

Gerhard Blickle

List of Publications by Year in descending order

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73
papers

2,264
citations

201385

27
h-index

243296

44
g-index

82
all docs

82
docs citations

82
times ranked

1141
citing authors

#	ARTICLE	IF	CITATIONS
1	Personality traits, learning strategies, and performance. <i>European Journal of Personality</i> , 1996, 10, 337-352.	1.9	170
2	Political skill construct and criterion-related validation: a two-study investigation. <i>Journal of Managerial Psychology</i> , 2008, 23, 744-771.	1.3	148
3	Personality, political skill, and job performance. <i>Journal of Vocational Behavior</i> , 2008, 72, 377-387.	1.9	135
4	Role of Political Skill in Job Performance Prediction Beyond General Mental Ability and Personality in Cross-Sectional and Predictive Studies1. <i>Journal of Applied Social Psychology</i> , 2011, 41, 488-514.	1.3	80
5	Political skill as moderator of personality " Job performance relationships in socioanalytic theory: Test of the getting ahead motive in automobile sales. <i>Journal of Vocational Behavior</i> , 2010, 76, 326-335.	1.9	77
6	Mentoring support and power: A three year predictive field study on protg networking and career success. <i>Journal of Vocational Behavior</i> , 2009, 74, 181-189.	1.9	73
7	Further specification of the leader political skill leadership effectiveness relationships: Transformational and transactional leader behavior as mediators. <i>Leadership Quarterly</i> , 2013, 24, 516-533.	3.6	71
8	Socioanalytic theory and work behavior: Roles of work values and political skill in job performance and promotability assessment. <i>Journal of Vocational Behavior</i> , 2011, 78, 136-148.	1.9	70
9	Personal Initiative and Job Performance Evaluations: Role of Political Skill in Opportunity Recognition and Capitalization. <i>Journal of Management</i> , 2017, 43, 1388-1420.	6.3	70
10	Fit of Political Skill to the Work Context: A Two-Study Investigation. <i>Applied Psychology</i> , 2012, 61, 295-322.	4.4	64
11	Self-initiated mentoring and career success: A predictive field study. <i>Journal of Vocational Behavior</i> , 2009, 74, 94-101.	1.9	63
12	Measure invariance of the Political Skill Inventory (PSI) across five cultures. <i>International Journal of Cross Cultural Management</i> , 2012, 12, 171-191.	1.3	62
13	It pays to have an eye for emotions: Emotion recognition ability indirectly predicts annual income. <i>Journal of Organizational Behavior</i> , 2015, 36, 147-163.	2.9	58
14	The interactive effects of conscientiousness, openness to experience, and political skill on job performance in complex jobs: The importance of context. <i>Journal of Organizational Behavior</i> , 2013, 34, 1145-1164.	2.9	56
15	A Predictive Investigation of Reputation as Mediator of the Political-Skill/Career-Success Relationship1. <i>Journal of Applied Social Psychology</i> , 2011, 41, 3026-3048.	1.3	54
16	A Multi-Source, Multi-Study Investigation of Job Performance Prediction by Political Skill. <i>Applied Psychology</i> , 2011, 60, 449-474.	4.4	51
17	The Role of Interpersonal Influence in Counterbalancing Psychopathic Personality Trait Facets at Work. <i>Journal of Management</i> , 2018, 44, 1338-1368.	6.3	43
18	When modesty wins: Impression management through modesty, political skill, and career success a two-study investigation. <i>European Journal of Work and Organizational Psychology</i> , 2012, 21, 899-922.	2.2	39

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19	Job demands as a moderator of the political skillâ€”job performance relationship. <i>Career Development International</i> , 2009, 14, 333-350.	1.3	38
20	Trait psychopathy, task performance, and counterproductive work behavior directed toward the organization. <i>Personality and Individual Differences</i> , 2017, 109, 225-231.	1.6	35
21	Construct and Criterionâ€”Related Validation of a Measure of Emotional Reasoning Skills: A twoâ€”study investigation. <i>International Journal of Selection and Assessment</i> , 2009, 17, 101-118.	1.7	34
22	The impact of political skill on career success of employees' representatives. <i>Journal of Vocational Behavior</i> , 2010, 77, 383-390.	1.9	33
23	Leader Advancement Motive, Political Skill, Leader Behavior, and Effectiveness: A Moderated Mediation Extension of Socioanalytic Theory. <i>Human Performance</i> , 2014, 27, 373-392.	1.4	32
24	Manager psychopathy, trait activation, and job performance: a multi-source study. <i>European Journal of Work and Organizational Psychology</i> , 2018, 27, 450-461.	2.2	32
25	Political skill camouflages Machiavellianism: Career role performance and organizational misbehavior at short and long tenure. <i>Journal of Vocational Behavior</i> , 2020, 118, 103401.	1.9	29
26	Leader Behaviors as Mediators of the Leader Characteristics - Follower Satisfaction Relationship. <i>Group and Organization Management</i> , 2013, 38, 601-629.	2.7	28
27	Political will, work values, and objective career success: A novel approach â€” The Trait-Reputation-Identity Model. <i>Journal of Vocational Behavior</i> , 2018, 107, 42-56.	1.9	28
28	How work context and age shape political skill. <i>Journal of Managerial Psychology</i> , 2014, 29, 582-599.	1.3	27
29	Trick or trait? The combined effects of employee impression management modesty and trait modesty on supervisor evaluations. <i>Journal of Vocational Behavior</i> , 2015, 89, 120-129.	1.9	27
30	Is the Political Skill Inventory Fit for Personnel Selection? An Experimental Field Study. <i>International Journal of Selection and Assessment</i> , 2010, 18, 155-165.	1.7	26
31	Do Work Values Predict the Use of Intraorganizational Influence Strategies?. <i>Journal of Applied Social Psychology</i> , 2000, 30, 196-205.	1.3	25
32	Construct Validation of the Test of Emotional Intelligence (TEMINT). <i>European Journal of Psychological Assessment</i> , 2011, 27, 282-289.	1.7	25
33	Do they know how hard I work? Investigating how implicit/explicit achievement orientation, reputation, and political skill affect occupational status. <i>European Journal of Work and Organizational Psychology</i> , 2017, 26, 120-132.	2.2	23
34	Political Skill and Manager Performance: Exponential and Asymptotic Relationships Due to Differing Levels of Enterprising Job Demands. <i>Group and Organization Management</i> , 2019, 44, 718-744.	2.7	23
35	Political skill and emotional cue learning. <i>Personality and Individual Differences</i> , 2010, 49, 396-401.	1.6	22
36	Does Acquisitive Selfâ€”Presentation in Personality Selfâ€”Ratings Enhance Validity? Evidence from two experimental field studies. <i>International Journal of Selection and Assessment</i> , 2009, 17, 142-153.	1.7	20

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37	Extraversion and adaptive performance: Integrating trait activation and socioanalytic personality theories at work. <i>Personality and Individual Differences</i> , 2017, 116, 133-138.	1.6	19
38	Extraversion and job performance: How context relevance and bandwidth specificity create a non-linear, positive, and asymptotic relationship. <i>Journal of Vocational Behavior</i> , 2015, 87, 80-88.	1.9	17
39	Fearless dominance and performance in field sales: A predictive study. <i>International Journal of Selection and Assessment</i> , 2017, 25, 299-310.	1.7	17
40	Conscientiousness, extraversion, and field sales performance: Combining narrow personality, social skill, emotional stability, and nonlinearity. <i>Personality and Individual Differences</i> , 2017, 104, 291-296.	1.6	17
41	Leader Inquisitiveness, Political Skill, and Follower Attributions of Leader Charisma and Effectiveness: Test of a moderated mediation model. <i>International Journal of Selection and Assessment</i> , 2014, 22, 272-285.	1.7	15
42	Five Factor Machiavellianism: Validation of a New Measure. <i>Journal of Personality Assessment</i> , 2021, 103, 509-522.	1.3	15
43	Self-Ratings of Political Skill in Job Application: A within- and between-subjects field experiment. <i>International Journal of Selection and Assessment</i> , 2011, 19, 98-104.	1.7	14
44	Core self-evaluations mediate the association between leaders' facial appearance and their professional success: Adults' and children's perceptions. <i>Leadership Quarterly</i> , 2018, 29, 476-488.	3.6	13
45	Machiavellian Leader Effectiveness. <i>Journal of Personnel Psychology</i> , 2022, 21, 1-10.	1.1	12
46	Refining the Opennessâ€“Performance Relationship: Construct Specificity, Contextualization, Social Skill, and the Combination of Trait Self- and Other-Ratings. <i>Journal of Personality Assessment</i> , 2016, 98, 277-288.	1.3	11
47	Political skill and emotional cue learning via voices: a training study. <i>Journal of Applied Social Psychology</i> , 2013, 43, 2307-2317.	1.3	9
48	The two faces of fearless dominance and their relations to vocational success. <i>Journal of Research in Personality</i> , 2019, 81, 25-37.	0.9	9
49	An Other Perspective on Five Factor Machiavellianism. <i>Journal of Personality Assessment</i> , 2021, 103, 740-751.	1.3	9
50	Why dark personalities can get ahead: Extending the toxic career model. <i>Personality and Individual Differences</i> , 2020, 156, 109792.	1.6	7
51	Personalentwicklung. Springer-Lehrbuch, 2019, , 325-355.	0.1	7
52	Emotion recognition ability and career success: Assessing the roles of GMA and conscientiousness. <i>Personality and Individual Differences</i> , 2021, 168, 110370.	1.6	6
53	Disentangling the relation between psychopathy and emotion recognition ability: A key to reduced workplace aggression?. <i>Personality and Individual Differences</i> , 2022, 184, 111232.	1.6	6
54	Berufswahl und berufliche Entwicklung. Springer-Lehrbuch, 2014, , 185-206.	0.1	5

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55	Personalauswahl. Springer-Lehrbuch, 2014, , 241-270.	0.1	4
56	Personalentwicklung. Springer-Lehrbuch, 2014, , 291-318.	0.1	4
57	Socioanalytic Perspective. , 2017, , 1-5.		4
58	It Works Without Words. European Journal of Psychological Assessment, 2022, 38, 210-223.	1.7	3
59	Berufswahl und berufliche Entwicklung. Springer-Lehrbuch, 2019, , 209-234.	0.1	3
60	Socioanalytic Perspective. , 2020, , 5128-5132.		2
61	Berufswahl und berufliche Entwicklung. Springer-Lehrbuch, 2011, , 173-193.	0.1	2
62	An integrative approach to more nuanced estimates of personalityâ€“jobâ€“performance relations. Applied Psychology, 2023, 72, 588-624.	4.4	2
63	Socioanalytic Theory. , 0, , .		1
64	PersÃ¶nlichkeit, mikropolitische Macht und Performanz. , 2012, , 235-251.		1
65	Leistungsbeurteilung. Springer-Lehrbuch, 2014, , 271-289.	0.1	1
66	Berufswahl und berufliche Entwicklung aus psychologischer Sicht. Springer-Lehrbuch, 2015, , 245-262.	0.1	1
67	Wie politische Fertigkeiten den Laufbahnerfolg steigern. , 2017, , 1-16.		1
68	Wie politische Fertigkeiten den Laufbahnerfolg steigern. Springer Reference Psychologie, 2019, , 391-406.	0.0	1
69	Leistungsbeurteilung. Springer-Lehrbuch, 2019, , 303-323.	0.1	1
70	Blickle, Gerhard. , 2016, , 1-2.		0
71	Personalauswahl. Springer-Lehrbuch, 2019, , 271-302.	0.1	0
72	Blickle, Gerhard. , 2020, , 512-513.		0

#	ARTICLE	IF	CITATIONS
73	Improving assessment center criterion validity for salesperson selection: a socioanalytic approach. Journal of Personal Selling and Sales Management, 0, , 1-16.	1.7	0