

Curriculum Vita

Edward Tory Higgins

December 31, 2020

Columbia University
Department of Psychology
401-D Schermerhorn Hall
New York, New York 10027

Birth Date: March 12, 1946
Birth Place: Montreal, Quebec, Canada.

United States citizen.

Education:

McGill University, Montreal, Quebec, Canada
September, 1963 - June, 1967
McGill University Scholar; Wilson Memorial Scholar
Joint Honors: Sociology and Anthropology
B. A. First Class Joint Honors, June, 1967
Commonwealth Scholar
Quebec Scholar

London School of Economics and Political Science, London, England
September, 1967 - June, 1968
Department of Social Psychology
M.A. in Social Psychology with Distinction, June, 1968

Columbia University, Department of Psychology, New York, New York
September, 1968 - 1972
Columbia University Faculty Fellow, 1968 - 1972
Ph.D., 1973

Honors and Awards:

University Distinguished Lecture Series, University of Wisconsin (Madison)

Keynote Speaker, International Conference on Language and Social Psychology

D. O. Hebb Lecture Series, Invited Address (McGill University)

Keynote Address, Canadian Psychological Association

Keynote Address, Society of Personality and Social Psychology (APS)

G. Stanley Hall Lecturer (Williams College)

Keynote Address, American Psychological Society

Ida Beam Distinguished Visiting Professor (University of Iowa)

Keynote Speaker, International Society for Research on Emotion
(Wurzburg)

Allen Edwards Lecturer (University of Washington, Seattle)

Tony Greenwald Distinguished Scholar Address (Ohio State University)

Heyman Fellow (Columbia University)

Invited Speaker, *Ivy Leadership Summit*

Invited Address, Chicago Early Childhood Center & Erikson Institute Child Education
Lecture

OSU Ostrom Scholar-in-Residence (Ohio State University)

Fellow, Center for Advanced Study in the Behavioral Sciences (1986-87)

NIMH MERIT Award [Method to Extend Research Time] (1989-1999)

Ph.D Convocation Address, Graduate School of Arts & Sciences, Columbia University
(1999)

M.A. Convocation Address, Graduate School of Arts & Sciences, Columbia University
(2000)

Co-authored article received the 2006 ISCON "Best Social Cognition Paper" Award

Donald T. Campbell Award (1996)
From the Society for Personality and Social Psychology
For Outstanding Contributions to Social Psychology

Thomas M. Ostrom Award (1999)
From the Social Cognition Society
For Outstanding Contributions to Social Cognition

William James Fellow Award (2000)
From the Association for Psychological Science
For Distinguished Achievements in Psychological Science

Award for Distinguished Scientific Contributions (2000)
From the American Psychological Association

Stanley Schachter Professor of Psychology (2000)
Chaired Professorship Awarded by Columbia University

University Lecture, Columbia University (2001)

Paper by Freitas, Liberman, Salovey, & Higgins, E. T. (2002), entitled “When to begin? Regulatory focus and initiating goal pursuit” awarded *Best Student Article of the Year* by *Personality and Social Psychology Bulletin*.

Presidential Award for Outstanding Teaching (2004)
Awarded by Columbia University

Distinguished Scientist Award (2005)
From the Society of Experimental Social Psychology

Miegunyuh Distinguished Fellow of the University of Melbourne (2005)

Best Social Cognition Paper Award, Cesario, Plaks, & Higgins, for their article titled “Automatic Social Behavior as Motivated Preparation to Interact.” From the International Social Cognition Network (2006).

Lifetime Contribution Award (2006)
International Society for Self & Identity

Fellow, American Academy of Arts & Sciences (2006)

Harold Basowitz Memorial Lecture, University of Alabama (2008)

University of Melbourne Dyason Fellow Public Lecture (2013)

Alexander von Humboldt Anneliese Maier Research Award (2015)

Wall of Fame for Honored Mentors (2016)
From the Heritage Foundation, Society for Personality and Social Psychology

Ambady Award for Mentoring Excellence (2017), Society for Personality and Social Psychology

Gallery of Scientists "In Honor of" (2017), Federation of Associations in Behavioral and Brain Sciences, recognizing eminent, senior scientists who have made important and lasting contributions to the sciences of mind, brain, and behavior

AMJ's 2018 Best Article of the Year, as co-author of "We Ask Men to Win and Women Not to Lose: Closing the Gender Gap in Startup Funding," awarded by the Academy of Management

APS Mentor Award (2020), Association for Psychological Science, recognizing enormous impact in shaping the future directions of psychological science by fostering the careers of students and colleagues

Distinguished Contribution to Motivation Science Award (2021),
From the Society for the Science of Motivation

Positions:

2002-present	Professor of Business, Columbia University Director, Motivation Science Center
2000-present	Stanley Schachter Professor of Psychology
1994- 2001	Chair, Department of Psychology, Columbia University
1989 - present	Professor, Department of Psychology, Columbia University.
Spring, 1992	Visiting Professor, Department of Psychology Simon Fraser University
1981 - 1989	Professor, Department of Psychology, New York University
Summer, 1988	Visiting Professor, Zentrum Fur Umfragen, Methoden und Analysen (ZUMA)
Summer, 1985	Visiting Research Fellow, Faculty of Behavioral Science, Macquarie University
1984-1985	Visiting Professor, Cognitive and Behavioral Therapies Unit, Clarke Institute of Psychiatry; and Department of Psychology, York University
1977 - 1981	Associate Professor, Department of Psychology, University of Western Ontario
Spring, 1979	Visiting Professor, Department of Psychology,

	University of Michigan
Fall, 1975	Visiting Professor, Department of Behavioral Sciences, University of Chicago
1972 - 1977	Assistant Professor, Department of Psychology, Princeton University

Research Interests:

Motivation and cognition; judgment and decision making; social cognition; social communication; self and affect; social development

Teaching Experience:

Undergraduate Courses

Introductory psychology (New York University)

Introductory Developmental Psychology (Princeton University; Columbia University, Teachers College; University of Western Ontario)

Social and Cognitive Development (Princeton University)

Socialization of the Child (University of Michigan)

Introduction to Experimental Methods in Psychology (Princeton University)

Language and Thought (Princeton University)

Introductory Social Psychology (University of Western Ontario; New York University; Columbia University)

Person Perception (University of Western Ontario)

The Psychology of Persuasion and Attitude Formation (University of Western Ontario)

Honors Seminar (New York University)

Theories of Social and Personality Psychology (Columbia University)

Graduate Courses

Social Roles and the Perception of Self and Others (Princeton University)
Communication and Symbolic Processes (Princeton University)
Developmental Social Cognition (University of Michigan)
Social Judgment and Social Interaction (University of Western Ontario)
Theories of Social-Personality Psychology (University of Western Ontario; New York University; Columbia University)
Foundations of Social Cognition (New York University)
Managerial Negotiations (Executive MBA Program, Columbia University)
Motivation Science (MBA Program, Columbia University)

Professional Activities:

Associate Editor: Social Cognition (1983-2002; 2005-2015)

Editorial Board:

Journal of Personality and Social Psychology (1979-1986;1988-present)

Journal of Experimental Social Psychology (1980-1984; 1988-present)

Social Cognition (1981-present)

Motivation and Emotion (1987-present)

Psychological Inquiry (1989-present)

Personality and Social Psychology Review (1997-present)

Journal of Language and Social Psychology (1981-1992)

Child Development (1979-1981)

Grant Application Appraiser:

National Institute of Mental Health (Social and Behavioral Sciences Review Panel, 1990-1994); National Science

Foundation; Canada Council

Book Reviewer:

Guilford Press; Cambridge University Press; Prentice-Hall;
Allyn and Bacon; Dorsey Press; Harcourt-Brace; Wadsworth;
Harcourt, Brace, & Jovanovich

National and International Committee Memberships:

National Institute of Mental Health Grant Review Panel

National Institute of Mental Health "Basic Behavioral
Science Task Force"

Member of Psychology External Review Committee,
Brown University

Member of Psychology External Review Committee,
Duke University

Member of Psychology External Review Committee,
University of Maryland at College Park

Member of Psychology External Review Committee,
Northwestern University

Member of Psychology External Review Committee,
Rochester University

Member of Psychology External Review Committee,
University of Toronto Graduate Programs

Member of Psychology Tenure Review Committee,
Harvard University

External Consultant to Department of Psychology,
University of Washington (Seattle)

Ohio Governor's "Eminent Scientist" Award Committee

National Institute of Mental Health Special Committee on
"Social Psychology and Mental Health"

National Institute of Mental Health Special Committee on
"Motivational and Cognitive Directions for AIDS Research"

National Institute of Aging Task Force Special Committee on
"Social Psychology and Aging"

Executive Committee, Society of Experimental Social
Psychology

Member and Chair, Scientific Awards Committee,
American Psychological Association

Social Psychology Conference Program Coordinator,
American Psychological Society

National Institutes of Health Committee on Scientific
Review Restructuring

Council Member, Federation for Behavioral, Psychological, and
Cognitive Sciences

Scientific Advisory Board Member, Center for Child and Family
Policy, Duke University

Scientific Advisory Council Member, Center for Healthcare Policy
and Research, University of California, Davis

Member of the Executive Committee, Society for the Science of
Motivation

President, Society for the Science of Motivation

Membership in Learned Societies:

American Psychological Association

Society of Experimental Social Psychology

Society for Research in Child Development

Association of Psychological Science

Society for the Science of Motivation

Outside Activities:

Bank of America Marketing Investment Products
Consulted on how to improve messaging to motivate
attendance (2013)

Research Grants & Awards:

National Science Foundation Grant:
"Impression Formation" (1973-1976)

National Institute of Mental Health:
"Social Communication and Social Judgment" (1978-1980)

University of Western Ontario:
"Processing Social Information" (1977 and 1980)

Canada Council: Conference on "Variability and Consistency
in Social Behavior" for the Second Ontario Symposium on
Personality and Social Psychology (1979)

Social Sciences and Humanities Research Council of Canada:
"Interpersonal Communication and Social Cognition" (1981-
1983)

Canada Council: Conference on "The Social Psychology of
Appearance" for the Third Ontario Symposium on Personality
and Social Psychology (1981)

National Institute of Child health and Human Development
(Program Project Grant):
"Interaction in Development: Antecedents, Processes,
Outcomes" (1986-1990)

United States-Israel Binational Science Foundation (with Y.
Trope and D.N. Ruble):
"Information Processing Stages in Dispositional Attribution"
(1985-1988)

United States-Israel Binational Science Foundation (with Y.
Trope): "Identification and Inference in Judgments About
Others' Personality Dispositions" (1990-1993)

Humboldt Foundation Transcoop Award (with F. Strack):
"Regulatory Systems Underlying Metacognitive Effects"

(1994-1997)

National Institute of Mental Health:
"Context-driven Processing and its Personal Consequences"
(1984-1988; 1989-1999 MERIT AWARD)

National Science Foundation:
"Regulatory Fit and Value Transfer" (2004-2009)

National Institute of Mental Health:
"Approach/Avoidance Orientations and Operations" (1999-
2013; this grant was a continuation of the previous NIMH grant
that began in 1984)

Alexander von Humboldt Anneliese Maier Research Award
"Shared Reality" (2016-2022)

PUBLICATIONS

Books and Monographs:

Higgins, E. T. (1977). Communication development as related to channel, incentive, and social class. Genetic Psychology Monographs, 96, 75-141.

Higgins, E. T. (2012). Beyond pleasure and pain: How motivation works. New York: Oxford University Press.

Grant Halvorson, H., & Higgins, E. T. (2013). Focus: Use different ways of seeing the world for success and influence. New York: Penguin Press.

Higgins, E. T. (2019). Shared reality: What makes us strong and tears us apart. New York: Oxford University Press.

Edited Books & Monographs:

Higgins, E. T., Herman, C. P., & Zanna, C. P. (Eds.), (1981). Social cognition: The Ontario Symposium (Volume 1). Hillsdale, N. J.: Erlbaum.

Zanna, M. P., Higgins, E. T., & Herman, C. P. (Eds.), (1982). Consistency in social behavior: The Ontario Symposium (Volume 2). Hillsdale, N. J.: Erlbaum.

Higgins, E. T., Ruble, D. N., & Hartup, W. W. (Eds.), (1983). Social cognition and social development: A socio-cultural perspective. New York: Cambridge University Press.

- Herman, C. P., Zanna, M. P., & Higgins, E. T. (Eds.), (1985). The social psychology of appearance: The Ontario Symposium (Volume 3). Hillsdale, N. J.:Erlbaum.
- Kuiper, N. A., & Higgins, E. T. (Eds.), (1985). Social cognition and depression. Special issue of Social Cognition. New York: Guilford.
- Sorrentino, R. M., & Higgins, E. T. (Eds.), (1986). Handbook of motivation and cognition: Foundations of social behavior. New York: Guilford.
- Ruble, D. N., & Higgins, E. T. (Eds.), (1986). Developmental perspectives on social-cognitive theory. Special issue of Social Cognition. New York: Guilford.
- Donohew, L., Sypher, H. E., & Higgins, E. T. (Eds.), (1988). Communication, social cognition, and affect. Hillsdale, N. J.:Erlbaum.
- Sypher, H. E., & Higgins, E. T. (Eds.), (1989). Communication and social cognition. Special issue of Communication Research.
- Higgins, E. T., & Sorrentino, R. M. (Eds.), (1990). Handbook of motivation and cognition, Volume 2. New York: Guilford.
- Trope, Y., & Higgins, E. T. (Eds.), (1993). On inferring personal dispositions from behavior. Special issue of Personality and Social Psychology Bulletin. Newbury Park, CA: Sage.
- Levine, J. M., & Higgins, E. T. (Eds.), (1995). The social context of cognition. Special issue of Social Cognition. New York: Guilford.
- Higgins, E. T., & Kruglanski, A. W. (Eds.), (1996). Social psychology: Handbook of basic principles. New York: Guilford.
- Sorrentino, R. M., & Higgins, E. T. (Eds.), (1996). Handbook of motivation and cognition: The interpersonal context. New York: Guilford.
- Higgins, E. T., & Kruglanski, A. W. (Eds.) (2000), Motivational science: Social and personality perspectives. Philadelphia, PA: Psychology Press.
- Kruglanski, A. W., & Higgins, E. T. (Eds.) (2002). Principles of social psychology: A general reader. Philadelphia, PA: Psychology Press.
- Kruglanski, A. W., & Higgins, E. T. (Eds.) (2004). Theory construction in social-personality psychology. Special Issue of Personality and Social Psychology Review. Mahwah, NJ: Erlbaum.
- Kruglanski, A. W., & Higgins, E. T. (Eds.) (2007). Social psychology: Handbook of basic principles, Second Edition. New York: Guilford.

Van Lange, P., Kruglanski, A. W., & Higgins, E. T. (Eds.) (2012), Handbook of theories of social psychology. Thousand Oaks, CA: Sage Publications.

Kruglanski, A. W., & Higgins, E. T. (Eds.) (2017). Special Issue of Motivation Science: Interdisciplinary Research in Motivation Science. Washington, D.C.: American Psychological Association.

Echterhoff, G., & Higgins, E. T. (Eds.) (2018). Special Issue of Current Opinion in Psychology: Shared Reality. Amsterdam: Elsevier.

Van Lange, P., Kruglanski, A. W., & Higgins, E. T. (Eds.) (2020), Social psychology: Handbook of basic principles, Third Edition. New York: Guilford.

Articles and Chapters:

Huttenlocher, J., Higgins, E. T. Milligan, C., & Kauffman, B. (1970). The mystery of the "negative equative" construction. Journal of Verbal Learning and Verbal Behavior, 9, 334-341.

Huttenlocher, J., & Higgins, E. T. (1971). Adjectives, comparatives, and syllogisms. Psychological Review, 78, 487-504.

Huttenlocher, J., & Higgins, E. T. (1972). On reasoning, congruence, and other matters. Psychological Review, 79, 420-427.

Glucksberg, S., Krauss, R. M., & Higgins, E. T. (1975). The development of referential communication skills. In F. Horowitz, E. Hetherington, S. Scarr-Salapatek, & G. Siegel (Eds.), Review of child development research (Vol. 4). Chicago: University of Chicago Press.

Feldman, N. S., Higgins, E. T., Karlovac, M., & Ruble, D. N. (1976). Use of consensus information in causal attributions as a function of temporal presentation and availability of direct information. Journal of Personality and Social Psychology, 34, 694-698.

Higgins, E. T. (1976). Effects of presupposition on deductive reasoning. Journal of Verbal Learning and Verbal Behavior, 15, 419-430.

Higgins, E. T. (1976). Social class differences in verbal communicative accuracy: A question of "which question?" Psychological Bulletin, 83, 695-74.

Higgins, E. T., & Rholes, W. S. (1976). Impression formation and role fulfillment: A "holistic reference" approach. Journal of Experimental Social Psychology, 12, 422-435.

Ruble, D. N., & Higgins, E. T. (1976). Sex composition effects on self-presentation and sex-typing. Journal of Social Issues, 32, 125-132.

- Zanna, M. P., Higgins, E. T., & Taves, P. A. (1976). Is dissonance phenomenonologically aversive? Journal of Experimental Social Psychology, 12, 530-538.
- Higgins, E. T. (1977). The varying presuppositional nature of comparatives. Journal of Psycholinguistic Research, 6, 203-222.
- Higgins, E. T., Rholes, W. S. & Jones, C. R. (1977). Category accessibility and impression formation. Journal of Experimental Social Psychology, 13, 141-154.
- Higgins, E. T. (1978). Written communication as functional literacy: A developmental comparison of oral and written communication. In R. Beach & P. D. Pearson (Eds.), Perspectives on literacy. Minneapolis: College of Education, University of Minnesota.
- Higgins, E. T., & Rholes, W. S. (1978). "Saying is believing": Effects of message modification on memory and liking for the person described. Journal of Experimental Social Psychology, 14, 363-378.
- Huttenlocher, J., & Higgins, E. T. (1978). Issues in the study of symbolic development. In W. A. Collins (Ed.), Minnesota Symposia on Child Psychology (Volume 11). Hillsdale, New Jersey: Erlbaum.
- Higgins, E. T., Rhodewalt, F., & Zanna, M. P. (1979). Dissonance motivation: Its nature, persistence, and reinstatement. Journal of Experimental Social Psychology, 15, 16-34.
- Ruble, D. N., Feldman, N. S., Higgins, E. T., & Karlovac, M. (1979). Locus of causality and the use of information in the development of causal attributions. Journal of Personality, 16, 348-361.
- Higgins, E. T., & Chaires, W. M. (1980). Accessibility of interrelational constructs: Implications for stimulus encoding and creativity. Journal of Experimental Social Psychology, 16, 348-361.
- Higgins, E. T., Feldman, N. S., & Ruble, D. N. (1980). Accuracy and differentiation in social prediction: A developmental perspective. Journal of Personality, 48, 520-540.
- Higgins, E. T. (1981) The "communication game": Implications for social cognition and persuasion. In E. T. Higgins, C P. Herman, and M. P. Zanna (Eds.), Social cognition: The Ontario Symposium (Volume 1). Hillsdale, N. J.: Erlbaum.
- Higgins, E. T. (1981). Role-taking and social judgment: Alternative developmental perspectives and processes. In J. H. Flavell & L. Ross (Eds.), Social cognitive development: Frontiers and possible futures. New York: Cambridge.
- Higgins, E. T. Fondacaro, R., & McCann, C. D. (1981). Rules and roles: The "communication game" and speaker-listener processes. In W. P. Dickson (Ed.), Children's

oral communication skills. New York: Academic Press.

Higgins, E. T., & King, G. (1981). Accessibility of social constructs: Information processing consequences of individual and contextual variability. In N. Cantor & J. Kihlstrom (Eds.), Personality, cognition, and social interaction (pp. 69-121). Hillsdale, N. J.: Erlbaum.

Higgins, E. T., Kuiper, N. A. & Olson, J. (1981). Social cognition: A need to get personal. In E. T. Higgins, C. P. Herman, and M. P. Zanna (Eds.), Social cognition: The Ontario Symposium (Volume I). Hillsdale, New Jersey: Erlbaum.

Higgins, E. T., & Bryant, S. L. (1982). Consensus information and the fundamental attribution error: The role of development and in-group versus out-group knowledge. Journal of Personality and Social Psychology, 43, 889-900.

Higgins, E. T., King, G. A. & Mavin, G. H. (1982). Individual construct accessibility and subjective impressions and recall. Journal of Personality and Social Psychology, 43, 35-47.

Higgins, E. T., McCann, C. D., & Fondacaro, R. (1982). The "communication game": Goal-directed encoding and cognitive consequences. Social Cognition, 1, 21-37.

Fondacaro, R., & Higgins, E. T. (1983). Cognitive consequences of communication mode: A social psychological perspective. In D. Olson, A. Hilyard, & N. Torrance (Eds.), The nature and consequences of literacy. Hillsdale, N.J.: Erlbaum.

Higgins, E. T. (1983). Effort after meaning in personnel evaluation: The "similarity error" and other possible sources of bias. In F. J. Landy & S. Zedeck (Eds.), Performance measurement: Directions for the future. Hilldale, N. J.: Erlbaum.

Higgins, E. T., & Lurie, L. (1983). Context, categorization, and memory: The "change-of-standard" effect. Cognitive Psychology, 15, 525-547.

Higgins, E. T., & Parsons, J. E. (1983). Social cognition and the social life of the child: Stages as subcultures. In E. T. Higgins, D. N. Ruble, and W. W. Hartup (Eds.), Social cognition and social development: A socio-cultural perspective. New York: Cambridge University Press.

Higgins, E. T., & McCann, C. D. (1984). Social encoding and subsequent attitudes, impressions, and memory: "Context-driven" and motivational aspects of processing. Journal of Personality and Social Psychology, 47, 26-39.

Kraut, R. E., & Higgins, E. T. (1984). Communication and social cognition. In R. S. Wyer, Jr., & T. Srull, Handbook of social cognition, Volume 3. Hillsdale, N. J.: Erlbaum.

McCann, C. D., & Higgins, E. T. (1984). Individual differences in communication: Social cognitive determinants and consequences. In H. E. Sypher & J. L. Applegate (Eds.),

Communication by children and adults: Social cognitive and strategic processes (pp. 172-210). Beverly Hills, California: Sage.

Higgins, E. T., Bargh, J. A., & Lombardi, W. (1985). Nature of priming effects on categorization. Journal of Experimental Psychology: Learning, Memory, and Cognition, 11, 59-69.

Higgins, E. T., Klein, R., & Strauman, T. (1985). Self-concept discrepancy theory: A psychological model for distinguishing among different aspects of depression and anxiety. Social Cognition, 3, 51-76.

Kuiper, N.A., & Higgins, E. T. (1985). Social cognition and depression: A general integrative perspective. Social Cognition, 3, 1-15.

Higgins, E. T., Bond, R. N., Klein, R., & Strauman, T. (1986). Self-discrepancies and emotional vulnerability: How magnitude, accessibility, and type of discrepancy influence affect. Journal of Personality and Social Psychology, 51, 5-15.

Higgins, E. T., Strauman, T., & Klein, R. (1986). Standards and the process of self-evaluation: Multiple affects from multiple stages. In R. M. Sorrentino and E. T. Higgins (Eds.), Handbook of motivation and cognition: Foundations of social behavior (pp. 23-63). New York: Guilford.

Higgins, E. T., & Wells, R. (1986). Social concept availability and accessibility as a function of social life phase: Emphasizing the "how" vs. the "can" of social cognition. Social Cognition, 4, 201-226.

Sorrentino, R. M., & Higgins, E. T. (1986). Motivation and cognition: Warming up to synergism. In R. M. Sorrentino and E. T. Higgins (Eds.), Handbook of motivation and cognition. Foundations of social behavior. New York: Guilford Press.

Higgins, E. T. (1987). Self-discrepancy: A theory relating self and affect. Psychological Review, 94, 319-340.

Higgins, E. T., & Bargh, J. A. (1987). Social cognition and social perception. Annual Review of Psychology, 38, 369-425.

Higgins, E. T., Klein, R., & Strauman, T. (1987). Self-discrepancies: Distinguishing among self-states, self-state conflicts, and emotional vulnerabilities. In K. Yardley and T. Honess (Eds.), Self and identity: Psychosocial perspectives. New York: John Wiley.

Lombardi, W. J., Higgins, E. T., & Bargh, J. A. (1987). The role of consciousness in priming effects on categorization. Personality and Social Psychology Bulletin, 13, 411-429.

Strauman, T. J., & Higgins, E. T. (1987). Automatic activation of self-discrepancies and

emotional syndromes: When cognitive structures influence affect. Journal of Personality and Social Psychology, 53, 1004-1014.

Bargh, J. A., Lombardi, W. J., & Higgins, E. T. (1988). Automaticity of chronically accessible constructs in person x situation effects on person perception: It's just a matter of time. Journal of Personality and Social Psychology, 55, 599-605.

Higgins, E. T., & Moretti, M. M. (1988). Standard utilization and the social-evaluative process: Vulnerability to types of aberrant beliefs. In T. F. Oltmanns and B. A. Maher (Eds.), Delusional beliefs. New York: Wiley.

Higgins, E. T., Simon, M., & Wells, R. S. (1988). A model of evaluative processes and "job satisfaction": When differences in standards make a difference. In R. Cardy, J. Newman, & S. M. Puffer (Eds.), Advances in information processing in organizations, Volume 3. Greenwich, Connecticut: JAI Press.

Higgins, E. T., & Stangor, C. (1988). A "change-of-standard" perspective on the relation among context, judgment, and memory. Journal of Personality and Social Psychology, 54, 181-192.

Higgins, E. T., Stangor, C. (1988). Context-driven social judgment and memory: When "behavior engulfs the field" in reconstructive memory. In D. Bar-Tal and A. W. Kruglanski (Eds.), The social psychology of knowledge. New York: Cambridge University Press.

Higgins, E. T., Van Hook, E., & Dorfman, D. (1988). Do self attributes form a cognitive structure? Social Cognition, 6, 177-207.

McCann, C. D., & Higgins, E. T. (1988). Motivation and affect in interpersonal relations: The role of personal orientations and discrepancies. In L. Donohew, H. E. Sypher, & E. T. Higgins (Eds.), Communication, social cognition and affect (pp. 53-79). Beverly Hills, California: Sage.

Segal, Z. V., Hood, J. E., Shaw, B. F., & Higgins, E. T. (1988). A structural analysis of the self-schema construct in major depression. Cognitive Therapy and Research, 12, 471-485.

Strauman, T. J., & Higgins, E. T. (1988). Self-discrepancies as predictors of vulnerability to distinct syndromes of chronic emotional distress. Journal of Personality, 56, 685-707.

Van Hook, E., & Higgins, E. T. (1988). Self-related problems beyond the self-concept: Motivational consequences of discrepant self-guides. Journal of Personality and Social Psychology, 55, 625-633.

Higgins, E. T. (1989a). Self-discrepancy theory: What patterns of self-beliefs cause people to suffer? In L. Berkowitz (Ed.), Advances in experimental social psychology, Volume 22

(pp. 93-136). New York: Academic Press.

Higgins, E. T. (1989b). Continuities and discontinuities in self-regulatory and self-evaluative processes: A developmental theory relating self and affect. Journal of Personality, 57, 407-444.

Higgins, E. T. (1989c). Knowledge accessibility and activation: Subjectivity and suffering from unconscious sources. In J. S. Uleman and J. A. Bargh (Eds.), Unintended thought (pp. 75-123). New York: Guilford.

Wells, R. S. & Higgins, E. T. (1989). Inferring emotions from multiple cues: Revealing age-related differences in "how" without differences in "can". Journal of Personality, 57, 747-771.

Higgins, E. T. (1990a). Personality, social psychology, and person-situation relations: Standards and knowledge activation as a common language. In L. A. Pervin (Ed.), Handbook of personality (pp. 301-338). New York: Guilford Press.

Higgins, E. T. (1990b). Self-state representations: Patterns of interconnected beliefs with specific holistic meanings and importance. Bulletin of the Psychonomic Society, 28, 248-253.

Higgins, E. T., & Trope, Y. (1990). Activity engagement theory: Implications of multiple identifications for intrinsic motivation. In E. T. Higgins and R. M. Sorrentino (Eds.), Handbook of motivation and cognition: Foundations of social behavior, volume 2 (pp. 229-264). New York: Guilford.

Higgins, E. T., Tykocinski, O., & Vookles, J. (1990). Patterns of self-beliefs: The psychological significance of relations among the actual, ideal, ought, can, and future selves. In J. M. Olson and M. P. Zanna (Eds.), Self-inference processes: The Ontario Symposium, Volume 6 (pp. 153-190). Hillsdale, N. J.: Erlbaum.

McCann, C. D., & Higgins, E. T. (1990). Social cognition and communication. In H. Giles and W. P. Robinson (Eds.), Handbook of language and social psychology (pp. 13-32). London: John Wiley & Sons.

Moretti, M. M., & Higgins, E. T. (1990a). The development of self-system vulnerabilities: Social and cognitive factors in developmental psychopathology. In R. J. Sternberg and J. Kolligan (Eds.), Perceptions of competence and incompetence across the lifespan (pp. 286-314). New Haven, CT: Yale University Press.

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Outside Activities

2011: None

2012: None

2013: Bank of America Marketing investment products Consulted on how to improve messaging to motivate attendance 4.0 days

2014: Futures Company, Kantor Finance Services Financial services Consultant for strategic innovations to make consumers' feel right about their choices 2.0 days

2015: None

2016: South Korean Management Consulting Firm, KMAC Consulting Firm Gave a talk on motivation science 1.0 days

2017: Neuroleadership Summit Provide research ideas of use to business leaders
Speaker in seminar on use of incentives 0.5 days

2018: Neuroleadership Summit Provide research ideas of use to business leaders
Speaker in seminar on managers' helping others 0.5 days

2019 to date: None

2020 to date: None

2021 to date: None

2022 to date: None