

Gerhard Blickle

List of Publications by Year in descending order

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Version: 2024-02-01

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	An integrative approach to more nuanced estimates of personalityâ€“jobâ€“performance relations. <i>Applied Psychology</i> , 2023, 72, 588-624.	4.4	2
2	It Works Without Words. <i>European Journal of Psychological Assessment</i> , 2022, 38, 210-223.	1.7	3
3	Machiavellian Leader Effectiveness. <i>Journal of Personnel Psychology</i> , 2022, 21, 1-10.	1.1	12
4	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
5	Five Factor Machiavellianism: Validation of a New Measure. <i>Journal of Personality Assessment</i> , 2021, 103, 509-522.	1.3	15
6	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
7	An Other Perspective on Five Factor Machiavellianism. <i>Journal of Personality Assessment</i> , 2021, 103, 740-751.	1.3	9
8	Why dark personalities can get ahead: Extending the toxic career model. <i>Personality and Individual Differences</i> , 2020, 156, 109792.	1.6	7
9	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
10	Socioanalytic Perspective. , 2020, , 5128-5132.		2
11	Blickle, Gerhard. , 2020, , 512-513.		0
12	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
13	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
14	Berufswahl und berufliche Entwicklung. Springer-Lehrbuch, 2019, , 209-234.	0.1	3
15	Personalentwicklung. Springer-Lehrbuch, 2019, , 325-355.	0.1	7
16	Wie politische Fertigkeiten den Laufbahnerfolg steigern. Springer Reference Psychologie, 2019, , 391-406.	0.0	1
17	Leistungsbeurteilung. Springer-Lehrbuch, 2019, , 303-323.	0.1	1
18	Personalauswahl. Springer-Lehrbuch, 2019, , 271-302.	0.1	0

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19	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
20	Political will, work values, and objective career success: A novel approach â€œ The Trait-Reputation-Identity Model. <i>Journal of Vocational Behavior</i> , 2018, 107, 42-56.	1.9	28
21	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
22	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
23	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
24	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
25	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
26	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
27	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
28	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
29	Wie politische Fertigkeiten den Laufbahnerfolg steigern. , 2017, , 1-16.		1
30	Socioanalytic Perspective. , 2017, , 1-5.		4
31	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
32	Blickle, Gerhard. , 2016, , 1-2.		0
33	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
34	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
35	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
36	Berufswahl und berufliche Entwicklung aus psychologischer Sicht. Springer-Lehrbuch, 2015, , 245-262.	0.1	1

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37	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
38	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
39	How work context and age shape political skill. <i>Journal of Managerial Psychology</i> , 2014, 29, 582-599.	1.3	27
40	Leistungsbeurteilung. Springer-Lehrbuch, 2014, , 271-289.	0.1	1
41	Berufswahl und berufliche Entwicklung. Springer-Lehrbuch, 2014, , 185-206.	0.1	5
42	Personalauswahl. Springer-Lehrbuch, 2014, , 241-270.	0.1	4
43	Personalentwicklung. Springer-Lehrbuch, 2014, , 291-318.	0.1	4
44	Further specification of the leader political skillâ€“leadership effectiveness relationships: Transformational and transactional leader behavior as mediators. <i>Leadership Quarterly</i> , 2013, 24, 516-533.	3.6	71
45	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
46	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
47	Leader Behaviors as Mediators of the Leader Characteristics - Follower Satisfaction Relationship. <i>Group and Organization Management</i> , 2013, 38, 601-629.	2.7	28
48	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
49	When modesty wins: Impression management through modesty, political skill, and career successâ€”a two-study investigation. <i>European Journal of Work and Organizational Psychology</i> , 2012, 21, 899-922.	2.2	39
50	Fit of Political Skill to the Work Context: A Twoâ€“Study Investigation. <i>Applied Psychology</i> , 2012, 61, 295-322.	4.4	64
51	PersÃ¶nlichkeit, mikropolitische Macht und Performanz. , 2012, , 235-251.		1
52	A Multi-Source, Multi-Study Investigation of Job Performance Prediction by Political Skill. <i>Applied Psychology</i> , 2011, 60, 449-474.	4.4	51
53	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
54	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

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55	A Predictive Investigation of Reputation as Mediator of the Political-Skill/Career-Success Relationship. <i>Journal of Applied Social Psychology</i> , 2011, 41, 3026-3048.	1.3	54
56	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
57	Construct Validation of the Test of Emotional Intelligence (TEMINT). <i>European Journal of Psychological Assessment</i> , 2011, 27, 282-289.	1.7	25
58	Berufswahl und berufliche Entwicklung. Springer-Lehrbuch, 2011, , 173-193.	0.1	2
59	Political skill and emotional cue learning. <i>Personality and Individual Differences</i> , 2010, 49, 396-401.	1.6	22
60	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
61	The impact of political skill on career success of employees' representatives. <i>Journal of Vocational Behavior</i> , 2010, 77, 383-390.	1.9	33
62	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
63	Self-initiated mentoring and career success: A predictive field study. <i>Journal of Vocational Behavior</i> , 2009, 74, 94-101.	1.9	63
64	Mentoring support and power: A three year predictive field study on prot" networking and career success. <i>Journal of Vocational Behavior</i> , 2009, 74, 181-189.	1.9	73
65	Construct and Criterion-Related Validation of a Measure of Emotional Reasoning Skills: A two-study investigation. <i>International Journal of Selection and Assessment</i> , 2009, 17, 101-118.	1.7	34
66	Does Acquisitive Self-Presentation in Personality Self-Ratings Enhance Validity? Evidence from two experimental field studies. <i>International Journal of Selection and Assessment</i> , 2009, 17, 142-153.	1.7	20
67	Job demands as a moderator of the political skill-job performance relationship. <i>Career Development International</i> , 2009, 14, 333-350.	1.3	38
68	Personality, political skill, and job performance. <i>Journal of Vocational Behavior</i> , 2008, 72, 377-387.	1.9	135
69	Political skill construct and criterion-related validation: a two-study investigation. <i>Journal of Managerial Psychology</i> , 2008, 23, 744-771.	1.3	148
70	Do Work Values Predict the Use of Intraorganizational Influence Strategies?. <i>Journal of Applied Social Psychology</i> , 2000, 30, 196-205.	1.3	25
71	Personality traits, learning strategies, and performance. <i>European Journal of Personality</i> , 1996, 10, 337-352.	1.9	170
72	Socioanalytic Theory. , 0, , .		1

#	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