

Avraham N Kluger

List of Publications by Year in descending order

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Version: 2024-02-01

62
papers

8,251
citations

186265

28
h-index

161849

54
g-index

74
all docs

74
docs citations

74
times ranked

5841
citing authors

#	ARTICLE	IF	CITATIONS
1	The effects of feedback interventions on performance: A historical review, a meta-analysis, and a preliminary feedback intervention theory.. Psychological Bulletin, 1996, 119, 254-284.	6.1	4,118
2	Dispositional effects on job and life satisfaction: The role of core evaluations.. Journal of Applied Psychology, 1998, 83, 17-34.	5.3	1,302
3	Feedback Interventions. Current Directions in Psychological Science, 1998, 7, 67-72.	5.3	244
4	A meta-analysis of the association between DRD4 polymorphism and novelty seeking. Molecular Psychiatry, 2002, 7, 712-717.	7.9	238
5	Feedback Sign Effect on Motivation: Is it Moderated by Regulatory Focus?. Applied Psychology, 2004, 53, 113-135.	7.1	218
6	Task type as a moderator of positive/negative feedback effects on motivation and performance: A regulatory focus perspective. Journal of Organizational Behavior, 2011, 32, 1084-1105.	4.7	174
7	Feedback effectiveness: Can 360-degree appraisals be improved?. Academy of Management Perspectives, 2000, 14, 129-139.	6.8	162
8	Strength-based performance appraisal and goal setting. Human Resource Management Review, 2011, 21, 137-147.	4.8	127
9	Commute variability and strain. Journal of Organizational Behavior, 1998, 19, 147-165.	4.7	100
10	Feedback, the various tasks of the doctor, and the feedforward alternative. Medical Education, 2010, 44, 1166-1174.	2.1	94
11	Commuting Stress. , 1995, , .		93
12	The error of accepting the "theoretical" null hypothesis: The rise, fall, and resurrection of commonsense hypotheses in psychology.. Psychological Bulletin, 2001, 127, 408-423.	6.1	90
13	Sabbatical leave: Who gains and how much?. Journal of Applied Psychology, 2010, 95, 953-964.	5.3	85
14	The influence of selection test type on applicant reactions to employment testing. Journal of Business and Psychology, 1993, 8, 3-25.	4.0	78
15	The feedforward interview. Human Resource Management Review, 2010, 20, 235-246.	4.8	78
16	The Influence of Feedback on Mood: Linear Effects on Pleasantness and Curvilinear Effects on Arousal. Organizational Behavior and Human Decision Processes, 1994, 60, 276-299.	2.5	74
17	I Am Aware of My Inconsistencies but Can Tolerate Them. Personality and Social Psychology Bulletin, 2017, 43, 105-120.	3.0	68
18	The Power of Listening at Work. Annual Review of Organizational Psychology and Organizational Behavior, 2022, 9, 121-146.	9.9	61

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19	The Listener Sets the Tone: High-Quality Listening Increases Attitude Clarity and Behavior-Intention Consequences. <i>Personality and Social Psychology Bulletin</i> , 2018, 44, 762-778.	3.0	58
20	The effect of regulatory focus on the shape of probability-weighting function: Evidence from a cross-modality matching method. <i>Organizational Behavior and Human Decision Processes</i> , 2004, 95, 20-39.	2.5	51
21	Mere listening effect on creativity and the mediating role of psychological safety.. <i>Psychology of Aesthetics, Creativity, and the Arts</i> , 2018, 12, 489-502.	1.3	50
22	MAKING DECISIONS FROM AN INTERVIEW: EXPERT MEASUREMENT AND MECHANICAL COMBINATION. <i>Personnel Psychology</i> , 2000, 53, 1-20.	2.8	49
23	BEYOND THE MEAN BIAS: THE EFFECT OF WARNING AGAINST FAKING ON BIODATA ITEM VARIANCES. <i>Personnel Psychology</i> , 1993, 46, 763-780.	2.8	48
24	Are Listeners Perceived as Leaders?. <i>International Journal of Listening</i> , 2013, 27, 73-84.	0.8	47
25	Person- versus computer-mediated feedback. <i>Computers in Human Behavior</i> , 1993, 9, 1-16.	8.5	45
26	Dyadic Listening in Teams: Social Relations Model. <i>Applied Psychology</i> , 2021, 70, 1045-1099.	7.1	43
27	Does avoidance attachment style attenuate the benefits of being listened to?. <i>European Journal of Social Psychology</i> , 2016, 46, 762-775.	2.4	42
28	Faking biodata tests: Are option-keyed instruments more resistant?. <i>Journal of Applied Psychology</i> , 1991, 76, 889-896.	5.3	41
29	Can holding a stick improve listening at work? The effect of Listening Circles on employees'™ emotions and cognitions. <i>European Journal of Work and Organizational Psychology</i> , 2017, 26, 663-676.	3.7	39
30	Research Notes: The Antecedents and Consequences of Union Commitment: A Meta-Analysis. <i>Academy of Management Journal</i> , 1999, 42, 304-318.	6.3	30
31	Building Trust and Feeling Well: Examining Intraindividual and Interpersonal Outcomes and Underlying Mechanisms of Listening. <i>International Journal of Listening</i> , 2015, 29, 12-29.	0.8	26
32	Aesthetic Symbols as Emotional Cues. , 0, , 140-166.		25
33	Predicting behavior: Combining intention with investment.. <i>Journal of Applied Psychology</i> , 1988, 73, 102-106.	5.3	24
34	Personal Position Repertoire (PPR) from a Bird's Eye View. <i>Journal of Constructivist Psychology</i> , 2008, 21, 223-238.	1.1	22
35	The Listening Circle: A Simple Tool to Enhance Listening and Reduce Extremism Among Employees. <i>Organizational Dynamics</i> , 2017, 46, 220-226.	2.6	21
36	If You Want People to Listen to You, Tell a Story. <i>International Journal of Listening</i> , 2016, 30, 120-133.	0.8	20

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37	Listening is Listening is Listening: Employees' Perception of Listening as a Holistic Phenomenon. <i>International Journal of Listening</i> , 2020, 34, 71-96.	0.8	20
38	Commitment to Participation in Musical Activities: An Extension and Application of the Investment Model. <i>Journal of Applied Social Psychology</i> , 1986, 16, 831-844.	2.0	19
39	COMMITMENT AND ACADEMIC SUCCESS. <i>Social Behavior and Personality</i> , 1988, 16, 121-125.	0.6	17
40	How Do You Like Me to Listen to You?. <i>International Journal of Listening</i> , 2014, 28, 177-185.	0.8	10
41	On the Positive Side of Avoidance Motivation: An Increase in Avoidance Motivation Reduces Procrastination among Students. <i>Applied Psychology</i> , 2018, 67, 655-685.	7.1	10
42	Question asking as a dyadic behavior.. <i>Journal of Personality and Social Psychology</i> , 2019, 117, 1127-1138.	2.8	10
43	WOMEN LISTENING TO WOMEN AT ZERO-ACQUAINTANCE: INTERPERSONAL BEFRIENDING AT THE INDIVIDUAL AND DYADIC LEVELS. <i>International Journal of Listening</i> , 2023, 37, 212-226.	0.8	8
44	Can Listening Hurt You? A Meta-analysis of the Effects of Exposure to Trauma on Listener's Stress. <i>International Journal of Listening</i> , 2023, 37, 1-11.	0.8	8
45	Feeling Heard: Experiences of Listening (or Not) at Work. <i>Frontiers in Psychology</i> , 2021, 12, 659087.	2.1	8
46	The Role of Active Listening in Teacher-Parent Relations and the Moderating Role of Attachment Style. <i>International Journal of Listening</i> , 2013, 27, 136-145.	0.8	6
47	Am I arrogant? Listen to me and we will both become more humble. <i>Journal of Positive Psychology</i> , 2023, 18, 350-362.	4.0	6
48	Physician's Listening and Adherence to Medical Recommendations among Persons with Diabetes. <i>International Journal of Listening</i> , 2018, 32, 140-149.	0.8	5
49	Faking biodata tests: Are option-keyed instruments more resistant?. <i>Journal of Applied Psychology</i> , 1991, 76, 889-896.	5.3	5
50	Listening first, feedback later. <i>Management Research</i> , 2018, 16, 343-352.	0.7	3
51	Disruptive behaviors among nurses in Israel - association with listening, wellbeing and feeling as a victim: a cross-sectional study. <i>Israel Journal of Health Policy Research</i> , 2019, 8, 76.	2.6	3
52	The error of accepting the "theoretical" null hypothesis: The rise, fall, and resurrection of commonsense hypotheses in psychology.. <i>Psychological Bulletin</i> , 2001, 127, 408-423.	6.1	3
53	The Power of Listeners: How Listeners Transform Status and Co-create Power. <i>Proceedings - Academy of Management</i> , 2017, 2017, 11656.	0.1	3
54	MOTHERS LISTEN TO CHILDREN AND UNIQUELY ACCOMMODATE THEIR LANGUAGE WITH THEM. <i>International Journal of Listening</i> , 2024, 38, 1-15.	0.8	3

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55	Commute variability and strain. Journal of Organizational Behavior, 1998, 19, 147-165.	4.7	2
56	DOES TASK TYPE MODERATE THE EFFECT OF FEEDBACK SIGN ON MOTIVATION AND PERFORMANCE?. Proceedings - Academy of Management, 2009, 2009, 1-6.	0.1	1
57	You Cause my Humility: The Dyadic Effect of Co-Worker Humility on Performance. Proceedings - Academy of Management, 2021, 2021, 12423.	0.1	1
58	Individual Coping Strategies. , 1995, , 129-156.		1
59	Commuting and Physical Symptoms. , 1995, , 61-77.		0
60	AN INCREASE IN AVOIDANCE MOTIVATION, THROUGH USING NEGATIVE FEEDBACK IN ONLINE LEARNING TASK, REDUCES STUDENT PROCRASTINATION. INTED Proceedings, 2016, , .	0.0	0
61	Foreword 2. , 2018, , xv-xxii.		0
62	Dyadic-Level Analyses in Organizational Behavior: The Utility of the Social Relations Model. Proceedings - Academy of Management, 2019, 2019, 10805.	0.1	0