

Robert A Baron

List of Publications by Citations

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

121
papers

16,205
citations

63
h-index

124
g-index

124
ext. papers

18,486
ext. citations

4.9
avg, IF

7.36
L-index

#	Paper	IF	Citations
121	The Role of Affect in the Entrepreneurial Process. <i>Academy of Management Review</i> , 2008 , 33, 328-340	5.9	824
120	Cognitive mechanisms in entrepreneurship. <i>Journal of Business Venturing</i> , 1998 , 13, 275-294	8.3	807
119	Opportunity Recognition as the Detection of Meaningful Patterns: Evidence from Comparisons of Novice and Experienced Entrepreneurs. <i>Management Science</i> , 2006 , 52, 1331-1344	3.9	765
118	Opportunity Recognition as Pattern Recognition: How Entrepreneurs Connect the Dots to Identify New Business Opportunities. <i>Academy of Management Perspectives</i> , 2006 , 20, 104-119	4.7	633
117	The cognitive perspective: a valuable tool for answering entrepreneurship's basic "Why" questions. <i>Journal of Business Venturing</i> , 2004 , 19, 221-239	8.3	604
116	Beyond social capital: the role of entrepreneurs' social competence in their financial success. <i>Journal of Business Venturing</i> , 2003 , 18, 41-60	8.3	514
115	Social sources of information in opportunity recognition: Effects of mentors, industry networks, and professional forums. <i>Journal of Business Venturing</i> , 2007 , 22, 174-192	8.3	512
114	Entrepreneurs' Optimism And New Venture Performance: A Social Cognitive Perspective. <i>Academy of Management Journal</i> , 2009 , 52, 473-488	6.1	489
113	Workplace Violence and Workplace Aggression: Evidence Concerning Specific Forms, Potential Causes, and Preferred Targets. <i>Journal of Management</i> , 1998 , 24, 391-419	8.8	451
112	Interactions in virtual customer environments: Implications for product support and customer relationship management. <i>Journal of Interactive Marketing</i> , 2007 , 21, 42-62	9.8	430
111	Workplace violence and workplace aggression: Evidence on their relative frequency and potential causes. <i>Aggressive Behavior</i> , 1996 , 22, 161-173	2.8	387
110	The role of entrepreneurs in firm-level innovation: Joint effects of positive affect, creativity, and environmental dynamism. <i>Journal of Business Venturing</i> , 2011 , 26, 49-60	8.3	348
109	How do feelings influence effort? An empirical study of entrepreneurs' affect and venture effort. <i>Journal of Applied Psychology</i> , 2009 , 94, 1086-94	7.4	331
108	Behavioral and cognitive factors in entrepreneurship: entrepreneurs as the active element in new venture creation. <i>Strategic Entrepreneurship Journal</i> , 2007 , 1, 167-182	3.7	312
107	Person-Entrepreneurship fit: why some people are more successful as entrepreneurs than others. <i>Human Resource Management Review</i> , 2003 , 13, 281-301	6.8	308
106	Environmentally Induced Positive Affect: Its Impact on Self-Efficacy, Task Performance, Negotiation, and Conflict. <i>Journal of Applied Social Psychology</i> , 1990 , 20, 368-384	2.1	307
105	Entrepreneurship in Innovation Ecosystems: Entrepreneurs' Self-Regulatory Processes and Their Implications for New Venture Success. <i>Entrepreneurship Theory and Practice</i> , 2013 , 37, 1071-1097	6.6	264

104	Are perseverance and self-efficacy costless? Assessing entrepreneurs' regretful thinking. <i>Journal of Organizational Behavior</i> , 2005 , 26, 1-19	6.9	263
103	Inventors and New Venture Formation: the Effects of General Self-Efficacy and Regretful Thinking. <i>Entrepreneurship Theory and Practice</i> , 2002 , 27, 149-165	6.6	254
102	Negative effects of destructive criticism: impact on conflict, self-efficacy, and task performance. <i>Journal of Applied Psychology</i> , 1988 , 73, 199-207	7.4	253
101	Why Entrepreneurs Often Experience Low, Not High, Levels of Stress: The Joint Effects of Selection and Psychological Capital. <i>Journal of Management</i> , 2016 , 42, 742-768	8.8	225
100	When does entrepreneurial self-efficacy enhance versus reduce firm performance?. <i>Strategic Entrepreneurship Journal</i> , 2008 , 2, 57-72	3.7	210
99	Counterfactual thinking and venture formation. <i>Journal of Business Venturing</i> , 2000 , 15, 79-91	8.3	206
98	Aggression and heat: The influence of ambient temperature, negative affect, and a cooling drink on physical aggression.. <i>Journal of Personality and Social Psychology</i> , 1976 , 33, 245-255	6.5	194
97	VCS' decision processes: Evidence suggesting more experience may not always be better. <i>Journal of Business Venturing</i> , 2003 , 18, 381-401	8.3	186
96	Different Roles, Different Strokes: Organizing Virtual Customer Environments to Promote Two Types of Customer Contributions. <i>Organization Science</i> , 2010 , 21, 554-572	3.6	181
95	Entrepreneurs' Social Skills and New Venture Performance: Mediating Mechanisms and Cultural Generality. <i>Journal of Management</i> , 2009 , 35, 282-306	8.8	179
94	Beyond social capital: How social skills can enhance entrepreneurs' success. <i>Academy of Management Perspectives</i> , 2000 , 14, 106-116	4.7	176
93	Social and personal determinants of workplace aggression: Evidence for the impact of perceived injustice and the Type A Behavior Pattern. <i>Aggressive Behavior</i> , 1999 , 25, 281-296	2.8	168
92	Expanding Entrepreneurial Cognition's Toolbox: Potential Contributions from the Field of Cognitive Science. <i>Entrepreneurship Theory and Practice</i> , 2004 , 28, 553-573	6.6	166
91	Care about Nature, but Disengaging Values in Assessing Opportunities that Cause Harm. <i>Academy of Management Journal</i> , 2013 , 56, 1251-1273	6.1	164
90	Entrepreneurs' dispositional positive affect: The potential benefits and potential costs of being positive. <i>Journal of Business Venturing</i> , 2012 , 27, 310-324	8.3	159
89	Effects of indoor lighting (illuminance and spectral distribution) on the performance of cognitive tasks and interpersonal behaviors: The potential mediating role of positive affect. <i>Motivation and Emotion</i> , 1992 , 16, 1-33	2.5	159
88	Regulatory focus and new venture performance: A study of entrepreneurial opportunity exploitation under conditions of risk versus uncertainty. <i>Strategic Entrepreneurship Journal</i> , 2008 , 2, 285-299	3.7	158
87	Psychological Perspectives on Entrepreneurship: Cognitive and Social Factors in Entrepreneurs' Success. <i>Current Directions in Psychological Science</i> , 2000 , 9, 15-18	6.5	155

86	The Sweet Smell of... Helping: Effects of Pleasant Ambient Fragrance on Prosocial Behavior in Shopping Malls. <i>Personality and Social Psychology Bulletin</i> , 1997 , 23, 498-503	4.1	139
85	Self-Presentation in Job Interviews: When There Can Be Too Much of a Good Thing. <i>Journal of Applied Social Psychology</i> , 1986 , 16, 16-28	2.1	139
84	Shared Authentic Leadership and New Venture Performance. <i>Journal of Management</i> , 2012 , 38, 1476-1488	3.8	132
83	Aggression and heat: mediating effects of prior provocation and exposure to an aggressive model. <i>Journal of Personality and Social Psychology</i> , 1975 , 31, 825-32	6.5	127
82	Positive effects of conflict: A cognitive perspective. <i>Employee Responsibilities and Rights Journal</i> , 1991 , 4, 25-36	0.5	126
81	Countering the effects of destructive criticism: The relative efficacy of four interventions.. <i>Journal of Applied Psychology</i> , 1990 , 75, 235-245	7.4	119
80	Reducing organizational conflict: An incompatible response approach.. <i>Journal of Applied Psychology</i> , 1984 , 69, 272-279	7.4	111
79	How entrepreneurs acquire the capacity to excel: insights from research on expert performance. <i>Strategic Entrepreneurship Journal</i> , 2010 , 4, 49-65	3.7	104
78	Magnitude of victim's pain cues and level of prior anger arousal as determinants of adult aggressive behavior. <i>Journal of Personality and Social Psychology</i> , 1971 , 17, 236-43	6.5	96
77	Personality and organizational conflict: Effects of the type a behavior pattern and self-monitoring. <i>Organizational Behavior and Human Decision Processes</i> , 1989 , 44, 281-296	4	95
76	Influence of Founder-CEOs' Personal Values on Firm Performance: Moderating Effects of Firm Age and Size. <i>Journal of Management</i> , 2007 , 33, 673-696	8.8	94
75	Perceptions of women and men as entrepreneurs: evidence for differential effects of attributional augmenting. <i>Journal of Applied Psychology</i> , 2001 , 86, 923-9	7.4	93
74	Aggression and Heat: The Mediating Role of Negative Affect. <i>Journal of Applied Social Psychology</i> , 1976 , 6, 18-30	2.1	92
73	Aggression as a function of ambient temperature and prior anger arousal. <i>Journal of Personality and Social Psychology</i> , 1972 , 21, 183-9	6.5	92
72	Integrating Discovery and Creation Perspectives of Entrepreneurial Action: The Relative Roles of Founding CEO Human Capital, Social Capital, and Psychological Capital in Contexts of Risk Versus Uncertainty. <i>Strategic Entrepreneurship Journal</i> , 2015 , 9, 289-312	3.7	88
71	Self-efficacy and entrepreneurs' adoption of unattainable goals: The restraining effects of self-control. <i>Journal of Business Venturing</i> , 2016 , 31, 55-71	8.3	82
70	A Whiff of Reality: Positive Affect as a Potential Mediator of the Effects of Pleasant Fragrances on Task Performance and Helping. <i>Environment and Behavior</i> , 1994 , 26, 766-784	5.6	82
69	The downside of being an entrepreneur: dispositional positive affect and firm performance. <i>Strategic Entrepreneurship Journal</i> , 2011 , 5, 101-119	3.7	80

68	Perceptions of Systemic Justice: The Effects of Distributive, Procedural, and Interactional Justice. <i>Journal of Applied Social Psychology</i> , 2001 , 31, 324-339	2.1	80
67	A Review of Multilevel Regulatory Focus in Organizations. <i>Journal of Management</i> , 2015 , 41, 1501-1529	8.8	76
66	Ambient temperature and the occurrence of collective violence: The "long, hot summer" revisited.. <i>Journal of Personality and Social Psychology</i> , 1978 , 36, 351-360	6.5	76
65	Aggression as a function of magnitude of victim's pain cues, level of prior anger arousal, and aggressor-victim similarity. <i>Journal of Personality and Social Psychology</i> , 1971 , 18, 48-54	6.5	76
64	Performance on the aggression machine—Motivation to help or harm?. <i>Learning and Behavior</i> , 1972 , 26, 321-322		73
63	Workplace Aggression as a Consequence of Negative Performance Feedback. <i>Management Communication Quarterly</i> , 1997 , 10, 433-454	2.2	72
62	REDUCING ORGANIZATIONAL CONFLICT: THE ROLE OF SOCIALLY-INDUCED POSITIVE AFFECT. <i>International Journal of Conflict Management</i> , 1990 , 1, 133-152	2	72
61	Interviewer's Moods and Reactions to Job Applicants: The Influence of Affective States on Applied Social Judgments ¹ . <i>Journal of Applied Social Psychology</i> , 1987 , 17, 911-926	2.1	70
60	Personal Motives, Moral Disengagement, and Unethical Decisions by Entrepreneurs: Cognitive Mechanisms on the Slippery Slope— <i>Journal of Business Ethics</i> , 2015 , 128, 107-118	4.3	65
59	OB and entrepreneurship: The reciprocal benefits of closer conceptual links. <i>Research in Organizational Behavior</i> , 2002 , 24, 225-269	1	65
58	Entrepreneurs' Improvisational Behavior and Firm Performance: A Study of Dispositional and Environmental Moderators. <i>Strategic Entrepreneurship Journal</i> , 2013 , 7, 138-150	3.7	63
57	Violence and hostility at work: A model of reactions to perceived injustice. 51-85		62
56	The aggression-inhibiting influence of heightened sexual arousal. <i>Journal of Personality and Social Psychology</i> , 1974 , 30, 318-22	6.5	61
55	Attributions and organizational conflict: The mediating role of apparent sincerity. <i>Organizational Behavior and Human Decision Processes</i> , 1988 , 41, 111-127	4	60
54	Attraction toward the model and model's competence as determinants of adult imitative behavior. <i>Journal of Personality and Social Psychology</i> , 1970 , 14, 345-51	6.5	59
53	Exposure to an aggressive model and apparent probability of retaliation from the victim as determinants of adult aggressive behavior. <i>Journal of Experimental Social Psychology</i> , 1971 , 7, 343-355	2.6	58
52	Bringing Political Skill into Social Networks: Findings from a Field Study of Entrepreneurs. <i>Journal of Management Studies</i> , 2015 , 52, 175-212	5.4	57
51	Effectual versus predictive logics in entrepreneurial decision making: Differences between experts and novices: Does experience in starting new ventures change the way entrepreneurs think? Perhaps, but for now, Caution is essential. <i>Journal of Business Venturing</i> , 2009 , 24, 310-315	8.3	56

50	A Whiff of Reality: Empirical Evidence Concerning the Effects of Pleasant Fragrances on Work-Related Behavior ¹ . <i>Journal of Applied Social Psychology</i> , 1994 , 24, 1179-1203	2.1	56
49	The aggression-inhibiting influence of nonhostile humor. <i>Journal of Experimental Social Psychology</i> , 1974 , 10, 23-33	2.6	55
48	Olfaction and Human Social Behavior: Effects of a Pleasant Scent on Attraction and Social Perception. <i>Personality and Social Psychology Bulletin</i> , 1981 , 7, 611-616	4.1	53
47	The Reduction of Human Aggression: A Field Study of the Influence of Incompatible Reactions ¹ . <i>Journal of Applied Social Psychology</i> , 1976 , 6, 260-274	2.1	53
46	"Sweet smell of success"? The impact of pleasant artificial scents on evaluations of job applicants.. <i>Journal of Applied Psychology</i> , 1983 , 68, 709-713	7.4	52
45	On the costs of digital entrepreneurship: Role conflict, stress, and venture performance in digital platform-based ecosystems. <i>Journal of Business Research</i> , 2021 , 125, 520-532	8.7	49
44	Aggression as a function of victim's pain cues, level of prior anger arousal, and exposure to an aggressive model. <i>Journal of Personality and Social Psychology</i> , 1974 , 29, 117-24	6.5	46
43	Laboratory aggression related to aggression in naturalistic social situations: Effects of an aggressive model on the behavior of college student and prisoner observers. <i>Learning and Behavior</i> , 1971 , 24, 193-194		46
42	Aggression and ambient temperature: The facilitating and inhibiting effects of hot and cold environments. <i>Bulletin of the Psychonomic Society</i> , 1977 , 9, 443-445		43
41	Model's behavior and attraction toward the model as determinants of adult aggressive behavior. <i>Journal of Personality and Social Psychology</i> , 1970 , 14, 335-44	6.5	39
40	Effects of a Pleasant Ambient Fragrance on Simulated Driving Performance: The Sweet Smell of... Safety?. <i>Environment and Behavior</i> , 1998 , 30, 535-552	5.6	37
39	Reducing organizational conflict: The role of attributions.. <i>Journal of Applied Psychology</i> , 1985 , 70, 434-441	4.1	36
38	Threatened retaliation from the victim as an inhibitor of physical aggression. <i>Journal of Research in Personality</i> , 1973 , 7, 103-115	2.8	36
37	Interviewers' Moods and Evaluations of Job Applicants: The Role of Applicant Qualifications ¹ . <i>Journal of Applied Social Psychology</i> , 1993 , 23, 253-271	2.1	35
36	Effects of Victim's Pain Cues, Victim's Race, and Level of Prior Instigation upon Physical Aggression ¹ . <i>Journal of Applied Social Psychology</i> , 1979 , 9, 103-114	2.1	35
35	INJUSTICE AND ORGANIZATIONAL CONFLICT: THE MODERATING EFFECT OF POWER RESTORATION. <i>International Journal of Conflict Management</i> , 1991 , 2, 5-26	2	34
34	Regulatory Modes and Entrepreneurship: The Mediational Role of Alertness in Small Business Success. <i>Journal of Small Business Management</i> , 2017 , 55, 27-42	3	32
33	The Impact of Community Violence and an Organization's Procedural Justice Climate on Workplace Aggression. <i>Academy of Management Journal</i> , 2003 , 46, 317-326	6.1	32

32	Job design and entrepreneurship: Why closer connections = mutual gains. <i>Journal of Organizational Behavior</i> , 2010 , 31, 370-378	6.9	30
31	Sexual arousal and physical aggression: The inhibiting influence of "cheesecake" and nudes. <i>Bulletin of the Psychonomic Society</i> , 1974 , 3, 337-339		29
30	Reducing the influence of an aggressive model: the restraining effects of discrepant modeling cues. <i>Journal of Personality and Social Psychology</i> , 1971 , 20, 240-5	6.5	29
29	Environmental influences on aggression: The facilitation of modeling effects by high ambient temperatures. <i>Learning and Behavior</i> , 1972 , 26, 80-81		28
28	Bribes as entrepreneurial actions: Why underdog entrepreneurs feel compelled to use them. <i>Journal of Business Venturing</i> , 2018 , 33, 679-690	8.3	27
27	Heightened sexual arousal and physical aggression: An extension to females. <i>Journal of Research in Personality</i> , 1979 , 13, 91-102	2.8	27
26	Exporting Social Psychology: Effects of Attractiveness on Perceptions of Entrepreneurs, Their Ideas for New Products, and Their Financial Success ¹ . <i>Journal of Applied Social Psychology</i> , 2006 , 36, 467-492	2.1	26
25	The Influence of Hostile and Nonhostile Humor Upon Physical Aggression. <i>Personality and Social Psychology Bulletin</i> , 1978 , 4, 77-80	4.1	26
24	Aggression as a function of audience presence and prior anger arousal. <i>Journal of Experimental Social Psychology</i> , 1971 , 7, 515-523	2.6	24
23	Social Costs of Smoking: Effects of Tobacco Smoke on Hostile Behavior ¹ . <i>Journal of Applied Social Psychology</i> , 1981 , 11, 548-561	2.1	23
22	Aggression-inhibiting influence of sexual humor.. <i>Journal of Personality and Social Psychology</i> , 1978 , 36, 189-197	6.5	23
21	Putting Your Best Foot Forward?. <i>Journal of Private Equity</i> , 2004 , 7, 17-26	0.3	22
20	Behavioral effects of interpersonal attraction: Compliance with requests from liked and disliked others. <i>Learning and Behavior</i> , 1971 , 25, 325-326		21
19	Effects of negative ions on interpersonal attraction: Evidence for intensification.. <i>Journal of Personality and Social Psychology</i> , 1987 , 52, 547-553	6.5	16
18	Entrepreneurship: The genesis of organizations. 2011 , 241-273		15
17	Environmental influences on attraction: Effects of heat, attitude similarity, and personal evaluations. <i>Bulletin of the Psychonomic Society</i> , 1974 , 4, 479-481		15
16	The Control of Human Aggression: An Optimistic Perspective. <i>Journal of Social and Clinical Psychology</i> , 1983 , 1, 97-119	1.6	13
15	OPPORTUNITY RECOGNITION: A COGNITIVE PERSPECTIVE.. <i>Proceedings - Academy of Management</i> , 2004 , 2004, A1-A6	0.1	12

14	Entrepreneurial alertness: Exploring its psychological antecedents and effects on firm outcomes. <i>Journal of Small Business Management</i> ,1-30	3	11
13	From Social Value to Social Cognition: How Social Ventures Obtain the Resources They Need for Social Transformation. <i>Journal of Social Entrepreneurship</i> , 2016 , 7, 289-311	2.2	10
12	THE ROLE OF REGRETFUL THINKING, PERSEVERANCE, AND SELF-EFFICACY IN VENTURE FORMATION. <i>Advances in Entrepreneurship, Firm Emergence and Growth</i> ,73-104	1.8	10
11	Aggression as a function of exposure and similarity to a nonaggressive model. <i>Learning and Behavior</i> , 1971 , 23, 381-383		10
10	Reducing the influence of an aggressive model: The restraining effects of peer censure. <i>Journal of Experimental Social Psychology</i> , 1972 , 8, 266-275	2.6	10
9	The role of affective biasing in commercializing new ideas. <i>Journal of Small Business and Entrepreneurship</i> , 2013 , 26, 201-217	2.3	9
8	Physical aggression after being crowded. <i>Journal of Nonverbal Behavior</i> , 1979 , 4, 5-17	3.4	8
7	Individual differences and the pursuit of new ventures: A model of person-entrepreneurship fit. <i>Advances in Entrepreneurship, Firm Emergence and Growth</i> ,23-53	1.8	7
6	Workplace violence and workplace aggression: Evidence on their relative frequency and potential causes 1996 , 22, 161		7
5	Social and personal determinants of workplace aggression: Evidence for the impact of perceived injustice and the Type A Behavior Pattern 1999 , 25, 281		4
4	Thinking about cognition and its central role in entrepreneurship: confessions of a reformed behaviourist61-85		2
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