Dieter Frey

List of Publications by Year in descending order

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150	8,283	46	84
papers	citations	h-index	g-index
169	169	169	5357
all docs	docs citations	times ranked	citing authors

#	Article	IF	CITATIONS
1	The bystander-effect: A meta-analytic review on bystander intervention in dangerous and non-dangerous emergencies Psychological Bulletin, 2011, 137, 517-537.	6.1	633
2	Transformational leadership, job satisfaction, and team performance: A multilevel mediation model of trust. Leadership Quarterly, 2013, 24, 270-283.	5.8	529
3	Recent Research on Selective Exposure to Information. Advances in Experimental Social Psychology, 1986, 19, 41-80.	3.3	504
4	Confirmation bias in sequential information search after preliminary decisions: An expansion of dissonance theoretical research on selective exposure to information Journal of Personality and Social Psychology, 2001, 80, 557-571.	2.8	487
5	Group decision making in hidden profile situations: Dissent as a facilitator for decision quality Journal of Personality and Social Psychology, 2006, 91, 1080-1093.	2.8	357
6	Biased information search in group decision making Journal of Personality and Social Psychology, 2000, 78, 655-669.	2.8	302
7	Authentic Leadership: An Empirical Test of Its Antecedents, Consequences, and Mediating Mechanisms. Journal of Business Ethics, 2012, 107, 331-348.	6.0	242
8	Productive conflict in group decision making: genuine and contrived dissent as strategies to counteract biased information seeking. Organizational Behavior and Human Decision Processes, 2002, 88, 563-586.	2.5	237
9	The unresponsive bystander: are bystanders more responsive in dangerous emergencies?. European Journal of Social Psychology, 2006, 36, 267-278.	2.4	205
10	The dissemination of critical, unshared information in decision-making groups: the effects of pre-discussion dissent. European Journal of Social Psychology, 2002, 32, 35-56.	2.4	183
11	Selective exposure to information: the impact of information limits. European Journal of Social Psychology, 2005, 35, 469-492.	2.4	172
12	Turning to God in the Face of Ostracism: Effects of Social Exclusion on Religiousness. Personality and Social Psychology Bulletin, 2010, 36, 742-753.	3.0	153
13	The effects of feedback about self and others on the recall and judgments of feedback-relevant information. Journal of Experimental Social Psychology, 1983, 19, 540-559.	2.2	135
14	Self-regulation and selective exposure: The impact of depleted self-regulation resources on confirmatory information processing Journal of Personality and Social Psychology, 2008, 94, 382-395.	2.8	123
15	Giving Advice or Making Decisions in Someone Else's Place: The Influence of Impression, Defense, and Accuracy Motivation on the Search for New Information. Personality and Social Psychology Bulletin, 2005, 31, 977-990.	3.0	108
16	Selective exposure and information quantity: How different information quantities moderate decision makers' preference for consistent and inconsistent information Journal of Personality and Social Psychology, 2008, 94, 231-244.	2.8	98
17	Civil Courage and Helping Behavior. European Psychologist, 2006, 11, 90-98.	3.1	93
18	Information search and presentation in advisor–client interactions. Organizational Behavior and Human Decision Processes, 2003, 91, 154-168.	2.5	89

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19	Expectancy confirmation in spite of disconfirming evidence: The case of price increases due to the introduction of the Euro. European Journal of Social Psychology, 2004, 34, 739-760.	2.4	83
20	Information Seeking after Decisions. Personality and Social Psychology Bulletin, 1984, 10, 91-98.	3.0	81
21	The Racing-Game Effect: Why Do Video Racing Games Increase Risk-Taking Inclinations?. Personality and Social Psychology Bulletin, 2009, 35, 1395-1409.	3.0	81
22	The Different Behavioral Intentions of Collectivists and Individualists in Response to Social Exclusion. Personality and Social Psychology Bulletin, 2015, 41, 363-378.	3.0	78
23	Culture, self, and the emergence of reactance: Is there a "universal―freedom?. Journal of Experimental Social Psychology, 2009, 45, 1068-1080.	2.2	75
24	Connecting Terror Management and Dissonance Theory: Evidence that Mortality Salience Increases the Preference for Supporting Information after Decisions. Personality and Social Psychology Bulletin, 2003, 29, 1181-1189.	3.0	73
25	Postdecisional preference for decision-relevant information as a function of the competence of its source and the degree of familiarity with this information. Journal of Experimental Social Psychology, 1981, 17, 51-67.	2.2	71
26	Leader Narcissism Predicts Malicious Envy and Supervisor-Targeted Counterproductive Work Behavior: Evidence from Field and Experimental Research. Journal of Business Ethics, 2018, 151, 725-741.	6.0	71
27	Ego Depletion and Positive Illusions: Does the Construction of Positivity Require Regulatory Resources?. Personality and Social Psychology Bulletin, 2007, 33, 1306-1321.	3.0	70
28	Information sampling and group decision making: The effects of an advocacy decision procedure and task experience Journal of Experimental Psychology: Applied, 2006, 12, 31-42.	1.2	69
29	The Influence of Mood on the Search for Supporting Versus Conflicting Information: Dissonance Reduction as a Means of Mood Regulation?. Personality and Social Psychology Bulletin, 2006, 32, 3-15.	3.0	67
30	Reactions to success and failure in public and in private conditions. Journal of Experimental Social Psychology, 1978, 14, 172-179.	2.2	66
31	Virtual driving and risk taking: Do racing games increase risk-taking cognitions, affect, and behaviors?. Journal of Experimental Psychology: Applied, 2007, 13, 22-31.	1.2	65
32	Coping With Terrorism: The Impact of Increased Salience of Terrorism on Mood and Self-Efficacy of Intrinsically Religious and Nonreligious People. Personality and Social Psychology Bulletin, 2006, 32, 365-377.	3.0	63
33	Empower my decisions: The effects of power gestures on confirmatory information processing. Journal of Experimental Social Psychology, 2011, 47, 1146-1154.	2.2	63
34	The effect of negative feedback about oneself and cost of information on preferences for information about the source of this feedback. Journal of Experimental Social Psychology, 1981, 17, 42-50.	2.2	62
35	Reversible and Irreversible Decisions. Personality and Social Psychology Bulletin, 1981, 7, 621-626.	3.0	60
36	Psychological effects of the Euro?experimental research on the perception of salaries and price estimations. European Journal of Social Psychology, 2002, 32, 147-169.	2.4	58

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37	The Relationship between Religious Identity and Preferred Coping Strategies: An Examination of the Relative Importance of Interpersonal and Intrapersonal Coping in Muslim and Christian Faiths. Review of General Psychology, 2010, 14, 365-381.	3.2	58
38	Why mood affects help giving, but not moral courage: Comparing two types of prosocial behaviour. European Journal of Social Psychology, 2010, 40, 1136-1157.	2.4	57
39	Different levels of cognitive dissonance, information seeking, and information avoidance Journal of Personality and Social Psychology, 1982, 43, 1175-1183.	2.8	56
40	Civil courage: Implicit theories, related concepts, and measurement. Journal of Positive Psychology, 2007, 2, 115-119.	4.0	55
41	"Man's best friend:―How the presence of a dog reduces mental distress after social exclusion. Journal of Experimental Social Psychology, 2012, 48, 446-449.	2.2	55
42	Exclude Me If You Can. Journal of Cross-Cultural Psychology, 2015, 46, 579-596.	1.6	53
43	A clarification of selective exposure. Journal of Experimental Social Psychology, 1978, 14, 132-139.	2.2	52
44	Selection of Information after Receiving more or Less Reliable Self-Threatening Information. Personality and Social Psychology Bulletin, 1986, 12, 434-441.	3.0	51
45	Terror salience and punishment: Does terror salience induce threat to social order?. Journal of Experimental Social Psychology, 2007, 43, 964-971.	2.2	51
46	Selective exposure and decision framing: The impact of gain and loss framing on confirmatory information search after decisions. Journal of Experimental Social Psychology, 2008, 44, 312-320.	2.2	51
47	Preference-based escalation: A new interpretation for the responsibility effect in escalating commitment and entrapment. Organizational Behavior and Human Decision Processes, 2009, 108, 175-186.	2.5	48
48	Interactive effects of writing and reading a persuasive essay on attitude change and selective exposure. Journal of Experimental Social Psychology, 1980, 16, 1-17.	2.2	47
49	How far does it feel? Construal level and decisions under risk Journal of Applied Research in Memory and Cognition, 2015, 4, 256-264.	1.1	47
50	The communality-bonus effect for male transformational leaders – leadership style, gender, and promotability. European Journal of Work and Organizational Psychology, 2018, 27, 112-125.	3.7	47
51	Situation-based measurement of the full range of leadership model $\hat{a}\in$ " Development and validation of a situational judgment test. Leadership Quarterly, 2013, 24, 777-795.	5.8	46
52	Threat and selective exposure: The moderating role of threat and decision context on confirmatory information search after decisions Journal of Experimental Psychology: General, 2011, 140, 51-62.	2.1	44
53	The effect of construal level on riskâ€ŧaking. European Journal of Social Psychology, 2015, 45, 99-109.	2.4	40
54	Thinking Concretely Increases the Perceived Likelihood of Risks: The Effect of Construal Level on Risk Estimation. Risk Analysis, 2016, 36, 623-637.	2.7	40

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55	When Romance and Rivalry Awaken. Human Nature, 2013, 24, 182-195.	1.6	38
56	Workflow interruptions and employee work outcomes: The moderating role of polychronicity Journal of Occupational Health Psychology, 2018, 23, 417-427.	3.3	38
57	Connectionism in action: Exploring the links between leader prototypes, leader gender, and perceptions of authentic leadership. Organizational Behavior and Human Decision Processes, 2018, 149, 129-144.	2.5	35
58	Re-evaluation of decision alternatives dependent upon the reversibility of a decision and the passage of time. European Journal of Social Psychology, 1984, 14, 447-450.	2.4	33
59	Social validation in group decision-making: Differential effects on the decisional impact of preference-consistent and preference-inconsistent information. Journal of Experimental Social Psychology, 2008, 44, 1477-1490.	2.2	32
60	Social exclusion and xenophobia: Intolerant attitudes toward ethnic and religious minorities. Group Processes and Intergroup Relations, 2014, 17, 371-387.	3.9	30
61	The influence of price trend expectations on price trend perceptions: Why the Euro seems to make life more expensive?. Journal of Economic Psychology, 2005, 26, 541-548.	2.2	29
62	Effective Leadership Development in Higher Education: Individual and Group Level Approaches. Journal of Leadership Education, 2009, 8, 195-206.	0.4	29
63	Misattribution of arousal and the effects of self-threatening information. Journal of Experimental Social Psychology, 1980, 16, 405-416.	2.2	28
64	Mergers and group status: the impact of high, low and equal group status on identification and satisfaction with a company merger, experienced controllability, group identity and group cohesion. Journal of Community and Applied Social Psychology, 2007, 17, 203-217.	2.4	28
65	The Effects of Risk-Promoting Media on Inclinations Toward Risk Taking. Basic and Applied Social Psychology, 2008, 30, 230-240.	2.1	28
66	Biased assimilation: the role of source position. European Journal of Social Psychology, 2009, 39, 22-39.	2.4	28
67	Moral prototypes and moral behavior: Specific effects on emotional precursors of moral behavior and on moral behavior by the activation of moral prototypes. European Journal of Social Psychology, 2010, 40, 1078-1094.	2.4	28
68	â€`What would you do if you were me, doctor?': randomised trial of psychiatrists' personal <i>v.</i> professional perspectives on treatment recommendations. British Journal of Psychiatry, 2010, 197, 441-447.	2.8	28
69	The interplay of oxytocin and collectivistic orientation shields against negative effects of ostracism. Journal of Experimental Social Psychology, 2014, 55, 246-251.	2.2	28
70	Psychological Determinants in the Covalescence of Accident Patients. Basic and Applied Social Psychology, 1985, 6, 317-328.	2.1	26
71	Matching Reality in the Arts: Self-Referential Neural Processing of Naturalistic Compared to Surrealistic Images. Perception, 2012, 41, 569-576.	1.2	26
72	Selective exposure: The impact of collectivism and individualism. British Journal of Social Psychology, 2010, 49, 745-763.	2.8	25

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73	Social Comparison and Information Transmission in the Work Context. Journal of Applied Social Psychology, 2009, 39, 42-61.	2.0	24
74	Selective exposure to information: How different modes of decision making affect subsequent confirmatory information processing. British Journal of Social Psychology, 2010, 49, 871-881.	2.8	24
75	Leadership in Academia: Individual and Collective Approaches to the Quest for Creativity and Innovation. Monographs in Leadership and Management, 2016, , 349-365.	0.2	24
76	How Change Agents' Motivation Facilitates Organizational Change: Pathways Through Meaning and Organizational Identification. Journal of Change Management, 2018, 18, 198-217.	3.7	24
77	Sounds like a fit! Wording in recruitment advertisements and recruiter gender affect women's pursuit of career development programs via anticipated belongingness. Human Resource Management, 2021, 60, 581-602.	5.8	24
78	Test of the Construct and Criteria Validity of a German Measure of Organizational Justice. European Journal of Psychological Assessment, 2008, 24, 131-139.	3.0	24
79	When Citizens Fight Back: Justice Sensitivity and Resistance to Political Reform. Social Justice Research, 2011, 24, 25-42.	1.1	23
80	Make the best out of the bad: coping with value incongruence through displaying facades of conformity, positive reframing, and self-disclosure. European Journal of Work and Organizational Psychology, 2019, 28, 572-593.	3.7	23
81	Biased Information Search in Homogeneous Groups: Confidence as a Moderator for the Effect of Anticipated Task Requirements. Personality and Social Psychology Bulletin, 2008, 34, 679-691.	3.0	22
82	The process of selective exposure: Why confirmatory information search weakens over time. Organizational Behavior and Human Decision Processes, 2011, 114, 37-48.	2.5	22
83	How risky? The impact of target person and answer format on risk assessment. Journal of Risk Research, 2013, 16, 903-919.	2.6	22
84	The path or the goal? Decision vs. information focus in biased information seeking after preliminary decisions. Journal of Experimental Social Psychology, 2008, 44, 1180-1186.	2.2	20
85	The Value of Speaking for "Us― the Relationship Between CEOs' Use of I- and We-Referencing Language and Subsequent Organizational Performance. Journal of Business and Psychology, 2021, 36, 299-313.	4.0	20
86	Causal Evidence that Terrorism Salience Increases Authoritarian Parenting Practices 1It is journal policy that submissions coauthored by a current editor are handled by a guest editor. We thank Guido Gendolla, who handled the current manuscript, for his efforts Social Psychology, 2010, 41, 246-254.	0.7	20
87	Information seeking of high- and low-anxiety subjects after receiving positive and negative self-relevant feedback. Journal of Personality, 1986, 54, 694-703.	3.2	19
88	Looking up versus looking down: attractivenessâ€based organizational biases are moderated by social comparison direction. Journal of Applied Social Psychology, 2014, 44, 40-45.	2.0	19
89	How transformational lecturers promote students' engagement, creativity, and task performance: The mediating role of trust in lecturer and self-efficacy. Learning and Individual Differences, 2019, 69, 162-172.	2.7	19
90	Sugar or spice: Using I ³ metatheory to understand how and why glucose reduces rejectionâ€related aggression. Aggressive Behavior, 2015, 41, 537-543.	2.4	18

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91	Existential neuroscience: effects of mortality salience on the neurocognitive processing of attractive opposite-sex faces. Social Cognitive and Affective Neuroscience, 2014, 9, 1601-1607.	3.0	17
92	Keeping up day-specific effects of transformational leadership: the role of followers' emotion regulation. European Journal of Work and Organizational Psychology, 2017, 26, 828-843.	3.7	17
93	Searching for Information About Financial Decisions in Euro Versus DM. European Psychologist, 2003, 8, 92-96.	3.1	17
94	Unemployment and aggression: the moderating role of selfâ€awareness on the effect of unemployment on aggression. Aggressive Behavior, 2008, 34, 34-45.	2.4	16
95	The effects of authentic and contrived dissent on escalation of commitment in group decision making. European Journal of Social Psychology, 2009, 39, 639-647.	2.4	16
96	Some conditions to produce a dissonance and an incentive effect in a †forced-compliance†situationx. European Journal of Social Psychology, 1972, 2, 45-54.	2.4	14
97	Procedural Fairness and Creativity: Does Voice Maintain People's Creative Vein Over Time?. Creativity Research Journal, 2012, 24, 358-363.	2.6	13
98	Construal Level and Social Exclusion: Concrete Thinking Impedes Recovery From Social Exclusion. Journal of Social Psychology, 2015, 155, 338-355.	1.5	13
99	Despite Leaders' Good Intentions?. Zeitschrift Fur Psychologie / Journal of Psychology, 2012, 220, 241-250.	1.0	13
100	The delinquent media effect: Delinquency-reinforcing video games increase players attitudinal and behavioral inclination toward delinquent behavior Psychology of Popular Media Culture, 2012, 1, 201-205.	2.4	12
101	Being active when judging risks: bodily states interfere with accurate risk analysis. Journal of Risk Research, 2017, 20, 445-462.	2.6	12
102	Moral Courage. , 2011, , 391-405.		12
103	Whatever? The effect of social exclusion on adopting persuasive messages. Journal of Social Psychology, 2017, 157, 181-193.	1.5	11
104	Population and PerpetratorsPreconditions for the Holocaust From a Control-Theoretical Perspective., 2002,, 188-221.		11
105	Selective exposure: The impact of framing information search instructions as gains and losses. European Journal of Social Psychology, 2010, 40, 837-846.	2.4	10
106	Culture and its neurofunctional correlates when death is in mind. Neuroscience Letters, 2013, 548, 239-243.	2.1	10
107	Ceci n'est pas la mort: Evidence for the recruitment of selfâ€reference from surrealistic art under mortality salience. European Journal of Social Psychology, 2015, 45, 255-266.	2.4	10
108	Illusory Price Increases after the Euro Changeover in Germany: An Expectancy-Consistent Bias. Journal of Consumer Policy, 2007, 30, 421-434.	1.3	9

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109	The Theory of Cognitive Dissonance: State of the Science and Directions for Future Research. Knowledge and Space, 2008, , 189-198.	0.3	9
110	My role is my castle $\hat{a} \in \mathbb{C}^n$ The appeal of family roles after experiencing social exclusion. Journal of Experimental Social Psychology, 2011, 47, 981-986.	2.2	9
111	The Effect of Abstract and Concrete Thinking on Risk-Taking Behavior in Women and Men. SAGE Open, 2016, 6, 215824401666612.	1.7	9
112	Determinanten von Zivilcourage und Hilfeverhalten., 2001,, 93-122.		9
113	Measuring the Zero-Risk Bias. Zeitschrift Fur Psychologie / Journal of Psychology, 2017, 225, 31-44.	1.0	9
114	Combined Effects of Knowledge About Others' Opinions and Anticipation of Group Discussion on Confirmatory Information Search. Small Group Research, 2008, 39, 203-223.	2.7	8
115	Wanna play? The role of self-construal when using gadgets to cope with ostracism. Social Influence, 2015, 10, 221-235.	1.6	8
116	Psychological Perspectives on Perceived Safety: Social Factors of Feeling Safe. Risk Engineering, 2019, , 43-60.	0.7	8
117	Prinzipien der Fairness als Fýhrungskultur der Zukunft. , 2012, , 331-346.		8
118	Safety in Beauty. Social Psychology, 2017, 48, 208-225.	0.7	8
119	Cross-National Differences in Attributions of Wealth and Economic Success. Journal of Social Psychology, 1989, 129, 643-657.	1.5	7
120	Are there "His―and "Her―Types of Decisions? Exploring Gender Differences in the Confirmation Bias. Sex Roles, 2011, 65, 223-233.	2.4	7
121	Suddenly included: Cultural differences in experiencing reâ€inclusion. International Journal of Psychology, 2015, 50, 85-92.	2.8	7
122	The human factor in change processes: Success factors from a socio-psychological point of view. , 2008, , 11-25.		7
123	Wording of Advertisements Influences Women's Intention to Apply for Career Opportunities. Proceedings - Academy of Management, 2014, 2014, 15994.	0.1	7
124	Terrorist threat and employees' perceived ability to cope with organizational change. Journal of Applied Social Psychology, 2014, 44, 423-432.	2.0	6
125	Reactions to Failure after Taking a Placebo. Personality and Social Psychology Bulletin, 1983, 9, 481-488.	3.0	5
126	Threat to Freedom and the Detrimental Effect of Avoidance Goal Frames: Reactance as a Mediating Variable. Frontiers in Psychology, 2016, 7, 632.	2.1	5

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127	Because  happy sheets' are not enough – a meta-analytical evaluation of a personnel development program in academia. Studies in Higher Education, 2020, 45, 55-70.	4.5	5
128	Servant Leadership. Journal of Personnel Psychology, 2021, 20, 187-197.	1.4	5
129	Leadership and Information Processing. Social Psychology, 2014, 45, 357-370.	0.7	5
130	Verhaltensregeln als Voraussetzung zur Realisierung moralisch-ethischer Werte in Firmen. German Journal of Human Resource Management, 2002, 16, 135-155.	3.2	4
131	Selective exposure among advisors: the impact of impression motivation. Journal of Applied Social Psychology, 2013, 43, 138-146.	2.0	4
132	Terrorism as Collective Communication: The Collective Communication Model of Terrorism (CCMT). Social and Personality Psychology Compass, 2010, 4, 692-703.	3.7	3
133	Physically Attractive Social Information Sources Lead to Increased Selective Exposure to Information. Basic and Applied Social Psychology, 2010, 32, 340-347.	2.1	3
134	Why People Try to Actively Change Unchangeable Situations: The Role of Anticipated Affect. Current Psychology, 2011, 30, 284-298.	2.8	3
135	"How Daily and General Servant Leadership Affects Self-Efficacy, Optimism and Task Performance". Proceedings - Academy of Management, 2016, 2016, 10067.	0.1	3
136	Chancengleichheit durch professionelle Personalauswahl in der Wissenschaft. , 2015, , 29-48.		3
137	The Group Effect: Social Influences on Risk Identification, Analysis, and Decision Making. , 2018, , 131-150.		2
138	Studierende motivieren: Leistung mit WertschÃtzung verbinden. Perspektiven Der Hochschuldidaktik, 2019, , 3-19.	0.2	2
139	Führungscoaching., 2017,, 1-9.		2
140	The Effects of Discrepant or Congruent Behavior and Reward upon Attitude and Task Attractiveness. Journal of Social Psychology, 1979, 108, 63-73.	1.5	1
141	Performance of an unpleasant task: Effects of over- vs under-payment on perception of adequacy of rewards and task attractiveness. Journal of Experimental Social Psychology, 1979, 15, 275-284.	2.2	1
142	Occupation-determined role relationships. , 1996, , 289-314.		1
143	Bad examples: How thinking about blind obedience can induce responsibility and courage Peace and Conflict, 2014, 20, 124-134.	0.4	1
144	The Assessment of Risk Perception: Influence of Answer Format, Risk Perspective and Unrealistic Optimism. Risk Engineering, 2019, , 83-98.	0.7	1

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#	Article	IF	CITATIONS
145	Patient expectations shape convalescence after major liver surgery – A prospective, randomized study. International Journal of Surgery, 2021, 94, 106128.	2.7	1
146	Fairness bei VerÄ ¤ derungsprozessen. , 2012, , 361-375.		1
147	Anmerkungen zur Gerechtigkeit anlÃŘŸlich der deutschen Wiedervereinigung — Theorie und Empirie. , 1999, , 331-349.		1
148	Eine Vision exzellenter Lehre: 11 Anforderungen an Dozierende., 2021,, 17-30.		0
149	Organisationsentwicklung für die universitÃÞe Lehre: Das Multiplikatoren-Programm der Ludwig-Maximilians-UniversitÃÞa , 2021, , 1-15.		0
150	Perceived Safety While Engaging in Risk Sports. Risk Engineering, 2019, , 139-150.	0.7	0