

M Ena Inesi

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10998643/publications.pdf>

Version: 2024-02-01

18
papers

2,094
citations

933447

10
h-index

1199594

12
g-index

18
all docs

18
docs citations

18
times ranked

1647
citing authors

#	ARTICLE	IF	CITATIONS
1	The power of lost alternatives in negotiations. <i>Organizational Behavior and Human Decision Processes</i> , 2021, 162, 59-80.	2.5	1
2	When it pays to be kind: The allocation of indirect reciprocity within power hierarchies. <i>Organizational Behavior and Human Decision Processes</i> , 2021, 165, 115-126.	2.5	10
3	Interpersonal Processes of Power Dynamics. <i>Proceedings - Academy of Management</i> , 2020, 2020, 17588.	0.1	0
4	The Future of Negotiations Research. <i>Proceedings - Academy of Management</i> , 2019, 2019, 13300.	0.1	0
5	Impediments to forgiveness: Victim and transgressor attributions of intent and guilt.. <i>Journal of Personality and Social Psychology</i> , 2016, 111, 866-881.	2.8	46
6	Impression (Mis)Management in Organizations: The Mismatch Between Intended and Actual Impressions. <i>Proceedings - Academy of Management</i> , 2016, 2016, 11712.	0.1	0
7	When Accomplishments Come Back to Haunt You: The Negative Effect of Competence Signals on Women's Performance Evaluations. <i>Personnel Psychology</i> , 2015, 68, 615-657.	2.8	41
8	Forgiveness is not always divine: When expressing forgiveness makes others avoid you. <i>Organizational Behavior and Human Decision Processes</i> , 2015, 126, 130-141.	2.5	40
9	Objects of desire: Subordinate ingratiation triggers self-objectification among powerful. <i>Journal of Experimental Social Psychology</i> , 2014, 53, 19-30.	2.2	15
10	Forgiveness Is Not Always Divine: When Expressing Forgiveness Makes Others Want to Avoid You. <i>Proceedings - Academy of Management</i> , 2014, 2014, 15116.	0.1	0
11	Fighting for independence: Significant others' goals for oneself incite reactance among the powerful. <i>Journal of Experimental Social Psychology</i> , 2013, 49, 1168-1176.	2.2	11
12	"Failure, Task Engagement and the Self-Affirmation Motive". <i>Proceedings - Academy of Management</i> , 2013, 2013, 15837.	0.1	0
13	How power corrupts relationships: Cynical attributions for others' generous acts. <i>Journal of Experimental Social Psychology</i> , 2012, 48, 795-803.	2.2	109
14	Negotiating Face to Face: Men's Facial Structure Predicts Negotiation Performance. <i>Proceedings - Academy of Management</i> , 2012, 2012, 17587.	0.1	0
15	Power and Choice. <i>Psychological Science</i> , 2011, 22, 1042-1048.	3.3	170
16	Power and loss aversion. <i>Organizational Behavior and Human Decision Processes</i> , 2010, 112, 58-69.	2.5	127
17	Power and the objectification of social targets.. <i>Journal of Personality and Social Psychology</i> , 2008, 95, 111-127.	2.8	555
18	Power and Perspectives Not Taken. <i>Psychological Science</i> , 2006, 17, 1068-1074.	3.3	969