



## **CURRICULUM VITAE**

### **JOHN M. DARLEY**

**Warren Professor of Psychology  
Department of Psychology  
Princeton University  
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#### **PERSONAL INFORMATION:**

Born: April 3, 1938

#### **ACADEMIC POSITIONS:**

Assistant Professor 1964-1968  
Department of Psychology  
New York University

Associate Professor 1968-1972  
Department of Psychology  
Princeton University

Professor 1972-present  
Department of Psychology  
Princeton University

Chairman 1980-1985  
Department of Psychology  
Princeton University

Dorman T. Warren Professor of Psychology 1989-present  
Department of Psychology  
Princeton University

Professor of Psychology and Public Affairs 2001-present  
Woodrow Wilson School  
Princeton University

**EDUCATION:**

Swarthmore College 1956-1960  
Psychology Major  
Mathematics, Philosophy Minors

Harvard University 1960-1964  
Department of Social Relations  
Major in Social Psychology

**DEGREES:**

B. A. Swarthmore College 1960  
M. A. Harvard University 1962  
Ph.D. Harvard University 1965

**SCHOLARSHIPS & FELLOWSHIPS:**

National Merit Scholarship 1956-1960  
Harvard University Fellowship 1960-1961  
National Science Foundation Fellowship 1961-1964  
Fellow, Center for Advanced Study in the Behavioral Sciences 1985-1986  
Guggenheim Fellow 1990-1991

**HONORS:**

B.A. Degree with honors  
Phi Beta Kappa  
American Association for the Advancement of Science  
Socio-Psychological Essay Prize (with Bibb Latane)  
Appleton-Century Crafts Manuscript Prize (with Bibb Latane)  
Fellow, American Psychological Association  
Fellow, American Psychological Society  
Fellow, Society for the Psychological Study of Social Issues  
American Psychological Foundation, Media Awards, Distinguished  
Contributions in Communicating Psychology to the Public  
Society of Experimental Social Psychology, Distinguished Scientific Award, 1997  
American Psychological Society, President Elect, 2000  
Fellow, American Academy of Arts and Sciences, 2005

**PROFESSIONAL AFFILIATIONS:**

American Association for the Advancement of Science  
American Psychological Association  
American Sociological Association  
Society of Personality and Social Psychology (APA)

Society of Experimental Social Psychologists  
Society for the Psychological Study of Social Issues  
International Society of Political Psychology

**BOARDS AND COMMITTEES:**

Board of Scientific Affairs (American Psychological Association), 1969-1972  
Policy and Planning Board (American Psychological Association), 1975-1977  
Social Science Personnel Committee, Social Science Research Council, 1973-1976  
Early Career Awards Selection Committee (American Psychological Association), 1977  
Social and Developmental Psychology Panel, National Science Foundation, 1977-1979  
Executive Committee of the Advisory Committee for the Behavioral and Neural Sciences, National Science Foundation, 1978-1979  
Sociopsychological Prize Selection Committee, American Association for the Advancement of Science, 1979  
Executive Committee, Society of Experimental Social Psychologists, 1980-1983  
Committee on Behavioral and Social Aspects of Energy Consumption and Production, National Research Council, National Academy of Sciences, 1980-1985  
National Research Council's Graduate Fellowship Evaluation Panel in Behavioral and Social Sciences (Psychology), 1982; Chairman, Psychology Panel, 1983  
Ontario Council on Graduate Studies, Appraisals Committee, 1982-1983  
American Psychological Association, Committee on Research Support, 1984-1986  
Panel on Energy Demand Analysis, National Research Council, National Academy of Sciences, 1982-1984  
Princeton University, Chairperson, Institutional Review Panel, 1987-1995  
Society of Personality and Social Psychology, President, 1989-1990  
American Association for the Advancement of Science, Electorate Nominating Committee, Section on Psychology (J), 1988-1991  
American Psychological Society, Board of Directors, 1995-2001

**VISITING COMMITTEES OF OTHER UNIVERSITIES:**

Visiting Committee, Lehigh University, Department of Social Relations, 1981-1988  
The University of Arizona, Consultant to the Psychology Department, 1983, 1996  
The Ohio State University, Visiting Committee, Social Psychology Program, 1983  
Swarthmore College, Visiting Committee, Psychology Department, 1983  
Gettysburg College, Visiting Committee, 1984  
SUNY, Stony Brook, Five Year Evaluation Committee, 1984  
SUNY, Albany, Visiting Committee, 1986; Evaluation Committee, 1995  
University of Pennsylvania, Psychology Department, 1992  
Northwestern University, Visiting Committee, 1991  
New York University, Psychology Department, Visiting Committee, 1999  
Colby College Visiting Committee, 2004

**REVIEWING RESPONSIBILITIES:**

Article Reviewer  
Child Development  
Contemporary Psychology  
Current Directions in Psychology  
Developmental Psychology  
Journal of Personality and Social Psychology  
Journal of Experimental Social Psychology  
Journal of Applied Social Psychology  
Journal of Applied Psychology  
Journal of Personality  
Journal for the Theory of Social Behavior  
Personality and Social Psychological Bulletin  
Personality and Social Psychological Review  
Political Psychology  
Psychological Bulletin  
Psychological Review  
Psychological Science  
Social Cognition  
Grant Reviewer  
National Science Foundation  
National Institutes of Mental Health  
Canada Council

**EDITORSHIPS:**

Associate Editor, Psychological Bulletin, 1980-1982  
Editorial Board, Psychological Inquiry, 1991-present  
Editorial Committee, Annual Review of Psychology, 1989-2000  
Associate Editor, Annual Review, 1994-1998

**CURRENT RESEARCH INTERESTS:**

Social influence processes  
Bystander intervention in emergency situations  
Social comparison theory  
The psychology of moral judgments  
Psychology and the law

**COLLOQUIA:**

Boalt School of Law, Berkeley; Boston College; Brooklyn College; Carleton College;  
Center of Domestic and Comparative Policy Studies at Princeton University; Center for  
Jurisprudence and Social Policy at University of California, Berkeley; Coast Guard  
Academy; Colby College, Air Force Academy; CUNY, Columbia University; Dartmouth

College; Duke University; Franklin & Marshall College; University of California, Berkeley; Institute for Personality Assessment and Research; Kellogg School of Management at Northwestern University; Memorial University; Miami University of Ohio; Michigan State University; Moravian College; New School for Social Research, New York University; Northeastern University; Northwestern University; Reed College; Rutgers University, Shippensburg University of Pennsylvania; Smithsonian Institution; St. Lawrence University; Stanford University; Swarthmore College; Teachers College; University of California, Berkeley; University of California, Los Angeles; University of California, Santa Barbara; University of California, Santa Cruz; University of Minnesota; University of North Carolina; University of Pennsylvania; University of Rhode Island; University of Toronto; University of Washington; University of Western Ontario; Waterloo University; West Point; Wesleyan University; William & Mary College; Williams College and Yale University;

### **INTERVIEWS:**

"Spotlight: Psychology," radio program created by the APA and co-produced with the Broadcasting Foundation of America (BFA). "The Psychology of City Life," Stanley Milgram, City University of New York, John M. Darley, 1979.  
British Broadcasting Corporation (BBC), Today broadcast, "Bystander Apathy to Crime", February 2, 1981  
Today Show (ABC), "Responding to Emergencies," July 1983  
Today Show (ABC), "The City Environment," January 1984  
Dateline (NBC), "Bystander Intervention," April 30, 1996  
"Discovering Psychology ", 2000  
"Dateline (NBC), "Making Sense of Trade Towers" September 2001  
"20/20 (ABC), "The Role of rumor after 9/11/01 September 2001

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[Department of Psychology Home Page](#)

[Program in Social Psychology](#)

## JOHN DARLEY

### PUBLICATIONS:

#### **Fear and Affiliation**

- Darley, J.M. & Aronson, E. (1966). Self-evaluation and direct anxiety reduction as determinants of the fear-affiliation relationship. *Journal of Experimental Social Psychology* (Suppl. 1).
- Darley, J.M. (1966). Fear and social comparison as determinants of conformity behavior. *Journal of Personality and Social Psychology*, 4, 73-78.
- Krisner, H., Darley, S., & Darley, J.M. (1973). Fear provoking recommendations, intentions to take preventive actions, and actual preventive action. *Journal of Personality and Social Psychology*, 26, 301-308.

#### **Determinants of Liking for Other Persons**

- Darley, J.M. & Berscheid, E. (1967). Increased liking caused by the anticipation of personal contact. *Human Relations*, 20, 29-40.
- Berscheid, E., Boye, D., & Darley, J.M. (1968). The effects of forced association on subsequent voluntary choice. *Journal of Personality and Social Psychology*, 8, 13-19.

#### **Altruism and Bystander Intervention**

- Darley, J.M. & Latane, B. (1968). Bystander intervention in emergencies: Diffusion of responsibility. *Journal of Personality and Social Psychology*, 8, 377-383.
- Latane, B. & Darley, J.M. (1968). Group inhibition of bystander intervention in emergencies. *Journal of Personality and Social Psychology*, 10, 215-221.
- Darley, J.M. & Latane, B. (1968, December 2). When will people help in a crisis? *Psychology Today*, 54-57, 70-71.
- Darley, J.M. & Latane, B. (1969). Bystander "apathy." *American Scientist*, 57, 244-268.
- Latane, B. & Darley, J.M. (1969). Norms and "normative" behavior: Field studies of social interdependence. In J. Macaulay & L. Berkowitz (Eds.), *Altruism and Helping* (pp. 83-101). New York: Academic Press.
- Latane, B. & Darley, J.M. (1969). Social determinants of bystander intervention in emergencies. In J. Macaulay & L. Berkowitz (Eds.), *Altruism and Helping* (pp. 13-27). New York: Academic Press.
- Latane, B. & Darley, J.M. (1970). *Unresponsive bystander-Why doesn't he help?* New York: Appleton-Century-Crofts.
- Darley, J.M., Lewis, L. & Teger, A. (1973). Do groups always inhibit individuals' responses to potential emergencies? *Journal of Personality and Social Psychology*, 26, 395-400.
- Darley, J.M. & Batson, D. (1973). From Jerusalem to Jericho: A study of situational and dispositional variables in helping behavior. *Journal of Personality and Social Psychology*, 27, 100-108.
- Latane, B. & Darley, J.M. (1976). *Helping in a crisis: Bystander response to an emergency*. Morristown, NJ: General Learning Press.

- Darley, J.M. (1977). Altruism. In B. Wolman (Ed.), *International Encyclopedia of Neurology, Psychology, Psychoanalysis and Psychiatry* (Vol. 1, pp. 437-439). New York: Van Nostrand,
- Batson, C.D., Coke, J., & Darley, J.M. (1978). Altruism and human kindness: Internal and external determinants of helping behavior. In L. Pervin and M. Lewis (Eds.), *Perspectives in Interactional Psychology* (pp. 111-135). New York: Plenum Publishers.
- Darley, J.M. (1991). Altruism and prosocial behavior research: Reflections and prospects. In M. S. Clark (Ed.), *Prosocial Behavior, Personality and Social Psychology* (pp. 312-327). Thousand Oaks, CA: Sage Publications, Inc.
- Darley, J.M. (2000). Bystander phenomena, In Alan Kazden (Ed.), *Encyclopedia of Psychology* (Vol. 1, pp. 493-495). Washington, DC: American Psychological Association.
- Garcia, S.M., Weaver, K., Moskowitz, G.B., & Darley, J.M. Crowded minds: The implicit bystander effect. *Journal of Personality and Social Psychology*, 83, 843-853.

### **Deviation and Conformity**

- Darley, J.M. & Darley S. (1976). Conformity and deviation. In J.W. Thibaut, J.T. Spence, & R.C. Carson (Eds.), *Contemporary Topics in Social Psychology* (pp. 369-391). Morristown, NJ: General Learning Press.
- Darley, J.M., Moriarty, T., Darley, S., & Berscheid, E. (1974). Increased conformity to a fellow deviant as a function of prior deviation. *Journal of Experimental Social Psychology*, 10, 211-223.
- Kriss, M., Kinchla, R.A., & Darley, J.M. (1977). A mathematical model for social influences on perceptual judgments. *Journal of Experimental Social Psychology*, 13, 403-420.
- Goethals, G.R., Darley, J.M., & Kriss, M. (1978). The impact of opinion agreement as a function of the grounds for agreement. *Representative Research in Social Psychology*, 9, 30-42.
- Darley, J. (2004). Social comparison motives in ongoing groups. In M.B. Brewer & M. Hewstone (Eds.), *Emotion and Motivation* (pp. 281-297). Oxford, UK: Blackwell Publishing Ltd.
- Darley, J.M. (2004). Commitment, trust, and worker effort expenditure in organizations. In R.M. Kramer & K.S. Cook (Eds.), *Trust and Distrust in Organizations* (Vol. 7, pp. 127-151). NY: Russell Sage Foundation.
- Hogg, M.A., Fielding, K.S. & Darley, J. (2005). Fringe dwellers: Processes of deviance and marginalization in groups. In D. Abrams, M. Hogg J. & Marques (Eds.), *Social psychology of inclusion and exclusion* (pp. 191-210). New York: Psychology Press.

### **Attribution Processes**

- Darley, J.M. (1972). The "Clean for Gene" phenomenon: The effect of students' appearance on political campaigning. *Journal of Applied Social Psychology*, 2, 24-33.
- Zanna, M.P., Darley, J.M., Chaikin, A., & Shafto, M. (1973). Student political campaigners: Who campaigns and what effect does it have on them? *Journal of Applied Social Psychology*, 3, 371-384.

- Chaikin, A. & Darley, J.M. (1973). Victim or perpetrator? Defensive attribution of responsibility and the need for order and justice. *Journal of Personality and Social Psychology*, 25, 268-275.
- Cooper, J., Darley, J.M., & Henderson, J.E. (1974). On the effectiveness of deviant and conventional appearing communicators: A field experiment. *Journal of Personality and Social Psychology*, 29, 752-757.
- Zanna, M.P., Klosson, E.C., & Darley, J.M. (1976). How television news viewers deal with facts that contradict their attitudes. *Journal of Applied Social Psychology*, 6, 159-176.
- Goethals, G. & Darley, J.M. (1977). Social comparison theory: An attributional approach. In J. M. Suls and R. L. Miller (Eds.), *Social Comparison Processes: Theoretical and Empirical Perspectives* (pp. 259-278). Washington, DC: Hemisphere Publishing Co.
- Darley, J.M. & Goethals, G.R. (1980). People's analyses of the causes of ability linked performances. In L. Berkowitz (Ed.), *Advances in Experimental Social Psychology*. (Vol. 13, pp. 1-37). New York: Academic Press.
- Baumeister, R.F. & Darley, J.M. (1982). Reducing the biasing effect of perpetrator attractiveness in jury simulation. *Personality and Social Psychology Bulletin*, 8, 286-292.
- Goethals, G. & Darley, J.M. (1986). Social comparison: Self-Evaluation and group life. In B. Mullen and G. Goethals (Eds.), *Theories of Group Behavior* (pp. 136-157). New York: Springer-Verlag.
- Fleming, J.H. & Darley, J.M. (1989). Perceiving choice and constraint: The effects of contextual and behavioral cues on attitude attribution. *Journal of Personality and Social Psychology*, 56, 27-40.
- Hilton, J.L., Miller, D.T., Fein, S., & Darley, J.M. (1990). When dispositional inferences are suspended: Diagnosing and calibrating traits. *Revue Internationale de Psychologie Sociale*, 4, 519-538.
- Lord, C., Umezaki, K., & Darley, J.M. (1990). Developmental trends in decoding the meanings of the appraisal actions of teachers. *Child Development*, 61, 191-200.
- Fleming, J.H. & Darley, J.M. (1990). The purposeful-action sequence and the "illusion of control": The effects of foreknowledge and target involvement on observers' perceptions of others' control over random events. *Personality and Social Psychology Bulletin*, 16, 346-357.
- Fleming, J.H. & Darley, J.M. (1993). Actors and observers revisited: Correspondence bias, counterfactual surprise, and discounting in successive judgments of constrained behavior. *Social Cognition*, 11, 367-397.
- Darley, J.M. (1995). Mutable theories that organize the world. *Psychological Inquiry*, 6, 290-293.
- Scher, S.J. & Darley, J.M. (1997). How effective are the things people say to apologize? Effects of the realization of the apology speech act. *Journal of Psycholinguistic Research*, 26, 127-140.
- Stone, J., Perry, Z.W., & Darley, J.M. (1997). "White men can't jump:" Evidence for the perceptual confirmation of racial stereotypes following a basketball game. *Basic and Applied Social Psychology*, 19, 291-306.
- Darley, J.M. & Cooper, J. (1998). Attribution and social interaction: The legacy of Edward E. Jones. Washington, DC: American Psychological Association.



- Babad, E., Darley, J.M., & Kaplowitz, H. (1999). Developmental Aspects in Students' Course Selection. *Journal of Educational Psychology, 1*, 157-168
- Babad, E., Kaplowitz, H., & Darley, J.M. (1999). A "Classic" revisited: Students' immediate and delayed evaluations of a warm/cold instructor. *Social Psychology of Education, 1*, 81-102.
- Stone, J., Lynch, C., Sjomeling, M., & Darley, J.M. (1999). Stereotype threat effects on black and white athletic performance. *Journal of Personality and Social Psychology, 77*, 1213-1227.
- Norton, M.I., Vandello, J.A., & Darley, J.M. (2004). Casuistry and social category bias. *Journal of Personality and Social Psychology, 87*, 817-831.
- Woolfolk, Robert, Doris, J., & Darley, J. (in press). Identification, situational constraint, and social cognition: Studies in the attribution of moral responsibility. *Cognition*.

### **Energy Conservation**

- Seligman, C. & Darley, J.M. (1977). Feedback as a means of decreasing residential energy consumption. *Journal of Applied Psychology, 62*, 363-368.
- Darley, J.M. (1977-1978). Energy conservation techniques as innovations, and their diffusion. *Energy and Building, 1*, 339-343.
- Seligman, C., Becker, L., & Darley, J.M. (1977-1978). Behavioral approaches to residential energy conservation. *Energy and Building, 1*, 325-337.
- Seligman, C., Darley, J.M., & Becker, L.J. (1978). Behavioral approaches to residential energy conservation. In R.H. Socolow (Ed.), *Saving energy in the home. Princeton's experiments at Twin Rivers* (pp. 255-262). Cambridge, MA: Ballinger Publishing Co.
- Seligman, C., Darley, J.M., & Becker, L.J. (1978). In R.H. Socolow (Ed.), *Saving energy in the home. Princeton's experiments at Twin Rivers* (pp. 231-254). Cambridge, MA: Ballinger Publishing Co.
- Darley, J.M., Seligman, C., & Becker, L.J. (1979). The lesson of Twin Rivers: Feedback works. *Psychology Today, 12*, 23-24.
- Seligman, C., Kriss, M., Fazio, R.H., Becker, L.J., Pryor, J., & Darley, J.M. (1979). Predicting residential energy consumption from homeowner's attitudes. *Journal of Applied Social Psychology, 9*, 70-90.
- Becker, L.J., Darley, J.M., & Seligman, C. (1979, June). Psychological strategies to reduce energy consumption. *PU/CEES*.
- Seligman, C., Becker, L.J., & Darley, J.M. (1980). Encouraging residential energy conservation through feedback. In A. Baum and J.E. Singer (Eds.), *Advances in Environmental Psychology, Energy conservation: Psychological Perspectives* (pp. 3). Hillsdale, NJ: Erlbaum Associates.
- Darley, J.M., Fels, M.F., Goldberg, M., Lavine, M., & Socolow, R. (1980). Scorekeeping for retrofits: Issues pertinent to the management of the 1000-House Pilot Project in Lakewood, NJ. *PU/CEES, 106*, 56.
- Darley, J.M. & Beniger, J.R. (1981). Diffusion of energy conserving innovations. *Journal of Social Issues, 37*, 150- 171.
- Becker, L.J., Seligman, C., Fazio, R.H., & Darley, J.M. (1981). Relating attitudes to residential energy use. *Environment and Behavior, 13*, 590- 609.

- Darley, J.M. (1984). Individuals and households as energy users. In P.C. Stern and E. Aronson (Eds.), *Energy Use: The Human Dimension*. New York: W. H. Freeman.
- Darley, J.M. & Gilbert, D.T. (1985). Social psychological aspects of environmental psychology. In G. Lindzey & E. Aronson (Eds.), *The Handbook of Social Psychology*, (3rd ed., Vol. II). New York: Random House.
- Stern, P.C., Aronson, E., Darley, J.M., Hill, D.H., Hirst, E., Kempton, W., et al. (1986). The effectiveness of incentives for residential energy conservation. *Evaluation Review*, *10*, 147-176.
- Stern, P.C., Aronson, E., Darley, J.M., Hill, D.H., Hirst, E., Kempton, W., et al. (1987). Answering behavioral questions about energy efficiency in buildings. *Energy*, *12*, 339-353.
- Kempton, W., Darley, J.M., & Stern, P.C. (1992). Psychological research for the new energy problems. *American Psychologist*, *47*, 1213-1223.

### **Personality Theory**

- Athay, M. & Darley, J.M. (1980). Towards an interpersonal action-centered theory of personality. In N. Cantor & J. Kihlstrom (Eds.), *Personality, Cognition and Social Interactions* (pp. 281-307). Hillsdale, New Jersey: Erlbaum.
- Athay, M. & Darley, J.M. (1982). Social roles as interaction competencies. In W. Ickes & E. Knowles (Eds.), *Personality, Roles, and Social Behavior* (pp. 55-77). NY: Springer-Verlag.
- Athay, M. & Darley, J.M. (1985). The role of power in social exchange relationships. In M. Frese & J. Sabini (Eds.), *Goal Directed Behavior: The Concept of Action in Psychology* (pp. 230-247). Hillsdale, NJ: Erlbaum.

### **Expectancy Confirmation Processes**

- Aronson, E., Carlsmith, J.M., & Darley, J.M. (1963). The effect of expectancy on volunteering for an unpleasant experience. *Journal of Abnormal and Social Psychology*, *66*, 220-224.
- Darley, J.M. & Fazio, R.H. (1980). Expectancy confirmation processes arising in the social interaction sequence. *American Psychologist*, *35*, 867-881.
- Darley, J.M. & Gross, P.H. (1983). A hypothesis-confirming bias in labeling effects. *Journal of Personality and Social Psychology*, *44*, 20-23.
- Hilton, J.L. & Darley, J.M. (1985). Constructing other persons: A limit on the effect. *Journal of Experimental Social Psychology*, *21*, 1-18.
- Darley, J.M., Fleming, J.H., Hilton, J.L., & Swann, W.B., Jr. (1988). Dispelling negative expectancies: The impact of interaction goals and target characteristics on the expectancy confirmation process. *Journal of Experimental Social Psychology*, *24*, 19-36.
- Hilton, J.L., Darley, J.M., & Fleming J.H. (1989). Self-fulfilling prophecies and self-defeating behavior. In R. Curtis (Ed.), *Self-defeating Behaviors: Experimental Evidence, Clinical Impressions, and Practical Implications* (pp. 41-65). New York: Plenum.
- Hilton, J.L. & Darley, J.M. (1991). The effects of interaction goals on person perception. In M. P. Zanna (Ed.), *Advances in Experimental Social Psychology*, *24*, 236-262. New York: Academic Press.

Darley, J.M. & Oleson, K.C. (1993). Introduction to research on interpersonal expectations. In P.D. Blanck (Ed.), *Interpersonal expectations: Theory, research, and applications* (pp. 45-63). New York: Cambridge University Press.

### **Moral Actions and Judgments**

- Darley, J.M., Klosson, E.C., & Zanna, M.P. (1978). Intentions and their contexts in the moral judgments of children and adults. *Child Development*, *49*, 66-74.
- Carpenter, B. & Darley, J.M. (1978). A naive psychological analysis of counter aggression. *Personality and Social Psychology Bulletin*, *4*, 68-72.
- Darley, J.M. & Zanna, M.P. (1982). Making moral judgments. *American Scientist*, *70*, 515-522.
- Gold, L., Darley, J.M., Hilton, J.L., & Zanna, M.P. (1984). Children's perceptions of procedural justice. *Child Development*, *55*, 1752-1759.
- Karlovac, M. & Darley, J.M. (1988). Attribution of responsibility for accidents: A negligence law analogy. *Social Cognition*, *4*, 287-318.
- Darley, J.M. & Shultz, T.R. (1990). Moral rules: Their content and acquisition. *Annual Review of Psychology*, *41*, 525- 556.
- Darley, J.M. & Huff, C. (1990). Heightened damage assessment as a result of the intentionality of the damage-causing act. *British Journal of Social Psychology*, *29*, 181-188.
- Darley, J.M. & Schultz, T.R. (1991). An information-processing model of retributive moral judgments based on "legal reasoning". In William Kurtines (Ed.), *Handbook of moral behavior and development* (pp. 247-268). Hillsdale, NJ: Lawrence Erlbaum Associates
- Darley, J.M. (1992). Social organization for the production of evil. *Psychological Inquiry*, 199-218.
- Darley, J.M. (1993). Research on morality: possible approaches, actual approaches. *Psychological Science*, *4*, 353-357.
- Darley, J.M. (1994). Organizations as a source of immoral behavior. *Global Bioethics*, *7*, 53-63.
- Darley, J.M. (1995). Constructive and destructive obedience: A taxonomy of principal-agent relationships. *Journal of Social Issues*, *51*, 125-154.
- Darley, J.M. (1996). How organizations socialize individuals into evildoing. In D.M. Messick & A.E. Tenbrunsel (Eds.), *Codes of Conduct: Behavioral Research Into Business Ethics* (pp. 13-43). NY: Russell Sage Foundation.
- Darley, J.M., Loeb, I., & Hunter, J. (1996). Community attitudes on the family of issues surrounding the death of terminal patients. *Journal of Social Issues*, *52*, 85-104.
- Darley, J.M. (1999). Methods for the study of evil-doing actions. *Personality and Social Psychology Review*, *3*, 269-275.
- Darley, J.M. & Kronzon, S. (1999). Is this tactic ethical? Judgments of ethics in negotiation. *Basic and Applied Social Psychology*, *21*, 49-60.
- Darley, J.M., Messick, D., & Tyler, T. (Eds.). (2001). *Introduction to Social Influences on Ethical Behavior in Organization*. Mahwah, NJ: L.A. Erlbaum.

- Darley, J.M. (2001). The dynamics of authority in organizations and the unintended action consequences. In J.M. Darley, D.M. Messick, & T.R. Tyler (Eds.), *Social influences on ethical behavior in organization* (pp. 37-52). Mahwah, NJ: L.A. Erlbaum Assoc.
- Greene, J.D., Sommerville, R.B., Nystrom, L.E., Darley, J.M., & Cohen, J.D. (2001). An fMRI investigation of emotional engagement in moral judgment. *Science*, 293, 2105-2108.
- Darley, J.M. (2004). Social organization for the production of evil. In J. Sidanius & J.T. Jost (Eds.), *Political psychology: Key readings*. (pp. 383-410). New York: Psychology Press.

### **Multiple Audience Problems**

- Fleming, J.H., Darley, J.M., Hilton, J.L., & Kojetin, B.A. (1990). The multiple audience problem: A strategic communication perspective on social perception. *Journal of Personality and Social Psychology*, 58, 593-609.
- Fleming, J.H. & Darley, J.M. (1991). Mixed messages: The multiple audience problem and strategic communication. *Social Cognition*, 9, 25-46.

### **Health Psychology**

- Ditto, P.H., Jemmott, J.B., III, & Darley, J.M. (1988). Appraising the threat of illness: A mental representational approach. *Health Psychology*, 7, 1803-201.
- Sanderson, C.A., Darley, J.M., & Messinger, C.S. (2002). I'm not as thin as you think I am: The development and consequences of feeling from the thinness norm. *Personality and Social Psychology Bulletin*, 28, 172-183.

### **Criterial Control Processes**

- Darley, J.M. (1991, July). Setting standards seeks control, risks distortion. Institute of Governmental Studies Public Affairs Report, (Vol. 32). Berkeley, CA: University of California, Berkeley.

### **Law and Psychology**

- Darley, J.M. & Huff, C.W. (1990). Heightened damage assessment as a result of the intentionality of the damage-causing act. *British Journal of Social Psychology*, 29, 181-188.
- Bailis, D.S., Darley, J.M., Waxman, T.L., & Robinson, P.H. (1995). Community standards of criminal liability and the insanity defense. *Law and Human Behavior* 5, 425-446.
- Harlow, R.E., Darley, J.M., & Robinson, P.H. (1995). The severity of intermediate penal sanctions: A psychophysical scaling approach for obtaining community perceptions. *Journal of Quantitative Criminology*, 11, 71-95.
- Robinson, P.H. & Darley, J.M. (1995). Justice, liability and blame: Community views and criminal laws. Boulder, CO: Westview Press.
- Darley, J.M., Sanderson, C.A., LaMantia, P.S. (1996). Community standards for defining attempt: Inconsistencies with the model penal code. *American Behavioral Scientist*, 39, 405-420.

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