



# Scott T. Allison

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## CONTACT

Department of  
Psychology  
University of Richmond

sallison@richmond.edu  
psychology.richmond.edu/faculty  
(804) 289-8127

## CURRENT POSITION

Professor of Psychology  
University of Richmond

1987 — Present

## EDUCATION

PhD, Social Psychology  
University of California, Santa Barbara

1982 — 1987

## AWARDS AND GRANTS

- John Templeton Foundation Grant, 2013-15
- Faculty Research Fellowship, Univ of Richmond, 1988, 93, 96, 01, 04, 07, 09, 10, 11, 15
- Faculty Travel Grant, Univ of Richmond, 1988, 97, 08, 15
- Richmond Center for Civic Engagement Research Fellowship, 2006, 08
- Science Magazine's Social Psychology Article of the Month, Dec 2005
- MacEldin Trawick Endowed Chair & Professor of Psychology, 2002-08
- NSF CCLI Adaptation and Implementation Grant, 2002
- Outstanding Faculty Award, Virginia Council of Higher Education, 1998
- Enhancement of Teaching Effectiveness Grant, Univ of Richmond, 1997, 99
- Psi Chi Outstanding Faculty Award, Univ of Richmond, 1989, 90, 92, 96, 99, 00
- Distinguished Educator Award, Univ of Richmond, 1993
- Collaborative Fellowship Program Opportunity Fund Grant, Univ of Richmond, 2000
- Faculty Research Grant, Univ of Richmond, 1987, 89, 93, 96
- Western Psychological Association Research Scholarship, 1985
- Patent Fund Grant, University of California, 1985
- Psychology Alumni Grant, University of California, 1984
- Curricular Enhancement Grant, University of California, 1983

## EDITORIAL POSITIONS

**Associate Editor:** *Heroism Science* (2015 – present)

**Consulting Editor:** *Open Journal of Leadership* (2012 – present), *Journal of Leadership in the Humanities* (2012 – present), *Scientific Journals International* (2007 - present), *Group Dynamics: Theory, Research, and Practice* (1999 – 2009), *Journal of Personality and Social Psychology* (1996 - 2002), *Personality and Social Psychology Bulletin* (1992 - 1995)

**Ad Hoc Reviewer:** *Journal of Personality and Social Psychology*, *Journal of Experimental Social Psychology*, *Personality and Social Psychology Bulletin*, *Journal of Personality*, *Social Cognition*, *Basic and Applied Social Psychology*, *Journal of Applied Social Psychology*, *International Advances in Heroism Science*, *The Leadership*

*Quarterly, European Journal of Social Psychology, Social Behaviour, Human Aggression, Journal for the Theory of Social Behaviour, British Journal of Social Psychology, Journal of Environmental Psychology, Motivation and Emotion, Journal of Conflict Resolution, Advances in Experimental Social Psychology, Group Dynamics: Theory, Research, and Practice, Administrative Science Quarterly, National Science Foundation, National Institute of Mental Health, Psychological Review, Psychological Bulletin*

## PUBLICATIONS

Allison, S. T. (2018). Heroic leadership. In A. Farazmand (Ed.), *Global Encyclopedia of Public Administration and Public Policy*. New York: Springer.

Efthimiou, O., & Allison, S. T. (2017). Heroism science: Frameworks for an emerging field. *Journal of Humanistic Psychology*.

Worthington, E. L., & Allison, S. T. (2017). *Heroic humility: What the science of humility can say to people raised on self-focus*. Washington, DC: American Psychological Association.

Goethals, G. R., & Allison, S. T. (2017). Transforming motives and mentors: The heroic leadership of James MacGregor Burns. In G. R. Goethals (Ed.), *Politics, ethics and change: The legacy of James MacGregor Burns*. Northampton, MA: Edward Elgar Publishing.

Allison, S. T., & Goethals, G. R. (2017). The hero's transformation. In S. T. Allison et al. (Eds.), *Handbook of heroism and heroic leadership*. New York: Routledge.

Allison, S. T., Goethals, G. R., & Kramer, R. M. (2017). Setting the Scene: The rise and coalescence of heroism science. In S. T. Allison et al. (Eds.), *Handbook of heroism and heroic leadership*. New York: Routledge.

Allison, S. T., Goethals, G. R., & Kramer, R. M. (Eds.) (2017). *Handbook of heroism and heroic leadership*. New York: Routledge.

Allison, S. T., & Toner, A. C. (2017). Radical heroic leadership: Implications for ethical practice in the workplace. In R. A. Giacalone, & C. L. Jurkiewicz (Eds.), *Radical thoughts on ethical leadership*. Charlotte: Information Age Publishing.

Allison, S. T., & Setterberg, G. C. (2016). Suffering and sacrifice: Individual and collective benefits, and implications for leadership. In S. T. Allison, C. T. Kocher, & G. R. Goethals (Eds), *Frontiers in spiritual leadership: Discovering the better angels of our nature*. New York: Palgrave Macmillan.

Allison, S. T., Kocher, C. T., & Goethals, G. R. (2016). Spiritual leadership: A fresh look at an ancient human issue. In S. T. Allison, C. T. Kocher, & G. R. Goethals (Eds), *Frontiers in spiritual leadership: Discovering the better angels of our nature*. New York: Palgrave Macmillan.

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Allison, S. T., & Cecilione, J. L. (2016). Paradoxical truths in heroic leadership: Implications for leadership development and effectiveness. In R. Bolden, M. Witzel, & N. Linacre (Eds.), *Leadership paradoxes*. London: Routledge.

Allison, S. T., & Cairo, A. H. (2016). Heroism and mental health. In H. Freidman (Ed.), *Encyclopedia of mental health*. New York: Elsevier.

Allison, S. T. (2016). Explorations of heroism: My journey toward understanding the genesis of exemplary behavior. In M. Guttman (Ed.), *We discover: Understanding the origins of creative activity*. Cobden Press.

Allison, S. T., & Goethals, G. R. (2016). Hero worship: The elevation of the human spirit. *Journal for the Theory of Social Behaviour*.

Allison, S. T. (2015). The initiation of heroism science. *Heroism Science*, 1, 1-8.

Allison, S. T. & Smith, G. (2015). *Reel heroes and villains*. Richmond: Agile Writer Press.

Goethals, G. R., & Allison, S. T. (2014). Kings and charisma, Lincoln and leadership: An evolutionary perspective. In Goethals, G. R., et al. (Eds.), *Conceptions of leadership: Enduring ideas and emerging insights*. New York: Palgrave Macmillan. doi: 10.1057/9781137472038

Allison, S. T., & Goethals, G. R. (2014). "Now he belongs to the ages": The heroic leadership dynamic and deep narratives of greatness. In Goethals, G. R., et al. (Eds.), *Conceptions of leadership: Enduring ideas and emerging insights*. New York: Palgrave Macmillan. doi: 10.1057/9781137472038.0011

Goethals, G. R., Allison, S. T., Kramer, R., & Messick, D. (Eds.) (2014). *Conceptions of leadership: Enduring ideas and emerging insights*. New York: Palgrave Macmillan. doi: 10.1057/9781137472038

Smith, G., & Allison, S. T. (2014). *Reel heroes, Volume 1: A psychological analysis of movie heroes*. Agile Writer Press.

Allison, S. T. (2013). Do people truly understand heroic leadership? Seven paradoxes that spotlight myths and misunderstandings. *e-Organisations & People*, 20, 36-41.

Allison, S. T., & Goethals, G. R. (2013). *Heroic leadership: An influence taxonomy of 100 exceptional individuals*. New York: Routledge.

Allison, S. T., & Hensel, A. (2012). Sensitivity to the changing fortunes of others. *Personality and Social Psychology Connections*.

Goethals, G. R. & Allison, S. T. (2012). Making heroes: The construction of courage, competence and virtue. *Advances in Experimental Social Psychology*, 46, 183-235. doi: 10.1016/B978-0-12-394281-4.00004-0

Allison, S. T. (2012). The sense-making of Joe Paterno's legacy. *Personality and Social Psychology Connections*.

Beggan, J. K., & Allison, S. T. (2012). Social values' influence on behavior. In V. S. Ramachandran (Ed.). *Encyclopedia of Human Behavior (2nd edition)*. New York: Academic Press. doi: 10.1016/B978-0-12-375000-6.00337-2

Allison, S. T., & Goethals, G. R. (2011). The seven paradoxes of heroism. *Personality and Social Psychology Connections*.

Davis, J. L., Burnette, J. L., Allison, S. T., & Stone, H. (2011). Against the odds: Academic underdogs benefit from incremental theories. *Social Psychology of Education*, 14, 331-346. doi: 10.1007/s11218-010-9147-6

Allison, S. T., & Goethals, G. R. (2011). *Heroes: What they do and why we need them*. New York: Oxford University Press.

Beggan, J. K., & Allison, S. T. (2010). The sex industry. In S. MacEachern (Ed.). *Sex and Society*. New York: Marshall Cavendish Corporation.

Beggan, J. K., & Allison, S. T. (2009). Beauty and appearance. In S. MacEachern (Ed.). *Sex and Society*. New York: Marshall Cavendish Corporation.

Allison, S. T., & Burnette, J. (2009). Fairness and preference for underdogs and top dogs. In R. Kramer, A. Tenbrunsel, & M. Bazerman, (Eds), *Social Decision Making: Social Dilemmas, Social Values, and Ethical Judgments*. New York: Psychology Press.

Hooley, W., Beggan, J. K., & Allison, S. T. (2009). Sex appeal. In S. MacEachern (Ed.). *Sex and Society*. New York: Marshall Cavendish Corporation.

Beggan, J. K., & Allison, S. T. (2009). Viva Viva? Women's meanings associated with male nudity in a 1970s "For Women" Magazine. *Journal of Sex Research*, 46, 446-459. doi: 10.1080/00224490902829608

Beggan, J. K., & Allison, S. T. (2009). Humor. In S. MacEachern (Ed.). *Sex and Society*. New York: Marshall Cavendish Corporation.

Allison, S. T., Eylon, D., Beggan, J.K., & Bachelder, J. (2009). The demise of leadership: Positivity and negativity in evaluations of dead leaders. *The Leadership Quarterly*, *20*, 115-129. doi: 10.1016/j.leaqua.2009.01.003

Allison, S. T., & Goethals, G. R. (2008). Deifying the dead and downtrodden: Sympathetic figures as inspirational leaders. In C.L. Hoyt, G. R. Goethals, & D. R. Forsyth (Eds.), *Leadership at the crossroads: Psychology and leadership*. Westport, CT: Praeger.

Kim, J., Allison, S. T., Eylon, D., Goethals, G., Markus, M., McGuire, H., & Hindle, S. (2008). Rooting for (and then Abandoning) the Underdog. *Journal of Applied Social Psychology*, *38*, 2550-2573. doi: 10.1111/j.1559-1816.2008.00403.x

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Kim, J., & Allison, S. T. (2007). Person perceptions of death with a Japanese and an American target. *Revue Internationale de Psychologie*, *13*, 201-212. doi: 10.3917/rips.030.0201

Allison, S. T., Uhles, A. N., Asuncion, A.G., Beggan, J. K., & Mackie, D. M. (2006). Self-serving outcome-biases in trait judgments about the self. *Current Research in Social Psychology*, *11*, 202-214.

Allison, S. T., & Eylon, D. (2005). The demise of leadership: Death positivity biases in posthumous impressions of leaders. In D. Messick & R. Kramer (Eds.), *The Psychology of Leadership: New Perspectives and Research* (pp 295-317). New York: Erlbaum.

Eylon, D., & Allison, S. T. (2005). The frozen in time effect in evaluations of the dead. *Personality and Social Psychology Bulletin*, *31*, 1708-1717. doi: 10.1177/0146167205277806

Beggan, J. K., & Allison, S. T. (2005). Tough women in the unlikeliest of places: The unexpected toughness of the Playboy Playmate. *The Journal of Popular Culture*, *38*, 796-818. doi: 10.1111/j.0022-3840.2005.00142.x

Allison, S. T., Beggan, J. K., & Clements, C. (2004). Derogatory stereotypic beliefs and evaluations of male nurses. *Equal Opportunities International*, *23*, 1-17. doi: 10.1108/02610150410787783

Beggan, J. K., & Allison, S. T., Beyenbach, J., & Clements, C. (2004). The sociology of leadership. In J. M. Burns, G. R. Goethals, & G. Sorenson (Eds.), *The Encyclopedia of Leadership* (pp 1472-1476). New York: Berkshire Publishing. doi: 10.4135/9781412952392.n336

Allison, S. T., Eylon, D., & Markus, M. (2004). Leadership legacy. In J. M. Burns, G. R. Goethals, & G. Sorenson (Eds.), *The Encyclopedia of Leadership* (pp 894-898). New York: Berkshire Publishing. doi: 10.4135/9781412952392.n207

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Beggan, J. K., & Allison, S. T. (2003). Reflexivity in the pornographic films of Candid Royale. *Sexualities*, 6, 301-324. doi: 10.1177/136346070363003

Allison, S. T., & Eylon, D. (2003). Ambiguity as friend or foe: The use of ambiguous information in the self-serving achievement of task goals. *Current Research in Social Psychology*, 18, 253-265.

Beggan, J. K., & Allison, S. T. (2003). What sort of man reads Playboy? The self-reported influence of Playboy on the construction of masculinity. *The Journal of Men's Studies*, 11, 189-206. doi: 10.3149/jms.1102.189

Beggan, J. K., & Allison, S. T. (2002). The Playboy Playmate paradox: The case against the objectification of women. In P. Gagne & R. Tewksbury (Eds.), *Gendered sexualities (Vol. 6)* (pp. 103-156). London: Elsevier Sciences, Ltd. doi: 10.1016/S1529-2126(02)80006-6

Eylon, D., & Allison, S. T. (2002). The paradox of ambiguity in cooperative and competitive organizational settings. *Group and Organization Management*, 27, 172-208. doi: 10.1177/10501102027002002

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Beggan, J. K., & Allison, S. T. (2001). The Playboy rabbit is soft, furry, and cute: Is this really the symbol of masculine dominance of women? *Journal of Men's Studies*, 9, 341-370. doi: 10.3149/jms.0903.341

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Roch, S., Samuelson, C., Allison, S., & Dent, J. (2000). Cognitive load and the equality heuristic: A two stage model of resource overconsumption in small groups. *Organizational Behavior and Human Decision Processes*, 83, 185-212. doi: 10.1006/obhd.2000.2915

Beggan, J. K., Gagne, P., & Allison, S. T. (2000). An analysis of stereotype refutation in Playboy by an editorial voice: The advisor hypothesis. *Journal of Men's Studies*, 9, 1-21. doi: 10.3149/jms.0901.1

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Beggan, J. K., & Allison, S. T. (1998). More there than meets their eyes. Some support for the mere ownership effect. *Journal of Consumer Psychology*, 6, 285-297. doi: 10.1207/s15327663jcp0603\_04

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Allison, S. T., Beggan, J. K., & Midgley, E. H. (1996). The quest for 'similar instances' and 'simultaneous possibilities': Metaphors in social dilemma research. *Journal of Personality and Social Psychology*, 71, 479-497. doi: 10.1037/0022-3514.71.3.479

Allison, S. T., Mackie, D. M., & Messick, D. M. (1996). Outcome biases in social perception: Implications for dispositional inference, attitude change, stereotyping, and social behavior. In M. P. Zanna (Ed.), *Advances in Experimental Social Psychology* (Vol. 28, pp. 53-94). San Diego: Academic Press.

Allison, S. T. (1995). Reconceiving and reconstructing the introductory psychology course. *The Faculty Exchange*, 8, 14-20.

Allison, S. T., Beggan, J. K., Midgley, E. H., & Wallace, K. A. (1995). Dispositional and behavioral inferences about inherently democratic and unanimous groups. *Social Cognition*, 13, 105-125. doi: 10.1521/soco.1995.13.2.105

Allison, S. T., Beggan, J. K., McDonald, R. A., & Rettew, M. L. (1995). The belief in majority determination of group decision outcomes. *Basic and Applied Social Psychology*, 16, 367-382. doi: 10.1207/s15324834basp1603\_7

Allison, S. T., & Beggan, J. K. (1994). Estimating popular support for group decision outcomes: An anchoring and adjustment model. *Journal of Social Behavior and Personality*, 9, 617-638.

Samuelson, C. D., & Allison, S. T. (1994). Cognitive factors affecting the use of social decision heuristics when sharing resources. *Organizational Behavior and Human Decision Processes*, 58, 1-27. doi: 10.1006/obhd.1994.1027

Allison, S. T., & Kerr, N. L. (1994). Group correspondence biases and the provision of public goods. *Journal of Personality and Social Psychology*, 66, 688-698. doi: 10.1037/0022-3514.66.4.688

Beggan, J. K., & Allison, S. T. (1994). Social values. In V. S. Ramachandran (Ed.), *Encyclopedia of Human Behavior* (Vol. 4, p. 253-262). New York: Academic Press.

Allison, S. T., & Herlocker, C. E. (1994). Constructing impressions in demographically diverse organizational settings: A group categorization analysis. *American Behavioral Scientist*, 37, 637-652. doi: 10.1177/0002764294037005005

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Allison, S. T. (1992). Promoting systematic information processing in the classroom. *Teaching of Psychology*, 19, 234-23. doi: 10.1207/s15328023top1904\_11

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Allison, S. T., McQueen, L. R., & Schaerfl, L. M. (1992). Social decision making processes and the equal



partitionment of shared resources. *Journal of Experimental Social Psychology*, 28, 23-42. doi: 10.1016/0022-1031(92)90030-N

Goethals, G. R., Messick, D. M., & Allison, S. T. (1991). The uniqueness bias: Studies of constructive social comparison. In J. Suls & B. Wills (Eds.), *Social comparison: Contemporary theory and research* (pp. 149-176). New York: Lawrence Erlbaum.

Allison, S. T., Worth, L. T., & King, M. W. C. (1990). Group decisions as social inference heuristics. *Journal of Personality and Social Psychology*, 58, 801-811. doi: 10.1037/0022-3514.58.5.801

Pace, J. H., & Allison, S. T. (1990). Positive distinctiveness and intergroup discrimination between intercollegiate athletes and nonathletes. *Journal of Social Behavior and Personality*, 5, 45-60.

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Mackie, D. M., Worth, L. T., & Allison, S. T. (1990). Outcome-biased inferences and the perception of change in groups. *Social Cognition*, 8, 325-342. doi: 10.1521/soco.1990.8.4.325

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Wogalter, M. S., Allison, S. T., & McKenna, N. A. (1989). The effects of cost and social influence on warning compliance. *Human Factors*, 31, 133-140.

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*Economics* (pp. 677-700). New York: New York University Press.

Mackie, D. M., & Allison, S. T. (1987). Group attribution errors and the illusion of group attitude change. *Journal of Experimental Social Psychology*, 23, 460-480. doi: 10.1016/0022-1031(87)90016-3

Allison, S. T., & Messick, D. M. (1987). From individual inputs to group outputs, and back again: Group processes and inferences about members. In C. Hendrick (Ed.), *Review of Personality and Social Psychology* (Vol. 8). Beverly Hills: Sage.

Worth, L. T., Allison, S. T., & Messick, D. M. (1987). Impact of a group's decision on perceptions of one's own and others' attitudes. *Journal of Personality and Social Psychology*, 53, 673-683. doi: 10.1037/0022-3514.53.4.673

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Samuelson, C. D., Messick, D. M., Allison, S. T., & Beggan, J. K. (1986). Utopia or myopia? A reply to Fox. *American Psychologist*, 41, 227-229. doi: 10.1037/0003-066X.41.2.227

Allison, S. T., & Messick, D. M. (1985). The group attribution error. *Journal of Experimental Social Psychology*, 21, 563-579. doi: 10.1016/0022-1031(85)90025-3

Allison, S. T., Messick, D. M., & Samuelson, C. D. (1985). Effects of soliciting opinions on contributions to a public good. *Journal of Applied Social Psychology*, 15, 201-206. doi: 10.1111/j.1559-1816.1985.tb00896.x

Allison, S. T., & Messick, D. M. (1985). Effects of experience on performance in a replenishable resource trap. *Journal of Personality and Social Psychology*, 49, 943-948. doi: 10.1037/0022-3514.49.4.943

## PRESENTATIONS

Allison, S. T., & Messick, D. M. *Learning to cooperate in a commons dilemma*. Paper Presented at the Western Psychological Association Annual Convention, April, 1984, Los Angeles, California.

Allison, S. T., Messick, D. M., & Samuelson, C. D. *Effects of soliciting opinions on contributions to a public good*. Paper Presented at the Western Psychological Association Annual Convention, April, 1984, Los Angeles, California.

Allison, S. T., & Messick, D. M. *The attribution of attitudes to groups*. Paper Presented at the Western Psychological Association Annual Convention, April, 1985, San Jose, California. (ERIC Document Reproduction Service No. ED 260315).

Allison, S. T., McClintock, C. G., & Samuelson, C. D. *Minority influence in a replenishable resource trap*. Paper Presented at the Western Psychological Association Annual Convention, April, 1985, San Jose, California.

Allison, S. T., & Messick, D. M. *The group attribution error*. Paper Presented at the 84th Meeting of the American Psychological Association, August, 1985, Los Angeles, California.

Worth, L. T., Allison, S. T., & Messick, D. M. *Impact of a group's decision on perceptions of one's own and others' attitudes*. Paper Presented at the 85th Meeting of the American Psychological Association, August, 1986, Washington, D.C.

Worth, L. T., Allison, S. T., & Messick, D. M. *Defining the scope of the group attribution error*. Paper Presented at the 86th Meeting of American Psychological Association, August, 1987, New York, New York.

Allison, S. T. *Social decision heuristics*. Paper Presented at the Tenth Annual Meeting of the Society of Southeastern Social Psychologists, November, 1987, Athens, Georgia.

Allison, S. T., Worth, L. T., & Messick, D. M. *Group decisions as social inference heuristics*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, April, 1988, New Orleans, Louisiana.

Sholley, B. K., Guastisegni, P., Falk, S., & Allison, S. T. *Male self-disclosure: Relationship to evaluation of members of a triad*. Paper presented at the Annual Meeting of the Southeastern Psychological Association, April, 1988, New Orleans, Louisiana.

Beggan, J. K., Messick, D. M., & Allison, S. T. *Social values and egocentric bias: Implications of the "might over morality" hypothesis*. Paper Presented at the Annual Meeting of the Eastern Psychological Association, April, 1988, Buffalo, New York.

Allison, S. T. *When is a norm not a norm? Self-serving biases and the partitionment of shared resources*. Invited Address, Third International Conference on Social Dilemmas, July, 1988, Groningen, The Netherlands.

Beggan, J. K., Messick, D. M., & Allison, S. T. *Social values and egocentric bias: Two tests of the "might over morality" hypothesis*. Paper Presented at the 87th Meeting of the American Psychological Association, August, 1988, Atlanta, Georgia.

Mackie, D. M., Allison, S. T., & Worth, L. T. *The impact of outcome-biased inferences and illusory change on stereotype modification*. Paper Presented at the 24th International Congress of Psychology, Sydney, Australia, September, 1988.

Sholley, B. K., Allison, S. T., & Corcoran, C. *Teaching lab: Is there method to the madness?* Panel Discussion at the First Annual Eastern Teaching Conference, Harrisonburg, Virginia, October, 1988.

Wogalter, M., McKenna, N., & Allison, S. *Warning compliance: Behavioral effects of cost and consensus*. Paper Presented at the 32nd Annual Meeting of the Human Factors Society, Santa Monica, California, October, 1988.

Allison, S. T. *Attributing attitudes to groups: Perils and pitfalls*. Invited Address, Eleventh Annual Meeting of the Society of Southeastern Social Psychologists, Greensboro, North Carolina, November, 1988.

Allison, S. T. *The etiology of attributional thought*. Symposium Presentation at the Annual Meeting of the Southeastern Psychological Association, April, 1989, Washington D.C.

Allison, S. T., Worth, L. T., & Mackie, D. M. *Sequential outcome-biased inferences and the illusion of attitude change within individuals*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, April, 1989, Washington D.C.

Allison, S. T. *The activation and utilization of social decision heuristics from memory*. Paper Presented at the Twelfth Annual Meeting of the Society of Southeastern Social Psychologists, Louisville, Kentucky, October, 1989.

Ross, A. M., Allison, S. T., & Yeatts, C. E. *A cluster-analytic approach toward identifying the structure and content of human decision making*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, April, 1990, Atlanta, Georgia.

Martin, T., Muller, M., & Allison, S. T. *Why people join groups*. Paper Presented at the Annual Meeting of the

Southeastern Psychological Association, April, 1990, Atlanta, Georgia.

Samuelson, C. D., & Allison, S. T. *Social decision heuristics, role schemas, and the consumption of shared resources*. Paper Presented at the Conference on Experimental Research on the Provision of Public Goods and Common-Pool Resources, May, 1990, Bloomington, Indiana.

Allison, S. T. *Environmental uncertainty and social decision making processes in resource allocation tasks*. Paper Presented at the 13th Annual Meeting of the Society of Southeastern Social Psychologists, November, 1990, Raleigh, North Carolina.

Fugett, D. P., George, M. B., Allison, S. T., & Samuelson, C. D. *Decision processes in the allocation of scarce resources*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, March, 1991, New Orleans, Louisiana.

Slatopolsky, D. C., & Allison, S. T. *The effects of self-esteem, performance feedback, and behavioral verifiability on self-serving biases*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, March, 1991, New Orleans, Louisiana.

Muller, M. M., & Allison, S. T. *Perceptions of attitude change within individuals: The Castro studies revisited*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, March, 1991, New Orleans, Louisiana.

Allison, S. T. *Perceptual biases in the overconsumption of shared resources*. Paper Presented at the Fourteenth Annual Meeting of the Society of Southeastern Social Psychologists, November, 1991, Jacksonville, Florida.

Allison, S. T. *Intentional and unintentional overestimations of shared nonpartitioned resources*. Invited Address at the Annual Meeting of the Mid-Atlantic Social Psychology Conference, February, 1992, Charlottesville, Virginia.

Taylor, L. A., Allison, S. T., & Beggan, J. K. *Perceived support for individual and group decisions*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, March, 1992, Knoxville, Tennessee.

Sibley, A. B., Allison, S. T., & Mackie, D. M. *Intuitive beliefs about attitude change within individuals*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, March, 1992, Knoxville, Tennessee.

Samuelson, C. D., & Allison, S. T. *Social decision heuristics in resource sharing tasks*. Symposium Presentation at the Annual Meeting of the Society of Experimental Social Psychology, October, 1992, San Antonio, Texas.

Allison, S. T. *Judgments of Popular Support for Group Decision Outcomes*. Invited Address at the Annual Meeting of Mid-Atlantic Social Psychologists Conference, February, 1993, Williamsburg, Virginia.

Herlocker, C., Garver, L., & Allison, S. T. *Inadvertent overestimations of shared rewards and costs*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, March, 1993, Atlanta, Georgia.

Jones, J., Story, D., & Allison, S. T. *The sociocentric bias in temporal estimates of group performance*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, March, 1993, Atlanta, Georgia.

Allison, S. T. *Outcome-Biased Inferences and Their Behavioral Consequences*. Invited Address at the University of California, Santa Barbara Alumni Reunion, the Annual Meeting of Society of Experimental Social Psychology, October, 1993, Santa Barbara, California.

Fejfar, M. C., Proudfoot, K. S., Allison, S. T., & Beggan, J. K. *A two-stage process model of the egocentric bias*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, March, 1994, New Orleans, Louisiana.

McDonald, R. A., Rettew, M. L., Allison, S. T., & Beggan, J. K. *The illusion of majority voter support for Bill Clinton*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, March, 1994, New Orleans, Louisiana.

Wallace, K. A., Midgley, E. H., & Allison, S. T. *List-length effects in social perception*. Paper Presented at the

Annual Meeting of the Southeastern Psychological Association, March, 1994, New Orleans, Louisiana.

Allison, S. T. *Inferences about the magnitude of popular support for group decision outcomes*. Invited Address, Duck Conference on Social Cognition, June, 1994, Duck, North Carolina.

Allison, S. T. *Dispositional and behavioral inferences about target groups*. Invited Address, International Conference on Integrative Approaches to Social Psychology, October, 1994, University of Kentucky, Lexington, Kentucky.

Allison, S. T. *The perception of group entitativity: Implications for dispositional inferences about groups*. Invited Address, Society of Southeastern Social Psychologists, November, 1994, Wake Forest University, Winston-Salem, North Carolina.

Rogevich, M., Fejfar, M. C., Proudfoot, K. S., Allison, S. T., & Beggan, J. K. *The cognitive construction of the egocentric bias*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, March, 1995, Savannah, Georgia.

Reese, C. M., Johnson, K. L., & Allison, S. T. *The overconsumption of nondivisible shared resources*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, March, 1995, Savannah, Georgia.

Allison, S. T. *Social cognition at work in groups*. Invited Address, Duck Conference on Social Cognition, June, 1995, Duck, North Carolina.

Allison, S. T. *The overestimation bias in the consumption of physical, spatial, and temporal resources*. Symposium Presentation at the 94th Meeting of the American Psychological Association, August, 1995, New York, New York.

Asuncion, A. G., Mackie, D. M., Allison, S. T., & Williams, E. *Impact of outcome biased inferences on judgments of the self and others*. Paper Presented at the Society of Experimental Social Psychology, September, 1995, Washington, DC.

Uhles, A. N., & Allison, S. T. *Sequential outcome biased inferences about the self*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, March, 1996, Norfolk, Virginia.

Clair, J., Rogevich, M., Somers, T., & Allison, S. T. *The social psychology of deception*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, March, 1996, Norfolk, Virginia.

Allison, S. T. *Metaphors and person memory*. Invited Address, Duck Conference on Social Cognition, June, 1996, Duck, North Carolina.

Beggan, J. K., & Allison, S. T. *The self is where you find it, or where you put it: Self-extension processes*. Symposium Presentation at the Society of Experimental Social Psychology, October, 1996, Sturbridge, Massachusetts.

Beggan, J., & Allison, S. *To thine own self be true. All others pay cash. Self-enhancement biases in judgments of own and others' deceptions*. Paper presented at the Society of Southeastern Social Psychologists Annual Convention, November, 1996, Virginia Beach, Virginia.

Allison, S. T. *The McClintockian perspective in social psychology: The next 50 years*. Invited Address, The McClintock Conference, March, 1996, Santa Barbara, California.

Dent, J., Allison, S., Bradshaw, C., Gibbons, M., & Johnson, K. *Self-serving outcome-biased inferences*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, April, 1997, Atlanta, Georgia.

Reese, C., & Allison, S. T. *Affective consequences of social comparisons among cooperative and competitive individuals*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, April, 1997, Atlanta, Georgia.

Allison, S. T. *Human foible as friend or foe: The cognitive coaxing of pro-social behavior*. Symposium Presentation

at the 20th Annual Meeting of the Society of Southeastern Social Psychologists, November, 1997, Research Triangle Park, North Carolina.

Dent, J., Crawford, N., Hunt, U., McKiernan, B., & Allison, S. *The social comparison of victimization*. Paper Presented at the 20th Annual Meeting of the Society of Southeastern Social Psychologists, November, 1997, Research Triangle Park, North Carolina.

Orem, K., Harlan, C., Allison, S., & Beggan, J. *Metaphor-driven systematic processing of persuasive messages*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, March, 1998, Mobile, Alabama.

Beggan, J. K., & Allison, S. T. *Convergent evidence for the mere ownership effect*. Paper Presented at the Annual Meeting of the Southeastern Psychological Association, March, 1998, Mobile, Alabama.

Allison, S. T. *Metaphorical representations of persons*. Paper Presented at the Annual Meeting of the Society of Experimental Social Psychologists, October, 1998, Lexington, Kentucky.

Harlan, C. B., Allison, S. T., & Kleiner, J. S., *High and humble: Impressions of individuals practicing tactical and genuine humility*. Paper Presented at the 21st Annual Meeting of the Society of Southeastern Social Psychologists, November 1998, Athens, Georgia.

Eylon, D., & Allison, S. T. *Sharing ambiguous information: U.S. findings and the need for cross-cultural investigation*. Paper presented at the 24<sup>th</sup> Annual Meeting of the European Business Academy, December, 1998, Jerusalem, Israel.

Allison, S. T. *Resource dilemmas in groups*. Invited Address, Group and Organizational Dynamics Conference, February 1999, Richmond, Virginia.

Harlan, C. B., Kleiner, J., Keller, V., & Allison, S. T. *On being both 'high' and 'humble': Impressions of individuals displaying humility tactics*. Paper presented at the Annual Meeting of the Southeastern Psychological Association, March, 1999, Savannah, Georgia.

Beggan, J. K., & Allison, S. T. *Self-processes associated with decisions to have cosmetic surgery*. Paper presented at the Annual Meeting of the Southeastern Psychological Association, March, 1999, Savannah, Georgia.

Kleinman, R., Sandford, M., Allison, S., & Beggan, J. *Self-serving biases in judgments about cosmetic surgery*. Paper presented at the Annual Meeting of the Southeastern Psychological Association, March, 2000, New Orleans, Louisiana.

Duggan, K., & Allison, S. *Love is a story: The preference for feminine romantic metaphors*. Paper presented at the Annual Meeting of the Southeastern Psychological Association, March, 2000, New Orleans, Louisiana.

Allison, S. T., & Eylon, D. *The death positivity bias and posthumous impressions of leaders*. Paper presented at the Psychology and Leadership conference, August 2000, Northwestern University, Evanston, Illinois.

Allison, S. T., & Eylon, D. *Principles of posthumous impression formation*. Invited Address, Annual Meeting of the Person Memory Interest Group, October 2000, Helen, Georgia.

Allison, S. T., & Eylon, D. *Principles of posthumous impression formation*. Paper presented at the Annual Meeting of the Society of Experimental Social Psychology, October 2000, Atlanta, Georgia.

Allison, S. T., Eylon, D., Bachelder, J., Breiner, E., & Myers, S. *Death becomes her: Posthumous impression formation of target individuals*. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, February 2001, San Antonio, Texas.

Allison, S. T. *The death positivity bias in impression formation*. Paper presented at the Annual Meeting of the Society of Experimental Social Psychology, October 2001, Spokane, Washington.

Allison, S. T., & Beggan, J. K. *The construction of men's identities*. Paper presented at the Annual Meeting of the

Men's Studies Association, March 2002, Nashville, Tennessee.

Beyenbach, J., Clements, C., & Allison, S. T. *Hair today, gone tomorrow: Gender differences in attitudes and behaviors toward hair*. Paper presented at the Annual Meeting of the Men's Studies Association, April 2003, Nashville, Tennessee.

Clements, C., Beyenbach, J., & Allison, S. T. *The derogation of males in stereotypically feminine occupational roles*. Paper presented at the Annual Meeting of the Men's Studies Association, April 2003, Nashville, Tennessee.

Markus, M.J., Allison, S.T., & Eylon, D. *Why we root for the underdog: Initial findings and insights*. Paper presented at the Annual Meeting of the Midwestern Psychological Association, May 2003, Chicago, Illinois.

Allison, S. T., Eylon, D., & Beggan, J. *The frozen in time effect in evaluations of the dead*. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, January 2004, Austin, Texas.

Markus, M.J., McGuire, H., Allison, S.T., & Eylon, D. *Why we root for the underdog: A Social Identity Approach*. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, January 2004, Austin, Texas.

Allison, S.T., Beggan, J. K., Dyjak, K., & Hindle, S. *Ronald Reagan and the Death Positivity Bias: The Gipper and Posthumous Impression Formation Phenomena*. Paper presented at the Annual Meeting of the American Culture Association, March 2005, San Diego, California.

Allison, S.T., Beggan, J. K., & Hindle, S. *From Israel-Palestine to Hertz-Avis: Biased Media Portrayals of the Underdog Phenomenon*. Paper presented at the Annual Meeting of the American Culture Association, April 2006, Atlanta, Georgia.

Allison, S.T., Beggan, J. K., & Heilborn, J. *The Construction of the Male Identity in Viva Magazine: An Historical Case Study*. Paper presented at the Annual Meeting of the American Culture Association, April 2007, Boston, Massachusetts.

Allison, S.T. *The Messickization of Social Dilemma Research: A Tribute To the Legacy of David M. Messick*. Invited Address, the Annual International Conference on Social Dilemmas, June 2007, Seattle, Washington.

Allison, S. T. *Seminal Theoretical and Empirical Contributions of David Messick to the Field of Social Interdependence*. Invited Address, David Messick Tribute Meeting, September 2007, Santa Barbara, California.

Beggan, J. K., Allison, S. T., & Heilborn, J. *The Performance of Hegemonic Masculinity in Ballroom Dancing Movies*. Invited Address, American Men's Studies Association, April, 2008, Winston-Salem, North Carolina.

Allison, S. T. & Burnette, J. *The Little Engine That Could: Believing You Can Buffers Underdog Motivation Deficits*. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, February 2009, Tampa, Florida.

Burnette, J., Allison, S. T., Davis, A., & Stone, H. *The Little Engine That Could: Believing You Can Buffers Underdog Motivation Deficits*. Paper presented at the Annual Meeting of the Eastern Conference on the Teaching of Psychology, June 2009.

Allison, S. T., Beggan, J.K., & Waligura, M. *From Underdog to Top Dog: Changes in Evaluations of Competitively Disadvantaged Individuals*. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, January 2010, Las Vegas, Nevada.

Pratt, E., Allison, S. T., Beggan, J. K., & Koval, E. *Explaining the Obesity Epidemic: Distortions in Estimates of Caloric Intake and Expenditure*. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, January 2011, San Antonio, Texas.

Allison, S. T., Fischer, B., & Hensel, A. *A Categorical and Semantic Differential Analysis of Cognitive Conceptions of Heroes and Villains*. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, January 2012, San Diego, California.

Allison, S. T., & Hensel, A. *Heroism, Leadership, and Heroic Leadership: Conceptual Distinctions and Integration*. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, January 2013, New Orleans, Louisiana.

Darsie, J., & Allison, S. T. *Maverick Leadership: Implicit Theories and Lay-Conceptions of Categorical Structure*. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, January 2013, New Orleans, Louisiana.

Allison, S. T. *The Psychology of Heroism*. Invited address at the First Annual Hero Round Table Conference, November 2013, Flint, Michigan.

Cecilione, J., & Allison, S. T. *A Social Influence-Based Taxonomy of Heroism*. Paper presented at the First Annual Hero Round Table Conference, November 2013, Flint, Michigan.

Allison, S. T. *What is Your Mission in Life? Using the Hero Journey to Accomplish Your Life Purpose*. Invited Workshop at the Second Annual Hero Round Table Conference, September 2014, Flint, Michigan.

Gleckel, E. & Allison, S. T. *Movie Heroes: A Classification Scheme of Seven Hero Types*. Paper Presented at the Second Annual Hero Round Table Conference, September 2014, Flint, Michigan.

Rodriguez, Y. & Allison, S. T. *Three Kings: How Elvis, the Champ, and MLK, Jr. Transformed American Society*. Paper Presented at the Second Annual Hero Round Table Conference, September 2014, Flint, Michigan.

Cecilione, J. & Allison, S. T. *The Immortality of Morality: How Contemplating Mortality Affects Morality*. Paper Presented at the Second Annual Hero Round Table Conference, September 2014, Flint, Michigan.