

Ray Friedman

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11419839/publications.pdf>

Version: 2024-02-01

17
papers

1,179
citations

759233

12
h-index

940533

16
g-index

18
all docs

18
docs citations

18
times ranked

951
citing authors

#	ARTICLE	IF	CITATIONS
1	The Positive and Negative Effects of Anger on Dispute Resolution: Evidence From Electronically Mediated Disputes.. Journal of Applied Psychology, 2004, 89, 369-376.	5.3	219
2	Racial differences in sensitivity to behavioral integrity: Attitudinal consequences, in-group effects, and "trickle down" among Black and non-Black employees.. Journal of Applied Psychology, 2007, 92, 650-665.	5.3	199
3	Sticks And Stones: Language, Face, And Online Dispute Resolution. Academy of Management Journal, 2007, 50, 85-99.	6.3	186
4	An expectancy model of Chineseâ€“American differences in conflict-avoiding. Journal of International Business Studies, 2006, 37, 76-91.	7.3	171
5	Examining the positive and negative effects of guanxi practices: A multi-level analysis of guanxi practices and procedural justice perceptions. Asia Pacific Journal of Management, 2011, 28, 715-735.	4.5	105
6	The Dynamics of Consensus Building in Intracultural and Intercultural Negotiations. Administrative Science Quarterly, 2012, 57, 269-304.	6.9	77
7	Culture and accountability in negotiation: Recognizing the importance of in-group relations. Organizational Behavior and Human Decision Processes, 2012, 117, 221-234.	2.5	61
8	Cross-cultural management and bicultural identity integration: When does experience abroad lead to appropriate cultural switching?. International Journal of Intercultural Relations, 2012, 36, 130-139.	2.0	40
9	Explaining Incivility in the Workplace: The Effects of Personality and Culture. Negotiation and Conflict Management Research, 2009, 2, 164-184.	1.0	36
10	Causal attribution for interfirm contract violation: A comparative study of Chinese and American commercial arbitrators.. Journal of Applied Psychology, 2007, 92, 856-864.	5.3	22
11	Paradoxical Relationships Between Cultural Norms of Particularism and Attitudes Toward Relational Favoritism: A Cultural Reflectivity Perspective. Journal of Business Ethics, 2017, 145, 63-79.	6.0	17
12	The gendered trickle-down effect. Career Development International, 2014, 19, 836-856.	2.7	14
13	The Impact of Culture on Reactions to Promise Breaches: Differences Between East and West in Behavioral Integrity Perceptions. Group and Organization Management, 2018, 43, 273-315.	4.4	13
14	Crossâ€“Cultural Difference in Reactions to Facework During Service Failures. Negotiation and Conflict Management Research, 2011, 4, 352-380.	1.0	8
15	Seeing and studying China: Leveraging phenomenon-based research in China for theory advancement. Organizational Behavior and Human Decision Processes, 2017, 143, 1-7.	2.5	8
16	Limiting fear and anger responses to anger expressions. International Journal of Conflict Management, 2019, 31, 581-605.	1.9	1
17	From shared climate to personal ecosystems: Why some people create unique environments. Organizational Psychology Review, 0, , 204138662110134.	4.3	1