

January 31, 2020

Curriculum vitae
William Gregory Graziano

Biographical Data

Office Address: Department of Psychological Science
703 Third Street
Purdue University
West Lafayette, IN 47907-2081 (USA)
(765) 494-7224
(765) 496-1264 (FAX)
graziano@purdue.edu

Home Address: 1727 Maywood Drive
West Lafayette, IN 47906-2260 (USA)
(765) 497-PSYC
graziano@mymetronet.net

Academic Training

Graduate: University of Minnesota
Ph.D. - Psychology (1976)

Undergraduate: Franklin & Marshall College
Lancaster, Pennsylvania (USA)
Double Major: Psychology; Anthropology
B.A. (with Honors) in Psychology - 1971

Membership in Professional Societies

American Society for Engineering Education
American Psychological Association (Fellow, Division 8, Social & Personality)
American Psychological Association (Fellow, Division 7, Developmental Psychology)
Association for Psychological Science (Charter Fellow)
Association for Research in Personality (Charter member)
International Association for Relationship Research
International Society for the Study of Behavioral Development
Sigma Xi (President, Texas A&M, 2001-2002; President, Purdue, 2005-2006).
Sigma Xi (Executive Committee, Purdue University, 2002-2007).
Society of Experimental Social Psychology (Executive Committee, 2000- 2003)
Society for Personality and Social Psychology
Society for Research in Child Development
Society for the Study of Motivation
Midwestern Psychological Association (Program Committee, 2007-2010; Chair, 2012-2013;
President, 2015-2016)

Research Grants & Awards

Young Scholar Award, Foundation for Child Development, "Behavioral confirmation in children's peer

interaction." 1979-1983. \$20,000.00.

National Science Foundation, "Self-monitoring processes in children." BNS 87-05780, September, 1987 - August 1991. \$250,000.00.

National Science Foundation "Self-Monitoring and delay of gratification in children." RR187-085/8653452. September 1, 1989-August 31, 1991. \$49,778.00

National Science Foundation, "Contextual factors in the development of individual differences." DBS 92-12201. September 1, 1992- August 31, 1996. \$201,683.00

National Institute of Mental Health, "Individual differences and moderators of adjustment." R01 MH50069. August 1, 1994 – August 1, 1998. \$569,244.00

National Institute of Mental Health, "Individual differences and moderators of adjustment." R01 MH50069-10. September, 1998- August 2004. \$736,792.00

National Institute of Child Health & Human Development, "The Impact of grade retention: A developmental approach." July 1, 2001- July 30, 2006. \$2,698,445.00

Distinguished Research Award, College of Liberal Arts, Texas A&M University, September 24, 1998.

Teaching Awards

Psi Chi Graduate Teaching Award, Department of Psychology, University of Georgia, May, 1983.

Psi Chi Graduate Teaching Award, Department of Psychology, University of Georgia, May, 1984.

Psi Chi Graduate Teaching Award, Department of Psychology, University of Georgia, May, 1987.

Sandy Beaver Teaching Award, (For entire College of Arts & Sciences), University of Georgia, April 1987

Robert S. Daniel Memorial Award (APA Teaching Excellence Award; Universities & Four Year College Category). March, 1998 (Awarded August, 1998).

James C. Naylor Award for Excellence in Teaching Psychology (Department of Psychological Sciences, Purdue University, 2008-2009).

Positions Held

August 2005- present	Professor Department of Psychological Sciences Purdue University West Lafayette, IN 47907-2081
----------------------	---

June 2009-present	Adjunct Professor School of Engineering Education College of Engineering Purdue University West Lafayette, IN 47907
-------------------	---

August 1, 2002-June 2005	Professor & Head Department of Child Development & Family Studies Purdue University West Lafayette, IN 47907-1267
August 1995-June, 1996	Visiting Professor Department of Psychology Arizona State University Tempe, AZ 85287-1104
September, 1989 – 2002	Professor Department of Psychology College of Liberal Arts Texas A & M University College Station, TX 77843
September 2000-2002	Adjunct Professor School Psychology Graduate Program Department of Educational Psychology College of Education Texas A&M University College Station, TX 77843
September, 1988 - August, 1989	Professor Department of Psychology, University of Georgia Athens, GA 30602
September 1984 - June 1985	Visiting Associate Professor Department of Psychology University of Michigan Ann Arbor, MI 48109
September, 1981 - 1988	Associate Professor Department of Psychology University of Georgia Athens, Georgia 30602
September 1976 - 1981	Assistant Professor Department of Psychology University of Georgia Athens, Georgia 30602
Summer, 1976	Instructor Institute of Child Development University of Minnesota Minneapolis, Minnesota 55455

1975 - 1976

Instructor
Department of Psychology
College of St. Catherine
St. Paul, Minnesota 55105

Committee Service:

Professional Panels:

2002-2003 APA Fellows Review Committee
(Division 8: Social/Personality Psychology)
2002-2003 APA Fellows Review Committee
(Division 7: Developmental Psychology)

Scientific Boards & Panels:

Panel Member, National Science Foundation, Program in Social & Developmental Psychology, 1983-1986.

Panel Member, National Institute of Health (NIH), Human Development and Aging Study Section, HUD-1, Fall, 1987-1991.

Panel Member, National Institute of Mental Health, Social & Group Processes Review Panel, February 1995-June 30, 1998.

Panel Member, National Institutes of Drug Abuse, Center Grants Review
July 2002; July 2003; June 2004.

Selected University & College Committees:

University Bicentennial Committee: Events of Scholarship (Georgia)
University Undergraduate Admissions (Georgia)
Graduate School Program Evaluation (Georgia)
Council of Principal Investigators (Texas A & M)
Sigma Xi Admissions Committee (Texas A&M)
Sigma Xi Program Committee (Texas A&M)
Sigma Xi Long Range Planning (Texas A&M)
Sigma Xi Distinguished Lecture Committee (Texas &M)
Sigma Xi Executive Committee (Texas A&M; Purdue)
Intramural Science Grants Review Committee (Texas A&M)
School Psychology Recruitment Committee (Texas A&M)
Fallon-Marshall Lecture Series (Selection Committee)
Committee on Academic Standards (College of Liberal Arts, Texas A&M)

Liberal Arts Focus Committee (College of Liberal Arts, Purdue)
University Senate (Purdue University)
University Educational Policy Committee (Purdue University)

Selected Department Committees:

Psychology Advisory Committee (Texas A&M)
Developmental Psychology Planning (Georgia)

Colloquium Committee, Chair (Georgia)
Undergraduate Committee (Purdue)

Long Range Planning (Georgia)

Undergraduate Program (Georgia)
Administrative Evaluation (Georgia)
Charles Darby Award Committee (Georgia)
Computer Services (Georgia)
Clinical Faculty Recruitment (Georgia)
Promotion and Tenure, Chair (Texas A&M)
Graduate Admissions (Texas A&M)
Statistical Methods in Psychology (Texas A&M)

Selected Program Committees:

Developmental Psychology Graduate Area Coordinator
Developmental Psychology Colloquium Committee (Texas A&M)
Developmental Psychology New Student Recruitment (Texas A&M)
Social Psychology Prelim Committee (Georgia; Texas A&M)
Social Psychology Colloquium Committee (Georgia; Texas A&M)
Social Psychology New Graduate Student Recruitment (Georgia; Texas A&M)

Selected Editorial Service

Associate Editor, *Personality & Social Psychology Bulletin*, (2015- present)

Appointed to editorial board. *Journal of Personality and Social Psychology*, 1978-81, 1984-2002.

Appointed to editorial board. *Child Development*, 1980-1986 (resigned July, 1986); reappointed 1995-2002.

Appointed to editorial board. *Developmental Psychology*, 1981-1986 (resigned July, 1986).

Appointed to editorial board. *Journal of Personality*, 1981-1986.

Associate Editor, *Journal of Personality*, 1986-1992.

Appointed to editorial board. *Personality and Social Psychology Bulletin*, 1982-1985 (resigned in 1985); 1994-1999; 2002-2004.

Appointed to editorial board. *Psychological Bulletin*, 1996-2002.

Appointed Book Review Editor, *Merrill Palmer Quarterly*, 1995-1997.

Appointed to Program Committee. *Biennial meetings of the Conference on Human Development*, 1978, 1980, 1982, 1984 (chair), 1986, 1988, 1999.

Appointed to Program Committee. *Southeastern Psychological Association Convention*, April 1979, 1981, 1982, 1988.

Appointed to Program Committee. *American Psychological Association Convention*, Division 8 (Personality and Social Psychology), 1980, 1984, 1985, 1986, 1987, 1988, 1989, 1990, 1991, 1992, 1993, 1994; Program

Co-Chair 1991 Program (Personality & Social Psychology).

Appointed to Program Committee. *American Psychological Association Convention*, Division 7 (Developmental Psychology), 1983, 1984, 1985, 1986.

Appointed to Program Committee, Biennial Meetings of the *Society for Research in Child Development*, 1983; 1985; 1987; 1989; 1991. Chair, Review Panel for Social Development (1995 meetings).

Program Chair, *The 8th Biennial Southeastern Conference in Human Development*, University of Georgia, Athens, GA., April 4-7, 1984.

Appointed Program Chair, Social development & behavior: Prosocial behavior, aggression, & play. Biennial Meetings of the *Society for Research in Child Development*, 1995.

Appointed Overall Program Co-chair, Biennial Meetings of the Society for Research in Child Development, 1999.

Appointed Program Chair, Social development: Interpersonal processes. Biennial Meetings of the Society for Research in Child Development, 2001, 2003.

Selected Papers Presented before Learned Societies

Graziano, W. G. (1976). Standards of fair play in same- and mixed-age groups of children. Biennial meetings of the Society for Research in Child Development, New Orleans, March.

Bernstein, A., Graziano, W. G., & Swoyer, F. C. (1978). Personality, situational and attributional inference: The effective control problem. Southeastern Psychological Association Convention, Atlanta, Georgia, March.

Graziano, W. G., Smith, J., & Monson, T. C. (1978). The actor-observer effect and judgment of romantic transgressions. Southeastern Psychological Association Convention, Atlanta, Georgia, March.

Frantzve, J. L., & Graziano, W. G. (1978). Set differences in giving evaluations. Southeastern Psychological Association Convention, Atlanta, Georgia, March,

Bernstein, S., Brody, G., & Graziano, W. (1978). Children's standards of fairness: Effects of intent and reciprocity information. Biennial meetings of the Southeastern Conference on Human Development, Atlanta, Georgia, April.

Leone, C., Graziano, W., & Case, T. (1978). Internal-external locus of control and attributional inference: A person x situation analysis. Midwestern Psychological Association Convention, Chicago.

Case, T., Leone, C., & Graziano, W. (1978). Extraversion, cognition, and attributional inference in romantic relationships. Southwestern Psychological Association convention, New Orleans.

Musser, D. M., Graziano, W. G., Shaffer, D. R., & Rosen, S. (1979). Children's standards of deservingness in same-race and mixed-race situations. Biennial meetings of the Society for Research in Child Development, San Francisco, March.

Musser, L. M., Brody, G. H., & Graziano, W. G. (1979). Children's social cognition about older and

younger peers. Southeastern Psychological Association Convention, New Orleans, March.

Bernstein, A., & Graziano, W. G. (1979). Social responsiveness, extraversion, and person perception. Midwestern Psychological Association, Chicago, April.

Smith, J., Monson, T. C., Hesley, J., & Graziano, W. G. (1979). Familiarity with an actor's behavioral history as a determinant of the actor-observer effect. Midwestern Psychological Association, Chicago, April.

Smith, J., Monson, T. C., & Graziano, W. G. (1979). Focal attention and the actor-observer effect. Southwestern Psychological Association, San Antonio, Texas, April.

Graziano, W. G., & Tesser, A. (1979). Non-experimental methods in social psychology. Session coordinators and discussants. Society of Southeastern Social Psychologists Conference, University of Georgia, November.

Graziano, W. G. (1979). Peers and processes of socialization. Society of Southeastern Social Psychologists Conference, Clemson University, October.

Graziano, W. G., Musser, L. M., & Brody, G. H. (1980). Mixed-age peer interaction: The special case of racially heterogeneous groups. Biennial meetings of the Southeastern Conference on Human Development, Alexandria, Virginia, April.

Graziano, W. G., Musser, L. M., & Brody, G. H. (1980). Effects of familiarity on same-age and mixed-age peer interaction. Southeastern Psychological Association, Washington, D.C., March.

Bernstein, L. H., Ginter, E. J., & Graziano, W. G. (1981). Impression management and the physically disabled. Southeastern Psychological Association, Atlanta, Georgia, March.

Shaffer, D. R., & Graziano, W. G. (1981). Effects of positive and negative moods on helping tasks having pleasant and unpleasant consequences. Southeastern Psychological Association, Atlanta, Georgia, March.

Tomarelli, M. M., & Graziano, W. G. (1981). When opposites may attract: Self-monitoring and dating relationships. Southeastern Psychological Association, Atlanta, Georgia, March.

Musser, L. M., & Graziano, W. G. (1981). The role of perceived competence in peer interaction: Same-age versus mixed-age groups. Biennial Meetings of the Society for Research in Child Development, Boston, Mass., April.

Bernstein, S., & Graziano, W. G. (1981). Effects of inequitable treatment by an adult on perception on deservingness and peer reward allocation in black preschoolers. Biennial Meetings of the Society for Research in Child Development, Boston, Mass., April.

Plummer, D. L., & Graziano, W. G. (1982). The impact of grade retention on elementary school age minority children. Southeastern Psychological Association, New Orleans, LA., March.

Hummel, K., McCauley, C., & Graziano, W. G. (1982). Leader ratings as a function of group climate and individual differences. Southeastern Psychological Association, New Orleans, LA., March.

Graziano, W. G., & Plummer, D. L. (1982). Grade retention: Impact on evaluation of school, peers, and the self.

American Psychological Association, Washington, D.C., August.

Musser, L. M., & Graziano, W. G. (1983). Self-fulfilling prophecies in children's interactions with peers. Biennial Meetings of the Society for Research in Child Development, Detroit, Michigan, April.

Collins, J., Paulhus, D., & Graziano, W. G. (1983). Is self-monitoring a skill or a motive? American Psychological Association, Anaheim, California, August.

Moore, J., Millar, M., & Graziano, W. G. (1983). Physical attractiveness, sex typing and the evaluation of others. Southeastern Psychological Association, Atlanta, GA., March.

Danheiser, P. R., & Graziano, W. G. (1983). Components analyses of the self-monitoring scale: Enhanced predictive/ incremental validity? Southeastern Psychological Association, Atlanta, GA., March.

Leone, C., Musser, L. M., Graziano, W. G., & Lautenschlager, G. (1985). Self-monitoring processes in children. Biennial meeting of the Society for Research in Child Development. Toronto, Canada, April.

Pilkington, C., Sun, C. R., & Graziano, W. G. (1987). Does imitation enhance memory for faces? American Psychological Association, New York, NY, August.

Sun, C. R., Smith, S., & Graziano, W. G. (1988). Memory for faces: Two converging studies probing Zajonc's imitation theory. American Psychological Association, Atlanta, GA, August.

Graziano, W. G., & Reddy, S. (1988). Ambivalence in reactions to friends' successes. American Psychological Association, Atlanta, GA, August.

Graziano, W. G., Pittenger, D. J., McIntosh, W., & Ward, D. (1989) Probing the correlates of self-monitoring in children and adolescents. Biennial meetings of the Society for research in Child Development, Kansas City, MO, April, 1989.

Graziano, W. G., Fabricius, W., & Cornell, D. (1989) Adult influences in preschool children's judgments about peers. Biennial meetings of the Society for Research in Child Development. Kansas City, MO, April, 1989.

Graziano, W. G., Danheiser, P., & Halverson, C. F. (1989) Temperament, self-monitoring, and activity levels in preschool children. Annual meetings of the American Psychological Association. New Orleans, LA. August, 1989.

Waschull, S., Ward, D., Graziano, W. G., Oviedo, V. (1990) The role of self-monitoring in children's delay of gratification. Annual meeting of the American Psychological Society, Dallas, TX.

Jensen-Campbell, Lundgren, S., & Graziano, W. G. (1991) Social influences on women's judgments of men's physical attractiveness. Annual meetings of the American Psychological Association, San Francisco, CA: August 18, 1991.

Graziano, W. G., Ward, D., & Crelia, R. A. (1991) Computers as tools for probing processes of social and personality development. Biennial meetings of the Society for Research in Child Development, Seattle, WA, April 20, 1991.

Graziano, W. G., & Jensen-Campbell, L. (1993) Personality and the development of positive orientations toward social relationships. Biennial meetings of the Society for Research in Child Development, New Orleans, LA, March 26, 1993.

- Boland, B., Jensen-Campbell, L., & Graziano, W. G. (1993) Social influence, sex differences, and judgments of beauty. Annual meetings of the American Psychological Association, Toronto, Ontario, August 23, 1993.
- Jensen-Campbell, L., Hair, E. C., & Graziano, W. G. (1993) Unknown words in assessing the five-factor model of personality. Annual meetings of the American Psychological Association, Toronto, Ontario, August 20, 1993.
- Hair, E. C., Jensen-Campbell, L., Hussey, M., & Graziano, W. G. Personality & interpersonal conflict: Its interpretation & resolution. Annual meetings of the American Psychological Association, Los Angeles, CA, August, 1994.
- Campbell, S., Jensen-Campbell, L., & Graziano, W. Computers as tools for probing personality: The development & use of PRRS. Annual meetings of the American Psychological Association, Los Angeles, CA, August, 1994.
- Steele, R. G., Jensen-Campbell, L., & Graziano, W. Agreeableness & extraversion: Links between the five-factor model of personality & traditional gender roles. Annual meetings of the American Psychological Association, Los Angeles, CA, August, 1994.
- Jensen-Campbell, L. A., & Graziano, W. G. (Co-chairs) Symposium: Women's attraction to men--Critically examining evolutionary hypotheses. Annual meetings of the American Psychological Association, Toronto, Ontario August, 1996.
- Bryant, W. H., & Graziano, W. G. Misattribution of arousal as a function of self-monitoring types. Annual meetings of the American Psychological Association, Toronto, Ontario August, 1996
- Bryant, W. H., Pool, G. J., Finch, J. F., & Graziano, W. G. Five-factor model and prediction of depression. Annual meetings of the American Psychological Association, Toronto, Ontario August, 1996
- Tobin, R. M., Bryant, W. H. M., Hair, E. C., & Graziano, W. G. Agreeableness and social desirability: Converging evidence on their interconnection. Annual meetings of the American Psychological Association, Toronto, Ontario August, 1996.
- Hair, E. C., Bryant, W. H. M., & Graziano, W. G. Personality and group interaction. Annual meetings of the American Psychological Association, Toronto, Ontario August, 1996
- Graziano, W. G. (Chair) Competition, competitiveness, and social development. Biennial meetings of the Society for Research in Child Development, Washington, D.C., April, 1997.
- Hair, E. C., & Graziano, W. G. Competitiveness mediates the relation between personality and group performance. Biennial meetings of the Society for Research in Child Development, April, 1997.
- Jensen-Campbell, L. A., & Graziano, W. G. Temperament, activity, and expectations for later personality development. Biennial meetings of the Society for Research in Child Development. Washington, D. C., April, 1997.
- Graziano, W. G. (Chair) Concepts and theories of development. Biennial meetings of the Society for Research

in Child Development. Washington, D. C., April, 1997.

- Arthur, W., Woehr, D., & Graziano, W. G. (April, 1997) Personality testing in employment settings: Problems and issues in the application of typical selection practices. In T. Judge (Symposium Chair) Personality measurement and conceptual issues and controversies surrounding predictive and construct validity. The 12th Annual Meeting of the Society for Industrial/Organizational Psychology, St. Louis, MO.
- Hair, E. C., Graziano, W. G., & Finch, J. F. (August, 16, 1997) Growth curve analysis of groups in experimental settings. The 105th Annual Meeting Convention of the American Psychological Association, Chicago, IL., August 15-19, 1997.
- Tobin, R. M., & Graziano, W. G. (August 16, 1997) Personality, relationships, and emotional self-regulation. The 105th Annual Meeting Convention of the American Psychological Association, Chicago, IL., August 15-19, 1997.
- Bart, S. G., Lanford, D., Rossell, S. L., Jensen-Campbell, L. A., & Graziano, W. G. (August 17, 1997) Personality as a moderator of self-regulation. The 105th Annual Meeting Convention of the American Psychological Association, Chicago, IL., August 15-19, 1997.
- Bart, S. G., Workman, K. A., Rossell, S. L., Jensen-Campbell, L. A., & Graziano, W. G. (August 17, 1997) Personality, A Moderator of adjustment: Do adolescents and teachers agree? The 105th Annual Meeting Convention of the American Psychological Association, Chicago, IL., August 15-19, 1997.
- Hair, E. C., & Graziano, W. G. (August, 1998). Stability of personality from middle to high school. The 106th Annual Meeting Convention of the American Psychological Association, San Francisco, CA., August 14-18, 1998.
- Tobin, R. M., Bontempo, D., Vanman, E., Tassinary, L. G., & Graziano, W. G. (August, 1998). Facial activity, affective stimuli, and agreeableness. The 106th Annual Meeting Convention of the American Psychological Association, San Francisco, CA., August 14-18, 1998.
- Butts, M. M., Hair, E. C., & Graziano, W. G. (August, 1998). Directions of Goldberg's Five-factor approach across the sexes. The 106th Annual Meeting Convention of the American Psychological Association, San Francisco, CA., August 14-18, 1998.
- Jensen-Campbell, L. A., & Graziano, W. G. (August, 1998). Agreeableness as a moderator of conflict in adolescence. The 106th Annual Meeting Convention of the American Psychological Association, San Francisco, CA., August 14-18, 1998.
- Tobin, R., Schneider, W. J., Graziano, W.G., & Pizzatola, K. (February 2, 2002). Nice kids in competitive situations. The 3rd Annual Meeting of the Society for Personality & Social Psychology. Savannah, GA. January 31-February 2, 2002.
- Hair, E.C., & Graziano, W.G. (2001) Tracking Self-evaluations and Adjustment from Middle School to High School. Biennial meetings of the Society for research in Child Development. Minneapolis, MN). April, 2001.
- * Tackett, J. L., Tobin, R. M., & Graziano, W. G. (1999). Social influence and attraction to people and birds. Annual meeting of the American Psychological Association, Boston, MA. .August 1999.

- * Tobin, R. M., & Graziano, W. G. (1999). Personality and expected partner reaction as contributors to emotional expression. Annual meeting of the American Psychological Association, Boston, MA. August 1999.

- Graziano, W.G. (2000). Studying groups is like eating a bowl of spaghetti: A Neo-Sherifian approach (or cooking with Muzafer & Carolyn). Annual Meeting of Social Psychologists in Texas. Texas Christian University, Fort Worth, TX. January 12, 2000.

- Graziano, W.G. (Invited Address, 2000). Working at the Boundary of Social, Personality, and Developmental Psychology. Midwestern Psychological Association, Chicago, IL (May 4, 2000).

- * Graziano, W. G., Tobin, R. M., Tassinari, L. G., & Vanman, E. J. (2000). Agreeableness, temperament, and emotional self-regulation. Annual Society for Personality and Social Psychology meeting. Nashville, TN. (February 2000.)

- * Tackett, J. L., Tobin, R. M., & Graziano, W. G. (2001). Individual differences in helping behavior. Annual Society for Personality and Social Psychology meeting. San Antonio, TX. (February 2001.)

- * Tobin, R. M., & Graziano, W. G. (2001). Is Agreeableness an artifact of social desirability responding? Annual meeting of the Society for Personality and Social Psychology, San Antonio, Texas. (February 2001.)

- * Hair, E.C., & Graziano, W.G. (2001) Tracking Self-evaluations and Adjustment from Middle School to High School. Biennial meetings of the Society for Research in Child Development. Minneapolis, MN). (April, 2001.)

- * Tobin, R. M., Pizzitola, K. M., Schneider, W. J., & Graziano, W. G. (2001). Goal structures and competitiveness in children's games. Biennial meetings of the Society for Research in Child Development. Minneapolis, MN. (April 2001.)

- * Tobin, R., Schneider, W. J., Graziano, W.G., & Pizzitola, K. (February 2, 2002). Nice kids in competitive situations. The 3rd Annual Meeting of the Society for Personality & Social Psychology. Savannah, GA. (January 31-February 2, 2002.)

- * Graziano, W. G., Bruce, J. W., Sheese, B. E. & Tobin, R. M. (August, 2002). Agreeableness and prejudice against overweight women. Annual meetings of the American Psychological Association, Chicago, (August 22-25, 2002.)

- * Habashi, M. M., Tobin, R. M., Graziano, W. G., Sheese, B. E. (August, 2002). Undermining helping behavior: Personality & situational factors. Annual meetings of the American Psychological Association, Chicago, (August 22-25, 2002.)

- * Guidry, J., Schneider, W.J., & Graziano, W.G. (August, 2002). Choices, attitudes and marketing. Annual meetings of the American Psychological Association, Chicago, (August 22-25, 2002.)

- * Brown, E., Sheese, B. E., & Graziano, W. G. (2002). Written emotional expression and health: A new study using e-mail. Research poster presented at the annual meetings of the *American Psychological Association*. Chicago, IL. Friday August 23, 2002.

- * Tobin, R. M., Kieras, J. & Graziano, W. G. (April, 2003) Parental influence and individual differences in children's emotional responses. Biennial meetings of the Society for Research in Child Development, Tampa, FL. (April 2003).

- * Kieras, J. E. Tobin, R. M., & Graziano, W.G. (2003). Effortful control and children's responses to undesirable gifts. Research poster presented at *Biennial meetings of SRCD*. Tampa, FL. Friday, April 25, 2003
- * Tobin, R. M., Kieras, J. E., & Graziano, W.G. (2003). Agreeableness and emotional responses to undesirable gifts. Research poster presented at the annual meetings of *Society for Personality & Social Psychology*. Los Angeles, CA. Friday February 7, 2003.
- * Habashi, M. M., Tobin, R.M., & Graziano, W.G. (2003). Undermining prosocial behavior. Research poster presented at the annual meetings of *Society for Personality & Social Psychology*. Los Angeles, CA. Friday February 7, 2003.
- * Bruce, J. W., Tobin, R.M., & Graziano (2003). Behavioral confirmation processes & personality moderate prejudice against overweight women. Research poster presented at the annual meetings of *Society for Personality & Social Psychology*. Los Angeles, CA. Friday February 7, 2003.
- * Sheese, B. E., & Graziano W. G. (2003). Searching for moderators of the Pennebaker disclosure effect via e-mail. Poster presented at the annual meeting of the *Midwestern Psychological Association*. May 10, 2003.
- * Sheese, B. E., & Graziano W. G. (2003). Disclosure via e-mail: Examining the efficacy of a computer-mediated intervention. Poster presented at the *Computer-Person Interaction* conference. University of Illinois, Urbana-Champaign, IL. April 25, 2003.
- * Habashi, M. M. Tobin, R. M., Graziano, W. G., & Sheese B. E. (2003). Social categorization, personality and undermining pro-social behavior: "And who are my brothers and sisters?" *Fetzer Conference on Compassionate Love* May 30- June 2, 2003. Illinois State University: Bloomington/Normal, IL,
- * Graziano, W. G. , Jones, B., Sheese, B. E., & Gurkas, P. (2006). Relationships and personality as moderators of children's reactions to adult victims of injury. Paper presented in Personality Symposium. *The 2006 International Association for Relationship Research Conference*. Rethymnon, Crete, Greece. Sunday July 9, 2006.
- Graziano, W. G. (2007). Convergence and common themes in research on self-regulation. *The 2007 annual meetings of the American Psychological Association*, San Francisco, CA. August 20, 2007.
- * Graziano, W. G., & Bruce, J. W. (2008). Prejudice, personality & stigma: Some sins are too big to be forgiven. Symposium on Stigmatization. *European Association for Experimental Social Psychology*. Opatija, Croatia. June 12, 2008.
- * Graziano, W. G., & Habashi, M. M. (2008). Personality and the motivational bases for prosocial behavior. Invited symposium. *Society for the Study of Motivation*. Chicago, IL. May 22, 2008.
- * Graziano, W. G., & Habashi, M. M. (2009). Opponent processes in prosocial behavior. Symposium presentation. *The 2009 annual meetings of the Association for Psychological Sciences*. San Francisco, CA. July 10, 2009.
- * Graziano, W. G. (2009). Symposium Chair, Person-Thing Orientation. *Society for the Study of Motivation*. San Francisco, CA. July 12, 2009.
- * VanderDrift, L., Branch, S. & Graziano, W. G. (2009). Women's perception of prosocial behavior in established romantic relationships. *Annual Meetings of the Midwestern Psychological Association*. Chicago, IL. May 1, 2009.

- * Graziano, W. G. & Hudson, N. (2009). agreeableness and effortful control: An automatic process? *Annual Meetings of the Midwestern Psychological Association. Chicago, IL. May 1, 2009.*
- * Graziano, W. G., Ngambeki, I., Branch, S., Woodcock, A. X., & Evangelou, D. (2010). What is research? Beliefs and expectancies among students majoring in engineering, life sciences and psychology. Symposium presentation. An Individual difference approach to understanding interest in STEM careers. The 2010 Annual Meetings of the Midwestern psychological Association, Chicago, IL, May 1, 2010.
- * Habashi, M., Graziano, W. G., & Corapsi, F. (2010). Cross-cultural patterns in interests in persons and things. Symposium presentation. An Individual difference approach to understanding interest in STEM careers. The 2010 Annual Meetings of the Midwestern Psychological Association, Chicago, IL, May 1, 2010.
- * Kassner, M. P. & Graziano, W. G (2012). Cognition, compliance and reciprocity: When compliant responses are not automatic. *Annual Meetings of the Midwestern Psychological Association. Chicago, IL. May 3-5, 2012.*
- * Branch, S., Woodcock, A. & Graziano, W. G (2012). Promoting the pursuit of STEM: The role of person-thing orientation. *Annual Meetings of the Midwestern Psychological Association. Chicago, IL. May 3-5, 2012.*
- * Woodcock, A., Branch, S. & Graziano, W. G. (2012). Personality, expectancies and the pursuit of an engineering research career. *Annual Meetings of the Midwestern Psychological Association. Chicago, IL. May 3-5, 2012.*
- * Kebert, M. A., Wesselmann, E., Graziano, W. G. & Doherty, E. (2012). Religious beliefs about mental illness influences social support. *Annual Meetings of the Midwestern Psychological Association. Chicago, IL*
- * Kassner, M. P., & Graziano, W. G. (2012). Personality and internalization of positive and negative reciprocity. *Annual Meetings of the Midwestern Psychological Association. Chicago, IL*
- * Kassner, M. P., Wesselmann, E. D., & Graziano, W. G. (2013). Chart-toppers: Participation in a psychology-themed music contest increases course performance. Eighty-fifth annual meeting, Midwestern Psychological Association, May 2-4, 2013, Chicago, IL (USA).
- * McIntyre, M. M., Branch, S. E., Woodcock, A., & Graziano, W. G. (2013). Person and Thing Orientations and self-selection of research. Eighty-fifth annual meeting, Midwestern Psychological Association, May 2-4, 2013, Chicago, IL (USA)
- * Kassner, M. P., & Graziano, W. G. (2013). Do unto others: When reciprocity isn't reciprocal. Eighty-fifth annual meeting, Midwestern Psychological Association, May 2-4, 2013, Chicago, IL (USA).
- * McIntyre, M. M. & Graziano, W. G. (2014). Perception of people and things: Individual differences in image viewing. *Annual Meetings of the Midwestern Psychological Association. Chicago, IL. May 3, 2014.*
- * Hales, A., Kassner, M. P., Williams, K. D. & Graziano, W. G. (2014). Ostracism as a cause and a consequence of low agreeableness. *Annual Meetings of the Midwestern Psychological Association. Chicago, IL. May 3, 2014.*
- * Branch, S., Kassner, M.P., & Graziano, W. G. (2014). The role of agreeableness in interpretation of relational conflict. *Annual Meetings of the Midwestern Psychological Association. Chicago, IL May 3, 2014.*
- *McIntyre, M. M. & Graziano, W. G. (2015). Seeing people, seeing things: Individual differences in selective

attention. *Annual Meetings of the Midwestern Psychological Association. Chicago, IL*

- * Kassner, M. P., & Graziano, W. G. (2015). The give and take of personality: Trait moderators of negative and positive reciprocity. *Annual Meetings of the Midwestern Psychological Association. Chicago, IL*
- * McIntyre, M. M. & Graziano, W. G. (2016). Constructing our social worlds: Person orientation predicts cosociality and anthropomorphism. *Annual Meetings of the Midwestern Psychological Association. Chicago, IL. May 7, 2016.*
- * Habashi, M. M., Graziano, W. G., & Hoover, A. (2016). Searching for the prosocial personality: A Big Five approach to linking personality and prosocial behavior. *Annual Meetings of the Midwestern Psychological Association. Chicago, IL. May 6, 2016.*

Invited

Graziano, W. G. (1993). Using modern personality theory to teach psychology. Invited Address for Harry Kirke Wolfe Lecture Series (Division 2: Teaching of Psychology). *The 1983 annual meetings of the American Psychological Association*, Toronto, Ontario. August 23, 1993.

- * Graziano, W.G., & Jensen-Campbell, L.A. (1994, July) Convergence in personality ratings: Self- and teacher ratings on the five-factor model. In I. Mervielde (chair), Structure and development of personality in childhood and adolescence. Invited address, *7th European Conference on Personality*, Madrid, Spain.

Graziano, W. G. (1994) Personality development and positive interpersonal relations. Southwest Society for Research in Human Development. Austin, TX, February 25, 1994.

- * Graziano, W. G., & Jensen-Campbell, L. A. Personality and interpersonal conflict in adolescents. Invited symposium paper presented in I. J. Toner (Chair), Children and Community Violence. *The XXV meetings of the Inter-American Congress of Psychology*, San Juan, Puerto Rico (July 11, 1995).

Graziano, W. G. The development of a science of close relationships. Invited discussant. Society of Southeastern Social Psychologists, during *Southeastern Psychological Association*, Atlanta, Georgia, March, 1981.

Graziano, W. G. Participant, *Boundary Areas Between Social and Developmental Psychology*, National Science Foundation sponsored Conference, Vanderbilt University, Nashville, Tennessee, June, 1981.

Graziano, W. G. (1982). Social influence and impression management processes. *The 20th International Congress of Applied Psychology*, July, Edinburgh, Scotland.

Graziano, W. G. (1984). Invited Symposium, "Developmental and Social Psychological Perspectives on the Functions of Friendships" Discussant. *American Psychological Association*, Toronto, Canada, August, 1984.

Graziano, W. G. (1985). The creation and maintenance of social reality in children's peer relations." Invited colloquium, Department of Psychology, University of British Columbia, Vancouver, British Columbia, Canada, May 15, 1985.

Graziano, W. G. (1986). Children's peer relations: A natural boundary area for social and developmental psychology. Invited address, *Western Psychological Association Convention*, Seattle, WA, May 5, 1986.

Graziano, W. G. (1987). Does imitation enhance memory for faces? Invited colloquium, University of North Florida, Jacksonville, FL, November 13, 1987.

Graziano, W. G. (1988). Facial recognition: Some data relevant to Zajonc's theory. Invited colloquium, Wake Forest University, Winston-Salem, NC, January 21, 1988.

* Graziano, W. G., & Leone, C. (1987). Self-monitoring and individual differences in children's responsiveness to emotion in the self and others. *International society for the study of behavioral development*. Tokyo, Japan, July.

Graziano, W. G. (1991). The development of agreeableness as a dimension of personality. Conference: Development of the structure of personality from infancy to adulthood. *Netherlands Institute for Advanced Study in the Humanities & Social Sciences*, Wassenaar, Netherlands, June 17-20, 1991.

Graziano, W. G. (2000). A research program at the boundary. Invited address. *Midwestern Psychological Association*. Chicago, IL. May 4, 2000.

* Graziano, W.G., & Guidry, J. (2001). Prejudice in the evaluation of wine. Invited presentation. *Texas Wine & Grape Grower's Association*. College Station, TX. (June 1, 2001).

* Graziano, W.G. (2001). The psychology of fitting in or being left behind. Claremont Graduate University, Claremont, CA. (March 7, 2001.)

* Graziano, W. G. & Guidry, J. A. (2001). Beyond the product being sold: Pride & prejudice in Texas. Department of Psychology, University of Texas at Arlington, Arlington, TX. (November 30, 2001.)

Graziano, W. G. (Invited Symposium Chair & Organizer). *New Directions in Personality development Theory & Research*. Biennial meetings of the *Society for Research in Child Development (SRCD)*. Tampa, FL (April 24-27, 2003).

Graziano, W. G. (2003). Personality development: Toward positive prosocial relationships. Invited symposium presentation. *Biennial meetings of SRCD*. Tampa, FL. Friday, April 25, 2003.

* Williamson, J. L. & Graziano, W.G. (2007). Interpersonal conflict, agreeableness & cognitive load: Cracking under pressure? *Annual Meetings of the Midwestern Psychological Association*. Chicago, IL.

* Habashi, M. M. & Graziano, W. G. (2007). Priming personality: Agreeableness, empathy, and helping behavior. Cracking under pressure? *Annual Meetings of the Midwestern Psychological Association*. Chicago, IL.

* Bruce, J. W., & Graziano, W.G. (2007). Efforts to eliminate stigma do not necessarily garner applause: Agreeableness & prejudice. *Annual Meetings of the Midwestern Psychological Association*. Chicago, IL.

Graziano, W. G. (2012). Opponent processes in prosocial behavior. *Annual Meetings of the Midwestern Psychological Association*. Chicago, IL. May 3, 2012.

Graziano, W. G. (2016). Orienting to persons and things. Presidential Address: Midwestern Psychological Association. *Annual Meetings of the Midwestern Psychological Association*. Chicago, IL. May 6, 2016.

Refereed Journal Articles: (* = student co-author)

- Berscheid, E., Graziano, W., Monson, T., & Dermer, M. (1976). Outcome dependency: Attention, attraction, and attribution. *Journal of Personality & Social Psychology*, 34, 978-989.
- Berscheid, E., Brothen, T., & Graziano, W. G. (1976). Gain/loss theory and the "Law of Infidelity": Mr. Doting vs. the admiring stranger. *Journal of Personality & Social Psychology*, 33, 709-718. (Anthologized in E. Aronson (Ed.), *Readings about the Social Animal*. San Francisco: Freeman, 1977).
- Graziano, W., French, D., Brownell, C., & Hartup, W. W. (1976). Peer interaction in same- and mixed-age triads in relation to chronological age and incentive condition. *Child Development*, 47, 707-741.
- French, D., Brownell, C., Graziano, W. G., & Hartup, W. W. (1977). Effects of cooperative, competitive, and individualistic sets on performance in children's groups. *Journal of Experimental Child Psychology*, 24, 1-10.
- Graziano, W. G., Brothen, T., & Berscheid, E. (1978). Height and attraction: Do men and women see eye-to-eye? *Journal of Personality*, 46, 128-145.
- Graziano, W. G. (1978). Standards of fair play in same-age and mixed-age groups of children. *Developmental Psychology*, 14, 524-530.
- Graziano, W. G., Brothen, T., & Berscheid, E. S. (1980). Attention, attraction, and individual differences in reaction to criticism. *Journal of Personality & Social Psychology*, 38, 193-202.
- * Graziano, W. G., Brody, G. H., & Bernstein, S. (1980). Effects of information about motivation and continuing interaction on peer reward allocation. *Developmental Psychology*, 16, 475-482.
- Shaffer, D. R., & Graziano, W. G. (1980). Effect of victim's race and organizational affiliation on receiving help from blacks and whites. *Personality & Social Psychology Bulletin*, 6, 366-372.
- * Graziano, W. G., Varca, P., & Levy, J. (1982). Race of examiners and the validity of intelligence testing. *Review of Educational Research*, 52, 469-497.
- * Danheiser, P., & Graziano, W. G. (1982). Self-monitoring and cooperation as a self-presentational strategy. *Journal of Personality & Social Psychology*, 42, 497-505.
- * Graziano, W. G., Musser, L. M., Rosen, S., & Shaffer, D. R. (1982). The development of fair-play standards in same-race and mixed-race situations: Three converging studies. *Child Development*, 53, 938-947.
- Mendoza, J. L., & Graziano, W. G. (1982). The statistical analysis of dyadic social behavior: A multivariate approach. *Psychological Bulletin*, 92, 532-540.
- * Jarvie, G. J., Lahey, B. B., Graziano, W. G., & Farmer, E. (1983). Childhood obesity and social stigma: What we know and what we don't know. *Developmental Review*, 3, 273-297.
- * Brody, G. H., Graziano, W. G., & Musser, L. M. (1983). Familiarity and children's behavior in same-age and mixed-age peer groups. *Developmental Psychology*, 19, 568-576.
- Shaffer, D. R., & Graziano, W. G. (1983). Effects of positive and negative moods on helping tasks having

pleasant and unpleasant consequences. *Motivation & Emotion*, *7*, 269-278.

- * Rickard, K., Graziano, W. G., & Forehand, R. (1984). Parental expectations and childhood deviancy in clinic-referred and non-clinic children. *Journal of Clinical Child Psychology*, *13*, 179-186.
 - * Gerstein, L., Ginter, E. J., & Graziano, W. G. (1985). Self-monitoring, impression management, and the perception of the physically disabled. *Journal of Social Psychology*, *125*, 379-389.
 - * Graziano, W. G., Feldesman, A., & Rahe, D. (1985). Extraversion, social cognition, and the salience of aversiveness in social encounters. *Journal of Personality & Social Psychology*, *49*, 971-980.
- Forehand, R., Lautenschlager, G. J., Faust, J., & Graziano, W. G. (1986). Parent perceptions and parent child interactions in clinic-referred children: A preliminary investigation of the effects of maternal depressive moods. *Behavior Research and Therapy*, *24*, 73-75.
- * Moore, J. S., Graziano, W. G., & Millar, M. G. (1987). Physical attractiveness, sex-role orientation, and the evaluation of adults and children. *Personality & Social Psychology Bulletin*, *13*, 95-102.
 - * Plummer, D., & Graziano, W. G. (1987). The impact of grade retention on the social development of elementary school children. *Developmental Psychology*, *23*, 267-275.
 - * Graziano, W. G., Leone, C., Musser, L. M., & Lautenschlager, G. J. (1987). Self-monitoring in children: A differential approach to social development. *Developmental Psychology*, *23*, 571-576.
 - * Musser, L. M., Graziano, W. G., & Moore, J. S. (1987). Developmental and contextual influences on the processing of information about peers. *Journal of Psychology*, *121*, 387-400.
 - * Graziano, W. G., Moore, J. S., & Collins, J. E. (1988). Social cognition as segmentation of the stream of behavior. *Developmental Psychology*, *24*, 568-573.
- West, S. G., & Graziano, W. G. (1989). Long-term stability and change in personality: An introduction. *Journal of Personality*, *57*, 175-194.
- * Musser, L., & Graziano, W. G. (1991). Behavioral confirmation in children's interactions with peers. *Basic & Applied Social Psychology*, *12*, 441-456.
 - * Graziano, W. G., & Ward, D. (1992). Probing the Big Five in adolescence: Processes of personality during a developmental transition. *Journal of Personality*, *60*, 425-439.
 - * Graziano, W. G., Jensen Campbell, L., Shebilske, L., & Lundgren, S. (1993). Social influence, sex differences, and judgments of beauty: Putting the 'interpersonal' back in interpersonal attraction. *Journal of Personality & Social Psychology*, *65*, 522-531.
 - * Graziano, W. G., & Waschull, S. (1995). Social development and self-monitoring. *Review of Personality & Social Psychology*, *15*, 233-260.
 - * Jensen-Campbell, L., Graziano, W. G., & West, S. G. (1995). Dominance, prosocial orientation, and female preferences: Do nice guys really finish last? *Journal of Personality & Social Psychology*, *68*, 427-440.
 - * Graziano, W. G., Jensen-Campbell, L. A., & Hair, E. C. (1996). Perceiving interpersonal conflict and reacting to it: The case for agreeableness. *Journal of Personality & Social Psychology*, *70*, 820-835.

- * Jensen-Campbell, L. A., Graziano, W. G., & Hair, E. C. (1996). Personality and relationships as moderators of interpersonal conflict in adolescence. *Merrill-Palmer Quarterly* (Special Issue: Interpersonal conflict and development). 42, 1, 148-164.
- * Graziano, W. G., Smith, S. M., Tassinary, L. G, Sun, C. R., & Pilkington, C. (1996). Does imitation enhance memory for faces? Four converging studies. *Journal of Personality & Social Psychology*, 71(5), 874-887.
- Widner, R. L., Smith, S. M., & Graziano, W. G. (1996). The effect of demand characteristics on tip-of-the-tongue and feeling-of-knowing judgments. *American Journal of Psychology*, 109, 4, 525-538.
- Arthur, W., & Graziano, W.G. (1996). The five-factor model, conscientiousness, and driving accident involvement. *Journal of Personality*. 64(3), 593-618.
- * Graziano, W. G., Jensen-Campbell, L. A., & Finch, J. F. (1997). The self as a mediator between personality and adjustment. *Journal of Personality & Social Psychology*, 73 (2), 392-404.
- * Graziano, W. G., Hair, E. C., & Finch, J. F. (1997). Competitiveness mediates the link between personality and group performance. *Journal of Personality & Social Psychology*, 73 (6), 1394-1408.
- * Graziano, W. G., & Bryant, W. H. (1998). Self-monitoring and the self-attribution of positive emotions. *Journal of Personality & Social Psychology*, 74 (1), 250-261.
- * Graziano, W. G., Jensen-Campbell, L. A., & Sullivan-Logan, G. M. (1998). Temperament, activity and expectations for later personality development. *Journal of Personality & Social Psychology*. 74 (5), 1266-1277.
- Biesanz, J. C., West, S.G., & Graziano, W. G. (1998). Moderators of self-other agreement: Reconsidering temporal stability in personality. *Journal of Personality and Social Psychology*. 75, 467-477.
- * Graziano, W. G., Jensen-Campbell, L. A., Steele, R. G. & Hair, E. C. (1998). Unknown words in self-reported personality: Lethargic and provincial in Texas. *Personality & Social Psychology Bulletin*. 24, 893-905.
- * Jensen-Campbell, L. A., & Graziano, W. G. (2000). Beyond the schoolyard: Relationships as moderators of interpersonal conflict. *Personality & Social Psychology Bulletin*. 26, 923-935.
- * Tobin, R. M., Graziano, W. G., Vanman, E., & Tassinary, L. (2000). Personality, emotional experience, and efforts to control emotions. *Journal of Personality & Social Psychology*. 79, 656-669.
- *Jensen-Campbell, L. A., & Graziano, W. G. (2001). Agreeableness as a moderator of interpersonal conflict. *Journal of Personality*. 69, 323-361.
- Finch, J. F., & Graziano, W. G. (2001). Predicting depression from temperament, personality and patterns of social relations. *Journal of Personality*. 69, 27-55.
- Arthur, W., Woehr, D. J., & Graziano, W. G. (2001). Personality testing in employment settings: Problems and issues in the application of typical selection practices. *Personnel Review*. 30, 656-676.
- * Graziano, W. G., & Tobin, R. M. (2002). Agreeableness: Dimension of personality or social desirability artifact? *Journal of Personality*. 70, 695-727.

- * Hair, E. C., & Graziano, W. G. (2003). Self-esteem, personality, and achievement in high school: A prospective longitudinal study in Texas. *Journal of Personality*. 71, 971-994.
- Graziano, W. G. (2003). Personality development: An introduction. Toward process approaches to long term stability and change in persons. *Journal of Personality*. 71 (6), 893-903.
- * Sheese, B. E., Brown, E., & Graziano, W. G. (2004). Emotional expression in cyberspace: Searching for moderators of the Pennebaker disclosure effect via e-mail. *Health Psychology*. 23, 457-464.
- * Jensen-Campbell, L. A., & Graziano, W. G. (2005). Methodologies for studying personality processes in interpersonal conflict. *International Negotiation*. 10(1), 165-182.
- * Jensen-Campbell, L. A., & Graziano, W. G. (2005). The two faces of temptation: Differing motives for self-control in children. *Merrill Palmer Quarterly*. (Special issue: Personality development). 51(3), 287-314.
- * Kieras, J. E., Tobin, R. M., & Graziano, W. G., & Rothbart, M. K. (2005). You can't always get what you want: Effortful control and children's reactions to undesirable gifts. *Psychological Science*. 16(5), 354-357.
- * Sheese, B. E., & Graziano, W. G. (2005). Deciding to defect: The effects of video game violence on cooperative and competitive behavior. *Psychological Science*. 16), 391-396.
- * Graziano, W. G., Habashi, M., Sheese, B., & Tobin, R. M. (2007). Agreeableness, empathy, and helping: A person X situation perspective. *Journal of Personality and Social Psychology*. 93 (4), 583-599.
- * Graziano, W. G., Bruce, J. W., Sheese, B. E. & Tobin, R. M. (2007). Attraction, personality and prejudice: Liking none of the people most of the time. *Journal of Personality and Social Psychology*. 93 (3), 565-582.
- * Wesselmann, E. & Graziano, W. G. (2010). Sinful and/or possessed? Religious beliefs and mental illness stigma. *Journal of Social and Clinical Psychology*. 29(4), 403-438.
- * Guidry, J. A., Babin, B. J., Graziano, W. G., & Schneider, W. J. (2009). Pride and prejudice in wine? *International Journal of Wine Business Research*. 21(4), 298-311. [Winner, 2010 Highly Commended Award, Emerald Literati Network].
- * Graziano, W. G. & Habashi, M. M. (2010). Motivational processes underlying both prejudice and helping. *Personality & Social Psychology Review*. 14 (3), 313-331.
 - * Tobin, R. M. & Graziano, W. G. (2011). The disappointing gift: Dispositional and situational moderators of children's emotional expressions. *Journal of Experimental Child Psychology*. 110 (2), 227-240. DOI:10.1016/j.jecp.2011.0211.02.010
 - * Graziano, W. G., Habashi, M. M., & Woodcock, A. (2011). Exploring and measuring differences in person-thing orientation. *Personality & Individual Differences*. 51, 28-33. DOI:10.1016/j.paid.2011.03.004.
 - * Graziano, W. G., Habashi, M. M., Evangelou, D., & Ngambeki, I. (2012). Orientations and motivations: Are you a "people person," "thing person," or both? *Motivation and Emotion*. 36 (4), 465-477. DOI 10.1007/s11031-011-9273-2.
- * Woodcock, A., Graziano, W. G., Branch, S., Ngambeki, I., & Evangelou, D., & (2012). Engineering

students' beliefs about research: Sex differences, personality and career plans. *Journal of Engineering Education*. 101(3), 1-17.

- * Ngambeki, I., Habashi, M. M., Evangelou, D., Graziano, W., Sakka, D., & Çorapci, F. (2012). Using profiles of person-thing orientation to examine the underrepresentation of women in engineering in three cultural contexts. *International Journal of Engineering Education*, 28, 621-632.
- * Woodcock, A., Graziano, W. G., Branch, S. E., Habashi, M. M., Ngambeki, I. & Evangelou, D. (2013). Person and thing orientations: Psychological correlates and predictive utility. *Social psychological and personality sciences*. 4 (1), 116-123. DOI:10.1177/1948550612444320.
- * Lehmiller, J.J., Graziano, W.G., & VanderDrift, L.E. (2014). Peer influence and attraction to interracial romantic relationships. *Social Sciences*, 3, 115-127. DOI:10.3390/socsci3010115.
- * Branch, S., Graziano, W. G., Woodcock, A. Ngambeki, I., & Evangelou, D., & (2015). How does encouragement promote research involvement among students majoring in engineering, life sciences & psychology? *Journal of Engineering Education*. 104, 119-138.
- * Hales, A., Williams, K., Kassner, M., & Graziano, W.G. (2016). Disagreeableness as a cause and consequence of ostracism. *Personality & Social Psychology Bulletin*. 42 (6), 782-797.
- * Wesselmann, E., Kassner, M. P., & Graziano, W. G. (2016). Personality's Top 40: An assignment to motivate students to apply personality concepts to their favourite songs. *Teaching of Psychology*. 43(2), 159-163. doi: 10.1177/0098628316636296
- * McIntyre, M. M. & Graziano, W. G. (2016). Seeing people, seeing things: Individual differences in selective attention. *Personality & Social Psychology Bulletin*. 42 (9), 1258-1271.
- * Habashi, M. M., Graziano, W. G. & Hoover, A. (2016). Searching for the prosocial personality: A Big Five approach to linking personality and prosocial behavior. *Personality & Social Psychology Bulletin*. 42 (9), 1177-1192.
- *Bairaktarova, D., Graziano, W.G., & Cox, M. (2017). Enhancing engineering students' performance on design task: The box of parts. *Journal of Mechanical Design*. 139(5, 52001-052001-9. doi:10.1115/1.4036128.
- *McIntyre, M. M. & Graziano, W. G. (2017). A snapshot of person and thing orientations: How individual differences in interest manifest in everyday life. *Personality & Individual Differences*<https://doi.org/10.1016/j.paid.2017.08.005>
- * Turton, G. M., Nauta, M. M., Wesselmann, E. D. , McIntyre, M. M., & Graziano, W. G. (2018). The associations of Greek and religious organization participation with college students' social well-being and purpose. *Journal of Psychology*. 152(4), 179-198. DOI: 10.1080/00223980.2018.1431601

Revisions under Review

Books:

Baron, R. M., & Graziano, W. G. (Eds.) (1991). *Social psychology*. New York: Holt, Rinehart, & Winston.

Agnew, C. R., Carlston, D. E., Graziano, W. G., & Kelly, J. R. (Eds.) (2010). *Then a miracle occurs: Focusing on behavior in social psychological theory and research*. New York: Oxford University Press.

Schroeder, D. & Graziano, W. G. (Eds.) (2015). *Oxford handbook of prosocial behavior*. New York: Oxford University Press.

Chapters:

Berscheid, E., & Graziano, W. G. (1979). The initiation of social relationships and social attraction. In R. L. Burgess & T. L. Huston (Eds.), *Social Exchange in Developing Relationships*. New York: Academic Press.

Graziano, W. G., & Shaffer, D. R. (1979). The role of peers in the socialization process: A theoretical overview. In D. R. Shaffer, *Social and Personality Development*. Monterey, CA: Brooks/Cole.

Graziano, W. G., & Monson, T. C. (1982). Major trait approaches. In R. Gatchel & F. G. Mears. *Personality: Theory, Assessment, and Research*. New York: St. Martin's Press.

Graziano, W. G., & Monson, T. C. (1982). Psychometric approaches to personality assessment. In R. Gatchel & F. G. Mears. *Personality: Theory, Assessment, and Research*. New York: St. Martin's Place.

Monson, T. C., & Graziano, W. G. (1982). Trait theory research. In R. Gatchel & F. G. Mears. *Personality: Theory, Assessment, and Research*. New York: St. Martin's Press.

Monson, T. C., & Graziano, W. G. (1982). Traits and the "naive psychologist. In R. Gatchel & F. G. Mears. *Personality: Theory, Assessment, and Research*. New York: St. Martin's Press.

* Graziano, W. G., & Musser, L. M. (1982). The joining and the parting of ways. In S. Duck (Ed.), *Personal Relationships 4: Dissolving Personal Relationships*. London: Academic Press.

Masters, J. C., Yarkin-Levin, K., & Graziano, W. G. (1984). Boundary areas in psychology. In J. C. Masters & K. Yarkin-Levin (Eds.), *Boundary Areas in Social and Developmental Psychology*. Orlando, FL: Academic Press.

Graziano, W. G. (1984). The development of social exchange processes. In J. Masters (Ed.), *Boundary Areas in Social and Developmental Psychology*. Orlando, FL: Academic Press.

* Leone, C., & Graziano, W. G. (1986). The social environment and moral action. In R.T. Knowles & G. F. McLean (Eds.), *Psychological Foundations of Moral Education and Character Development*. New York: University Press of America, 201-235.

* Plummer, D. L., Hazzard-Lineberger, M., & Graziano, W. G. (1984). The academic and social consequences of grade retention: A convergent analysis. In L. Katz (Ed), *Current Topics in Early Childhood Education* (Vol. 6). New York: Ablex.

Graziano, W. G. (1987). Lost in thought at the choice point: Cognition, context, and equity. In J. C. Masters

& W. P. Smith (Eds.), *Social comparison, social justice, and relative deprivation: Theoretical, empirical, and policy perspectives*. Hillsdale, NJ: Erlbaum.

West, S. G., & Graziano, W. G. (Eds.) (1989) Special Issue: Long term stability and change in personality. *Journal of Personality*, 57.

Graziano, W. G., & Baron, R. M. (1991). Social psychology: History, definitions, and perspectives. In R. M. Baron & W. G. Graziano (Eds.), *Social Psychology*. New York: Holt, Rinehart: & Winston.

Baron, R. M., Graziano, W. G., & Stangor, C. (1991). Knowing about other people: Exploring the bases of social perception and social cognition. In R. M. Baron & W. G. Graziano (Eds.), *Social Psychology*. New York: Holt, Rinehart, & Winston.

Graziano, W. G. (1994). The development of agreeableness as a dimension of personality. In C. F. Halverson, D. Kohnstamm, & R. Martin (Eds.) *Development of the structure of temperament and personality from infancy to adulthood*. (Pp. 339-354) Hillsdale, NJ: Erlbaum.

Graziano, W. G., & Eisenberg, N. (1997). Agreeableness: A dimension of personality. In R. Hogan, & J. Johnson, and S. Briggs (Eds.) *Handbook of Personality Psychology*. (Pp. 795-824). San Diego, CA: Academic Press.

Graziano, W.G., Jensen-Campbell, L.A., Finch, J., & Todd, M. (1997). Interpersonal attraction from an evolutionary psychology perspective. In J. A. Simpson & D. Kenrick (Eds.) *Evolutionary Social Psychology*. (Pp.141-167) Hillsdale, NJ: Erlbaum.

*Graziano, W. G. & Tobin, R. M. (1999). Historicity and the evolution of the individual psyche. In D. H. Rosen, R. Garner, & M. Leubert, (Eds.) *The evolution of Psyche*. Garden City, NJ: Praeger.

Graziano, W. G. (2001). Personality development in childhood. In N. Eisenberg (Section Editor: Developmental, Social, Personality, and Motivational Psychology). N. J. Smelser & P. B. Baltes (Eds.-in-Chief). *International encyclopedia of the social and behavioral sciences*. (pp. 11295-11300). Amsterdam: Pergamon.

*Graziano, W. G. & Tobin, R. M. (2002). Emotional regulation from infancy through adolescence: A review. In M. Bornstein (Series Ed.) and J. F. Zaff & T. G. Halle (Vol. Eds.) *Crosscurrents in Contemporary Psychology: Vol. 4. Well-Being: Positive development across the lifespan*. Hillsdale, NJ: Erlbaum.

Laursen, B., & Graziano, W. G. (Eds.), (2002). Social exchange in development. *New Directions for Child and Adolescent Development* (No. 95). San Francisco: Jossey Bass.

* Sheese, B. & Graziano, W. G. (2002). Evolutionary perspectives on the development of social exchanges. In Laursen, B., & Graziano, W. G. (Eds.), (2002). *Social exchange in development*. San Francisco: Jossey Bass.

* Graziano, W. G., & Sheese, B. (Invited). Agreeableness. In C. D. Spielberger (Ed. In Chief). *Encyclopedia of Applied Psychology*. Academic Press.

* Tobin, R. M. & Graziano, W.G. (2006). Development of regulatory processes through adolescence: A review of recent empirical studies. In D. K. Mrozek & T. D. Little (Eds.). *Handbook of personality development*. (pp. 263-284). Hillsdale, NJ: Erlbaum.

- * Graziano, W. G. & Bruce, J. W., (2008). Attraction and the initiation of relationships: A review of the empirical literature. In S. Sprecher, A. Wetzel, & J. Harvey (Eds.) *Handbook of Relationship Initiation*. (pp. 269-295). Mahwah, NJ: Erlbaum.
- * Graziano, W. G., & Tobin, R. M. (2009). Agreeableness. In M. Leary & R. Hoyle (Eds.). *Handbook of Individual Differences in Social Behavior*. (pp. 46-61). New York: Guilford.
- Carlston, D.E., & Graziano, W.G. (2009). Individuals, behavior, and what lies between the two. In Agnew, C. R., Carlston, D. E., Graziano, W. G., & Kelly, J. R. (Eds.) (2010). *Then a miracle occurs: Focusing on behavior in social psychological theory and research*. New York: Oxford University Press.
- * Tobin, R. M. & Graziano, W. G. (2010). Delay of gratification: A review of fifty years of regulation research. In R. H. Hoyle (Ed.), *Handbook of Self-Regulation and Personality*. (pp. 47-63). Oxford, U.K.: Wiley-Blackwell.
- West, S. G. & Graziano, W. G. (2012). Basic, applied, and full cycle social psychology: Enhancing causal generalization and impact. In Douglas T. Kenrick, Noah Goldstein, and Sanford Braver (Eds.), *Full Cycle Social Influence: The Influential Legacy of Robert Cialdini*. New York: Oxford University Press.
- *Graziano, W. G. & Tobin, R. M. (2013). The cognitive and motivational foundations underlying agreeableness. In M. D. Robinson, E. Watkins, & E. Harmon-Jones (Eds.), *Handbook of Cognition and Emotion*. (pp. 347-364). New York: Guilford.
- * Graziano, W. G. & Habashi, M. (2015). Searching for the pro-social personality. In D. A. Schroder & W. G. Graziano (Eds.). *Oxford Handbook of Prosocial Behavior*. (pp. 231-255). New York: Oxford.
- Graziano, W.G., & Schroeder, D. A. (2015). Gaining the big picture: Prosocial behavior as an end product. In D. A. Schroder & W. G. Graziano (Eds.). *Oxford Handbook of Prosocial Behavior*. (pp. 721-737). New York: Oxford.
- Schroeder, D. A., & Graziano, W. G. (2015). The field of prosocial behavior: An introduction and overview. In D. A. Schroder & W. G. Graziano (Eds.). *Oxford Handbook of Prosocial Behavior*. (pp. 3- 34). New York: Oxford.
- * Graziano, W. G. & Tobin, R. M. (2017). Agreeableness and the Five-Factor Model. In T. A. Widiger (Ed.), *Oxford Handbook of the Five Factor Model*. (pp. 105-132). Oxford: Oxford University Press.
- Graziano, W. G. & Schroeder, D. A. (2016). Sin, morality, and opponent motives for prosocial behavior. In J. Forgas, P. van L. & L. Jussim (Eds.). (2015). *Social psychology & morality*. (pp. 257-273). New York: Taylor & Francis Psychology Press.
- Schroeder, D.A. & Graziano, W. G. (2018). Prosocial behavior. In T. D. Nelson Ed.). *Social*

Psychology. (pp. 245-285). New York, NY: Routledge Press.

Schroeder, D.A. & Graziano, W. G. (2018). Prosocial behavior as a human essence. In M. van Zomeren & J. F. Dovidio (Eds.), *The Oxford handbook of the human essence*. (pp. 109-122). New York, NY: Oxford University Press.

*Graziano, W. G. & Tobin, R., M (2018). Agreeableness: A Three-Level Integration. In V. Zeigler-Hill & T. K. Shackelford (Eds.), *The SAGE Handbook of Personality and Individual Differences*. (pp. 212-234). Thousand Oaks, CA: SAGE.

* Graziano, W G., & Tobin, R. M. (2019). Theoretical conceptualizations of agreeableness and antagonism. In D. R. Lynam & J. W. Miller (Eds.), *The Handbook of Antagonism: Conceptualizations, assessment, consequences, and treatment of the low end of Agreeableness* (pp. 127–140). London: Elsevier.

Reviews and Critiques:

* Tearnan, B. H., & Graziano, W. G. (1980). Covert modeling and children's fear: A methodological critique. *Child Behavior Therapy*, 2, 73-78.

Graziano, W. G. (1982). What is social development the development of? *Contemporary Psychology*, 27, 237-238.

Graziano, W. G. (1983). Building a conceptual foundation for research on acquaintanceship processes: A commentary. *Monographs of the Society for Research in Child Development*, Serial No. 203, 48, 83-86.

Graziano, W. G. (1984). Love and respect: Two themes for social psychology. *Contemporary Psychology*, 29, 634-635.

Graziano, W. G. (1985). Nonverbal behavior and social psychology: A review. *Behavioral Processes*, 11, 103-104.

Graziano, W. G. (1993) Conflict in child and adolescent development: A hammer is not a screwdriver. *Contemporary Psychology*.

Graziano, W. G. (1995). Evolutionary psychology: Old music but now on CDs? *Psychological Inquiry*, 6, 41-44.

Graziano, W. G. (1995). Achievement motivation: A social-developmental perspective. *Contemporary Psychology*, 40, 126-127.

Graziano, W. G. (1995). Opening the black box of family life: Surprise! *Contemporary Psychology*, 40, 528-530.

* Graziano, W. G. & Tobin, R. M. (1998). What do we call the outcome of emotional socialization? *Psychological Inquiry*, 9, 285-287.

* Hair, E. C. & Graziano, W. G. (1999). What are the developmental origins of the self? *Developmental Science*, 2(4), 415-416.

Graziano, W. G. (1999). Surprising cross-cultural similarities in parent's spontaneous descriptions of their children. *Contemporary Psychology*. 44(6), 479-481.

Graziano, W. G. (2000). Adolescent romance as a developmental event: Not a monotonous thing. *Contemporary Psychology*. 45 (6). 639-642.

* Graziano, W. G. & Tobin, R. M. (2001). The distributed processing of narcissism: Paradox lost? *Psychological Inquiry*. 12 (4), 219-223.

Teaching Experience

Graduate

Social Psychology
 Personality
 Personality & Social Behavior
 Developmental Psychology
 Personality & Social Development
 Statistical Methods in Psychology
 Research Methodology in Personality & Social Psychology
 Theories of Attitudes and Attitude Change
 Person Perception and Social Cognition
 Theories of Social Psychology
 Interpersonal Processes in Social Psychology
 Advanced Seminar in Developmental Psychology
 Prosocial behavior (Seminar)

Doctoral Students

Musser, Lynn Mather (Georgia, Social/Personality Psychology)
 Leone, Christopher (Georgia, Social/Personality Psychology,)
 Grandison, Richard (Georgia, Social/Personality Psychology)
 Utley, Mary (Georgia, Social/Personality Psychology)
 Jenner, Stephen Mark (A&M, I/O Psychology)
 Jensen-Campbell, Lauri A. (A&M Social Psychology, Social/Personality)
 Hair, Elizabeth C. (A&M, Developmental Psychology)
 Cockroft, Ron (A&M, Experimental Psychology)
 Montaldi, Daniel (A&M, Clinical, Co-chair with Dr. Brian Stagner)
 Tobin, Renee M. (A&M, School Psychology)
 Sheese, Brad E. (Purdue, Developmental Psychology,
 Co-chair with Dr. Thomas Berndt)
 Habashi, Meara M. (Purdue, Social Psychology)
 Bruce, Jennifer Weisho (Purdue, Social Psychology)
 Woodcock, Anna (Purdue, Social Psychology)
 Branch, Sara (Purdue, Social Psychology)
 Kassner, Matt (Purdue, Social Psychology)

Bairaktarova, Diana (Purdue, College of Engineering, dissertation co-advisor)
 Lee, Hyemi (Purdue, Consumer Sciences, dissertation co-advisor)
 McIntyre, Miranda M. (Purdue, Social Psychology)

Undergraduate Courses

Social Psychology (Honors)
 Personality (Honors)
 Psychology of Personality
 Psychology of Helping
 Statistical Methods in Psychology
 Personality & Social Development
 Developmental Psychology
 Research Methodology in Personality and Social Psychology
 Introductory Psychology (Honors)
 Advanced Social Psychology
 Advanced Dev Psychology: The Development of Social Cognition (Michigan)

Undergraduate Honors Fellows (Texas A&M)

Shebilske, Laurie	(Ph.D., University of Texas at Austin)
Boland, Betty B.	(Ph.D., University of North Carolina@ Chapel Hill)
Steele, Ric G.	(Ph.D., Assoc. Prof., University of Kansas)
Schreindorfer, Lisa	(Ph.D., Virginia Commonwealth University)
Hair, Elizabeth C.	(Ph.D., Texas A&M University; Research Director, Child Trends, Inc.)
Butts, Marcus	(Ph.D. Graduate Program, University of Georgia)
Tackett, Jennifer	(Ph.D. Assoc. Prof., Northwestern University)
Pinkham, Amy	(Ph.D. Graduate Program, UNC@ Chapel Hill)
Dean, Cynthia	(Ph.D. Graduate Program, Texas A&M University)
Brown, Erin	(M.D., Baylor School of Medicine)
Kieras, Jessica	(Ph.D. Graduate Program, University of Oregon)

Undergraduate Honors Fellows (Purdue)

Cobb (Smith), Aimee	(Ph.D. Graduate Program, University of Minnesota)
Tempel, Ashley	(Ph.D. Graduate Program, University of West Virginia)
Mulderink, Thomas	(Ph.D., Illinois State University)
Rinker, Tracy	(Business)
Hudson, Nate	(Ph.D., Ph.D. Program, University of Illinois)
Leubcke, Brent	(Ph.D., Counseling, University of Louisville)
Breiter, Laura	(Business)
Gerber, Lena	
O'Conner, William	(Ph.D. Graduate program, University of Texas)
Pruett, Hanna	
Nowicki, Ron	(M.S. Graduate Counseling Program, Purdue)
Gundlach, Jessica	(Ph.D., Graduate Program, Butler University) [co-advisor]