

# Kian Siong Tey

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/3632344/publications.pdf>

Version: 2024-02-01

4  
papers

22  
citations

2682572

2  
h-index

2917675

2  
g-index

4  
all docs

4  
docs citations

4  
times ranked

9  
citing authors

#	ARTICLE	IF	CITATIONS
1	Bias in Context: Small Biases in Hiring Evaluations Have Big Consequences. <i>Journal of Management</i> , 2022, 48, 657-692.	9.3	18
2	The Impact of Concession Patterns on Negotiations: When and Why Decreasing Concessions Lead to a Distributive Disadvantage. <i>Organizational Behavior and Human Decision Processes</i> , 2021, 165, 153-166.	2.5	0
3	Going with the Momentum: Exposure to Decreasing Concessions Leads to a Distributive Disadvantage. <i>Proceedings - Academy of Management</i> , 2020, 2020, 13019.	0.1	0
4	The Giver's Perspective: Advancing Feedback Research with a New Focus. <i>Proceedings - Academy of Management</i> , 2019, 2019, 10175.	0.1	4