

# Jeffrey Loewenstein

## List of Publications by Year in descending order

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Version: 2024-02-01

44  
papers

3,156  
citations

279487

23  
h-index

377514

34  
g-index

44  
all docs

44  
docs citations

44  
times ranked

1864  
citing authors

#	ARTICLE	IF	CITATIONS
1	Hidden costs of text-based electronic communication on complex reasoning tasks: Motivation maintenance and impaired downstream performance. <i>Organizational Behavior and Human Decision Processes</i> , 2022, 169, 104130.	1.4	4
2	Analogical Encoding Fosters Ethical Decision Making Because Improved Knowledge of Ethical Principles Increases Moral Awareness. <i>Journal of Business Ethics</i> , 2021, 172, 307-324.	3.7	16
3	Integration Through Redefinition: Revisiting the Role of Negotiators'™ Goals. <i>Group Decision and Negotiation</i> , 2021, 30, 1113-1131.	2.0	1
4	Finding Creativity By Changing Perspectives. <i>Proceedings - Academy of Management</i> , 2021, 2021, 15188.	0.0	0
5	Open for Learning: Encouraging Generalization Fosters Knowledge Transfer in Negotiation. <i>Negotiation and Conflict Management Research</i> , 2020, 13, 3-23.	1.0	4
6	Evaluating Creativity: How Ideator and Evaluator Characteristics Shape Evaluations of New Ideas. <i>Proceedings - Academy of Management</i> , 2020, 2020, 17059.	0.0	0
7	Toward discovering a national identity for millennials: Examining their personal value orientations for regional, institutional, and demographic similarities or variations. <i>Business and Society Review</i> , 2019, 124, 301-323.	0.9	5
8	Surprise, Recipes for Surprise, and Social Influence. <i>Topics in Cognitive Science</i> , 2019, 11, 178-193.	1.1	14
9	Reframing the Decision-Makers'™ Dilemma: Towards a Social Context Model of Creative Idea Recognition. <i>Academy of Management Journal</i> , 2018, 61, 94-110.	4.3	96
10	Fostering Moral Understanding to Increase Moral Awareness. <i>Proceedings - Academy of Management</i> , 2018, 2018, 17943.	0.0	0
11	Evidence-Based Change Practices. <i>Journal of Engineering Education</i> , 2017, 106, 4-13.	1.9	4
12	Culture, Conditions and Paradoxical Frames. <i>Organization Studies</i> , 2017, 38, 539-560.	3.8	92
13	Introduction: 2016 Rumelhart Prize Issue Honoring Dedre Gentner. <i>Topics in Cognitive Science</i> , 2017, 9, 670-671.	1.1	0
14	Structure Mapping and Vocabularies for Thinking. <i>Topics in Cognitive Science</i> , 2017, 9, 842-858.	1.1	5
15	Implicit Theories of Creative Ideas: How Culture Guides Creativity Assessments. <i>Academy of Management Discoveries</i> , 2016, 2, 320-348.	1.7	73
16	How Streams of Communication Reproduce and Change Institutional Logics: The Role of Categories. <i>Academy of Management Review</i> , 2015, 40, 28-48.	7.4	123
17	Logics and Alternative Approaches to Understanding Meanings in Institutions. <i>Proceedings - Academy of Management</i> , 2015, 2015, 14931.	0.0	0
18	Creative Agreements in Negotiation: When and Why Negotiators Redefine the Issues under Discussion. <i>Proceedings - Academy of Management</i> , 2015, 2015, 16781.	0.0	1

#	ARTICLE	IF	CITATIONS
19	Take my word for it: How professional vocabularies foster organizing. <i>Journal of Professions and Organization</i> , 2014, 1, 65-83.	0.9	28
20	On Measuring Culture(s) With an Inductive Mixture Approach. <i>Proceedings - Academy of Management</i> , 2014, 2014, 11678.	0.0	0
21	Talking it through: communication sequences in negotiation. , 2013, , 311-331.		9
22	Is Email A Brain Drain? Communication Media Effects and Depletion in Negotiation Tasks. <i>Proceedings - Academy of Management</i> , 2013, 2013, 16770.	0.0	1
23	Vocabularies and Vocabulary Structure: A New Approach Linking Categories, Practices, and Institutions. <i>Academy of Management Annals</i> , 2012, 6, 41-86.	5.8	91
24	Vocabularies and Vocabulary Structure: A New Approach Linking Categories, Practices, and Institutions. <i>Academy of Management Annals</i> , 2012, 6, 41-86.	5.8	147
25	The Cultural Category of Cooperation: A Cultural Consensus Model Analysis for China and the United States. <i>Organization Science</i> , 2011, 22, 299-319.	3.0	81
26	The Repetition-Break Plot Structure Makes Effective Television Advertisements. <i>Journal of Marketing</i> , 2011, 75, 105-119.	7.0	53
27	How One's Hook Is Baited Matters for Catching an Analogy. <i>Psychology of Learning and Motivation - Advances in Research and Theory</i> , 2010, , 149-182.	0.5	15
28	Structural comparison and consumer choice. <i>Journal of Consumer Psychology</i> , 2010, 20, 126-137.	3.2	36
29	The Repetitionâ€Break Plot Structure: A Cognitive Influence on Selection in the Marketplace of Ideas. <i>Cognitive Science</i> , 2009, 33, 1-19.	0.8	71
30	Reviving Inert Knowledge: Analogical Abstraction Supports Relational Retrieval of Past Events. <i>Cognitive Science</i> , 2009, 33, 1343-1382.	0.8	186
31	Speaking the Same Language. <i>Journal of Conflict Resolution</i> , 2007, 51, 431-456.	1.1	41
32	Comparison Facilitates Children's Learning of Names for Parts. <i>Journal of Cognition and Development</i> , 2007, 8, 285-307.	0.6	85
33	Converging on a new role for analogy in problem solving and retrieval: when two problems are better than one. <i>Memory and Cognition</i> , 2007, 35, 334-341.	0.9	70
34	Relational language and the development of relational mapping. <i>Cognitive Psychology</i> , 2005, 50, 315-353.	0.9	376
35	At a loss for words: Dominating the conversation and the outcome in negotiation as a function of intricate arguments and communication media. <i>Organizational Behavior and Human Decision Processes</i> , 2005, 98, 28-38.	1.4	41
36	Learning and transfer: A general role for analogical encoding.. <i>Journal of Educational Psychology</i> , 2003, 95, 393-408.	2.1	640

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37	Analogical Learning in Negotiation Teams: Comparing Cases Promotes Learning and Transfer. <i>Academy of Management Learning and Education</i> , 2003, 2, 119-127.	1.6	125
38	Spatial Mapping in Preschoolers: Close Comparisons Facilitate Far Mappings. <i>Journal of Cognition and Development</i> , 2001, 2, 189-219.	0.6	155
39	The Challenge of Learning. <i>Negotiation Journal</i> , 2000, 16, 399-408.	0.3	36
40	Avoiding Missed Opportunities in Managerial Life: Analogical Training More Powerful Than Individual Case Training. <i>Organizational Behavior and Human Decision Processes</i> , 2000, 82, 60-75.	1.4	204
41	The Challenge of Learning. , 2000, 16, 399.		2
42	Lessons from Analogical Reasoning in the Teaching of Negotiation. <i>Negotiation Journal</i> , 1999, 15, 363-371.	0.3	19
43	Analogical encoding facilitates knowledge transfer in negotiation. <i>Psychonomic Bulletin and Review</i> , 1999, 6, 586-597.	1.4	206
44	Cultivating not gatekeeping: a key leadership role in the creative process. <i>BMJ Leader</i> , 0, , leader-2020-000352.	0.8	0