

Bruce Barry

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/12123697/publications.pdf>

Version: 2024-02-01

23
papers

1,988
citations

516710

16
h-index

752698

20
g-index

23
all docs

23
docs citations

23
times ranked

1303
citing authors

#	ARTICLE	IF	CITATIONS
1	Composition, process, and performance in self-managed groups: The role of personality.. Journal of Applied Psychology, 1997, 82, 62-78.	5.3	499
2	Bargainer characteristics in distributive and integrative negotiation.. Journal of Personality and Social Psychology, 1998, 74, 345-359.	2.8	295
3	Affect in Dyadic Negotiation: A Model and Propositions. Organizational Behavior and Human Decision Processes, 1996, 67, 127-143.	2.5	223
4	Outcome Satisfaction in Negotiation: A Test of Expectancy Disconfirmation. Organizational Behavior and Human Decision Processes, 1994, 60, 252-275.	2.5	192
5	The Medium and the Message: The Adaptive Use of Communication Media in Dyadic Influence. Academy of Management Review, 2004, 29, 272-292.	11.7	117
6	Lying and Smiling: Informational and Emotional Deception in Negotiation. Journal of Business Ethics, 2009, 88, 691-709.	6.0	102
7	THE SMART NEGOTIATOR: COGNITIVE ABILITY AND EMOTIONAL INTELLIGENCE IN NEGOTIATION. International Journal of Conflict Management, 2004, 15, 245-272.	1.9	88
8	The Dynamics of Consensus Building in Intracultural and Intercultural Negotiations. Administrative Science Quarterly, 2012, 57, 269-304.	6.9	77
9	What we want to do versus what we think we should do: an empirical investigation of intrapersonal conflict. Journal of Behavioral Decision Making, 2002, 15, 403-418.	1.7	67
10	Influence Tactics in Combination: The Interactive Effects of Soft Versus Hard Tactics and Rational Exchange. Journal of Applied Social Psychology, 1992, 22, 1429-1441.	2.0	65
11	Negotiator affect: the state of the art (and the science). Group Decision and Negotiation, 2008, 17, 97-105.	3.3	55
12	Masters of the long haul: Pursuing long-term work goals. Journal of Organizational Behavior, 2012, 33, 984-1006.	4.7	38
13	Perceptions of Influence in Managerial Dyads: The Role of Hierarchy, Media, and Tactics. Human Relations, 1992, 45, 555-574.	5.4	30
14	An Ethical Analysis of Emotional Labor. Journal of Business Ethics, 2019, 160, 17-34.	6.0	28
15	WHEN WILL GRIEVANTS DESIRE VOICE?: A TEST OF SITUATIONAL, MOTIVATIONAL, AND ATTRIBUTIONAL EXPLANATIONS. International Journal of Conflict Management, 2000, 11, 106-134.	1.9	27
16	Managed Hearts and Wallets: Ethical Issues in Emotional Influence By and Within Organizations. Business Ethics Quarterly, 2009, 19, 155-191.	1.5	23
17	Communication Aspects of Dyadic Social Influence in Organizations: A Review and Integration of Conceptual and Empirical Developments. Annals of the International Communication Association, 1996, 19, 269-318.	4.6	19
18	The Cringing and the Craven: Freedom of Expression in, Around, and Beyond the Workplace. Business Ethics Quarterly, 2007, 17, 263-296.	1.5	17

#	ARTICLE	IF	CITATIONS
19	Feeling and Deceiving: A Review and Theoretical Model of Emotions and Deception in Negotiation. <i>Negotiation and Conflict Management Research</i> , 2017, 10, 158-178.	1.0	16
20	Methodological Challenges in the Study of Negotiator Affect. <i>International Negotiation</i> , 2004, 9, 485-502.	0.5	10
21	What We Want to Do Versus What We Think We Should Do: An Empirical Investigation of Intrapersonal Conflict. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
22	Emotion in Influence: A Connectionist Model. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
23	Pushing Emotional Buttons: Ethics and Affective Influence in Organizations. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0