**Vita of**

**Jerry M. Burger**

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**Education**

Ph.D. Social Psychology

University of Missouri‑Columbia, 1980

M.S. Clinical Psychology, distinction

California State University, Fresno, 1977

B.A. Psychology major, Speech Communication minor

Summa Cum Laude

California State University, Fresno, 1974

**Professional Positions**

September 1993 - present Professor of Psychology

Santa Clara University

September 1987 ‑ August 1993 Associate Professor of Psychology

Santa Clara University

September 1984 ‑ August 1987 Assistant Professor of Psychology

Santa Clara University

September 1980 ‑ August 1984 Assistant Professor of Psychology

Wake Forest University

**Professional Affiliations**

Fellow, American Psychological Association (Division 8)

Fellow, Society for Experimental Social Psychology

Member, Association for Psychological Science

Member, Western Psychological Association

Member, Association for Research in Personality

**Editorial Experience**

Associate Editor, Journal of Personality and Social Psychology

(Personality Processes and Individual Differences)

1995-1997

Guest Editor, Social Influence special issue, Individual Differences and Social Influence

(*5*, No. 2) 2010

Editor, Handbook of Social Influence, Oxford University Press, in press.

Consulting Editor, Personality and Social Psychology Bulletin

1986-1987, 1990, 2002-2005

Consulting Editor, Basic and Applied Social Psychology

1998-2002, 2004-2008

Consulting Editor, Communication Monographs

2005-2009

Consulting Editor, Social Influence

2005-present

Consulting Editor, Journal of Personality and Social Psychology

(Personality Processes and Individual Differences)

1991-1994

Consulting Editor, Journal of Personality

1989-1994

Served as an ad hoc reviewer for: Academy of Management Review, Appetite, Basic and Applied Social Psychology, Canadian Journal of Behavioral Science, Cognition and Emotion, Communication Monographs, European Journal of Personality, European Journal of Social Psychology, Health Psychology, Journal of Applied Social Psychology, journal of Communication, Journal of Consulting and Clinical Psychology, Journal of Consumer Psychology, Journal of Cross-Cultural Psychology, Journal of Experimental Psychology: Applied, Journal of Experimental Social Psychology, Journal of Personality, Journal of Personality and Social Psychology, Journal of Research in Personality, Journal of Social and Clinical Psychology, Journal of Social Issues, Motivation and Emotion, Organizational Behavior and Human Performance, Personality and Social Psychology Bulletin, Personality and Social Psychology Review, Personality and Individual Differences, Psychological Bulletin, Psychological Review, Psychological Science, Psychosomatic Medicine, Review of General Psychology, Sex Roles, Social Cognition, Social Psychology, Social Psychology Quarterly, Western Journal of Communication, APA Convention, National Science Foundation, National Institute of Mental Health.

**External Grants**

National Science Foundation, Grant # BNS-8718285

“Temporal effects on attributions” (Principal Investigator)

February 1, 1988 - January 31, 1991

**Publications**

**Journal Articles**

Arkin, R. M., Appelman, A., & Burger, J. M. (1980). Social anxiety, self‑presentation and the

self‑serving bias in causal attribution. *Journal of Personality and Social Psychology, 38*, 23-35.

Arkin, R. M., & Burger, J. M. (1980). The effects of unit relations on interpersonal attraction.

*Social Psychology Quarterly, 43*, 380-391.

Burger, J. M. (1981). Motivational biases in the attribution of responsibility for an accident: A

meta‑analysis of the defensive attribution hypothesis. *Psychological Bulletin, 90*, 496‑512.

Burger, J. M. (1981). Locus of control, motivation and expectancy: Predicting hypnotic

susceptibility from personality variables. *Journal of Research in Personality, 15*, 523‑537.

Burger, J. M. (1984). Desire for control, locus of control, and proneness to depression.

*Journal of Personality, 52*, 71‑89.

Burger, J. M. (1985). Desire for control and achievement-related behaviors. *Journal of*

*Personality and Social Psychology, 48*, 1520-1533.

Burger, J. M. (1985). Temporal effects on attributions for academic performances and

reflected‑glory basking. *Social Psychology Quarterly, 48*, 330‑336.

Burger, J. M. (1986). Desire for control and the illusion of control: The effects of familiarity

and sequence of outcomes. *Journal of Research in Personality, 20*, 66‑76.

Burger, J. M. (1986). Increasing compliance by improving the deal: The That’s‑Not‑All

technique. *Journal of Personality and Social Psychology, 51*, 277-283.

Burger, J. M. (1986). Temporal effects on attributions: Actor and observer differences.

*Social Cognition, 4*, 377‑387.

Burger, J. M. (1987). Desire for control and conformity to a perceived norm. *Journal of*

*Personality and Social Psychology, 53*, 355-360.

Burger, J. M. (1987). Increased performance with increased personal control: A

self‑presentation interpretation. *Journal of Experimental Social Psychology, 23*, 350-360.

Burger, J. M. (1987). The effects of desire for control on attributions and task performance.

*Basic and Applied Social Psychology, 8*, 309-320.

Burger, J. M. (1989). Negative reactions to increases in perceived personal control. *Journal*

*of Personality and Social Psychology, 56*, 246-256.

Burger, J. M. (1990). Desire for control and interpersonal interaction style. *Journal of*

*Research in Personality, 24*, 32-44.

Burger, J. M. (1991). The effects of desire for control in situations with chance-determined

outcomes: Gambling behavior in lotto and bingo players. *Journal of Research in Personality, 25*, 196-204.

Burger, J. M. (1991). Changes in attributions over time: The ephemeral fundamental

attribution error. *Social Cognition, 9*, 182-193.

Burger, J. M. (1992). Desire for control and academic performance. *Canadian Journal of*

*Behavioural Science* (special issue), *24*, 147-155.

Burger, J. M. (1995). Individual differences in preference for solitude. *Journal of Research*

*In Personality, 29*, 85-108.

Burger, J. M. (1999). The foot-in-the-door compliance procedure: A multiple-process analysis

and review. *Personality and Social Psychology Review, 3*, 303-325.

Burger, J. M. (2009). Replicating Milgram: Would people still obey today? *American*

*Psychologist, 64*, 1-11.

Burger, J. M. (2010). Participants are people too: Introduction to the special issue on

individual differences and social influence. *Social Influence, 5*, 1-3.

Burger, J. M. (in press). Situational features in Milgram’s experiment that kept his participants

shocking. *Journal of Social Issues*.

Burger, J. M., & Arkin, R. M. (1980). Prediction, control and learned helplessness. *Journal*

*of Personality and Social Psychology, 38*, 482‑491.

Burger, J. M., Bell, H., Harvey, K., Johnson, J., Stewart, C., Dorian, K., & Swedroe, M. (2010).

Nutritious or delicious? The effect of descriptive norm information on food choice. *Journal of Social and Clinical Psychology, 29*, 228-242.

Burger, J. M., Bender, T. J., Day, L., DeBolt, J. A., Guthridge, L., How, H. W., Meyer, M.,

Russell, K. A., & Taylor, S. (in press). The power of one: The relative influence of helpful and selfish models. *Social Influence*.

Burger, J. M., Brown, R., & Allen, C. A. (1983). Negative reactions to personal control.

*Journal of Social and Clinical Psychology, 1*, 322-342.

Burger, J. M., & Burns, L. (1988). The illusion of unique invulnerability and the use of

effective contraception. *Personality and Social Psychology Bulletin, 14*, 264-270.

Burger, J. M., & Caldwell, D. C. (2000). Personality, social activities, job-search behavior and interview success: Distinguishing between PANAS trait positive affect and NEO extraversion. *Motivation and Emotion, 24*, 51-62.

Burger, J. M., & Caldwell, D. C. (2003). The effects of monetary incentives and labeling on

the foot-in-the-door effect: Evidence for a self-perception process. *Basic and Applied Social Psychology, 25*, 235-241.

Burger, J. M., & Caldwell, D. C. (2011). When opportunity knocks: The effect of a perceived unique opportunity on compliance. *Group Processes and Intergroup Relations, 14*, 671-680.

Burger, J. M., & Cooper, H. M. (1979). The desirability of control. *Motivation and Emotion,*

*3*, 381‑393.

Burger, J. M., Cooper, H. M., & Good, T. L (1982). Teacher attributions of student

performance: Effects and outcome. *Personality and Social Psychology Bulletin, 8*, 685‑690.

Burger, J. M., & Cornelius, T. (2003). Raising the price of agreement: Public commitment

and the low-ball compliance procedure. *Journal of Applied Social Psychology, 33*, 923-934.

Burger, J. M., & Cosby, M. (1999). Do women prefer dominant men? The case of the missing

control condition. *Journal of Research in Personality, 33*, 358-368.

Burger, J. M., Ehrlichman, A. M., Raymond, N. C., Ishikawa, J. M., & Sandoval, J. (2006).

Reciprocal favor exchange and compliance. *Social Influence, 1*, 169-184.

Burger, J. M., Girgis, Z. M., & Manning, C. C. (2011). In their own words: Explaining

obedience to authority through an examination of participants’ comments. *Social Psychological and Personality Science,2*, 460-466.

Burger, J. M., & Guadagno, R. E. (2003). Self-concept clarity and the foot-in-the-door

procedure. *Basic and Applied Social Psychology, 25*, 79-86.

Burger, J. M., & Hemans, L. T. (1988). Desire for control and the use of attribution processes.

*Journal of Personality, 56*, 531-546.

Burger, J. M., Horita, M., Kinoshita, L., Roberts, K., & Vera, C. (1997). The effects of time on the norm of reciprocity. *Basic and Applied Social Psychology, 19*, 91-100.

Burger, J. M., Hornisher, J., Martin, V. E., Newman, G., & Pringle, S. (2007). The pique

technique: Overcoming mindlessness or shifting heuristics? *Journal of Applied Social Psychology, 37*, 2086-2096.

Burger, J. M., & Huntzinger, R. M. (1985). Temporal effects on attributions for one’s own

behavior: The role of task outcome. *Journal of Experimental Social Psychology, 21*, 247‑261.

Burger, J. M., & Inderbitzen, H. M. (1985). Predicting contraceptive behavior among college students: The role of communication, knowledge, sexual anxiety, and self-esteem. *Archives of Sexual Behavior, 14*, 343‑350.

Burger, J. M., LaSalvia, C. T., Hendricks, L. A., Mehdipour, T., & Neudeck, E. M. (2011). Partying before the party gets started: The effects of descriptive norms on pre-gaming behavior. *Basic and Applied Social Psychology, 33*, 220-227.

Burger, J. M., & Lynn, A. L. (2005). Superstitious behavior among American and Japanese

professional baseball players. *Basic and Applied Social Psychology, 27*, 71-76.

Burger, J. M., McWard, J., & LaTorre, D. (1989). Boundaries of self-control:

Relinquishing control over aversive events. *Journal of Social and Clinical Psychology, 8*, 209-221.

Burger, J. M., Messian, N., Patel, S., del Prado, A., & Anderson, C. (2004). What a

coincidence! The effects of incidental similarity on compliance. *Personality and Social Psychology Bulletin, 30*, 35-43.

Burger, J. M., Oakman, J. A., & Bullard, N. G. (1983). Desire for control and the perception

of crowding. *Personality and Social Psychology Bulletin, 9*, 475‑479.

Burger, J. M., & Palmer, M. L. (1992). Changes in and generalization of unrealistic optimism

following experiences with stressful events: Reactions to the 1989 California earthquake. *Personality and Social Psychology Bulletin, 18*, 39-43.

Burger, J. M., & Pavelich, J. L. (1994). Attributions for presidential elections: The

situational shift over time. *Basic and Applied Social Psychology, 15*, 359-371.

Burger, J. M., & Petty, R. E. (1981). The low‑ball compliance technique: Task or person

commitment? *Journal of Personality and Social Psychology, 40*, 492-500.

Burger, J. M., Reed, M., DeCesare, K., Rauner, S., & Rozolis, J. (1999). The effects of initial

request size on compliance: More about the that’s-not-all technique. *Basic and Applied Social Psychology, 21*, 243-249.

Burger, J. M., & Rodman, J. L. (1983). Attributions of responsibility for group tasks: The

egocentric bias and the actor‑observer difference. *Journal of Personality and Social Psychology, 45*, 1232-1242.

Burger, J. M., Sanchez, J., Imberi, J. E., & Grande, L. R. (2009). The norm of reciprocity as

an internalized social norm: Returning favors even when no one finds out. *Social Influence, 4*, 11-17.

Burger, J. M., & Schnerring, D. A. (1982). The effects of desire for control and extrinsic

rewards on the illusion of control and gambling. *Motivation and Emotion, 6*, 329‑335.

Burger, J. M., & Shelton, M. (2011). Changing everyday health behaviors through

descriptive norm manipulations. *Social Influence, 6*, 69-77

Burger, J. M., & Smith, N. G. (1985). Desire for control and gambling behavior among

Problem gamblers. *Personality and Social Psychology Bulletin, 11*, 145‑152.

Burger, J. M., & Solano, C. H. (1994). Changes in desire for control over time: Gender

differences in a ten-year longitudinal study. *Sex Roles, 31*, 465-472.

Burger, J. M., Soroka, S., Gonzago, K., Murphy, E., & Somervell, E. (2001). The effect of

fleeting attraction on compliance to requests. *Personality and Social Psychology Bulletin, 27*, 1578-1586.

Burger, J. M., & Vartabedian, R. A. (1980). Desire for control and reaction to proattitutinal

and counterattitudinal messages. *Motivation and Emotion, 4*, 239-246.

Burger, J. M., & Vartabedian, R. A. (1985). Public self‑disclosure and speaker persuasiveness.

*Journal of Applied Social Psychology, 15*, 153-165.

Caldwell, D. F., & Burger, J. M. (1997). Personality and social influence strategies in the work

place. *Personality and Social Psychology Bulletin, 23*, 1003-1012.

Caldwell, D. F., & Burger, J. M. (1998). Personality characteristics of job applicants and

success in screening interviews. *Personnel Psychology, 51*, 119-136.

Caldwell, D. F., & Burger, J. M. (2009). Learning about unchosen alternatives: When

does curiosity overcome regret avoidance? *Cognition and Emotion, 23*, 1630-1639.

Caldwell, D. F., & Burger, J. M. (2011). On thin ice: Does uniform color really affect aggression in professional hockey? *Social Psychological and Personality Science, 2*, 306-310.

Chartrand, T., Pinckert, S., & Burger, J. M. (1999). The effects of time delay and requester on

the foot-in-the-door technique. *Journal of Applied Social Psychology, 29*, 211-221.

Coe, W. C., St. Jean, R. L., & Burger, J. M. (1980). Hypnosis and the enhancement of visual

imagery. *International Journal of Clinical and Experimental Hypnosis, 28*, 225-243.

Cooper, H. M., & Burger, J. M. (1980). How teachers explain students’ academic

performance: A categorization of free response academic attributions. *American Educational Research Journal, 17*, 95-109.

Cooper, H. M., Burger, J. M., & Good, T. L. (1981). Gender differences in the academic locus

of control beliefs of young children. *Journal of Personality and Social Psychology, 40*, 562-572.

Cooper, H. M., Burger, J. M., & Seymour, G. E. (1979). Classroom context and student ability

as influences on teacher perceptions of classroom control. *American Educational Research Journal, 16*, 189-196.

Daugherty, L. R., & Burger, J. M. (1984). The influence of parents, church and peers on the

sexual attitudes and behaviors of college students. *Archives of Sexual Behavior, 13*, 351‑359.

Guadagno, R. E., & Burger, J. M. (2007). Self-concept clarity and responsiveness to false

feedback. *Social Influence, 2,* 159-177.

Matacin, M. L., & Burger, J. M. (1987). A content analysis of sexual themes in Playboy

cartoons. *Sex Roles, 17*, 179-186.

Rodman, J. L., & Burger, J. M. (1985). The influence of depression on the attribution of

responsibility. *Cognitive Therapy and Research, 6*, 651‑657.

Vartabedian, R. A., & Burger, J. M. (1996). Self-disclosure and decreased persuasiveness of

political speakers. *Speech Communication Annual, 10*, 117-127.

**Books**

Burger, J. M. (1986). *Personality: Theory and research*. Belmont, CA: Wadsworth.

Burger, J. M. (1990). *Personality* (2nd ed). Belmont, CA: Wadsworth.

Burger, J. M. (1992). *Desire for control: Personality, social and clinical perspectives*. New

York: Plenum.

Burger, J. M. (1993). *Personality* (3rd ed). Pacific Grove, CA: Brooks/Cole.

Burger, J. M. (1997). *Personality* (4th ed). Pacific Grove, CA: Brooks/Cole.

Burger, J. M. (2000). *Personality* (5th ed). Belmont, CA: Wadsworth**.**

Burger, J. M. (2004). *Personality* (6th ed). Belmont, CA: Wadsworth.

Burger, J. M. (2008). *Personality* (7th ed). Belmont, CA: Thomson Wadsworth.

Burger, J. M. (2011). *Personality* (8th ed). Belmont, CA: Wadsworth Cengage.

Burger, J. M. (2011). *Returning home: Connecting with our childhood*. Landham, MD:

Rowman-Littlefield.

Burger, J. M. (2014). *Personality* (9th ed.). Belmont, CA: Wadsworth Cengage.

**Book Chapters**

Burger, J. M. (1991). Personality and control. In V. J. Derlega, B. A. Winstead, & W. H.

Jones (Eds.), *Contemporary research in personality* (pp. 285-312). Chicago:

Nelson-Hall.

Burger, J. M. (1993). Individual differences in control motivation and information processing.

In G. Weary, F. Gleicher & K. Marsh (Eds.), *Control motivation and social cognition* (pp. 203-219). New York: Springer-Verlag.

Burger, J. M. (1995). Need for control and self-esteem: Two routes to a high desire for

control. In M. Kernis (Ed.), *Efficacy, agency, and self-esteem* (pp. 217-233). New York: Plenum.

Burger, J. M. (1998). Solitude. In H. S. Friedman (Ed.), *The encyclopedia of mental health*

(pp. 563-569). San Diego, CA: Academic Press.

Burger, J. M. (1999). Personality and control. In V. J. Derlega, B. A. Winstead, & W. H.

Jones (Eds.). *Personality: Contemporary theory and research* (pp. 282-306). Chicago: Nelson-Hall.

Burger, J. M. (2000). Compliance. In A. E. Kazdin (Ed.), *Encyclopedia of psychology* (Vol.

2, pp. 229-231). Washington: American Psychological Association.

Burger, J. M. (2001). Social influence. In N. J. Smelser & P. B. Baltes (Eds.), *International*

*encyclopedia of the social and behavioral sciences*. (pp. 14320-14325). Amsterdam: Elsevier.

Burger, J. M. (2005). Personality and control. In V. J. Derlega, B. A. Winstead, & W. H.

Jones (Eds.). *Personality: Contemporary theory and research* (3rd ed., pp. 282-306). Chicago: Nelson-Hall.

Burger, J. M. (2007). Fleeting attraction and compliance to requests. In A. R. Pratkanis (Ed.),

*The science of social influence: Advances and future progress* (pp. 155-166). New York: Psychology Press.

Burger, J. M. (2008). Control motivation. In R. E. Baumeister & K. D. Vohs (Eds.).

*Encyclopedia of social psychology*. Thousand Oaks, CA: Sage.

Burger, J. M. (2010). Obedience to authority. In J. M. Levine & M. A. Hogg (Eds.),

*Encyclopedia of group processes and intergroup relations*. Thousand Oaks, CA: Sage.

Burger, J, M. (2011). Is that all there is? Reaction to the that’s-not-all procedure. In R. M.

Arkin (Ed.), *Most underappreciated: 50 prominent social psychologists describe their*

*most unloved work* (213-216). New York: Oxford University Press.

Burger, J. M. (2012). Obedience to authority. In D. J. Christie (Ed.), *Encyclopedia of*

*peace psychology*. Wiley-Blackwell.

Burger, J. M. (2012). Basking in reflected glory and compliance with requests from people

like us. In D. Kendrick, S. Braver, & N. Goldstein (Eds.), *Six degrees of social influence*. New York: Oxford University Press.

Burger, J. M. (2013). Conformity and obedience. In R. Biswas-Diener & E. Diener (Eds.),

*Noba textbook series: Psychology*. Champaign, IL: DEF Publishers.

Burger, J. M. (in press). Obedience. In K. Williams, S. Harkins & J. M. Burger (Eds.),

*Handbook of social influence*. New York: Oxford University Press.

**Book Review**

Burger, J. M. (2002). Four decades and counting [Review of the book *Obedience to*

*authority: Current perspectives on the Milgram paradigm*]. *Contemporary Psychology: APA Review of Books, 47*, 665-667.

**Reprinted Articles**

Burger, J. M. (1994). Increasing compliance by improving the deal: The That’s-Not-All

technique. In T. F. Pettijohn (Ed.), *Sources: Notable selections in social psychology* (pp. 211-216). Guilford, CN: Dushkin. (Reprinted from *Journal of Personality and Social Psychology*).

Burger, J. M., & Burns, L. (1994). The illusion of unique invulnerability and the use of

effective contraception. In S. L. Ellyson & A. Halberstadt (Eds.), *Exploring social psychology*. New York: McGraw-Hill. (Reprinted from *Personality and Social Psychology Bulletin*).

Burger, J. M., & Petty, R. E. (1985). The low-ball compliance technique: Task or person

commitment? In D. A. Schroeder, D. E. Johnson, & T. D. Jensen (Eds.), *Contemporary* *readings in social psychology* (pp. 276-288). Chicago: Nelson-Hall. (Reprinted from *Journal of Personality and Social Psychology*).

Cooper, H. M., Burger, J. M., & Good, T. L. (1980). Gender differences in the academic locus

of control beliefs of young children. *Evaluation in Education: International Progress, 4*, 73-75. (Shortened version from *Journal of Personality and Social Psychology*).

**Convention Papers**

Arkin, R. M., Petty, R. E., Burger, J. M., Pummill, A., & Reeves, B. (1978). Anticipated

discussion, bystander status and knowledgeability, and the elimination of the actor‑observer divergence. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago.

Bell, H., Harvey, K., Stewart, C., Johnson, J., & Burger, J. M. (2007). The effect of descriptive

norms on women’s food choices. Paper presented at the annual meeting of the American Psychological Association, San Francisco, CA.

Britt, L. M., & Burger, J. M. (1983). Sex differences in the etiology and expression of

depression. Paper presented at the annual meeting of the Southeastern Psychological Association, Atlanta. (This paper received a first place award in the student competition for best research on women's issues).

Burger, J. M. (1979). Teachers as attributors of student behavior. Paper presented at the

annual meeting of the American Psychological Association, New York.

Burger, J. M. (1981). Equity theory, the just‑world hypothesis and the attribution of

responsibility for an accident. Paper presented at the annual meeting of the Southeastern Psychological Association, Atlanta.

Burger, J. M. (1981). Verbal message inhibition through nonverbal communication within an

open‑space office. Paper presented at the annual meeting of the American Psychological Association, Los Angeles.

Burger, J. M. (1981). Effectance motivation and the overjustification effect. Paper presented

at the annual meeting of the American Psychological Association, Los Angeles.

Burger, J. M. (1983). Desire for control and achievement‑related behaviors. Paper presented

at the annual meeting of the American Psychological Association, Anaheim.

Burger, J. M. (1985). Temporal effects on attributions. Paper presented at the Nags Head

Conference on Social Cognition, Kill Devil Hills, NC.

Burger, J. M. (1985). Temporal effects on attributions for an academic task. Paper presented

at the annual meeting of the American Psychological Association, Los Angeles.

Burger, J. M. (1986). Increased performance with increased control: A self‑presentation

interpretation. Paper presented at the annual meeting of the American Psychological Association, Washington, DC.

Burger, J. M. (1986). Positive and negative consequences of perceived personal control. Paper

presented at the Nags Head Conference on Emotion, Motivation and Health, Kill Devil Hills, NC.

Burger, J. M. (1987). Individual differences in desire for control: Cognitive, motivational and

affective responses. Paper presented at the Nags Head Conference on Affect, Motivation and Cognition, Kill Devil Hills, NC.

Burger, J. M. (1987). Desire for control and interpersonal interaction style. Paper presented

at the annual meeting of the American Psychological Association, New York.

Burger, J. M. (1988). Self-presentation consequences of increased personal control. Paper

presented at the Nags Head Conference on Affect and Motivation, Kill Devil Hills, NC.

Burger, J. M. (1989). The need for privacy. Paper presented at the Nags Head Conference on

Affect and Adjustment, Kill Devil Hills, NC.

Burger, J. M. (1991). Gender differences in desire for control: Changes over time. Paper

presented at the Nags Head Conference on Personality, Highland Park, FL.

Burger, J. M. (1991). Desire for control and academic achievement. Paper presented at the

annual meeting of the American Psychological Association, San Francisco.

Burger, J. M. (1991). Individual differences in desire for control and information processing.

Paper presented at the annual meeting of the Society for Experimental Social Psychology, Columbus, OH.

Burger, J. M. (1993). Going home. Paper presented at the Nags Head Conference on

Personality, Highland Park, FL.

Burger, J. M. (1995). Individual differences in the preference for solitude. Paper presented at

the Nags Head Conference on Personality, Highland Park, FL.

Burger, J. M. (1997). Self-concept clarity and self-perception. Paper presented at the Nags

Head Conference on Personality, Highland Park, FL.

Burger, J. M. (1999). Solitude and well-being. Paper presented at the Nags Head Conference

on Personality, Highland Park, FL.

Burger, J. M. (2001). Single influence tactics and multiple psychological processes. Paper

presented at the annual meeting of the Society for Experimental Social Psychology, Spokane, WA.

Burger, J. M. (2009). In their own words: Explaining obedience through an examination of

participants’ comments. Paper presented at the annual meeting of the Society for Experimental Social Psychology, Portland, ME.

Burger, J. M. (2013). What was I thinking? Why good people sometimes do bad things.

Invited address at the annual meeting of the Western Psychological Association,

Reno, NV.

Burger, J. M., & Arkin. R. M. (1979). Unit relationship and interpersonal attraction. Paper

presented at the annual meeting of the Midwestern Psychological Association, Chicago.

Burger, J. M., Castro, L., & Vitarelli, G. (1994). Going home: Place attachment and the need

for connectedness. Paper presented at the annual meeting of the Western Psychological Association, Kona, HI.

Burger, J. M., & Clements, A. E. (1990). Changes over time in attributions for another

Person’s behavior. Paper presented at the annual meeting of the American Psychological Association, Boston.

Burger, J. M., McCormack, W. A., & Pinckert, S. (1994). Desire for control and adult children

of alcoholics. Paper presented at the annual meeting of the Western Psychological Association, Kona, HI.

Burger, J. M., McWard, J. & LaTorre, D. (1986). Relinquishing control over aversive events.

Paper presented at the annual meeting of the Western Psychological Association, Seattle.

Burger, J. M., & Paffrath, Y. D. (1991). The effect of unit relationship on temporal shifts in

attributions. Paper presented at the annual meeting of the Western Psychological Association, San Francisco.

Burger, J. M., & Pavelich, J. L. (1990). Attributions for presidential elections: The

situational shift over time. Paper presented at the annual meeting of the American Psychological Association, Boston.

Burger, J. M., & Petty, R. E. (1979). The low‑ball compliance technique: Task versus person

commitment. Paper presented at the annual meeting of the Midwestern Psychological Association, Chicago.

Burger, J. M., & Schnerring, D. A. (1982). Desire for control, extrinsic rewards, the illusion

of control and gambling behavior. Paper presented at the annual meeting of the American Psychological Association, Washington, DC.

Burger, J. M., & Solano, C. H. (1991). Gender differences in desire for control: A ten-year

longitudinal study. Paper presented at the annual meeting of the American Psychological Association, San Francisco.

Burger, J. M., & Vartabedian, R. A. (1985). Self‑disclosure by male and female political

figures and speaker persuasiveness. Paper presented at the annual meeting of the American Psychological Association, Los Angeles.

Caldwell, D. F., & Burger, J. M. (1997). Personality and social influence strategies between

co-workers. Paper presented at the annual meeting of the Western Academy of Management, Squaw Valley, CA.

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