

Lei Lai

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11264177/publications.pdf>

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9
papers

845
citations

1683934

5
h-index

1474057

9
g-index

9
all docs

9
docs citations

9
times ranked

765
citing authors

#	ARTICLE	IF	CITATIONS
1	Social incentives for gender differences in the propensity to initiate negotiations: Sometimes it does hurt to ask. <i>Organizational Behavior and Human Decision Processes</i> , 2007, 103, 84-103.	1.4	629
2	Idiosyncratic deals: Coworkers as interested third parties.. <i>Journal of Applied Psychology</i> , 2009, 94, 547-556.	4.2	119
3	Asian Americans and workplace discrimination: The interplay between sex of evaluators and the perception of social skills. <i>Journal of Organizational Behavior</i> , 2013, 34, 310-326.	2.9	35
4	A multilevel perspective of interpersonal trust: Individual, dyadic, and cross-level predictors of performance. <i>Journal of Organizational Behavior</i> , 2016, 37, 1271-1292.	2.9	34
5	Pre-training perceived social self-efficacy accentuates the effects of a cross-cultural coping orientation program: Evidence from a longitudinal field experiment. <i>Journal of Organizational Behavior</i> , 2014, 35, 831-850.	2.9	14
6	A Sino-U.S. comparison on workplace flexibility: evidence from multinational firms. <i>International Journal of Human Resource Management</i> , 2022, 33, 561-593.	3.3	6
7	The contribution of trait negative affect and stress to recall for bodily states. <i>Physiology and Behavior</i> , 2016, 167, 274-281.	1.0	4
8	It's Too Old for This: Time Demands and Older, Early-Career Employees' Receptivity to Supervisor Support. <i>Journal of Career Development</i> , 2020, 47, 220-236.	1.6	3
9	Social Costs of Setting High Aspirations in Competitive Negotiation. <i>Negotiation and Conflict Management Research</i> , 2013, 6, 1-12.	1.0	1