Roderick M Kramer

List of Publications by Year
in descending order

40 papers	8,023 citations	361413 20 h-index	610901 24 g-index
42 all docs	42 docs citations	42 times ranked	4507 citing authors

#	Article	IF	Citations
1	Ingroup-Outgroup Trust. , 2017, , .		2
2	Creating and Maintaining Trust: How and Why Some Leaders Get It Right. , 2014, , 127-145.		0
3	Power and Influence at the Top: Effective and Ineffective Forms of Leader Behavior. , 2014, , 223-238.		2
4	Chapter 11 When theory met practice: cooperation at Stanford. Research in the Sociology of Organizations, 2010, , 207-219.	0.8	0
5	Repairing and Enhancing Trust:<i>Approaches to Reducing Organizational Trust Deficits</i>. Academy of Management Annals, 2010, 4, 245-277.	9.6	222
6	Collective Trust within Organizations: Conceptual Foundations and Empirical Insights. Corporate Reputation Review, 2010, 13, 82-97.	1.7	51
7	Trust as Situated Cognition: An Ecological Perspective on Trust Decisions. , 2006, , .		4
8	Patients' Race, Ethnicity, Language, and Trust in a Physician. Journal of Health and Social Behavior, 2006, 47, 390-405.	4.8	85
9	Social Identity and Social Capital: The Collective Self at Work. International Public Management Journal, 2006, 9, 25-45.	2.0	43
10	A Failure to Communicate: 9/11 and the Tragedy of the Informational Commons. International Public Management Journal, 2005, 8, 397-416.	2.0	28
11	The harder they fall. Harvard Business Review, 2003, 81, 58-66, 136.	3.1	85
12	1. Organizational paranoia: Origins and dynamics. Research in Organizational Behavior, 2001, 23, 1-42.	1.2	56
13	Trust Rules for Trust Dilemmas: How Decision Makers Think and Act in the Shadow of Doubt. Lecture Notes in Computer Science, 2001, , 9-26.	1.3	9
14	Troubled Talk and Talking Cures: From â€œSmart Talkâ€•to Wise Conversations. Negotiation Journal, 2000, 16, 143-143.	0.5	0
15	TRUST AND DISTRUST IN ORGANIZATIONS: Emerging Perspectives, Enduring Questions. Annual Review of Psychology, 1999, 50, 569-598.	17.7	2,382
16	Social Uncertainty and Collective Paranoia in Knowledge Communities: Thinking and Acting in the Shadow of Doubt. , 1999, , 163-192.		21
17	Revisiting the Bay of Pigs and Vietnam Decisions 25 Years Later: How Well Has the Groupthink Hypothesis Stood the Test of Time?. Organizational Behavior and Human Decision Processes, 1998, 73, 236-271.	2.5	48
18	Paranoid Cognition in Social Systems: Thinking and Acting in the Shadow of Doubt. Personality and Social Psychology Review, 1998, 2, 251-275.	6.0	205

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19	Positive Illusions about Oneself and One's Group. Small Group Research, 1997, 28, 243-266.	2.7	13
20	Whither Trust?. , 1996, , 1-15.		109
21	Collective Trust and Collective Action: The Decision to Trust as a Social Decision. , 1996, , 357-389.		236
22	Swift Trust and Temporary Groups. , 1996, , 166-195.		1,014
23	The Bittersweet Feeling of Success: An Examination of Social Perception in Negotiation. Journal of Experimental Social Psychology, 1995, 31, 467-492.	2.2	100
24	Hidden Conflict in Organizations: Uncovering the Behind-the-Scenes DisputesHidden Conflict in Organizations: Uncovering the Behind-the-Scenes Disputes, edited by Kolb Deborah M. and Bartunek Jean M.. Beverly Hills, CA: Sage Publications, 1992, 241 pp.. Academy of Management Review, 1994, 19, 147-151.	11.7	3
25	The sinister attribution error: Paranoid cognition and collective distrust in organizations. Motivation and Emotion, 1994, 18, 199-230.	1.3	287
26	Self-Enhancement Biases and Negotiator Judgment: Effects of Self-Esteem and Mood. Organizational Behavior and Human Decision Processes, 1993, 56, 110-133.	2.5	135
27	The Social Context of Negotiation. Journal of Conflict Resolution, 1993, 37, 633-654.	2.0	134
28	When in Doubt.... Journal of Conflict Resolution, 1991, 35, 691-719.	2.0	215
29	How much is enough? Psychological components of "guns versus butter" decisions in a security dilemma.. Journal of Personality and Social Psychology, 1990, 58, 984-993.	2.8	18
30	Windows of vulnerability or cognitive illusions? Cognitive processes and the nuclear arms race. Journal of Experimental Social Psychology, 1989, 25, 79-100.	2.2	49
31	Choice behavior in social dilemmas: Effects of social identity, group size, and decision framing.. Journal of Personality and Social Psychology, 1986, 50, 543-549.	2.8	1,008
32	Social values and cooperative response to a simulated resource conservation crisis. Journal of Personality, 1986, 54, 576-582.	3.2	175
33	Effects of group identity on resource use in a simulated commons dilemma.. Journal of Personality and Social Psychology, 1984, 46, 1044-1057.	2.8	682
34	Individual adaptations and structural change as solutions to social dilemmas.. Journal of Personality and Social Psychology, 1983, 44, 294-309.	2.8	345
35	Political paranoia in organizations: Antecedents and consequences. Research in the Sociology of Organizations, 0, , 47-88.	0.8	8
36	Social capital and cooperative behavior in the workplace: a social identity perspective. Advances in Group Processes, 0, , 1-30.	0.2	28

#	Article	IF	Citations
37	Trust barriers in cross-cultural negotiations: a social psychological analysis. , 0, , 182-204.		6
38	Transitions and Turning Points in Faculty-Doctoral Student Relationships. , 0, , 165-180.		3
39	Divergent Realities and Convergent Disappointments in the Hierarchic Relation: Trust and the Intuitive Auditor at Work. , 0, , 216-245.		159
40	In Dubious Battle: Heightened Accountability, Dysphoric Cognition, and Self-Defeating Bargaining Behavior. , 0, , 95-120.		13