

## Refereed Journals

### in press/advance online publication

- 112) Reinhard, M.-A., Volz, S., Bos, K., & Müller, P. A. (2023). Is the uncertain self good at detecting lies? The influence of personal uncertainty on deception detection. *European Journal of Social Psychology*, 00, 1–20. <https://doi.org/10.1002/ejsp.2948>
- 111) Ende, L., Reinhard, MA. & Göritz, L. (2023). Detecting greenwashing! The influence of product color and product price on consumers' detection accuracy of faked bio-fashion. *Journal of Consumer Policy*, 1–35, <https://doi.org/10.1007/s10603-023-09537-8>
- 110) Volz, S., Reinhard, M.-A. & Müller, P. (2023). Is It the Judge, the Sender, or Just the Individual Message? Disentangling Person and Message Effects on Variation in Lie-Detection Judgments. *Perspectives on Psychological Science*
- 109) Reinhardt, N., & Reinhard, M.-A. (2023). Honesty–humility negatively correlates with dishonesty in romantic relationships. *Journal of Personality and Social Psychology*. Advance online publication. <https://doi.org/10.1037/pspp0000456>
- 108) Schindler, S., Reinhardt, N., & Reinhard, M.-A. (2022). Challenges in detecting proximal effects of existential threat on lie detection accuracy. *Current Psychology*. <https://doi.org/10.1007/s12144-022-03237-1>
- 107) Lang-Lehmann, S., Müller, P., Reinhard, M.-A., & Volz, S. (2022). How Empowerment Can Help to Reduce Change-Related Uncertainty in Young Employees. *The Journal of Applied Behavioral Science*, 0(0). <https://doi.org/10.1177/00218863221132313>

### 2023

- 106) Schudlik, K., Reinhard, M. A., & Müller, P. (2023). The Relationship between Preparation, Impression Management, and Interview Performance in high-stakes Personnel Selection: A Field Study of Airline Pilot Applicants. *The International Journal of Aerospace Psychology*, 33, 120-138. <https://doi.org/10.1080/24721840.2022.2164497>
- 105) Reinhardt, N., Trnka, LM. & Reinhard, MA. (2023). The correlation of honesty-humility and learning goals with academic cheating. *Social Psychology of Education*, 26, 211–226. <https://doi.org/10.1007/s11218-022-09742-2>

### 2022

- 104) Volz, S., Reinhard, M.-A. & Müller, P. (2022). Does Ego Depletion Elicit Stronger Cues of Deception? *Open Psychology*, 4, 278-291. <https://doi.org/10.1515/psych-2022-0129>
- 103) Stolz, C., Reinhard, M.-A. & Ende, L. (2022). Mean girls, queen bees and iron maidens? Female leadership and accusations of workplace bullying. *Open Psychology*, 4, 249-264. <https://doi.org/10.1515/psych-2022-0127>

- 102) Weissgerber, S. C., Grünberg, C., Neufeld, L., Steppat, T., & Reinhard, M.-A. (2022). The interplay of math anxiety and math competence for later performance. *Social Psychology of Education, 25*, 977–1002. <https://doi.org/10.1007/s11218-022-09700-y>.
- 101) Volz, S., Reinhard, M.-A., & Müller, P. (2022). The confidence-accuracy relation – A comparison of metacognition measures in lie detection. *Applied Cognitive Psychology, 36*, 673–684. <https://doi.org/10.1002/acp.3953>
- 100) Mariss, A., Wenzel, K., Grünberg, C., & Reinhard, M.-A. (2022). Who wants to learn harder? The relationship between conservatism and liberalism, desirable difficulties, and academic learning. *Social Psychology of Education, 25*, 209–248. <https://doi.org/10.1007/s11218-021-09681-4>

**2021**

- 99) Benz, D. & Reinhard, M.-A. (2021). Sadder and Less Gullible?—Investigating Depressive Realism Effects in Judgments of Veracity. *Journal of Social and Clinical Psychology, 40*, 404–421. <https://doi.org/10.1521/jscp.2021.40.5.421>
- 98) Wenzel, K., & Reinhard, M.-A. (2021). Learning with a double-edged sword? Beneficial and detrimental effects of learning tests—taking a first look at linkages among tests, later learning outcomes, stress perceptions, and intelligence. *Frontiers in Psychology, 12*, 693585. <https://doi.org/10.3389/fpsyg.2021.693585>
- 97) Ridder, J. & Reinhard, M.-A. (2021). When the toaster knows what you are up to: The effect of mentalisation on the uncanny valley effect. *Psychreg Journal of Psychology, 5*, 40–41. <https://doi.org/gf53>
- 96) Wenzel, K. & Reinhard, M.-A. (2021). Does the end justify the means? Learning tests lead to more negative evaluations and to more stress experiences. *Learning and Motivation, 73*, 101706. <https://doi.org/10.1016/j.lmot.2020.101706>
- 95) Schindler, S., Reinhardt, N., & Reinhard, M.-A. (2021). Defending one's worldviews under mortality salience: Testing the validity of an established idea. *Journal of Experimental Social Psychology, 93*, 104087. <https://doi.org/10.1016/j.jesp.2020.104087>
- 94) Schudlik, K., Reinhard, M.-A., Müller, P. (2021). Prepared to fake? The relationship between applicants' job interview preparation and faking. *International Journal of Selection and Assessment, 29*, 29–54. <https://doi.org/10.1111/ijasa.12317>
- 93) Schindler, S., Wagner, L. K., Reinhard, M.-A., Ruhara, N., Pfattheicher, S., & Nitschke, J. (2021). Are criminals better lie detectors? Investigating offenders' abilities in the context of deception detection. *Applied Cognitive Psychology, 35*, 203–214. <https://doi.org/10.1002/acp.3755>

**2020**

- 92) Wenzel, K., & Reinhard, M. (2020). Tests and academic cheating: do learning tasks influence cheating by way of negative evaluations?. *Social Psychology of Education, 23*, 721–753. <https://doi.org/10.1007/s11218-020-09556-0>
- 91) Eck, J., Schoel, C., Reinhard, M.-A., & Greifeneder, R. (2020). When and why being ostracized affects veracity judgments. *Personality and Social Psychology Bulletin, 46*, 454-468. doi:10.1177/0146167219860135
- 90) Volz, S, Reinhard, M-A, Müller, P. (2020). Why don't you believe me? Detecting deception in messages written by nonnative and native speakers. *Applied Cognitive Psychology, 34*, 256–269. <https://doi.org/10.1002/acp.3615>
- 89) Ask, K., Calderon, S., Mac Giolla, E., & Reinhard, M. A. (2020). Approach, Avoidance, and the Perception of Credibility. *Open Psychology, 2*, 3-21. doi:10.1515/psych-2020-0002

**2019**

- 88) Wenzel, K., & Reinhard, M. A. (2019). Relatively unintelligent individuals do not benefit from intentionally hindered learning: The role of desirable difficulties. *Intelligence, 77*, 101405. <https://doi.org/10.1016/j.intell.2019.101405>.
- 87) Schindler, S., Pfattheicher, S., Reinhard, M.-A., & Greenberg, J. (2019). 'Heroes aren't always so great!' – Heroic perceptions under mortality salience. *Social Influence, 14*, 77–91. doi:10.1080/15534510.2019.1656668
- 86) Jaffé, M. E., Greifeneder, R., & Reinhard, M.-A. (2019). Manipulating the odds: The effects of Machiavellianism and construal level on cheating behavior. *PLoS ONE, 14*, e0224526. [doi.org/10.1371/journal.pone.0224526](https://doi.org/10.1371/journal.pone.0224526)
- 85) Reinhard, M.-A., Weissgerber, S. C., & Wenzel, K. (2019). Performance expectancies moderate the effectiveness of worked-examples and problem-solving over time. *Frontiers in Psychology, 10*, 1623. <https://doi.org/10.3389/fpsyg.2019.01623>
- 84) Wissing, B. G., & Reinhard, M.-A. (2019). The Dark Triad and Deception Perceptions. *Frontiers in Psychology, 10*, 1623. [doi.org/10.3389/fpsyg.2019.01811](https://doi.org/10.3389/fpsyg.2019.01811)
- 83) Schindler, S., Pfattheicher, S., & Reinhard, M.-A. (2019). Potential negative consequences of mindfulness in the moral domain. *European Journal of Social Psychology, 49*, 1055–1069. doi:10.1002/ejsp.2570
- 82) Reinhardt, N., Wenzel, K., & Reinhard, M.-A. (2019). Am I responsible for my learning success? A study about the correlation between locus of control and attitudes towards and self-reported use of desirable difficulties. *Journal of Psychological and Educational Research, 27*, 7–24.

- 81) Schindler, S., Reinhard, M.-A., Dobiosch, S., Steffan-Fauseweh, I., Özdemir, G., Greenberg, J. (2019). The attenuating effect of mortality salience on dishonest behavior. *Motivation and Emotion, 43*, 52–62. doi:10.1007/s11031-018-9734-y
- 80) Schindler, S., Wenzel, K., Dobiosch, S., & Reinhard, M.-A. (2019). The role of belief in a just world for (dis)honest behavior. *Personality and Individual Differences, 142*, 72–78. doi:10.1016/j.paid.2019.01.037
- 79) Schindler, J., Schindler, S., & Reinhard, M.-A. (2019). Effectiveness of self-generation during learning is dependent on individual differences in need for cognition. *Frontline Learning Research, 7*, 23–39. doi: 10.14786/flr.v7i2.407
- 78) Jaffé, M. E., Reinhard, M.-A., Ask, K., & Greifeneder, R. (2019). Truth or Tale? How Construal Level and Judgment Mode Affect Confidence and Accuracy in Deception Detection. *Open Psychology, 1*, 12-24. doi: <https://doi.org/10.1515/psych-2018-0002>

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- 77) Weissgerber, S. C., & Reinhard, M.-A. (2018). Pilot Study on the Relationship of Test Anxiety to Utilizing Self-Testing in Self-Regulated Learning. *International Journal of Psychological Studies, 10*, 95-109. doi:10.5539/ijps.v10n4p95
- 76) Wissing, B. G., & Reinhard, M.-A. (2018). Individual Differences in Risk Perception of Artificial Intelligence. *Swiss Journal of Psychology, 77*, 149-157. <https://doi.org/10.1024/1421-0185/a000214>.
- 75) Weißgerber, S. C., Reinhard, M.-A., & Schindler, S. (2018). Learning the hard way: Need for cognition influences attitudes towards and self-reported use of desirable learning difficulties. *Educational Psychology, 38*, 176–202. doi:10.1080/01443410.2017.1387644

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- 74) Schindler, S., Reinhard, M.-A., Grünenwald, F., & Messner, M. (2017). 'I want to persuade you!' – Investigating the effectiveness of explicit persuasion concerning attributes of the communicator and the marketing campaign. *Social Influence, 12*, 128–140. doi:10.1080/15534510.2017.1378125
- 73) Wenzel, K., Schindler, S., & Reinhard, M.-A. (2017). General belief in a just world is positively associated with dishonest behavior. *Frontiers in Psychology, 8*, 1770. doi:10.3389/fpsyg.2017.01770
- 72) Wissing, B. G., & Reinhard, M.-A. (2017). The Dark Triad and the PID-5 Maladaptive Personality Traits: Accuracy, Confidence and Response Bias in Judgments of Veracity. *Frontiers in Psychology, 8*, 1549. DOI=10.3389/fpsyg.2017.01549

- 71) Wagner, L. K. , Schindler, S., & Reinhard, M.-A. (2017). Positive Facet of Self-Compassion Predicts Self-Reported Use of and Attitudes Toward Desirable Difficulties in Learning. *Frontiers in Psychology, 8*, 1353. doi:10.3389/fpsyg.2017.01353.
- 70) Weissgerber, S. C., & Reinhard, M.-A. (2017). Is disfluency desirable for learning? *Learning and Instruction, 49*, 199–217. doi: 10.1016/j.learninstruc.2017.02.004
- 69) Weber, J., & Reinhard, M.-A. (2017). Be Empathic! The Influence of Empathy on Attitude Formation in the German Refugee Debate. *International Journal of Psychological Studies, 9*, 62-70. doi:10.5539/ijps.v9n1p62

**2016**

- 68) Krispenz, A.\*. Dickhäuser, O.\*, & Reinhard, M.-A.\* (2016). Assessing task difficulty for other people - When deeper evaluation means: It's more about me! *Social Psychology of Education, 19*, 865–877. Doi: 10.1007/s11218-016-9341-2 (\*co-first authorship)
- 67) Schindler, S., Reinhard, M.-A., Knab, M., & Stahlberg, D. (2016). The bicultural phenomenon: The interplay of group prototypicality and cultural identity switching. *Social Psychology, 47*, 233–243. doi:10.1027/1864-9335/a000276
- 66) Weissgerber, S. C., Reinhard, M.-A., & Schindler, S. (2016). Study harder? The relationship of achievement goals to attitudes and self-reported use of desirable difficulties in self-regulated learning. *Journal of Psychological and Educational Research, 24*, 42–60.
- 65) Schindler, S., Reinhard, M.-A., & Dickhäuser, O. (2016). Boon and bane of being sure: The effect of performance certainty and expectancy on task performance. *European Journal of Psychology of Education, 31*, 245–253. doi:10.1007/s10212-015-0267-4

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- 64) Reinhard, M.-A., Schindler, S., & Dickhäuser, O. (2015). Effects of subjective task values and information processing on motivation formation. *International Journal of Psychological Studies, 7*, 58-66. doi:10.5539/ijps.v7n3p58
- 63) Schindler, S., & Reinhard, M.-A. (2015). A hero in the name of truth – Mortality salience increases heroic perceptions of Edward Snowden. *International Journal of Psychological Studies, 7*, 43–48. doi:10.5539/ijps.v7n4p43
- 62) Marksteiner, T., Ask, K., Reinhard, M.-A., & Dickhäuser, O. (2015). Saving cognitive resources when possible: The role of judgment consequences and the judgment tendency of other teachers in teachers' assessment of students. *Social Psychology of Education, 18*, 735-747. doi: 10.1007/s11218-015-9291-0
- 61) Schindler, S., & Reinhard, M.-A. (2015). When death is compelling: Door-in-the-face compliance under mortality salience. *Social Psychology, 46*, 352–360. doi:10.1027/1864-9335/a000252

- 60) Schindler, S., & Reinhard, M.-A. (2015). Increasing skepticism toward potential liars: Effects of existential threat on veracity judgements and the moderating role of honesty norm activation. *Frontiers in Psychology, 6*, 1312. doi:10.3389/fpsyg.2015.01312
- 59) Seibert, A., Schindler, S., & Reinhard, M.-A. (2015). The heavy weight of death: How anti-fat bias is affected by weight-based group membership and existential threat. *Journal of Applied Social Psychology, 45*, 139-146. doi:10.1111/jasp.12283
- 58) Schindler, S., & Reinhard, M.-A. (2015). Catching the liar as a matter of justice: Effects of belief in a just world on deception detection accuracy and the moderating role of mortality salience. *Personality and Individual Differences, 73*, 105-109. doi:10.1016/j.paid.2014.09.034

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- 57) Reinhard, M.-A., Schindler, S., Stahlberg, D., & Seibert, A. (2014). The advantage of fitting the ingroup: Ingroup prototypicality and attributed occupational success. *International Journal of Psychological Studies, 6*, 129–133. doi:10.5539/ijps.v6n3p129
- 56) Schindler, S., Reinhard, M.-A., Stahlberg, D., & Len, A. (2014). Quid pro quo: The effect of individuals' exchange orientation on prosocial behavior and the moderating role of mortality salience. *Social Influence, 9*, 242–254. doi:10.1080/15534510.2013.815132
- 55) Reinhard, M.-A., Marksteiner, T., Schindel, R., & Dickhäuser, O. (2014). Detecting Lies and Truths in Social Work: How Suspicion Level and Familiarity Affect Detection Accuracy. *British Journal of Social Work, 44*, 328-347. doi:10.1093/bjsw/bcs114.
- 54) Szücs, A., Schindler, S., Reinhard, M.-A., & Stahlberg, D. (2014). When being a bad friend doesn't hurt: The buffering function of gender typicality against self-esteem threatening feedback. *Swiss Journal of Social Psychology, 73*, 97-103. doi: 10.1024/1421-0185/a000128
- 53) Reinhard, M.-A., Schindler, S., & Stahlberg, D. (2014). The risk of male success and failure: How performance outcomes along with a high-status identity effect gender identification, risk behavior, and self-esteem. *Group Processes and Intergroup Relations, 17*, 200-220. doi:10.1177/1368430213507319
- 52) Reinhard, M.-A., Schindler, S., Raabe, V., Stahlberg, D., & Messner, M. (2014). Less is sometimes more: How repetition of an antismoking advertisement affects attitudes toward smoking and source credibility. *Social Influence, 9*, 116-132. doi:10.1080/15534510.2013.790839

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- 51) Reinhard, M.-A., Greifeneder, R., & Scharmach, M. (2013). Unconscious Processes Improve Lie Detection. *Journal of Personality and Social Psychology, 105*, 721-739. doi:10.1037/a0034352

- 50) Reinhard, M.-A., Scharmach, M., & Stahlberg, D. (2013). Too exhausted to see the truth: Ego depletion and the ability to detect deception. *British Journal of Social Psychology, 52*, 618-630. doi: 10.1111/j.2044-8309.2012.02113.x
- 49) Marksteiner, T., Reinhard, M.-A., Lettau, F., & Dickhäuser, O. (2013). Bullying, cheating, deceiving: Teacher's perception of deceitful situations at school. *International Journal of Educational Psychology, 2*, 193-220. doi:10.4471/ijep.2013.24.
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- 47) Reinhard, M.-A., Sporer, S. L., & Scharmach, M. (2013). Perceived familiarity with a judgmental situation improves lie detection ability. *Swiss Journal of Psychology, 72*, 43-52. doi:10.1024/1421-0185/a000098
- 46) Schindler, S., Reinhard, M.-A., & Stahlberg, D. (2013). Tit for tat in the face of death: The effect of mortality salience on reciprocal behavior. *Journal of Experimental Social Psychology, 49*, 87–92. doi:10.1016/j.jesp.2012.06.002
- 45) Reinhard, M.-A. (2013). Wer kann den Lügner entlarven? Need for Cognition und die Fähigkeit von Lehramtsstudierenden Wahrheit und Lüge zu erkennen. *Zeitschrift für Pädagogische Psychologie, 27*, 63-75. doi:10.1024/1010-0652/a000089

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- 44) Reinhard, M.-A., & Schwarz, N. (2012). The influence of affective states on the process of lie detection. *Journal of Experimental Psychology: Applied, 18*, 377-389. doi:10.1037/a0030466
- 43) Reinhard, M.-A., Scharmach, M., & Sporer, S. L. (2012). Situational familiarity, efficacy expectations, and the process of credibility attribution. *Basic and Applied Social Psychology, 34*, 107-127. doi:10.1080/01973533.2012.655992
- 42) Messner, M., & Reinhard, M.-A. (2012). Effects of strategic exiting from sponsorship after negative event publicity. *Psychology and Marketing, 29*, 240–246. doi:10.1002/mar.20518
- 41) Marksteiner, T., Reinhard, M.-A., Dickhäuser, O., & Sporer, S. L. (2012). How do teachers perceive cheating students? Beliefs about cues to deception and detection accuracy in the educational field. *European Journal of Psychology of Education, 27*, 329-350. doi:10.1007/s10212-011-0074-5
- 40) Ask, K., Greifeneder, R., & Reinhard, M.-A. (2012). On the ease of (dis)believing: The role of accessibility experiences in credibility judgments. *Applied Cognitive Psychology, 26*, 779–784. doi:10.1002/acp.2859

- 39) Reinhard, M.-A., Dahm, J., & Scharmach, M. (2012). Perceived experience and police officers' ability to detect deception. *Policing: International Journal of Police Strategy and Management*, 35, 822 - 834. doi:10.1108/13639511211275805
- 38) Schindler, S., Reinhard, M.-A., & Stahlberg, D. (2012). Mortality salience increases personal relevance of the norm of reciprocity. *Psychological Reports*, 111, 565–574. doi:10.2466/20.02.21.PR0.111.5.565-574
- 37) Dickhäuser, O., Reinhard, M.-A., & Marksteiner, T. (2012). Accurately detecting students' lies regarding relational aggression by correctional instructions. *Educational Psychology*, 2, 257–271. doi:10.1080/01443410.2011.645271
- 36) Marksteiner, T., Dickhäuser, O., & Reinhard, M.-A. (2012). Der Zusammenhang von Need for Cognition und Stereotypen bei der Beurteilung der Glaubwürdigkeit von Schülern. *Psychologie in Erziehung und Unterricht*, 59, 47-59. doi:10.2378/peu2012.art04d.

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- 35) Reinhard, M.-A., Sporer, S. L., Scharmach, M., & Marksteiner, T. (2011). Listening, not watching: Situational familiarity and the ability to detect deception. *Journal of Personality and Social Psychology*, 101, 467–484. doi:10.1037/a0023726
- 34) Dickhäuser, O., Reinhard, M.-A., & Englert, C. (2011). "Of course I will ...": The combined effect of certainty and level of expectancies on persistence and performance. *Social Psychology of Education*, 14, 519-528. doi:10.1007/s11218-011-9159-x
- 33) Reinhard, M.-A., & Dickhäuser, O. (2011). How affective states, task difficulty, and self-concepts influence the formation and consequences of performance expectancies. *Cognition and Emotion*, 25, 220–228. doi:10.1080/02699931003802640
- 32) Marksteiner, T., Ask, K., Reinhard, M.-A., & Granhag, P. A. (2011). 'Asymmetrical skepticism' toward criminal evidence: The role of goal- and belief-consistency. *Applied Cognitive Psychology*, 25, 541-547. doi:10.1002/acp.1719
- 31) Reinhard, M.-A., Schindler, S., Stahlberg, D., Messner, M., & Mucha, N. (2011). "I don't know anything about soccer": How personal weaknesses and strengths guide inferences about women's qualification in sex-typed jobs. *Swiss Journal of Psychology*, 70, 149–154. doi:10.1024/1421-0185/a000050
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- 26) Schindler, S., Reinhard, M.-A., & Stahlberg, D. (2011). Repetition of educational AIDS advertising affects attitudes. *Psychological Reports, 108*, 693–698. doi:10.2466/01.13.PRO.108.3.693-698

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