

References for:

Gervais, M.M. (2026). Sentiments, Respect, and the Evolution of Norm Psychology. Poster presented to the European Human Behaviour and Evolution Association. 15 April 2026, Leiden, NL.

## References

Bicchieri, C. (2005). *The Grammar of Society: The Nature and Dynamics of Social Norms*. Cambridge University Press. DOI: [10.1017/CBO9780511616037](https://doi.org/10.1017/CBO9780511616037).

Boehm, C. (1999). *Hierarchy in the Forest: The Evolution of Egalitarian Behavior*. Harvard University Press.

Boehm, C. (2012). *Moral Origins: The Evolution of Virtue, Altruism, and Shame*. Basic Books.

Bhui, R., Chudek, M., & Henrich, J. (2019). How exploitation launched human cooperation. *Behavioral Ecology and Sociobiology*, 73(6), 78. DOI: [10.1007/s00265-019-2667-y](https://doi.org/10.1007/s00265-019-2667-y).

Chapais, B. (2015). Competence and the evolutionary origins of status and power in humans. *Human Nature*, 26(2), 161-183. DOI: [10.1007/s12110-015-9227-6](https://doi.org/10.1007/s12110-015-9227-6).

Chudek, M., & Henrich, J. (2011). Culture–gene coevolution, norm-psychology and the emergence of human prosociality. *Trends in Cognitive Sciences*, 15(5), 218-226. DOI: [10.1016/j.tics.2011.03.003](https://doi.org/10.1016/j.tics.2011.03.003).

Darwall, S. (2006). *The Second-Person Standpoint: Morality, Respect, and Accountability*. Harvard University Press.

Eriksson, K., Strimling, P., & Coultas, J. C. (2015). Bidirectional associations between descriptive and injunctive norms. *Organizational Behavior and Human Decision Processes*, 129, 59-69. DOI: [10.1016/j.obhdp.2014.09.011](https://doi.org/10.1016/j.obhdp.2014.09.011).

Fessler, D. M. (2006). Steps toward an evolutionary psychology of a culture-dependent species. In P. Carruthers, S. Laurence, and S. Stich (Eds.), *The Innate Mind: Volume 2: Culture and Cognition* (pp. 61-77). DOI: [10.1093/acprof:oso/9780195310139.003.0004](https://doi.org/10.1093/acprof:oso/9780195310139.003.0004).

Fessler, D. M. T. & Gervais, M. M. (2010). From whence the captains of our lives: Ultimate and phylogenetic perspectives on emotions in humans and other primates. In P. M. Kappeler & J. B. Silk (Eds.), *Mind the Gap: The Origins of Human Universals* (pp. 261–80). Springer. DOI: [10.1007/978-3-642-02725-3](https://doi.org/10.1007/978-3-642-02725-3).

Fiske, A. P. (1991). *Structures of Social Life: The Four Elementary Forms of Human Relations*. Simon & Schuster.

Fiske, A. P. (2002). Socio-Moral Emotions Motivate Action to Sustain Relationships. *Self and Identity*, 1(2), 169–175. DOI: [10.1080/152988602317319357](https://doi.org/10.1080/152988602317319357)

Gelfand, M. J., Gavrillets, S., & Nunn, N. (2024). Norm dynamics: Interdisciplinary perspectives on social norm emergence, persistence, and change. *Annual Review of Psychology*, 75(1), 341-378. DOI: [10.1146/annurev-psych-033020-013319](https://doi.org/10.1146/annurev-psych-033020-013319).

- Gervais, M. M., & Fessler, D. M. (2017). On the deep structure of social affect: Attitudes, emotions, sentiments, and the case of “contempt”. *Behavioral and Brain Sciences*, *40*, e225. DOI: [10.1017/S0140525X16000352](https://doi.org/10.1017/S0140525X16000352).
- Hare, B. (2017). Survival of the friendliest: Homo sapiens evolved via selection for prosociality. *Annual Review of Psychology*, *68*, 155-186. DOI: [10.1146/annurev-psych-010416-044201](https://doi.org/10.1146/annurev-psych-010416-044201).
- Henrich, J., & Gil-White, F. J. (2001). The evolution of prestige: Freely conferred deference as a mechanism for enhancing the benefits of cultural transmission. *Evolution and Human Behavior*, *22*(3), 165-196. DOI: [10.1016/S1090-5138\(00\)00071-4](https://doi.org/10.1016/S1090-5138(00)00071-4).
- Henrich, J. (2020). *The Weirdest People in the World: How the West Became Psychologically Peculiar and Particularly Prosperous*. Penguin Books.
- House, B. R. (2018). How do social norms influence prosocial development? *Current Opinion in Psychology*, *20*, 87-91. DOI: [10.1016/j.copsyc.2017.08.011](https://doi.org/10.1016/j.copsyc.2017.08.011).
- Heyes, C. (2024). Rethinking norm psychology. *Perspectives on Psychological Science*, *19*(1), 12-38. DOI: [10.1177/17456916221112075](https://doi.org/10.1177/17456916221112075).
- Hruschka, D. J., & Henrich, J. (2006). Friendship, cliquishness, and the emergence of cooperation. *Journal of Theoretical Biology*, *239*(1), 1-15. DOI: [10.1016/j.jtbi.2005.07.006](https://doi.org/10.1016/j.jtbi.2005.07.006).
- Kelly, D., & Davis, T. (2018). Social norms and human normative psychology. *Social Philosophy and Policy*, *35*(1), 54-76. DOI: [10.1017/S0265052518000122](https://doi.org/10.1017/S0265052518000122).
- Leung, A. K. Y., & Cohen, D. (2011). Within-and between-culture variation: individual differences and the cultural logics of honor, face, and dignity cultures. *Journal of Personality and Social Psychology*, *100*(3), 507-526.
- Panchanathan, K., & Boyd, R. (2004). Indirect reciprocity can stabilize cooperation without the second-order free rider problem. *Nature*, *432*(7016), 499-502. DOI: [10.1038/nature02978](https://doi.org/10.1038/nature02978).
- Roberts, G., & Sherratt, T. N. (1998). Development of cooperative relationships through increasing investment. *Nature*, *394*(6689), 175-179. DOI: [10.1038/28160](https://doi.org/10.1038/28160).
- Shoemaker, D. (2018). Cruel jokes and normative competence. *Social Philosophy and Policy*, *35*(1), 173-195. DOI: [10.1017/S0265052518000080](https://doi.org/10.1017/S0265052518000080).
- Sripada, C. S., Stich, S. (2006). A framework for the psychology of norms. In P. Carruthers, S. Laurence, and S. Stich (Eds), *The Innate Mind: Volume 2: Culture and Cognition* (pp. 280-301). Oxford University Press. DOI: [10.1093/acprof:oso/9780195310139.003.0017](https://doi.org/10.1093/acprof:oso/9780195310139.003.0017).
- Tomasello, M. (2016). *A Natural History of Human Morality*. Harvard University Press.
- Tooby, J., Cosmides, L., Sell, A., Lieberman, D., & Sznycer, D. (2008). Internal regulatory variables and the design of human motivation: A computational and evolutionary approach. In A. J. Elliot (Ed.), *Handbook of Approach and Avoidance Motivation* (pp. 251–271). Psychology Press.
- Van Vugt, M. (2006). Evolutionary origins of leadership and followership. *Personality and Social Psychology Review*, *10*(4), 354-371. DOI: [10.1207/s15327957pspr1004\\_5](https://doi.org/10.1207/s15327957pspr1004_5).

Yamagishi, T. (2011). *Trust: The Evolutionary Game of Mind and Society*. Springer Science & Business Media.