

CURRICULUM VITA: ALICE HENDRICKSON EAGLY

PERSONAL DATA

Present position: James Padilla Chair of Arts and Sciences, Professor of Psychology, Faculty Fellow of Institute for Policy Research, and Professor of Management & Organizations, all at Northwestern University.

Address: Department of Psychology, Swift Hall, 2029 Sheridan Road, Northwestern University, Evanston, IL 60208-2710, USA

Telephone: (847) 467-5026; FAX (847) 491-7859

E-MAIL Address: eagly@northwestern.edu

UNIVERSITY DEGREES & HONORS

A. B. *Summa Cum Laude* (Social Relations); Radcliffe College (Harvard University), Cambridge, Massachusetts; June, 1960

M. A. (Psychology); University of Michigan, Ann Arbor, Michigan; June, 1963

Ph. D. (Social Psychology); University of Michigan, Ann Arbor, Michigan; December, 1965

Ph. D. Doctoris Philosophiae Honoris Causa, University of Bern, Switzerland, 2011.

Ph. D. Doctoris Philosophiae Honoris Causa, Erasmus University, Rotterdam, 2012.

Phi Beta Kappa, 1959

Phi Beta Kappa Ranking Senior Prize at Radcliffe College, 1960

National Merit Scholar, 1956-60

Fulbright Fellow (Norway), 1960-61

Woodrow Wilson Fellow, 1961-62

National Science Foundation Cooperative Graduate Fellow, 1962-65

Sigma Xi, 1965

ACADEMIC POSITIONS

Assistant Professor of Psychology, Michigan State University, East Lansing, Michigan, 1965-67.

Assistant to Associate to Full Professor of Psychology, University of Massachusetts, Amherst, Massachusetts, 1967-80.

Visiting Assistant Professor of Psychology, University of Illinois, Champaign, Illinois, 1970-71.

Visiting Associate Professor of Social Psychology, Harvard University, Cambridge, Massachusetts, 1974-75.

Visiting Professor of Psychology, University of Tuebingen, Tuebingen, Germany, 1991-92.

Professor of Psychology, Purdue University, West Lafayette, Indiana, 1980-95.

Professor of Psychology, Northwestern University, Evanston, Illinois, 1995-present.

Visiting Scholar, Henry A. Murray Research Center of Radcliffe Institute for Advanced Study, Harvard University; Cambridge, Massachusetts, 1998-99.

Visiting Researcher, Department of Psychology, University of Amsterdam, Netherlands, 2005-06

Distinguished Visiting Professor of Psychology, University of Southern California, Los Angeles, California, 2009-10.

Fellow, American Academy in Berlin, Fall 2011.

PRIZES AND HONORS

Honorary doctorate from Erasmus University, Rotterdam, 2012.

Women of Vision Award from Illinois Women's Bar Association, 2012

Elected to American Academy of Arts & Sciences, 2012.

Honorary doctorate from University of Bern, Switzerland, 2011.

Winner of Berlin Prize of American Academy of Berlin, 2011.

Winner of 2011 Raymond A. Katzell Award from the Society for Industrial and Organizational Psychology

Winner of 2009 Distinguished Scientific Contribution Award from the American Psychological Association

American Psychological Association 2009 Distinguished Scientist Lecturer

Winner of 2008 Distinguished Publication Award from Association for Women in Psychology for Eagly & Carli, *Through the labyrinth: The truth about how women become leaders*

Winner of 2008 Gold Medal from American Psychological Foundation (of American Psychological Association) for Life Achievement in the Science of Psychology

2nd Place Winner of 2007 Harvard Business Review McKinsey Award for article, Eagly, A. H., & Carli, L. L. (2007). *Women and the labyrinth of leadership. Harvard Business Review, 85(9), 62-71.*

Winner of 2007 Interamerican Psychologist Award from Interamerican Society of Psychology for contributions to psychology as a science and profession in the Americas.

Winner of 2005 Carolyn Wood Sherif Award from Society for the Psychology of Women for contributions to the field of the psychology of women as a scholar, teacher, mentor, and leader

Recipient of Internationale Bezoekersbeurs (International Visitors' Award) from Dutch Scientific Organization, 2005-06

Distinguished Fellow of UCLA Center for Society and Genetics, 2005

Winner of 1999 Distinguished Scientist Award from the Society of Experimental Social Psychology

Winner of Sabbatical Award from James McKeen Cattell Fund, 1998-99

Winner of 1994 Citation as Distinguished Leader for Women in Psychology from Committee on Women in Psychology of American Psychological Association

Winner of 1994 Donald Campbell Award for Distinguished Scientific Contribution to the field of social psychology (awarded by Society for Social and Personality Psychology, Division 8 of American Psychological Association)

Recipient of Deutsche Forschungsgemeinschaft Visiting Professor Award, University of Tübingen, Germany, 1991

Winner of 1978 Distinguished Publication Award of Association for Women in Psychology

Winner of 1976 Gordon Allport Intergroup Relations Prize of Society for the Psychological Study of Social Issues

Faculty Honor Roll of Associated Student Government, 1996-97, for classroom performance and activities with students outside of classroom

EDITORIAL SERVICE

Associate Editor, *Journal of Personality and Social Psychology*, 1974-76
 Member of Editorial Board, *Research Synthesis Methods*, 2009-present
 Distinguished Reviewer, *Psychology of Women Quarterly*, 2009-present
 Member of Editorial Board, *Social Psychology Quarterly: The Journal of Microsociologies*, 2008 onward, 2008-present
 Member of Editorial Board, *Psychological Bulletin*, 1995-present
 Member of Editorial Advisory Board, *Gender and Management: An International Journal*, 2010-present
 Consulting Editor, *Personality and Social Psychology Review*, 2001-present
 Associate member, *Behavioral and Brain Sciences*, 2000-
 Consulting Editor, *Journal of Personality and Social Psychology: Attitudes and Social Cognition*, 1979-present
 Member of Editorial Board, *Current Psychology: Developmental, Learning, Personality, Social*, 1985-present
 Member of Editorial Board, *European Review of Social Psychology*, 1990-present
 Member of Editorial Board, *Journal of Experimental Social Psychology*, 1990-1994
 Member of Editorial Board, *Social Psychology* (formerly *Zeitschrift für Sozialpsychologie*), 1995-2000, 2008-present
 Member of Editorial Board, *Leadership Quarterly*, 1995-2001
 Consulting Editor, *Replications in Social Psychology*, 1979-1984
 Member of Editorial Board, *Review of Personality and Social Psychology*, 1980-1989
 Member of Editorial Board, *Journal of Applied Social Psychology*, 1983-1994
 Consulting Editor, *Personality and Social Psychology Bulletin*, 1977-1979 and 1982-1984
 Consulting Editor, *Psychology of Women Quarterly*, 1978-1986
 Social Psychology Editor, Journal Supplement Abstract Service of American Psychological Association, 1973-74

OTHER PROFESSIONAL ACTIVITIES AND HONORS

President-Elect, Society for the Psychological Study of Social Issues, 2014
 Member of Search Committee for Editor of *Psychological Bulletin*
 Member of Selection Committee for Gold Medal of American Psychological Foundation
 Chair of Selection Committee for Methodological Innovation Award of the Society for Personality and Social Psychology, 2011
 Member of Board on Behavioral, Cognitive, and Sensory Sciences of National Research Council, National Academies, 2012-15
 Member of Scientific Advisory Council of the Gender Equality Project
 Chair of Feminist Transformations Task Force of the Society for the Psychology of Women (Division 35 of American Psychological Association), 2009-2013
 Chair of Selection Committee for Diener Mid-Career Award of Society for Personality and Social Psychology, 2009 and 2010 (Division 8 of American Psychological Association)
 Faculty Member at Summer Institute of Social Psychology (SISP) of the Society of Personality and Social Psychology, July 2007
 Vice President for the United States and Canada, 2003-2005, Interamerican Society of Psychology
 Member of Search Committee for Early Career Award in Social Psychology, 2004.
 Chair of Executive Committee, Society of Experimental Social Psychology, 2003.

Secretary-Treasurer, Society of Experimental Social Psychology, 2001-2002.
 Member of Executive Committee of Society for Experimental Social Psychology, 1973-76, 1981-83, and 2000-2003.
 Member of Search Committee for Editor of *Journal of Personality and Social Psychology: Attitudes and Social Cognition*, 2003-2004
 Faculty Member at Summer School on Peace and Conflict, Schloss Clemenswerth, Sögel, Germany, July 2001
 President, Midwestern Psychological Association, 1998-1999
 Member of Board of Scientific Affairs, American Psychological Association, 1995-1998;
 Member of Executive Committee of Board, 1996-98; Chair of Board, 1996
 Executive Secretary for the United States and Canada, 1997-2001, Interamerican Society of Psychology
 National Representative for the United States, 1993-97, Interamerican Society of Psychology
 Member of Search Committee for Editor of *Psychological Bulletin*, 2000-2001
 Member of Search Committee for Editor of *Psychological Review*, 2002-2003
 Fellows Committee, Division 35 (Psychology of Women) of American Psychological Association, 1993-1996; Chair, 1993-94
 Member of Panel on Attitudes and Behavior for workshop convened by National Science Foundation to establish research agenda for Psychological Perspectives on the Human Dimensions of Global Change, 1994.
 Member of National Institute of Mental Health Behavioral Sciences Task Force, 1993-95
 Honorary Fulbright Grantee; Germany, 1991-1992
 MacEachern Memorial Lecturer, University of Alberta, October 1985
 Member of Dissertation Prize Committee of Society of Experimental Social Psychology, 1972-74; Chair, 1974; member, 1995-present.
 President of Society for Personality and Social Psychology (Division 8 of American Psychological Association), 1981
 Secretary-Treasurer for Society for Personality and Social Psychology (Division 8 of American Psychological Association), 1975-77
 Representative to Executive Committee of Society for Personality and Social Psychology (Division 8 of American Psychological Association), 1977-79
 Representative of Division 8 (Personality and Social Psychology) to Council of Representatives of American Psychological Association), 1975-77
 Program Chair for Division 8 of American Psychological Association for 1971 Convention
 Reviewer of Convention Program Proposals for Division 8 of American Psychological Association for most conventions since 1971
 Member of Early Career Award Committee (for Social Psychology) of American Psychological Association, 1977
 Member of Research and Evaluation Committee of Convention Board of American Psychological Association, 1970-72; Chair, 1971-72
 Board of Reviewers, Henry A. Murray Research Center of Radcliffe College, 1977-79

MEMBERSHIP IN PROFESSIONAL ASSOCIATIONS

American Psychological Association, Divisions 1, 8, 9, 14, 35; Fellow of Divisions 1, 8, 9, 14, and 35
 Society for General Psychology (Division 1, Fellow)
 Society for Personality and Social Psychology (Division 8, Fellow)
 Society for the Psychological Study of Social Issues (Division 9, Fellow)
 Society for Industrial and Organizational Psychology (Division 14, Fellow)
 Society for the Psychology of Women (Division 35, Fellow)
 Society of Experimental Social Psychology (Fellow of Society)
 Midwestern Psychological Association (Charter Fellow)
 Interamerican Society of Psychology
 Association for Psychological Science (Fellow)
 Society for Research Synthesis Methodology (Charter Member)

PUBLICATIONS

Books

Himmelfarb, S., & Eagly, A. H. (Eds.). (1974). *Readings in attitude change*. New York: Wiley.

Eagly, A. H. (1987). *Sex differences in social behavior: A social-role interpretation*. Hillsdale, NJ: Erlbaum.

Eagly, A. H., & Chaiken, S. (1993). *The psychology of attitudes*. Fort Worth, TX: Harcourt Brace Jovanovich.

Alonso, M. M., & Eagly, A. H. (Eds.). (1999). *Psicologia in las Americas [Psychology in the Americas]*. Caracas: Sociedad Interamericana de Psicología [Interamerican Society of Psychology]. Internet accessible: <http://www.coedu.usf.edu/zalaquett/PsicAmericas.htm>

Eagly, A. H., Baron, R. M., & Hamilton, V. L. (Eds.). (2004). *The social psychology of group identity and social conflict: Theory, application, and practice*. Washington, DC: APA Books.

Eagly, A. H., Beall, A., & Sternberg, R. S. (Eds.). (2004). *The psychology of gender* (2nd ed.). New York: Guilford Press.

Eagly, A. H., & Carli, L. L. (2007). *Through the labyrinth: The truth about how women become leaders*. Boston: Harvard Business School Press
 (Published in Leadership for the Common Good series of the Center for Public Leadership of the John F. Kennedy School of Government of Harvard University)

Thematic Issue of Journal

Carli, L. L., & Eagly, A. H. (Eds.) (2001). Gender, hierarchy, and leadership. *Journal of Social Issues*, 57, No. 4.

Journal Articles

Kelman, H. C., & Eagly, A. H. (1965). Attitude toward the communicator, perception of communication content, and attitude change. *Journal of Personality and Social Psychology*, 1, 63-78.

Eagly, A. H., & Manis, M. (1966). Evaluation of message and communicator as a function of involvement. *Journal of Personality and Social Psychology*, 3, 483-485.

Eagly, A. H. (1967). Involvement as a determinant of response to favorable and unfavorable information. *Journal of Personality and Social Psychology*, 7, 1-15 (Whole No. 643).

Eagly, A. H. (1969). Sex differences in the relationship between self-esteem and susceptibility to social influence. *Journal of Personality*, 37, 581-591.

Eagly, A. H. (1969). Responses to attitude-discrepant information as a function of intolerance of inconsistency and category width. *Journal of Personality*, 37, 601-617.

Eagly, A. H. (1970). Leadership style and role differentiation as determinants of group effectiveness. *Journal of Personality*, 38, 509-524.

Eagly, A. H. & Acksen, B. A. (1971). The effect of expecting to be evaluated on change toward favorable and unfavorable information about oneself. *Sociometry*, 34, 411-422.

Eagly, A. H., & Whitehead, G. I., III. (1972). Effect of choice on receptivity to favorable and unfavorable evaluations of oneself. *Journal of Personality and Social Psychology*, 22, 223-230.

Eagly, A. H., & Telaak, K. A. (1972). Width of the latitude of acceptance as a determinant of attitude change. *Journal of Personality and Social Psychology*, 23, 388-397.

Eagly, A. H., & Anderson, P. (1974). Sex role and attitudinal correlates of desired family size. *Journal of Applied Social Psychology*, 4, 151-164.

Eagly, A. H. (1974). Comprehensibility of persuasive arguments as a determinant of opinion change. *Journal of Personality and Social Psychology*, 29, 758-773.

Eagly, A. H., & Chaiken, S. (1975). An attribution analysis of the effect of communicator characteristics on opinion change: The case of communicator attractiveness. *Journal of Personality and Social Psychology*, 32, 136-144.

Eagly, A. H., & Warren, R. (1976). Intelligence, comprehension, and opinion change. *Journal of Personality*, 44, 226-242.

- Eagly, A. H., & Chaiken, S. (1976). Why would anyone say that? Causal attribution of statements about the Watergate scandal. *Sociometry*, 39, 236-243.
- Chaiken, S., & Eagly, A. H. (1976). Communication modality as a determinant of message persuasiveness and message comprehensibility. *Journal of Personality and Social Psychology*, 34, 605-614.
Reprinted in B. Earn & S. Towson (Eds.). (1986). *Readings in social psychology: Classic and Canadian contributions*. Peterborough, Ontario, Canada: Broadview Press.
- Stroebe, W., Eagly, A. H., & Stroebe, M. S. (1977). Friendly or just polite? The effect of self-esteem on attributions. *European Journal of Social Psychology*, 7, 265-274. Also published in *Proceedings of the Division of Personality and Social Psychology* (APA Convention), 1974, 387-389.
- Eagly, A. H. (1978). Sex differences in influenceability. *Psychological Bulletin*, 85, 86-116.
- Eagly, A. H., Wood, W., & Chaiken, S. (1978). Causal inferences about communicators and their effect on opinion change. *Journal of Personality and Social Psychology*, 36, 424-435.
- Chaiken, S., Eagly, A. H., Sejwacz, D., Gregory, W. L., & Christensen, D. (1978). Communicator physical attractiveness as a determinant of opinion change. *JSAS Catalog of Selected Documents in Psychology*, 8, 9-10. (Ms. No. 1639)
- Wood, W., & Eagly, A. H. (1981). Stages in the analysis of persuasive messages: The role of causal attributions and message comprehension. *Journal of Personality and Social Psychology*, 40, 246-259.
- Eagly, A. H., Wood, W., & Fishbaugh, L. (1981). Sex differences in conformity: Surveillance by the group as a determinant of male nonconformity. *Journal of Personality and Social Psychology*, 40, 384-394.
- Eagly, A. H., & Carli, L. L. (1981). Sex of researchers and sex-typed communications as determinants of sex differences in influenceability: A meta-analysis of social influence studies. *Psychological Bulletin*, 90, 1-20.
- Fitzpatrick, A. R., & Eagly, A. H. (1981). Anticipatory belief polarization as a function of the expertise of a discussion partner. *Personality and Social Psychology Bulletin*, 7, 636-642.
- Eagly, A. H., & Wood, W. (1982). Inferred sex differences in status as a determinant of gender stereotypes about social influence. *Journal of Personality and Social Psychology*, 43, 915-928.
- Chaiken, S., & Eagly, A. H. (1983). Communication modality as a determinant of persuasion: The role of communicator salience. *Journal of Personality and Social Psychology*, 45, 241-256.

Reprinted in L. A. Peplau, D. O. Sears, & J. L. Freedman (Eds.). (1988). *Readings in social psychology: Classic and contemporary contributions* (2nd ed.). Englewood Cliffs, NJ: Prentice Hall.

Eagly, A. H. (1983). Gender and social influence: A social psychological analysis. *American Psychologist*, *38*, 971-981.

Eagly, A. H., & Steffen, V. J. (1984). Gender stereotypes stem from the distribution of women and men into social roles. *Journal of Personality and Social Psychology*, *46*, 735-754.

Reprinted in C. Stangor (Ed.). (2000). *Stereotypes and prejudice: Essential readings* (pp. 142-160). Philadelphia: Psychology Press.

Bean, G. J., & Eagly, A. H. (1984). Achievement arousal inhibits helping behavior only in males. *Psychology of Women Quarterly*, *8*, 389-394.

Steffen, V. J., & Eagly, A. H. (1985). Implicit theories about influence style: The effects of status and sex. *Personality and Social Psychology Bulletin*, *11*, 191-205.

Eagly, A. H., & Chivala, C. (1986). Sex differences in conformity: Status and gender role interpretations. *Psychology of Women Quarterly*, *10*, 203-220.

Reprinted in T. Pettijohn (Ed.). (2000). *Notable selections in social psychology* (3rd ed.). Guilford, CT: Dushkin/McGraw-Hill.

Eagly, A. H., & Steffen, V. J. (1986). Gender stereotypes, occupational roles, and beliefs about part-time employees. *Psychology of Women Quarterly*, *10*, 252-262.

Eagly, A. H., & Crowley, M. (1986). Gender and helping behavior: A meta-analytic review of the social psychological literature. *Psychological Bulletin*, *100*, 283-308.

Reprinted in C. N. Jacklin (Ed.). (1992). *The psychology of gender* (Vol. 3, pp. 3-28) (Part of International Library of Critical Writings in Psychology). Aldershot, England: Edward Elgar.

Eagly, A. H., & Steffen, V. J. (1986). Gender and aggressive behavior: A meta-analytic review of the social psychological literature. *Psychological Bulletin*, *100*, 309-330.

Reprinted in C. N. Jacklin (Ed.). (1992). *The psychology of gender* (Vol. 3, pp. 280-301) (Part of International Library of Critical Writings in Psychology). Aldershot, England: Edward Elgar.

Eagly, A. H., & Kite, M. E. (1987). Are stereotypes of nationalities applied to both women and men? *Journal of Personality and Social Psychology*, *53*, 451-462.

Reprinted in G. Hunyady, D. L. Hamilton, & N. L. L. Anh (Eds.). (1999). *A csoportok percepcióka* (pp. 550-572). Budapest: Akadémiai Kiadó.

Johnson, B. T., & Eagly, A. H. (1989). Effects of involvement on persuasion: A meta-analysis. *Psychological Bulletin*, *106*, 290-314.

Eagly, A. H., & Mladinic, A. (1989). Gender stereotypes and attitudes toward women and men. *Personality and Social Psychology Bulletin*, *15*, 543-558.

- Johnson, B. T., & Eagly, A. H. (1990). Involvement and persuasion: Types, traditions, and the evidence. *Psychological Bulletin*, *107*, 375-384.
- Eagly, A. H., & Johnson, B. T. (1990). Gender and leadership style: A meta-analysis. *Psychological Bulletin*, *108*, 233-256.
Reprinted in C. N. Jacklin (Ed.). (1992). *The psychology of gender* (Vol. 3, pp. 29-52) (Part of International Library of Critical Writings in Psychology). Aldershot, England: Edward Elgar.
Also reprinted in R. M. Steers, L. W. Porter, & G. A. Bigley (Eds.). (1997). *Motivation and leadership at work* (6th ed., pp. 315-345). New York: McGraw-Hill.
Also reprinted in Open University Correspondence Course on Advanced Experimental Design (1998).
Also reprinted in J. L. Pierce & J. W. Newstrom (Eds.). (2000). *Leaders and the leadership process* (2nd ed.). New York: Irwin-McGraw-Hill.
Also reprinted in 3rd and 4th editions of this book.
Also reprinted in J. T. Wren, D. A. Hicks, & T. L. Price (2004). *The international library of leadership* (Vol. 2, Part XIV). Cheltenham, UK: Edward Elgar.
- Eagly, A. H., & Wood, W. (1991). Explaining sex differences in social behavior: A meta-analytic perspective. *Personality and Social Psychology Bulletin*, *17*, 306-315.
- Eagly, A. H., Mladinic, A., & Otto, S. (1991). Are women evaluated more favorably than men? An analysis of attitudes, beliefs, and emotions. *Psychology of Women Quarterly*, *15*, 203-216.
- Eagly, A. H., & Karau, S. J. (1991). Gender and the emergence of leaders: A meta-analysis. *Journal of Personality and Social Psychology*, *60*, 685-710.
- Eagly, A. H., Ashmore, R. D., Makhijani, M. G., & Longo, L. C. (1991). What is beautiful is good, but . . . : A meta-analytic review of research on the physical attractiveness stereotype. *Psychological Bulletin*, *110*, 109-128.
- Eagly, A. H., Makhijani, M. G., & Klonsky, B. G. (1992). Gender and the evaluation of leaders: A meta-analysis. *Psychological Bulletin*, *111*, 3-22.
Reprinted in A. Konrad (Eds.), (in press). *Business and gender: Critical perspectives*. Milton Park, Abingdon, England: Routledge.
- Eagly, A. H., Karau, S. J., & Johnson, B. T. (1992). Gender and leadership style among school principals: A meta-analysis. *Educational Administration Quarterly*, *28*, 76-102.
- Eagly, A. H. (1992). Uneven progress: Social psychology and the study of attitudes. *Journal of Personality and Social Psychology*, *63*, 693-710. (APA Centennial Article)
- Frey, K. P., & Eagly, A. H. (1993). Vividness can undermine the persuasiveness of messages. *Journal of Personality and Social Psychology*, *65*, 32-44.
Reprinted in K. Cope-Farrar (Ed.) (2003). *Process of communication reader*. Dubuque, IA: Kendall/Hunt.

- Eagly, A. H., Mladinic, A., & Otto, S. (1994). Cognitive and affective bases of attitudes toward social groups and social policies. *Journal of Experimental Social Psychology*, 30, 113-137.
- Eagly, A. H., Karau, S. J., Miner, J. B., & Johnson, B. T. (1994). Gender and motivation to manage in hierarchic organizations: A meta-analysis. *Leadership Quarterly*, 5, 135-159.
- Eagly, A. H. (1994). On comparing women and men. *Feminism & Psychology*, 4, 513-522. Reprinted in D. Anselmi & A. L. Law (Eds.). (1998). *Questions of gender: Perspectives and paradoxes* (pp. 93-98). New York: McGraw-Hill.
Reprinted in B. M. Clinchy & J. K. Norem (Eds.). (1998). *The gender and psychology reader* (pp. 159-166). New York: New York University Press.
- Lorenzi-Cioldi, F., Eagly, A. H., & Stewart, T. L. (1995). Homogeneity of gender groups in memory. *Journal of Experimental Social Psychology*, 31, 193-217.
- Eagly, A. H., Karau, S. J., & Makhijani, M. G. (1995). Gender and the effectiveness of leaders: A meta-analysis. *Psychological Bulletin*, 117, 125-145.
- Eagly, A. H. (1995). The science and politics of comparing women and men. *American Psychologist*, 50, 145-158.
Reprinted in E. L. Paul (Ed.). (1999). *Taking sides: Clashing views on sex and gender*. Guilford, CT: Dushkin/McGraw-Hill.
Reprinted in H. S. Friedman & M. W. Schustack (Eds.). (2001). *Readings in personality: Classic theories and modern research*. Needham Heights, MA: Allyn & Bacon.
Reprinted in A. Pines & C. Maslack (Eds.). (2002). *Experiencing social psychology: Readings and projects* (4th ed., pp. 109-120). Boston, MA: McGraw-Hill.
Reprinted in E. L. Paul (Ed.). (2002). *Taking sides: Clashing views on sex and gender* (2nd ed., pp. 130-135). Guilford, CT: Dushkin/McGraw-Hill.
- Eagly, A. H., & Diekmann, A. B. (1997). The accuracy of gender stereotypes: A dilemma for feminism. *Revue Internationale de Psychologies Sociale/International Review of Social Psychology*, 10, 11-30.
- Eagly, A. H., Chen, S., Chaiken, S., & Shaw-Barnes, K. (1999). The impact of attitudes on memory: An affair to remember. *Psychological Bulletin*, 125, 64-89.
- Cejka, M. A., & Eagly, A. H. (1999). Gender-stereotypic images of occupations correspond to the sex segregation of employment. *Personality and Social Psychology Bulletin*, 25, 413-423.
Reprinted in A. E. Hunter & C. Forden (Eds.). (2002). *Readings in the psychology of gender: Exploring our differences and commonalities* (pp. 281-299). Boston: Allyn and Bacon.
- Eagly, A. H., & Wood, W. (1999). The origins of sex differences in human behavior: Evolved dispositions versus social roles. *American Psychologist*, 54, 408-423.
Reprinted in B. M. Jubilan (Ed.). (2000). *Annual Editions: Biopsychology 00/01*. New York: Dushkin.

- Also reprinted in C. Travis (Ed.). (2003). *Evolution, gender, and rape* (pp. 265-304). Cambridge, MA: MIT Press.
- Also reprinted in D. Funder & D. J. Ozer (Eds.). (2001). *Pieces of the personality puzzle* (3rd ed., pp. 192-210). New York: W. W. Norton. Reprinted again in 4th edition.
- Also reprinted in D. L. Anselmi & A. L. Law. *Questions of gender: Perspectives and paradoxes* (2nd ed.). New York: McGraw-Hill.
- Diekman, A. B., & Eagly, A. H. (2000). Stereotypes as dynamic constructs: Women and men of the past, present, and future. *Personality and Social Psychology Bulletin*, *26*, 1171-1188.
- Eagly, A. H., Kulesa, P., Brannon, L. A., Shaw, K., & Hutson-Comeaux, S. (2000). Why counterattitudinal messages are as memorable as proattitudinal messages: The importance of active defense against attack. *Personality and Social Psychology Bulletin*, *26*, 1392-1408.
- Eagly, A. H., Kulesa, P., Chen, S., & Chaiken, S. (2001). Do attitudes affect memory? Tests of the congeniality hypothesis. *Current Directions in Psychological Science*, *10*, 5-9.
- Eagly, A. H., & Johannesen-Schmidt, M. C. (2001). The leadership styles of women and men. *Journal of Social Issues*, *57*, 781-797.
- Carli, L. L., & Eagly, A. H. (2001). Gender, hierarchy, and leadership: An introduction. *Journal of Social Issues*, *57*, 629-636.
- Diekman, A. B., Eagly, A. H., & Kulesa, P. (2002). Accuracy and bias in stereotypes about the social and political attitudes of women and men. *Journal of Experimental Social Psychology*, *38*, 268-282.
- Eagly, A. H., & Karau, S. J. (2002). Role congruity theory of prejudice toward female leaders. *Psychological Review*, *109*, 573-598.
Reprinted in C. Gatrell, C. L. Cooper, & E. E. Kossek (Eds), (2010). *Women and management* (Vol.1, pp. 366-391). Northampton, MA: Edward Elgar.
- Wood, W., & Eagly, A. H. (2002). A cross-cultural analysis of the behavior of women and men: Implications for the origins of sex differences. *Psychological Bulletin*, *128*, 699-727.
- Johannesen-Schmidt, M. C., & Eagly, A. H. (2002). Another look at sex differences in preferred mate characteristics: The effects of endorsing the traditional female gender role. *Psychology of Women Quarterly*, *26*, 322-328.
- Johannesen-Schmidt, M. C., & Eagly, A. H. (2002). Diminishing returns: The effects of income on the content of stereotypes of wage earners. *Personality and Social Psychology Bulletin*, *28*, 1538-1545.

- Eagly, A. H., Diekmann, A. B., Schneider, M., & Kulesa, P. (2003). Experimental tests of an attitudinal theory of the gender gap in voting. *Personality and Social Psychology Bulletin, 29*, 1245-1258.
- Eagly, A. H. (2003). The rise of female leaders. *Zeitschrift für Socialpsychologie, 34*, 123-132.
- Eagly, A. H., Johannesen-Schmidt, M. C., & van Engen, M. L. (2003). Transformational, transactional, and laissez-faire leadership styles: A meta-analysis comparing women and men. *Psychological Bulletin, 129*, 569-591.
Reprinted in C. Gatrell, C. L. Cooper, & E. E. Kossek (Eds), (2010). *Women and management* (Vol.2, pp. 407-429). Northampton, MA: Edward Elgar.
Also reprinted in A. Konrad (Eds.), (in press). *Business and gender: Critical perspectives*. Milton Park, Abingdon, England: Routledge.
- Eagly, A. H., & Carli, L. L. (2003). The female leadership advantage: An evaluation of the evidence. *Leadership Quarterly, 14*, 807-834.
- Eagly, A. H., & Carli, L. L. (2003). Finding gender advantage and disadvantage: Systematic research integration is the solution. *Leadership Quarterly, 14*, 851-859.
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