

# Nir Halevy

## List of Publications by Year in descending order

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Version: 2024-02-01

46  
papers

2,496  
citations

331670

21  
h-index

243625

44  
g-index

47  
all docs

47  
docs citations

47  
times ranked

1838  
citing authors

#	ARTICLE	IF	CITATIONS
1	“In-Group Love” and “Out-Group Hate” as Motives for Individual Participation in Intergroup Conflict. <i>Psychological Science</i> , 2008, 19, 405-411.	3.3	323
2	Toward a Unifying Model of Identification With Groups: Integrating Theoretical Perspectives. <i>Personality and Social Psychology Review</i> , 2008, 12, 280-306.	6.0	283
3	A functional model of hierarchy. <i>Organizational Psychology Review</i> , 2011, 1, 32-52.	4.3	268
4	The destructive nature of power without status. <i>Journal of Experimental Social Psychology</i> , 2012, 48, 391-394.	2.2	188
5	Status conferral in intergroup social dilemmas: Behavioral antecedents and consequences of prestige and dominance.. <i>Journal of Personality and Social Psychology</i> , 2012, 102, 351-366.	2.8	139
6	“In-Group Love” and “Out-Group Hate” in Repeated Interaction Between Groups. <i>Journal of Behavioral Decision Making</i> , 2012, 25, 188-195.	1.7	128
7	Brokerage and Brokering: An Integrative Review and Organizing Framework for Third Party Influence. <i>Academy of Management Annals</i> , 2019, 13, 215-239.	9.6	127
8	Leading from different psychological distances: A construal-level perspective on vision communication, goal setting, and follower motivation. <i>Leadership Quarterly</i> , 2015, 26, 143-155.	5.8	116
9	When Hierarchy Wins. <i>Social Psychological and Personality Science</i> , 2012, 3, 398-406.	3.9	111
10	Mind games: The mental representation of conflict.. <i>Journal of Personality and Social Psychology</i> , 2012, 102, 132-148.	2.8	80
11	Team Negotiation: Social, Epistemic, Economic, and Psychological Consequences of Subgroup Conflict. <i>Personality and Social Psychology Bulletin</i> , 2008, 34, 1687-1702.	3.0	66
12	Parochial Cooperation in Humans: Forms and Functions of Self-Sacrifice in Intergroup Conflict. <i>Advances in Motivation Science</i> , 2014, , 1-47.	3.7	50
13	Preemptive strikes: Fear, hope, and defensive aggression.. <i>Journal of Personality and Social Psychology</i> , 2017, 112, 224-237.	2.8	46
14	Hierarchy, leadership, and construal fit.. <i>Journal of Experimental Psychology: Applied</i> , 2014, 20, 232-246.	1.2	42
15	Perceiving Intergroup Conflict: From Game Models to Mental Templates. <i>Personality and Social Psychology Bulletin</i> , 2006, 32, 1674-1689.	3.0	39
16	The Mainstream Is Not Electable: When Vision Triumphs Over Representativeness in Leader Emergence and Effectiveness. <i>Personality and Social Psychology Bulletin</i> , 2011, 37, 893-904.	3.0	37
17	The Solitude of Secrecy: Thinking About Secrets Evokes Goal Conflict and Feelings of Fatigue. <i>Personality and Social Psychology Bulletin</i> , 2019, 45, 1129-1151.	3.0	37
18	How decisions happen: Focal points and blind spots in interdependent decision making.. <i>Journal of Personality and Social Psychology</i> , 2014, 106, 398-417.	2.8	35

#	ARTICLE	IF	CITATIONS
19	Mental Models at Work. <i>Personality and Social Psychology Bulletin</i> , 2014, 40, 92-110.	3.0	34
20	Selfish third parties act as peacemakers by transforming conflicts and promoting cooperation. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2015, 112, 6937-6942.	7.1	26
21	On Ladders and Pyramids: Hierarchy's Shape Determines Relationships and Performance in Groups. <i>Personality and Social Psychology Bulletin</i> , 2019, 45, 1717-1733.	3.0	24
22	Third parties promote cooperative norms in repeated interactions. <i>Journal of Experimental Social Psychology</i> , 2017, 68, 212-223.	2.2	23
23	From ignorance to intolerance: Perceived intentionality of racial discrimination shapes preferences for colorblindness versus multiculturalism. <i>Journal of Experimental Social Psychology</i> , 2017, 69, 86-101.	2.2	22
24	Morality in intergroup conflict. <i>Current Opinion in Psychology</i> , 2015, 6, 10-14.	4.9	21
25	The dynamics of gender and alternatives in negotiation.. <i>Journal of Applied Psychology</i> , 2021, 106, 1655-1672.	5.3	21
26	Conflict Templates. <i>Current Directions in Psychological Science</i> , 2013, 22, 217-224.	5.3	20
27	Conflict Templates in Negotiations, Disputes, Joint Decisions, and Tournaments. <i>Social Psychological and Personality Science</i> , 2015, 6, 13-22.	3.9	18
28	Brokering orientations and social capital: Influencing others' relationships shapes status and trust.. <i>Journal of Personality and Social Psychology</i> , 2020, 119, 293-316.	2.8	17
29	More for Us or More for Me? Social Dominance as Parochial Egoism. <i>Social Psychological and Personality Science</i> , 2018, 9, 254-262.	3.9	16
30	Intergroup Conflict 2020. <i>Negotiation and Conflict Management Research</i> , 2019, 12, 161-173.	1.0	11
31	Exhausting or exhilarating? Conflict as threat to interests, relationships and identities. <i>Journal of Experimental Social Psychology</i> , 2012, 48, 530-537.	2.2	10
32	Psychological situations illuminate the meaning of human behavior: Recent advances and application to social influence processes. <i>Social and Personality Psychology Compass</i> , 2019, 13, e12437.	3.7	10
33	Intergroup Conflict is Our Business: CEOs' Ethical Intergroup Leadership Fuels Stakeholder Support for Corporate Intergroup Responsibility. <i>Journal of Business Ethics</i> , 2020, 162, 229-246.	6.0	10
34	The Goldilocks contract: The synergistic benefits of combining structure and autonomy for persistence, creativity, and cooperation.. <i>Journal of Personality and Social Psychology</i> , 2017, 113, 393-412.	2.8	9
35	Broadening Versus Deepening: Gender and Brokering in Social Networks. <i>Social Psychological and Personality Science</i> , 2022, 13, 618-625.	3.9	6
36	The power of defaults in intergroup conflict. <i>Organizational Behavior and Human Decision Processes</i> , 2022, 168, 104105.	2.5	6

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37	Managing hierarchy's functions and dysfunctions: a relational perspective on leadership and followership. <i>Current Opinion in Psychology</i> , 2020, 33, 126-130.	4.9	5
38	Roles and ranks: The importance of hierarchy for group functioning. <i>Behavioral and Brain Sciences</i> , 2016, 39, e166.	0.7	3
39	Resolving attacker-defender conflicts through intergroup negotiation. <i>Behavioral and Brain Sciences</i> , 2019, 42, e124.	0.7	2
40	Where the Blame Lies: Unpacking Groups Into Their Constituent Subgroups Shifts Judgments of Blame in Intergroup Conflict. <i>Psychological Science</i> , 2022, 33, 76-89.	3.3	2
41	Power, constraint, and cooperation in groups: The role of communication. <i>Journal of Experimental Social Psychology</i> , 2022, 100, 104283.	2.2	2
42	Thinking about the distant future promotes the prospects of peace: A construal-level perspective on intergroup conflict resolution. <i>Journal of Conflict Resolution</i> , 2022, 66, 1119-1143.	2.0	1
43	Strategic Mindsets and Support for Social Change: Impact Mindset Explains Support for Black Lives Matter Across Racial Groups. <i>Personality and Social Psychology Bulletin</i> , 2023, 49, 1295-1312.	3.0	1
44	"It's Not Personal, It's Positional: Interactive Effects of Power and Status on Relationship Conflict". <i>Proceedings - Academy of Management</i> , 2013, 2013, 12916.	0.1	0
45	Social Fluency: Easy Coordination Promotes Positive Impressions and Trust. <i>Proceedings - Academy of Management</i> , 2017, 2017, 15190.	0.1	0
46	Organizational Competition and Its Risk. <i>Proceedings - Academy of Management</i> , 2019, 2019, 13842.	0.1	0