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## **Curriculum Vitae Paul A. M. Van Lange**

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Name: Van Lange, Paul Alphons Maria

Professional Address: Vrije Universiteit, Amsterdam  
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Date of Birth: October 11, 1961

Marital Status: Married to Wilma Otten  
Two children, one son (Dion), one daughter (Sera)

### **Education**

Bachelor's degree: University of Groningen, Psychology (1983)

Master's degree: University of Groningen, Major: Social Psychology;  
Minor: Quantitative Psychology (1986)

Ph. D. degree: University of Groningen, Title thesis: *The rationality and morality of cooperation* (1991).

### **Professional Experience**

1990-1997 Assistant Professor: Vrije Universiteit, Amsterdam

1998-2000 Associate Professor: Vrije Universiteit, Amsterdam

1999-2009 Full Professor (Bijzonder Hoogleraar), part-time at University of Leiden

2000-2003 Scientific Director Kurt Lewin Institute

2000-now Full Professor (Gewoon Hoogleraar), Vrije Universiteit, Amsterdam

2007-2009  
2009-

Head of Department Social Psychology  
Head of Department of Social and Organizational  
Psychology

## **Courses Taught**

*Research Skills* (1990-1998): A compulsory course at the undergraduate level.

*Social Psychological Theories* (1990-2000): A compulsory course at the undergraduate level

*The Social Psychology of Environment and Economics* (1995-1996, 1998):  
An optional course at the undergraduate level

*Advanced Research Skills* (1990-1994): An optional course at the undergraduate and graduate level

*Egoism and Altruism* (formerly known as "Social Interdependence"; 1992-1995; 1997, 2004-2005): An optional course at the undergraduate and graduate level.

*Egoism, Altruism, and Justice* (2000-2003): An optional course at the undergraduate level, jointly given with Dr. Riel Vermunt at The University of Leiden

*Cooperation and Competition* (1998):

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

*Interdependence and Conflict* (1999): A three-day workshop at the graduate level, given at the University of Louvain-la-Neuve, Belgium

*Introduction to Social Psychology* (1999-2001): A compulsory course at the undergraduate level (first year students)

*Interdependence: An Atlas of Interpersonal Situations* (2005-now)

A compulsory course in the Research Masters Social Psychology, jointly given with Prof.dr. C.E. Rusbult.

*Interpersonal Processes* (2002-2006). A course at the bachelor's level, jointly given with Dr. Jan Willem van Prooijen or Drs. Monique Pollmann.

*Bridging Social Psychology* (2005 -now). A compulsory course in the Research Masters Social Psychology.

How to Publish (2007-now). An optional course in the PhD program of the Kurt Lewin Institute. (jointly given with Prof.dr. Rusbult)

*Research Projects* (1990-now): Supervision of research at the undergraduate level.

## **Supervision of Graduate Students**

Dr. Mark van Vugt (PhD, 1995; now Full Professor, VU University Amsterdam)

Dr. Jeff Joireman, (PhD, 1996, now Associate Professor, Washington State University, USA)

Dr. Ellen de Bruin (PhD, 1999, now journalist at NRC Handelsblad).

Dr. Johan Karremans, (PhD, 2002, now Assistant Professor, Radboud University, Nijmegen, The Netherlands)

Dr. Joost Miedema (PhD, 2004, now Assistant Professor, University of Groningen, The Netherlands)

Dr. Mirjam Tazelaar (PhD, 2004, passed away in 2005)

Dr. Tom Frijns (PhD, 2005, now Post-Doctoral fellow at the University of Utrecht)

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

Dr. Chris Reinders Folmer (PhD, 2008, now Post Doc Erasmus University)

Dr Anthon Klapwijk (PhD, 2009, now Researcher at Ministry of National Affairs)

Petra Hopman (Phd, 2010, now Researcher at Research Institute)

Kaska Kubacka (Phd, planned 2010)

Joel Vuolevi (PhD, planned 2010)

Francesca Righetti (PhD, planned 2011)

Linh Phan (PhD, planned 2011)

Hester Ruigendijk (PhD, planned 2011)

Marco van Bommel (PhD, planned 2013)

Luis Filipe Martins (PhD, planned 2013)

## **Supervision of Post-Docs**

Dr. Wernher Brucks (2004-2005, now Senior Researcher, Zurich)

Dr. Marcello Gallucci (2000-2005, now Associate Professor, University of Milan)

Dr. Jaap W. Ouwerkerk (1998-2001, now Associate Professor, VU Amsterdam)

Dr. Sonja Utz (2000-2001, now Assistant Professor, VU Amsterdam)

## Colloquia and Key Notes

### *Departments of Psychology*

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

### *Other Departments*

Catholic University of Leuven (Economics), Free 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 (Londen), Institute for Affective Science (CISA, Geneva).

### *Invited keynote paper presentations*

German Association of Psychology (Kassel, 1999)  
Association of Social Psychological Research (Nijmegen, 2000)  
Third International Symposium of Psychology and Economics (Tilburg, 2004)  
Confidence in Interactive Decisions (Van Lange, Interpersonal orientations: A review of basic propositions; Leicester, 2005)  
Empathy and Fairness: Novartis Foundation (London, 2005)  
Open Meeting on Empathy and Fairness. The Royal Institution: The Novartis Foundation in Collaboration with the Physiological Society. London (2005)  
Symposium on Trust and Cooperation (Sapporo, 2006)  
Do not limit yourself to moral education (VU-podium, May, 2006)  
Social Dilemmas: Beyond Morality (Delft, November 2006)  
Coping with noise: Generosity, Empathy, and Trust (Geneva, 2007)  
Cooperation, noise, and trust (Herzlyia, 2008)  
Cooperation in an uncertain world (Zurich, 2008)  
Social dilemmas and global climate change (European Commission, Paris, 2008)

## Grants

Research grant Netherlands Organization of Scientific Research (NWO), entitled "Political paranoia in times of economic uncertainty" (2010, 165.000 euros, main applicant, Dr. J.W. van Prooijen, co-applicant, Dr. N. Jostmann).

Research grant "Cooperation between groups: Opportunities and challenges. VU University (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 (2009, 200,000 euros, joint application with Prof.dr. Henk Elffers).

Research grant "Social dilemmas and uncertainty" Alfred Kordelin's foundation,

- Finland (2008, 9.000 euros, joint application with Msc Joel Vuolevi).
- Research grant "Social dilemmas and Distributive Justice in China" (2008, 12.000 euros, joint application with Dr. Chang-Jiang Lui).
- Research grant "Uncertainty, information, and cooperation" Research Grant Finnish Cultural Foundation (2008, 18,000 euros, joint application with Msc Joel Vuolevi).
- Research grant "Behavioral Decision Making in Social Dilemmas: A Two-Stage Model. National Science Foundation of China (2008, Nr. 30800307; 15.000 euros, with Dr. Chang-Jiang Lui)
- Research grant "Social Psychology: Bridging Theory and Application in Society" (2007, 48.000 euros).
- Research grant from the Swiss Science Foundation for a project entitled "Noise in Group Interactions" (2004; 125.000 euros; joint application with Dr. Wernher Brucks).
- Research grant from the Netherlands Organization of Scientific Research (NWO). "Beyond Reciprocity: A New Look at the Evolution of Cooperation" (150.000 euros; 2003).
- Research grant from the Free University for Interdisciplinary research on work (VU-ster Work and Cooperation, 250.000 euros; 2003) with Prof. dr. Gerard van den Berg (Economics) and Prof.dr. Jeanne de Bruijn (Sociology).
- Research grant from the Free University (Breedtestrategie) "Cognition, Communication, and Change" (425.000 euros; 1999. 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; 1999; joint application with Marcello Gallucci).
- Research grant from the German Science Foundation for a project entitled "Priming prosocial behavior" (55.000 euros; 1999; joint application with Sonja Utz)
- Research grant from the Netherlands Organization of Scientific Research (NWO) "A New Look at Social Comparison" (225.000 euros; 1999. Principal applicant was Prof. dr. Diederik Stapel en Prof.dr. Bram Buunk; co-applicants included Dr. K. Van Den Bos, Prof.dr. R. Spears, Dr. N. Van Yperen).
- Research grant from the Netherlands Organization of Scientific Research (NWO) "Need to Belong and Cooperation" (110.000 euros); 1999. Co-applicant is dr. Sander Koole.
- 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; 1997. 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; 1997. 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).

Grant from the Free University ("Universitaire Stimulerings Fonds") to support a graduate student on a project called "The formation and maintenance of personality impressions." (1994: 60.000 euros)

Grant from the Dutch Ministry of Traffic and Water Management (1994: 70.000 euros) for advice and research regarding the relationship between traffic mode choices and functioning in organizations.

Grant from Van Nimwegen en partners, an organization concerned with consumer satisfaction research (1993: 2.000 euros).

Grant from the Dutch Ministry of Traffic and Water Management (1993: 23.000 euros) for writing a report and giving two presentations about "A social dilemma approach to traffic management."

Grant from Van Nimwegen en partners, an organization concerned with consumer satisfaction research (1993: 2.000 euros).

Several small 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/Symposia/Workshops**

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

*Trust and Respect.* Symposium at Bi-annual the 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.

Program Chair for the 14<sup>th</sup> General Meeting of the European Association of Experimental Social Psychology, Würzburg, Germany (July 2005)

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

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

*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.

*Social interaction and interdependence* (with Prof. dr Gerold Mikula), Small group meeting sponsored by the European Association of Experimental Social Psychology, Amsterdam (April/May 1994)

*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:

Acta Psychologica  
American Psychologist  
Behavioral Decision Making  
British Journal of Social Psychology  
Current Directions in Psychological Science  
European Journal of Social Psychology  
European Journal of Personality  
Gedrag en Organisatie  
Group Dynamics  
Group Processes and Intergroup Relations  
Human Nature  
International Journal of Psychology  
Journal of Applied Social Psychology  
Journal of Conflict Resolution  
Journal of Environmental Psychology  
Journal of Experimental Social Psycholog  
Journal of Marriage and Family  
Journal of Personality  
Journal of Personality and Social Psychology (all 3 sections)  
Journal of Social and Personal Relationships  
Nature  
Nederlands Tijdschrift voor de Psychologie  
Personality and Social Psychology Bulletin  
Personality and Social Psychology Review  
Personal Relationships,  
Psychological Bulletin  
Psychological Review

Psychological Science  
Science  
Social Cognition  
Social Psychology Quarterly  
Thinking and Reasoning

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)

### **Editorships**

Associate Editor of:

*European Journal of Social Psychology* (1998-2001)  
*Journal of Personality and Social Psychology* (2001-2002, 2007-2008)  
*Psychological Science* (2008, canceled)

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

*Program Chair* for the General Meeting organized by the European Association of Experimental Social Psychology (2004-2005)

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

### **Editorial Boards**

Journal of Personality and Social Psychology (Interpersonal Relations and Group Processes) (1996-now);  
European Journal of Social Psychology (1995-2005)  
European Review of Social Psychology (2002-now)  
British Journal of Social Psychology (2009-now)  
Personal Relationships (2006-2008)  
Personality and Social Psychology Bulletin (2007-now)  
Social Issues and Policy Review (2006-now)  
Social and Personality Psychology Compass (2006-now)

### **Advisory boards**

Advisory board of the *European Science Foundation* (2005+)  
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 articles and in Dutch newspapers (e.g., Volkskrant, NRC, Trouw, Intermediair) and magazines (e.g., Psychologie, Mind)  
Participation in several ad hoc discussion groups  
Several radio and television interviews  
Advisor for "De Asoshow" a television-program 1994  
Scientific producer of a newly developed television program called *Mirror Mission* (2004-2005; seven episodes broadcast in April-May 2005)

### **Administration**

#### **Major**

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

Head of Department of Social and Organizational Psychology (2009 – now)

Scientific Director of Kurt Lewin Institute, an interuniversity graduate school of social psychology and its applications (2001-2004).  
(in June 2005, the KLI was formally accredited by the Royal Dutch Academy of Sciences)

**The KLI received the 2005 Jean-Paul Codol Award from the European Association of Experimental Social Psychology, Wurzburg, July 2005)**

Scientific Research Committee (VCW, Free University Amsterdam, 1999; Chair 2000-2007)

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

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

#### **Minor**

Laboratory committee (Free University Amsterdam, 1990-1992)

Library services committee (Free University Amsterdam: 1991-1994; 1999-2001)

Association of Dutch Social Psychologists: Committee Applications of Social Psychology (1991-1995)

Colloquium committee (Free University Amsterdam: 1991-1992)

Member of Faculty of Psychology and Pedagogics Council (Free University:

1995-1997)

Education committee (Free University Amsterdam, 1998-1999)

Social Psychology committee ("Dagelijks Bestuur vakgroep Sociale Psychologie" 1998-2001)

Advisory committee for Hendrik Pierson Chair (2003-2005)

Member of Kurt Lewin Institute Board (2004 - now)

Coordinator of Master's Program: Social psychology: Health, communication and society (2004 - 2006)

Member of Department Chair Meeting (1999-2001, 2003-2004, 2005-2006)

Member of Steering Committee Social Dilemmas (2005-now)

Tenure Track Committee (2008 - now)

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

## **Consultancy and Advice**

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

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

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

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

## **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)

## Publications

### Books

- Van Lange, P. A. M., Kruglanski, A. W., & Higgins, E. T. (2011, Eds). *Handbook of Theories of Social Psychology*. 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, Professorial address). Free 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)

#### In press or published

- 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.
- Van Lange, P. A. M. (in press). Interdependence. In A. W. Kruglanski. & W. Stroebe (Eds, 2011). *Handbook for the History of Social Psychology*. London. Psychology Press.
- Van Lange, P. A. M., Schippers, M., & Balliet, D. (2010). Who volunteers in psychology experiments? An empirical review of prosocial motivation in volunteering. *Personality and Individual Differences*.
- Van Lange, P. A. M., & Rusbult, C. E. (in press). Interdependence theory. In Van Lange, P. A. M., Kruglanski, A. W., & Higgins, E. T. (in press, Eds). *Handbook of Theories of Social Psychology*. Thousand Oaks, Ca, Sage.
- 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 proselfs 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.
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