



# Scott T. Allison

E-mail : sallison@richmond.edu  
Phone : (804) 289-8127

Website: psychology.richmond.edu/faculty  
Address: Department of  
Psychology  
University of Richmond

## 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

---

Efthimiou, O., Allison, S. T., & Franco, Z. (Eds.) (2018). *Heroism and wellbeing in the 21st Century: Applied and emerging perspectives*. New York: Routledge.

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.

Franco, Z. E., Allison, S. T., Kinsella, E. L., Kohen, A., Langdon, M., & Zimbardo, P. (2017). Heroism research: An overview of theories, methods, challenges, and trends. *Journal of Humanistic Psychology*.

Allison, S. T., & Goethals, G. R. (2017). The hero's transformation. In S. T. Allison, G. R. Goethals, & R. M. Kramer (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, G. R. Goethals, & R. M. Kramer (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.

Efthimiou, O., Bennett, D., & Allison, S. T. (2016). The influence of heroic leadership on the development of career identity. *Heroism Science*, 1, 1-12.

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.

Allison, S. T., Kocher, C. T., & Goethals, G. R. (Eds.) (2016). *Frontiers in spiritual leadership: Discovering the better angels of our nature*. New York: Palgrave Macmillan.

Allison, S. T., & Beggan, J. K. (2016). The authoritative captain: Parenting style and successful child development. In T. Langley (Ed.), *Star Trek: The mental frontier*. New York: Sterling.

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*. London: Pronoun 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

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.lequa.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

Allison, S. T., & Beggan, J. K. (2008). Prototypes. In W. A. Darity (Ed.), *The International Encyclopedia of the Social Sciences*. Detroit, MI: Macmillen.

Allison, S. T., & Kim, J. (2008). Person perception. In W. A. Darity (Ed.), *The International Encyclopedia of the Social Sciences*. Detroit, MI: Macmillen.

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

Markus, M., Eylon, D., & Allison, S. T. (2004). The social psychology of leadership. In J. M. Burns, G. R. Goethals, & G. Sorenson (Eds.), *The Encyclopedia of Leadership* (pp. 1462-1465). New York: Berkshire Publishing. doi: 10.4135/9781412952392.n333

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

Beggan, J. K., & Allison, S. T. (2001). What do Playboy playmates want?Implications of expressed preferences in the construction of the "unfinished" masculine identity. *Journal of Men's Studies*, 10, 1-38. doi: 10.3149/jms.1001.1

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

Mackie, D. M., Ahn, M. N., Asuncion, A. G., & Allison, S. T. (2001). The impact of perceiver attitudes on outcome-biased dispositional inferences. *Social Cognition*, 19, 71-93. doi: 10.1521/soco.19.1.71.18960

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

Nesselroade, K. P., Beggan, J. K., & Allison, S. T. (1999). Possession enhancement in an interpersonal context: An extension of the mere ownership effect. *Psychology and Marketing*, 16, 21-34. doi: 10.1002/(SICI)1520-

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

Herlocker, C. E., Allison, S. T., Foubert, J. D., & Beggan, J. K. (1997). Intended and unintended overconsumption of physical, spatial, and temporal resources. *Journal of Personality and Social Psychology*, 73, 992-1004. doi: 10.1037/0022-3514.73.5.992

Allison, S. T., & Dent, J. L. (1997). Negotiating the social and the cognitive. *Contemporary Psychology*, 42, 1086-1087. doi: 10.1037/000641

Rowatt, W. C., Nesselroade, K. P., Beggan, J. K., & Allison, S. T. (1997). Perceptions of brainstorming in groups: The quality over quantity hypothesis. *Journal of Creative Behavior*, 31, 131-150. doi: 10.1002/j.2162-6057.1997.tb00786.x

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

Beggan, J. K., & Allison, S. T. (1993). The landslide victory that wasn't: The bias toward consistency in recall of election support. *Journal of Applied Social Psychology*, 23, 669-677. doi: 10.1111/j.1559-1816.1993.tb01108.x

Allison, S. T., Mackie, D. M., Muller, M. M., & Worth, L. T. (1993). Sequential correspondence biases and perceptions of change: The Castro Studies Revisited. *Personality and Social Psychology Bulletin*, 19, 151-157. doi: 10.1177/0146167293192003

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

Mackie, D. M., Allison, S. T., Worth, L. T., & Asuncion, A. G. (1992). The generalization of outcome-biased counter-stereotypic inferences. *Journal of Experimental Social Psychology*, 28, 43-64. doi: 10.1016/0022-1031(92)90031-E

Allison, S. T., Jordan, A. M. R., & Yeatts, C. E. (1992). A cluster-analytic approach toward identifying the structure and content of human decision making. *Human Relations*, 45, 49-72. doi: 10.1177/001872679204500103

Mackie, D. M., Allison, S. T., Worth, L. T., & Asuncion, A. G. (1992). The impact of outcome biases on counter-stereotypic inferences about groups. *Personality and Social Psychology Bulletin*, 18, 44-51. doi: 10.1177/0146167292181007

Allison, S. T., McQueen, L. R., & Schaeferl, 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.

Allison, S. T. (1990). Social judgments and the lingering mystery of the golden section relationship. *Contemporary Social Psychology*, 14, 180-182.

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

Allison, S. T., & Messick, D. M. (1990). Social decision heuristics and the use of shared resources. *Journal of Behavioral Decision Making*, 3, 195-204. doi: 10.1002/bdm.3960030304

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.

Allison, S. T., Messick, D. M., & Goethals, G. R. (1989). On being better but not smarter than others: The Muhammad Ali effect. *Social Cognition*, 7, 275-296. doi: 10.1521/soco.1989.7.3.275

McClintock, C. G., & Allison, S. T. (1989). Social value orientation and helping behavior. *Journal of Applied Social Psychology*, 19, 353-362. doi: 10.1111/j.1559-1816.1989.tb00060.x

Beggan, J. K., Messick, D. M., & Allison, S. T. (1988). Social values and egocentric bias: Two Tests of the "might over morality" hypothesis. *Journal of Personality and Social Psychology*, 55, 606-611. doi: 10.1037/0022-3514.55.4.606

Allison, S. T., & Messick, D. M. (1988). The feature-positive effect, attitude strength, and degree of perceived consensus. *Personality and Social Psychology Bulletin*, 14, 231-241. doi: 10.1177/0146167288142002

Messick, D. M., Allison, S. T., & Samuelson, C. D. (1988). Framing and communication effects on group members' responses to environmental and social uncertainty. In Shlomo Maital (Ed.), *Applied Behavioural 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

Messick, D. M., & Allison, S. T. (1987). Accepting unfairness: Outcomes and attributions. *Representative Research in Social Psychology*, 17, 39-51.

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 Pddress, 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.

Allison, S. T. *Heroes Transform and Harmonize Us*. Invited Address, Hero Round Table Conference, November 2015, Geelong, Australia.

Allison, S. T. *The Rise and Coalescence of Heroism Science*. Keynote Address, The Rise and Future of Heroism Science – A Cross-Disciplinary Conference, July 2016, Perth, Australia.