

# CURRICULUM VITAE

**PAUL A.M. VAN LANGE**  
**PROFESSOR**

**VU UNIVERSITY AMSTERDAM**  
**THE NETHERLANDS**



---

## Contact Information

VU University Amsterdam  
Faculty of Behavior and Movement Science  
Van der Boechorststraat 1  
1081 BT Amsterdam  
The Netherlands

E [pam.van.lange@psy.vu.nl](mailto:pam.van.lange@psy.vu.nl)  
T +31(0)20-5988852  
M +31(0)617730443  
W [www.paulvanlange.com](http://www.paulvanlange.com)

---

## Personal

Date of Birth October 11, 1961  
Nationality Netherlands  
Status Married to Wilma Otten; one son Dion, one daughter Sera

1991 Ph. D. University of Groningen, Title thesis: *The rationality and morality of cooperation*  
1986 MSc Social Psychology, Minor Quantitative Psychology, University of Groningen

---

## Positions

2014 - now Distinguished Research Fellow, University of Oxford  
2009 - now Head of Department of Social and Organizational Psychology  
2000 - now Professor Vrije Universiteit, Amsterdam  
2007-2009 Head of Department of Social Psychology  
2000-2003 Scientific Director Kurt Lewin Institute  
1999-2009 Professor (honorary) University of Leiden  
1998-2000 Associate Professor VU University Amsterdam  
1990-1997 Assistant Professor VU University Amsterdam

---

## Honors and Awards

- 2014 Founding Editor *Current Opinion in Psychology* (a new Elsevier journal in a series of high-impact Current Opinion journals)
- 2014 Awarded Visiting Professorship, University of Nanjing, China, supported by the Chinese Academy of Science
- 2014 Kurt Lewin Medal, mid-career award by the *European Association of Social Psychology*, an association with approximately 1,400 members
- 2014 Appointed Distinguished Research Fellow, University of Oxford, United Kingdom, The Oxford Center for Neuro-ethics
- 2013 Research Prize from the John Templeton Foundation on Altruism and Eye Cues (base rate < 5%)
- 2012 Invited speaker to symposium to award the Ludwig Wittgenstein prize (to Prof. dr. Walter Mischel) at the University of Vienna, Austria
- 2012 Appointed Associate Editor *Psychological Science*, the flagship empirical journal of American Psychological Science
- 2011 Member of two collective graduate program grants, one initiated by the VU University, the other by the Kurt Lewin Institute, each awarded by the Netherlands Organization for Science (total 1.6k Euros)
- 2011 Elected President of the *Society of Experimental Social Psychology* (SESP), an association with more than 1,000 members, selected among five-year post-PhD candidates world-wide (I was elected President as first psychologist from Europe)
- 2011 Listed in Top 3 of Dutch Social Psychologists with largest impact (source: Volkskrant, November 26, 2011)
- 2009: Elected member of *New York Academy of Science*
- 2008 Invited Address. Trust, leadership and resource management. *European Union International Convention “Social sciences and humanities facing the climate change challenges”* (Paris, September 2008)

- 2007 Awarded replacement grant (48.000 euros) by Dutch Science Foundation to publish *Handbook of Theories in Social Psychology* (published as a two-volume set in 2012 with Professor Arie Kruglanski and Professor Tory Higgins)
- 2006 Elected APS fellow of the *Association for Psychological Science*
- 2005 Jean-Paul Codol Medal, an outstanding service award by the *European Association of Social Psychology* to the Kurt Lewin Institute (for which I served as Director from 2000-2003)
- 2005 Invited speaker to Open Meeting on Empathy and Fairness. The Royal Institution, Supported by the Novartis Foundation in Collaboration with the Physiological Society (London, UK)
- 2005 Scientific producer of *Mirror Mission*, a science program on human behavior at Dutch National Television (around 300.000 viewers per episode; 7 episodes in total)
- 2001 Appointed Associate Editor of *Journal of Personality and Social Psychology* (JPSP, first psychologist from Europe), the number 1 empirical journal in social psychology.
- 2000 Elected Director of the Kurt Lewin Institute, an interuniversity PhD program involving Departments in Social and/or Organizational psychology in Amsterdam (both universities), Groningen, Leiden, and Utrecht.
- 1999 Awarded Interuniversity Priority Grant (425.000 euros, PI Van Lange) from the Dutch Science Foundation to initiate research on Interdependence and Adaptation.

---

### Keynotes (Selected)

Recent:

- 2014 Keynote title: Trust and Human Cooperation: Genetics and Culture. At the Biannual Conference organized by the *Chinese Association of Social Psychology* (Nanjing, November 2014)
- 2014 Keynote title: Trust as the key to solidarity. *Amsterdam Institute for Advanced Labor Studies* (Amsterdam, September 2014)
- 2014 Keynote title: Trust, social mindfulness, and games. International Meeting on *Experimental and Behavioral Science* (Oxford, April 2014)

2014 Keynote title: Vertrouwen. *Dutch Association of Social Psychology* (ASPO-Blitz, Amsterdam, April, 2014)

2013 Keynote title: Understanding trust and human cooperation. *15<sup>th</sup> International Conference on Social Dilemmas* (Zurich, July 2013)

#### Past (selected)

2008 Keynote speaker: Trust, leadership and resource management. European Union International Convention “Social sciences and humanities facing the climate change challenges” (Paris, September 2008)

2004 Keynote title: The power of negativity in social dilemmas. *Third International Symposium of Psychology and Economics* (Tilburg, 2004)

1999 Keynote title: Generosity pays: How to cope with noise and misunderstanding. Annual conference of the *German Association for Psychological Science* (Kassel, 1999)

---

#### Editorships

Book Series Editor for  
Oxford University Press (2012 - now)

Chief Editor (founding) of  
*Current Opinion in Psychology* (2014 - now)

Associate Editor of  
*European Journal of Social Psychology* (1998-2001)  
*Journal of Personality and Social Psychology* (2001-2002, 2007-2008)  
*Psychological Science* (2008, 2012 - now)

Guest Editor for  
*Organizational Behavior and Human Decision Processes* (Special Issue on Social Dilemmas 2012)  
*Personality and Social Psychology Bulletin (PSPB, 2012)*  
*Proceedings of the National Academy of Science (PNAS, 2014)*

Editor of  
Annual Book on *Applied Social Psychology* (in Dutch) (1992-1994)

---

## Editorial Boards

European Review of Social Psychology (2002-now)  
Organizational Behavior and Human Decision Processes (2012-now)  
Social Issues and Policy Review (2006-now)  
Social and Personality Psychology Compass (2006-now)

British Journal of Social Psychology (2009-2012)  
European Journal of Social Psychology (2001-2005)  
Journal of Personality and Social Psychology (1996-2001, 2003-2006)  
Personality and Social Psychology Bulletin (2009-2012)

---

## Courses Taught

- |            |  |
|------------|--|
| 2010 - now | <i>Interdependence</i> : An expert workshop in the Research Masters Social Psychology  |
| 2007-2010  | <i>How to Publish</i> : An optional course in the PhD program of the Kurt Lewin Institute  |
| 2005 - now | <i>Bridging Social Psychology</i> : A compulsory course in the Research Masters Social Psychology  |
| 2005-2009  | <i>Interdependence: An Atlas of Interpersonal Situations</i> : A compulsory course in the Research Masters Social Psychology   |
| 2004-2005  | <i>Egoism and Altruism</i> (formerly known as "Social Interdependence": An optional course at the undergraduate and graduate level   |
| 2002-2006  | <i>Interpersonal Processes</i> : A course at the bachelor's level, jointly given with Dr. Jan Willem van Prooijen or Drs. Monique Pollmann   |
| 2000-2003  | <i>Egoism, Altruism, and Justice</i> : An optional course at the undergraduate level, jointly given with Dr. Riel Vermunt at The University of Leiden  |
| 1999       | <i>Interdependence and Conflict</i> : A three-day workshop at the graduate level, given at the University of Louvain-la-Neuve, Belgium   |
| 1999-2001  | <i>Introduction to Social Psychology</i> : A compulsory course at the undergraduate level  |
| 1998       | <i>Cooperation and Competition</i> : A two-week international workshop at the graduate level, part of the Leuven/Louvain Summer School, organized by Prof. dr. E. Van Avermaet & Prof. dr J-Ph Leyens, and sponsored by the European Association of Experimental Social Psychology |

1998	<i>The Social Psychology of Environment and Economic:</i> An optional course at the undergraduate level
1997	<i>Egoism and Altruism</i> (formerly known as "Social Interdependence"): An optional course at the undergraduate and graduate level
1995-1996	<i>The Social Psychology of Environment and Economic:</i> An optional course at the undergraduate level
1992-1995	<i>Egoism and Altruism</i> (formerly known as "Social Interdependence": An optional course at the undergraduate and graduate level
1990-1994	<i>Advanced Research Skills:</i> An optional course at the undergraduate and graduate level
1990-1998	<i>Research Skills:</i> A compulsory course at the undergraduate level
1990-2000	<i>Social Psychological Theories:</i> A compulsory course at the undergraduate level
1990 - now	<i>Research Projects:</i> Supervision of research at the undergraduate level

## Research Supervision

### *Current Ph.D. students*

Hester Ruigendijk

Niels van Doesum

Junhui Wu

Nils Köbis

Zoi Manesi

Mariko Visserman

Jan Luca Pletzer

Xiayue Tan

Stijn Peperkoorn

Catherine Molho

### *Ph.D. students supervised to completion*

Dr. Marco van Bommel (PhD 2015)

Dr. Lot Verburgh (PhD 2015, now researcher at KNVB and Ajax)

Dr. Linda Muusses (PhD 2014, now teacher VU University)

Dr. Robert Eckhoff (PhD 2013, now Researcher at Research Institute)

Dr. Francesca Righetti (PhD 2011, **Cum Laude**, now Ass. Professor at VU University Amsterdam)

Dr. Joel Vuolevi (PhD 2011, now internet expert)

Dr. Kaska Kubacka (PhD 2010, now Researcher)

Dr. Petra Hopman (PhD 2010, now Researcher at Research Institute)

Dr. Anthon Klapwijk (PhD 2009, **Cum Laude**, now Researcher at Ministry of Internal Affairs)

Dr. Chris Reinders Folmer (PhD 2008, now Post Doc at Gent University, Belgium)

Dr. Arnaud Wisman (PhD 2007, now Assistant Professor University of Kent, UK)

Dr. Tom Frijns (PhD 2005, now Post-Doctoral fellow at the University of Utrecht)  
Dr. Mirjam Tazelaar (PhD 2004, passed away in 2005)  
Dr. Joost Miedema (PhD 2004, now Assistant Professor University of Groningen, Netherlands)  
Dr. Johan Karremans (PhD 2002, now Associate Professor Radboud University, Netherlands)  
Dr. Ellen de Bruin (PhD 1999, now science reporter at NRC Handelsblad)  
Dr. Jeff Joireman (PhD 1996, now Associate Professor Washington State University, USA)  
Dr. Mark van Vugt (PhD 1995, now Professor VU University Amsterdam, Netherlands)

#### *Supervision of Post-Docs*

Dr. Joel Vuolevi (2011-2012, now internet expert)  
Dr. Wernher Brucks (2004-2005, now Director Travel Safety Institute, Zurich)  
Dr. Marcello Gallucci (2000-2005, now Associate Professor University of Milan)  
Dr. Sonja Utz (2000-2001, now Professor Eberhard Karls Universität Tübingen)  
Dr. Jaap W. Ouwerkerk (1998-2001, now Associate Professor VU Amsterdam)

---

#### **Colloquia**

##### *Departments of Psychology (selected)*

Gettysburg College, USA; Hebrew University, Jerusalem, Israel; Roanoke College, USA;  
University of Amsterdam; University of California, Santa Barbara, USA; University of Delaware,  
USA; University of Berkeley, University of Groningen; University of North Carolina at Chapel Hill,  
USA; University of Southampton, England, University of Tilburg, University of Graz, University of  
Zurich.

##### *Other Departments (selected)*

Catholic University of Leuven (Economics), Chinese University of Hong Kong (Behavioral  
Science), VU University, Amsterdam (Sociology), University of Amsterdam (Economics, CREED),  
University of Utrecht (Sociology), Max Planck Institute at Bonn (Economics of Public Goods),  
Max Planck Institute at Leipzig (Developmental Psychology and Anthropology); Institute for  
Cognitive Neuroscience (London), Institute for Affective Science (CISA, Geneva), University of  
Mannheim (Social and Behavioral Science), Hakkaido University at Sapporo (Social and  
Evolutionary Science), University of Zurich (Economics).

---

#### **Grants**

##### **2013**

Research grant from John Templeton Foundation entitled “Altruism, eye cues, and social value orientation: Under what conditions does a sense of being watched increase charitable behaviors? (ID 43919; 150.000 euro, with Dr. Thomas Pollet).

Research grant Netherlands Organization of Scientific Research (NWO), Talent grant for Nils  
Kobis entitled “Self-control and the slippery slope of corruption (150.000 euros, main applicant,  
Dr. J.W. van Prooijen).

**2012**

Research grant Chinese Organization of Scientific Research entitled “Human prosociality in times of economic crisis” (120.000 euros, with Dr. Daniel Balliet and Junhui Wu, Beijing Normal University).

**2011**

Research grant Netherlands Organization of Scientific Research (NWO), graduate programme grant for Kurt Lewin Institute (160.000 euros, total grant 800.000 euros, main applicant Prof.dr. N. Ellemers, several co-applicants from University of Groningen, Utrecht University, Leiden University, and University of Amsterdam).

Research grant Netherlands Organization of Scientific Research (NWO), graduate programme grant for William James Graduate School (200.000 euros, total grant 800.000 euros, main applicant Prof.dr. E. de Geus, several co-applicants).

**2010**

Research grant Netherlands Organization of Scientific Research (NWO), entitled “Political paranoia in times of economic uncertainty” (165.000 euros, main applicant, Dr. J.W. van Prooijen, co-applicant, Dr. N. Jostmann).

**2009**

Research grant “Cooperation between groups: Opportunities and challenges.” Portuguese Science Foundation (2009, 200,000 euros, joint application with Luis Filipe Martins).

Research grant “Bystander effect: A matter of mixed emotions” Nederlands Institute for Crime and Law Enforcement, VU University (200.000 euros, joint application with Prof.dr. Henk Elffers).

**2008**

Research grant “Social dilemmas and uncertainty” Alfred Kordelin's foundation, Finland (2008, 9.000 euros, joint application with Joel Vuolevi MSc).

Research grant “Social dilemmas and Distributive Justice in China” (12.000 euros, joint application with Dr. Chang-Jiang Lui).

Research grant “Uncertainty, information, and cooperation” Research Grant Finnish Cultural Foundation ( 18,000 euros, joint application with Joel Vuolevi MSc).

Research grant “Behavioral Decision Making in Social Dilemmas: A Two-Stage Model. National Science Foundation of China (Nr. 30800307; 15.000 euros, with Dr. Chang-Jiang Liu).

**2007**

Research grant “Social Psychology: Bridging Theory and Application in Society” (2007, 48.000 euros). The Netherlands Organization of Scientific Research (NWO)

**2004**

Research grant from the Swiss Science Foundation for a project entitled "Noise in Group Interactions" (125.000 euros; joint application with Dr. Wernher Brucks).

**2003**

Research grant from the Netherlands Organization of Scientific Research (NWO). "Beyond Reciprocity: A New Look at the Evolution of Cooperation" (150.000 euros).

Research grant from VU University for Interdisciplinary research on work (VU-star Work and Cooperation; 250.000 euros) with Prof. dr. Gerard van den Berg (Economics) and Prof.dr. Jeanne de Bruijn (Sociology).

**1999**

Research grant from VU University (Breedtestategie)  
"Cognition, Communication, and Change" (425.000 euros) Principal applicant is Prof. dr G.R. Semin; co-applications are Prof. dr P.G. Klandermans and Prof. dr P. Koopman.)

Research grant from the European Commission entitled "Functionality of Prosocial Orientations" (130.000 euros; joint application with Marcello Gallucci).

Research grant from the German Science Foundation for a project entitled "Priming prosocial behavior" (55.000 euros; joint application with Sonja Utz)

Research grant from the Netherlands Organization of Scientific Research (NWO) "A New Look at Social Comparison" (225.000 euros; co-applicants included Prof.dr. A.P. Buunk, Prof. Dr. K. Van Den Bos, Prof. dr. R. Spears, Prof.dr. N. Van Yperen).

Research grant from the Netherlands Organization of Scientific Research (NWO) "Need to Belong and Cooperation" (110.000 euros; co-applicant is dr. Sander Koole).

**1997**

Research grant from Netherlands Organization of Scientific Research (NWO) "Justice at work and in social relationships: The healing effect of doing just." (40.000 euros; principal applicant is Dr. R. Vermunt; co-applicants are Dr. N.W. Van Yperen and Prof. dr E. Van Der Vliert).

Research grant from the Netherlands Organization of Scientific Research (NWO) "Adaptation and Interdependence" (425.000 euros; principal applicant is Prof. dr. Paul Van Lange; co-applicants are Dr. C.K.W. De Dreu, Dr. K. Van Den Bos, and Prof. dr H.A.M. Wilke).

**1994**

Grant from the Free University ("Universitaire Stimulerings Fonds") to support a graduate student on a project called "The formation and maintenance of personality impressions." (60.000 euros)

Grant from the Dutch Ministry of Traffic and Water Management for advice and research regarding the relationship between traffic mode choices and functioning in organizations (70.000 euros).

### **1993**

Grant from Van Nimwegen en partners, an organization concerned with consumer satisfaction research (2.000 euros).

Grant from the Dutch Ministry of Traffic and Water Management for writing a report and giving two presentations about "A social dilemma approach to traffic management" (23.000 euros).

Several grants to support four international visits, to University of California, Santa Barbara (1986, six months; 1988, three months), to the University of Delaware (1989; three months) and to the University of North Carolina (1992, three months).

---

## **Professional Service**

### *Organization Conferences*

Co-organizer of the International Conference on Power, Politics, and Paranoia (with D. Jan Willem van Prooijen), Amsterdam (13-14 July, 2012).

Program Chair for the Society of Experimental Social Psychology Conference, Washington DC (October 2011).

Program Chair for 14<sup>th</sup> International Conference on Social Dilemmas, Amsterdam (July 2011).

Organizer of the 14<sup>th</sup> International Conference on Social Dilemmas, Amsterdam (6-10 July 2011).

Member Program Committee for 13<sup>th</sup> International Conference on Social Dilemmas, Kyoto (August 2009).

*Program Chair* for the 14<sup>th</sup> General Meeting organized by the European Association of Experimental Social Psychology (2004-2005).

*Kurt Lewin Institute conference* (with Dr. Nico van Yperen and Ms Ina Putter, April 2003). Egmond aan Zee, The Netherlands.

### *Symposia and Workshops*

*Psychological and evolutionary perspectives on trust and cooperation.* Symposium at the Meeting of the Society of Personality and Social Psychology (Berkeley, September 27-28, 2013). Berkeley California, USA.

*Self-control in the life course.* Symposium in honor of Walter Mischel (Ludwig Wittgenstein award), Vienna, Austria October 5, 2012.

*The plasticity of interpersonal trust.* Symposium at the Meeting of the Society of Personality and Social Psychology (with Jeffry Simpson, January, 2009). Tampa, Florida, USA.

*Trust and Respect.* Symposium at the Bi-annual Kurt Lewin Institute conference (April, 2008). Zeist, The Netherlands.

*Bridging Social Psychology.* Symposium at the Meeting of the Society of Personality and Social Psychology (January, 2006). Palm Springs, USA.

*Bridging Social Psychology,* Kurt Lewin Institute preconference, Egmond aan Zee, The Netherlands (April 2003).

*Forgiveness and misunderstanding in social interaction* (with Johan Karremans). Symposium at the 13<sup>th</sup> General Meeting of the European Association of Experimental Social Psychology, San Sebastian, Spain (July 2002)

*The self in social interaction.* Symposium at the 12th General Meeting of the European Association of Experimental Social Psychology, Oxford, England (July 1999).

*Social Justice* Workshop given by Prof. dr. Allan Lind, Leiden (May 1995) and sponsored by the Kurt Lewin Institute. Coordinator was Dr. Riel Vermunt.

*Interdependence* Workshop given by Prof. dr. Harold Kelley, Amsterdam (May 1994) and sponsored by the Kurt Lewin Institute.

*Energie en milieu* (Energy and Environment) P. A. M. Van Lange & N. Van Yperen. Symposium at De Volgende Eeuw van de Psychologie (Psychology in the Next Century), Groningen (November, 1992).

---

## Reviewing Activities

For manuscripts, ad hoc reviewer for:

*Interdisciplinary journals*, such as  
Behavior and Brain Sciences  
Human Nature  
Nature  
Proceedings of National Academy of Sciences  
Plos One  
Science  
Journal of Conflict Resolution  
Psychophysiology

*Psychology journals*, such as

American Psychologist  
Current Directions in Psychological Science  
Emotion  
Psychological Bulletin  
Psychological Inquiry  
Psychological Review  
Psychological Science

*Social and Personality Psychology and Decision Making*, such as

European Journal of Social Psychology  
European Journal of Personality  
Journal of Experimental Social Psychology  
Journal of Personality  
Journal of Personality and Social Psychology  
Organizational Behavior and Human Decision Processes  
Personality and Social Psychology Bulletin  
Personality and Social Psychology Review

*For grant proposals, ad hoc reviewer for:*

Netherlands Organization for Scientific Research (Foundation for Societal Sciences)  
Royal Dutch Academy of Sciences (KNAW)  
Netherlands Organization for Scientific Research (Foundation for Economic, Social-Cultural, and Geographical Sciences)  
Australian Organization for Scientific Research  
Israeli Science Foundation (ISF)  
University of Leiden (RUL)  
Catholic University of Brabant (KUB)  
University of Utrecht (RU)

---

#### Consultancy & Advice

Workshop “Psychology of Trust and Cooperation” for City Mayors (De Essenburg, 2014 - now)

Advisor for the Ministry of Traffic and Transportation (2005 – 2006, 2008 -2009)

Occasional consultancy for Eyeworks, a television program production company (2004-2005).

Occasional consultancy for the Katholieke Radio Omroep (KRO); consultancy regarding the psychology of everyday life dilemmas - a program broadcasted on national television ( 1996).

Occasional consultancy for the Ministry of Traffic and Water Management (1993-1995).

Occasional consultancy for Van Nimwegen and Partners (communication and organizational advice; 1993-1994).

---

### **Advisory Boards**

Advisory board of the *European Science Foundation* (2005-2007)

Advisory board of the Netherlands Organization for the Advancement of Science (2005-2006)

Member of Policy Advice Committee for the *Netherlands Organization of Scientific Research* (NWO), Societal and Behavioral Sciences (1999-2001)

---

### **Media**

Several interviews or research covered in, among others:

*New York Times, Daily Mail, Science Daily*

*De Volkskrant, NRC Handelsblad, NRC Next, Trouw,*

*Elsevier, Intermediair, Psychologie Magazine,*

*Scientific American, Mind, Psychology Today*

Several radio and television interviews

Television: NOS Journaal, EditieNL, Studio Max, EDNED

Radio: Radio 1, Pavlov, Wetenschap 24, Radio Brazil, NTR Academie

Participation in several ad hoc discussion groups

Scientific producer of a newly developed television program called *Mirror Mission* (2004-2005);

seven episodes broadcast in April-May 2005; around 300.000 viewers).

Contributor to TV-Episode “Our Conscience” LEVI Productions (2012, 40 minutes)

Advisor for “*De Asoshow*” a television-program (several episodes, 1994, 30 minutes)

Presenter at several public events

Basta conference: How to promote safety in society

(Utrecht, 2012, Amsterdam, 2013)

Sports conference: How to reduce violence along the sports fields

(Amsterdam, 2013)

---

## Administration

### *Major*

Head of Department of Social and Organizational Psychology VU University Amsterdam (2009-now).

Program Chair, European Association of Experimental Social Psychology (2004-2005).

Scientific Director of Kurt Lewin Institute, an interuniversity graduate school of social psychology and its applications (2001-2004). The KLI was formally accredited by the Royal Dutch Academy of Sciences in June 2005, and received the Jean-Paul Codol Award from the European Association of Experimental Social Psychology, Wurzburg, July 2005.

Member of Scientific Research Committee VU University Amsterdam (1999; Chair 2000-2007).

Head of Department of Social Psychology VU University Amsterdam (1999-2001; 2003-2004, 2007-2009).

Member of Policy Advice Committee for the *Netherlands Organization of Scientific Research* (NWO), Societal and Behavioral Sciences (1999-2001).

### *Other*

Member of Publication Committee (SESP, 2013-now)

Member of Van der Gaag Foundation (2012-2013), under auspices of by Royal Dutch Academy of Science

Management Team Social and Organization Psychology (Chair, 2009-now)

Tenure Track Committee (2008-now)  
Member of Steering Committee Social Dilemmas (2005-now)  
Coordinator of Master's Program Social psychology (2004-2006)  
Member of Kurt Lewin Institute Board (2004-now)  
Advisory committee for Hendrik Pierson Chair (2003-2005)  
Social Psychology committee ("Dagelijks Bestuur vakgroep Sociale Psychologie" 1998-2001)  
Member of Department Chair Meeting (1999-2001, 2003-2004, 2005-2006)  
Education committee (VU, 1998-1999)  
Member of Faculty of Psychology and Pedagogics Council (VU, 1995-1997)  
Member of Dissertation Committees (1993-now, around 5 times per year)  
Laboratory committee (VU, 1990-1992)  
Library services committee (VU, 1991-1994; 1999-2001)  
Association of Dutch Social Psychologists: Committee Applications of Social Psychology (1991-1995)  
Colloquium committee (VU, 1991-1992)

---

#### Professional Membership

American Psychological Association (APA)  
American Psychology Society (APS, *Elected fellow*)  
Association of Dutch Social Psychologists (ASPO)  
European Association of Experimental Social Psychology (EAESP)  
New York Academy of Sciences (NYAS, *Elected Fellow*)  
Society for Experimental Social Psychology (SESP)  
Society of Personality and Social Psychology (SPSP)

---

#### Scientific Impact

Google Scholar: Total citations > 9,000, H-index = 49 (December 2014)  
Web of Science: Total citations > 3,300, H-index = 31 (December 2014)

#### Three most cited papers

Van Lange, P. A. M., Otten, W., De Bruin, E. M. N., & Joireman, J. A. (1997). Development of prosocial, individualistic, and competitive orientations: Theory and preliminary evidence. *Journal of Personality and Social Psychology*, 73, 733-746. (> 600 citations, Google)

Van Lange, P. A. M. (1999). The pursuit of joint outcomes and equality in outcomes: An integrative model of social value orientation. *Journal of Personality and Social Psychology*, 77, 337-349. (> 550 citations, Google)

Rusbult, C. E., & Van Lange, P. A. M. (2003). Interdependence, interaction, and relationships. *Annual Review of Psychology*, 54, 351-375. (> 450 citations, Google)

---

## Publications

### Books

Van Prooijen, J. W., & Van Lange, P. A. M. (2016, Eds., under contract). *Corruption, cheating, and concealment: The roots of dishonest behavior*. Cambridge University Press.

Joireman, J. A., & Van Lange, P. A. M. (2015). *How to Publish High Quality Research: Discovering, Building, and Sharing*. American Psychological Association. Washington DC.

Van Prooijen, J. W., & Van Lange, P. A. M. (2014, Eds.). *Power, politics, and paranoia: Why people are suspicious of their leaders*. Cambridge University Press.

Van Lange, P. A. M., Balliet, D. P., Parks, C. D., & Van Vugt, M. (2014). *Social dilemmas: The psychology of human cooperation*. Oxford University Press.

Van Lange, P. A. M., Rockenbach, B., & Yamagishi, T. (2014, Eds.). *Social dilemmas: New perspectives on reward and punishment*. New York: Oxford University Press.

Van Lange, P. A. M., Kruglanski, A. W., & Higgins, E. T. (2012, Eds.). *Handbook of Theories of Social Psychology* (Volume 1). Thousand Oaks, Ca, Sage.

Van Lange, P. A. M., Kruglanski, A. W., & Higgins, E. T. (2012, Eds.). *Handbook of Theories of Social Psychology* (Volume 2). Thousand Oaks, Ca, Sage.

Van Lange, P. A. M. (2006, Ed.). *Bridging Social Psychology: Benefits of Transdisciplinary Approaches*. Mahwah: Erlbaum.

Kelley, H. H., Holmes, J. W., Kerr, N. L., Reis, H. T., Rusbult, C. E., & Van Lange, P. A. M. (2003). *An Atlas of Interpersonal Situations*. New York: Cambridge.

Van Lange, P. A.M. (2001). *Interactie als uitdaging* (Interaction as challenge, Inaugural address). VU University Press.

Liebrand, W.B.G. & Van Lange, P. A. M. (1989; Eds.). *Als het mij maar niets kost! De psychologie van sociale dilemma's* (As long as it doesn't cost me anything! The psychology of social dilemmas.). Amsterdam/Lisse: Swets en Zeitlinger.

## Articles and Book Chapters (in English)

- Van der Meij, L., Klauke, F., Ludwig, Y., Moore, H. L., Alemla, M., & Van Lange, P. A. M. (2015). Football fan aggression: The importance of low basal cortisol and a fair referee. *PlosOne*, 10(4), e0120103.
- Van Lange, P. A. M. (in press). Taxonomy of situations: The importance of objectivity and parsimony. *European Journal of Personality*.
- Van Lange, P. A. M. (2015). Politics and psychology: A view from the social dilemma perspective. In J. Forgas, W. Crano, & K. Fiedler (Eds), *Social psychology and politics*. New York (pp. 227-242). New York: Psychological Press.
- Van Lange, P. A. M. (2015). Generalized trust: Lessons from genetics and culture. *Current Directions in Psychological Science*, 24, 71-76.
- Van Lange, P. A. M., & Van Doesum, N. J. (2015). Social mindfulness and social hostility. *Current Opinion in Behavioral Science*.
- Van Lange, P. A. M. & Zvolensky, M. (2015). Psychology: Central, connected, and consequential (Editorial). *Current Opinion in Psychology*, 1, 1-4.
- Van Bommel, M., Van Prooijen, J. W., Elffers, H., & Van Lange, P. A. M. (2014). Intervene to be seen: The power of a camera in attenuating the bystander effect. *Social Psychological and Personality Science*, 5, 459-466.
- Van Lange, P. A. M. & Balliet, D. (2014). Interdependence theory. In J. Dovidio & J. Simpson (Eds), *Handbook of Personality and Social Psychology: Interpersonal relations and Group Processes (Volume 3, pp. 65-92)*. New York: American Psychological Association.
- Van Prooijen, J. W., & Van Lange, P. A. M. (2014). Power, politics, and paranoia: An introduction. In J.W. Van Prooijen, & P.A.M. Van Lange (Eds). *Power, politics, and paranoia: Why people are suspicious of their leaders* (pp. 1-14). Cambridge University Press.
- Balliet, D., & Van Lange, P. A. M. (2014). How (and when) reward and punishment promote cooperation: An interdependence theoretical perspective. In P.A.M. Van Lange, B., Rockenbach, & T. Yamagishi, T. (2013, Eds). *Social dilemmas: New perspectives on reward and punishment* (pp. 34-51). New York: Oxford University Press.
- Van Lange, P. A. M., Rockenbach, B., & Yamagishi, T. (2014). Reward and punishment in social dilemmas: An introduction. In P.A.M. Van Lange, B., Rockenbach, & T. Yamagishi, T. (Eds). *Social dilemmas: New perspectives on reward and punishment* (pp. 1-14). New York: Oxford University Press.
- Van Lange, P. A. M., Vinkhuyzen, A.A.E., & Posthuma, D. (2014). Genetic influences are virtually

absent for trust. *PLoS ONE* 9(4): e93880.

Verburgh, L., Scherder, E. J. A., Van Lange, P. A. M., & Oosterlaan, J. (2014). Executive functioning in highly talented soccer player. *PLoS ONE* 9(3): e91254.

Balliet, D., & Van Lange, P. A. M. (2013). Trust, punishment, and cooperation across 18 societies: A meta-analysis. *Perspectives on Psychological Science*, 8, 363-379.

Balliet D., & Van Lange, P. A. M. (2013). Trust, conflict, and cooperation: A meta analysis. *Psychological Bulletin*, 139, 1090-1112.

Parks, C. D., Joireman, J., & Van Lange, P. A. M. (2013). Cooperation, trust, and antagonism: How public goods are promoted. *Psychological Science in the Public Interest*, 14, 119-165.

Van Doesum, N. J., Van Lange, D. A. W., & Van Lange, P. A. M. (2013). Social mindfulness: Skill and will to navigate the social world. *Journal of Personality and Social Psychology*, 105, 86-103.

Van Dijk, E., Parks, C. D., & Van Lange, P. A. M. (2013). Social dilemmas: The challenge of human cooperation. *Organizational Behavior and Human Decision Processes*, 120, 123-124.

Van Lange, P. A. M. (2013). What we should expect from theories in social psychology: Truth, abstraction, progress, and applicability as standards (TAPAS) *Personality and Social Psychology Review*, 17, 40-55.

Van Lange, P. A. M. Joireman, J., Parks, C. D., & Van Dijk, E. (2013). The psychology of social dilemmas: A review. *Organizational Behavior and Human Decision Processes*, 120, 125-141.

Bocchiaro, P., Zimbardo, P. G., & Van Lange, P. A. M. (2012). To defy or not to defy: An experimental study of the dynamics of disobedience and whistle-blowing. *Social Influence*, 7, 35-50.

Reinders Folmer, C. P., Klapwijk, A., De Cremer, D., & Van Lange, P. A. M. (2012). One for all: What representing a group may do to us. *Journal of Experimental Social Psychology*, 48, 1047-1056.

Van Bommel, M., Van Prooijen, J. W., Elffers, H., & Van Lange, P. A. M. (2012). Be aware to care: Public self-awareness leads to a reversal of the bystander effect. *Journal of Experimental Social Psychology*, 48, 926-930.

Van der Meij, L., Almela, M., Hidalgo, V., Villada, C., IJzerman, H., Van Lange, P. A. M., & Salvador, A. (2012). Testosterone and cortisol release among Spanish soccer fans watching the 2010 World Cup Final. *Plos One* 7(4): e34814. doi:10.1371/journal.pone.0034814

Van Lange, P. A. M. & Van Doesum, N. (2012). The psychology of interaction goals comes as a package. *Psychological Inquiry*, 23, 75-79.

Van Lange, P. A. M., Bekkers, R., Chirumbolo, A., & Leone, L. (2012). Are conservatives less likely to be prosocial than liberals? From games to ideology, political preferences and voting. *European Journal of Personality*, 26, 461-473.

Van Lange, P. A. M. (2012). Interdependence. In A. W. Kruglanski. & W. Stroebe (Eds). *Handbook for the History of Social Psychology* (pp. 341-361). London. Psychology Press.

Van Lange, P. A. M., Balliet, D., & IJzerman, H. (2012). What we need is theory of human cooperation (and meta-analysis) to bridge the gap between the lab and the wild. *Behavioral and Brain Sciences*, 35, 41-42.

Van Lange, P. A. M., Kruglanski, A. W., & Higgins, E. T. (2012). Theories of social psychology: An introduction. In P. A. M. Van Lange, A. W., Kruglanski, & E. T. Higgins, E. T. (Eds). *Handbook of Theories of Social Psychology* (Vol. 1, pp. 1-9). Thousand Oaks, Ca, Sage.

Van Lange, P. A. M., & Rusbult, C. E. (2012). Interdependence theory. In P. A. M. Van Lange, A. W., Kruglanski, & E. T. Higgins, E. T. (Eds). *Handbook of Theories of Social Psychology* (Vol. 2, pp. 251-272). Thousand Oaks, Ca, Sage.

Van Prooijen, J. W., Ståhl, T., Eek, D., & Van Lange, P. A. M. (2012). Injustice for all or just for me? Social value orientation predicts responses to own versus other's procedures. *Personality and Social Psychology Bulletin*, 38, 1247-1258.

Vuolevi, J. H. K., & Van Lange, P. A. M. (2012). Boundaries of reciprocity: Incompleteness of information undermines cooperation. *Acta Psychologica*, 141, 67-72.

Balliet, D., Mulder, L. B., & Van Lange, P. A. M. (2011). Reward, punishment, and cooperation: A meta-analysis. *Psychological Bulletin*, 137, 594-615.

Karremans, J. C., Heslenfeld, D. J., Van Dillen, L. F., & Van Lange, P. A. M. (2011). Secure attachment partners attenuate neural responses to social exclusion: An fMRI investigation. *International Journal of Psychophysiology*, 81, 44-50.

Van den Bos, K., Van Lange, P.A.M., Lind, E. A., Venhoveen, L. A., Beudeker, D. A., Cramwinckel, F.M., Smulders, L., & van der Laan, J. (2011). Reminders of disinhibited behavior can weaken pleasure with getting more than you deserve. *Journal of Personality and Social Psychology*, 101, 791-811.

Van Lange, P. A. M., Klapwijk, A., & Van Munster, L. (2011). How the shadow of the future might promote cooperation. *Group Processes and Intergroup Relations*, 14, 857-870.

- Van Lange, P. A. M., Finkenauer, C., Popma, A., & Van Vugt, M. (2011). Electrodes as a social glue: Measuring heart rate promotes giving in the trust game. *International Journal of Psychophysiology*, 80, 246-250.
- Van Lange, P. A. M., Schippers, M., & Balliet, D. (2011). Who volunteers in psychology experiments? An empirical review of prosocial motivation in volunteering. *Personality and Individual Differences*, 51, 297-284.
- Reis, H. T., Aron A., Clark, M. Holmes, J. T., & Van Lange, P. A. M. (2010). Caryl E. Rusbult (1952-2010). *American Psychologist*, 65, 615-615.
- Rumble, A. C., Van Lange, P. A. M., & Parks, C. D. (2010). The benefits of empathy: When empathy may sustain cooperation in social dilemmas. *European Journal of Social Psychology*, 40, 856-866.
- Van Lange, P. A. M. (2010). "It is the relationship, stupid". *Personal Relationships*, 17, 177-180.
- Vuolevi, J. H. K., & Van Lange, P. A. M. (2010). Beyond the information given: The power of the belief in self-interest. *European Journal of Social Psychology*, 40, 26-34.
- Karremans, J. C. & Van Lange, P. A. M. (2009). The malleability of forgiveness. In M. Mikulincer & P. R. Shaver (Eds), *Prosocial motives, emotions, and behavior* (pp. 285-302). Washington DC: American Psychological Association Press.
- Karremans, J. C. & Van Lange, P. A. M. (2009). Forgiveness in personal relationships: Its malleability and powerful consequences. *European Review of Social Psychology*, 19, 202-241.
- Klapwijk, A., & Van Lange, P. A. M. (2009). Promoting cooperation and trust in "noisy" situations: The power of generosity. *Journal of Personality and Social Psychology*, 96, 83-103.
- Kerr, N. L., Rumble, A. C., Park E., Ouwerkerk, J. W., Parks, C. D., Gallucci, M., & Van Lange, P. A. M. (2009). How many bad apples does it take to spoil the whole barrel?: Social exclusion and toleration for bad apples. *Journal of Experimental Social Psychology*, 45, 603-613.
- Rusbult, C. E., & Van Lange, P. A. M. (2009). Interdependence theory. *Encyclopedia of Power*. Thousand Oaks, Ca: Sage.
- Van Lange, P. A. M., & Joireman, J. A. (2009). Social and temporal orientations in social dilemmas. In R.M. Kramer, A.E. Tenbrunsel, & M.H. Bazerman (Eds.). *Social Decision Making: Social Dilemmas, Social Values, and Ethical Judgments* (pp. 71-94). New York: Routledge.
- Van Lange, P. A. M. & Righetti, F. (2009). Willingness to sacrifice. In H. Reis & S. Sprecher (Eds),

*Encyclopedia of Human Relationships* (pp .1688-1691). Thousand Oaks, Ca: Sage.

Van Lange, P. A. M., Vuolevi, J. (2009). Interdependence theory. *Encyclopedia of Group Processes and Intergroup Relations*. Thousand Oaks, Ca: Sage.

Brucks, W. & Van Lange, P. A. M. (2008). No control, no drive: How noise may undermine conservation behavior in a commons dilemma. *European Journal of Social Psychology, 38*, 810-822.

Rusbult, C. E., & Van Lange, P. A. M. (2008). Why we need interdependence theory. *Social and Personality Psychology Compass, 2/5*, 2049-2070.

- Van Beest, I., Andeweg, R., Koning, L., & Van Lange, P. A. M. (2008). Do groups exclude others more readily than individuals in coalition formation. *Group Processes and Intergroup Relations*, 11, 69-81.
- Van Kleef, G., & Van Lange, P.A.M. (2008). What other's disappointment may do to selfish people: Emotion and social value orientation in a negotiation context. *Personality and Social Psychology Bulletin*, 34, 1084-1095.
- Van Prooijen, J. W., De Cremer, D., Van Beest, I., Stahl, T., & Van Lange, P. A. M. (2008). The egocentric nature of procedural justice: Social value orientation as moderator of reactions to decision-making procedures. *Journal of Experimental Social Psychology*, 44, 1303-1315.
- Van Lange, P. A. M. (2008). Social comparison is basic to social psychology. *American Journal of Psychology*, 124, 169-172.
- Van Lange, P. A. M. (2008). Collective rationality: The integrative model explains it (as) well. *Acta Psychologica*, 128, 405-408.
- Van Lange, P. A. M. (2008). Does empathy trigger only altruistic motivation – How about selflessness and justice? *Emotion*, 8, 766-774.
- Van Lange, P. A. M. & Joireman, J. A. (2008). How can we promote behaviour that serves all of us in the future. *Social Issues and Policy Review*, 2, 127-157.
- Karremans, J. C., & Van Lange, P. A. M. (2008). From "me" to "we": Does forgiveness enhance cognitive interdependence? *Self and Identity*, 7, 75-88.
- Reinders Folmer, C. P., & Van Lange, P. A. M. (2007). Why threats and promises need each other. *European Journal of Social Psychology*, 37, 1016-1031.
- Van Lange, P. A. M. (2007). Cooperation. In R. F. Baumeister & K. D. Vohs (Eds). *Encyclopedia of Social Psychology* (pp. 188-190). Thousand Oaks, Ca: Sage.
- Van Lange, P. A. M., Bekkers, R., Schuyt, Th., & Van Vugt, M. (2007). From games to giving: Social value orientation predicts donating to noble causes. *Basic and Applied Social Psychology*, 29, 375-384.
- Van Lange, P. A. M. & Klapwijk, A. (2007). Prisoner's dilemma. In R. F. Baumeister & K. D. Vohs (Eds). *Encyclopedia of Social Psychology* (pp. 701-704). Thousand Oaks, Ca: Sage.
- Van Lange, P. A. M. & Reinders Folmer, C. P. (2007). Social value orientation. In R. F. Baumeister & K. D. Vohs (Eds). *Encyclopedia of Social Psychology* (pp. 924-925). Thousand Oaks, Ca: Sage.

- Van Lange, P. A. M. (2007). Logical and paradoxical effects: Understanding cooperation in terms of prosocial and proself orientations. In Sullivan, B.A., Snyder, M., and Sullivan, J.L. (Eds.). *Cooperation: The Political Psychology of Effective Human Interaction* (pp. 17-34). Blackwell, Malden, MA.
- Brucks, W., & Van Lange, P. A. M. (2007). When prosocials act like proselves in a commons dilemma. *Personality and Social Psychology Bulletin*, 33, 750-758.
- Van Lange, P. A. M. (2007). Benefits of bridging social psychology and economics. *Academy of Management Review*, 32, 671-674.
- Van Lange, P. A. M., De Cremer, D., & Van Dijk, E., & Van Vugt, M. (2007). Self-interest and beyond: Basic principles of social interaction. In A. W. Kruglanski & E. T. Higgins (Eds), *Social Psychology: Handbook of Basic Principles (2<sup>nd</sup> Edition, pp. 540-561)*. New York: Guilford.
- Athenstaedt, U., Van Lange, P. A. M. & Rusbult, C. E. (2006). Soziale interdependenz. In H. W. Bierhoff & D. Frey (Hrsg.), *Handbuch der Psychologie. Sozialpsychologie und Kommunikationspsychologie* (S. 479-485). Göttingen: Hogrefe.
- Schippers, M., & Van Lange, P. A. M. (2006). Superstition as a psychological placebo in top sport. *Journal of Applied Social Psychology*, 36, 2532-2553.
- Van Lange, P. A. M. (2006). Bridging social psychology: Introduction. In P. A. M. Van Lange (Ed.), *Bridging Social Psychology: Benefits of Transdisciplinary Approaches* (pp. 3-20). Mahwah: Erlbaum.
- Van Lange, P. A. M. (2006). From altruism to aggression: Understanding social interaction. In K. D. Vohs, & E. J. Finkel (Eds.), *Self and Relationships: Connecting Intrapersonal and Interpersonal Processes* (pp. 193-213). New York: Guilford.
- Van Lange, P. A. M., Gallucci, M., Karremans, J. C., Klapwijk, A., & Reinders Folmer, C. (2006). A social interaction analysis of empathy and fairness. In G. Bock & J. Goode (Eds.), *Empathy and fairness* (pp. 97-110). (Novartis Foundation Symposium No. 278). London: Wiley.
- Van Vugt, M., & Van Lange, P. A. M. (2006). The altruism puzzle: Psychological adaptations for prosocial behaviour. In M. Schaller, D. Kenrick, & J. Simpson (Eds), *Evolution and Social Psychology* (pp. 237-261). New York: Psychology Press.
- Karremans, J. C., Van Lange, P. A. M., & Holland, R. W. (2005). Forgiveness and its associations with prosocial thinking, feeling, and doing beyond the relationship with the offender. *Personality and Social Psychology Bulletin*, 31, 1315-1326.

- Ouwerkerk, J.W., Kerr, N. L., Gallucci, M., & Van Lange, P. A. M. (2005). Avoiding the social death penalty: Ostracism and cooperation in social dilemmas. In K. D. Williams, J. P. Forgas, & W. von Hippel (Eds). *The social outcast: Ostracism, social exclusion, rejection, and bullying* (pp. 321-332). New York: Psychology Press.
- Karremans, J. C., & Van Lange, P. A. M. (2005). Does activating justice help or hurt in promoting forgiveness? *Journal of Experimental Social Psychology*, 41, 290-297.
- Utz, S., Van Lange, P. A. M., Green, E., Waldzus, S., & Bovina, I. (2005). Mary honest always friendly and is: Can scrambled sentences enhance prosocial motivation. *Representative Research in Social Psychology*, 28, 59-70.
- Van Lange, P. A. M. (2005). Cooperation. In G. Davey (Ed.), *Encyclopaedic dictionary of psychology*. London; Hodder Arnold.
- Gallucci, M., & Van Lange, P. A. M., & Ouwerkerk, J. W. (2004). Freedom of movement: A strategic analysis of social dilemmas with the option to move. In R. Suleiman, D. V. Budescu, I. Fisher, & D. M. Messick (Eds), *Contemporary Psychological Research on Social Dilemmas* (pp. 108-208). Cambridge University Press.
- Joireman, J. A., Van Lange, P. A. M., & Van Vugt, M. (2004). Who cares about the environmental impact of cars? Those with an eye toward the future. *Environment and Behavior*, 36, 187-206.
- Karremans, J. C., & Van Lange, P. A. M. (2004). Back to caring after being hurt: The role of forgiveness. *European Journal of Social Psychology*, 34, 207-227.
- Tazelaar, M. J. A., Van Lange, P. A. M., & Ouwerkerk, J. W. (2004). How to cope with "noise" social dilemmas: The benefits of communication. *Journal of Personality and Social Psychology*, 87, 845-859.
- Van Lange, P. A. M. (2004). From generosity to aggression: Five interpersonal orientations relevant to social dilemmas. In R. Suleiman, D. V. Budescu, I. Fisher, & D M. Messick (Eds), *Contemporary Psychological Research on Social Dilemmas* (pp. 3-23). Cambridge University Press.
- Utz, S., Ouwerkerk, J. W., & Van Lange, P.A.M. (2004). What is smart in social dilemmas: Differential effects of priming competence on cooperation. *European Journal of Social Psychology*, 34, 317-332.
- Batson, C. D., Van Lange, P. A. M., Ahmad, N., & Lishner, D. A. (2003). Altruism and helping behavior. In M. A. Hogg & J. Cooper (Eds), *Sage Handbook of Social Psychology* (pp. 279-295). Sage: London.
- Van Lange, P. A. M. & Gallucci, M. (2003). Bridging psychology and game theory yields interdependence theory. *Behavioral and Brain Sciences*, 26, 177-178.

Joireman, J. A., Kuhlman, D. M., Van Lange, P. A. M., Doi, T., & Shelley, G. P. (2003). Perceived rationality, morality, and power of social choice as a function of interdependence structure and social value orientation. *European Journal of Social Psychology*, 33, 413-437.

Karremans, J. C., Van Lange, P. A. M., Ouwerkerk, J., & Kluwer, E. S. (2003). When forgiving enhances psychological well-being: The role of interpersonal commitment. *Journal of Personality and Social Psychology*, 84, 1011-1026.

Rusbult, C. E., & Van Lange, P. A. M. (2003). Interdependence, interaction, and relationships. *Annual Review of Psychology*, 54, 351-375.

Van Lange, P. A. M., Ouwerkerk, J., & Tazelaar, M. (2002). How to overcome the detrimental effects of noise in social interaction: The benefits of generosity. *Journal of Personality and Social Psychology*, 82, 768-780.

De Cremer, D. & Van Lange, P. A. M. (2001). Why prosocials exhibit greater cooperation than proselves: The roles of social responsibility and reciprocity. *European Journal of Personality*, 15, 5-18.

Joireman, J. A., Van Lange, P. A. M., Van Vugt, M., Wood, A., Vander Leest, T., & Lambert, C. (2001). Structural solutions to social dilemmas: A field study on commuters' willingness to fund improvements in public transit. *Journal of Applied Social Psychology*, 31, 504-526.

Van Lange, P. A. M. (2001). The psychology of social dilemmas. In N. J. Smelser & P. B. Baltes (Eds), *International Encyclopedia of the Social and Behavioral Sciences* (pp. 14276-14280). Pergamon, Oxford.

Van Lange, P. A. M. (2001). Cooperation and competition. *Encyclopedia of Psychology*. New York: Oxford University Press.

Van Lange, P. A. M. (2001). Interdependence structure. *Encyclopedia of Psychology*. New York: Oxford University Press.

Van Lange, P. A. M., & De Dreu, C. K. W. (2001). Social Interaction: Cooperation and competition. In M. Hewstone & W. Stroebe (Eds.). *Introduction to Social Psychology* (Vol. 3, pp. 341-370). Oxford, England: Blackwell.

De Bruin, E. N. M., & Van Lange, P. A. M. (2000). What people look for in others: Influences of the perceiver and the perceived on information selection. *Personality and Social Psychology Bulletin*, 26, 206-219.

Rusbult, C. E., Van Lange, P. A. M., Yovetich, N. A., Wildschut, T., Verette, J. (2000). Perceived superiority in close relationships: Why it exists and persists. *Journal of Personality and Social Psychology*, 79, 521-545.

- Van Lange, P. A. M. (2000). Self-determination in interpersonal situations. *Psychological Inquiry*, 11, 310-312.
- Van Lange, P. A. M. (2000). Beyond self-interest: A set of propositions relevant to interpersonal orientations. In M. Hewstone and W. Stroebe (Eds.), *European Review of Social Psychology* (Vol. 11, pp. 297-330). London: Wiley.
- Van Lange, P. A. M. (2000). Doing social psychology. *Journal of Personal and Social Relationships*, 17, 468-469.
- Van Lange, P. A. M., Van Vugt, M., & De Cremer, D. A (2000). Choosing between personal comfort and the environment: solutions to the transportation dilemma. In M. Van Vugt, M. Snyder, T. R. Tyler, & A. Biel (Eds.), *Cooperation in Modern Society* (pp. 45-63). London, Routledge.
- De Bruin, E. N. M., & Van Lange, P. A. M. (1999). Impression formation and cooperative behavior. *European Journal of Social Psychology*, 29, 305-328.
- De Bruin, E. N. M. & Van Lange, P. A. M. (1999). The double meaning of a single act: Influences of the perceiver and perceived on cooperative behavior. *European Journal of Personality*, 13, 165-182.
- Van Lange, P. A. M. (1999). The pursuit of joint outcomes and equality in outcomes: An integrative model of social value orientation. *Journal of Personality and Social Psychology*, 77, 337-349.
- Van Lange, P. A. M. (1999). Why (authors believe) reviewers stress limiting aspects of manuscripts: The SLAM effect in peer review. *Journal of Applied Social Psychology*, 29, 2550-2566.
- Van Lange, P. A. M., Rusbult, C. E., Semin-Goossens, A., Görts, C. A, & Stalpers, M. (1999). Being better than others, but otherwise perfectly normal. The similarity and uniqueness bias in close relationships. *Personal Relationships*, 6, 269-289.
- Van Lange, P. A. M., & Visser, K. (1999). Locomotion in social dilemmas: How we adapt to cooperative, Tit-For-Tat, and noncooperative partners. *Journal of Personality and Social Psychology*, 77, 762-773.
- Agnew, C. R., Van Lange, P. A. M., Rusbult, C. E., & Langston, C. A. (1998). Cognitive interdependence: Commitment and the cognitive representation of close relationships. *Journal of Personality and Social Psychology*, 74, 939-954.
- Van Lange, P. A. M. (1998). Game theory and interdependence. *Behavioral Decision Making*, 11, 228-229.

- Van Lange, P. A. M., & Sedikides, C. (1998). Being more honest but not necessarily more intelligent than others: Generality and explanations for The Muhammad Ali effect. *European Journal of Social Psychology*, 28, 675-680.
- Van Lange, P. A. M., & Semin-Goossens, A. (1998). The boundaries of reciprocal cooperation. *European Journal of Social Psychology*, 28, 847-854.
- Van Lange, P. A. M., Van Vugt, M., Meertens, R. M., & Ruiter, R. (1998). A social dilemma analysis of commuting preferences: The roles of social value orientation and trust. *Journal of Applied Social Psychology*, 28, 796-820.
- Joireman, J. A., Van Lange, P. A. M., Kuhlman, D. M., Van Vugt, M., & Shelley, G. P. (1997). An interdependence analysis of commuting decisions. *European Journal of Social Psychology*, 27, 441-463.
- Van Lange, P. A. M. (1997). Movement in social orientations: A commentary on Kelley. *European Journal of Social Psychology*, 27, 423-432.
- Van Lange, P. A. M., Agnew, C. R., Harinck, F., & Steemers, G. (1997). From game theory to real life: How social value orientation affects willingness to sacrifice in ongoing close relationships? *Journal of Personality and Social Psychology*, 73, 1330-1344.
- Van Lange, P. A. M., Otten, W., De Bruin, E. M. N., & Joireman, J. A. (1997). Development of prosocial, individualistic, and competitive orientations: Theory and preliminary evidence. *Journal of Personality and Social Psychology*, 73, 733-746.
- The above article is also re-printed in Kruglanski and E.T. Higgins (Eds), Social Psychology: A General Reader. New York, Psychology Press.*
- Van Lange, P. A. M., Rusbult, C. E., Drigotas, S. M., Arriaga, X. B., Witcher, B. S., & Cox, C. L. (1997). Willingness to sacrifice in close relationships. *Journal of Personality and Social Psychology*, 72, 1373-1395.
- Van Lange, P. A. M., Taris, T. W., & Vonk, R. (1997). The social psychology of social psychologists: Self-enhancing beliefs about own research. *European Journal of Social Psychology*, 27, 675-685.
- Rusbult, C. E., & Van Lange, P. A. M. (1996). Interdependence processes. In: E. T. Higgins, & A. W. Kruglanski (Eds.), *Social psychology: Handbook of basic principles* (pp. 564-596). New York: Guilford Press
- Van Lange, P. A. M., & Messick, D. M. (1996). Psychological processes underlying cooperation in social dilemmas. In: W. Gasparski, M. Mlicki, B. Banathy (Eds.), *Social Agency: Dilemmas and Educational Praxiology* (Vol. 4) (pp 93-112). New Brunswick: Transaction.

Van Vugt, M., Van Lange, P. A. M., & Meertens, R. M. (1996). Commuting by car or public transportation? A social dilemma analysis of travel mode judgements. *European Journal of Social Psychology*, 26, 373-395.

Van Vugt, M., Van Lange, P. A. M., Meertens, R. M., & Joireman, J. A. (1996). How a structural solution to a real-world social dilemma failed: A field experiment on the first carpool lane in Europe. *Social Psychology Quarterly*, 59, 364-374.

De Dreu, C. K. W., & Van Lange, P. A. M. (1995). The impact of social value orientation on negotiator behavior and cognition. *Personality and Social Psychology Bulletin*, 21, 1178-1188.

Liebrand, W. B. G., & Van Lange, P. A. M., & Messick, D. M. (1995). Social dilemmas. In: A. S. R. Manstead & M. Hewstone (Eds.), *The Blackwell Encyclopedia of Social Psychology* (pp 546-551). London: Blackwell.

Rusbult, C. E., & Van Lange, P. A. M. (1995). Interdependence theory. In: A. S. R. Manstead & M. Hewstone (Eds.), *The Blackwell Encyclopedia of Social Psychology* (pp. 329-334). London: Blackwell.

Van Lange, P. A. M., & Rusbult, C. E. (1995). My relationship is better than - and not as bad as - yours is: The perception of superiority in close relationships. *Personality and Social Psychology Bulletin*, 21, 32-44.

Van Vugt, M., Meertens, R. M., Van Lange, P. A. M. (1995). Car versus public transportation? The role of social value orientations in a real-life social dilemma. *Journal of Applied Social Psychology*, 25, 258-278.

Van Lange, P. A. M. (1994). Toward more locomotion in experimental games. In U. Schulz, W. Albers, & U. Mueller (Eds.), *Social dilemmas and cooperation* (pp. 25-43). New York: Springer.

Van Lange, P. A. M., & Kuhlman, D. M. (1994). Social value orientations and impressions of partner's honesty and intelligence: A test of the might versus morality effect. *Journal of Personality and Social Psychology*, 67, 126-141.

Van Vugt, M., Meertens, R. M., & Van Lange, P. A. M. (1994). Commuting by car or by public transportation? An interdependence theoretical approach. In U. Schulz, W. Albers, & U. Mueller (Eds.), *Social dilemmas and cooperation* (pp. 291-310). New York: Springer.

Van Lange, P. A. M. (1992). Rationality and morality in social dilemmas: The influence of social value orientations. In: W. B. G. Liebrand, D. M. Messick, & H. A. M. Wilke (Eds.), *Social dilemmas: Theoretical issues and research findings* (pp. 133-146). London: Pergamon Press.

- Van Lange, P. A. M. (1992). Confidence in expectations: A test of the triangle hypothesis. *European Journal of Personality*, 6, 371-379.
- Van Lange, P. A. M., Liebrand, W. B. G., Messick, D. M., & Wilke, H. A. M. (1992). Social dilemmas: The state of the art. W. B. G. Liebrand, D. M. Messick, & H. A. M. Wilke (Eds.), *Social dilemmas: Theoretical issues and research findings* (pp. 3-28). London: Pergamon Press.
- Van Lange, P. A. M. (1991). Being better but not smarter than others: The muhammad ali effect at work in interpersonal situations. *Personality and Social Psychology Bulletin*, 17, 689-693.
- Van Lange, P. A. M., & Liebrand, W. B. G. (1991). The influence of other's morality and own social value orientation on cooperation in the Netherlands and the U.S.A. *International Journal of Psychology*, 26, 429-449.
- Van Lange, P. A. M., & Liebrand, W. B. G. (1991). Social value orientation and intelligence: A test of the goal-prescribes-rationality principle. *European Journal of Social Psychology*, 21, 273-292.
- Van Lange, P. A. M., & Kuhlman, D. M. (1990). Expected cooperation in social dilemmas: The influence of own social value orientation and other's personality characteristics. In: P. Drenth, J. Sergeant, & R. Takens (Eds.), *European Perspectives in Psychology*, 3, 239-250.
- Van Lange, P. A. M., Liebrand, W. B. G., & Kuhlman, D. M. (1990). Causal attribution of choice behavior in three N-person prisoner's dilemmas. *Journal of Experimental Social Psychology*, 26, 34-48.
- Van Lange, P. A. M., & Liebrand, W. B. G. (1989). On perceiving morality and potency: Social values and the effects of person perception in a give-some dilemma. *European Journal of Personality*, 3, 209-225.
- ### Publications in Dutch
- Van Doesum, N. J., & Van Lange, P. A. M. (2014). Social mindfulness. *De Psycholoog*, 49, 44-53.
- Van Lange, P. A. M., Van Vugt, M., & Van Veenendaal, A. F. M. (1998). Eigen gemak versus ons milieu: Mobiliteit als sociaal dilemma. (Own comfort versus our environment: Mobility as a social dilemma). *Nederlands Tijdschrift voor de Psychologie*, 53, 126-137.
- Van Lange, P. A. M. (1997). Persoonsverschillen in coöperatief, individualisme, en competitie: Een overzicht van dertig jaar onderzoek. (Personality differences in cooperation, individualism, and competition: A review of thirty years research. *Nederlands Tijdschrift voor de Psychologie*, 52, 101-110.

Van Lange, P. A. M. (1997). De rol van sociale waarde-oriëntaties in het "echte leven." In Th.N. Schuyt & S.J.M. Hoff (Red.), *Filantropie en sponsoring* (p. 19-38). VU-uitgever: Amsterdam.

Van Vugt, M., Van Lange, P. A. M., & Meertens, R. M. (1997). Onderzoek naar sociale dilemma's in de praktijk: De vervoerskeuze. *Nederlands Tijdschrift voor de Psychologie*, 52, 10-21.

Van Vugt, M., Van Lange, P. A. M., Meertens, R. M., & Kok, G. (1996). Waarom structurele oplossingen voor sociale dilemma's kunnen mislukken: Een veldonderzoek naar de carpoolstrook. In E. van Schie, D. Daamen, A. Pruyn, & W. Otten (Red.), *Sociale Psychologie en Haar Toepassingen* (Social Psychology and Applications) (pp.9-20). Delft, the Netherlands: Eburon.

Taris, T. W., & Van Lange, P. A. M. (1996). Leugentjes om eigen bestwil: Dilemma's bij het rapporteren van onderzoek. In E. van Schie, D. Daamen, A. Pruyn, & W. Otten (Red.), *Sociale Psychologie en Haar Toepassingen* (Social Psychology and Applications) (pp. 1-8). Delft, the Netherlands: Eburon.

Ruiter, R., Van Vugt, M., Meertens, R. M., & Van Lange, P. A. M. (1995). Egoïsten en idealisten in het woon-werk verkeer: De invloed van sociale waarde-oriëntaties op de vervoerskeuzes in een realistisch dilemma. In F. Siero, E. Van Schie, D. Daamen, & Pruyn (Red.), *Sociale Psychologie en Haar Toepassingen* (Social Psychology and Applications) (pp. 97-110). Delft, the Netherlands: Eburon.

Van Vugt, M., Van Lange, P. A. M., Meertens, R. M., & Van Breukelen, G. J. (1994). We willen de auto wel laten staan, mits... De sociaal-psychologische aspecten van de vervoerskeuzes van forensen. In: P. Van Lange, F. Siero, B. Verplanken, & E. Van Schie, (Eds.), *Sociale Psychologie en Haar Toepassingen* (Social Psychology and Applications) (pp. 201-212). Delft, the Netherlands: Eburon.

Van Lange, P. A. M., Siero, F., Verplanken, B., & Van Schie, E. (1994; Eds.), *Sociale Psychologie en Haar Toepassingen* (Social Psychology and Applications). Delft, the Netherlands: Eburon.

Van Vugt, M., Meertens, R. M., & Van Lange, P. A. M. (1993). De keuze voor de auto versus het openbaar vervoer: een interdependentie-theoretische benadering. In: B. Verplanken, B., P. Van Lange, R. Meertens, & F. Siero, (Eds.), *Toegepaste Sociale Psychologie* (Applied Social Psychology) (pp.195-206), Delft, the Netherlands: Eburon.

Wigboldus, D. H. J., & Van Lange, P. A. M. (1993). Optimisme over de toekomst van de eigen relatie. In: B. Verplanken, B., P. Van Lange, R. Meertens, & F. Siero, (Eds.), *Toegepaste Sociale Psychologie* (Applied Social Psychology) (pp. 30-42), Delft, the Netherlands: Eburon.

Verplanken, B., Van Lange, P. A. M., Meertens, R., Siero, F. (1993, Eds.). *Toegepaste Sociale Psychologie* (Applied Social Psychology), Delft, the Netherlands: Eburon.

Van Lange, P. A. M., & Van Veenendaal, A. (1993). Wederzijde afhankelijkheid: Zoeken en vermijden? Het prisoner's dilemma op dynamische wijze onderzocht. In: W. van der Kloot, B. Buunk, N. Ellemers, & J. van der Pligt (Eds.), *Fundamentele Sociale Psychologie* (Fundamental Social Psychology, pp. 113-126). Tilburg University Press.

Meertens, R. W., Buunk, A. P., Van Lange, P. A. M., & Verplanken, B. (Eds., 1992), *Toegepaste Sociale Psychologie* (Applied Social Psychology), The Hague, the Netherlands: VUGA.

Van Lange, P. A. M., & Breukelaar, H. D. (1992). Waargenomen superioriteit: Beter, maar vooral minder slecht dan anderen (Perceived superiority: Better than, but especially not as bad as others). In: J. van der Pligt, M. Poppe, W. van der Kloot, & N. Ellemers (Eds.), *Fundamentele Sociale Psychologie* (Fundamental Social Psychology, pp. 113-126). Tilburg University Press.

Van Lange, P. A. M., & Kuhlman, D. M. (1990). De invloed van sociale waarden op percepties van andermaans slimheid en eerlijkheid. (The influence of social values on perceptions of other's "smartness" and honesty. In: J. Extra, M. Poppe, A. Van Knippenberg, & J. van der Pligt (Eds.), *Fundamentele Sociale Psychologie*, pp. 153-170. (Fundamental Social Psychology). Tilburg University Press: Tilburg.

Liebrand, W. B. G., & Van Lange, P. A. M. (1989). Inleiding. (Introduction). In: W. B. G. Liebrand & P. A. M. Van Lange (Eds.), *Als het mij maar niets kost! De psychologie van sociale dilemma's*. (As long as it doesn't cost me anything! The psychology of social dilemmas, pp. 13-18) Swets en Zeitlinger: Amsterdam/Lisse.

Liebrand, W. B. G., & Van Lange, P. A. M. (1989). Wat is een sociaal dilemma? (What is a social dilemma?). In: W. B. G. Liebrand & P. A. M. Van Lange (Eds.), *Als het mij maar niets kost! De psychologie van sociale dilemma's*. (As long as it doesn't cost me anything! The psychology of social dilemmas, pp. 19-40) Swets en Zeitlinger: Amsterdam/Lisse.

Van Lange, P. A. M. (1989). Resultaten van experimenteel sociaal dilemma onderzoek. (Results of experimental social dilemma research). In: W. B. G . Liebrand & P. A. M. Van Lange (Eds.), *Als het mij maar niets kost! De psychologie van sociale dilemma's*. (As long as it doesn't cost me anything! The psychology of social dilemmas (pp. 107-140). Swets en Zeitlinger: Amsterdam/Lisse.

Van Lange, P. A. M., Liebrand, W. B. G., Kiers, H. A. L., & Zwaal, W. (1989). Redenen voor en attributies van keuzegedrag in een N-personen prisoner's dilemma. (Reasons for and attributions of choice behavior in an N-person prisoner's dilemma). *Het Nederlands Tijdschrift voor de Psychologie*, 44, 225-234.

## National reports

- Van Lange, P. A. M. (2001). Book review (in Dutch): The Social Psychology of Personal Relationships (Ickes, W., & Duck, S., Eds). *Gedrag en Organisatie*, 4, 226-227.
- Schippers, M., & Van Lange, P. A. M. (1997). Bijgeloof in de topsport (Superstition in topsport). *Psychologie*, 16, 78-79.
- Van Lange, P. A. M. (1994). Niemand stak een vinger uit (Nobody did anything). *Psychologie*, 13, 35-36.
- Van Lange, P. A. M. (1994). Carpooling: Met z'n allen of alleen? (Carpooling: All together or alone?). *Psychologie*, 13, 16-17.
- Van Lange, P. A. M. (1994). *Mobiliteit vanuit een sociaal dilemma perspectief: Barrières en aanbevelingen*. (Mobility from a social dilemma perspective: Barriers and recommendations). Report for the Dutch Ministry of Traffic and Water Management.
- Van Lange, P. A. M. (1993). Boekbespreking van: Prosocial Behavior. Review of Personality and Social Psychology, Volume 12 (Clark, M.S., Ed.). *Sociale Interventie*, 2, 84. (Book Review of Prosocial Behavior [Clark, M.S., Ed.]).
- Van Lange, P. A. M. (1990). Als het mij maar niets kost. Kiezen tussen eigen gemak en ons milieu. (As long as it doesn't cost me anything? Choosing between own comfort and our environment). *Psychologie*, 9, 16-19.
-