

Warning: [2026-06-23 16:32] this document is a print-out of the Ciência-iul web portal and was automatically generated at the labeled date. The document has a mere informational purpose and represents the information contained on Ciência_Iscte at that date.

Ana Guinote

Associate Researcher

CIS-Iscte - Centre for Psychological Research and Social Intervention

Contacts

E-mail

Ana.Paula.Guinote@iscte-iul.pt

Supervisions

• Ph.D. Thesis

- Ongoing

	Student Name	Title/Topic	Language	Status	Institution
1	Irina Konova	Affective and Behavioral Responses to Interpersonal Touch	English	Developing	Iscte

• M.Sc. Dissertations

- Concluded

	Student Name	Title/Topic	Language	Institution	Concluding Year
1	Ana Carolina dos Santos Pereira	Effects of social power in the development of ambivalent sexism in childhood	English	Iscte	2020

Total Citations

Web of Science®	3133
Scopus	2753

Publications

• Scientific Journals

- Scientific journal paper

1	Cai, W., Guinote, A. & Wu, S. (2023). Revisiting the powerful-not-lonely effect across cultures: The mediating role of self-construal and social support. <i>Current Psychology</i> . 42, 8824-8832 - Times Cited Web of Science®: 8 - Times Cited Scopus: 7
2	Kim, K.-H. & Guinote, A. (2022). Cheating at the top: Trait dominance explains dishonesty more consistently than social power. <i>Personality and Social Psychology Bulletin</i> . 48 (12), 1651-1666 - Times Cited Web of Science®: 15 - Times Cited Scopus: 15
3	Guinote, A. & Kim, K-H (2022). Cheating to win or not to lose: Power and situational framing affect unethical behavior. <i>Journal of Applied Social Psychology</i> . 52 (3), 137-144 - Times Cited Web of Science®: 11 - Times Cited Scopus: 7
4	Chen, H., Wang, X., Zang, H. & Guinote, A. (2021). Being a tough person in a tight world: Cultural tightness leads to a desire for muscularity. <i>Journal of Experimental Social Psychology</i> . 96 - Times Cited Web of Science®: 28 - Times Cited Scopus: 24
5	Deng, M., Guinote, A., Li, L., Cui, L. & Shi, W. (2021). When abstract concepts rely on multiple metaphors: Metaphor selection in the case of power. <i>Social Cognition</i> . 39 (3), 408-435 - Times Cited Web of Science®: 6 - Times Cited Scopus: 5

- Scientific journal editor

1	Guinote, A. & Sedikides, Constantine (2018). <i>How Status Shapes Social Cognition</i> .
---	--

• Books and Book Chapters

- Book author

1	Guinote, A. (2017). <i>How Power Affects People: Activating, Wanting, and Goal Seeking</i> . - Times Cited Web of Science®: 358 - Times Cited Scopus: 323
2	Cunha, Miguel Pina e, Guinote, A. & Rego, A. (2016). <i>Poder: Veneno e Remédio (Power: Poison and Remedy)</i> . Lisboa. Lidel.

3	Guinote, A. (2010). The social psychology of power. New York. Guildford Press. Guinote, Ana (A812-9A13-9B16) and Vescio, T. K. (Ed.).
4	Guinote, A. & Fiske, S.T. (2003). Being in the outgroup territory increases stereotypic perceptions of outgroups: Situational Sources of Category Activation. - Times Cited Web of Science®: 10
5	Guinote, A. (1996). Gruppenwahrnehmung im Mehrheits- und Minderheitskontext: Portugiesen in Deutschland und in Portugal (Group perception in minority and majority contexts: Portuguese in Germany and Portugal). Frankfurt. Peter Lang.

- Book chapter

1	Bukowski, M., Fritsche, I., Guinote, A. & Kofta, M. (2016). Coping with lack of control in a social world: An introduction. In APA handbook of personality and social psychology, Volume 1: Attitudes and social cognition. Hove: Psychology Press. - Times Cited Scopus: 1
2	Guinote, A. & Ran Alice Cai (2016). The Social Construction of Violence and Conflict Resolution . In The Social Construction of Violence and Conflict Resolution . (pp. 3-33). Cham, Switzerland: Springer International Publishing.
3	Guinote, A. (2015). The Social Cognition of Power. In E. Borgida (Ed.), APA handbook of personality and social psychology, Volume 1: Attitudes and social cognition. (pp. 547-569). Washington, DC: American Psychological Association.
4	Guinote, A. (2013). Social Power and Cognition. In The Oxford Handbook of Social Cognition. (pp. 575-589): Oxford University Press.
5	Guinote, A. & Chen, S. (2012). Power as Active Self: From Acquisition to the Expression and Use of Power. In K. Deaux and M. Snyder (Ed.), The Oxford Handbook of Personality and Social Psychology. (pp. 645-668). New York: Oxford University Press.
6	Guinote, A. (2011). Power, Cognition, and Behavior. In Dowing, K. M. (Ed.), Encyclopedia of Power.: Sage Publishers.
7	Guinote, A. & Vescio, T. K. (2010). Introduction: power in social psychology. In Guinote, A (A812-9A13-9B16) and Vescio, T. K. (Ed.), The Social Psychology of Power . (pp. 1-18). New York: Guildford Press.
8	Vescio, T. K. & Guinote, A. (2010). Power: New understandings and future directions. In The Social Psychology of Power . (pp. 428-454). New York: Guilford Press.
9	Guinote, A. (2010). The Situated Focus Theory of Power. In Guinote, A (A812-9A13-9B16) and Vescio, T. K. (Ed.), The social psychology of power. (pp. 141-175). New York: Guildford Press.
10	Guinote, A. (2008). Need for power. In Levine, J. and Hogg, M. (Ed.), Encyclopedia of Group Processes and Intergroup Relations.: Sage Publishers.
11	Guinote, A. (2003). Group size, outcome dependency, and power: Effects on perceived and objective group variability. In (pp. 166-177).

• Other Publications

- Non-peer-reviewed papers

1	Guinote, A. (2020). Power's mission: impact and the quest for goal achievement. <i>Current Opinion in Psychology</i> . - Times Cited Web of Science®: 10 - Times Cited Scopus: 7
2	Sedikides, Constantine & Guinote, A. (2018). How status shapes social cognition: Introduction to the special issue, "The status of status: Vistas from social cognition". <i>Social Cognition</i> . 36 (1), 1-3 - Times Cited Web of Science®: 7 - Times Cited Scopus: 8
3	Guinote, A. (2018). When Low Power Meets Status: Powerlessness Triggers Behavioral Inhibition Only Under Low Status. <i>Social Cognition</i> . - Times Cited Web of Science®: 11 - Times Cited Scopus: 8
4	Deng, M., Guinote, A. & Cui, L. (2018). When low power meets status: Powerlessness triggers behavioral inhibition only under low status. <i>Social Cognition</i> . 36 (1), 134-166
5	Deng, M., Mufan Zheng & Guinote, A. (2018). When does power trigger approach motivation? Threats and the role of perceived control in the power domain. <i>Social and Personality Psychology Compass</i> . e12390-e12390 - Times Cited Web of Science®: 46 - Times Cited Scopus: 42
6	Sedikides, Constantine & Guinote, A. (2018). How Status Shapes Social Cognition: Introduction to the Special Issue, "The Status of Status: Vistas from Social Cognition". <i>Social Cognition</i> . 36 (1), 1-3
7	Guinote, A. (2018). Dominance biases in the perception and memory for the faces of powerholders, with consequences for social inferences. <i>Journal of Experimental Social Psychology</i> . - Times Cited Web of Science®: 22 - Times Cited Scopus: 21
8	Rego, A., Cunha, Miguel Pina e & Guinote, A. (2017). Dizer adeus ao poder e uma arte dificil (Saying goodbye to power is a difficult art). <i>Applied Knowledge</i> .
9	Ran Alice Cai & Guinote, A. (2017). Doing many things at a time: Lack of power decreases the ability to multitask. <i>British Journal of Social Psychology</i> . 56 (3), 475-492 - Times Cited Web of Science®: 13 - Times Cited Scopus: 11
10	Kossowska, M., Bukowski, M., Guinote, A., Dragon, P. & Kruglanski, A.W. (2016). Self-image threat decreases stereotyping: The role of motivation toward closure. <i>Motivation and Emotion</i> . 40 (6), 830-841 - Times Cited Web of Science®: 17 - Times Cited Scopus: 13
11	Kossowska, M., Guinote, A. & Strojny, P. (2016). Power boosts reliance on preferred processing styles. <i>Motivation and Emotion</i> . 40 (4), 556-565 - Times Cited Web of Science®: 8 - Times Cited Scopus: 12

12	<p>Woltin, Karl-Andrew & Guinote, A. (2015). I can, I do, and so I like: From power to action and aesthetic preferences. <i>Journal of Experimental Psychology: General</i>. 144 (6), 1124-1136</p> <p>- Times Cited Web of Science®: 14</p> <p>- Times Cited Scopus: 15</p>
13	<p>Guinote, A., Cotzia, I., Sandhu, S. & Siwa, P. (2015). Social status modulates prosocial behavior and egalitarianism in preschool children and adults. <i>Proceedings of the National Academy of Sciences of the United States of America</i>. 112 (3), 731-736</p> <p>- Times Cited Web of Science®: 189</p> <p>- Times Cited Scopus: 167</p>
14	<p>Guinote, A., Aveiro, Mafalda S. S. & Mata, Sandra C. (2014). Estereótipos e percepção de variabilidade de grupo: o caso dos angolanos residentes em Portugal. <i>PSICOLOGIA</i>. 16 (1), 199</p>
15	<p>Gervais, S.J., Guinote, A., Allen, J. & Slabu, L. (2013). Power increases situated creativity. <i>Social Influence</i>. 8 (4), 294-311</p> <p>- Times Cited Web of Science®: 34</p> <p>- Times Cited Scopus: 30</p>
16	<p>Slabu, L., Guinote, A. & Wilkinson, D. (2013). How quickly can you detect it?: Power facilitates attentional orienting. <i>Social Psychology</i>. 44 (1), 37-41</p> <p>- Times Cited Web of Science®: 7</p> <p>- Times Cited Scopus: 5</p>
17	<p>Guinote, A. & Ong, T. (2012). Direct debit or pay in person? power, action, and goal maintenance. ¿Domiciliamos tu pago, o lo pagas en efectivo? poder, acción y mantenimiento de metas. <i>Revista de Psicología Social</i>. 27 (3), 317-322</p> <p>- Times Cited Web of Science®: 1</p> <p>- Times Cited Scopus: 1</p>
18	<p>Guinote, A., Weick, M. & Ran Alice Cai (2012). Does Power Magnify the Expression of Dispositions?. <i>Psychological Science</i>. 23 (5), 475-482</p> <p>- Times Cited Web of Science®: 81</p> <p>- Times Cited Scopus: 76</p>
19	<p>Willis, G.B. & Guinote, A. (2011). The effects of social power on goal content and goal striving: A situated perspective. <i>Social and Personality Psychology Compass</i>. 5 (10), 706-719</p> <p>- Times Cited Web of Science®: 31</p> <p>- Times Cited Scopus: 32</p>
20	<p>Weick, M., Wilkinson, D. & Guinote, A. (2011). Lack of power enhances visual perceptual discrimination. <i>Canadian Journal of Experimental Psychology</i>. 65 (3), 208-213</p> <p>- Times Cited Web of Science®: 24</p> <p>- Times Cited Scopus: 18</p>
21	<p>Slabu, L. & Guinote, A. (2010). Getting what you want: Power increases the accessibility of active goals. <i>Journal of Experimental Social Psychology</i>. 46 (2), 344-349</p> <p>- Times Cited Web of Science®: 109</p> <p>- Times Cited Scopus: 85</p>
22	<p>Willis, G.B., Guinote, A. & Rodríguez-Bailón, R. (2010). Illegitimacy improves goal pursuit in powerless individuals. <i>Journal of Experimental Social Psychology</i>. 46 (2), 416-419</p> <p>- Times Cited Web of Science®: 46</p> <p>- Times Cited Scopus: 39</p>

23	<p>Guinote, A. (2010). In touch with your feelings: Power increases reliance on bodily information. <i>Social Cognition</i>. 28 (1), 110-121</p> <p>- Times Cited Web of Science®: 60</p> <p>- Times Cited Scopus: 57</p>
24	<p>Wilkinson, D., Guinote, A., Weick, M., Molinari, R. & Graham, K. (2010). Feeling socially powerless makes you more prone to bumping into things on the right and induces leftward line bisection error. <i>Psychonomic Bulletin and Review</i>. 17 (6), 910-914</p> <p>- Times Cited Web of Science®: 17</p> <p>- Times Cited Scopus: 15</p>
25	<p>Weick, M. & Guinote, A. (2010). How long will it take? Power biases time predictions. <i>Journal of Experimental Social Psychology</i>. 46 (4), 595-604</p> <p>- Times Cited Web of Science®: 78</p> <p>- Times Cited Scopus: 68</p>
26	<p>Guinote, A. & Phillips, A. (2010). Power can increase stereotyping: Evidence from managers and subordinates in the hotel industry. <i>Social Psychology</i>. 41 (1), 3-9</p> <p>- Times Cited Web of Science®: 47</p> <p>- Times Cited Scopus: 37</p>
27	<p>Guinote, A., Willis, G.B. & Martellotta, C. (2010). Social power increases implicit prejudice. <i>Journal of Experimental Social Psychology</i>. 46 (2), 299-307</p> <p>- Times Cited Web of Science®: 75</p> <p>- Times Cited Scopus: 63</p>
28	<p>Guinote, A., Reese, Gerhard & Wilkinson, David (2009). A Powerful vision: Social power alters visual search behavior. <i>PSICOLOGIA</i>. 23 (1), 127</p> <p>- Times Cited Web of Science®: 3</p>
29	<p>Guinote, A. (2008). Power and Affordances: When the Situation Has More Power Over Powerful Than Powerless Individuals. <i>Journal of Personality and Social Psychology</i>. 95 (2), 237-252</p> <p>- Times Cited Web of Science®: 176</p> <p>- Times Cited Scopus: 155</p>
30	<p>Weick, M. & Guinote, A. (2008). When Subjective Experiences Matter: Power Increases Reliance on the Ease of Retrieval. <i>Journal of Personality and Social Psychology</i>. 94 (6), 956-970</p> <p>- Times Cited Web of Science®: 166</p> <p>- Times Cited Scopus: 156</p>
31	<p>Guinote, A. (2007). Power and the suppression of unwanted thoughts: Does control over others decrease control over the self?. <i>Journal of Experimental Social Psychology</i>. 43 (3), 433-440</p> <p>- Times Cited Web of Science®: 40</p> <p>- Times Cited Scopus: 40</p>
32	<p>Guinote, A. (2007). Power affects basic cognition: Increased attentional inhibition and flexibility. <i>Journal of Experimental Social Psychology</i>. 43 (5), 685-697</p> <p>- Times Cited Web of Science®: 307</p> <p>- Times Cited Scopus: 266</p>
33	<p>Guinote, A. (2007). Behaviour variability and the Situated Focus Theory of Power. <i>European Review of Social Psychology</i>. 18 (1), 256-295</p> <p>- Times Cited Web of Science®: 255</p> <p>- Times Cited Scopus: 207</p>

34	<p>Guinote, A. (2007). Power and goal pursuit. <i>Personality and Social Psychology Bulletin</i>. 33 (8), 1076-1087</p> <p>- Times Cited Web of Science®: 479</p> <p>- Times Cited Scopus: 420</p>
35	<p>Guinote, A., Brown, M. & Fiske, S.T. (2006). Minority status decreases sense of control and increases interpretive processing. <i>Social Cognition</i>. 24 (2), 169-186</p> <p>- Times Cited Web of Science®: 68</p> <p>- Times Cited Scopus: 65</p>
36	<p>Bar-Tal, Y. & Guinote, A. (2002). Who Exhibits More Stereotypical Thinking? the Effect of Need and Ability to Achieve Cognitive Structure on Stereotyping. <i>European Journal of Personality</i>. 16 (4), 313-331</p> <p>- Times Cited Web of Science®: 37</p> <p>- Times Cited Scopus: 32</p>
37	<p>Guinote, A., Judd, C.M. & Brauer, M. (2002). Effects of power on perceived and objective group variability: Evidence that more powerful groups are more variable. <i>Journal of Personality and Social Psychology</i>. 82 (5), 708-721</p> <p>- Times Cited Web of Science®: 186</p> <p>- Times Cited Scopus: 174</p>
38	<p>Guinote, A. (2001). Lack of control leads to less stereotypic perceptions of groups: An individual difference perspective. <i>Análise Psicológica</i>. 19 (3), 453-460</p>
39	<p>Guinote, A. (2001). The perception of group variability in a non-minority and a minority context: When adaptation leads to out-group differentiation. <i>British Journal of Social Psychology</i>. 40 (1), 117-132</p> <p>- Times Cited Web of Science®: 33</p> <p>- Times Cited Scopus: 26</p>
40	<p>Guinote, A. (1999). Percepção de variabilidade de grupo: modelos de compreensão, resultados empíricos e tendências actuais. <i>PSICOLOGIA</i>. 11 (1), 273</p>