

Dieter Frey

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11304920/publications.pdf>

Version: 2024-02-01

150
papers

8,283
citations

50276

46
h-index

54911

84
g-index

169
all docs

169
docs citations

169
times ranked

5357
citing authors

| # | ARTICLE | IF | CITATIONS |
|----|--|-----|-----------|
| 1 | The Value of Speaking for "Us": the Relationship Between CEOs' Use of I- and We-Referencing Language and Subsequent Organizational Performance. <i>Journal of Business and Psychology</i> , 2021, 36, 299-313. | 4.0 | 20 |
| 2 | Sounds like a fit! Wording in recruitment advertisements and recruiter gender affect women's pursuit of career development programs via anticipated belongingness. <i>Human Resource Management</i> , 2021, 60, 581-602. | 5.8 | 24 |
| 3 | Eine Vision exzellenter Lehre: 11 Anforderungen an Dozierende. , 2021, , 17-30. | | 0 |
| 4 | Organisationsentwicklung für die universitäre Lehre: Das Multiplikatoren-Programm der Ludwig-Maximilians-Universität. , 2021, , 1-15. | | 0 |
| 5 | Patient expectations shape convalescence after major liver surgery – A prospective, randomized study. <i>International Journal of Surgery</i> , 2021, 94, 106128. | 2.7 | 1 |
| 6 | Servant Leadership. <i>Journal of Personnel Psychology</i> , 2021, 20, 187-197. | 1.4 | 5 |
| 7 | Because "happy sheets" are not enough – a meta-analytical evaluation of a personnel development program in academia. <i>Studies in Higher Education</i> , 2020, 45, 55-70. | 4.5 | 5 |
| 8 | Psychological Perspectives on Perceived Safety: Social Factors of Feeling Safe. <i>Risk Engineering</i> , 2019, , 43-60. | 0.7 | 8 |
| 9 | The Assessment of Risk Perception: Influence of Answer Format, Risk Perspective and Unrealistic Optimism. <i>Risk Engineering</i> , 2019, , 83-98. | 0.7 | 1 |
| 10 | How transformational lecturers promote students' engagement, creativity, and task performance: The mediating role of trust in lecturer and self-efficacy. <i>Learning and Individual Differences</i> , 2019, 69, 162-172. | 2.7 | 19 |
| 11 | Studierende motivieren: Leistung mit Wertschätzung verbinden. <i>Perspektiven Der Hochschuldidaktik</i> , 2019, , 3-19. | 0.2 | 2 |
| 12 | Make the best out of the bad: coping with value incongruence through displaying facades of conformity, positive reframing, and self-disclosure. <i>European Journal of Work and Organizational Psychology</i> , 2019, 28, 572-593. | 3.7 | 23 |
| 13 | Perceived Safety While Engaging in Risk Sports. <i>Risk Engineering</i> , 2019, , 139-150. | 0.7 | 0 |
| 14 | The communality-bonus effect for male transformational leaders – leadership style, gender, and promotability. <i>European Journal of Work and Organizational Psychology</i> , 2018, 27, 112-125. | 3.7 | 47 |
| 15 | Leader Narcissism Predicts Malicious Envy and Supervisor-Targeted Counterproductive Work Behavior: Evidence from Field and Experimental Research. <i>Journal of Business Ethics</i> , 2018, 151, 725-741. | 6.0 | 71 |
| 16 | How Change Agents' Motivation Facilitates Organizational Change: Pathways Through Meaning and Organizational Identification. <i>Journal of Change Management</i> , 2018, 18, 198-217. | 3.7 | 24 |
| 17 | The Group Effect: Social Influences on Risk Identification, Analysis, and Decision Making. , 2018, , 131-150. | | 2 |
| 18 | Connectionism in action: Exploring the links between leader prototypes, leader gender, and perceptions of authentic leadership. <i>Organizational Behavior and Human Decision Processes</i> , 2018, 149, 129-144. | 2.5 | 35 |

| # | ARTICLE | IF | CITATIONS |
|----|---|-----|-----------|
| 19 | Workflow interruptions and employee work outcomes: The moderating role of polychronicity.. Journal of Occupational Health Psychology, 2018, 23, 417-427. | 3.3 | 38 |
| 20 | Being active when judging risks: bodily states interfere with accurate risk analysis. Journal of Risk Research, 2017, 20, 445-462. | 2.6 | 12 |
| 21 | Whatever? The effect of social exclusion on adopting persuasive messages. Journal of Social Psychology, 2017, 157, 181-193. | 1.5 | 11 |
| 22 | 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 |
| 23 | Safety in Beauty. Social Psychology, 2017, 48, 208-225. | 0.7 | 8 |
| 24 | Measuring the Zero-Risk Bias. Zeitschrift Fur Psychologie / Journal of Psychology, 2017, 225, 31-44. | 1.0 | 9 |
| 25 | Führung coaching. , 2017, , 1-9. | | 2 |
| 26 | 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 |
| 27 | 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 |
| 28 | The Effect of Abstract and Concrete Thinking on Risk-Taking Behavior in Women and Men. SAGE Open, 2016, 6, 215824401666612. | 1.7 | 9 |
| 29 | 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 |
| 30 | "How Daily and General Servant Leadership Affects Self-Efficacy, Optimism and Task Performance". Proceedings - Academy of Management, 2016, 2016, 10067. | 0.1 | 3 |
| 31 | Sugar or spice: Using ³ metatheory to understand how and why glucose reduces rejection-related aggression. Aggressive Behavior, 2015, 41, 537-543. | 2.4 | 18 |
| 32 | Wanna play? The role of self-construal when using gadgets to cope with ostracism. Social Influence, 2015, 10, 221-235. | 1.6 | 8 |
| 33 | The effect of construal level on risk-taking. European Journal of Social Psychology, 2015, 45, 99-109. | 2.4 | 40 |
| 34 | 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 |
| 35 | 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 |
| 36 | Suddenly included: Cultural differences in experiencing re-inclusion. International Journal of Psychology, 2015, 50, 85-92. | 2.8 | 7 |

| # | ARTICLE | IF | CITATIONS |
|----|---|-----|-----------|
| 37 | Ceci n'est pas la mort: Evidence for the recruitment of self-reference from surrealistic art under mortality salience. <i>European Journal of Social Psychology</i> , 2015, 45, 255-266. | 2.4 | 10 |
| 38 | Construal Level and Social Exclusion: Concrete Thinking Impedes Recovery From Social Exclusion. <i>Journal of Social Psychology</i> , 2015, 155, 338-355. | 1.5 | 13 |
| 39 | Exclude Me If You Can. <i>Journal of Cross-Cultural Psychology</i> , 2015, 46, 579-596. | 1.6 | 53 |
| 40 | Chancengleichheit durch professionelle Personalauswahl in der Wissenschaft. , 2015, , 29-48. | | 3 |
| 41 | Existential neuroscience: effects of mortality salience on the neurocognitive processing of attractive opposite-sex faces. <i>Social Cognitive and Affective Neuroscience</i> , 2014, 9, 1601-1607. | 3.0 | 17 |
| 42 | Social exclusion and xenophobia: Intolerant attitudes toward ethnic and religious minorities. <i>Group Processes and Intergroup Relations</i> , 2014, 17, 371-387. | 3.9 | 30 |
| 43 | Looking up versus looking down: attractiveness-based organizational biases are moderated by social comparison direction. <i>Journal of Applied Social Psychology</i> , 2014, 44, 40-45. | 2.0 | 19 |
| 44 | Terrorist threat and employees' perceived ability to cope with organizational change. <i>Journal of Applied Social Psychology</i> , 2014, 44, 423-432. | 2.0 | 6 |
| 45 | The interplay of oxytocin and collectivistic orientation shields against negative effects of ostracism. <i>Journal of Experimental Social Psychology</i> , 2014, 55, 246-251. | 2.2 | 28 |
| 46 | Bad examples: How thinking about blind obedience can induce responsibility and courage.. <i>Peace and Conflict</i> , 2014, 20, 124-134. | 0.4 | 1 |
| 47 | Leadership and Information Processing. <i>Social Psychology</i> , 2014, 45, 357-370. | 0.7 | 5 |
| 48 | Wording of Advertisements Influences Women's Intention to Apply for Career Opportunities. <i>Proceedings - Academy of Management</i> , 2014, 2014, 15994. | 0.1 | 7 |
| 49 | When Romance and Rivalry Awaken. <i>Human Nature</i> , 2013, 24, 182-195. | 1.6 | 38 |
| 50 | Situation-based measurement of the full range of leadership model " Development and validation of a situational judgment test. <i>Leadership Quarterly</i> , 2013, 24, 777-795. | 5.8 | 46 |
| 51 | Culture and its neurofunctional correlates when death is in mind. <i>Neuroscience Letters</i> , 2013, 548, 239-243. | 2.1 | 10 |
| 52 | Selective exposure among advisors: the impact of impression motivation. <i>Journal of Applied Social Psychology</i> , 2013, 43, 138-146. | 2.0 | 4 |
| 53 | Transformational leadership, job satisfaction, and team performance: A multilevel mediation model of trust. <i>Leadership Quarterly</i> , 2013, 24, 270-283. | 5.8 | 529 |
| 54 | How risky? The impact of target person and answer format on risk assessment. <i>Journal of Risk Research</i> , 2013, 16, 903-919. | 2.6 | 22 |

| # | ARTICLE | IF | CITATIONS |
|----|--|-----|-----------|
| 55 | Procedural Fairness and Creativity: Does Voice Maintain People's Creative Vein Over Time?. <i>Creativity Research Journal</i> , 2012, 24, 358-363. | 2.6 | 13 |
| 56 | The delinquent media effect: Delinquency-reinforcing video games increase players attitudinal and behavioral inclination toward delinquent behavior.. <i>Psychology of Popular Media Culture</i> , 2012, 1, 201-205. | 2.4 | 12 |
| 57 | Matching Reality in the Arts: Self-Referential Neural Processing of Naturalistic Compared to Surrealistic Images. <i>Perception</i> , 2012, 41, 569-576. | 1.2 | 26 |
| 58 | â€œMan's best friend:â€•How the presence of a dog reduces mental distress after social exclusion. <i>Journal of Experimental Social Psychology</i> , 2012, 48, 446-449. | 2.2 | 55 |
| 59 | Authentic Leadership: An Empirical Test of Its Antecedents, Consequences, and Mediating Mechanisms. <i>Journal of Business Ethics</i> , 2012, 107, 331-348. | 6.0 | 242 |
| 60 | Fairness bei VerÃnderungsprozessen. , 2012, , 361-375. | | 1 |
| 61 | Prinzipien der Fairness als FÃ¼hrungskultur der Zukunft. , 2012, , 331-346. | | 8 |
| 62 | Despite Leadersâ€™ Good Intentions?. <i>Zeitschrift Fur Psychologie / Journal of Psychology</i> , 2012, 220, 241-250. | 1.0 | 13 |
| 63 | My role is my castle â€” The appeal of family roles after experiencing social exclusion. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 981-986. | 2.2 | 9 |
| 64 | Empower my decisions: The effects of power gestures on confirmatory information processing. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 1146-1154. | 2.2 | 63 |
| 65 | Threat and selective exposure: The moderating role of threat and decision context on confirmatory information search after decisions.. <i>Journal of Experimental Psychology: General</i> , 2011, 140, 51-62. | 2.1 | 44 |
| 66 | The process of selective exposure: Why confirmatory information search weakens over time. <i>Organizational Behavior and Human Decision Processes</i> , 2011, 114, 37-48. | 2.5 | 22 |
| 67 | Are there â€œHisâ€•and â€œHerâ€•Types of Decisions? Exploring Gender Differences in the Confirmation Bias. <i>Sex Roles</i> , 2011, 65, 223-233. | 2.4 | 7 |
| 68 | When Citizens Fight Back: Justice Sensitivity and Resistance to Political Reform. <i>Social Justice Research</i> , 2011, 24, 25-42. | 1.1 | 23 |
| 69 | Why People Try to Actively Change Unchangeable Situations: The Role of Anticipated Affect. <i>Current Psychology</i> , 2011, 30, 284-298. | 2.8 | 3 |
| 70 | The bystander-effect: A meta-analytic review on bystander intervention in dangerous and non-dangerous emergencies.. <i>Psychological Bulletin</i> , 2011, 137, 517-537. | 6.1 | 633 |
| 71 | Moral Courage. , 2011, , 391-405. | | 12 |
| 72 | Selective exposure: The impact of framing information search instructions as gains and losses. <i>European Journal of Social Psychology</i> , 2010, 40, 837-846. | 2.4 | 10 |

| # | ARTICLE | IF | CITATIONS |
|----|--|-----|-----------|
| 73 | 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. <i>Review of General Psychology</i> , 2010, 14, 365-381. | 3.2 | 58 |
| 74 | Selective exposure: The impact of collectivism and individualism. <i>British Journal of Social Psychology</i> , 2010, 49, 745-763. | 2.8 | 25 |
| 75 | Selective exposure to information: How different modes of decision making affect subsequent confirmatory information processing. <i>British Journal of Social Psychology</i> , 2010, 49, 871-881. | 2.8 | 24 |
| 76 | Terrorism as Collective Communication: The Collective Communication Model of Terrorism (CCMT). <i>Social and Personality Psychology Compass</i> , 2010, 4, 692-703. | 3.7 | 3 |
| 77 | Why mood affects help giving, but not moral courage: Comparing two types of prosocial behaviour. <i>European Journal of Social Psychology</i> , 2010, 40, 1136-1157. | 2.4 | 57 |
| 78 | Moral prototypes and moral behavior: Specific effects on emotional precursors of moral behavior and on moral behavior by the activation of moral prototypes. <i>European Journal of Social Psychology</i> , 2010, 40, 1078-1094. | 2.4 | 28 |
| 79 | “What would you do if you were me, doctor?”™: randomised trial of psychiatrists' personal <i>v.</i> professional perspectives on treatment recommendations. <i>British Journal of Psychiatry</i> , 2010, 197, 441-447. | 2.8 | 28 |
| 80 | Turning to God in the Face of Ostracism: Effects of Social Exclusion on Religiousness. <i>Personality and Social Psychology Bulletin</i> , 2010, 36, 742-753. | 3.0 | 153 |
| 81 | Physically Attractive Social Information Sources Lead to Increased Selective Exposure to Information. <i>Basic and Applied Social Psychology</i> , 2010, 32, 340-347. | 2.1 | 3 |
| 82 | Causal Evidence that Terrorism Salience Increases Authoritarian Parenting Practices It 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.. <i>Social Psychology</i> , 2010, 41, 246-254. | 0.7 | 20 |
| 83 | The Racing-Game Effect: Why Do Video Racing Games Increase Risk-Taking Inclinations?. <i>Personality and Social Psychology Bulletin</i> , 2009, 35, 1395-1409. | 3.0 | 81 |
| 84 | Preference-based escalation: A new interpretation for the responsibility effect in escalating commitment and entrapment. <i>Organizational Behavior and Human Decision Processes</i> , 2009, 108, 175-186. | 2.5 | 48 |
| 85 | Biased assimilation: the role of source position. <i>European Journal of Social Psychology</i> , 2009, 39, 22-39. | 2.4 | 28 |
| 86 | The effects of authentic and contrived dissent on escalation of commitment in group decision making. <i>European Journal of Social Psychology</i> , 2009, 39, 639-647. | 2.4 | 16 |
| 87 | Social Comparison and Information Transmission in the Work Context. <i>Journal of Applied Social Psychology</i> , 2009, 39, 42-61. | 2.0 | 24 |
| 88 | Culture, self, and the emergence of reactance: Is there a “universal” freedom?. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 1068-1080. | 2.2 | 75 |
| 89 | Effective Leadership Development in Higher Education: Individual and Group Level Approaches. <i>Journal of Leadership Education</i> , 2009, 8, 195-206. | 0.4 | 29 |
| 90 | Unemployment and aggression: the moderating role of self-awareness on the effect of unemployment on aggression. <i>Aggressive Behavior</i> , 2008, 34, 34-45. | 2.4 | 16 |

| # | ARTICLE | IF | CITATIONS |
|-----|---|-----|-----------|
| 91 | Selective exposure and decision framing: The impact of gain and loss framing on confirmatory information search after decisions. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 312-320. | 2.2 | 51 |
| 92 | The path or the goal? Decision vs. information focus in biased information seeking after preliminary decisions. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 1180-1186. | 2.2 | 20 |
| 93 | Social validation in group decision-making: Differential effects on the decisional impact of preference-consistent and preference-inconsistent information. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 1477-1490. | 2.2 | 32 |
| 94 | The Effects of Risk-Promoting Media on Inclinations Toward Risk Taking. <i>Basic and Applied Social Psychology</i> , 2008, 30, 230-240. | 2.1 | 28 |
| 95 | Self-regulation and selective exposure: The impact of depleted self-regulation resources on confirmatory information processing.. <i>Journal of Personality and Social Psychology</i> , 2008, 94, 382-395. | 2.8 | 123 |
| 96 | The Theory of Cognitive Dissonance: State of the Science and Directions for Future Research. <i>Knowledge and Space</i> , 2008, , 189-198. | 0.3 | 9 |
| 97 | Biased Information Search in Homogeneous Groups: Confidence as a Moderator for the Effect of Anticipated Task Requirements. <i>Personality and Social Psychology Bulletin</i> , 2008, 34, 679-691. | 3.0 | 22 |
| 98 | Combined Effects of Knowledge About Others' Opinions and Anticipation of Group Discussion on Confirmatory Information Search. <i>Small Group Research</i> , 2008, 39, 203-223. | 2.7 | 8 |
| 99 | Selective exposure and information quantity: How different information quantities moderate decision makers' preference for consistent and inconsistent information.. <i>Journal of Personality and Social Psychology</i> , 2008, 94, 231-244. | 2.8 | 98 |
| 100 | The human factor in change processes: Success factors from a socio-psychological point of view. , 2008, , 11-25. | | 7 |
| 101 | Test of the Construct and Criteria Validity of a German Measure of Organizational Justice. <i>European Journal of Psychological Assessment</i> , 2008, 24, 131-139. | 3.0 | 24 |
| 102 | Ego Depletion and Positive Illusions: Does the Construction of Positivity Require Regulatory Resources?. <i>Personality and Social Psychology Bulletin</i> , 2007, 33, 1306-1321. | 3.0 | 70 |
| 103 | Virtual driving and risk taking: Do racing games increase risk-taking cognitions, affect, and behaviors?. <i>Journal of Experimental Psychology: Applied</i> , 2007, 13, 22-31. | 1.2 | 65 |
| 104 | Terror salience and punishment: Does terror salience induce threat to social order?. <i>Journal of Experimental Social Psychology</i> , 2007, 43, 964-971. | 2.2 | 51 |
| 105 | Civil courage: Implicit theories, related concepts, and measurement. <i>Journal of Positive Psychology</i> , 2007, 2, 115-119. | 4.0 | 55 |
| 106 | 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. <i>Journal of Community and Applied Social Psychology</i> , 2007, 17, 203-217. | 2.4 | 28 |
| 107 | Illusory Price Increases after the Euro Changeover in Germany: An Expectancy-Consistent Bias. <i>Journal of Consumer Policy</i> , 2007, 30, 421-434. | 1.3 | 9 |
| 108 | Civil Courage and Helping Behavior. <i>European Psychologist</i> , 2006, 11, 90-98. | 3.1 | 93 |

| # | ARTICLE | IF | CITATIONS |
|-----|---|-----|-----------|
| 109 | Coping With Terrorism: The Impact of Increased Salience of Terrorism on Mood and Self-Efficacy of Intrinsically Religious and Nonreligious People. <i>Personality and Social Psychology Bulletin</i> , 2006, 32, 365-377. | 3.0 | 63 |
| 110 | Group decision making in hidden profile situations: Dissent as a facilitator for decision quality.. <i>Journal of Personality and Social Psychology</i> , 2006, 91, 1080-1093. | 2.8 | 357 |
| 111 | The unresponsive bystander: are bystanders more responsive in dangerous emergencies?. <i>European Journal of Social Psychology</i> , 2006, 36, 267-278. | 2.4 | 205 |
| 112 | The Influence of Mood on the Search for Supporting Versus Conflicting Information: Dissonance Reduction as a Means of Mood Regulation?. <i>Personality and Social Psychology Bulletin</i> , 2006, 32, 3-15. | 3.0 | 67 |
| 113 | Information sampling and group decision making: The effects of an advocacy decision procedure and task experience.. <i>Journal of Experimental Psychology: Applied</i> , 2006, 12, 31-42. | 1.2 | 69 |
| 114 | The influence of price trend expectations on price trend perceptions: Why the Euro seems to make life more expensive?. <i>Journal of Economic Psychology</i> , 2005, 26, 541-548. | 2.2 | 29 |
| 115 | Selective exposure to information: the impact of information limits. <i>European Journal of Social Psychology</i> , 2005, 35, 469-492. | 2.4 | 172 |
| 116 | Giving Advice or Making Decisions in Someone Else's Place: The Influence of Impression, Defense, and Accuracy Motivation on the Search for New Information. <i>Personality and Social Psychology Bulletin</i> , 2005, 31, 977-990. | 3.0 | 108 |
| 117 | Expectancy confirmation in spite of disconfirming evidence: The case of price increases due to the introduction of the Euro. <i>European Journal of Social Psychology</i> , 2004, 34, 739-760. | 2.4 | 83 |
| 118 | Information search and presentation in advisor-client interactions. <i>Organizational Behavior and Human Decision Processes</i> , 2003, 91, 154-168. | 2.5 | 89 |
| 119 | Connecting Terror Management and Dissonance Theory: Evidence that Mortality Salience Increases the Preference for Supporting Information after Decisions. <i>Personality and Social Psychology Bulletin</i> , 2003, 29, 1181-1189. | 3.0 | 73 |
| 120 | Searching for Information About Financial Decisions in Euro Versus DM. <i>European Psychologist</i> , 2003, 8, 92-96. | 3.1 | 17 |
| 121 | Verhaltensregeln als Voraussetzung zur Realisierung moralisch-ethischer Werte in Firmen. <i>German Journal of Human Resource Management</i> , 2002, 16, 135-155. | 3.2 | 4 |
| 122 | Productive conflict in group decision making: genuine and contrived dissent as strategies to counteract biased information seeking. <i>Organizational Behavior and Human Decision Processes</i> , 2002, 88, 563-586. | 2.5 | 237 |
| 123 | Psychological effects of the Euro?experimental research on the perception of salaries and price estimations. <i>European Journal of Social Psychology</i> , 2002, 32, 147-169. | 2.4 | 58 |
| 124 | The dissemination of critical, unshared information in decision-making groups: the effects of pre-discussion dissent. <i>European Journal of Social Psychology</i> , 2002, 32, 35-56. | 2.4 | 183 |
| 125 | Population and PerpetratorsPreconditions for the Holocaust From a Control-Theoretical Perspective. , 2002, , 188-221. | | 11 |
| 126 | Confirmation bias in sequential information search after preliminary decisions: An expansion of dissonance theoretical research on selective exposure to information.. <i>Journal of Personality and Social Psychology</i> , 2001, 80, 557-571. | 2.8 | 487 |

| # | ARTICLE | IF | CITATIONS |
|-----|--|-----|-----------|
| 127 | Determinanten von Zivilcourage und Hilfeverhalten. , 2001, , 93-122. | | 9 |
| 128 | Biased information search in group decision making.. Journal of Personality and Social Psychology, 2000, 78, 655-669. | 2.8 | 302 |
| 129 | Anmerkungen zur Gerechtigkeit anläßlich der deutschen Wiedervereinigung " Theorie und Empirie. , 1999, , 331-349. | | 1 |
| 130 | Occupation-determined role relationships. , 1996, , 289-314. | | 1 |
| 131 | Cross-National Differences in Attributions of Wealth and Economic Success. Journal of Social Psychology, 1989, 129, 643-657. | 1.5 | 7 |
| 132 | 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 |
| 133 | Selection of Information after Receiving more or Less Reliable Self-Threatening Information. Personality and Social Psychology Bulletin, 1986, 12, 434-441. | 3.0 | 51 |
| 134 | Recent Research on Selective Exposure to Information. Advances in Experimental Social Psychology, 1986, 19, 41-80. | 3.3 | 504 |
| 135 | Psychological Determinants in the Covalescence of Accident Patients. Basic and Applied Social Psychology, 1985, 6, 317-328. | 2.1 | 26 |
| 136 | Information Seeking after Decisions. Personality and Social Psychology Bulletin, 1984, 10, 91-98. | 3.0 | 81 |
| 137 | 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 |
| 138 | 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 |
| 139 | Reactions to Failure after Taking a Placebo. Personality and Social Psychology Bulletin, 1983, 9, 481-488. | 3.0 | 5 |
| 140 | Different levels of cognitive dissonance, information seeking, and information avoidance.. Journal of Personality and Social Psychology, 1982, 43, 1175-1183. | 2.8 | 56 |
| 141 | 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 |
| 142 | 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 |
| 143 | Reversible and Irreversible Decisions. Personality and Social Psychology Bulletin, 1981, 7, 621-626. | 3.0 | 60 |
| 144 | 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 |

| # | ARTICLE | IF | CITATIONS |
|-----|--|-----|-----------|
| 145 | Misattribution of arousal and the effects of self-threatening information. Journal of Experimental Social Psychology, 1980, 16, 405-416. | 2.2 | 28 |
| 146 | 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 |
| 147 | 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 |
| 148 | Reactions to success and failure in public and in private conditions. Journal of Experimental Social Psychology, 1978, 14, 172-179. | 2.2 | 66 |
| 149 | A clarification of selective exposure. Journal of Experimental Social Psychology, 1978, 14, 132-139. | 2.2 | 52 |
| 150 | Some conditions to produce a dissonance and an incentive effect in a "forced-compliance" situation. European Journal of Social Psychology, 1972, 2, 45-54. | 2.4 | 14 |