Journal of Psychology*, *16*, 160-161. (English summary of Bohner, Hormuth, & Schwarz, 1991, see above)
17. Kißler, G., & Bohner, G. (1991). Einstellung Strafgefangener zur anstaltsinternen Schuldnerberatung: Eine Untersuchung in der Justizvollzugsanstalt Mannheim [Prisoners' attitudes toward in-prison debt-management counseling: A study in the Mannheim State Prison]. *Zeitschrift für Strafvollzug und Straffälligenhilfe*, *40*, 215-220.

Technical Reports and Software

1. Gerger, H., Kley, H., Bohner, G. & Siebler, F. (2007). *Skala zur Messung der Akzeptanz moderner Mythen über sexuelle Aggression* [A scale measuring modern myths about sexual aggression]. Trier, Germany: ZPID. [Available online:

- <http://www.zpid.de/index.php?wahl=products&uwahl=frei&uuwahl=testarchiveintro> (retrieved: 02 November, 2011).]
2. Schahn, J., & Bohner, G. (2002). *Evaluation research in environmental sociology and in environmental psychology: Methodological aspects*. Bericht aus dem Psychologischen Institut der Universität Heidelberg (November 2002, Diskussionspapier Nr. 85). [Available online: <http://www.psychologie.uni-heidelberg.de/ae/diff/JS/Inst85.pdf> or <http://psydok.sulb.uni-saarland.de/volltexte/2004/124/> (retrieved: 03 November, 2011).]
 3. Bohner, G., Sturm, S., & Weis, K. (1995). *Einstellungen der Bevölkerung zum Themenbereich "Ver-gewaltigung": Vorschlag einer Fragestellung zur Einschaltung in eine EMNID-Mehrthemenumfrage* [Attitudes toward rape in the general population: Proposal for a question block to be included in an EMNID multi-issue survey]. Unpublished manuscript, University of Mannheim.
 4. Dammert, R., & Bohner, G. (1995). *CONTRAST: Ein BASIC-Programm zur Kontrastanalyse für Versuchspläne mit kategorialer aV* [CONTRAST: A program in BASIC for contrast analysis in designs with categorical DV]. 3.5" disc with program and instructions, University of Mannheim.
 5. Schahn, J., Dinger, J., & Bohner, G. (1994). *Die Rolle von Rationalisierungen und Neutralisationen für die Rechtfertigung umweltschädlichen Verhaltens* [The role of rationalizations and neutralizations for the justification of ecologically harmful behavior] (Bericht aus dem Psychologischen Institut der Universität Heidelberg, Diskussionspapier Nr. 80). Heidelberg: Psychologisches Institut.
 6. Bless, H., Bohner, G., Hild, T., Schwarz, N. (1992). *Asking difficult questions: Task complexity increases the impact of response alternatives* (ZUMA-Arbeitsbericht Nr. 92/03). Mannheim: Zentrum für Umfragen, Methoden und Analysen.
 7. Bohner, G., Crow, K., Erb, H.-P. & Schwarz, N. (1992). *Affect and persuasion: Mood effects on the processing of message content and context cues and on subsequent behavior* (ZUMA-Arbeitsbericht Nr. 92/02). Mannheim: Zentrum für Umfragen, Methoden und Analysen.
 8. Bless, H., Fellhauer, R. F., Bohner, G. & Schwarz, N. (1991). *Need for Cognition: Eine Skala zur Erfassung von Engagement und Freude bei Denkaufgaben* [A German scale for the assessment of need for cognition] (ZUMA-Arbeitsbericht Nr. 91/06). Mannheim: Zentrum für Umfragen, Methoden und Analysen.
 9. Schwarz, N., Bless, H. & Bohner, G. (1990). *Mood and persuasion: Affective states influence the processing of persuasive communications* (ZUMA-Arbeitsbericht Nr. 90/03). Mannheim: Zentrum für Umfragen, Methoden und Analysen.
 10. Bless, H., Bohner, G., Schwarz, N., & Strack, F. (1989). *Happy and mindless? Moods and the processing of persuasive communications* (ZUMA-Arbeitsbericht No. 89/05). Mannheim: Zentrum für Umfragen, Methoden und Analysen.
 11. Bohner, G., Schwarz, N. & Hormuth, S. E. (1989). *Die Stimmungs-Skala: Eine deutsche Version des "Mood Survey" von Underwood und Froming* (ZUMA-Arbeitsbericht Nr. 89/06). Mannheim: Zentrum für Umfragen, Methoden und Analysen.
 12. Hormuth, S.E., Bless, H., Bohner, G., & Hornung-Linkenheil, A. (1988). *Auswirkungen häufigen internationalen Wohnortwechsels auf die Sozialisation von Kindern und Jugendlichen im Auswärtigen Dienst der Bundesrepublik Deutschland* [Effects of frequent international relocation on the socialization of children and adolescents in the Foreign Service of the Federal Republic of Germany]. Research Report. Bonn: The Foreign Office.
 13. Schwarz, N., Bless, H., Bohner, G., Harlacher, U. & Kellenbenz, M. (1988). *Response scales as frames of reference: The impact of frequency range on diagnostic judgments* (ZUMA-Arbeitsbericht Nr. 88/06). Mannheim: Zentrum für Umfragen, Methoden und Analysen.
 14. Bohner, G., Bless, H., Schwarz, N., Strack, F. (1988). *What triggers causal attributions? The impact of valence and subjective probability* (ZUMA-Arbeitsbericht Nr. 88/02). Mannheim: Zentrum für Umfragen, Methoden und Analysen.

Manuscripts Under Review / In Preparation

1. Ansorge, U., Borgstedt, K., & Bohner, G. (2012). *Investigating the association between valence and elevation with a spatio-affective association task*. Manuscript under review.
2. Erb, H.-P., Hilton, D. J., Bohner, G., & Krings, L. (2012). *Conditions of minority influence: The risk-loving option*. Manuscript under review.

3. Gorges, J., Kandler, C., & Bohner, G. (2012). *Internationalization at home: Predicting students' attitudes toward foreign language teaching from language learning motivation*. Manuscript under review.
4. Grau, I., & Bohner, G. (2012). *Anchoring revisited: The role of the comparative question*. Manuscript under review.
5. Ilic, M., Reinecke, J., Bohner, G., Röttgers, H.-O., Beblo, T., Driessen, M., Frommberger, U., & Corrigan, P. W. (2012). *Belittled, avoided, ignored, denied: Assessing forms and consequences of stigma experiences of people with mental illness*. Manuscript under review.
6. Montañés, P., de Lemus, S., Megías, J., Moya, M., & Bohner, G. (2012). *How attractive are sexist boys and girls? Influence of sexist beliefs and relationship experience on mate attraction in adolescence*. Manuscript under review.
7. Siebler, F., Bohner, G., & Heidebruch, M. (2012). *Joint activation of power and sex predicts sexual harassment: Evidence from signal detection analysis*. Manuscript in preparation.
8. Süssenbach, P., Eyssel, F., & Bohner, G. (2012). *Metacognitive aspects of rape myths: Subjective strength of rape myth acceptance moderates its effects on information processing*. Manuscript under review.

GRANTS

Currently Held

- 2010-2012 *Computer-based Methods in Teaching and Research* (phase 2). PI. Bielefeld University. [approx. € 57,700]
- 2008-2012 *Interdisciplinary Graduate College "Gruppenbezogene Menschenfeindlichkeit"* [Group-focused Enmity]. Co-PI (Principal Applicants: Wilhelm Heitmeyer, Bielefeld, and Ulrich Wagner, Marburg). German Research Council (DFG grant GRK 884/3). [€ 2,914,620]

Submitted / In Preparation

- 2012-2015 *Förderung klimaschützender Verhaltensweisen: Ein experimentelles Forschungsprogramm zur theoriegeleiteten Entwicklung und Evaluation von Interventionstechniken* [Fostering climate-protecting behavior: An experimental research program on the theory-guided development and evaluation of interventions]. Co-PI with Sebastian Bamberg. Proposal in preparation. [amount applied for: approx. € 300,000]
- 2012-2015 *Vergewaltigungsmymthenakzeptanz: Struktur, Funktion und nomologisches Netzwerk* [Rape myth acceptance: Structure, function, and nomological net]. Co-PI with Friederike Eyssel and Philipp Süssenbach. Proposal in preparation. [amount applied for: approx. € 100,000]

Completed

- 2010-2011 *Neigung zu sexueller Belästigung und Soziosexualität – konzeptuelle Differenzierung und Analyse der Beiträge zur Ausübung sexueller Belästigung* [Sexual Harassment Proclivity and Sociosexuality – Conceptual Differentiation and Analysis of Their Relation to Sexually Harassing Behaviour]. PI. German Research Council (DFG grant BO 1248/9-1). [approx. € 91,000]
- 2010 *Studying sexist and racist behaviour in the laboratory: Evidence for displaced aggression at the intergroup level?* Consultative and research visit by Prof. Patrick Chiroro, Pretoria, to Bielefeld University (February 2010). PI. National Research Foundation South Africa / German Research Council (DFG file no. BO 1248/8-1). [approx. € 4,000]
- 2009-2010 University-wide Survey Study on the Internationalization of Learning and Teaching. PI (Co-Applicant: Julia Hüwe). Bielefeld University. [approx. € 28,500]
- 2008-2010 *Computer-based Methods in Teaching and Research* (phase 1). PI (Co-Applicant: Gerald Echterhoff). Bielefeld University. [approx. € 65,000]
- 2009 *Criminal Justice Responses to Sexual Assault: An International and Interdisciplinary Perspective on the Attrition Problem*. International Symposium, Potsdam, Germany, 10-13 September

2009. Co-PI with Barbara Krahe and Steffen Bieneck, Potsdam. Volkswagen Foundation (conference grant). [€ 20,700]
- 2007-2009 *Vergewaltigungsmymthenakzeptanz als kognitives Schema* [Rape myth acceptance as a cognitive schema]. PI. German Research Council (DFG grant BO 1248/6-1). [approx. € 150,000]
- 2007-2008 *Interdisciplinary Graduate College "Gruppenbezogene Menschenfeindlichkeit"* [Group-focused Enmity]. Co-PI (Principal Applicants: Wilhelm Heitmeyer, Bielefeld, and Ulrich Wagner, Marburg). German Research Council (DFG grant GRK 884/2). [€ 585,564]
- 2004-2006 *Implizite Assoziation von Macht und Sexualität als Grundlage der Neigung zur Ausübung sexueller Belästigung* [Implicit Association of Power and Sexuality as a Basis of Sexual Harassment Proclivity]. PI. German Research Council (DFG grant BO 1248/5-1). [€ 149,396]
- 2004-2006 *Wahrgenommene Einstellungen Anderer und die Bereitschaft von Männern, sexuelle Gewalt auszuüben: Normative Einflüsse und Verankerungseffekte* [Perceived Attitudes of Others and Men's Propensity to Exert Sexual Violence: Normative Influences and Anchoring Effects]. PI. German Research Council (DFG grant BO 1248/4-3). [€ 82,072]
- 2003-2005 *Implicit and Explicit Prejudice in Chile and Germany: Assessment and Change*. Co-PI with Roberto González (Pontificia Universidad Católica de Chile). German Academic Exchange Service (DAAD) / Comisión Nacional de Investigación Científica y Tecnológica (CONICYT, Chile): Cooperative Research Grant (415-rc-alechile). [€ 14,562]
- 2002-2004 *Zum Einfluss der Vergewaltigungsmymthenakzeptanz und wahrgenommener Normen auf die Bereitschaft von Männern, sexuelle Gewalt auszuüben* [The Impact of Rape Myth Acceptance and Perceived Norms on Men's Rape Proclivity]. PI. German Research Council (DFG grant BO 1248/4-1). [€ 75,034]
- 1999-2000 *Individual Differences in the Use of Persuasion Heuristics*. PI. University of Kent, Faculty of Social Sciences. [approx. € 500]
- 1997 - 98 *Eifersucht: Geschlechtstypische Reaktionen auf emotionale und sexuelle Untreue* [Jealousy: Gender-typical Reactions to Emotional and Sexual Infidelity], PI, with Dirk Dauheimer and Michaela Wänke. Emil Kömmerling Foundation. [approx. € 3,000]
- 1995 - 96 *Affective States and the Action Sequence*. PI, with Norbert Schwarz. Transcoop Program, German-American Academic Council Foundation. [approx. € 18,000]
- 1994-2001 *Heuristische und systematische Informationsverarbeitung im sozialen Kontext (Phasen 1, 2 und 3)* [Heuristic and Systematic Information Processing in the Social Context (phases 1, 2 and 3)]. PI, with Miles Hewstone (phase 1) and Hans-Peter Erb (phase 3). German Research Council (DFG grants BO 1248/1-1, BO 1248/1-2, BO 1248/1-3; ER 257/1-5). [€ 353,229]
- 1994 - 97 *Indirekte Viktimisierung: Experimente zur Funktion opferfeindlicher Überzeugungen und der Selbstkategorisierung bei der Verarbeitung von Information über Vergewaltigung (Phasen 1 und 2)* [Indirect Victimization: Experiments on the Function of Anti-victim Beliefs and of Self-categorization in the Processing of Information about Rape (phases 1 and 2)]. PI. Department for Science and Research, State of Baden-Württemberg, Germany. [€ 133,819]
- 1993 *Ursachenzuschreibung und die kognitive Verarbeitung von Minderheits- und Mehrheitspositionen* [Causal Attribution and the Processing of Minority versus Majority Positions]. PI. Emil Kömmerling Foundation. [€ 2,550]
- 1990 - 95 *Subjektive Erfahrung als Information (Phasen 1 und 2)* [Subjective Experience as Information, phases 1 and 2]. Co-PI, with Norbert Schwarz and Herbert Bless. German Research Council (DFG grant Schw 278/5-1 and Schw 278/5-2). [€ 238,466]

EDITORIAL AND REVIEWING SERVICE

Editor

Social Psychology (Founding Editor-in-Chief: 2007-2010; Associate Editor: 2010-2011)
Zeitschrift für Sozialpsychologie (Editor: 2003-2004; Chief Editor 2005-2006)

Consulting Editor

British Journal of Social Psychology (1995-2004)
European Journal of Social Psychology (1995-2005)
Group Processes and Intergroup Relations (1997-2009)
Journal of Personality and Social Psychology (2003-2008)
Personality and Social Psychology Bulletin (2006-2009)
Revue Internationale de Psychologie Sociale / International Review of Social Psychology (2002-present)
Zeitschrift für Sozialpsychologie (2007)

Ad-hoc Journal Reviewer for:

Aggressive Behavior • *Basic and Applied Social Psychology* • *Biological Psychology* • *British Journal of Health Psychology* • *British Journal of Psychology* • *British Journal of Social Psychology* • *British Journal of Sociology* • *Cognition and Emotion* • *Emotion* • *Empirische Pädagogik* • *European Journal of Social Psychology* • *European Review of Social Psychology* • *Experimental Psychology* • *Group Dynamics* • *Group Processes and Intergroup Relations* • *International Journal of Psychology* • *International Journal of Public Opinion Research* • *Journal of Applied Social Psychology* • *Journal of Computer-Mediated Communication* • *Journal of Consumer Psychology* • *Journal of Experimental Psychology: General* • *Journal of Experimental Social Psychology* • *Journal of Personality and Social Psychology* • *Legal and Criminological Psychology* • *Motivation and Emotion* • *NeuroPsychoEconomics* • *Personality and Social Psychology Bulletin* • *Psychological Reports* • *Psychological Review* • *Psychological Science* • *Psychologische Beiträge* • *Psychologische Rundschau* • *Sex Roles* • *Social and Personality Psychology Compass* • *Social Cognition* • *Social Psychological and Personality Science* • *Swiss Journal of Psychology* • *Trends in Cognitive Sciences* • *Umweltpsychologie* • *Violence and Victims* • *Zeitschrift für Differentielle und Diagnostische Psychologie* • *Zeitschrift für Experimentelle Psychologie* • *Zeitschrift für Experimentelle und Angewandte Psychologie* • *Zeitschrift für Sozialpsychologie*

Ad-hoc Text Reviewer for:

Hart Publishing Ltd • *Psychologie Verlags Union* • *Psychology Press*

Ad-hoc Grant Reviewer for:

Alexander von Humboldt Foundation (Germany) • British Academy • Deutsche Forschungsgemeinschaft (German Research Council) • Marie Curie Program (European Union) • Fonds voor Wetenschappelijk Onderzoek Vlanderen (Research Foundation Flanders, Belgium) • German-Israeli Foundation for Scientific Research and Development • Hong Kong Research Grants Council • Leverhulme Trust (UK) • National Science Foundation (USA) • Nuffield Foundation (UK)

TEACHING

(unless stated otherwise, courses refer to weekly courses over 1 semester with 2-hr sessions)

w = winter semester; s = summer semester

Teaching assistantships

s1986 *Social Psychology Research Practical*, University of Heidelberg

w1986/7 *Social Judgment*, University of Heidelberg

Attitudes and Attitude Change, University of Heidelberg

s1987 *Experimental Social Psychology*, University of Mannheim

Courses taught

Universität Mannheim

s1988 *Experimental Social Psychology*

Contemporary Theories of Attitude Change

w1988/9 *Experimental Design and Statistical Analysis* (4 hrs./week)

- s1989 *Attribution Theories*
- w1989/90 *Experimental Design and Statistical Analysis* (4 hrs./week)
- s1990 *Controlled and Automatic Processes in Social Judgment*
- w1990/1 *Experimental Design and Statistical Analysis* (4 hrs./week)
- s1991 *Person Perception and Person Memory*
- w1992/3 *Attitudes and Attitude Change*
Moods and Emotions in Social Judgment
- s1993 *Experimental Social Psychology*
Workshop on Current Problems in Social Cognition
- w1993/4 *Social Influence of Minorities and Majorities*
Workshop on Current Problems in Social Cognition
- s1994 *Experimental Social Psychology*
Workshop on Current Problems in Social Cognition
- w1994/5 *Workshop on Current Problems in Social Cognition*
- s1995 *Experimental Social Psychology*
Social Psychology of Gender
- w1995/6 *Experimental Design and Statistical Analysis* (4 hrs./week)
- s1996 *Social Influence* (4 hrs./week)
- w1996/7 *Experimental Design and Statistical Analysis* (4 hrs./week)
- s1997 *Experimental Social Psychology*
Attitude Structure and Function
- w1997/8 *Experimental Design and Statistical Analysis* (4 hrs./week)

Universität Würzburg

- w1997/8 *Introduction to Social Psychology* (lectures)
- s1998 *Emotion and Motivation* (lectures)
Attitude Structure and Function
Research Seminar: Current Research in Social Psychology
Research Seminar: Projects and Methods (3 hrs./week)

University of Kent at Canterbury

- 1998/99 Postgraduate Teaching:
SP801 *Advanced Statistics and Methodology* (course convenor, 2-term lecture / workshop course for MSc and 1st year MPhil/PhD students)
- Undergraduate Teaching:
SP300 *Psychology Statistics and Practical* (contributing an experimental demonstration for first-year students)
SP500 *Psychology Statistics and Practical* (contributing a half-term practical for 2nd year students, 14 groups)
SP503 *Psychology Project* (supervision of 5 final-year projects)
- 1999/2000 Postgraduate Teaching:
SP801 *Advanced Statistics and Methodology* (course convenor, 2-term lecture / workshop course for MSc and 1st year MPhil/PhD students)
SP836 *Advanced Attitudes and Persuasion* (course convenor, 1-term lecture / seminar course for MSc students)
- Undergraduate Teaching:

- SP300 *Psychology Statistics and Practical* (contributing one experimental demonstration for first-year students)
- SP500 *Psychology Statistics and Practical* (contributing a half-term practical for 2nd year students, 14 groups)
- SP503/509 *Psychology Project / Clinical Psychology Project* (supervision of 8 final-year projects)
- SP568 *Attitudes and Persuasion* (course convenor, 1-term lecture / seminar course for final year undergraduates)

2000/2001 Postgraduate Teaching:

- SP801 *Advanced Statistics and Methodology* (course convenor, 2-term lecture / workshop course for MSc and 1st year MPhil/PhD students)
- SP836 *Advanced Attitudes and Persuasion* (course convenor, 1-term lecture / seminar course for MSc students)

Undergraduate Teaching:

- SP300 *Psychology Statistics and Practical* (contributing one experimental demonstration for first-year students)
- SP500 *Psychology Statistics and Practical* (contributing a half-term practical for 2nd year students, 14 groups)
- SP503 *Psychology Project / Clinical Psychology Project* (supervision of 6 final-year projects)
- SP568 *Attitudes and Persuasion* (course convenor, 1-term lecture / seminar course for final year undergraduates)

Universität Bielefeld

- w2001/2 *Introduction to Social Psychology* (lectures)
Social Psychology Research Practical (4 hrs./week)
Seminar on Current Research in Social Psychology
- s2002 *Attitudes and Persuasion*
Recent Issues in Social Cognition
Social Influence through Minorities and Majorities
Seminar on Current Research in Social Psychology
- w2002/3 [No teaching - research sabbatical]
- s2003 *Social Psychology Research Practical* (4 hrs./week)
Seminar on Current Research in Social Psychology
Social Influence
Sexism
- w2003/4 *Introduction to Social Psychology (Part 1)* (lectures)
Seminar on Current Research in Social Psychology
Current Issues in Social Cognition
Attitudes and Persuasion
- s2004 *Introduction to Social Psychology (Part 2)* (lectures)
Seminar on Current Research in Social Psychology
Social Psychology Research Practical (4 hrs./week)
Conscious and Nonconscious Social Cognition (3 hrs/week)
- w2004/5 *Introduction to Social Psychology (Part 1)* (lectures)
Seminar on Current Research in Social Psychology
Social Influence by Minorities and Majorities
Process Models of Persuasion (3 hrs/week)

- s2005 *Introduction to Social Psychology (Part 2)* (lectures)
Seminar on Current Research in Social Psychology
Social Psychology Research Practical (4 hrs./week)
- w2005/6 *Introduction to Social Psychology: Theoretical Perspectives and Social Judgment* (lectures)
Seminar on Current Research in Social Psychology
Theories of Social Psychology
Current Topics in Social Judgment (3 hrs/week)
- s2006 *Introduction to Social Psychology: Interpersonal and Group Processes* (lectures)
Seminar on Current Research in Social Psychology
Social Psychology Research Practical (4 hrs./week)
Group Processes and Intergroup Relations (with Nina Vanselow)
How Suggestible is Our Memory? (with René Kopietz)
Sexism (with Friederike Eysel)
- w2006/7 *Introduction to Social Psychology: Theoretical Perspectives and Social Judgment* (lectures)
Seminar on Current Research in Social Psychology
Process Models of Persuasion
- s2007 *Seminar on Current Research in Social Psychology*
- w2007/8 *Social Psychology: Theoretical Perspectives and Social Judgment* (lectures)
Seminar on Current Research in Social Psychology
- s2008 *Social Psychology: Social Interaction and Group Processes* (lectures)
Seminar on Current Research in Social Psychology
- w2008/9 *Social Psychology: Theoretical Perspectives and Social Judgment* (lectures)
Seminar on Current Research in Social Psychology
- s2009 *Social Psychology: Social Interaction and Group Processes* (lectures)
Seminar on Current Research in Social Psychology
- w2009/10 [No teaching - research sabbatical]
- s2010 *Social Psychology: Social Interaction and Group Processes* (lectures)
Seminar on Current Research in Social Psychology
Stanley Milgram: Life and Work
Influence: Science and Practice
Social Neuroscience (with Philipp Süßenbach)
- w2010/11 Undergraduate Teaching (BSc)
Introduction to Social Psychology: Social Judgment (lectures)
Seminar on Current Research in Social Psychology
 Postgraduate Teaching (MSc)
Research Seminar I: Experimental Social Psychology
- s2011 Undergraduate Teaching (BSc)
Introduction to Social Psychology: Social Interaction and Group Processes (lectures)
Seminar on Current Research in Social Psychology
 Postgraduate Teaching (MSc)
Research Seminar II: Experimental Social Psychology
- w2011/12 Undergraduate Teaching (BSc)
Introduction to Social Psychology: Social Judgment (lectures)
Seminar on Current Research in Social Psychology
 Postgraduate Teaching (MSc)
Advanced Seminar on Current Research in Social Psychology

STUDENT SUPERVISION

Professorial member of the Graduate College on "Group-focused Enmity," Universities of Bielefeld and Marburg (2007 - present).

Habilitation Thesis Supervised

Echterhoff, Gerald (2007). *Gedächtnis und Erinnerung im Kontext: Soziale, kommunikative und gesellschaftliche Einflüsse*. (Universität Bielefeld, Habilitation 2004-2007).

Doctoral Dissertations Supervised or Co-Supervised

Hans-Peter Erb (Heidelberg, 1994-1996)
Susanne Rank (Heidelberg, 1994-1997)
Thomas Weinerth (Mannheim, 1997-1999)
Frank Siebler (Mannheim and Kent, 1997-2002)
Friederike Eyssel (Bielefeld, 2005-2007)
René Kopietz (Bielefeld, 2005-2009)
Nina Vanselow (Bielefeld, 2006-2009)
Raquel Crespillo (Bielefeld, 2007-2009)
Kirsten Heitland (Bielefeld, 2007-2010)
Marie Ilic (Bielefeld, 2007-present)
Nina Dickel (2008-present)
Sarah Niemeier (2008-2012)
Heike Brenner (Bielefeld, 2009-present)
Héctor Carvacho García (Bielefeld, 2009-present)
Benjamin Liersch (Bielefeld, 2009-present)
Philipp Süßenbach (Bielefeld, 2009-2012)
Charlotte Diehl (Bielefeld, 2010-present)
Anne-Katrin Henseler (Bielefeld, 2010-present)
Lungile Nyathi (Bielefeld, 2010-present)
Jonas Rees (Bielefeld, 2011-present)
Melanie Schäfer (Bielefeld, 2011-present)

Mentor in Associate Teacher Accreditation Programme, University of Kent, for:

Liz Steadman (1999-2000)

Master's Theses or Diploma Theses Supervised

Universität Heidelberg, Dipl.-Psych.

Uwe Harlacher (1987)
Marion Brodnicke, Roland Fellhauer, Ina Knoblauch, Christiane Sperling (1988)
Christina Weisbrod (1991)
Sabine Sturm (1994)

Universität Mannheim, Dipl.-Psych.

Gerlinde Kißler, Peter Schubert, Beate Volk (1989)
Andrea Hauschildt, Bärbel Knäuper (1990)
Waja Apostolidou, Peter Marz, Hans Mörmann, Ute Rademacher (1991)
Elisabeth Ehlert (1994)
Elisabeth Frank, Marc-André Reinhard (1995)

Alexander Goersch, Peter Meier, Birgit Naumer, Thomas Weinerth (1996)
Sabine Einwiller, Yvonne Raaijmakers, Markus Ruder, Stefanie Schulze (1997)
Jürgen Schmelcher (1998)

University of Kent, MSc

Efthymios Lampridis (1998/1999)
Konstantinos Arfanis, Raffaele Calitri, Catherine Hope (1999/2000)
Unna Danner, Kerry Rees (2000/2001)

Universität Bielefeld, Dipl.-Psych.

Annie Fischer (2003)
Saskia Sabelus, Regine Steiner, Petra Thun, Renate Werner (2004)
Ute Michaelis (2005)
Svenja Beßling, Maik Heidebruch, Kirsten Heitland, Kirsten Kreh, Anna-Maria Pfaff, Sonja Schmidt, Nina Vanselow (2006)
Friederike Haberland, Jens Hellmann, Juliane Katzer, Karsten Klein, Katharina Weiß (2007)
Katrin Ahlborn, Nils Henker, Sabrina Köpke, Claudia Melcher (2008)
Philipp Süßenbach (2009)
Charlotte Diehl, Isabella Dziambor, Ruth Riemen, Melanie Schäfer (2010)
Caroline Erdmann, Tina Menken (2011)
Carolin Häger-Stölting, Michael Marotta, Katja Pohlheim, Katharina Wolf (in preparation)

Universität Bielefeld, MSc

Svenja Albrecht, Lena Schlüter (2011/2012)

Bachelor's Theses Supervised

New York University, BSc Honors Thesis

Alexandra Barzvi (1992)

University of Kent, BSc

Paul Corcoran, Mathew Curtis, Rea Maharaj, Louise Rook, Anna Swift (1998/1999)
Kelly Baker, Norman Bygrave, Marte Hagen McCombe, Stephanie Hawkins, Caron Hughes, Chris Jarvis, Anna zum Kolk, Janusz Leszczynski, Finn Olav Voie (1999/2000)
Karin Bonnichon, Helene Eriksen, Emily Keane, Cara McCarthy, Charlotte Stride, Sarah Tout (2000/2001)

Universität Bielefeld, BSc

Henriette Flachmann, Julia-Alina Rabe, Lena Schlüter (2009/2010)
Marie-Luise Alder, Nicole Große, Julia Haller, Michael Papendick, Katerina Richter, Tabea Scherpe (2010/2011)
Selina Helmke, Pia Kobusch, Melina Kreft (2011/2012)

MEMBERSHIP IN PROFESSIONAL ASSOCIATIONS

American Psychological Association (APA; international affiliate), 1991-present
Association for Psychological Science (APS; formerly American Psychological Society), 1992-present
Association of University Teachers, 1998 - 2001
Deutsche Gesellschaft für Psychologie (DGPs) [German Psychological Association], 1988-present.
 Fachgruppe Sozialpsychologie [Social Psychology Division of DGPs], 1988-present
 Fachgruppe Differentielle Psychologie [Personality Psychology Division of DGPs], 1992-2008
Deutscher Hochschulverband [German University Teachers' Association], 2005-present
European Association of Social Psychology (EASP; formerly EAESP), 1990-present

European Social Cognition Network (ESCON), 2003-present
International Social Cognition Network (ISCON), 2005-present
Sexual Offences Research Initiative (SORI), 2006-present
Social Psychology Network (SPN), 2006-present [<http://bohner.socialpsychology.org/>]
Society of Experimental Social Psychology (SESP), Member 1996-2009, Fellow 2009-present
Society for Personality and Social Psychology (SPSP), 1993-present
Society for the Psychology of Women (APA Division 35; affiliate), 2001-present

PROFESSIONAL SERVICES AND EXPERIENCES

Honorary Positions / External Board Memberships, Teaching, and Examining

- *Honorary Professor*, Centre of Research and Education in Forensic Psychology (CORE FP), University of Kent (UK), 2011 - present.
- *External PhD Examiner*, Mercedes Durán, Department of Psychology, University of Granada, Spain, 2010.
- *Member of the International Board of Scientists*, MIDE UC Centro de Medición, Escuela de Psicología, Facultad de Ciencias Sociales, Pontificia Universidad Católica de Chile, 2009 - present.
- *Invited Consultant*, Postgraduate Program, University of Granada, Spain, February 2009.
- *External PhD Examiner*, Jackie de Wet, Faculty of Humanities, University of Pretoria, South Africa, 2008.
- *Invited Expert Consultant*, 7th Consultation Seminar, International Graduate College "Conflict and Cooperation Between Social Groups", Jena, Germany, October 2008.
- *External Reviewer of Habilitation Thesis*, Dr. Birte English, Philosophische Fakultät III, Universität Würzburg, Germany, 2006.
- *External PhD Examiner*, Victoria J. Willan, University of Central Lancashire, Preston, UK, 2004/05.
- *Invited Lectures in Social Psychology*, Department of Psychology, Pontificia Universidad Católica de Chile, Santiago, Chile, September 2003 and September 2004.
- *Invited External Teacher*, Workshop on "Attitudes"; International Postgraduate Summer School of the European Association of Experimental Social Psychology, Clermont-Ferrand, France, 9 to 22 July 2000.

Meetings Organised, Symposia and Paper Sessions Chaired

- *Sexual Aggression* (Chair), Panel at the XVI Workshop Aggression, Marburg, Germany, November 11-12, 2011.
- *Criminal Justice Responses to Sexual Assault: An International and Interdisciplinary Perspective on the Attrition Problem*, Conference organized with Barbara Krahe, Potsdam, Germany, 10 to 13 September 2009.
- *Ordinary Devaluation* ["Die ganz normale Abwertung"] (Symposium chaired with Kirsten Heitland and Andreas Zick), 12th Tagung der Fachgruppe Sozialpsychologie, Luxembourg, 2 to 4 September 2009.
- *Paper Session on "Legal Actions and Procedural Fairness"* (Convenor), ESCON 2008: 10th Transfer of Knowledge Conference, Volterra, Italy, 3 to 7 September 2008.
- *Sexual Aggression: Social, Individual, and Professional Attitudes* (Symposium chaired with Barbara Krahe), XXIX International Congress of Psychology, Berlin, 20 to 25 July 2008. [Abstract published in *International Journal of Psychology*, 2008, Vol. 43(3-4), p. 373]
- *Chair of a "programmatically paper" presentation*, 45th Kongress der Deutschen Gesellschaft für Psychologie, Nuremberg, September 2006.
- *Persuasion* (Symposium chaired with Hans-Peter Erb), 48th Tagung experimentell arbeitender Psychologen, Mainz, Germany, 26 to 29 March 2006.
- *Close Relationships* (Chair of paper session), 10th Tagung der Fachgruppe Sozialpsychologie, Jena, Germany, 25 to 28 September 2005.

- *Social Cognitions about Sexual Violence* (Chair with Barbara Krahé), Symposium, 14th General Meeting of the European Association of Experimental Social Psychology, Würzburg, Germany, 19 to 23 July 2005.
- *Chair of a "programmatic paper" presentation*, 44th Kongress der Deutschen Gesellschaft für Psychologie, Göttingen, September 2004.
- *Member of the Program Committee*, 43rd Kongress der Deutschen Gesellschaft für Psychologie, Berlin, September 2002.
- *Social Cognition I* (Chair), 43rd Kongress der Deutschen Gesellschaft für Psychologie, Berlin, September 2002.
- *Perceiving Sexual Aggression: Cognitive and Motivational Aspects of Processing Rape-related Information* (Chair: Barbara Krahé), Discussant. Symposium, 13th General Meeting of the European Association of Experimental Social Psychology, San Sebastian, Spain, June 2002.
- *Processes of Attitude Change* (Chair: Philip Brömer and René Ziegler), Discussant. 8th Tagung der Fachgruppe Sozialpsychologie, Würzburg, Germany, September 2001.
- *Cognitive Processes in Social Influence and Persuasion* (Chair with Robin Martin). Symposium, 12th General Meeting of the European Association of Experimental Social Psychology, Oxford, July 1999.
- *Attitude Change: Basic Issues, Modeling, and Applications* (Chair with Michaela Wänke). Symposium, 41st Kongress der Deutschen Gesellschaft für Psychologie, Dresden, September / October 1998.
- *Social Influence Processes in Everyday Life* (Discussant). Paper Session, East-West Meeting of the European Association of Experimental Social Psychology, Gommern, Germany, April 1998.
- *Cognitive Processes in Majority and Minority Influence* (Chair and Discussant, with Robin Martin). British Psychological Society Social Psychology Section Annual Conference, University of Sussex, Brighton, UK, September 1997.
- *Attitude Change and Attitude Formation* (Chair with Jörg Doll). Symposium, 6th Tagung der Fachgruppe Sozialpsychologie, Konstanz, Germany, June 1997.
- *Processes of Attitude Formation and Attitude Change* (Chair with Michaela Wänke). Symposium, 40th Kongress der Deutschen Gesellschaft für Psychologie, Munich, September 1996.
- *Social Influence and Persuasion* (Chair). Paper Session, Fourth European Small Group Meeting on Social Cognition, Schiermonnikoog, The Netherlands, April 1996.
- *Process Models of Social Judgment* (Chair). Symposium, 38th Tagung experimentell arbeitender PsychologInnen, Eichstätt, Germany, April 1996.
- *Person Perception / Affect* (Chair with Friederike Holz-Ebeling). Paper Session, 5th Tagung der Fachgruppe Sozialpsychologie, Potsdam, Germany, June 1995.
- *Processes of Attitude Formation and Attitude Change* (Chair with Michaela Wänke). Symposium, 39th Kongress der Deutschen Gesellschaft für Psychologie, Hamburg, September 1994.
- *Cognition I* (Chair). Paper Session, 3rd Tagung der Fachgruppe Sozialpsychologie, Mannheim, June 1991.
- *Emotion and Cognition* (Chair). Paper Session, 33rd Tagung experimentell arbeitender Psychologen, Giessen, Germany, March 1991.

Participation in Workshops

- Central Colloquium of the Graduate College on "Group-focused Enmity" (held jointly with the *XVI Workshop Aggression*), Marburg, Germany, November 11-12, 2011.
- Summer School of the Graduate College on "Group-focused Enmity", Wedendorf, Germany, August 28 - September 2, 2011.
- Central Colloquium of the Graduate College on "Group-focused Enmity", Bielefeld, Germany, May 12-14, 2010.
- Central Colloquium of the Graduate College on "Group-focused Enmity", Marburg, Germany, November 18-20, 2010.
- Summer School of the Graduate College on "Group-focused Enmity": Workshop *"The Consequences of Prejudice and Discrimination for Their Targets"* (with Manuela Barreto), Berlin, August 22-27, 2010.

- Central Colloquium of the Graduate College on "Group-focused Enmity", Bielefeld, Germany, May 28-29, 2010.
- Central Colloquium of the Graduate College on "Group-focused Enmity", Marburg, Germany, January 15-16, 2010.
- Summer School of the Graduate College on "Group-focused Enmity": Workshop "*Stereotypes and Prejudice*" (with Eva Green), Berlin, September 21-25, 2009.
- Central Colloquium of the Graduate College on "Group-focused Enmity", Marburg, Germany, December 12-13, 2008.
- Summer School of the Graduate College on "Group-focused Enmity": Workshop "*Stereotype Content Model / BIAS Map*" (with Amy Cuddy), Bad Driburg, Germany, September 22-26, 2008.
- Central Colloquium of the Graduate College on "Group-focused Enmity", Bielefeld, Germany, November 22-23, 2007.
- Summer School of the Graduate College on "Group-focused Enmity": Workshop "*Sexism*" (with Peter Glick), Bad Laasphe, Germany, September 10-14, 2007.
- Central Colloquium of the Graduate College on "Group-focused Enmity", Marburg, Germany, March 6-7, 2007.
- Workshop of the Interdisciplinary Forum on Forensics (IFF) on "*Power–Closeness–Violence(?) : Crimes of (Sexual) Violence and Homicide Within Close Social Relationships*", November 3-4, 2005, Bremen, Germany.
- 5th Workshop on *Implicit Representations and Personality*, June 24-25, 2005, Humboldt University Berlin.
- Workshop of the DFG (German Research Council) Research Network on "*Implicit Representations and Personality*", May 9-10, Berlin, Germany.
- Workshop of the DFG Network on "*Implicit Assessment*", January 24-25, 2003, Bonn, Germany.
- Colloquium of the DFG Network "*Information Processing in the Social Context*", June 30 - July 2, 2000, Seon Monastery, Germany.
- Colloquium of the DFG Network "*Information Processing in the Social Context*", January 28-30, 1999, Bamberg, Germany.
- *Colloquium* of the DFG Network "*Information Processing in the Social Context*", November 28-29, 1997, Hassfurt, Germany.
- "*Connectionism and Social Cognition*". Thematic Workshop of the DFG Network "*Information Processing in the Social Context*", January 10-11, 1997, Würzburg, Germany.
- Colloquium of the DFG Network "*Information Processing in the Social Context*", December 8-9, 1995, Wetzlar, Germany.
- Methodology Workshop of the DFG Network "*Information Processing in the Social Context*", June 1-3, 1995, Otzenhausen, Germany

University / Faculty Committees and Administrative Duties

Appointments Outside of Own University

External member of a search committee for a professorship in Social Psychology, Faculty of Social Sciences, Philosophy and Theology (14) at the University of Dortmund, 2003.

University of Mannheim

Member of a committee for the budgeting and acquisition of personal computers, 1991.

Member of a committee reviewing applications for state graduate scholarships, 1992 - 1998.

Elected member of the General Faculty Council, Faculty of Social Sciences, 1995 - 1998.

Member of a teaching quality assurance committee, Faculty of Social Sciences, 1996 - 1998.

Member of a selection panel for an Associate Professorship in Social Psychology, 1996.

University of Kent

Member of interview panels for Departmental Postgraduate Studentships, 1998, 1999, 2000.
Member of selection panel for a Lectureship in Health Psychology, 1999.
Member of search panel for a Chair in Cognitive Psychology, 1999.
Internal Examiner for the PhD degree, 1999.
Director of Graduate Studies Psychology, 1999 - 2001.

University of Bielefeld

Deputy Head of the Committee for Quality Enhancement, Department of Psychology, 2011 - present.
Member of the admissions panel for the MSc in Psychology program, 2011.
Member of the Faculty of Psychology and Sports Science selection panel for student funding by the "Studienfonds OWL" (Study Foundation Ostwestfalen-Lippe), 2011.
Member of a selection panel for a Chair in Work and Organizational Psychology, 2001 - 2002.
Head of the Committee for Public Relations, Department of Psychology, 2001 - 2004.
Member of the Board of Examiners for the admission of mature students in Psychology, 2001 - 2002 and 2005 - 2006.
Elected Deputy Member of the Psychology Examination Board, 2002 - 2009.
Examiner / Referee in several PhD and Habilitation committees, 2002 - present.
Elected Member of the Faculty Conference of the Faculty for Psychology and Sport Science, 2002 - 2009 and 2010 - present.
Member of a selection panel for a Chair in Educational Psychology, 2003 - 2004.
Head of the Board of Examiners for the admission of mature students in Psychology, 2004 - 2005.
Elected Member of the Research Committee of the Faculty for Psychology and Sport Science, 2004 - 2009.
Member of a selection panel for a Chair in Personality Psychology and Diagnostics, 2005 - 2007.
Dean of Studies (Psychology) of the Faculty for Psychology and Sports Science, 2005 - 2007.
Head of a committee for the introduction of new BSc and MSc programmes in Psychology, 2005 - 2007.
Head of a selection panel for an Associate Professorship in Research Methods and Quality Management, 2005 - 2007.
Member of a selection panel for a Chair in General Psychology, 2007.
Dean (Faculty for Psychology and Sports Science) and Head of Department (Psychology), 2007 - 2009.
Member of the Executive Board, Institute for Research on Conflict and Violence, 2008 - present.
Deputy Head of Department (Psychology), Dec 2010 - March 2011.
Head of a selection panel for an Associate Professorship in Research Methods and Evaluation, 2010 - 2011.

INVITED PRESENTATIONS

2012 -2014

Erb, H.-P., Bohner, G., Thoben, D. F., & Dickel, N. (2012, June). *Mind over matter: Target states, not stimulus characteristics, determine information processing in minority influence*. Invited presentation, 6th EASP Small Group Meeting on Minority Influence, Delphi, Greece.

2009 - 2011

Bohner, G. (2011, October). *Förderung umweltschonenden Verhaltens bei Hotelgästen: Ein Feldexperiment* [Promoting environment-friendly behavior in hotel guests: A field experiment]. Invited presentation, Fachbereich 8 Psychologie, University of Koblenz-Landau, Landau, Germany.

Bohner, G. (2011, August). *Rape myth acceptance as a cognitive schema: Evidence for processing biases from judgmental and eye-tracking data*. Invited presentation, Department of Psychology, University of Tromsø, Norway.

- Bohner, G. (2011, January). *Aggression gegen "unbeteiligte" Fremdgruppen als Folge der Bedrohung einer sozialen Identität?* [Aggression against "uninvolved" outgroups as a consequence of a threatened social identity?]. Invited seminar, Department of Psychology, University of Münster, Germany.
- Bohner, G. (2010, November). *Attitudes toward sexual aggression*. Invited keynote address, XV Workshop Aggression, Bonn, Germany, 4-6 November 2010.
- Bohner, G. (2010, June). *Mythen über sexuelle Aggression: Ihr Einfluss auf Emotion, Kognition und Verhalten* [Sexual aggression myths: Their impact on affect, cognition, and behavior]. Invited seminar, Helmut Schmidt University Hamburg, 22 June 2010.
- Bohner, G. (2009, February). *How sexy are sexist men? Women's perception of male sexism*. Invited seminar, University of Granada, Spain, 18 February 2009.
- Bohner, G. (2009, February). *Functions of Rape Myth Acceptance: Cognitive, Affective, Behavioral*. Invited seminar, University of Granada, Spain, 19 February 2009.

2006 - 2008

- Bohner, G. (2008, October). *Effects of irrelevant information on judgments of guilt in a rape case: The moderating role of rape myths and hostile sexism*. Department of Psychology, University of Bergen, Norway.
- Heitland, K., & Bohner, G. (2008, October). *Reducing prejudice via arousal of cognitive dissonance: The interplay of choice, threat, and preference for consistency*. Social Psychology Area Meeting, Department of Psychology, University of California, Santa Barbara, USA.
- Bohner, G. (2008, March). *Wie sexy sind sexistische Männer? Männlicher Sexismus in der Wahrnehmung von Frauen* [How sexy are sexist men? Male sexism in women's perception]. Faculty of Science, University of Graz, Austria.
- Bohner, G. (2007, August). *How sexy are sexist men? Women's perception of male sexism*. Department of Psychology, University of Cape Town, South Africa.
- Bohner, G. (2007, August). *How sexy are sexist men? Women's perception of male sexism*. Faculty of Humanities, University of Pretoria, South Africa.
- Bohner, G. (2007, August). *Two-sided messages in advertising*. Department of Psychology, University of Pretoria, South Africa.
- Bohner, G. (2007, June). *Zweiseitige Botschaften in der Produktwerbung: Eine sozialpsychologische Analyse* [Two-sided messages in advertising: A social psychological analysis]. Department of Psychology, University of Jena, Germany.
- Bohner, G. (2007, June). *Zweiseitige Botschaften in der Produktwerbung: Neuere Erkenntnisse aus Sozial- und Konsumentenpsychologie* [Two-sided messages in advertising: Recent insights from social and consumer psychology]. Department of Psychology, University of Jena, Germany, Psychologisches Institut, Universität Magdeburg.
- Bohner, G. (2007, May). *Wie "sexy" sind sexistische Männer? Männlicher Sexismus in der Wahrnehmung von Frauen* [How "sexy" are sexist men? Women's perception of male sexism]. Departmental Seminar in Psychology, University of Magdeburg, Germany.
- Bohner, G. (2007, April). *Wie "sexy" sind sexistische Männer? Männlicher Sexismus in der Wahrnehmung von Frauen* [How "sexy" are sexist men? Women's perception of male sexism]. Departmental Seminar in Psychology, University of Basel, Switzerland.
- Bohner, G. (2006, June). *Wie "sexy" sind sexistische Männer? Männlicher Sexismus im Urteil von Frauen* [How sexy are sexist men? Male sexism in women's judgment]. Invited seminar on "New Perspectives in Psychology", Institute of Psychology, Martin Luther University, Halle-Wittenberg, Germany.
- Bohner, G. (2006, February). *Reactions to infidelity in siblings' and friends' relationships*. School of Psychology, University of Plymouth, UK.

2003 - 2005

- Bohner, G. (2005, December). *Reaktionen auf Untreue in den Paarbeziehungen von Geschwistern und FreundInnen: Vergleichende Überprüfung evolutionärer und soziokultureller Hypothesen* [Reactions to infidelity in siblings' and

friends' intimate relationships: Comparative test of evolutionary and sociocultural hypotheses]. Social Psychology Seminar, University of Erlangen-Nürnberg, Germany, 1 December 2005.

Bohner, G. (2005, October). *"Wie würden Sie entscheiden?" - Zum Einfluss irrelevanter Information auf Schuldurteile* ["How would you decide?" - The influence of irrelevant information on judgments of guilt]. Philosophical Faculty of the University of Bonn, Germany, 28 October 2005.

Bohner, G. (2004, December). *Implicit measures of intergroup evaluation*. Meeting of the Transatlantic Research Group on Shared Reality in Communication, Columbia University, New York, 2-3 December 2004.

Bohner, G. & Steiner, R. (2004, September). *How sexy are sexist men? Women's perception of male sexism*. Department of Psychology, Pontificia Universidad Católica de Chile, Santiago, Chile.

Bohner, G. (2004, June). *Einstellungen, Informationsverarbeitung und Verhalten: Überblick über laufende Forschungsprogramme und Planungen für die Zukunft* [Attitudes, Information Processing and Behaviour: Overview of Current Research and Plans for the Future]. Invited presentation, Department of Psychology, University of Salzburg, Austria.

Bohner, G. (2004, February). *Klein, aber gemütlich: Persuasion als sequenzieller Prozess* [Small but comfortable: Persuasion as a sequential process]. Invited presentation, Department of Psychology, University of Tübingen, Germany.

Bohner, G. (2003, November). *Past and Present Research, Future Plans and Contribution to the Department*. Invited presentation, Department of Social Psychology, University of Kent, Canterbury, UK.

Bohner, G. (2003, November). *Akzeptanz von Vergewaltigungsmysmen: Einstellungen und Normen als Prädiktoren sexueller Aggressionsbereitschaft* [Rape myth acceptance: Attitudes and norms as predictors of sexual aggression proclivity]. Invited presentation, Faculty for Educational Science, University of Cologne.

Bohner, G. (2003, September). *When small means comfortable: Cognitive processes in two-sided persuasion*. Invited presentation, Department of Psychology, Pontificia Universidad Católica de Chile, Santiago, Chile.

Bohner, G. (2003, May). *Statement of research interests*. Invited presentation, Department of Social Psychology, University of Sussex, Falmer, UK.

Bohner, G. (2003, April). *Einstellungen und soziale Normen als Prädiktoren der Bereitschaft zu sexueller Gewalt* [Attitudes and social norms as predictors of the proclivity to exert sexual violence]. Invited presentation, Department of Psychology, University of Salzburg, Austria.

Bohner, G. (2003, February). *Klein aber gemütlich: Zweiseitige Botschaften in der Produktwerbung* [Small but comfortable: Two-sided messages in advertising]. Invited presentation, Department of Psychology, University of Freiburg, Germany.

Chiroro, P., Bohner, G., & Viki, G. T. (2003, June). *Motivations for rape: A mediational analysis of the effects of sexual arousal and sexual dominance on the relationship between rape myth acceptance and rape proclivity*. Invited presentation, University of Cape Town, South Africa.

Chiroro, P., Bohner, G., & Viki, G. T. (2003, April). *Rape myth acceptance and rape proclivity: Expected dominance versus expected arousal as mediators in acquaintance-rape situations*. Seminar presentation to the Department of Psychology, University of Pretoria, South Africa.

2000 - 2002

Bohner, G. (2002, December). *Geringe Auswahl und hoher Energieverbrauch als Verkaufsargumente: Zur Wirkungsweise zweiseitiger persuasiver Botschaften* [Low choice and high energy consumption as selling points: On the functioning of two-sided persuasive messages]. Invited presentation, Department of Social Psychology, University of Mannheim.

Bohner, G. (2002, December). *"Klein aber gemütlich" - Neues zur Verarbeitung zweiseitiger persuasiver Botschaften* ["Small but comfortable" - New findings on the processing of two-sided persuasive messages]. Invited presentation, Department of Social and Economic Psychology, University of Basel, Switzerland.

Bohner, G. (2002, December). *Vergewaltigungsmysmen* [Rape myths]. Invited presentation, Department of Social and Economic Psychology, University of Basel, Switzerland.

Bohner, G. (2002, November). *Einflüsse von Stimmungen und Emotionen auf die Verarbeitung persuasiver Botschaften* [Effects of moods and emotions on the processing of persuasive messages]. Invited presentation, Institute for Economic and Social Psychology, University at Cologne.

- Bohner, G. (2002, October). *Gender-specific functions of rape myths*. Invited presentation, Faculty of Social Sciences, International University Bremen, Germany.
- Bohner, G. (2002, October). *"When small means comfortable": Cognitive mediators of two-sided persuasion*. Invited presentation, Faculty of Social Sciences, International University Bremen, Germany.
- Bohner, G. (2002, October). *Vergewaltigungsmythen: Zur Verbreitung und Funktion opferfeindlicher Einstellungen*. Invited presentation, Psychiatric Clinic of the University Halle-Wittenberg, Germany.
- Bohner, G. (2002, July). *Klein, aber gemütlich: Experimente zur Wirkungsweise zweiseitiger persuasiver Botschaften* [Small but comfortable: Experiments on the effects of two-sided messages]. Invited presentation as part of a lecture series, Graduate College on "Task-oriented Communication", Faculties of Technology / Linguistics and Literature, University of Bielefeld.
- Bohner, G. (2002, May). *Affect and persuasion: Effects on amount and content of processing*. Invited presentation, Université Paris X (EA 1588 "Psychologie Sociale des Comportements et des Cognitions").
- Bohner, G. (2002, March). *Gender-specific functions of rape myths*. Invited presentation, Graduate Program in Psychology, Pontificia Universidad Católica de Chile, Santiago, Chile.
- Bohner, G. (2001, June). *Geschlechtsspezifische Funktionen von Vergewaltigungsmythen* [Gender-specific functions of rape myths]. Invited presentation, Universität Regensburg, Germany.
- Bohner, G. (2001, June). *Studieren in Canterbury* [Studying at Canterbury]. Presentation for prospective exchange students within the ERASMUS / SOCRATES partnership between the University of Kent and the University of Würzburg, Würzburg.
- Bohner, G. (2000, November). *Gender-specific functions of rape myths*. Invited Seminar, University of Southampton, UK.
- Bohner, G. (2000, June). *Vergewaltigungsmythen* [Rape myths]. Invited presentation, Plenary Symposium on "Sexual Violence against Women and Girls", 53rd Congress of the German Association for Gynaecology and Obstetrics, Munich.

1997 - 1999

- Bohner, G. (1999, November). *Vergewaltigungsmythen: Zur Verbreitung und Funktion opferfeindlicher Einstellungen* [Rape myths: On the prevalence and function of anti-victim attitudes]. Presentation invited by the Women's Office, Magistrate of the City of Vienna, held at the Conference "Angriffe -- Übergriffe: Sexuelle Gewalt gegen Frauen", Vienna.
- Bohner, G. (1999, June). *Klein, aber gemütlich: Kognitive Prozesse bei der Verarbeitung zweiseitiger Botschaften* [Small but comfortable: Cognitive processing of two-sided messages]. Invited presentation, University of Bielefeld, Germany.
- Bohner, G. (1999, May). *"Klein, aber fein": Kognitive Prozesse bei der Verarbeitung zweiseitiger Botschaften* [Small but precious: Cognitive processing of two-sided messages]. Invited presentation, University of Trier, Germany.
- Bohner, G. (1999, March). *Small but comfortable: Cognitive mediators of two-sided persuasion*. Invited Seminar, Cardiff University, Cardiff, UK.
- Bohner, G. (1998, June). *Klein, aber gemütlich: Kognitive Prozesse bei der Verarbeitung zweiseitiger Botschaften* [Small but comfortable: Cognitive processing of two-sided messages]. Invited presentation, Technical University Dresden, Germany.
- Bohner, G. (1998, March). *"Small but comfortable": Cognitive mediators of two-sided persuasion*. Invited presentation, University of Kent, Canterbury, UK.
- Bohner, G. (1998, January). *"Klein, aber gemütlich": Kognitive Prozesse bei der Verarbeitung zweiseitiger persuasiver Botschaften* ["Small but comfortable": Cognitive processing of two-sided persuasive messages]. Invited presentation, Department of Psychology, Teachers' College Erfurt, Germany.
- Bohner, G., & Weinerth, T. (1998, November). *Proper problem or propaganda? Negative affect may increase or decrease message processing depending on its interpretation*. Invited presentation, Sociology and Social Psychology Seminar, University of Sussex, School of Social Sciences, Brighton, UK.
- Bohner, G., & Weinerth, T. (1998, November). *Proper problem or propaganda? Negative affect may increase or decrease message processing depending on its interpretation*. Invited Seminar, University of Exeter, UK.
- Siebler, F., & Bohner, G. (1998, February). *Zwei-Prozess-Modelle und Neuronale Netze -- eine Anwendung konnektionistischer Ansätze auf das Heuristic-Systematic Model (HSM)* [Dual-process models and neural networks -- an application of connectionist approaches to the heuristic-systematic model (HSM)]. Invited presentation, Department of Psychology (Psychologie II), University of Würzburg, Germany.

- Bohner, G. (1997, November). *Zur Passung von Verarbeitungszielen und heuristischen Inferenzen bei der Verarbeitung persuasiver Botschaften* [On the correspondence of processing goals and heuristic inferences in the processing of persuasive messages]. Invited presentation, Department of Psychology (Psychologie II), University of Würzburg, Germany.
- Bohner, G. (1997, May). *Sozialer Einfluß durch Minderheiten und Mehrheiten* [Social influence by minorities and majorities]. Inauguration lecture, University of Mannheim, Germany.
- Bohner, G. (1997, January). *Stimmung und Handlungskontrolle* [Affect and action control]. "Habilitation" lecture, Faculty for the Social Sciences, University of Mannheim, Germany.
- Siebler, F. & Bohner, G. (1997, May). *Zur Korrelation von Gedankenvalenz und Einstellungsurteil -- eine Monte-Carlo-Studie* [On the correlation of thought valence and attitude judgment—a Monte Carlo study]. Invited presentation, Social Psychology Unit, University of Heidelberg, Germany.

1994 - 1996

- Bohner, G. (1996, November). *Die Verarbeitung von Minderheits- und Mehrheitsargumenten: Eine Analyse auf der Grundlage des heuristisch-systematischen Modells* [Processing of minority and majority arguments: An analysis based on the heuristic-systematic model]. Invited presentation, Department of Psychology, University of Kiel, Germany.
- Bohner, G. (1996, November). *Vergewaltigungsmythen* [Rape myths]. Presentation invited by the Senate's Commission for Equal Rights of Women and by the "Group Against Sexual Harassment" at the University of Mannheim.
- Bohner, G. (1996, October). *Einstellungen zu sexueller Gewalt gegen Frauen* [Attitudes toward sexual violence against women]. Presentation invited by the representative for women's issues, University of Karlsruhe, Germany.
- Bohner, G. (1996, May). *Heuristische und systematische Informationsverarbeitung im sozialen Kontext: Zur Rolle von Erwartungen* [Heuristic and systematic information processing in the social context: The role of expectations]. Invited presentation, Department of Psychology, University of Trier, Germany.
- Bohner, G., & Sturm, S. (1996, January). *Vorurteile über Vergewaltigung und Vergewaltigungsoffer* [Prejudice about rape and rape victims]. Presentation invited by the "Group Against Sexual Violence and Sexual Harassment" at the University of Heidelberg.
- Bohner, G., & Frank, E. (1995, February). *Stimmungseinflüsse auf das Abwägen von Handlungszielen* [Mood influences on the deliberation of action goals]. Invited presentation, Department of Psychology, University of Konstanz, Germany.
- Bohner, G. (1994, April). *Zum Einfluss der Salienz von Vergewaltigung auf den Selbstwert von Frauen und Männern* [The impact of salience of rape on women's and men's self-esteem]. Invited presentation, Department of Psychology, Justus-Liebig University, Giessen, Germany.
- Bohner, G. (1994, February). *Attribution und Minderheiteneinfluss: Zur Rolle der Distinktheit des Themas* [Attribution and minority influence: The role of topic distinctiveness]. Invited presentation, Department of Psychology, University of Trier, Germany.

1989 - 1993

- Bohner, G. (1993, June). *Einmal in der Minderheit oder immer in der Minderheit? Zum Einfluss von Distinktheitsinformation auf soziale Einflussprozesse* [Once in the minority or always in the minority? The impact of distinctiveness information on social influence processes]. Invited presentation, Department of Psychology, University of Zurich, Switzerland.
- Bohner, G. (1993, June). *Sozialer Einfluss durch Minderheiten und Mehrheiten: Eine attributionstheoretische Analyse* [Social influence of minorities and majorities: An attributional analysis]. Invited presentation, Department of Psychoanalysis, University of Frankfurt/Main, Germany.
- Bohner, G. (1992, July). *Mood, message ambiguity, and the interplay of heuristic and systematic processing*. Invited presentation, Social Psychology Group, University of California at Santa Barbara, USA.
- Schwarz, N., Bless, H., & Bohner, G. (1992, July). Should you put your audience in a good mood? Affective states and strategies of attitude change. In W. Stroebe (Chair), *Strategies and processes of attitude change*. Invited symposium, 25th International Congress of Psychology, Brussels. [Abstract published in *International Journal of Psychology*, 1992, Vol. 27(3-4), p. 269]
- Bohner, G. (1991, May). *Gut gelaunt - leicht beeinflussbar? Stimmungen, Emotionen und die Verarbeitung persuasiver Botschaften* [Happy and easy to persuade? Moods, emotions, and the processing of persuasive messages]. Invited presentation, Department of Psychology (Psychologie I), University of Erlangen-Nürnberg, Germany.

- Bohner, G. (1990, November). *Stimmung und Persuasion* [Mood and persuasion]. Invited presentation, Meeting of the "Fachgruppe Sozialpsychologie der DGPs", Garzau, Germany.
- Bohner, G. (1989, April). *Affective states and the generation of persuasive communications*. Invited presentation, Social Psychology Group, University of California at Santa Barbara.
- Schwarz, N., Bless, H., Bohner, G., & Strack, F. (1989). Mood and persuasion: A cognitive response analysis. In T. C. Brock, & R. E. Petty (Chair), *Social psychology of persuasion*. Invited symposium, 24th International Congress of Psychology, Sydney, Australia, August 1988. (ERIC Document Reproduction Service No. ED 301 913).

CONVENTION PAPERS

2012 / In Preparation

- Albrecht, S., Bohner, G., & Süssenbach, P. (2012, September). *Implizite Einstellungen zu einem Vergewaltigungsfall: Beziehung zur Art des Falles, Vergewaltigungsmythenakzeptanz und explizitem Urteil über den Fall* [Implicit attitudes toward a rape case: Their relations to type of case, rape myth acceptance, and explicit case-related judgments]. Paper in preparation for the 48. Kongress der Deutschen Gesellschaft für Psychologie, Bielefeld, Germany.
- Bohner, G. (Chair) (2012, July). *Aggression and violence in a social context: Ethnicity, gender, and attitudes*. Symposium in preparation for the 30th International Congress of Psychology, Cape Town.
- Bohner, G. (2012, July). *Acceptance of modern myths about sexual aggression (AMMSA): A functional theory and recent data*. Symposium paper in preparation for the 30th International Congress of Psychology, Cape Town.
- Diehl, C., & Bohner, G. (2012, September). *Priming mit "mächtigen Männern" vs. "feurigen Frauen" aktiviert unterschiedliche Motive für sexuelle Belästigung* [Priming of "powerful men" vs. "sexy women" activates different motives for sexual harassment]. Paper in preparation for the 48th Kongress der Deutschen Gesellschaft für Psychologie, Bielefeld, Germany.
- Diehl, C., Bohner, G., & Vanselow, N. (2012, April). *Facing a "sexually open" woman vs. a feminist woman moderates links of men's harassment myths and mating orientations with specific forms of sexual harassment*. Paper in preparation for the 54th "Tagung experimentell arbeitender Psychologen", Mannheim, Germany.
- Haller, J., Richter, K., & Bohner, G. (2011, April). *"Pay what you want": The interplay of reciprocity norm and freedom of choosing the price on purchase behavior*. Paper in preparation for the 54th "Tagung experimentell arbeitender Psychologen", Mannheim, Germany.
- Helmke, S., Kobusch, P., Meyer, T., & Bohner, G. (2012, September). *"Wurde Strauss-Kahn Opfer einer Verschwörung?" Politische Einstellungen und Mythen über sexuelle Aggression als Prädiktoren für Verschwörungstheorien in Frankreich und Deutschland* ["Was Strauss-Kahn the victim of a conspiracy?" Political attitudes and myths about sexual aggression as predictors of conspiracy theories in France and Germany]. Paper in preparation for the 48. Kongress der Deutschen Gesellschaft für Psychologie, Bielefeld, Germany.
- Papendick, M., & Bohner, G. (2012, April). *Victim or survivor? Effects of labels on the perception of sexual violence*. Poster in preparation for the 54th "Tagung experimentell arbeitender Psychologen", Mannheim, Germany.

2011

- Becker, J. C., Glick, P., Ilic, M., & Bohner, G. (2011, July). *Damned if she does, damned if she doesn't? Social consequences of accepting versus rejecting benevolent sexist offers for the target and perpetrator*. Presentation at the EASP medium size meeting on Challenging Stereotypes, 6-8 July, Lisbon, Portugal.
- Diehl, C., Helmke, S., Kobusch, P., Papendick, M., Rees, J., Vanselow, N., & Bohner, G. (2011, September). *Facing powerful men versus sexy women activates different motives for sexual harassment*. Poster, Sexual Violence Conference, Middlesex University, London.
- Diehl, C., Helmke, S., Kobusch, P., Papendick, M., Rees, J., Vanselow, N., & Bohner, G. (2011, September). *Weiberheld oder Frauenhasser? - Unterschiedliche Formen sexueller Belästigung lassen sich durch frauenfeindliche Ideologien versus sexuelle Kurzzeitorientierung differentiell vorhersagen* [Lady-killer or misogynist? Different forms of sexual harassment are differentially predicted by hostile ideology versus sexual short-term orientation]. Poster presented at the 13th meeting of the Fachgruppe Sozialpsychologie, Hamburg.
- Diehl, C., Vanselow, N., & Bohner, G. (2011, July). *Lady-killer or misogynist? Hostile degradation vs. initiation of sexual contact as motives for sexual harassment*. Poster presented at the 16th General Meeting of the European Association of Social Psychology, Stockholm.

- Erdmann, C., Bohner, G., Chiroro, P., Visser, E., & Siebler, F. (2011, July). *Studying racist behavior in the laboratory: Further development of a computer harassment paradigm*. Poster presented at the 16th General Meeting of the European Association of Social Psychology, Stockholm.
- Erdmann, C., Bohner, G., Visser, E., Chiroro, P., & Siebler, F. (2011, March). *Erfassung rassistischen Verhaltens im Labor: Weiterentwicklung eines Computer- Belästigungs-Paradigmas* [Assessing racist behavior in the laboratory: Further development of a computer harassment paradigm]. Poster presented at the 53rd "Tagung experimentell arbeitender Psychologen", Halle (Saale), Germany.
- Eyssel, F., Süßenbach, P., & Bohner, G. (2011, July). *In the eye of the beholder: Effects of rape myth acceptance on information search strategies*. Poster presented at the 16th General Meeting of the European Association of Social Psychology, Stockholm.
- Helmke, S., Kobusch, P., Meyer, T., & Bohner, G. (2011, November). *Was Strauss-Kahn framed? Political left-right orientation and sexual aggression myths as predictors of conspiracy beliefs in France and Germany*. Paper presented at the XVI Workshop Aggression, Marburg.
- Montañés, P., de Lemus, S., Bohner, G., Megías, J. L., Moya, M., & García-Retamero, R. (2011, July). *Intergenerational transmission of benevolent sexism from mothers to daughters and its relation to daughters' academic performance and goals*. Poster presented at the EASP medium size meeting on Challenging Stereotypes, 6-8 July, Lisbon, Portugal.
- Niemeier, S., Echterhoff, G., & Bohner, G. (2011, July). *Creating shared reality as a basis for judging ambivalent sexist behavior*. Poster presented at the 16th General Meeting of the European Association of Social Psychology, Stockholm.
- Papendick, M., & Bohner, G. (2011, November). *Victim or survivor? Effects of labels on the perception of sexual violence*. Paper presented at the XVI Workshop Aggression, Marburg.
- Süßenbach, P., Bohner, G., & Eyssel, F. (2011, July). *Acceptance of sexual aggression myths in a representative sample of German residents*. Poster presented at the 16th General Meeting of the European Association of Social Psychology, Stockholm.
- Süßenbach, P., Bohner, G., & Eyssel, F. (2011, September). *Effects of rape myth acceptance on memory in a rape case*. Poster, Sexual Violence Conference, Middlesex University, London.

2010

- Bohner, G., Becker, J., Ilic, M. & Glick, P. (2010, September). *Konsequenzen der Ablehnung eines benevolent sexistischen Hilfsangebots* [Consequences of rejecting a benevolently sexist offer of help]. Paper presented at the 47th Kongress der Deutschen Gesellschaft für Psychologie, Bremen, Germany.
- Diehl, C., Vanselow, N., & Bohner, G. (2010, November). *Exerting power versus initiating contact - two different motives for sexual harassment: Evidence from a computer harassment paradigm*. Paper presented at the XV Workshop Aggression, Bonn, Germany.
- Diehl, C., Vanselow, N., & Bohner, G. (2010, June). *Lady-killer or misogynist? Preferred type of sexual harassment depends on harassers' motivation to subdue women versus to flirt with women*. Poster presented at the 1st Conference on Motivation, Self-Regulation, and Gender, Gdansk, Poland.
- Eyssel, F., & Bohner, G. (2010, May). *Rape myth acceptance as a cognitive schema: Effects on blame judgments*. Poster presented at the 22nd Annual Convention of the Association for Psychological Science (APS), Boston.
- Eyssel, F., Süßenbach, P., & Bohner, G. (2010, November). *Rape myth acceptance and its effect on selective information search*. Paper presented at the XV. Workshop Aggression, Bonn, Germany.
- Glick, P., Becker, J., Marekwica, M., & Bohner, G. (2010, August). *Damned if she does, damned if she doesn't: Social consequences of accepting versus rejecting benevolently sexist help at work*. In T. G. Okimoto & V. L. Brescoll (Chairs), *Advances in the understanding of gender stereotyping and bias in organizations*. Symposium, 2010 Annual Meeting of the Academy of Management, Montréal, Canada.
- Grau, I., & Bohner, G. (2010, September). *Umgekehrter Ankereffekt: Die Rolle der komparativen Frage* [Reverse anchoring effect: The role of the comparative question]. Paper presented at the 47th Kongress der Deutschen Gesellschaft für Psychologie, Bremen, Germany.
- Süßenbach, P., Bohner, G. & Eyssel, F. (2010, July). "Well, so she drank....:" Schematic influences of rape myth acceptance on information seeking and attentional processes. In J. White (Organizer), *Current perspectives on the role of alcohol in sexual aggression: A contextual perspective* (symposium). XIX ISRA (International Society for Research on Aggression) World Conference, Storrs, CT, USA.
- Süßenbach, P., Bohner, G. & Eyssel, F. (2010, March). *Einstellungsstärke moderiert den Einfluss von Vergewaltigungsmymthenakzeptanz auf Urteile und Verhalten* [Attitude strength moderates the effect of rape

myth acceptance on judgments and behavior]. Paper presented at the 52nd "Tagung experimentell arbeitender Psychologen", Saarbrücken, Germany.

2009

- Bohner, G., Eyssel, F., & Süssenbach, P. (2009, September). *Affective, behavioral, and cognitive functions of rape myths: Empirical evidence and implications for change*. Paper presented at the Symposium "Criminal Justice Responses to Sexual Assault: An International and Interdisciplinary Perspective on the Attrition Problem", Potsdam.
- Heitland, K., Bohner, G., & Reinecke, J. (2009, September). *Preference for Consistency: Eine Persönlichkeitsvariable, die neben der Reduktion von Fehlervarianz in Konsistenzparadigmen auch Vorurteile erklärt* [Preference for consistency: A personality variable which, in addition to reducing error variance in consistency paradigms, explains prejudice as well]. Paper presented at the 12th meeting of the Fachgruppe Sozialpsychologie, Luxembourg.
- Köpke, S., Eyssel, F., & Bohner, G. (2009, March). *"Sie hat es verdient" – Die Rolle von Sexismus-Normen bei der Beurteilung von Gewalt gegen Frauen* [She deserved it"– The role of sexism norms in judgments about violence against women]. Poster presented at the 51st "Tagung experimentell arbeitender Psychologen", Jena, Germany.

2008

- Bohner, G., & Eyssel, F. (2008, July). *Effects of irrelevant information on judgments of guilt in a rape case: The moderating role of rape myths and hostile sexism*. Paper presented at the XXIX International Congress of Psychology, Berlin. [Abstract published in *International Journal of Psychology*, 2008, Vol. 43(3-4), p. 374]
- Eyssel, F., & Bohner, G. (2008, November). *Rape myth acceptance: A cognitive schema?* Paper presented at the XIII Workshop Aggression, Potsdam, Germany.
- Eyssel, F., & Bohner, G. (2008, September). *Rape myth acceptance as a cognitive schema: Effects on judgments of victim blame and guilt in rape cases*. Paper presented at ESCON 2008: 10th Transfer of Knowledge Conference, Volterra, Italy.
- Eyssel, F., Bohner, G., Süssenbach, P., Becher, M., Jung, S.-R. & Rees, J. (2008, June). Social judgeability enhances effects of rape myth acceptance on judgments about a rape case. In N. Hansen (Chair), *Legitimizing beliefs*. Symposium held at the 15th General Meeting of the European Association of Experimental Social Psychology, Opatija, Croatia.
- Heitland, K., & Bohner, G. (2008, June). *Reducing prejudice via arousal of cognitive dissonance: The interplay of choice, threat, and preference for consistency*. Paper presented at the 15th General Meeting of the European Association of Experimental Social Psychology, Opatija, Croatia.
- Heitland, K., & Bohner, G. (2008, July). *A subtle measure of prejudice: Development and validation of a German version of the Racial Argument Scale*. Paper presented at the XXIX International Congress of Psychology, Berlin. [Abstract published in *International Journal of Psychology*, 2008, Vol. 43(3-4), p. 99]
- Katzer, J., & Bohner, G. (2008, July). *Consumer skepticism toward advertising: A scale validation study*. Poster presented at the XXIX International Congress of Psychology, Berlin. [Abstract published in *International Journal of Psychology*, 2008, Vol. 43(3-4), p. 145]
- Spanuth, C., Jung, S.-R., Siebler, F., Bohner, G., & Echterhoff, G. (2008, July). *The construction of attitudes toward nations: Valence effects of priming with person vs. non-person exemplars*. Poster presented at the XXIX International Congress of Psychology, Berlin. [Abstract published in *International Journal of Psychology*, 2008, Vol. 43(3-4), p. 298]
- Vanselow, N., & Bohner, G. (2008, March). All is fair in love and war – for women and attractive men only? Gender bias in communications with sexual connotation. In R. Kopietz & A. Berthold (Chairs), *Biases in intergroup communication*. Symposium, 50th "Tagung experimentell arbeitender Psychologen", Marburg, Germany.
- Vanselow, N., & Bohner, G. (2008, July). *"Bad but a beau?" Effects of harasser attractiveness on judgments of unwanted sexual attention*. Paper presented at the XXIX International Congress of Psychology, Berlin. [Abstract published in *International Journal of Psychology*, 2008, Vol. 43(3-4), p. 373]

2007

- Bohner, G. (2007, September). *Einfluss irrelevanter Information auf Schuldurteile in einem Vergewaltigungsfall* [Effects of irrelevant information on judgments of guilt in a rape case]. Paper presented at the 11th meeting of the Fachgruppe Sozialpsychologie, Freiburg, Germany.

- Eyssel, F., & Bohner, G. (2007, September). *Nicht lustig? Beurteilung sexistischer Witze mit und ohne Zeitdruck* [Not funny? Ratings of sexist jokes with and without time pressure]. Paper presented at the 11th meeting of the Fachgruppe Sozialpsychologie, Freiburg.
- Haberland, F., González, R., & Bohner, G. (2007). Mitglieder der peruanischen Minderheit als Werbeträger in Chile: Stigmatisierter Kommunikator + zweiseitige Werbung = positive Produktbewertung [Members of the stigmatized Peruvian minority as advertisers in Chile: Stigmatized communicator + two-sided ad = positive product evaluation]. In K. F. Wender, S. Mecklenbräuker, G. D. Rey & T. Wehr (Eds.), *Beiträge zur 49. Tagung experimentell arbeitender Psychologen, 26.-28. März 2007 in Trier* (p. 311). Lengerich, Germany: Pabst Science Publishers.
- Krahé, B., Bieneck, S., Bohner, G., & Eyssel, F. (2007, September). *Praktische Implikationen der Befunde für die Prävention und strafrechtliche Verfolgung von sexueller Aggression (Abschlussdiskussion)* [Applied implications of results for the prevention and legal prosecution of sexual aggression (concluding discussion)]. Paper presented at the 11th meeting of the Fachgruppe Sozialpsychologie, Freiburg, Germany.
- Simonetti, C., Haberland, F., Bohner, G., & González, R. (2007, November). *Validación de la escala de necesidad de cognición en el contexto chileno*. Poster presented at the VII Congreso Nacional de Psicología, Santiago, Chile.
- Vanselow, N., & Bohner, G. (2007, November). *Perceptions of sexual harassment: Influence of own experience and sexist attitudes on severity ratings*. Paper presented at the 9th Conference on Social and Communal Psychology, Trondheim, Norway.
- Weigelt, O., Erb, H.-P., Bohner, G., & Kretschmer, V. (2007, September). *Sozialer Einfluss durch Minderheiten und Mehrheiten: Subjektive Theorien und Einstellungsurteile* [Social influence by minorities and majorities: Subjective theories and attitude judgments]. Paper presented at the 11th meeting of the Fachgruppe Sozialpsychologie, Freiburg, Germany.

2006

- Becher, M., Glaß, C., Bohner, G., & Siebler, F. (2006). Automatisierte Erfassung sexuell belästigenden Verhaltens im Labor [Automated assessment of sexually harassing behavior in the laboratory]. In F. Lösel & D. Bender (Eds.), *45. Kongress der Deutschen Gesellschaft für Psychologie: Humane Zukunft gestalten, Nürnberg, 17.-21. September 2006* (p. 26). Lengerich, Germany: Pabst Science Publishers.
- Beßling, S., & Bohner, G. (2006). Salienz von Vergewaltigung und emotionale Befindlichkeit: Zur Rolle von Vergewaltigungsmythenakzeptanz und Ähnlichkeit zwischen Opfer und urteilender Person [Salience of rape and affective state: The role of rape myth acceptance and similarity between victim and perceiver]. In H. Hecht, S. Berti, G. Meinhardt & M. Gamer (Eds.), *Beiträge zur 48. Tagung experimentell arbeitender Psychologen, Mainz, 26.-29. März 2006* (p. 243). Lengerich: Pabst Science Publishers.
- Bohner, G., & Erb, H.-P. (2006). *Symposium 14: Persuasive Kommunikation* [Persuasive communication]. In H. Hecht, S. Berti, G. Meinhardt & M. Gamer (Eds.), *Beiträge zur 48. Tagung experimentell arbeitender Psychologen, Mainz, 26.-29. März 2006* (p. 83). Lengerich: Pabst Science Publishers.
- Bohner, G., & Pfaff, A.-M. (2006). *Flexible Korrektur um den Einfluss von Kommunikatormerkmalen: Überkorrektur bei geringem Need for Cognition?* [Flexible correction for the influence of source characteristics: Overcorrection at low need for cognition?]. In H. Hecht, S. Berti, G. Meinhardt & M. Gamer (Eds.), *Beiträge zur 48. Tagung experimentell arbeitender Psychologen, Mainz, 26.-29. März 2006* (p. 85). Lengerich: Pabst Science Publishers.
- Eyssel, F., & Bohner, G. (2006). *Impliziter ambivalenter Sexismus: Erste Ergebnisse zur Entwicklung eines reaktionszeitbasierten Forschungsinstruments* [Implicit ambivalent sexism: Initial results on the development of a response-time based research instrument]. In H. Hecht, S. Berti, G. Meinhardt & M. Gamer (Eds.), *Beiträge zur 48. Tagung experimentell arbeitender Psychologen, Mainz, 26.-29. März 2006* (p. 255). Lengerich: Pabst Science Publishers.
- Heitland, K., & Bohner, G. (2006). Der Einfluss von Stimmungen auf die Generierung persuasiver Botschaften: Die Bedeutung des Adressaten [The influence of moods on the generation of persuasive messages: The role of the addressee]. In F. Lösel & D. Bender (Eds.), *45. Kongress der Deutschen Gesellschaft für Psychologie: Humane Zukunft gestalten, Nürnberg, 17.-21. September 2006* (p. 131). Lengerich, Germany: Pabst Science Publishers.
- Kreh, K., Bohner, G., Siebler, F., & Echterhoff, G. (2006). Verhalten und emotionale Reaktionen im Ultimatum Game mit Menschen und Computern [Behavior and emotional reactions in the ultimatum game played with humans and computers]. In F. Lösel & D. Bender (Eds.), *45. Kongress der Deutschen Gesellschaft für Psychologie: Humane Zukunft gestalten, Nürnberg, 17.-21. September 2006* (pp. 191-192). Lengerich, Germany: Pabst Science Publishers.
- Mescher, H., Kaletta, B., & Bohner, G. (2006, November). *Motivational aspects of rape proclivity*. Paper presented at the XI. Workshop Aggression, Marburg, Germany.

- Schreiber, P., Süßenbach, P., Eyssel, F. & Bohner, G. (2006). Szenarienbasierte Erfassung der Vergewaltigungsneigung [Scenario-based assessment of rape proclivity]. In F. Lösel & D. Bender (Eds.), *45. Kongress der Deutschen Gesellschaft für Psychologie: Humane Zukunft gestalten, Nürnberg, 17.-21. September 2006* (p. 318). Lengerich, Germany: Pabst Science Publishers.
- Siebler, F. & Bohner, G. (2006). Automatische Assoziation oder gemeinsame Aktivierung? Implizite Repräsentationen von Macht und Sexualität als Prädiktoren der Neigung zu sexueller Belästigung [Automatic association or joint activation? Implicit representations on power and sexuality as predictors of sexual harassment proclivity]. In F. Lösel & D. Bender (Eds.), *45. Kongress der Deutschen Gesellschaft für Psychologie: Humane Zukunft gestalten, Nürnberg, 17.-21. September 2006* (p. 333). Lengerich, Germany: Pabst Science Publishers.
- Siebler, F., Bohner, G., & Sabelus, S. (2006, March). *Erfassung sexueller Belästigung im Labor: Das Computer-belästigungsparadigma* [Assessing sexual harassment in the laboratory: The computer harassment paradigm]. In H. Hecht, S. Berti, G. Meinhardt & M. Gamer (Eds.), *Beiträge zur 48. Tagung experimentell arbeitender Psychologen, Mainz, 26.-29. März 2006* (p. 186). Lengerich: Pabst Science Publishers.
- Vanselow, N. & Bohner, G. (2006, March). *Beurteilung potenziell sexuell belästigenden Verhaltens: Die Rolle von Kontextfaktoren* [Judgments of potentially sexually harassing behavior: The role of context factors]. In H. Hecht, S. Berti, G. Meinhardt & M. Gamer (Eds.), *Beiträge zur 48. Tagung experimentell arbeitender Psychologen, Mainz, 26.-29. März 2006* (p. 311). Lengerich: Pabst Science Publishers.

2005

- Bohner, G., Glaß, C., & Patrzek, J. (2005, September). *Reaktionen auf Untreue in den Paarbeziehungen von Geschwistern und Freunden: Ein Vergleich evolutionärer und soziokultureller Erklärungen* [Reactions to infidelity in siblings' and friends' close relationships: A comparison of evolutionary and socio-cultural explanations]. Paper presented at the 10th meeting of the Fachgruppe Sozialpsychologie, Jena, Germany.
- Bohner, G., & Krahe, B. (Chairs). (2005, July). *Social cognitions about sexual violence*. Symposium held at the 14th General Meeting of the European Association of Experimental Social Psychology, Würzburg, Germany.
- Bohner, G., Patrzek, J., Glaß, C., Echterhoff, G., & Lampridis, E. (2005, August). *Reactions to infidelity of siblings' and friends' partners: A new paradigm for testing evolutionary versus socio-cultural hypotheses*. Paper presented at the British Psychological Society Social Psychology Section Conference, Edinburgh, UK.
- Erb, H.-P., & Bohner, G. (2005, July). Compliance and innovation: What consensus effects can tell. In A. Mucchi-Faina & W. D. Crano (Chairs), *Theoretical advances in minority influence*, Symposium held at the 14th General Meeting of the European Association of Experimental Social Psychology, Würzburg, Germany.
- Eyssel, F., Bohner, G., & Siebler, F. (2005, September). *Effects of perceived rape myth acceptance of others on self-reported rape proclivity*. Poster presented at the British Psychological Society Social Psychology Section Conference, Edinburgh, UK.
- Eyssel, F., Bohner, G., & Siebler, F. (2005, September). *Zum Einfluss von Normen und Ankerwerten auf die Vergewaltigungsneigung* [The influence of norms and anchor values on rape proclivity]. Poster presented at the 10th meeting of the Fachgruppe Sozialpsychologie, Jena, Germany.
- Michaelis, U., & Bohner, G. (2005, July). Sexism as a social norm for judgments of rape proclivity and victim blame. In G. Bohner & B. Krahe (Chairs), *Social cognitions about sexual violence*. Symposium held at the 14th General Meeting of the European Association of Experimental Social Psychology, Würzburg, Germany.
- Sabelus, S., & Bohner, G. (2005, September). *Sexual harassment: Feminist attitude and physical attractiveness as risk factors*. Paper presented at the 18th Annual Conference of the Feminist and Women's Studies Association (UK & Ireland) on "Gender and Violence: An Interdisciplinary Exploration", Aberdeen, UK.
- Siebler, F., & Bohner, G. (2005, June). Direct and indirect measures of men's proclivity to sexually harass. Paper presented at the 5th Workshop on Implicit Representations and Personality, Humboldt University Berlin.
- Sirlopú, D., González, R., Bohner, G., Siebler, F., Ordóñez, G., Torres, D., & De Tezanos-Pinto, P. (2005, March). *Los beneficios de la integración escolar en Chile: el rol del contacto intergrupales y el cambio de actitudes hacia niños con Síndrome de Down* [Benefits of school integration in Chile: The role of intergroup contact in changing attitudes toward children with Down syndrome]. Paper presented at the international conference on "Prejuicio y discriminación: el rol de Formación Ciudadana en Chile", Santiago, Chile, 17.-18. März 2005.

2004

- Bohner, G. (2004, August). *Rape myth acceptance as a social norm: Its impact on men's rape proclivity*. Poster presented at the American Psychological Association 2004 Annual Convention, Honolulu, Hawaii, USA.
- Bohner, G., & Jarvis, C. I. (2004). Akzeptanz von Vergewaltigungsmythen und die Bereitschaft zu vergewaltigen: Zur Rolle früher gezeigter sexueller Aggression [Rape myth acceptance and rape proclivity: The role of previously

performed sexual aggression]. In T. Rammsayer, S. Grabianowski & S. Troche (Eds.), *44. Kongress der Deutschen Gesellschaft für Psychologie, Göttingen, 26. bis 30. September 2004* (p. 79). Lengerich, Germany: Pabst Science Publishers.

- Gerger, H., Kley, H., Bohner, G., Siebler, F., & Schmidt E. A. (2004). Einfluss von Eigen- und Fremdgruppennormen auf die Vergewaltigungsneigung [Influence of ingroup and outgroup norms on rape proclivity]. In T. Rammsayer, S. Grabianowski & S. Troche (Eds.), *44. Kongress der Deutschen Gesellschaft für Psychologie, Göttingen, 26. bis 30. September 2004* (p. 326). Lengerich, Germany: Pabst Science Publishers.
- Kley, H., Gerger, H., Bohner, G., Siebler, F., & Schmidt E. A. (2004). Parallele Entwicklung deutsch- und englischsprachiger Skalen zur Erfassung zeitgenössischer Mythen über sexuelle Aggression [Parallel development of German- and English-language scales for the assessment of contemporary myths about sexual aggression]. In T. Rammsayer, S. Grabianowski & S. Troche (Eds.), *44. Kongress der Deutschen Gesellschaft für Psychologie, Göttingen, 26. bis 30. September 2004* (p. 327). Lengerich, Germany: Pabst Science Publishers.
- Siebler, F., Bohner, G., Schmidt E. A., Rohde, M., Kley, H., & Gerger, H. (2004). Indirekte Messung der Bewertung sozialer Gruppen mit dem "Single-Target-IAT" [Indirect measurement of the evaluation of social groups using the "Single-Target IAT"]. In T. Rammsayer, S. Grabianowski & S. Troche (Eds.), *44. Kongress der Deutschen Gesellschaft für Psychologie, Göttingen, 26. bis 30. September 2004* (p. 327). Lengerich, Germany: Pabst Science Publishers.
- Sirlopú, D., González, R., Bohner, G., Siebler, F., Ordóñez, G., Torres, D., & De Tezanos-Pinto, P. (2004, January). *Una mirada a la integración escolar en Chile: Actitudes de alumnos de colegios con y sin programas de integración hacia personas con síndrome de Down* [A view on school integration in Chile: Attitudes toward people with Down syndrome of pupils at schools with and without integration programs]. Paper presented at the IV. Congreso Iberoamericano de Psicología, Santiago, Chile.

2003

- Bohner, G., Dykema-Engblade, A., Meisenhelder, H., & Tindale, R. S. (2003, September). *Minority / majority sources in persuasion: Inferences about message validity versus social comparison*. Paper presented at the Small Group Meeting of the European Association of Experimental Social Psychology on "Minority Influence Processes", University of Oxford, UK.
- Bohner, G., Tindale, R. S., Dykema-Engblade, A., & Meisenhelder, H. (2003, June). *Size of influence group and persuasion: Information about message validity versus normative functions of consensus*. Paper presented at the Small Group Meeting of the European Association of Experimental Social Psychology on "The Psychology of Minorities", London.
- Bohner, G., & Wänke, M. (2003, July). *Psychological masculinity / femininity as a mediator of sex differences in reactions to infidelity*. Paper presented at the Small Group Meeting of the European Association of Experimental Social Psychology on "Social Cognition: Evolutionary and Cultural Perspectives", Budapest.
- Chiroro, P., Bohner, G., Viki, G. T., & Jarvis, C. I. (2003, April). *Rape myth acceptance and rape proclivity: Expected dominance versus expected arousal as mediators in acquaintance-rape situations*. Seminar presentation to the Department of Psychology, University of Pretoria, South Africa.
- Erb, H.-P., & Bohner, G. (2003, September). *When low consensus is appealing: Minority influence – the risky option*. Paper presented at the Small Group Meeting of the European Association of Experimental Social Psychology on "Minority Influence Processes", University of Oxford, UK.
- Gerger, H., Kley, H., Schmidt, E. A., Siebler, F. & Bohner, G. (2003, September). *SAM: Eine Skala zur Erfassung zeitgenössischer Mythen über sexuelle Aggression* [SAM: A scale for assessing contemporary myths about sexual violence]. Poster presented at the 9th Tagung der Fachgruppe Sozialpsychologie, Heidelberg, Germany.
- Schmidt, E. A., Gerger, H., Kley, H., Siebler, F. & Bohner, G. (2003, September). *Eine deutschsprachige Skala zur Erfassung der Neigung zu sexueller Belästigung* [A German scale for assessing sexual harassment proclivity]. Poster presented at the 9th Tagung der Fachgruppe Sozialpsychologie, Heidelberg, Germany.
- Siebler, F., Bohner, G., Kley, H., Gerger, H. & Schmidt, E. A. (2003, September). *Akzeptanz von Vergewaltigungsmythen als soziale Norm: Ihr Einfluss auf die Neigung zu vergewaltigen* [Rape myth acceptance as a social norm: Its impact on rape proclivity]. Paper presented at the 9th Tagung der Fachgruppe Sozialpsychologie, Heidelberg, Germany.
- Sirlopú, D., González, R., Bohner, G., & Siebler, F. (2003, July). *Análisis de las actitudes implícitas y explícitas hacia personas con síndrome de down y su relación con el contacto intergrupál y las normas sociales* [Analysis of implicit and explicit attitudes toward people with Down syndrome and their relation to intergroup contact and social norms]. Paper presented at the XXIX Congreso Interamericano de Psicología, Lima, Peru, 13-18 July, 2003.

Viki, G.T., Chiroro, P., & Bohner, G. (2003, July). *Male self reported rape proclivity: Examining the feminist theory that rape is motivated by men's desire to have power over women*. Paper presented at the British Psychological Society: Women and Psychology Conference, Northampton, UK.

2002

- Bohner, G., Danner, U., & Siebler, F. (2002, September). *Verarbeitungsstrategien bei der Beurteilung des Risikos sexueller Viktimisierung*. Paper presented at the 43rd Kongress der Deutschen Gesellschaft für Psychologie, Humboldt-Universität Berlin.
- Bohner, G., & Weinerth, T. (2002, June). *Negative Affect and persuasion: Mood-as-input effects co-occur with emotion-congruent elaboration*. Paper presented at the 13th General Meeting of the European Association of Experimental Social Psychology, San Sebastián, Spain.
- Dykema-Engblade, A., Tindale, R. S., Meisenhelder, H., & Bohner, G. (2002, January). *Majority and minority influence: The interplay of heuristic and systematic processing*. Poster presented at the 3rd Annual Meeting of the Society for Personality and Social Psychology, Savannah, Georgia.
- Erb, H.-P., & Bohner, G. (2002, September). *Social impact of large minorities and small majorities: Interactive effects of implicit and explicit consensus on attitudes*. Paper presented at the Small Group Meeting of the European Association of Experimental Social Psychology on "Processes of shared reality construction and their consequences for individual and group phenomena", Kazimierz, Poland.
- González, R., Siebler, F., Bohner, G., Sirlopú, D., Millar, A., & Ordoñez, G. (2002, September). *The implicit association test: Some critical issues from social identity theory and intergroup contact*. Paper presented at the British Psychological Society Social Psychology Section Annual Conference, Huddersfield, UK.
- Kley, H., Gerger, H., Siebler, F., & Bohner, G. (2002, September). *Deutsche Fassung der Illinois Rape Myth Acceptance Scale* [German version of the Illinois Rape Myth Acceptance Scale]. Poster presented at the 43rd Kongress der Deutschen Gesellschaft für Psychologie, Berlin.
- Siebler, F., & Bohner, G. (2002, September). *Testing three mechanisms of attribute emergence: Response time results*. Paper presented at the 4th Meeting of the European Social Cognition Network, Paris.
- Siebler, F., & Bohner, G. (2002, June). *Emergent attributes in an autoassociative network*. Poster presented at the 13th General Meeting of the European Association of Experimental Social Psychology, San Sebastián, Spain.
- Tindale, R. S., Bohner, G., Dykema-Engblade, A., & Meisenhelder, H. (2002, June). Priming social identity versus expertise affects the interplay of consensus cue and message content. Paper presented at the 13th General Meeting of the European Association of Experimental Social Psychology, San Sebastián, Spain.
- Viki, G. T. N., Abrams, D., & Bohner, G. (2002, June). *The effects of legal verdicts on subsequent judgements of rape victims: The role of benevolent sexism*. Paper presented at the 13th General Meeting of the European Association of Experimental Social Psychology, San Sebastián, Spain.

2001

- Bohner, G. (2001, September). *Biologisches Geschlecht und psychologische Maskulinität / Femininität als Prädiktoren der Bewertung sexueller versus emotionaler Untreue*. Paper presented at the 8th Tagung der Fachgruppe Sozialpsychologie, Würzburg, Germany.
- Brown, R. J., Croizet, J.-C., & Bohner, G. (2001, July). *Automatic category activation and social behaviour: The moderating role of prejudiced beliefs*. Paper presented at the British Psychological Society Social Psychology Section Annual Conference, University of Surrey, Guildford, UK.
- Danner, U. N., & Bohner, G. (2001, December). *De vrouwelijke perceptie op mythen en risico's om verkracht te worden* [Women's perception of rape myths and of the risk of being raped]. Paper presented at the Associatie Sociaal Psychologische Onderzoekers Conference, Tilburg, The Netherlands.
- Reinhard, M.-A., Sporer, S., & Bohner, G. (2001, September). *Wer sagt denn das? Einfluss der subjektiven Kompetenzerwartung auf die Auswahl einstellungsrelevanter Informationen*. Paper presented at the 8th Tagung der Fachgruppe Sozialpsychologie, Würzburg, Germany.
- Siebler, F., & Bohner, G. (2001, September). *Asking twice: An instrument for assessing both speeded and unspeeded judgements "within subjects"*. Paper presented at the 3rd Constitutional Meeting of the European Social Cognition Network, Houffalize, Belgium.
- Siebler, F., & Bohner, G. (2001, September). *Emergente Attribute in enem konnektionistischen Netzwerk* [Emergent attributes in a connectionist network]. Paper presented at the 8th Tagung der Fachgruppe Sozialpsychologie, Würzburg, Germany.

2000

- Bohner, G. (2000). Sachverstand, Sympathie und Konsens: Funktionale Differenzierung von Persuasionsheuristiken [Expertise, liking and consensus: Functional differentiation of persuasion heuristics]. In D. Vorberg et al. (Eds.), *Experimentelle Psychologie: 42. Tagung experimentell arbeitender Psychologen in Braunschweig* (p. 99). Lengerich, Germany: Pabst Science Publishers.
- Bohner, G. (2000, September). *Processing two-sided messages: The interplay of social inference and reasoning about message content*. Paper presented at the 2nd Constitutional Meeting of the European Social Cognition Network, Heidelberg.
- Bohner, G., & Swift, A. (2000, September). *Eifersucht: Evidenz gegen eine evolutionäre Erklärung von Geschlechtsunterschieden* [Jealousy: Evidence against an evolutionary explanation of sex differences]. Poster presented at the 42nd Kongress der Deutschen Gesellschaft für Psychologie, Jena, Germany.

1999

- Bohner, G. (1999). Methoden zur Erfassung systematischer Verarbeitung persuasiver Botschaften [Methods for assessing systematic processing of persuasive messages]. In E. Schröger, A. Mecklinger, & A. Widmann (Eds.), *Experimentelle Psychologie: Beiträge zur 41. Tagung experimentell arbeitender Psychologen in Leipzig* (p. 12). Lengerich, Germany: Pabst Science Publishers.
- Bohner, G., & Keller, J. (1999). Expertise, consensus and liking: Self-reported use and judged diagnosticity of persuasion heuristics. In EAESP (Ed.), *Social Psychology in Europe: Abstracts Book* (p. 19). European Association of Experimental Social Psychology, 12th General Meeting, University of Oxford.
- Bohner, G., & Martin, R. (Chair). (1999, July). *Cognitive processes in social influence and persuasion*. Symposium held at the 12th General Meeting of the European Association of Experimental Social Psychology, Oxford.
- Keller, J., & Bohner, G. (1999). Ein Instrument zur Messung rational-systematischer und intuitiv-heuristischer Informationsverarbeitung: Deutsche Fassung des 'Rational-Experiential Inventory' [An instrument for assessing rational-systematic versus intuitive-heuristic information processing: German version of the Rational-Experiential Inventory]. In E. Schröger, A. Mecklinger, & A. Widmann (Eds.), *Experimentelle Psychologie: Beiträge zur 41. Tagung experimentell arbeitender Psychologen* (p. 124). Pabst Science Publishers: Leipzig, Germany.
- Ruder, M., Bohner, G., & Erb, H.-P. (1999). *Processing of message arguments in the light of heuristic-based expectancies: Assimilation and contrast*. In EAESP (Ed.), *Social Psychology in Europe: Abstracts Book* (p. 149). European Association of Experimental Social Psychology, 12th General Meeting, University of Oxford.
- Siebler, F. & Bohner, G. (1999, May). *Emergent attributes: Classic and connectionist approaches' predictions of processing time demands*. Paper presented at the EAESP Small Group Meeting on "Classic and Connectionist Approaches to Causal Inference and Social Judgment", Aix-en-Provence, France.

1998

- Bohner, G. (Chair) (1998, April). *Social influence processes in everyday life*. Symposium held at the East-West Meeting of the European Association of Experimental Social Psychology, Gommern, Germany.
- Bohner, G., & Ruder, M. (1998, April). *When expertise fails: Contrast and correction processes in persuasion*. Paper presented at the 1998 East-West Meeting of the European Association of Experimental Social Psychology, Gommern, Germany.
- Bohner, G., Siebler, F. & Raaijmakers, Y. (1998). *Einflüsse der Salienz von Vergewaltigung auf den individuellen und kollektiven Selbstwert von Frauen* [Effects of salience of rape on women's individual and collective self-esteem]. In H. Lachnit, A. Jacobs, & F. Rösler (Eds.), *Experimentelle Psychologie: Abstracts der 40. Tagung experimentell arbeitender Psychologen* (p. 30). Lengerich, Germany: Pabst Science Publishers.
- Bohner, G., & Wänke, M. (Chair). (1998, September). *Einstellungsänderung: Grundlagen, Modellierung und Anwendungen* [Attitude change: Basic issues, modeling, and applications]. Symposium, 41st Kongress der Deutschen Gesellschaft für Psychologie, Dresden, Germany.
- Bohner, G., & Weinerth, T. (1998, July). *Affect as input: The impact of affective states on persuasion depends on recipients' interpretation of their affect*. Paper presented at the EAESP Small Group Meeting on "Subjective Experiences and their Role in Information Processing", Heidelberg.
- Bohner, J., Bohner, G., Bald, I., Heinisch, L., Reimund, M., Dauheimer, D. & Wänke, M. (1998). *Unbewußtes Priming von AIDS beeinflusst antizipierte Reaktionen auf sexuelle versus emotionale Untreue* [Unconscious priming of AIDS affects anticipated reactions to sexual versus emotional infidelity]. In H. Lachnit, A. Jacobs, & F. Rösler (Eds.), *Experimentelle Psychologie: Abstracts der 40. Tagung experimentell arbeitender Psychologen* (pp. 161-162). Lengerich, Germany: Pabst.

- Erb, H.-P., & Bohner, G. (1998, October). *Consensus in minority and majority influence*. Paper presented at the Meeting on Minority Influence, University of Amsterdam.
- Erb, H.-P., Hewstone, M., Werth, L., Reinhard, M.-A., & Bohner, G. (1998). *Minderheiten- und Mehrheiteneinfluss: Effekte von Mehrheits- versus Konsensinformation auf Einstellungsurteile* [Minority and majority influence: Effects of majority versus consensus information on attitude judgments]. In H. Lachnit, A. Jacobs, & F. Rösler (Eds.), *Experimentelle Psychologie: Abstracts der 40. Tagung experimentell arbeitender Psychologen* (p. 72). Lengerich, Germany: Pabst.
- Krieger, U., Henkel, K., Pagel, T., Reimer, D., Bohner, G., Dauheimer, D. & Wänke, M. (1998, September). *Wie "biologisch" sind Geschlechtsunterschiede in Eifersuchsreaktionen auf sexuelle versus emotionale Untreue?* [How "biological" are sex differences in jealousy caused by sexual versus emotional infidelity?] Poster presented at the 41st Kongress der Deutschen Gesellschaft für Psychologie, Dresden, Germany.
- Schmelcher, J., Bohner, G., & Siebler, F. (1998). *Akzeptanz von Vergewaltigungsmythen und wahrgenommene soziale Norm als Prädiktoren der Bereitschaft zu vergewaltigen* [Rape myth acceptance and perceived social norm as predictors of rape proclivity]. In H. Lachnit, A. Jacobs, & F. Rösler (Eds.), *Experimentelle Psychologie: Abstracts der 40. Tagung experimentell arbeitender Psychologen* (p. 308). Lengerich, Germany: Pabst.
- Siebler, F., & Bohner, G. (1998). *Heuristische und systematische Verarbeitung - ein Computermode* [Heuristic and systematic processing: A computer model]. In H. Lachnit, A. Jacobs, & F. Rösler (Eds.), *Experimentelle Psychologie: Abstracts der 40. Tagung experimentell arbeitender Psychologen* (p. 338). Lengerich, Germany: Pabst.
- Siebler, F., Bohner, G., & Weinerth, T. (1998, June). *Simulation of implicit and explicit processes in parallel-constraint-satisfaction networks*. Paper presented at the EAESP Small Group Meeting on "Explicit and Implicit Processes in Social Cognition", Venice, Italy.
- Weinerth, T., Schmälzle, K. & Bohner, G. (1998, September). *Auswirkungen der Emotionen Schuld und Furcht auf die Verarbeitung persuasiver Kommunikation zum Thema Umweltschutz* [Effects of the emotions guilt and fear on the processing of persuasive communications about environmental behavior]. Paper presented at the 41st Kongress der Deutschen Gesellschaft für Psychologie, Dresden, Germany.
- Weinerth, T., Siebler, F., & Bohner, G. (1998, September). *Effects of distinct emotions on the cognitive processing of persuasive communication*. Paper presented at the British Psychological Society Social Psychology Section Annual Conference, University of Kent, Canterbury, UK.

1997

- Bohner, G., Goersch, A., & Keller, J. (1997, June). *Sind spezifische Handlungsvorsätze immer nützlich? Das Erkennen günstiger Gelegenheiten als Kategorisierungsproblem* [Are specific intentions always useful? Recognition of good opportunities as a categorization problem]. Paper presented at the 6th Tagung der Fachgruppe Sozialpsychologie, Konstanz, Germany.
- Bohner, G., Rank, S., & Erb, H.-P. (1997, September). *The compatibility hypothesis: Multiple motives in minority and majority persuasion*. Paper presented at the British Psychological Society Social Psychology Section Annual Conference, University of Sussex, Brighton, UK.
- Doll, J., & Bohner, G. (Chair) (1997, June). *Einstellungsänderung und Einstellungsbildung* [Attitude Change and Attitude Formation]. Symposium at the 6th Tagung der Fachgruppe Sozialpsychologie, Konstanz, Germany.
- Einwiller, S., Erb, H.-P., & Bohner, G. (1997, June). *Schlußfolgerungsprozesse und die Wirkung zweiseitiger Persuasion* [Inferential processing and the effectiveness of two-sided persuasion]. Paper presented at the 6th Tagung der Fachgruppe Sozialpsychologie, Konstanz, Germany.
- Erb, H.-P., Hewstone, M., Werth, L., Reinhard, M.-A., & Bohner, G. (1997, September). *Minority and majority influence: The use of majority versus consensus information*. Paper presented at the British Psychological Society Social Psychology Section Annual Conference, University of Sussex, Brighton, UK.
- Rank, S., Bohner, G., Erb, H.-P., & Schulze, S. (1997, June). *Differentielle Einflüsse von Urteilsheuristiken auf Einstellungsurteile* [Differential impact of judgmental heuristics on attitude judgments]. Paper presented at the 6th Tagung der Fachgruppe Sozialpsychologie, Konstanz, Germany.
- Reinhard, M.-A., Bohner, G., Rutz, S., Sturm, S., & Effler, D. (1997, June). *Zustimmung zu Vergewaltigungsmythen beeinflusst die Bereitschaft zu vergewaltigen: Neue Evidenz aus dem Bereich des 'date rape'* [Acceptance of rape myths influences rape proclivity: New evidence for the domain of date rape]. Paper presented at the 6th Tagung der Fachgruppe Sozialpsychologie, Konstanz, Germany.
- Ruder, M., Bohner, G., & Erb, H.-P. (1997, June). *Die Kontrasthypothese: Paradoxe Effekte heuristischer Cues bei Erwartungsverletzung* [The contrast hypothesis: Paradoxical effects of heuristic cues under expectancy violation]. Paper presented at the 6th Tagung der Fachgruppe Sozialpsychologie, Konstanz, Germany.

- Rutz, S., Bohner, G., Sturm, S., Effler, D., Litters, M., & Reinhard, M.-A. (1997). Vergewaltigungsmythenakzeptanz und kognitive Zugänglichkeit der Geschlechtskategorie [Rape myth acceptance and the cognitive accessibility of the gender category]. In E. van der Meer, T. Bachmann, R. Beyer, C. Goertz, H. Hagendorf, B. Krause, W. Sommer, H. Wandke, & M. Ziebler (Eds.), *Experimentelle Psychologie. Abstracts der 39. Tagung experimentell arbeitender Psychologen* (p. 342). Lengerich, Germany: Pabst Science Publishers.
- Siebler, F., & Bohner, G. (1997). Die persuasive Kraft kleiner Zahlen: Methodische Fragen bei der Korrelation von Gedankenvalenz und Einstellung [The persuasive power of small numbers: Methodological problems with correlations of thought valence and attitude]. In E. van der Meer, T. Bachmann, R. Beyer, C. Goertz, H. Hagendorf, B. Krause, W. Sommer, H. Wandke, & M. Ziebler (Eds.), *Experimentelle Psychologie. Abstracts der 39. Tagung experimentell arbeitender Psychologen* (p. 328). Lengerich, Germany: Pabst Science Publishers.

1996

- Bohner, G. (Chair) (1996). Prozessmodelle der sozialen Urteilsbildung [Process models of social judgment]. In Schorr, A. (Ed.), *Experimentelle Psychologie: Beiträge zur 38. Tagung experimentell arbeitender Psychologen / Beiträge zur DGMF-Tagung Medienpsychologie - Medienwirkungsforschung* (pp. 32-33). Lengerich, Germany: Pabst.
- Bohner, G., Goersch, A., Hertel, G., & Schwarz, N. (1996, September). *Stimmung und Handlungskontrolle: Zum Grad der Übereinstimmung von Vorsatz und Gelegenheit* [Affect and action control: The match between intention and opportunity]. Paper presented at the 40th Kongress der Deutschen Gesellschaft für Psychologie, Munich.
- Bohner, G., Rank, S., Reinhard, M.-A., Erb, H.-P., & Einwiller, S. (1996, July). *Perceived efficacy in social information processing*. Paper presented at the 11th General Meeting of the European Association of Experimental Social Psychology, Gmunden, Austria.
- Bohner, G., & Wänke, M. (Chair) (1996, September). *Prozesse der Einstellungsbildung und Einstellungsänderung* [Processes of attitude formation and attitude change]. Symposium, 40th Kongress der Deutschen Gesellschaft für Psychologie, Munich.
- Effler, D., Linke, B., Schmelcher, J., & Bohner, G. (1996, September). *Eine Skala des kollektiven Selbstwerts in bezug auf das eigene Geschlecht* [A scale measuring gender-related collective self-esteem]. Poster presented at the 40th Kongress der Deutschen Gesellschaft für Psychologie, Munich.
- Erb, H.-P., & Bohner, G. (1996, April). *Mere consensus biases systematic information processing: A social cognition perspective on social influence*. Paper presented at the 4th European Small Group Meeting on Social Cognition, Schiermonnikoog, The Netherlands.
- Erb, H.-P., Bohner, G., Rank, S., & Ruder, M. (1996, September). *Starke und schwache Argumente als Teile derselben Botschaft: Eine neue Methode zur Evaluation systematischer Informationsverarbeitung* [Strong and weak arguments as parts of the same message: A new method of assessing systematic information processing]. Paper presented at the 40th Kongress der Deutschen Gesellschaft für Psychologie, Munich.
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- Rank, S., Bohner, G., Reinhard, M.-A., Einwiller, S., & Erb, H.-P. (1996, September). *Effizienzerwartung und angestrebte Urteilssicherheit als Komponenten der Motivation: Eine Präzisierung des HSM* [Expectation of efficacy and desired confidence as components of motivation: A clarification of the HSM]. Paper presented at the 40th Kongress der Deutschen Gesellschaft für Psychologie, Munich.
- Ruder, M., Erb, H.-P., & Bohner, G. (1996). Wenn hoher Sachverstand zu Ablehnung führt: Der Professor mit den fadenscheinigen Argumenten [When expertise fails: The professor who presents specious arguments]. In Schorr, A. (Ed.), *Experimentelle Psychologie: Beiträge zur 38. Tagung experimentell arbeitender Psychologen / Beiträge zur DGMF-Tagung Medienpsychologie - Medienwirkungsforschung* (pp. 270-271). Lengerich, Germany: Pabst Science Publishers.
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Wänke, M., Bohner, G., & Jurkowitsch, A. (1996, October). *There are many reasons to drive a BMW C surely you know one: Imagined ease of argument retrieval influences brand attitudes*. Working paper presented at the annual conference of the Association for Consumer Research, Tucson, Arizona.

1995

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Frank, E., & Bohner, G. (1995, June). *"Soll ich im Ausland studieren?" Stimmungseinflüsse beim Abwägen und Entscheiden* ["Shall I study abroad?" Mood influences on deliberating and deciding]. Paper presented at the 5th Tagung der Fachgruppe Sozialpsychologie, Potsdam, Germany.

Einwiller, S., Bohner, G., & Erb, H.-P. (1995, April). *Stimmung und heuristische Verarbeitung: Gutgelaunte ignorieren das "Gesetz der großen Zahl"* [Mood and heuristic processing: Happy people ignore the "law of large numbers"]. In O. Güntürkün, R. Guski, C. Walter, & A. Wohlschläger (Eds.), *Experimentelle Psychologie: Beiträge zur 37. Tagung experimentell arbeitender Psychologen, Ruhr- Universität Bochum, 9.-13.4.1995* (p. 71). Regensburg, Germany: Roderer.

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1994

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Bohner, G., Erb, H.-P., Frank, E., & Reinhard, M.-A. (1994, September). *Attribution und Einstellungsänderung: Zum Einfluss der Distinktheit von Minderheits- und Mehrheitspositionen* [Attribution and attitude change: The influence of distinctiveness of minority and majority positions]. Paper presented at the 39th Kongress der Deutschen Gesellschaft für Psychologie, Hamburg.

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Bohner, G., & Kemmelmeier, M. (1994, January). *Zur Kontextabhängigkeit deduktiven Schliessens: Einflüsse von sozialer Perspektive, Stimmung und Geschlecht bei der 'Wason selection task'* [Context-dependency of deductive reasoning: Influences of social perspective, mood, and gender in the 'Wason selection task']. 10th "Hamburger Symposium zur Methodologie der Sozialpsychologie", Hamburg, Germany.

Kemmelmeier, M., & Bohner, G. (1994, March). *Macht schlechte Laune gute DetektivInnen? Der Einfluss von Stimmung, Perspektive und Geschlecht auf die Entdeckung von Betrug* [Does bad mood make good detectives?].

The influence of mood, perspective and gender on the detection of cheating]. Paper presented at the 36th Tagung experimentell arbeitender Psychologen, Munich.

- Rank, S., Erb, H.-P., Reinhard, M.-A., & Bohner, G. (1994, September). *Was ich nicht weiss, macht mich nicht heiss! Motivationale Einflüsse auf die Urteilsicherheit* [Ignorance can be bliss: Motivational influences on judgmental confidence]. Poster presented at the 39th Kongress der Deutschen Gesellschaft für Psychologie, Hamburg.
- Reinhard, M.-A., Bohner, G., & Wänke, M. (1994, March). *Wie ähnlich sind Vergewaltigungsoffer und Frauen im allgemeinen? Opferfeindliche Vorstellungen, soziale Kategorisierung und Vergleichsprozesse* [How similar are rape victims and women in general? Anti-victim attitudes, social categorization, and comparison processes]. Poster presented at the 36th Tagung experimentell arbeitender Psychologen, Munich.
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1993

- Bohner, G. (1993, September). *Mood and persuasion*. Paper presented at the 9th EAESP General Meeting, Lisbon.
- Bohner, G. (1993, January). *Stimmung und Persuasion: Theoretische Perspektiven* [Mood and persuasion: Theoretical perspectives]. 9th "Hamburger Symposium zur Methodologie der Sozialpsychologie", Hamburg, Germany.
- Bohner, G., Bless, H., & Schwarz, N. (1993, June). *Enkodierungs-unabhängiger Einfluss "markierter" Adjektive in Urteilsfragen auf das Personengedächtnis* [Encoding-independent influence of "marked" adjectives in evaluative questions on person memory]. Paper presented at the 4th Tagung der Fachgruppe Sozialpsychologie, Bern, Switzerland.
- Bohner, G., Bless, H., Schwarz, N., & Simon, R. (1993, April). *"Wie unehrlich ist Herr B.?" Selektive Erinnerung an negatives Verhalten als Folge "markierter" Adjektive in vorausgehenden Urteilsfragen* [How dishonest is Mr. B.? Selective recall of negative behavior as a consequence of "marked" adjectives in evaluative questions]. Poster presented at the 35th Tagung experimentell arbeitender Psychologen, Münster, Germany.
- Bohner, G., & Schwarz, N. (1993, October). *The social reality of rape: Its impact on women in general*. Informal presentation at the 1993 meeting of the Society for Experimental Social Psychology, Santa Barbara, California.

1992

- Bohner, G. (1992, April). *Mood and persuasion: A conceptualization of mood effects within the heuristic-systematic model*. Paper presented at the Second European Small-Group Meeting on Social Cognition, Bristol, England.
- Bohner, G., Barzvi, A., Raymond, P., & Weisbrod, C. (1992, June). *Thinking about rape: Its impact on women's and men's self-esteem and affect*. Poster presented at the Fourth Annual Convention of the American Psychological Society, San Diego, CA.
- Bohner, G., Hauschildt, A., & Knäuper, B. (1992, April). *All bad moods are not equal: Impact of happiness, sadness and anger on persuasion*. Poster presented at the 1992 meeting of the Eastern Psychological Association, Boston, MA.
- Bohner, G., Hunyadi, P., & Chaiken, S. (1992, July). *Mood and judgmental confidence in persuasion*. Poster presented at the EAESP-SESP Joint Meeting, Leuven/Louvain-la-Neuve, Belgium.
- Bohner, G., Hunyadi, P., & Chaiken, S. (1992). Stimmungseinflüsse auf die Nutzung heuristischer Information bei eindeutigen und mehrdeutigen persuasiven Botschaften [Mood influences on the utilization of heuristic cues with ambiguous and unambiguous messages]. In L. Montada (Ed.), *Bericht über den 38. Kongress der Deutschen Gesellschaft für Psychologie in Trier 1992* (Supplement to Vol. 1, p. 7). Trier: Universität Trier.
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- Papastamou, S., Hantzi, A., & Bohner, G. (1992, July). *The effects of mood and source status on the impact and processing of persuasive communication*. Paper presented at the 25th International Congress of Psychology, Brussels. [Abstract published in *International Journal of Psychology*, 1992, Vol. 27(3-4), p. 286]

1991

- Bohner, G., Crow, K., Erb, H.-P., & Schwarz, N. (1991, October). *Mood effects on the processing of persuasive message content and contextual cues and on subsequent behavior*. Informal presentation at the 1991 meeting of the Society for Experimental Social Psychology, Columbus, OH.

- Bohner, G., Erb, H.P., & Crow, K. (1991, March). *Priming und Persuasion: Einflüsse der Aktivierung verschiedener Persönlichkeitsdimensionen auf die Einstellung und auf die Beurteilung des Kommunikators* [Priming and persuasion: Influences of activation of personality traits on attitude and on evaluation of the communicator]. Poster presented at the 33rd Tagung experimentell arbeitender Psychologen, Giessen, Germany.
- Hauschildt, A., Knäuper, B., & Bohner, G. (1991, March). *Einflüsse freudiger, trauriger und ärgerlicher Stimmung auf die Verarbeitung persuasiver Kommunikationen* [Influences of happy, sad, and angry mood on the processing of persuasive communications]. Poster presented at the 33rd Tagung experimentell arbeitender Psychologen, Giessen, Germany.
- Rademacher, U., & Bohner, G. (1991, June). *Kontrolle und Ekel* [Control and disgust]. Paper presented at the 3rd Tagung der Fachgruppe Sozialpsychologie, Mannheim.
- Weisbrod, C., Bohner, G., & Schwarz, N. (1991, March). *Einfluss der Aktivierung von Information über Vergewaltigung auf die Selbstbeschreibung von Frauen und Männern* [The impact of the activation of information about rape on self-descriptions of women and men]. Poster presented at the 33rd Tagung experimentell arbeitender Psychologen, Giessen, Germany.

1990

- Bohner, G., Crow, K., & Erb, H.-P. (1990, April). *Stimmungseinflüsse auf die Verarbeitung zentraler und peripherer Merkmale der Bitte um eine Spende* [Mood influences on the processing of central and peripheral aspects of a request for a donation]. Paper presented at the 32nd Tagung experimentell arbeitender Psychologen, Regensburg, Germany.
- Bohner, G., & Schwarz, N. (1990). Macht gute Laune spekulierfreudig? Spekulationen über Stimmungseinflüsse auf Denken und Entscheiden im Börsenkontext [Speculations about mood influences on thinking and decision making at the stock market]. In D. Frey (Ed.), *Bericht über den 37. Kongress der Deutschen Gesellschaft für Psychologie in Kiel 1990* (Vol. 1, pp. 566-567). Göttingen, Germany: Hogrefe.
- Hild, T., Bohner, G., & Bless, H. (1990, April). *Der Effekt von Antwortvorgaben bei einfachen und komplexen Urteilen* [The effect of response scales in simple and complex judgments]. Poster presented at the 32nd Tagung experimentell arbeitender Psychologen, Regensburg, Germany.
- Kißler, G., & Bohner, G. (1990, October). *Einstellungen verschuldeter Strafgefangener zur anstaltsinternen Schuldnerberatung: Abhängigkeit von soziodemographischen Variablen und Möglichkeiten der Beeinflussung* [Attitudes of indebted criminal convicts toward in-prison counseling services for debtors: Socio-demographic correlates and possibilities for intervention]. Poster presented at the 25th "Deutscher Soziologentag", Frankfurt am Main, Germany.

1989

- Bohner, G. (1989, June). *Zum Einfluss positiver und negativer Stimmung auf das Schreiben argumentativer Texte* [The influence of positive and negative mood on the writing of persuasive texts]. Paper presented at the 2nd Tagung der Fachgruppe Sozialpsychologie, Bielefeld, Germany.
- Bohner, G. (1989, April). *Mood influences on the generation of persuasive communications*. Poster presented at the 1989 Convention of the Western Psychological Association and Rocky Mountain Psychological Association, Reno, NV.
- Fellhauer, R., Bless, H., Bohner, G., & Schwarz, N. (1989, March). *Eine deutsche Skala zur Erfassung von "Need for Cognition"* [A German Scale for the assessment of need for cognition]. Poster presented at the 31st Tagung experimentell arbeitender Psychologen, Bamberg, Germany.
- Marz, P., Bless, H., Bohner, G., Strack, F., & Schwarz, N. (1989, March). *Der Einfluss von Stimmungen auf Attributionsprozesse* [Influence of moods on attribution processes]. Paper presented at the 31st Tagung experimentell arbeitender Psychologen, Bamberg, Germany.
- Sperling, C., Knoblauch, I., & Bohner, G. (1989, March). *"Analyse contra Intuition?" Einflüsse von Stimmungen auf die Bearbeitung verschiedener Aufgabentypen* ["Analysis versus intuition?" Influence of moods on performance in different types of tasks]. Paper presented at the 31st Tagung experimentell arbeitender Psychologen, Bamberg, Germany.
- Volk, B., Schubert, P., & Bohner, G. (1990). Psychische Folgen des Computer-Einsatzes in der Fernsprechauskunft [Psychological consequences of computerization in a telephone directory assistance office]. In S. Höfling, & W. Butollo (Eds.), *Psychologie für Menschenwürde und Lebensqualität: Bericht über den 15. Kongress für Angewandte Psychologie des Berufsverbandes Deutscher Psychologen e.V., München, 1989* (Vol. 2, pp. 338-346). Bonn, Germany: Deutscher Psychologen-Verlag.

1988

- Bless, H., Bohner, G., Schwarz, N., & Strack, F. (1988, August). *Effects of affective states on the processing of persuasive communications*. Poster presented at the 96th Annual Convention of the American Psychological Association, Atlanta, GA.
- Bohner, G. (1988, April). *"Würden Sie mich bitte vorlassen?" Stimmung und Informationsverarbeitung in einer Alltagssituation* ["Would you please let me advance in line?" Mood and information processing in an everyday situation]. Poster presented at the 30th Tagung experimentell arbeitender Psychologen, Marburg, Germany.
- Brodnicke, M., Hormuth, S.E., & Bohner, G. (1988, April). *Tanztherapie: Veränderung durch körperliche Betätigung?* [Dance therapy: Change through body activity?] Poster presented at the 30th Tagung experimentell arbeitender Psychologen, Marburg, Germany.
- Harlacher, U., Bohner, G., & Schwarz, N. (1988). Einflüsse des Wertebereichs kategorialer Antwortskalen in Gesundheitsfragebogen auf diagnostische Urteile von Ärzten und Medizinstudenten [Influences of category range of response scales in health surveys on diagnostic judgments of doctors and students of medicine]. In W. Schönplflug (Ed.), *Bericht über den 36. Kongress der Deutschen Gesellschaft für Psychologie in Berlin 1988* (Vol. 1, p. 430). Göttingen, Germany: Hogrefe.
- Hormuth, S.E., Bless, H., Bohner, G., & Hornung-Linkenheil, A. (1988). Auswirkungen geographischer Mobilität auf soziale Anpassungsfähigkeiten Jugendlicher [Effects of geographic mobility on social adjustment skills in adolescents]. In W. Schönplflug (Ed.), *Bericht über den 36. Kongress der Deutschen Gesellschaft für Psychologie in Berlin 1988* (Vol. 1, pp. 79-80). Göttingen, Germany: Hogrefe.

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- Bless, H., Bohner, G., Chassein, B., Kittel, C., Kohlhoff, A., Nathusius, K., Schüssler, G., & Schwarz, N. (1986). Hausmann und Abteilungsleiterin: Konsequenzen (nicht-) rollenkonformer Berufe in der Fremdwahrnehmung [Consequences of sex-role-(in)consistent occupations in person perception]. In M. Amelang (Ed.), *Bericht über den 35. Kongress der Deutschen Gesellschaft für Psychologie in Heidelberg 1986* (Vol. 1, p. 332). Göttingen, Germany: Hogrefe.
- Bless, H., Bohner, G., Schwarz, N., & Strack, F. (1986, April). *Macht gute Laune denkfaul? Einflüsse der Stimmung auf die Wirkung persuasiver Kommunikation* [Does good mood cause mindlessness? Influences of affective state on the processing of persuasive communications]. Paper presented at the 3rd Tagung der Arbeitsgruppe Sozialpsychologie, Erlangen, Germany.
- Bohner, G., Bless, H., Schwarz, N., & Strack, F. (1987, April). *Wann machen Ereignisse nachdenklich? Einflüsse der hedonischen Qualität und der subjektiven Auftretenswahrscheinlichkeit auf kausale Erklärungen* [When do events instigate reasoning? Effects of hedonic quality and subjective probability on causal explanations]. Paper presented at the 29th Tagung experimentell arbeitender Psychologen, Aachen, Germany.
- Bohner, G., Harlacher, U., Rudolf, C., Sieger, H., & Schwarz, N. (1983). Selbstaufmerksamkeit und Körperaufmerksamkeit [Self consciousness and body consciousness]. In G. Lüer (Ed.), *Bericht über den 33. Kongress der Deutschen Gesellschaft für Psychologie in Mainz 1982* (Vol. 2, pp. 649-652). Göttingen, Germany: Hogrefe.
- Bohner, G., Hormuth, S.E., & Schwarz, N. (1986). Stimmungslage und Reaktivität als Persönlichkeitsmerkmale: Eine Skalvalidierung mit Hilfe der "Erfahrungsstichprobe" [Mood level and reactivity as personality traits: Scale validation using the "experience sampling method"]. In M. Amelang (Ed.), *Bericht über den 35. Kongress der Deutschen Gesellschaft für Psychologie in Heidelberg 1986* (Vol. 1, p. 246). Göttingen, Germany: Hogrefe.
- Bohner, G., & Schwarz, N. (1984, April). *Die Stimmungs-Skala. Eine deutsche Version des "mood survey" von Underwood und Froming* [A German version of the "mood survey" of Underwood and Froming]. Poster presented at the 26th Tagung experimentell arbeitender Psychologen, Nürnberg, Germany.