

Publications:

Marchand, M.A.G. (2006). Forming an impression of a flatterer: Targets and observers becoming suspicious of ulterior motives. Ph.D. thesis, 13 September, ISBN-10: 90-9020940-9.

Marchand, M.A.G. & R. Vonk (2005). The process of becoming suspicious of ulterior motives, *Social Cognition*, 23, pp. 242-256.

Marchand, M.A.G. & R. Vonk (in preparation). I bet you say that to all the girls (boys): When flattery does not work.

Marchand, M.A.G. & R. Vonk (in preparation). Motivated by vanity, not insanity: Target-observer differences in information search and impression revision after ingratiation.

Marchand, M.A.G. & R. Vonk (in preparation). When flattery does not work: The importance of descriptive consistency.

Marchand, M.A.G. & R. Vonk (2002). Het proces van achterdocht over verborgen bedoelingen in kaart gebracht. In E. van Dijk, E. Kluwer & D. Wigboldus (Eds.), *Jaarboek Sociale Psychologie* (pp.209-217). Delft: Eburon.

Marchand, M.A.G. & R. Vonk (2003). De uitglijder van een vleier: het target-waarnemer verschil verdwijnt. In D. Wigboldus, M. Dechesne & E. Gordijn (Eds.), *Jaarboek Sociale Psychologie*.