

Donald E Conlon

List of Publications by Year in descending order

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Version: 2024-02-01

68
papers

8,132
citations

168829

31
h-index

150775

59
g-index

70
all docs

70
docs citations

70
times ranked

5706
citing authors

#	ARTICLE	IF	CITATIONS
1	The power of phantom alternatives in negotiation: How what could be haunts what is. <i>Organizational Behavior and Human Decision Processes</i> , 2019, 151, 34-48.	1.4	15
2	Ethical leadership as a substitute for justice enactment: An information-processing perspective.. <i>Journal of Applied Psychology</i> , 2019, 104, 1103-1116.	4.2	42
3	Are Lifestyle Differences Beneficial? The Effects of Marital Diversity on Group Outcomes. <i>Small Group Research</i> , 2018, 49, 429-451.	1.8	3
4	Putting Escalation of Commitment in Context: A Multilevel Review and Analysis. <i>Academy of Management Annals</i> , 2018, 12, 178-207.	5.8	82
5	Encouraging Prosocial Decisions: The Role of Fairness Salience and Uncertainty. <i>Journal of Behavioral Decision Making</i> , 2017, 30, 502-515.	1.0	13
6	Gender differences in justice evaluations: Evidence from fMRI.. <i>Journal of Applied Psychology</i> , 2016, 101, 151-170.	4.2	48
7	Skewed task conflicts in teams: What happens when a few members see more conflict than the rest?. <i>Journal of Applied Psychology</i> , 2016, 101, 1045-1055.	4.2	49
8	Personality similarity in negotiations: Testing the dyadic effects of similarity in interpersonal traits and the use of emotional displays on negotiation outcomes.. <i>Journal of Applied Psychology</i> , 2016, 101, 1405-1421.	4.2	44
9	Celebrating the Work of J. Keith Murnighan. <i>Negotiation and Conflict Management Research</i> , 2016, 9, 332-344.	1.0	3
10	Does experience help or hinder top managers? Working with different types of resources in Hollywood. <i>Strategic Management Journal</i> , 2016, 37, 1330-1340.	4.7	37
11	Ingratiation and popularity as antecedents of justice: A social exchange and social capital perspective. <i>Organizational Behavior and Human Decision Processes</i> , 2015, 131, 132-148.	1.4	50
12	When vigilance prevails: The effect of regulatory focus and accountability on integrative negotiation outcomes. <i>Organizational Behavior and Human Decision Processes</i> , 2015, 126, 77-87.	1.4	13
13	Does Seeing "Eye To Eye" Affect Work Engagement and Organizational Citizenship Behavior? A Role Theory Perspective on LMX Agreement. <i>Academy of Management Journal</i> , 2015, 58, 1686-1708.	4.3	243
14	Why Do Managers Act Fairly in the First Place? A Daily Investigation of "Hot" and "Cold" Motives and Discretion. <i>Academy of Management Journal</i> , 2014, 57, 1571-1591.	4.3	84
15	Getting something out of nothing: Reaping or resisting the power of a phantom BATNA. , 2014, , .		1
16	Justice at the millennium, a decade later: A meta-analytic test of social exchange and affect-based perspectives.. <i>Journal of Applied Psychology</i> , 2013, 98, 199-236.	4.2	935
17	Is it sometimes better to receive than to give? Preferences for receiver roles over proposer roles in consumer behavior ultimatums. <i>Organizational Behavior and Human Decision Processes</i> , 2012, 119, 64-77.	1.4	5
18	The mind and heart (literally) of the negotiator: Personality and contextual determinants of experiential reactions and economic outcomes in negotiation.. <i>Journal of Applied Psychology</i> , 2012, 97, 183-193.	4.2	78

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19	Cleaning Up the Big Muddy: A Meta-Analytic Review of the Determinants of Escalation of Commitment. <i>Academy of Management Journal</i> , 2012, 55, 541-562.	4.3	269
20	Introduction to the Special Issue on Justice, Conflict, and Negotiation. <i>Negotiation and Conflict Management Research</i> , 2012, 5, 1-3.	1.0	2
21	The Consequences of Completion: How Level of Completion Influences Information Concealment by Decision Makers. <i>Journal of Applied Social Psychology</i> , 2011, 41, 401-428.	1.3	14
22	What About the Leader in Leader-Member Exchange? The Impact of Resource Exchanges and Substitutability on the Leader. <i>Academy of Management Review</i> , 2010, 35, 358-372.	7.4	117
23	WHAT ABOUT THE LEADER IN LEADER-MEMBER EXCHANGE? THE IMPACT OF RESOURCE EXCHANGES AND SUBSTITUTABILITY ON THE LEADER.. <i>Academy of Management Review</i> , 2010, 35, 358-372.	7.4	138
24	Cutthroat cooperation: The effects of team role decisions on adaptation to alternative reward structures. <i>Organizational Behavior and Human Decision Processes</i> , 2009, 108, 131-142.	1.4	57
25	The biological bases of unfairness: Neuroimaging evidence for the distinctiveness of procedural and distributive justice. <i>Organizational Behavior and Human Decision Processes</i> , 2009, 110, 140-151.	1.4	62
26	When is straightforwardness a liability in negotiations? The role of integrative potential and structural power.. <i>Journal of Applied Psychology</i> , 2009, 94, 1032-1047.	4.2	43
27	Third Party Interventions Across Cultures: No "One Best Choice" Research in Personnel and Human Resources Management, 2007, , 309-349.	1.0	4
28	Expectancy Disconfirmation and Negotiator Reactions Across Negotiation Episodes. <i>Journal of Applied Social Psychology</i> , 2007, 37, 143-162.	1.3	4
29	From the Editors: Examining the Impact and Role of Special Issue and Regular Journal Articles in the Field of Management. <i>Academy of Management Journal</i> , 2006, 49, 857-872.	4.3	63
30	Improving Customer Reactions to Electronic Brokered Ultimatums: The Benefits of Prior Experience and Explanations. <i>Journal of Applied Social Psychology</i> , 2006, 36, 2293-2324.	1.3	3
31	ORGANIZATIONAL JUSTICE: LOOKING BACK, LOOKING FORWARD. <i>International Journal of Conflict Management</i> , 2005, 16, 4-29.	1.0	107
32	Decision-making and behavior fluidity: How focus on completion and emphasis on safety changes over the course of projects. <i>Organizational Behavior and Human Decision Processes</i> , 2004, 93, 14-27.	1.4	49
33	The Fairness of Decision Rules. <i>Journal of Management</i> , 2004, 30, 329-349.	6.3	48
34	Understanding Customer Reactions to Brokered Ultimatums: Applying Negotiation and Justice Theory.. <i>Journal of Applied Psychology</i> , 2004, 89, 466-482.	4.2	20
35	Group decision process and incrementalism in organizational decision making. <i>Organizational Behavior and Human Decision Processes</i> , 2003, 92, 67-79.	1.4	57
36	Explaining Facades of Choice: Timing, Justice Effects, and Behavioral Outcomes. <i>Journal of Applied Social Psychology</i> , 2003, 33, 2217-2243.	1.3	10

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37	The Unhiring Dilemma: Effects of Job Delays, Job Rescissions, and Compensation on Organizational Attractiveness and Justice Judgments. SSRN Electronic Journal, 2003, , .	0.4	0
38	DEALING WITH FEELING: THE INFLUENCE OF OUTCOME REPRESENTATIONS ON NEGOTIATION. International Journal of Conflict Management, 2002, 13, 38-58.	1.0	25
39	From acclaim to blame: Evidence of a person sensitivity decision bias.. Journal of Applied Psychology, 2002, 87, 33-42.	4.2	25
40	Putting the cart before the horse: The benefits of arbitrating before mediating.. Journal of Applied Psychology, 2002, 87, 978-984.	4.2	23
41	Justice at the millennium: A meta-analytic review of 25 years of organizational justice research.. Journal of Applied Psychology, 2001, 86, 425-445.	4.2	3,966
42	Hybrid Forms of Third-Party Dispute Resolution: Theoretical Implications of Combining Mediation and Arbitration. Academy of Management Review, 2000, 25, 416-427.	7.4	44
43	Facing the Decisions One <i>Should</i> Make and the Decisions One <i>Wants</i> to Make. Negotiation Journal, 2000, 16, 269-280.	0.3	0
44	The Manager Giveth, the Manager Taketh Away: Variation in Distribution/Recovery Rules Due to Resource Type and Cultural Orientation. Journal of Management, 1999, 25, 723-757.	6.3	34
45	The manager giveth, the manager taketh away: variation in distribution/recovery rules due to resource type and cultural orientation. Journal of Management, 1999, 25, 723-757.	6.3	14
46	Examining the Actions of Organizations in Conflict: Evidence From the Delaware Court of Chancery. Academy of Management Journal, 1999, 42, 319-329.	4.3	8
47	Too Close to Quit: The Role of Project Completion in Maintaining Commitment1. Journal of Applied Social Psychology, 1998, 28, 2025-2048.	1.3	101
48	APPEARANCES DO COUNT: THE EFFECTS OF OUTCOMES AND EXPLANATIONS ON DISPUTANT FAIRNESS JUDGMENTS AND SUPERVISORY EVALUATIONS. International Journal of Conflict Management, 1997, 8, 5-31.	1.0	36
49	Customer Perceptions of Corporate Responses to Product Complaints: The Role of Explanations. Academy of Management Journal, 1996, 39, 1040-1056.	4.3	168
50	Distributing Adventitious Outcomes: Social Norms, Egocentric Martyrs, and the Effects on Future Relationships. Organizational Behavior and Human Decision Processes, 1996, 67, 181-200.	1.4	31
51	Intravention: Third-Party Intervention with Clout. Organizational Behavior and Human Decision Processes, 1994, 57, 387-410.	1.4	54
52	The Influence of Third Party Power and Suggestions on Negotiation: The Surface Value of a Compromise1. Journal of Applied Social Psychology, 1994, 24, 1084-1113.	1.3	52
53	The effects of partisan third parties on negotiator behavior and outcome perceptions.. Journal of Applied Psychology, 1993, 78, 280-290.	4.2	50
54	Some Tests of the Self-Interest and Group-Value Models of Procedural Justice: Evidence from an Organizational Appeal Procedure. Academy of Management Journal, 1993, 36, 1109-1124.	4.3	14

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55	INFLUENCE OF MOVEMENT TOWARD AGREEMENT AND THIRD PARTY INTERVENTION ON NEGOTIATOR FAIRNESS JUDGMENTS. <i>International Journal of Conflict Management</i> , 1992, 3, 207-221.	1.0	4
56	The Dynamics of Intense Work Groups: A Study of British String Quartets. <i>Administrative Science Quarterly</i> , 1991, 36, 165.	4.8	408
57	The Mediator as Leader. <i>Group & Organization Studies</i> , 1990, 15, 105-124.	0.7	25
58	Influence of Speed of Third-Party Intervention and Outcome on Negotiator and Constituent Fairness Judgments. <i>Academy of Management Journal</i> , 1990, 33, 833-846.	4.3	21
59	Using computer simulations of negotiation for educational and research purposes in business schools. <i>Education and Computing</i> , 1989, 5, 173-180.	0.3	0
60	Nonlinear and Nonmonotonic Effects of Outcome on Procedural and Distributive Fairness Judgments ¹ . <i>Journal of Applied Social Psychology</i> , 1989, 19, 1085-1099.	1.3	32
61	Time pressure and strategic choice in mediation. <i>Organizational Behavior and Human Decision Processes</i> , 1988, 42, 111-133.	1.4	67
62	The Mediationâ€œIntravention Discussion: Toward an Integrative Perspective. <i>Negotiation Journal</i> , 1988, 4, 143-148.	0.3	5
63	Decision Control and Process Control Effects on Procedural Fairness Judgments ¹ . <i>Journal of Applied Social Psychology</i> , 1983, 13, 338-350.	1.3	110
64	From the Field to the Laboratory: The Theoryâ€œPractice Research of Peter J. Carnevale. <i>Negotiation and Conflict Management Research</i> , 0, , .	1.0	0
65	When Vigilance Prevails: Regulatory Focus in Negotiations with External Goals. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
66	Customer Reactions to Brokered Ultimatums: Integrating Negotiation and Justice Theory. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
67	Improving Customer Reactions to Brokered Ultimatums: An Application of Justice Theory. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
68	Structural Differences in Electronically Mediated Ultimatum Negotiations: How Negotiation Role and Awareness of Alternatives Influence Customer Outcomes. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0