

## **Demonstrative 7: Other Empirical Studies Discussing Adolescent Psychological Needs**

U.S. Exhibit 17,561

### **Longitudinal, Controls for Social Influences**

- Aitken, P. P., Eadie, D. R., Hastings, G. B., & Haywood, A. J. (1991). Predisposing effects of cigarette advertising on children's intentions to smoke when older. *British Journal of Addiction, 86*, 383-390.
- Armstrong, B. K., de Klerk, N. H., Shean, R. E., Dunn, D. A., & Dolin, P. J. (1990). Influence of education and advertising on the uptake of smoking by children. *The Medical Journal of Australia, 152*, 117-124. U.S. Exhibit 72,840; VXA0103116-3122.
- Biener, L. & Siegel, M. (2000). Tobacco marketing and adolescent smoking: More support for a causal inference. *American Journal of Public Health, 90*, 407-411. U.S. Exhibit 77,118; VXA0103206-3210.
- Pierce, J.P., Choi, W.S., Gilpin, E.A., Farkas, A.J., & Berry, C.C. (1998). Tobacco industry promotion of cigarettes and adolescent smoking. *Journal of the American Medical Association, 279*, 511-515. U.S. Exhibit 64,696; VXA0104689-4693.
- Sargent, J.D., Dalton, M., Beach, M., Bernhardt, A., Heatherton, T., & Stevens, M. (2000). Effect of cigarette promotions on smoking uptake among adolescents. *Preventive Medicine, 30*, 320-327.

### **Controls for Social Influences**

- Feighery, E., Borzekowski, D. L. G., Schooler, C., & Flora, J. (1998). Seeing, wanting, owning: The relationship between receptivity to tobacco marketing and smoking susceptibility in young people. *Tobacco Control, 7*, 123-128.
- Sargent, J.D., Dalton, M., & Beach, M. (2000). Exposure to cigarette promotions and smoking uptake in adolescents: evidence of a dose-response relation. *Tobacco Control, 9*, 163-168.
- Schooler, C., Feighery, E., & Flora, J.A. (1996). Seventh graders' self-reported exposure to cigarette marketing and its relationship to their smoking behavior. *American Journal of Public Health, 86*, 1216-1221. U.S. Exhibit 64,695; VXA0104842-4847.