

## CURRICULUM VITAE

Herbert C. Kelman

### PERSONAL DATA

Born March 18, 1927, in Vienna, Austria  
Elementary education in Vienna, and in Antwerp, Belgium  
Entered United States in 1940; naturalized citizen  
Secondary education in New York (1940–43)  
Married, August, 1953, to Rose Brousman

### EDUCATION AND DEGREES

#### *Undergraduate*

- (1) Brooklyn College, Brooklyn, N.Y. (1943–47)  
Major in English and Psychology  
Election to Propylea (Honorary Society)  
B.A. Magna cum Laude, 1947; Carolyn R. Freeman Memorial Award (in psychology) at graduation
- (2) Seminary College of Jewish Studies, New York City (1946–47)  
Judaica and pre-theological studies  
B.H.L., 1947

#### *Graduate*

- (1) Yale University, New Haven, Connecticut, Psychology Department (1947–51)  
Major area: Social psychology and personality  
Minor area: Learning  
Sheffield Fellow (1948–50); Jr. Sterling Fellow (1950–51)  
M.S. (1949); Ph.D. (1951). Election to Sigma Xi.
- (2) University of Michigan, Ann Arbor, Michigan (Summer, 1949)  
Survey research methods

#### *Post-Doctoral*

- (1) Group Psychotherapy Research Project, Phipps Psychiatric Clinic, Johns Hopkins Hospital (1951–52)  
Observation of therapy groups; participation in staff meetings, and in evaluation research
- (2) Personal psychoanalysis (1951–54) and supervised practice of psychotherapy (1956)

#### *Honorary Degrees*

A.M. (hon.), Harvard University, 1969  
Diploma de Professor Honorario, Universidad San Martin de Porres, Lima, Peru, July 1979  
Doctor of Humane Letters (hon.), Brooklyn College of the City University of New York, 1981  
Doctor of Humane Letters (hon.), Hofstra University, 1983  
Doctor Honoris Causa in Political Science and Sociology, Universidad Complutense, Madrid, 1995

## CURRENT AND RECENT POSITIONS AT HARVARD UNIVERSITY

Richard Clarke Cabot Professor of Social Ethics, Department of Psychology (1968–1999); Chair of the Doctoral Program in Social Psychology (1994–1997); Richard Clarke Cabot Research Professor of Social Ethics (1999–2004); Richard Clarke Cabot Professor of Social Ethics, Emeritus (2004–)  
 Director, Program on International Conflict Analysis and Resolution (1993–2003) and Member of the Executive Committee (1976–2004), Weatherhead Center for International Affairs; Faculty Associate, Emeritus (2004–)  
 Member of the Faculty, Center for Middle Eastern Studies  
 Chair or co-chair of the Middle East Seminar, Weatherhead Center for International Affairs and Center for Middle Eastern Studies (since 1977)  
 Co-chair (with Nadim Rouhana), Joint Working Group on Israeli-Palestinian Relations (1994–2000)  
 Co-chair (with Shibley Telhami), Joint Israeli-Palestinian Working Group on Rebuilding Trust in the Availability of a Negotiating Partner (2004–2013)  
 Fellow of Cabot House  
 Advisory Committee Member, Harvard Faculty Club (2010–2012)

## PREVIOUS POSITIONS AND FELLOWSHIPS

|                    |                                                                                                                                                                                               |
|--------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1947–48            | Research Assistant to Irvin L. Child, Psychology Department Yale University, on cross-cultural study of child training and personality                                                        |
| 1948–51            | Research Assistant to Carl I. Hovland, Psychology Department, Yale University, on attitude change project                                                                                     |
| Summer 1949        | Research Assistant at Survey Research Center, University of Michigan, on human relations project                                                                                              |
| 1951–52            | Post-doctoral Research Training Fellow of the Social Science Research Council, at Phipps Psychiatric Clinic, Johns Hopkins Hospital (Sponsor: Jerome D. Frank)                                |
| 1952–54            | Post-doctoral Research Fellow of the U.S. Public Health Service at the Psychological Clinic, Johns Hopkins University (Sponsor: G. Wilson Shaffer)                                            |
| 1952–54            | Instructor in Psychology, Baltimore College of Commerce                                                                                                                                       |
| 1954–55            | Fellow, Center for Advanced Study in the Behavioral Sciences, Stanford, California                                                                                                            |
| 1955–57            | Research Psychologist (Social Psychology), Section on Personality, Laboratory of Psychology, National Institute of Mental Health                                                              |
| 1957–62            | Lecturer on Social Psychology, Department of Social Relations, Harvard University                                                                                                             |
| 1960–61            | Special Research Fellow of the U.S. Public Health Service at the Institute for Social Research, Oslo, Norway                                                                                  |
| 1962–69            | Professor of Psychology, Chairman of the Doctoral Program in Social Psychology (1966–67), and Research Psychologist at the Center for Research on Conflict Resolution, University of Michigan |
| Spring/Summer 1964 | Visiting Fellow, Western Behavioral Sciences Institute, La Jolla, California                                                                                                                  |
| Spring/Summer 1967 | Fellow, Center for Advanced Study in the Behavioral Sciences, Stanford, California                                                                                                            |

|                   |                                                                                                             |
|-------------------|-------------------------------------------------------------------------------------------------------------|
| 1972–73           | Visiting Fellow, Battelle Seattle Research Center                                                           |
| Feb–March<br>1977 | Resident Scholar, Bellagio Study and Conference Center, Italy                                               |
| Nov–Dec<br>1977   | Distinguished Visiting Professor, American University in Cairo                                              |
| 1980–81           | Fellow, Woodrow Wilson International Center for Scholars, Washington, D.C.                                  |
| 1980–81           | Guggenheim Fellow                                                                                           |
| Feb–March<br>1985 | Resident Scholar, Bellagio Study and Conference Center, Italy                                               |
| Spring<br>1985    | Visiting Scholar, Truman and Davis Institutes, Hebrew University of Jerusalem                               |
| Spring<br>1985    | Resident Scholar, Interfaith Academy of Peace, Tantur Ecumenical Center for Theological Research, Jerusalem |
| Fall<br>1985      | Sterling McMurrin Distinguished Visiting Professor of Liberal Education, University of Utah                 |
| 1989–<br>1990     | Jennings Randolph Distinguished Fellow of the United States Institute of Peace                              |
| Spring<br>1994    | Visiting Professor, Wirtschaftsuniversität Wien                                                             |
| Nov–Dec<br>2000   | Visiting Scholar, Austrian Institute for International Affairs                                              |
| Oct–Dec<br>2002   | Visiting Professor on Crisis Management and Conflict Research, Austrian Institute for International Affairs |
| Nov–Dec<br>2004   | Visiting Scholar, Austrian Institute for International Affairs                                              |
| July<br>2007      | Visiting Scholar, Austrian Institute for International Affairs                                              |

#### SPECIAL LECTURES AND APPOINTMENTS

Chair, International Conference on Social-Psychological Research in Developing Countries, Ibadan, Nigeria, December 29, 1966 to January 5, 1967

Richard M. Elliot Lecturer, University of Minnesota, April 21, 1969

Floyd Allport Lecturer, Syracuse University, April 13, 1976

The 1981 Visiting Professor, University of Wisconsin—River Falls, Oct. 26–28, 1981

Edmund Janes James Lecturer, University of Illinois, November 1985

Distinguished Lecturer on Behavioral Science, University of Colorado, November 21, 1985

Phillip and Patricia Frost Distinguished Lecturer, College of Education, Florida International University, January 23, 1997

The 25th Katz-Newcomb Lecturer, University of Michigan, April 18, 1997

The American Psychological Foundation's Bevan Lecturer on Psychology and Public Policy, August 1998

Ben and Sylvia Slomoff Lecturer, University of Massachusetts-Boston, October 2000

Perlmutter Lecturer on Ethnic Conflict, Foreign Policy Research Institute-Philadelphia, October 2001

Carl I. Hovland Memorial Lecturer, Yale University, January 2008

Dan Bar-On Memorial Lecture, Ben-Gurion University of the Negev, November 2010

Graduate School of Social Sciences and Humanities Distinguished Scholar Seminar, Koç University, Istanbul, April 2011

Max Mark–Cranbrook Peace Lecture, Center for Peace and Conflict Studies, Wayne State University, May 2011

## PROFESSIONAL ASSOCIATIONS

Society for the Psychological Study of Social Issues (Fellow)

President, 1964–65

Member of Council, 1958–60, 1963–65

Committee on International Relations, 1961–66 (Chair, 1961–63)

Chair, Committee on Social Responsibility, 1970–71

Chair, Lewin Memorial Award Committee, 1973–74

Chair, Allport Prize Committee, 1981

American Psychological Association (Fellow)

Fellow of Divisions 8, 9, 48, and 52

President, Division of Personality and Social Psychology, 1970–71

Board of Directors, 1971–75

Council of Representatives, 1968–71

Executive Committee, Division of Personality and Social Psychology, 1968–71

Committee on Psychology in National and International Affairs, 1962–65

Committee on Scientific and Professional Ethics and Conduct, 1968–71

Committee on Social and Ethical Responsibility in Psychology, 1971–72

Board of Social and Ethical Responsibility in Psychology, 1972–73

Subcommittee on Ethical Considerations in Cross-Cultural Research, 1971–73

Committee on International Relations in Psychology, 1988–90

American Psychological Society (Lifetime Fellow)

Psychologists for Social Responsibility

President, 1990–92

Steering Committee, 1992–2009

Advisory Board, 2009–

Interamerican Society of Psychology

President, 1976–79

President, XVI Interamerican Congress of Psychology, December 1976

Executive Secretary for United States and Canada, 1972–73

American Sociological Association

Chair, Section on Social Psychology, 1977–78

International Studies Association

President, 1977–78

Vice President, 1972–73

Council, Comparative Interdisciplinary Studies Section, 1972–74

Steering Comm., ISA/NSF Project on Higher Education in Intern'l Studies, 1975–76 (Chair, 1976)

Peace Science Society (International)

President, 1975–76

International Society of Political Psychology

President, 1985–86

Chair, Knutson Award Committee, 1987

Conference co-chair, 26<sup>th</sup> Annual Scientific Meeting, 2003

Society of Experimental Social Psychology (founding member; Fellow)

Society for the Advancement of Social Psychology

International Association for Cross-Cultural Psychology

International Association of Conflict Management

Advisory Council, 2004–

International Association of Applied Psychology

President, Division of Political Psychology, 1990–94

Executive Committee, 1990–94

International Peace Research Association

Association for Israel Studies

International Society for Educational, Cultural, and Scientific Interchanges

Council on Foreign Relations (elected in 1983)

American Association of University Professors

#### EDITORIAL COMMITTEES AND BOARDS

Editorial Board, *Bulletin of the Research Exchange on the Prevention of War*, 1952–56

Book Review Editor, 1955–56

Editorial Consultant, *Sociometry*, 1959–62

Editorial Board, *Journal of Conflict Resolution*, 1957–2007

Editorial Committee, *Journal of Social Issues*, 1959–65

Consulting Editor, *Journal of Abnormal and Social Psychology*, 1962–64

Consulting Editor, *Journal of Personality and Social Psychology*, 1965–67

Consulting Editor, *Journal of Applied Behavioral Science*, 1965–70

Editorial Board, *Human Relations*, 1964–90

Editorial Board, *Psychiatry*, 1969–85  
 Editorial Board, *International Studies Quarterly*, 1970–80  
 Editorial Board, *Ethos*, 1970s  
 Editorial and Advisory Board, *Journal of Law and Human Behavior*, 1975–82  
 Editorial Advisory Board, *International Interactions*, 1977–87  
 Editorial Board, *IRB: A Review of Human Subjects Research*, 1977–81  
 Editorial Board, *Sociological Perspectives on Social Psychology*, 1977–81  
 Editorial Board, *International Studies Notes*, 1981–89  
 Editorial Board, *Peace and Change*, 1981–95  
 International Advisory Board, *Negotiation Journal*, 1983–1993  
 Editorial Committee, *Psychology and the Prevention of Nuclear War*, 1984–86  
 Editorial Board, *Social Justice Research*, 1987–88  
 Advisory Board, *New Outlook*, 1987–93  
 Editorial Board, *Peace and Conflict: Journal of Peace Psychology*, 1995–2001  
 Advisory Board, *Peace and Conflict: Journal of Peace Psychology*, 2001–10  
 Advisory Board, *NeXus: Journal of Peace, Conflict, and Social Change*, 1998–99  
 Editorial Board, *Peace and Conflict Studies*, 2001–15  
 Editorial Board, *Landscapes of Violence: An Interdisciplinary Journal Devoted to the Study of Violence, Conflict, and Trauma*, 2010–  
 Advisory Board, *International Journal of Conflict Engagement and Resolution*, 2015–

#### OTHER PROFESSIONAL AND ORGANIZATIONAL COMMITTEES AND ACTIVITIES

National Advisory Council, War Resisters League, 1952–71  
  
 National Field Representative, Congress of Racial Equality (CORE), 1954–60  
  
 Advisory Board, American Friends of Ichud, 1957–1967  
  
 Chair, International Conference on Social-Psychological Research in Developing Countries, University of Ibadan, Nigeria, December 1966–January 1967 (planning, editorial, and continuing committees, 1965–68)  
  
 Planning and editorial committees, International Conference on Alternative Perspectives on Vietnam, Ann Arbor, Michigan, September 1965  
  
 National Research Council on Peace Strategy, 1960s  
  
 Advisory Committee on Government Programs in the Behavioral Sciences, National Academy of Sciences—National Research Council, 1966–69  
  
 Advisory Committee, National Institute of Mental Health Institute for Innovation in Psychological Training (University of Colorado), 1967–69  
  
 Science Advisory Board, Western Behavioral Sciences Institute, 1971–81  
  
 Psychology Training Review Committee, National Institute of Mental Health, 1969–73  
  
 National Committee, Center for War/Peace Studies, 1970s  
  
 Fellow, Institute of Society, Ethics, and the Life Sciences, 1969–89 (Board of Directors, 1970–72)  
  
 Colloquium on Jewish Education and Jewish Identity, American Jewish Committee, 1972–75  
  
 Executive Council/National Advisory Board, National Peace Academy Campaign, 1977–85

Advisory Board, Project on Ethical Issues in Social Science Research, Center for Bioethics, Kennedy Institute of Ethics, Georgetown University, 1978–82

Board of Directors, Fellowship in Israel for Arab-Jewish Youth, 1977–96

Advisor, American Initiatives Program, World Without War Council, 1980s

Board of Trustees, International Center for Peace in the Middle East, 1982–2001

Academic Council, Center for Psychological Studies in the Nuclear Age, 1984–1996

Advisory Council, National Peace Institute Foundation, 1984–92

Executive Committee, 1986–98, and Advisory Committee, 1998–, Jewish Peace Fellowship

Board of Directors, 1992–95, and Advisory Board, 1995–, National Peace Foundation

Advisory Board, Ohio State University/International Society for Political Psychology Summer Institute in Political Psychology, 1990s

Program Co-Chair and Seminar Facilitator, Seminars on Peacemaking Strategies in the Middle East and Northern Ireland, May–June 1993

Advisory Board, Center for International Understanding, St. Louis, MO, 1994–2001

Advisory Board, Carmel Institute for Social Studies, Israel, 1996–2000

Advisory Board, Workable Peace Project, Consensus Building Institute, 1997–2001

Chair, The Gordon W. Allport Centennial Symposium on Prejudice and Intergroup Relations, Harvard University, October 1997

Advisory Board, Conflict Mediation Center, Universidad de San Francisco, Ecuador, 1998–2004

Advisory Committee for the Sadat Lecture for Peace, University of Maryland, 1998–2000

Advisory Board, Peace Village, Cyprus, 1999–2001

Associate International Member, Jewish Theatre of Austria, 1999–

Advisory Committee of "The Second Wave" project, Dept. of Physics, Harvard University, 2000–2006.

Executive Program Committee, Beyond Conflict (formerly Project on Justice in Times of Transition), Harvard University, 2000–

Board of Advisors, Center for Peace Studies, University of Oklahoma/University of Haifa/Horizon Studies and Research Center (Amman)/Bethlehem University, 2001–2009.

International Scientific Council, European Summer Institute of Political Psychology, Warsaw School of Advanced Social Psychology, 2001–03

Advisory Board, Friends of Open House, 2002–

Advisory Board, Faculty for Israeli-Palestinian Peace (FFIPP-USA), 2002–2008

Advisory Council, Brit Tzedek v'Shalom: Jewish Alliance for Justice and Peace, 2002–2009

Advisory Board, Human Dignity and Humiliation Studies Program, Columbia University Conflict Resolution Network, 2004–

The Board of Advisors, Institute for Integrative Conflict Transformation and Peacebuilding, Vienna, 2007–2011

Honorary President, Herbert C. Kelman Institute for Interactive Conflict Transformation, Vienna/Jerusalem, 2011–

Honorary Board, Orte der Erinnerung/The Vienna Project, 2012–

Advisory Board, Peace Appeal Foundation, 2016–

## AWARDS

Socio-Psychological Prize of the American Association for the Advancement of Science, 1956. Awarded for manuscript on *Compliance, identification, and internalization: A theoretical and experimental approach to the study of social influence*

Second award in the "National Study of the Triple Revolution Report," for an essay on *Social research and the triple revolution*, 1967

Kurt Lewin Memorial Award of the Society for the Psychological Study of Social Issues, 1973

Fourth Annual Award of the International Society for Educational, Cultural, and Scientific Interchanges, 1977

Award for Distinguished Contributions to Psychology in the Public Interest, American Psychological Association, 1981

The 1982 New York Academy of Science Award

The 1983 Interamerican Psychology Award

Sanford Award of the International Society of Political Psychology, 1983

The 1983 Career Contribution Award, Massachusetts Psychological Association

Award for the best theoretical research article in peace psychology in 1987–88 from Psychologists for Social Responsibility

The 1990 Recognition Award from the Center for Psychological Studies in the Nuclear Age for contributions to the development of a new psychology of global survival

Award for Distinguished Contributions in the Psychology of Peace and Conflict Resolution, from Psychologists for Social Responsibility, August 16, 1992

Distinguished Group Psychologist Award, Division of Group Psychology and Group Psychotherapy (Division 49), American Psychological Association, 1995

Distinguished Career Award, Peace and War Section of the American Sociological Association, 1995

Distinguished Service Award, Fellowship in Israel for Arab-Jewish Youth, 1995

Grawemeyer Award for Ideas Improving World Order, from University of Louisville, 1997.

Awarded for a series of eight articles on interactive problem solving

Lifetime Contribution Award, Division of Peace Psychology, American Psychological Association, August 1997

Lifetime Achievement Award, International Association for Conflict Management, June 1998

Distinguished Service Award, Society for the Psychological Study of Social Issues, June 1998

Austrian Medal of Honor for Science and Art, First Class, September 1998

James McKeen Cattell Award from the American Psychological Society in recognition of distinguished achievements in psychological science, June 2000

Ben-Gurion Medal, “with gratitude for your work towards peace,” Ben-Gurion University of the Negev, June 2001

Post 50<sup>th</sup> Alumni Lifetime Achievement Award, Brooklyn College, October 2002

The Morton Deutsch Conflict Resolution Award, the Society for the Study of Peace, Conflict and Violence: Peace Psychology Division, American Psychological Association, 2006

Honorable mention, the UNESCO-Madanjeet Singh Prize for the Promotion of Tolerance and Non-violence, 2006

IPRA Peace Award (for Founders of Peace Research), the International Peace Research Association, 2008

The Socrates Prize for Mediation, Centrale für Mediation, Germany, 2009

Cranbrook Global Peacemaker Award, Center for Peace and Conflict Studies, Wayne State University, 2011

The Gold Medal of Honor of the Federal Capital of Vienna, 2012

Change Maker Award from Artsbridge, “for your dedication and commitment to making our world a better place,” 2014

## PUBLICATIONS

### 1945

Kelman, H.C. Lehaganat ha-le’umiut (In defense of nationalism). *Nir* (Hebrew periodical of the Teacher’s Institute of the Rabbi Isaac Elchanan Theological Seminary, Yeshiva University, New York), 32–34.

Kelman, H.C. Lishe’elat hishtatfut yehudit-aravit (On the question of Jewish-Arab cooperation). *Niv* (Bi-monthly of Hanoar Haivri, New York), 7(4), 12–14.

### 1950

Kelman, H.C. Effects of success and failure on "suggestibility" in the auto-kinetic situation. *Journal of Abnormal and Social Psychology*, 45, 267–285.

Kelman, H.C. Group dynamics - Neither hope nor hoax. *Quarterly Journal of Speech*, 36, 371–377.

(Excerpted) In W.G. Bennis, K.D. Benne, & R. Chin (Eds.), *The planning of change* (pp. 259–264). New York: Holt, 1961.

#### **1951**

Gladstone, A.I., & Kelman, H.C. Pacifists vs. psychologists. *American Psychologist*, 6, 127–128.

#### **1952**

Kelman, H.C. Two phases of behavior change. *Journal of Social Issues*, 8(2), 81–88.

Kelman, H.C., & Gladstone, A.I. Pacifism and psychology: Further comments. *American Psychologist*, 7, 159.

Kelman, H.C., & Lerner, H.H. Group therapy, group work and adult education: The need for clarification. *Journal of Social Issues*, 8(2), 3–10.

Lerner, H.H., & Kelman, H.C. (Eds.). Group methods in psychotherapy, social work and adult education. *Journal of Social Issues*, 8(2), 1–90.

#### **1953**

Kelman, H.C. Attitude change as a function of response restriction. *Human Relations*, 6, 185–214.

(Excerpted) In A.C. Elms (Ed.), *Role playing, reward, and attitude change* (pp. 14–17). New York: Van Nostrand Reinhold, 1969.

Kelman, H.C. Comments on the logic of psychological research on war prevention. *Bulletin of the Research Exchange on the Prevention of War*, 1(3), 1–5.

Kelman, H.C., & Hovland, C.I. "Reinstatement" of the communicator in delayed measurement of opinion change. *Journal of Abnormal and Social Psychology*, 48, 327–335.

(Reprinted) In S. Himmelfarb & A.H. Eagly (Eds.), *Readings in attitude change* (pp. 138–149). New York: Wiley, 1974.

#### **1954**

Kelman, H.C. Public opinion and foreign policy decisions. *Bulletin of the Research Exchange on the Prevention of War*, 2(4), 2–8.

Kelman, H.C. A proposed framework for the study of war and peace. *Bulletin of the Research Exchange on the Prevention of War*, 2(6), 3–13.

Kelman, H.C. (Ed.). Relevance of social research for war prevention - A symposium. *Journal of Human Relations*, 2, 7–22.

Parloff, M.B., Kelman, H.C., & Frank, J.D. Comfort, effectiveness, and self-awareness as criteria of improvement in psychotherapy. *American Journal of Psychiatry*, 111, 343–351.

## 1955

Kelman, H.C. Societal, attitudinal and structural factors in international relations. *Journal of Social Issues*, 11(1), 42–56.

(Reprinted) In S.H. Hoffmann (Ed.), *Contemporary theory in international relations* (pp. 209–222). Englewood Cliffs, NJ: Prentice-Hall, 1960.

(Reprinted) In E. Krippendorff (Ed.), *Political science: Amerikanische Beiträge zur Politikwissenschaft*. Tübingen, Germany: Mohr-Siebeck, 1966.

(Reprinted) In C.G. Smith (Ed.), *Conflict resolution: Contributions of the behavioral sciences* (pp. 445–455). Notre Dame, IN: University of Notre Dame Press, 1971.

Kelman, H.C. Review of *Research for peace* by Quincy Wright et al. *Bulletin of the Research Exchange on the Prevention of War*, 3, 103–107.

Kelman, H.C., Barth, W., & Hefner, R. (Eds.). Research approaches to the study of war and peace. *Journal of Social Issues*, 11(1), 1–57.

## 1956

Kelman, H.C. *Compliance, identification, and internalization*. Monograph submitted to the American Association for the Advancement of Science and awarded the AAAS Socio-Psychological Prize. (Mimeo)

Kelman, H.C. Social influence and attitude change. In *The psychological approach to peaceful cooperation*. Paris: UNESCO. (Mimeo)

Kelman, H.C. Empathy is not enough. *Contemporary Psychology*, 1, 299–300.

Kelman, H.C. Review of *The sane society* by Erich Fromm. *Bulletin of the Research Exchange on the Prevention of War*, 4, 111–114.

## 1957

Kelman, H.C. Individual liberties and conformity. In *Social and economic issues—Past, present and future*. Washington, DC: American Association for University Women. (Mimeo)

Kelman, H.C. Security and federal employment: A recent case study. *SPSSI Newsletter*, February, pp. 1–4.

Kelman, H.C., & Parloff, M.B. Interrelations among three criteria of improvement in group therapy. *Journal of Abnormal and Social Psychology*, 54, 281–288.

## 1958

Kelman, H.C. Compliance, identification, and internalization: Three processes of attitude change. *Journal of Conflict Resolution*, 2(1), 51–60. (Citation Classic, Institute for Scientific Information)

(Reprinted) In H. Proshansky & B. Seidenberg (Eds.), *Basic studies in social psychology* (pp. 140–148). New York: Holt, Reinhart and Winston, 1965.

(Reprinted) In J.D. Singer (Ed.), *Human behavior and international politics: Contributions from the social-psychological sciences* (pp. 232–242). Chicago: Rand McNally, 1965.

(Reprinted) In M. Fishbein (Ed.), *Readings in attitude theory and measurement* (pp. 469–476). New York: Wiley, 1967.

(Reprinted) In B.L. Hinton & H.J. Reitz (Eds.), *Groups and organizations*. Belmont, CA: Wadsworth, 1971.

(Reprinted) In D.R. Domm, R.N. Blakeney, M.T. Matteson, & R. Scofield (Eds.), *The individual and the organization*. Dubuque, IA: Kendall/Hunt, 1971.

(Reprinted) In S. Himmelfarb & A.H. Eagly (Eds.), *Readings in attitude change* (pp. 218–227). New York: Wiley, 1974.

(Translated into Hebrew) In A. Ben-Ami (Ed.), *Social psychology: Socialization-attitudes-groups*. Tel Aviv: Am Oved, 1974.

(Reprinted) In E. Krupat (Ed.), *Psychology is social: Readings and conversations in social psychology* (pp. 98–106). Glenview, IL: Scott, Foresman, 1975. (2<sup>nd</sup> ed., pp. 107–111, 1982.)

Kelman, H.C. (Ed.). Studies on attitudes and communication. *Journal of Conflict Resolution*, 2(1), 1–105.

Kelman, H.C. Introduction. *Journal of Conflict Resolution*, 2(1), 1–7.

Kelman, H.C. Comments on susceptibility to influence and the "mature" personality. In *Changing attitudes in a changing world*. New York: Bank Street College of Education.

Kelman, H.C., Alexander, F., & Stein, M.I. *Some psychological correlates of six somatic disturbances*. Paper presented at the meeting of the American Psychological Association, Washington, DC, September.

#### 1959

Kelman, H.C. Apprehension and academic freedom. *Public Opinion Quarterly*, 23, 181–188.

Kelman, H.C., & Cohler, J. *Reactions to persuasive communications as a function of cognitive needs and styles*. Paper presented at the meeting of the Eastern Psychological Association, Atlantic City, N.J., April.

Kelman, H.C., & Pettigrew, T.F. How to understand prejudice. *Commentary*, 28, 436–441.

#### 1960

Kelman, H.C. The perceiving of persons. *Contemporary Psychology*, 5, 192–195.

Kelman, H.C. *Effects of role-orientation and value-orientation on the nature of attitude change*. Paper presented at the meeting of the Eastern Psychological Association, New York City, April.

#### 1961

Kelman, H.C. Processes of opinion change. *Public Opinion Quarterly*, 25, 57–78.

(Reprinted) in W.G. Bennis, K.D. Benne, & R. Chin (Eds.), *The planning of change* (pp. 508–517). New York: Holt, 1961. (2<sup>nd</sup> ed., 1969.)

(Reprinted) In E.P. Hollander & R.G. Hunt (Eds.), *Current perspectives in social psychology* (pp. 454–462). New York: Oxford University Press, 1963. (2<sup>nd</sup> ed., 1967, pp. 438–446; 3<sup>rd</sup> ed., 1971.)

(Reprinted) In E. E. Sampson (Ed.), *Approaches, contexts and problems of social psychology: A book of readings*. Englewood Cliffs, NJ: Prentice-Hall, 1964.

(Reprinted) In M. Jahoda & N. Warren (Eds.), *Attitudes: Selected readings*. Baltimore, MD.: Penguin Books, 1966.

(Reprinted) In K.K. Sereno & C.D. Mortensen (Eds.), *Foundations of communication theory*. New York: Harper, 1969.

(Reprinted) In P. Suedfeld (Ed.), *Attitude change: The competing views* (pp. 205–233). Chicago: Aldine-Atherton, 1971.

(Reprinted) In W. Schramm & D.F. Roberts (Eds.), *The process and effects of mass communication* (rev. ed.). Urbana: University of Illinois Press, 1971.

(Reprinted) In T.D. Beisecker & D.W. Parsons (Eds.), *The process of social influence* (pp. 438–446). Englewood Cliffs, N.J.: Prentice-Hall, 1972.

(Reprinted) In J.B. Cohen (Ed.), *Behavioral science foundations of consumer behavior*. New York: Free Press, 1972.

(Reprinted) In J. Blankenship (Ed.), *Selected readings in speech communication*. Encino, CA: Dickenson, 1974.

(Reprinted) In R.O. Carlson (Ed.), *Communications and public opinion* (pp. 228–249). New York: Praeger, 1975.

(Reprinted) In Associates, Office of Military Leadership, U.S. Military Academy (Eds.), *A study of organizational leadership*. Harrisburg, PA.: Stackpole Books, 1976.

(Reprinted) In B.M. Staw (Ed.), *Psychological foundations of organizational behavior*. Santa Monica, CA.: Goodyear, 1977.

(Reprinted) In *Bobs-Merrill Reprint Series in the Social Sciences*, No. P–191.

Kelman, H.C. Blacky goes to war. *Contemporary Psychology*, 6, 123–124.

## 1962

Bailyn, L.. & Kelman, H.C. The effects of a year's experience in America on the self-image of Scandinavians: A preliminary analysis of reactions to a new environment. *Journal of Social Issues*, 18(1), 30–40.

Kelman, H.C. Changing attitudes through international activities. *Journal of Social Issues*, 18(1), 68–87.

Kelman, H.C. The induction of action and attitude change. In S. Coopersmith (Ed.), *Personality research* (pp. 81–110). Copenhagen: Munksgaard.

(Reprinted) In C.W. Backman & P.F. Secord (Eds.), *Problems in social psychology* (pp. 141–152). New York: McGraw-Hill, 1966.

Kelman, H.C. Internationalizing military force. In W. Wright, W.M. Evan, & M. Deutsch (Eds.), *Preventing World War III* (pp. 106–122). New York: Simon & Schuster.

Kelman, H.C. Humanizing politics. *Contemporary Psychology*, 7, 332–333.

Kelman, H.C. & Bailyn, L. Effects of cross-cultural experience on national images: A study of Scandinavian students in America. *Journal of Conflict Resolution*, 6, 319–334.

## 1963

Kelman, H.C. The role of the group in the induction of therapeutic change. *International Journal of Group Psychotherapy*, 13, 399–432.

(Reprinted) In H. Wechsler, L. Solomon, & B. Kramer (Eds.), *Social psychology and mental health*. New York: Holt, 1970.

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