

CURRICULUM VITAE

Yaacov Trope

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EDUCATION AND DEGREES

1970 B.A. summa cum laude, Tel Aviv University, Israel

1974 Ph.D. Department of Psychology
University of Michigan,
Ann Arbor, Michigan
Adviser: Professor Eugene Burnstein

HONORS AND AWARDS

1968 University Prize Fellowship, Tel Aviv University.

1969 University Prize Fellowship, Tel Aviv University.

1970 B.A. with high honors, Tel Aviv University.

1972 University of Michigan Rackham Prize Fellowship (Ford Foundation).

1973 Departmental Associate, Department of Psychology, University of Michigan.

1975 Annual Doctoral Dissertation Prize of the Society of Experimental Social Psychology.

2004 Fellow, American Psychological Society

2012 Elected Member, American Academy of
Arts and Sciences

- 2015 Tom Ostrom Award in Social Cognition.
- 2016 Lifetime Achievement Mentor Award by the Association for Psychological Science
- 2016 Career Research Award, Society for Personality and Social Psychology.
- 2025 Society for Experimental Social Psychology Distinguished Science Award.

GRANTS

- 1975 "Perceived freedom," Institute of Human Development, Hebrew University of Jerusalem.
- 1976 "Inference of personal attributes from unreliable reports about behavior," Central Research Fund of the Hebrew University of Jerusalem.
- 1977-1979 "Informational determinants of achievement behavior," Israeli National Academy of Science.
- 1979-1980 Fullbright Visiting Fellowship in the United States.
- 1981-1984 "Inference of personality traits from ambiguous evidence," Marshall Fund, Hebrew University.
- 1985-1990 "Information processing stages in attribution, "principal investigator, The US-Israel Binational Science Fund.
- 1985-1990 "Identification and inferential processes in dispositional attribution," The Israeli Academy of Science.
- 1990-1993 "Processing stages in dispositional judgment" The US-Israel Binational Science Fund
- 1991-1995 "Identification and inference in dispositional Judgment" National Institute for Mental Health.
- 1998 "Informational value as a moderator of mood effects" University Research Challenge Fund
- 1999-2004 "Time-dependent changes in social judgment and choice"

	National Science Foundation and National Institute for Mental Health
2003-2007	“Values, self-guides, and general attitudes in time perspective” US-Israel Bi-National Fund
2005-2011	“Psychological distance and self-consistent choice” National Institute for Mental Health
2007-2011	“A Construal Level Theory Perspective on Global I/Local Conflicts” The US-Israel Binational Science Fund
2011-2013	“Expansive Versus Contractive Relational Scope” National Science Foundation
2011-2012	“Neural correlates of psychological distance and level of onstrual” University Research Challenge Fund
2013-2015	“Learning from social models.” John Templeton Foundation.
2012-2016	“How Social Distance From Others Affects What We Learn From Them.” US-Israel Bi-national Fund
2013-2017	“Learning from Near and Distant People.” National Science Foundation.
2017-2021	“Social Comparison Across Psychological Distance.” US-Israel Bi-national Fund (\$330.000).
2021-2025	“Tuning-in to Diverse Social Groups: The Impact of Social Diversity on Information Integration.” US-Israel Bi-national Fund (\$270, 000).
2025-2029	“How being with others shapes message interpretation and impact.” US-Israel Bi-national Fund (\$380, 000).

POSITIONS

1974-1979	Lecturer. Department of Psychology, Hebrew University of Jerusalem.
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1979-1984	Senior Lecturer (Tenured). Department of Psychology, Hebrew University of Jerusalem.
1984-1988	Associate Professor. Department of Psychology, Hebrew University of Jerusalem.
1988-1989	Full Professor. Department of Psychology. Hebrew University of Jerusalem.
1990-1998	Professor. Department of Psychology. Tel Aviv University.
1979-1980	Visiting Professor. Department of Psychology, University of Toronto.
1980	Visiting Professor. Department of Psychology, University of Michigan.
1983 (Spring)	Visiting Professor. Department of Psychology, New York University.
1983 (Spring & Fall)	Visiting Professor. Department of Psychology, Princeton University.
1990	Professor. Department of Psychology, New York University

MEMBERSHIPS

American Association for the Advancement of Science
American Psychological Association
Society of Experimental Social Psychology
American Psychological Society

EDITORIAL POSITIONS

1984-present	Editorial Board of Journal of Personality and Social Psychology
1984-present	Editorial Board of Journal of Experimental Social Psychology
1994-1998	Associate Editor, Journal of Experimental Social Psychology
2003-2008	Associate Editor, Psychological Review

2005-2012

Editorial Board of Oxford Series in Social
Cognition and Social Neuroscience

PUBLICATIONS

Books

Trope, Y., & Higgins, E. T. (1993). *Dispositional inferences from behavior*. New York: Sage Publications.

Chaiken, S., & Trope, Y. (1999). *Dual-process theories in social psychology*. New York: Guilford Press.

Hassin, R., Ochsner, K., & Trope, Y. (2010). *Self control in society, mind, and the brain*. New York: Oxford University Press.

Sherman, J. W., Gawronski, B., & Trope, Y. (2014). *Dual-process theories of the social mind*. New York: Guilford Press.

Journal Articles and Book Chapters

Stolarski, M.,... Victor, K.,...TropeY....(2026). Perspectives on time and personality: Philip Zimbardo (1934-2024) in memoriam. *Journal of Personality*.

Trope, Y. (2025). Meaning Making in the Mind and Society. In Fujita, Ayelet Fishbach, and Nira Liberman (Eds.). *THE PSYCHOLOGICAL QUEST FOR MEANING*. Guilford Press.

Fujita, K., Trope, Y., & Liberman, N (2025). Understanding Self-Control as a Problem of Regulatory Scope. *Psychological Review*.132, 50-75.

Grinfeld, G., Wakslak, C., Trope, Y., & Liberman, N. (2024). Construing hypotheticals: How hypotheticality affects level of abstraction. *Journal of Experimental Social Psychology*, 110, 1-8.

Crouzevialle, M., Schmid, P. C., & Trope, Y. (2023). Beliefs About Abstraction: Low-Level and High-Level Construal Signal Different Lay Theories. *Journal of Experimental Psychology: General*. 152(5), 1351–1367.

Kalkstein, D. A., & Trope, Y. (2023). Psychological closeness and concrete construal may underlie high-fidelity social emulation. *Behavioral and Brain Sciences*.
<https://doi.org/10.1017/S0140525X2200125X>

- Ludwin-Peery, E., & Trope, Y. (2023). Predictive coding of objects and persons. In Balci, E., & Moskowitz, G. (Eds), *Handbook on Impression Formation: A Social Psychological Approach*. Routledge, NY.
- Milkman, K., ...Trope, Y.,...Duckworth, A. Megastudies Improve the Impact of Applied Behavioral Science. (2022). *Nature* **600**, 478–483.
<https://doi.org/10.1038/s41586-021-04128-4>.
- Fatfouta, R., & Trope, Y. (2022). Keeping one's distance: Mask wearing is implicitly associated with psychological distance. *Social Psychological and Personality Science*, *13*, 875-883.
- Hadar, B., Glickman, M., Trope, Y., Liberman, N., & Usher, M. (2021). Abstract thinking facilitates aggregation of information. *Journal of Experimental Psychology: General*. *151*(7), 1733–1743.
- Hubbard, A., Kalkstein, D. A., & Liberman, N., & Trope, Y. (2022). Construal processes. In P.A.M Van Lange, E.T. Higgins, & A.W. Kruglanski, *Social Psychology: Handbook of Basic Principles*. New York: Guilford Press.
- Hadar, L., Trope, Y., & Ben-David, B. (2021) Aging impairs inhibitory control over incidental cues: A construal level perspective. *Psychological Science*, *32*, 1442-1451.
- Gilead, M., Trope, Y., & Liberman, N. (2021) Grounded separation: Can the sensorimotor be grounded in the symbolic? *Behavioral and Brain Sciences*, *44*, 27-28.
- Trope, Y., Ledgerwood, A., Liberman, N., & Fujita, K. (2021). Regulatory scope and its mental and social supports. *Perspectives on Psychological Sciences*, *16*, 204-224.
- Gilead, M., Trope, Y., & Liberman, N. (2020) Target article: Above and beyond the concrete: The representational bases of the predictive brain. *Behavioral and Brain Sciences*, *43*.
doi.org/10.1017/S0140525X19002000.
- Gilead, M., Trope, Y., & Liberman, N. (2020). Above and beyond “Above and beyond the concrete”. Response to commentaries, *Behavioral and Brain Sciences*, *43*,
doi.org/10.1017/S0140525X20000023.
- Kalkstein, D. A., Hackel, L. M., & Trope, Y. (2020). Person-centered cognition: The presence of people in a visual scene promotes relational reasoning. *Journal of Experimental Social Psychology*, *90*. doi.org/10.1016/j.jesp.2020.104009.
- Pilskin, R., Yudkin, D., Jost, J. T., & Trope, Y. (2020). Myopia of the masses: Relative deprivation, comparative scope, and system justification. In J. Suls & Ladd Wheeler (Eds.), *Social Comparison, Behavior, and Judgment*. New York: Oxford University Press.

- Yudkin, D. A., Liberman, N., Wakslak, C. & Trope, Y. (2019). Better off and far away: Reactions to others' outcomes depend on their distance. *Organizational Behavior and Human Decision Processes*, 156, 13-23.
- Genschow, O., Hansen, J., Wanke, M., & Trope, Y. (2019). Psychological distance modulates goal-based versus movement-based imitation. *Journal of Experimental Psychology: Human Perception & Performance*, 45, 1031-1048.
- Amit, E., Rim, S., Halbeisen, G., Cohen Priva, U., Stephan, E., & Trope, Y. (2019). Distance-dependent memory for pictures and words. *Journal of Memory and Language*, 105, 119-130.
- Yudkin, D. A., Pick, R., Hur, E., Liberman, N., & Trope, Y. (2019). Psychological Distance Promotes Exploration in search of global maximum. *Personality & Social Psychology Bulletin*, 45, 893–906.
- Maglio, S. J., & Trope, Y. (2019). Temporal orientation. *Current Opinion in Psychology*, 26, 62-66.
- Rim, S., Kate, E. M., Peggy J. L., Chartrand, T. L., & Trope, Y. (2018). The gift of psychological closeness: How feasible versus desirable gifts reduce psychological distance to the giver. *Personality & Social Psychology Bulletin*, 45, 360-371
- Stillman, P., Fujita, K., Sheldon, O., & Trope, Y. (2018). From “Me” to “We”: The Role of Construal Level in Promoting Maximized Joint Outcomes. *Organizational Behavior and Human Decision Processes*, 147, 16-25.
- Fujita, K., Carnevale, J. J., & Trope, Y. (2018). Understanding self-control as a whole vs. part dynamic. *Neuroethics*, 11, 283-296.
- Kalkstein, D. A., Hubbard, A., & Trope, Y. (2018). Beyond Direct Reference: Comparing the Present to the Past Promotes Abstract Processing. *Journal of Experimental Psychology: General*, 147, 933-938.
- Bosch, D.A., Trope, Y., & Murphy, G.L. (2018, July). *You can sweat the small stuff, too: Abstraction subordinates perceptual salience to the larger goal in a category learning paradigm*. Paper presented at the 40th Annual Meeting of the Cognitive Science Society, Madison, WI.
- Kalkstein, D. A., Hubbard, A., & Trope, Y. (2017). Expansive and contractive learning experiences: Mental construal and living well. J. Forgas, J. Baumeister, R. (Eds.), *The 19th annual Sydney symposium of social psychology: The Social Psychology of Living Well*. New York: Psychology Press.

- Wiesenfeld, B. M., Reyt, J. N., Brockner, J., & Trope, Y. (2017). Construal Level Theory in Organizational Research. *Annual Review of Organizational Psychology and Organizational Behavior*, 4, 367-400.
- Gilead, M., Trope, Y., & Liberman, N. (2017). Thinking about the future: A construal level theory perspective. In Oettingen, G., Sevincer, A. T., & Gollwitzer, P. M. (2017). *The psychology of thinking about the future*. New York: Guilford.
- Reyt, J. N., Wiesenfeld, B.M., & Trope, Y. (2016). Big Picture is better: The social implications of construal level for advice taking. *Organizational Behavior and Human Decision Processes*, 135, 22-31.
- Mentovich, T., Yudkin, D., Tyler, T., & Trope, Y. (2016). Justice without Borders: The Influence of Psychological Distance and Construal Level on Moral Exclusion. *Personality & Social Psychology Bulletin*. 42, 1349-1363.
- Kleiman, T., Trope, Y., & Amodio, D. M. (2016). Cognitive control modulates attention to food cues: Support for the control readiness model of self-control. *Brain & Cognition*, 110, 94-101.
- Rabaglia, C.D., Maglio, S. J., Krehm, M., Seok, J. H., & Trope, Y. (2016). The sound of distance. *Cognition*. 152, 141-149.
- Cole, S., Trope, Y., & Balciotis, E. (2016). In the eyes of the betrothed: Perceptual downgrading of attractive alternative romantic partners. *Personality & Social Psychology Bulletin*, 42, 879-892.
- Kleiman T., Stern, C., & Trope, Y. (2016). When the spatial and ideological collide: Metaphorical conflict shapes social perception. *Psychological Science*, 27, 375-383.
- Kalkstein, D., Kleiman, T., Wakslak, C., Liberman, N., & Trope, Y. (2016). Social learning across psychological distance. *Journal of Personality and Social Psychology: Attitudes and Social Cognition*. 110, 1-19.
- Hansen, J., Alves, H., & Trope, Y. (2016). Psychological distance reduces literal imitation: Evidence from an imitation learning paradigm. *Journal of Experimental Psychology: Human Perception and Performance*. *Psychology: Human Perception and Performance*. 42, 320-330.
- Joshi, P. D., Wakslak, C. J., Raj, M., & Trope, Y. (2016). Communicating with Distant Others: The Functional Use of Abstraction. *Social Psychology & Personality Science*, 7, 37-44.
- Tavares R, William C, Grossman Y, Mendelsohn A, Shapiro M, Trope Y, and Schiller D. (2015) A map for social navigation in the human brain. *Neuron* 87, 231-243.

- Ledgerwood, A., & Trope, Y., & Liberman, N. (2015). Construal Level Theory and Regulatory Scope. R. Scott & S. Kosslyn (Eds.), *Emerging Trends in the Social and Behavioral Sciences*. NJ: John Wiley & Sons.
- Rim, S., Amit, E., Fujita, K., Trope, Y., Halbeisen, G., & Algom, D. (2015). How words transcend and pictures immerse: On the association between medium and level of construal. *Social Psychological and Personality Science*, 6, 92-100.
- Maglio, S.J., Liberman, N., & Trope, Y. (2015). From Time Perspective to Psychological Distance (and Back). N. Fieulaine, M. Stolarski, & W. VanBeek (Eds.). *Time perspective : theory, research and application : Essays in Honor of Philip G. Zimbardo* (pp. 143-156). Springer.
- Fujita, K., & Trope, Y., & Liberman, N. (2015). On the psychology of near and far: A construal level theoretic approach. In Keren, G., & Wu, G. (Eds.), *Wiley-Blackwell Handbook of Judgment and Decision-Making*.
- Fujita, K., & Trope, Y. (2014). Structured vs. unstructured regulation: On procedural mindsets and the mechanisms of priming effects. *Social Cognition*, 32 (Supplement), 68-87.
- Liberman, N., & Trope, Y. (2014). Traversing psychological distance. *Trends in Cognitive Science*, 18, 364-369.
- Baskin, E., Wakslak, C. J., Trope, Y., & Novemsky, N. (2014). Why feasibility matters to gift recipients: A construal-level approach to gift exchange. *Journal of Consumer Research*, 41, 169-182.
- Eyal, T., Liberman, N., & Trope, Y. (2014). Thinking of why a transgression occurred may drawn attention to extenuating circumstances: A comment on Žeželj & Jokić replication. *Social Psychology*, 45(4), 329-331.
- Pick-Alony, R., Liberman, N., & Trope, Y. (2014). High level of construal and psychological distance reduce melioration. *Journal of Behavioral Decision Making*, 27, 291-300.
- Maglio, S.J., Rabaglia, J.D., Feder, M.A., Krehm, M., & Trope, Y. (2014). Vowel sounds in words affect mental construal and shift preferences for targets. *Journal of Experimental Psychology: General*, 143, 1082-1096.
- Fujita, K., Trope, Y., Liberman, N., & Cunningham, W. (2014). What is control? A conceptual analysis. In J. W. Sherman, B. Gawronski, B., & Y. Trope (Eds.), *Dual-process theories of the social mind*. New York, NY: Guilford Press.
- Gawronski, B., Sherman, J. W., & Trope, Y. (2014). Two of what?: A conceptual analysis of dual-process theories. In J. W. Sherman, B. Gawronski, & Y. Trope (Eds.), *Dual-process theories of the social mind* (pp. 3–19). The Guilford Press.

- Kleiman, T., Hassin, R., & Trope, Y. (2014). The Control-Freak Mind: Stereotypical Biases are Eliminated Following Conflict-Activated Cognitive Control. *Journal of Experimental Psychology: General*, 143, 498-503.
- Amit, E. Wakslak, C., & Trope, Y. (2013). How do we communicate with other people? The effect of psychological distance on preference for pictorial and verbal means of communication. *Personality and Social Psychology Bulletin*, 39(1), 43-56.
- Kyung, E. J., Menon, G., & Trope, Y. (2013). Construal Level and Temporal Judgments of the Past: The Moderating Role of Knowledge. *Psychonomic Bulletin Review*, 21, 731-739.
- Irmak, C., Wakslak, C., & Trope, Y. (2013). Selling the Forest, Buying the Trees: The Effect of Construal Level on Seller-Buyer Price Discrepancy. *Journal of Consumer Research*, 40, 284-297.
- Steinhart, Y., Carmon, Z., & Trope, Y. (2013). Scary health warnings can boost sales. *Harvard Business Review*, 91(10), 30.
- Steinhart, Y., Carmon, Z., & Trope, Y. (2013). Distant warning of adverse side-effects can backfire. *Psychological Science*. 24, 1842-1847.
- Jost, J. T., & Trope, Y. (2013). Interpersonal expectancies: Where the social meets the psychological. In Slawomir Trusz (Ed.) *Interpersonal Expectancy Effects: Essential Readings*.
- Maglio, S. J. & Trope, Y., & Liberman, N. (2013). The common currency of psychological distance. *Current Directions in Psychological Science*. 22, 278-282.
- Rim, S. Hansen, J., & Trope, Y. (2013). What happens why: Psychological distance and focusing on causes versus consequences of events. *Journal of Personality & Social Psychology*. 104, 457-472.
- Hansen, J., & Trope, Y. (2013). When Time Flies: How Abstract and Concrete Thinking Affect the Perception of Time. *Journal of Experimental Psychology: General*. 142, 336-347.
- Maglio, S. J. & Trope, Y., & Liberman, N. (2013). Distance from a distance: Psychological distance reduces sensitivity to any further psychological distance. *Journal of Experimental Psychology: General*. 142, 644-657.
- Rim, S., Trope, Y., Liberman, N., & Shapira, O. (2013). The highs and lows of mental representation: A construal level perspective on the structure of knowledge. In D. E.

- Carlston (Ed.), Handbook of Social Cognition, Oxford University Press.
- Aviezer, H., Trope, Y., & Todorov, A. (2012). Body cues, not facial expressions, discriminate between intense positive and negative emotions. *Science*, 338, 2225-2229.
- Amit, E., Mehoudar, E., Trope, Y., & Yovel, G. (2012). Do object-category selective regions in the ventral visual stream represent distance information? *Brain & Cognition*, 80, pp. 201-213.
- Shapira, O., Liberman, N., Trope, N., & Rim, S. (2012). Levels of mental construal. In S. Fiske & N. McRae (Eds.), *Sage handbook of Social Cognition*.
- Wakslak, C. J., Trope, Y., & Liberman, N. (2012). Self conceptualization, self knowledge, and regulatory scope: A construal level view. In S. Vazire & T. D. Wilson (Eds.), *Handbook of Self Knowledge*. New York: Guilford Press.
- Aviezer, H., Trope, Y., & Todorov, A. (2012). Holistic Person Processing: Faces with Bodies Tell the Whole Story. *Journal of Personality & Social Psychology*, 12, 20-37.
- Maglio, S. J., & Trope, Y. (2012). Disembodiment: Abstract construal attenuates the influence of contextual bodily state in judgment. *Journal of Experimental Psychology: General*, 141, 211-216.
- Liberman, N., Trope, Y., & Rim, S. (2011). Prediction: A construal level perspective. In M. Bar (Ed.), *Prediction in the brain: Using the past to generate the future* (pp. 144-158). New York: Oxford University Press.
- Trope, Y., & Liberman, N. (2011). Construal level theory. In P. Van Lange, A. W. Kruglanski, and E. T. Higgins (Eds), *Handbook of Theories of Social Psychology*. London: Sage Publications.
- Stephan, E., Liberman, N., & Trope, Y. (2011). The effects of time perspective and level of construal on social distance. *Journal of Experimental Social Psychology*, 47, 397-402.
- Kareev, Y., & Trope, Y. (2011). Correct Acceptance Weighs More Than Correct Rejection: A Decision Bias Induced by Question Framing. *Psychonomic Bulletin Review*, 18, 103-109.
- Maglio, S. J., & Trope, Y. (2011). Scale and construal: How larger measurement units shrink length estimates and expand mental horizons. *Psychonomic Bulletin Review*, 18, 165-170.
- Nussinson, R., Häfner, M., Seibt, B., Strack, F., & Trope, Y. (2010). Approach/avoidance orientations affect self-construal, experienced closeness to close others, and identification with in-group. *Self and Identity*, 28(1), 40-58.

- Ledgerwood, A., & Trope, Y. (2010). Local and global evaluations: Attitudes as self-regulatory guides for near and distant responding. In K. D. Vohs & R. F. Baumeister (Eds.), *Handbook of self-regulation: Research, theory, and applications* (2nd edition). New York: Guilford.
- Ledgerwood, A., & Trope, Y., & Liberman, N. (2010). Flexibility and consistency in evaluative responding: The function of construal level. In M. P. Zanna & J. M. Olson (Eds.), *Advances in Experimental Social Psychology*, Vol. 43 (pp. 257-295). San Diego, CA: Academic Press.
- Fujita, K., Trope, Y., & Liberman, N. (2010). Seeing the Big Picture: A Construal Level Analysis of Self-Control. In R. Hassin, K. Ochsner, & Y. Trope (Eds.), *Self control in society, mind, and the brain*. New York: Oxford University Press.
- Trope, Y., & Liberman, N. (2010). Construal level theory of psychological distance. *Psychological Review*, 117, 440-463.
- Ledgerwood, A., & Trope, Y. (2010). Attitudes as global and local action guides. In J. Forgas, J. Cooper, & W. Crano (Eds.), *The 12th annual Sydney symposium of social psychology: The psychology of attitudes and attitude change*. New York: Psychology Press.
- Ledgerwood, A., Trope, Y., & Chaiken, S. (2010). Flexibility now, consistency later: Psychological distance and construal shape evaluative responding. *Journal of Personality and Social Psychology*, 99, 32-51.
- Borovoi, L., Liberman, L., & Trope, Y. (2010). The effect of attractive but unavailable alternatives on the attractiveness of near and distant menus. *Judgment and Decision Making*, 5, 102-109.
- Fishbach, A., Zhang, Y., & Trope, Y. (2010). Counteractive evaluation: Shifts in the implicit value of conflicting motivations. *Journal of Experimental Social Psychology*, 46, 29-38.
- Stephan, E., Liberman, N., & Trope, Y. (2010). Politeness and Psychological Distance: A Construal Level Perspective. *Journal of Personality and Social Psychology*, 98, 268-80.
- Kyung, E. J., Menon, G., & Trope, Y. (2010). Reconstruction of things past: Why some memories seem so close and others so far away? *Journal of Experimental Social Psychology*, 46, 217-220.
- Wakslak, C., J., & Trope, Y. (2009). Cognitive consequences of affirming the self: The relationship between self-affirmation and object construal. *Journal of Experimental Social Psychology*, 45, 927-932.
- Rim, S., Uleman, J. S., & Trope, Y. (2009). Spontaneous trait inference and construal level theory: Psychological distance increases nonconscious trait thinking. *Journal of*

Experimental Social Psychology, 45, 1088-1097.

Henderson, M.D., & Trope, Y. (2009). The effects of abstraction on integrative agreements: When seeing the forest helps avoid getting tangled in the trees. *Social Cognition*, 27, 399-415.

Amit, E., Algom, D., Trope, Y. (2009). Distance-dependent processing of pictures and words. *Journal of Experimental Psychology: General*, 138, 400-415.

Eyal, T., Sagristano, M. D., Trope, Y., Liberman, N., & Chaiken, S. (2009). When values matter: Expressing values in behavioral intentions for the near vs. distant future. *Journal of Experimental Social Psychology*, 45, 35-43.

Wakslak, C. J., & Trope, Y. (2009). The effect of construal-level on subjective probability estimates. *Psychological Science*, 20, 52-58.

Myrseth, K. O.R., Fishbach, A., & Trope, Y. (2009). Counteractive Self-Control. *Psychological Science*, 20, 159-163.

Eyal, T., Liberman, N., & Trope, Y. (2009). Psychological Distance and Consumer Behavior: A Construal Level Theory Perspective. In M. Wänke (Ed.), *Social psychology of consumer behavior (Frontiers of social psychology)*. New York: Psychology Press.

Amit, E., Algom, D., Trope, Y., & Liberman, N. (2008). "Thou shalt not make unto thee any graven image:" The distance-dependence of representation. In K.D. Markman, W.M.P. Klein, & J.A. Suhr (Eds.), *The handbook of imagination and mental simulation*. New York: Psychology Press.

Liberman, N., & Trope, Y. (2008). Science. Transcending the here-and-now. 322, 1201-1205.

Eyal, T., Liberman, N., & Trope, Y. (2008). Judging near and distant virtue and vice. *Journal of Experimental Social Psychology*, 44, 1204-1209.

Wakslak, C., J., Nussbaum, S., Liberman, N., & Trope, Y. (2008). Representations of the Self in the Near and Distant Future. *Journal of Personality and Social Psychology*, 95, 757-773.

Liviatan, I., Trope, Y., & Liberman, N. (2008). Interpersonnal similarity as a social distance dimension: Implications for perceiving others' actions. *Journal of Experimental Social Psychology*, 44, 1256-1269.

Fujita, K., Eyal, T., Chaiken, S., Trope, Y., & Liberman, N. (2008). Influencing attitudes toward near and distant objects. *Journal of Experimental Social Psychology*, 44, 462-472.

Fishbach, A., & Trope, Y. (2008). Implicit and explicit mechanisms of counteractive self-control. In J. Y. Shah & W. Gardner (Eds.), *Handbook of motivation science*, pp. 281-

294. NY: Guilford.

- Bar-Anan, Y., Liberman, N., & Trope, Y., & Algom, D. (2007). Automatic processing of psychological distance: Evidence from a Stroop task. *Journal of Experimental Psychology: General*, 136, 610-622.
- Liberman, N., Trope, Y., & Wakslak, C. J. (2007). Construal Level Theory and Consumer Behavior. *Journal of Consumer Psychology*, 2, 113-117.
- Trope, Y., Liberman, N., & Wakslak, C. J. (2007). Construal Levels and Psychological Distance: Effects on Representation, Prediction, Evaluation, and Behavior. *Journal of Consumer Psychology*, 17, 83-95.
- Todorov, A., Goren, A., Trope, Y. (2007). Probability as a psychological distance: Construal and preference. *Journal of Experimental Social Psychology*, 43, 473-482.
- Liberman, N., Macrae, S., Sherman, S. J., & Trope, Y. (2007). The effect of level of construal on temporal distance. *Journal of Experimental Social Psychology*, *Journal of Experimental Social Psychology*, 43, 143-149.
- Liberman, N., Trope, Y., & Stephan, E. (2007). Psychological distance. In A. W. Kruglanski & E. T. Higgins & (Eds.). *Social psychology: Handbook of basic principles*. (Vol. 2, pp. 353-383). New York: Guilford Press.
- Liviatan, I., & Trope, Y. (2007). Diagnosticity. In R. Baumeister & K. Vohs (Eds.), *Encyclopedia of social psychology*. New York: Sage Publications.
- Fujita, K., Trope, Y., & Liberman, N. (2007). Construal level theory. In R. Baumeister & K. Vohs (Eds.), *Encyclopedia of social psychology*. New York: Sage Publications.
- Henderson, M. D., Fujita, K. F., Trope, Y., & Liberman, N. (2006). The effect of spatial distance on social judgment. *Journal of Personality and Social Psychology*, 91, 845-856.
- Wakslak, C. J., Trope, Y., & Liberman, N. (2006). Transcending the Now: Time as a Dimension of Psychological Distance. In M. Myslobodsky (Ed.), *Timing the Future*. New Jersey: World Scientific/Imperial College.
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