

# Kathleen M O'connor

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10473673/publications.pdf>

Version: 2024-02-01

14  
papers

943  
citations

840119

11  
h-index

1199166

12  
g-index

14  
all docs

14  
docs citations

14  
times ranked

397  
citing authors

#	ARTICLE	IF	CITATIONS
1	When Less Is More: How Complexity Impacts Goal Setting, Judgment Accuracy, and Deals in Negotiation. <i>Psychological Reports</i> , 2021, 124, 1298-1315.	0.9	1
2	Sabotaging the deal: The way relational concerns undermine negotiators. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 1167-1172.	1.3	13
3	How Negotiator Self-Efficacy Drives Decisions to Pursue Mediation. <i>Journal of Applied Social Psychology</i> , 2006, 36, 2649-2669.	1.3	16
4	Negotiators' Bargaining Histories and Their Effects on Future Negotiation Performance.. <i>Journal of Applied Psychology</i> , 2005, 90, 350-362.	4.2	88
5	Tough guys finish last: the perils of a distributive reputation. <i>Organizational Behavior and Human Decision Processes</i> , 2002, 88, 621-642.	1.4	218
6	What we want to do versus what we think we should do: an empirical investigation of intrapersonal conflict. <i>Journal of Behavioral Decision Making</i> , 2002, 15, 403-418.	1.0	67
7	Distributive Spirals: Negotiation Impasses and the Moderating Role of Disputant Self-Efficacy. <i>Organizational Behavior and Human Decision Processes</i> , 2001, 84, 148-176.	1.4	141
8	What Novices Think About Negotiation: A Content Analysis of Scripts. <i>Negotiation Journal</i> , 1999, 15, 135-147.	0.3	67
9	Ombudspersons or peers? The effect of third-party expertise and recommendations on negotiation.. <i>Journal of Applied Psychology</i> , 1999, 84, 776-785.	4.2	40
10	MOTIVES AND COGNITIONS IN NEGOTIATION: A THEORETICAL INTEGRATION AND AN EMPIRICAL TEST. <i>International Journal of Conflict Management</i> , 1997, 8, 114-131.	1.0	47
11	A Nasty but Effective Negotiation Strategy: Misrepresentation of a Common-Value Issue. <i>Personality and Social Psychology Bulletin</i> , 1997, 23, 504-515.	1.9	169
12	Groups and Solos in Context: The Effects of Accountability on Team Negotiation. <i>Organizational Behavior and Human Decision Processes</i> , 1997, 72, 384-407.	1.4	76
13	What We Want to Do Versus What We Think We Should Do: An Empirical Investigation of Intrapersonal Conflict. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
14	Spreading Their Bets: The Effects of Epistemic Motivation on Tactical Information Search in Pre-Negotiation. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0