

Emily T Amanatullah

List of Publications by Year in descending order

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

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