

Fieke Harinck

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/3435831/publications.pdf>

Version: 2024-02-01

17
papers

625
citations

840776

11
h-index

888059

17
g-index

18
all docs

18
docs citations

18
times ranked

445
citing authors

#	ARTICLE	IF	CITATIONS
1	When Gains Loom Larger Than Losses. <i>Psychological Science</i> , 2007, 18, 1099-1105.	3.3	140
2	Negotiating interests or values and reaching integrative agreements: the importance of time pressure and temporary impasses. <i>European Journal of Social Psychology</i> , 2004, 34, 595-611.	2.4	115
3	The Impact of Conflict Issues on Fixed-Pie Perceptions, Problem Solving, and Integrative Outcomes in Negotiation. <i>Organizational Behavior and Human Decision Processes</i> , 2000, 81, 329-358.	2.5	104
4	Do Negotiation Interventions Matter? Resolving Conflicting Interests and Values. <i>Journal of Conflict Resolution</i> , 2017, 61, 29-55.	2.0	43
5	The Implications of Value Conflict. <i>Personality and Social Psychology Bulletin</i> , 2012, 38, 798-807.	3.0	40
6	The Good News about Honor Culture: The Preference for Cooperative Conflict Management in the Absence of Insults. <i>Negotiation and Conflict Management Research</i> , 2013, 6, 67-78.	1.0	34
7	Hide and seek: the effects of revealing one's personal interests in intra- and intergroup negotiations. <i>European Journal of Social Psychology</i> , 2006, 36, 791-813.	2.4	33
8	Be hard on the interests and soft on the values: Conflict issue moderates the effects of anger in negotiations. <i>British Journal of Social Psychology</i> , 2012, 51, 741-752.	2.8	29
9	At the Heart of a Conflict. <i>Social Psychological and Personality Science</i> , 2014, 5, 35-42.	3.9	22
10	Sorry seems to be the hardest word: Cultural differences in apologizing effectively. <i>Journal of Applied Social Psychology</i> , 2017, 47, 553-567.	2.0	13
11	Mindset-Oriented Negotiation Training (MONT): Teaching More Than Skills and Knowledge. <i>Frontiers in Psychology</i> , 2018, 9, 907.	2.1	13
12	Who Are You Calling Rude? Honor-Related Differences in Morality and Competence Evaluations After an Insult. <i>Negotiation and Conflict Management Research</i> , 2014, 7, 38-56.	1.0	11
13	Coping with Conflict: Testosterone and Cortisol Changes in Men Dealing with Disagreement about Values versus Resources. <i>Negotiation and Conflict Management Research</i> , 2018, 11, 265-277.	1.0	6
14	When Does Taking a Break Help in Negotiations? The Influence of Breaks and Social Motivation on Negotiation Processes and Outcomes. <i>Negotiation and Conflict Management Research</i> , 2011, 4, 33-46.	1.0	5
15	Mediating Value Conflicts. <i>Conflict Resolution Quarterly</i> , 2014, 31, 331-354.	0.6	5
16	Values and Interests: Impacts of Affirming the Other and Mediation on Settlements. <i>Group Decision and Negotiation</i> , 2019, 28, 453-474.	3.3	5
17	Will growth bring more good than harm to my business? The role of regulatory focus in small business growth beliefs. <i>Journal of Applied Social Psychology</i> , 2018, 48, 377-387.	2.0	0