

Alice J Lee

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11650209/publications.pdf>

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5
papers

158
citations

1937685

4
h-index

2053705

5
g-index

5
all docs

5
docs citations

5
times ranked

99
citing authors

#	ARTICLE	IF	CITATIONS
1	Precise offers are potent anchors: Conciliatory counteroffers and attributions of knowledge in negotiations. <i>Journal of Experimental Social Psychology</i> , 2013, 49, 759-763.	2.2	97
2	Too precise to pursue: How precise first offers create barriers-to-entry in negotiations and markets. <i>Organizational Behavior and Human Decision Processes</i> , 2018, 148, 87-100.	2.5	38
3	“I can’t pay more” versus “It’s not worth more”: Divergent effects of constraint and disparagement rationales in negotiations. <i>Organizational Behavior and Human Decision Processes</i> , 2017, 141, 16-28.	2.5	16
4	Tortured beliefs: How and when prior support for torture skews the perceived value of coerced information. <i>Journal of Experimental Social Psychology</i> , 2015, 60, 86-92.	2.2	5
5	Beyond cheap talk accounts: A theory of politeness in negotiations. <i>Research in Organizational Behavior</i> , 2022, , 100154.	1.2	2