Michael W Morris

List of Publications by Year
in descending order

86 papers	12,449 citations	44069 48 h-index	58581 82 g-index
90 all docs	90 docs citations	90 times ranked	6647 citing authors

#	ARTICLE	IF	CITATIONS
1	Multicultural minds: A dynamic constructivist approach to culture and cognition.. American Psychologist, 2000, 55, 709-720.	4.2	1,638
2	Culture and cause: American and Chinese attributions for social and physical events.. Journal of Personality and Social Psychology, 1994, 67, 949-971.	2.8	1,240
3	Negotiating Biculturalism. Journal of Cross-Cultural Psychology, 2002, 33, 492-516.	1.6	795
4	Views from Inside and Outside: Integrating Emic and Etic Insights about Culture and Justice Judgment. Academy of Management Review, 1999, 24, 781-796.	11.7	439
5	Negotiating gender roles: Gender differences in assertive negotiating are mediated by women's fear of backlash and attenuated when negotiating on behalf of others.. Journal of Personality and Social Psychology, 2010, 98, 256-267.	2.8	379
6	How Emotions Work: The Social Functions of Emotional Expression in Negotiations. Research in Organizational Behavior, 2000, 22, 1-50.	1.2	365
7	Guanxi vs networking: Distinctive configurations of affect- and cognition-based trust in the networks of Chinese vs American managers. Journal of International Business Studies, 2009, 40, 490-508.	7.3	359
8	Conflict Management Style: Accounting for Cross-National Differences. Journal of International Business Studies, 1998, 29, 729-747.	7.3	350
9	Reasons as Carriers of Culture: Dynamic versus Dispositional Models of Cultural Influence on Decision Making. Journal of Consumer Research, 2000, 27, 157-178.	5.1	335
10	Rapport in Conflict Resolution: Accounting for How Face-to-Face Contact Fosters Mutual Cooperation in Mixed-Motive Conflicts. Journal of Experimental Social Psychology, 2000, 36, 26-50.	2.2	333
11	From the Head and the Heart: Locating Cognition- and Affect-Based Trust in Managers' Professional Networks. Academy of Management Journal, 2008, 51, 436-452.	6.3	312
12	Culture as common sense: Perceived consensus versus personal beliefs as mechanisms of cultural influence.. Journal of Personality and Social Psychology, 2009, 97, 579-597.	2.8	301
13	Polycultural Psychology. Annual Review of Psychology, 2015, 66, 631-659.	17.7	294
14	Culture and the construal of agency: Attribution to individual versus group dispositions.. Journal of Personality and Social Psychology, 1999, 76, 701-717.	2.8	283
15	Long and Short Routes to Success in Electronically Mediated Negotiations: Group Affiliations and Good Vibrations. Organizational Behavior and Human Decision Processes, 1999, 77, 22-43.	2.5	258
16	Motivated cultural cognition: The impact of implicit cultural theories on dispositional attribution varies as a function of need for closure.. Journal of Personality and Social Psychology, 2000, 78, 247-259.	2.8	255
17	Collaborating across cultures: Cultural metacognition and affect-based trust in creative collaboration. Organizational Behavior and Human Decision Processes, 2012, 118, 116-131.	2.5	238
18	Normology: Integrating insights about social norms to understand cultural dynamics. Organizational Behavior and Human Decision Processes, 2015, 129, 1-13.	2.5	230

#	ARTICLE	IF	CITATIONS
19	The Lessons We (Don't) Learn: Counterfactual Thinking and Organizational Accountability after a Close Call. Administrative Science Quarterly, 2000, 45, 737.	6.9	191
20	Creativity East and West: Perspectives and Parallels. Management and Organization Review, 2010, 6, 313-327.	2.1	186
21	Values, schemas, and norms in the culture–behavior nexus: A situated dynamics framework. Journal of International Business Studies, 2015, 46, 1028-1050.	7.3	183
22	Culturally Conferred Conceptions of Agency: A Key to Social Perception of Persons, Groups, and Other Actors. Personality and Social Psychology Review, 2001, 5, 169-182.	6.0	181
23	Epistemic motives and cultural conformity: Need for closure, culture, and context as determinants of conflict judgments.. Journal of Personality and Social Psychology, 2007, 92, 191-207.	2.8	166
24	Converging operations on a basic level in event taxonomies. Memory and Cognition, 1990, 18, 407-418.	1.6	159
25	Cultural Identity and Dynamic Construction of the Self: Collective Duties and Individual Rights in Chinese and American Cultures. Social Cognition, 2001, 19, 251-268.	0.9	147
26	Culture and the Process of Person Perception: Evidence for Automaticity among East Asians in Correcting for Situational Influences on Behavior. Personality and Social Psychology Bulletin, 2001, 27, 1344-1356.	3.0	129
27	Cultural Chameleons: Biculturals, Conformity Motives, and Decision Making. Journal of Consumer Psychology, 2005, 15, 351-362.	4.5	124
28	Misperceiving negotiation counterparts: When situationally determined bargaining behaviors are attributed to personality traits.. Journal of Personality and Social Psychology, 1999, 77, 52-67.	2.8	120
29	Identifying and Training Adaptive Cross-Cultural Management Skills: The Crucial Role of Cultural Metacognition. Academy of Management Learning and Education, 2013, 12, 453-475.	2.5	109
30	Embracing American Culture. Journal of Cross-Cultural Psychology, 2007, 38, 629-635.	1.6	105
31	Cultural conditioning: Understanding interpersonal accommodation in India and the United States in terms of the modal characteristics of interpersonal influence situations.. Journal of Personality and Social Psychology, 2011, 100, 84-102.	2.8	96
32	Identity motives and cultural priming: Cultural (dis)identification in assimilative and contrastive responses. Journal of Experimental Social Psychology, 2008, 44, 1151-1159.	2.2	95
33	Culture and Judgment and Decision Making. Perspectives on Psychological Science, 2010, 5, 410-419.	9.0	90
34	Asian-Americans' Creative Styles in Asian and American Situations: Assimilative and Contrastive Responses as a Function of Bicultural Identity Integration. Management and Organization Review, 2010, 6, 371-390.	2.1	86
35	Heritage-culture images disrupt immigrants' second-language processing through triggering first-language interference. Proceedings of the National Academy of Sciences of the United States of America, 2013, 110, 11272-11277.	7.1	81
36	Culture and Coworker Relations: Interpersonal Patterns in American, Chinese, German, and Spanish Divisions of a Global Retail Bank. Organization Science, 2008, 19, 517-532.	4.5	79

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37	Blaming leaders for organizational accidents: Proxy logic in collective- versus individual-agency cultures. Organizational Behavior and Human Decision Processes, 2006, 101, 36-51.	2.5	78
38	Ingroup vigilance in collectivistic cultures. Proceedings of the National Academy of Sciences of the United States of America, 2019, 116, 14538-14546.	7.1	77
39	Cultural chameleons and iconoclasts: Assimilation and reactance to cultural cues in biculturals' expressed personalities as a function of identity conflict. Journal of Experimental Social Psychology, 2009, 45, 884-889.	2.2	76
40	How Does Culture Influence Conflict Resolution? A Dynamic Constructivist Analysis. Social Cognition, 2001, 19, 324-349.	0.9	67
41	Spontaneous Inferences from Cultural Cues: Varying Responses of Cultural Insiders and Outsiders. Journal of Cross-Cultural Psychology, 2007, 38, 58-75.	1.6	66
42	Why East Asians but not South Asians are underrepresented in leadership positions in the United States. Proceedings of the National Academy of Sciences of the United States of America, 2020, 117, 4590-4600.	7.1	61
43	Finding the right mix: How the composition of self‐managing multicultural teams' cultural value orientation influences performance over time. Journal of Organizational Behavior, 2012, 33, 389-411.	4.7	58
44	When in Rome: Intercultural learning and implications for training. Research in Organizational Behavior, 2014, 34, 189-215.	1.2	58
45	Mistaken Identity. Psychological Science, 2008, 19, 1154-1160.	3.3	54
46	Managing Two Cultural Identities. Personality and Social Psychology Bulletin, 2012, 38, 233-246.	3.0	54
47	Cultural Identity Threat: The Role of Cultural Identifications in Moderating Closure Responses to Foreign Cultural Inflow. Journal of Social Issues, 2011, 67, 760-773.	3.3	53
48	Deference in Indians' decision making: Introjected goals or injunctive norms?. Journal of Personality and Social Psychology, 2012, 102, 685-699.	2.8	51
49	Values as the Essence of Culture. Journal of Cross-Cultural Psychology, 2014, 45, 14-24.	1.6	51
50	Culture, attribution and automaticity: a social cognitive neuroscience view. Social Cognitive and Affective Neuroscience, 2010, 5, 292-306.	3.0	47
51	Bicultural self‐defense in consumer contexts: Self‐protection motives are the basis for contrast versus assimilation to cultural cues. Journal of Consumer Psychology, 2013, 23, 175-188.	4.5	42
52	At a loss for words: Dominating the conversation and the outcome in negotiation as a function of intricate arguments and communication media. Organizational Behavior and Human Decision Processes, 2005, 98, 28-38.	2.5	41
53	Adaptive Appraisals of Anxiety Moderate the Association between Cortisol Reactivity and Performance in Salary Negotiations. PLoS ONE, 2016, 11, e0167977.	2.5	39
54	Multicultural identity processes. Current Opinion in Psychology, 2016, 8, 49-53.	4.9	38

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55	Deity and Destiny. Journal of Cross-Cultural Psychology, 2011, 42, 1030-1053.	1.6	37
56	An upside to bicultural identity conflict: Resisting groupthink in cultural ingroups. Journal of Experimental Social Psychology, 2010, 46, 1114-1117.	2.2	34
57	Psychological Functions of Subjective Norms. Journal of Cross-Cultural Psychology, 2015, 46, 1279-1287.	1.6	33
58	When can culturally diverse teams be more creative? The role of leaders' benevolent paternalism. Journal of Organizational Behavior, 2018, 39, 402-415.	4.7	33
59	Choosing remedies after accidents: Counterfactual thoughts and the focus on fixing â€œhuman errorâ€. Psychonomic Bulletin and Review, 1999, 6, 579-585.	2.8	31
60	Person perception in the heat of conflict: Negative trait attributions affect procedural preferences and account for situational and cultural differences. Asian Journal of Social Psychology, 2004, 7, 127-147.	2.1	30
61	Thinking of Others: How Perspective Taking Changes Negotiators' Aspirations and Fairness Perceptions as a Function of Negotiator Relationships. Basic and Applied Social Psychology, 1998, 20, 23-31.	2.1	29
62	Matching Versus Mismatching Cultural Norms in Performance Appraisal. International Journal of Cross Cultural Management, 2010, 10, 17-35.	2.1	29
63	Embeddedness and New Idea Discussion in Professional Networks: The Mediating Role of Affectâ€Based Trust. Journal of Creative Behavior, 2010, 44, 85-104.	2.9	28
64	Cultural study and problemâ€solving gains: Effects of study abroad, openness, and choice. Journal of Organizational Behavior, 2015, 36, 944-966.	4.7	25
65	Choosing fusion: The effects of diversity ideologies on preference for culturally mixed experiences. Journal of Experimental Social Psychology, 2017, 69, 163-171.	2.2	25
66	Interfacing With Faces: Perceptual Humanization and Dehumanization. Current Directions in Psychological Science, 2017, 26, 288-293.	5.3	21
67	Isolating effects of cultural schemas: Cultural priming shifts Asian-Americans' biases in social description and memory. Journal of Experimental Social Psychology, 2011, 47, 117-126.	2.2	20
68	How Does Collectivism Affect Social Interactions? A Test of Two Competing Accounts. Personality and Social Psychology Bulletin, 2021, 47, 362-376.	3.0	18
69	Understanding the MBA Gender Gap: Women Respond to Gender Norms by Reducing Public Assertiveness but Not Private Effort. Personality and Social Psychology Bulletin, 2017, 43, 1150-1170.	3.0	16
70	Belief in stable and fleeting luck and achievement motivation. Personality and Individual Differences, 2009, 47, 150-154.	2.9	15
71	Metacognition fosters cultural learning: Evidence from individual differences and situational prompts.. Journal of Personality and Social Psychology, 2019, 116, 46-68.	2.8	14
72	Attentional Focus and the Dynamics of Dual Identity Integration. Social Psychological and Personality Science, 2012, 3, 597-604.	3.9	13

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73	Are All Diversity Ideologies Creatively Equal? The Diverging Consequences of Colorblindness, Multiculturalism, and Polyculturalism. Journal of Cross-Cultural Psychology, 2018, 49, 1376-1401.	1.6	12
74	Justice Through the Lens of Culture and Ethnicity. , 2002, , 343-378.		11
75	Intercultural Training and Assessment. Policy Insights From the Behavioral and Brain Sciences, 2014, 1, 63-71.	2.4	9
76	The surprising underperformance of East Asians in US law and business schools: The liability of low assertiveness and the ameliorative potential of online classrooms. Proceedings of the National Academy of Sciences of the United States of America, 2022, 119, e2118244119.	7.1	9
77	Linking culture to behavior: Focusing on more proximate cognitive mechanisms. Research in Multi-Level Issues, 0, , 327-341.	0.5	8
78	A Conclusion, Yet an Opening to Enriching the Normative Approach of Culture. Journal of Cross-Cultural Psychology, 2015, 46, 1361-1371.	1.6	7
79	Forecasting good or bad behaviour: A non‐transparent test of contrastive responses to cultural cues. Asian Journal of Social Psychology, 2011, 14, 294-301.	2.1	5
80	Collaborating across Cultures: Cultural Metacognition & Affect-Based Trust in Creative Collaboration. SSRN Electronic Journal, 0, , .	0.4	5
81	Working with Kwok Leung: Reflections from Four Grateful Collaborators. Negotiation and Conflict Management Research, 2016, 9, 81-97.	1.0	3
82	Look Again: The Value in Distinguishing Three Processes Underlying Social-Perceptual Effects. Psychological Inquiry, 2016, 27, 306-309.	0.9	2
83	Bolstering biculturals: Self-affirmation reduces contrastive responses to identity primes. Journal of Experimental Social Psychology, 2021, 95, 104150.	2.2	2
84	Untangling the Web of Emotional Deceit: Measuring Strategic Use of Emotions in Negotiations. SSRN Electronic Journal, 0, , .	0.4	0
85	A Giant of Cultural Research: Seeing Further from the Shoulders of Kwok Leung. Management and Organization Review, 2017, 13, 703-711.	2.1	0
86	What Drives Cultural Differences in Deference to Authorities? Internalized Goals Versus Injunctive Norms. SSRN Electronic Journal, 0, , .	0.4	0