

# Emily T Amanatullah

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/12100768/publications.pdf>

Version: 2024-02-01

9  
papers

1,348  
citations

1040056

9  
h-index

1474206

9  
g-index

9  
all docs

9  
docs citations

9  
times ranked

999  
citing authors

#	ARTICLE	IF	CITATIONS
1	Helping one's way to the top: Self-monitors achieve status by helping others and knowing who helps whom.. Journal of Personality and Social Psychology, 2006, 91, 1123-1137.	2.8	419
2	Negotiating gender roles: Gender differences in assertive negotiating are mediated by women's fear of backlash and attenuated when negotiating on behalf of others.. Journal of Personality and Social Psychology, 2010, 98, 256-267.	2.8	379
3	Punishing female negotiators for asserting too much or not enough: Exploring why advocacy moderates backlash against assertive female negotiators. Organizational Behavior and Human Decision Processes, 2013, 120, 110-122.	2.5	157
4	Negotiators who give too much: Unmitigated communion, relational anxieties, and economic costs in distributive and integrative bargaining.. Journal of Personality and Social Psychology, 2008, 95, 723-738.	2.8	144
5	Women at the Bargaining Table: Pitfalls and Prospects. Negotiation Journal, 2009, 25, 233-248.	0.5	92
6	Ask and Ye Shall Receive? How Gender and Status Moderate Negotiation Success. Negotiation and Conflict Management Research, 2013, 6, 253-272.	1.0	72
7	Psyched Up or Psyched Out? The Influence of Coactor Status on Individual Performance. Organization Science, 2012, 23, 402-415.	4.5	38
8	Who Can Lean In? The Intersecting Role of Race and Gender in Negotiations. Psychology of Women Quarterly, 2019, 43, 7-21.	2.0	31
9	Are Female CEOs Really More Risk Averse? Examining Economic Downturn and Other-Orientation. Journal of Leadership and Organizational Studies, 2021, 28, 185-206.	4.0	16