

Sally Blount

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/12167425/publications.pdf>

Version: 2024-02-01

13
papers

2,208
citations

759233

12
h-index

1125743

13
g-index

13
all docs

13
docs citations

13
times ranked

1596
citing authors

#	ARTICLE	IF	CITATIONS
1	When Social Outcomes Aren't Fair: The Effect of Causal Attributions on Preferences. <i>Organizational Behavior and Human Decision Processes</i> , 1995, 63, 131-144.	2.5	717
2	Preference reversals between joint and separate evaluations of options: A review and theoretical analysis.. <i>Psychological Bulletin</i> , 1999, 125, 576-590.	6.1	669
3	FAIR MARKET IDEOLOGY: ITS COGNITIVE-MOTIVATIONAL UNDERPINNINGS. <i>Research in Organizational Behavior</i> , 2003, 25, 53-91.	1.2	222
4	The claiming effect: Why players are more generous in social dilemmas than in ultimatum games.. <i>Journal of Personality and Social Psychology</i> , 1997, 72, 810-825.	2.8	116
5	Explaining how preferences change across joint versus separate evaluation. <i>Journal of Economic Behavior and Organization</i> , 1999, 39, 41-58.	2.0	92
6	When Plans Change: Examining How People Evaluate Timing Changes in Work Organizations. <i>Academy of Management Review</i> , 2001, 26, 566-585.	11.7	89
7	The inconsistent evaluation of absolute versus comparative payoffs in labor supply and bargaining. <i>Journal of Economic Behavior and Organization</i> , 1996, 30, 227-240.	2.0	72
8	The Price Is Right"Or Is It? A Reference Point Model of Two-Party Price Negotiations. <i>Organizational Behavior and Human Decision Processes</i> , 1996, 68, 1-12.	2.5	60
9	THE MESSENGER BIAS: A RELATIONAL MODEL OF KNOWLEDGE VALUATION. <i>Research in Organizational Behavior</i> , 2003, 25, 137-186.	1.2	59
10	Framing the Game: Examining Frame Choice in Bargaining. <i>Organizational Behavior and Human Decision Processes</i> , 2000, 81, 43-71.	2.5	50
11	Synchrony Preference: Why Some People Go With the Flow and Some Don't. <i>Personnel Psychology</i> , 2015, 68, 759-809.	2.8	35
12	When Plans Change: Examining How People Evaluate Timing Changes in Work Organizations. <i>Academy of Management Review</i> , 2001, 26, 566.	11.7	22
13	Whoever Said that Markets Were Fair?. <i>Negotiation Journal</i> , 2000, 16, 237-252.	0.5	5