

# Michael W Morris

## List of Publications by Year in descending order

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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	The surprising underperformance of East Asians in US law and business schools: The liability of low assertiveness and the ameliorative potential of online classrooms. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2022, 119, e2118244119.	7.1	9
2	How Does Collectivism Affect Social Interactions? A Test of Two Competing Accounts. <i>Personality and Social Psychology Bulletin</i> , 2021, 47, 362-376.	3.0	18
3	Bolstering biculturals: Self-affirmation reduces contrastive responses to identity primes. <i>Journal of Experimental Social Psychology</i> , 2021, 95, 104150.	2.2	2
4	Why East Asians but not South Asians are underrepresented in leadership positions in the United States. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2020, 117, 4590-4600.	7.1	61
5	Ingroup vigilance in collectivistic cultures. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2019, 116, 14538-14546.	7.1	77
6	Metacognition fosters cultural learning: Evidence from individual differences and situational prompts. <i>Journal of Personality and Social Psychology</i> , 2019, 116, 46-68.	2.8	14
7	When can culturally diverse teams be more creative? The role of leaders' benevolent paternalism. <i>Journal of Organizational Behavior</i> , 2018, 39, 402-415.	4.7	33
8	Are All Diversity Ideologies Creatively Equal? The Diverging Consequences of Colorblindness, Multiculturalism, and Polyculturalism. <i>Journal of Cross-Cultural Psychology</i> , 2018, 49, 1376-1401.	1.6	12
9	Interfacing With Faces: Perceptual Humanization and Dehumanization. <i>Current Directions in Psychological Science</i> , 2017, 26, 288-293.	5.3	21
10	Understanding the MBA Gender Gap: Women Respond to Gender Norms by Reducing Public Assertiveness but Not Private Effort. <i>Personality and Social Psychology Bulletin</i> , 2017, 43, 1150-1170.	3.0	16
11	Choosing fusion: The effects of diversity ideologies on preference for culturally mixed experiences. <i>Journal of Experimental Social Psychology</i> , 2017, 69, 163-171.	2.2	25
12	A Giant of Cultural Research: Seeing Further from the Shoulders of Kwok Leung. <i>Management and Organization Review</i> , 2017, 13, 703-711.	2.1	0
13	Adaptive Appraisals of Anxiety Moderate the Association between Cortisol Reactivity and Performance in Salary Negotiations. <i>PLoS ONE</i> , 2016, 11, e0167977.	2.5	39
14	Look Again: The Value in Distinguishing Three Processes Underlying Social-Perceptual Effects. <i>Psychological Inquiry</i> , 2016, 27, 306-309.	0.9	2
15	Working with Kwok Leung: Reflections from Four Grateful Collaborators. <i>Negotiation and Conflict Management Research</i> , 2016, 9, 81-97.	1.0	3
16	Multicultural identity processes. <i>Current Opinion in Psychology</i> , 2016, 8, 49-53.	4.9	38
17	Cultural study and problem-solving gains: Effects of study abroad, openness, and choice. <i>Journal of Organizational Behavior</i> , 2015, 36, 944-966.	4.7	25
18	Values, schemas, and norms in the culture-behavior nexus: A situated dynamics framework. <i>Journal of International Business Studies</i> , 2015, 46, 1028-1050.	7.3	183

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19	Normology: Integrating insights about social norms to understand cultural dynamics. <i>Organizational Behavior and Human Decision Processes</i> , 2015, 129, 1-13.	2.5	230
20	A Conclusion, Yet an Opening to Enriching the Normative Approach of Culture. <i>Journal of Cross-Cultural Psychology</i> , 2015, 46, 1361-1371.	1.6	7
21	Psychological Functions of Subjective Norms. <i>Journal of Cross-Cultural Psychology</i> , 2015, 46, 1279-1287.	1.6	33
22	Polycultural Psychology. <i>Annual Review of Psychology</i> , 2015, 66, 631-659.	17.7	294
23	When in Rome: Intercultural learning and implications for training. <i>Research in Organizational Behavior</i> , 2014, 34, 189-215.	1.2	58
24	Values as the Essence of Culture. <i>Journal of Cross-Cultural Psychology</i> , 2014, 45, 14-24.	1.6	51
25	Intercultural Training and Assessment. <i>Policy Insights From the Behavioral and Brain Sciences</i> , 2014, 1, 63-71.	2.4	9
26	Bicultural self-defense in consumer contexts: Self-protection motives are the basis for contrast versus assimilation to cultural cues. <i>Journal of Consumer Psychology</i> , 2013, 23, 175-188.	4.5	42
27	Heritage-culture images disrupt immigrants' second-language processing through triggering first-language interference. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2013, 110, 11272-11277.	7.1	81
28	Identifying and Training Adaptive Cross-Cultural Management Skills: The Crucial Role of Cultural Metacognition. <i>Academy of Management Learning and Education</i> , 2013, 12, 453-475.	2.5	109
29	Attentional Focus and the Dynamics of Dual Identity Integration. <i>Social Psychological and Personality Science</i> , 2012, 3, 597-604.	3.9	13
30	Managing Two Cultural Identities. <i>Personality and Social Psychology Bulletin</i> , 2012, 38, 233-246.	3.0	54
31	Deference in Indians' decision making: Introjected goals or injunctive norms?. <i>Journal of Personality and Social Psychology</i> , 2012, 102, 685-699.	2.8	51
32	Collaborating across cultures: Cultural metacognition and affect-based trust in creative collaboration. <i>Organizational Behavior and Human Decision Processes</i> , 2012, 118, 116-131.	2.5	238
33	Finding the right mix: How the composition of self-managing multicultural teams' cultural value orientation influences performance over time. <i>Journal of Organizational Behavior</i> , 2012, 33, 389-411.	4.7	58
34	Isolating effects of cultural schemas: Cultural priming shifts Asian-Americans' biases in social description and memory. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 117-126.	2.2	20
35	Cultural conditioning: Understanding interpersonal accommodation in India and the United States in terms of the modal characteristics of interpersonal influence situations.. <i>Journal of Personality and Social Psychology</i> , 2011, 100, 84-102.	2.8	96
36	Forecasting good or bad behaviour: A non-transparent test of contrastive responses to cultural cues. <i>Asian Journal of Social Psychology</i> , 2011, 14, 294-301.	2.1	5

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37	Cultural Identity Threat: The Role of Cultural Identifications in Moderating Closure Responses to Foreign Cultural Inflow. <i>Journal of Social Issues</i> , 2011, 67, 760-773.	3.3	53
38	Deity and Destiny. <i>Journal of Cross-Cultural Psychology</i> , 2011, 42, 1030-1053.	1.6	37
39	Negotiating gender roles: Gender differences in assertive negotiating are mediated by women's fear of backlash and attenuated when negotiating on behalf of others.. <i>Journal of Personality and Social Psychology</i> , 2010, 98, 256-267.	2.8	379
40	Embeddedness and New Idea Discussion in Professional Networks: The Mediating Role of Affect-Based Trust. <i>Journal of Creative Behavior</i> , 2010, 44, 85-104.	2.9	28
41	Asian-Americans' Creative Styles in Asian and American Situations: Assimilative and Contrastive Responses as a Function of Bicultural Identity Integration. <i>Management and Organization Review</i> , 2010, 6, 371-390.	2.1	86
42	Creativity East and West: Perspectives and Parallels. <i>Management and Organization Review</i> , 2010, 6, 313-327.	2.1	186
43	Matching Versus Mismatching Cultural Norms in Performance Appraisal. <i>International Journal of Cross Cultural Management</i> , 2010, 10, 17-35.	2.1	29
44	Culture, attribution and automaticity: a social cognitive neuroscience view. <i>Social Cognitive and Affective Neuroscience</i> , 2010, 5, 292-306.	3.0	47
45	Culture and Judgment and Decision Making. <i>Perspectives on Psychological Science</i> , 2010, 5, 410-419.	9.0	90
46	An upside to bicultural identity conflict: Resisting groupthink in cultural ingroups. <i>Journal of Experimental Social Psychology</i> , 2010, 46, 1114-1117.	2.2	34
47	Belief in stable and fleeting luck and achievement motivation. <i>Personality and Individual Differences</i> , 2009, 47, 150-154.	2.9	15
48	Cultural chameleons and iconoclasts: Assimilation and reactance to cultural cues in biculturals' expressed personalities as a function of identity conflict. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 884-889.	2.2	76
49	Guanxi vs networking: Distinctive configurations of affect- and cognition-based trust in the networks of Chinese vs American managers. <i>Journal of International Business Studies</i> , 2009, 40, 490-508.	7.3	359
50	Culture as common sense: Perceived consensus versus personal beliefs as mechanisms of cultural influence.. <i>Journal of Personality and Social Psychology</i> , 2009, 97, 579-597.	2.8	301
51	Identity motives and cultural priming: Cultural (dis)identification in assimilative and contrastive responses. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 1151-1159.	2.2	95
52	Culture and Coworker Relations: Interpersonal Patterns in American, Chinese, German, and Spanish Divisions of a Global Retail Bank. <i>Organization Science</i> , 2008, 19, 517-532.	4.5	79
53	Mistaken Identity. <i>Psychological Science</i> , 2008, 19, 1154-1160.	3.3	54
54	From the Head and the Heart: Locating Cognition- and Affect-Based Trust in Managers' Professional Networks. <i>Academy of Management Journal</i> , 2008, 51, 436-452.	6.3	312

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55	Embracing American Culture. <i>Journal of Cross-Cultural Psychology</i> , 2007, 38, 629-635.	1.6	105
56	Spontaneous Inferences from Cultural Cues: Varying Responses of Cultural Insiders and Outsiders. <i>Journal of Cross-Cultural Psychology</i> , 2007, 38, 58-75.	1.6	66
57	Epistemic motives and cultural conformity: Need for closure, culture, and context as determinants of conflict judgments.. <i>Journal of Personality and Social Psychology</i> , 2007, 92, 191-207.	2.8	166
58	Blaming leaders for organizational accidents: Proxy logic in collective- versus individual-agency cultures. <i>Organizational Behavior and Human Decision Processes</i> , 2006, 101, 36-51.	2.5	78
59	Cultural Chameleons: Biculturals, Conformity Motives, and Decision Making. <i>Journal of Consumer Psychology</i> , 2005, 15, 351-362.	4.5	124
60	At a loss for words: Dominating the conversation and the outcome in negotiation as a function of intricate arguments and communication media. <i>Organizational Behavior and Human Decision Processes</i> , 2005, 98, 28-38.	2.5	41
61	Person perception in the heat of conflict: Negative trait attributions affect procedural preferences and account for situational and cultural differences. <i>Asian Journal of Social Psychology</i> , 2004, 7, 127-147.	2.1	30
62	Negotiating Biculturalism. <i>Journal of Cross-Cultural Psychology</i> , 2002, 33, 492-516.	1.6	795
63	Justice Through the Lens of Culture and Ethnicity. , 2002, , 343-378.		11
64	Culturally Conferred Conceptions of Agency: A Key to Social Perception of Persons, Groups, and Other Actors. <i>Personality and Social Psychology Review</i> , 2001, 5, 169-182.	6.0	181
65	Culture and the Process of Person Perception: Evidence for Automaticity among East Asians in Correcting for Situational Influences on Behavior. <i>Personality and Social Psychology Bulletin</i> , 2001, 27, 1344-1356.	3.0	129
66	Cultural Identity and Dynamic Construction of the Self: Collective Duties and Individual Rights in Chinese and American Cultures. <i>Social Cognition</i> , 2001, 19, 251-268.	0.9	147
67	How Does Culture Influence Conflict Resolution? A Dynamic Constructivist Analysis. <i>Social Cognition</i> , 2001, 19, 324-349.	0.9	67
68	Reasons as Carriers of Culture: Dynamic versus Dispositional Models of Cultural Influence on Decision Making. <i>Journal of Consumer Research</i> , 2000, 27, 157-178.	5.1	335
69	Rapport in Conflict Resolution: Accounting for How Face-to-Face Contact Fosters Mutual Cooperation in Mixed-Motive Conflicts. <i>Journal of Experimental Social Psychology</i> , 2000, 36, 26-50.	2.2	333
70	How Emotions Work: The Social Functions of Emotional Expression in Negotiations. <i>Research in Organizational Behavior</i> , 2000, 22, 1-50.	1.2	365
71	Multicultural minds: A dynamic constructivist approach to culture and cognition.. <i>American Psychologist</i> , 2000, 55, 709-720.	4.2	1,638
72	The Lessons We (Don't) Learn: Counterfactual Thinking and Organizational Accountability after a Close Call. <i>Administrative Science Quarterly</i> , 2000, 45, 737.	6.9	191

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73	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
74	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
75	Choosing remedies after accidents: Counterfactual thoughts and the focus on fixing "human error". Psychonomic Bulletin and Review, 1999, 6, 579-585.	2.8	31
76	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
77	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
78	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
79	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
80	Conflict Management Style: Accounting for Cross-National Differences. Journal of International Business Studies, 1998, 29, 729-747.	7.3	350
81	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
82	Converging operations on a basic level in event taxonomies. Memory and Cognition, 1990, 18, 407-418.	1.6	159
83	Linking culture to behavior: Focusing on more proximate cognitive mechanisms. Research in Multi-Level Issues, 0, , 327-341.	0.5	8
84	Untangling the Web of Emotional Deceit: Measuring Strategic Use of Emotions in Negotiations. SSRN Electronic Journal, 0, , .	0.4	0
85	Collaborating across Cultures: Cultural Metacognition & Affect-Based Trust in Creative Collaboration. SSRN Electronic Journal, 0, , .	0.4	5
86	What Drives Cultural Differences in Deference to Authorities? Internalized Goals Versus Injunctive Norms. SSRN Electronic Journal, 0, , .	0.4	0