

# Stanford

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## Brian Lowery

Walter Kenneth Kilpatrick Professor in the Graduate School of Business  
Organizational Behavior

### Bio

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#### ACADEMIC APPOINTMENTS

- Professor, Organizational Behavior

### Teaching

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#### COURSES

##### 2025-26

- Leadership for Society: Daring Dialogues: GSBGEN 495 (Spr)
- Managing Groups and Teams: OB 205 (Aut)

##### 2024-25

- Leadership for Society: Daring Dialogues: GSBGEN 495 (Spr)
- Managing Groups and Teams: OB 205 (Aut)

##### 2023-24

- Leadership for Society: Daring Dialogues: GSBGEN 495 (Win)

##### 2022-23

- Leadership for Society: Daring Dialogues: GSBGEN 495 (Win)
- Leadership for Society: Making Sense of Complex Social Systems: GSBGEN 496 (Spr)

#### STANFORD ADVISEES

##### Doctoral Dissertation Reader (AC)

Alexa Samaniego

### Publications

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#### PUBLICATIONS

- **Self-Essentialist Reasoning Underlies the Similarity-Attraction Effect** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*  
Chu, C., Lowery, B. S.  
2023
- **Perceiving a Stable Self-Concept Enables the Experience of Meaning in Life.** *Personality & social psychology bulletin*  
Chu, C., Lowery, B. S.  
2023: 1461672221150234
- **Freedom and Constraint in Digital Environments: Implications for the Self.** *Perspectives on psychological science : a journal of the Association for Psychological Science*  
Talaifar, S., Lowery, B. S.

2022: 17456916221098036

- **Gender Backlash and the Moderating Role of Shared Racial Group Membership.** *Personality & social psychology bulletin*  
Xiao, V. L., Lowery, B. S., Stillwell, A.  
2022: 1461672221074543
- **Herd Invisibility: The Psychology of Racial Privilege** *CURRENT DIRECTIONS IN PSYCHOLOGICAL SCIENCE*  
Phillips, L., Lowery, B. S.  
2018; 27 (3): 156–62
- **I Ain't No Fortunate One: On the Motivated Denial of Class Privilege** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*  
Phillips, L., Lowery, B. S.  
2020; 119 (6): 1403–22
- **Gendered racial boundary maintenance: Social penalties for White women in interracial relationships.** *Journal of personality and social psychology*  
Stillwell, A. n., Lowery, B. S.  
2020
- **Keeping Minorities Happy: Hierarchy Maintenance and Whites' Decreased Support for Highly Identified White Politicians.** *Personality & social psychology bulletin*  
Jun, S. n., Lowery, B. S., Guillory, L. n.  
2017; 43 (12): 1615–29
- **The hard-knock life? Whites claim hardships in response to racial inequity** *JOURNAL OF EXPERIMENTAL SOCIAL PSYCHOLOGY*  
Phillips, L. T., Lowery, B. S.  
2015; 61: 12-18
- **The American Non-Dilemma: Racial Inequality without Racism. (Book Review)** *ADMINISTRATIVE SCIENCE QUARTERLY*  
Book Review Authored by: Lowery, B.  
2014; 59 (4): NP49-NP51
- **Deny, Distance, or Dismantle? How White Americans Manage a Privileged Identity** *PERSPECTIVES ON PSYCHOLOGICAL SCIENCE*  
Knowles, E. D., Lowery, B. S., Chow, R. M., Unzueta, M. M.  
2014; 9 (6): 594-609
- **Deny, Distance, or Dismantle? How White Americans Manage a Privileged Identity.** *Perspectives on psychological science*  
Knowles, E. D., Lowery, B. S., Chow, R. M., Unzueta, M. M.  
2014; 9 (6): 594-609
- **Race, Ideology, and the Tea Party: A Longitudinal Study** *PLOS ONE*  
Knowles, E. D., Lowery, B. S., Shulman, E. P., Schaumberg, R. L.  
2013; 8 (6)
- **Appeasement: Whites' Strategic Support for Affirmative Action** *PERSONALITY AND SOCIAL PSYCHOLOGY BULLETIN*  
Chow, R. M., Lowery, B. S., Hogan, C. M.  
2013; 39 (3): 332-345
- **Paying for Positive Group Esteem: How Inequity Frames Affect Whites' Responses to Redistributive Policies** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*  
Lowery, B. S., Chow, R. M., Knowles, E. D., Unzueta, M. M.  
2012; 102 (2): 323-336
- **Meritocracy, Self-Concerns, and Whites' Denial of Racial Inequity** *SELF AND IDENTITY*  
Knowles, E. D., Lowery, B. S.  
2012; 11 (2): 202-222
- **The Impact of Race-Based Performance Differences on Perceptions of Test Legitimacy** *JOURNAL OF APPLIED SOCIAL PSYCHOLOGY*  
Unzueta, M. M., Lowery, B. S.  
2010; 40 (8): 1948-1968

- **When Inequality Matters: The Effect of Inequality Frames on Academic Engagement** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*  
Lowery, B. S., Wout, D. A.  
2010; 98 (6): 956-966
- **Thanks, but no thanks: The role of personal responsibility in the experience of gratitude** *JOURNAL OF EXPERIMENTAL SOCIAL PSYCHOLOGY*  
Chow, R. M., Lowery, B. S.  
2010; 46 (3): 487-493
- **Racial prejudice predicts opposition to Obama and his health care reform plan** *JOURNAL OF EXPERIMENTAL SOCIAL PSYCHOLOGY*  
Knowles, E. D., Lowery, B. S., Schaumberg, R. L.  
2010; 46 (2): 420-423
- **TO BE FAIR OR TO BE DOMINANT: THE EFFECT OF INEQUALITY FRAMES ON DOMINANT GROUP MEMBERS' RESPONSES TO INEQUITY** *FAIRNESS AND GROUPS*  
Chow, R. M., Lowery, B. S., Knowles, E. D.  
edited by Mannix, E. A., Neale, M. A., Mullen, E.  
2010; 13: 183-204
- **Anti-egalitarians for Obama? Group-dominance motivation and the Obama vote** *JOURNAL OF EXPERIMENTAL SOCIAL PSYCHOLOGY*  
Knowles, E. D., Lowery, B. S., Schaumberg, R. L.  
2009; 45 (4): 965-969
- **On the Malleability of Ideology: Motivated Construals of Color Blindness** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*  
Knowles, E. D., Lowery, B. S., Hogan, C. M., Chow, R. M.  
2009; 96 (4): 857-869
- **Taking from those that have more and giving to those that have less: How inequity frames affect corrections for inequity** *JOURNAL OF EXPERIMENTAL SOCIAL PSYCHOLOGY*  
Lowery, B. S., Chow, R. M., Crosby, J. R.  
2009; 45 (2): 375-378
- **Defining racism safely: The role of self-image maintenance on white Americans' conceptions of racism** *JOURNAL OF EXPERIMENTAL SOCIAL PSYCHOLOGY*  
Unzueta, M. M., Lowery, B. S.  
2008; 44 (6): 1491-1497
- **The two faces of dominance: The differential effect of ingroup superiority and outgroup inferiority on dominant-group identity and group esteem** *JOURNAL OF EXPERIMENTAL SOCIAL PSYCHOLOGY*  
Chow, R. M., Lowery, B. S., Knowles, E. D.  
2008; 44 (4): 1073-1081
- **How believing in affirmative action quotas protects White men's self-esteem** *ORGANIZATIONAL BEHAVIOR AND HUMAN DECISION PROCESSES*  
Unzueta, M. M., Lowery, B. S., Knowles, E. D.  
2008; 105 (1): 1-13
- **Framing inequity safely: Whites' motivated perceptions of racial privilege** *PERSONALITY AND SOCIAL PSYCHOLOGY BULLETIN*  
Lowery, B. S., Knowles, E. D., Unzueta, M. M.  
2007; 33 (9): 1237-1250
- **Long-term effects of subliminal priming on academic performance** *BASIC AND APPLIED SOCIAL PSYCHOLOGY*  
Lowery, B. S., Eisenberger, N. I., Hardin, C. D., Sinclair, S.  
2007; 29 (2): 151-157
- **Concern for the in-group and opposition to affirmative action** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*  
Lowery, B. S., Unzueta, M. M., Knowles, E. D., Goff, P. A.  
2006; 90 (6): 961-974

- **Self-stereotyping in the context of multiple social identities** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*  
Sinclair, S., Hardin, C. D., Lowery, B. S.  
2006; 90 (4): 529-542
- **Social tuning of automatic racial attitudes: The role of affiliative motivation** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*  
Sinclair, S., Lowery, B. S., Hardin, C. D., Colangelo, A.  
2005; 89 (4): 583-592
- **The relationship between parental racial attitudes and children's implicit prejudice** *JOURNAL OF EXPERIMENTAL SOCIAL PSYCHOLOGY*  
Sinclair, S., Dunn, E., Lowery, B. S.  
2005; 41 (3): 283-289
- **Priming unconscious racial stereotypes about adolescent offenders** *LAW AND HUMAN BEHAVIOR*  
Graham, S., Lowery, B. S.  
2004; 28 (5): 483-504