

Hillary Anger Elfenbein

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/4298053/publications.pdf>

Version: 2024-02-01

82
papers

7,357
citations

117571
34
h-index

114418
63
g-index

82
all docs

82
docs citations

82
times ranked

4766
citing authors

#	ARTICLE	IF	CITATIONS
1	On the universality and cultural specificity of emotion recognition: A meta-analysis.. Psychological Bulletin, 2002, 128, 203-235.	5.5	1,529
2	7â€fEmotion in Organizations. Academy of Management Annals, 2007, 1, 315-386.	5.8	449
3	The Psychology of Rivalry: A Relationally Dependent Analysis of Competition. Academy of Management Journal, 2010, 53, 943-969.	4.3	387
4	What do people value when they negotiate? Mapping the domain of subjective value in negotiation.. Journal of Personality and Social Psychology, 2006, 91, 493-512.	2.6	362
5	When familiarity breeds accuracy: Cultural exposure and facial emotion recognition.. Journal of Personality and Social Psychology, 2003, 85, 276-290.	2.6	318
6	7â€fEmotion in Organizations. Academy of Management Annals, 2007, 1, 315-386.	5.8	308
7	Toward a dialect theory: Cultural differences in the expression and recognition of posed facial expressions.. Emotion, 2007, 7, 131-146.	1.5	265
8	Reading your Counterpart: The Benefit of Emotion Recognition Accuracy for Effectiveness in Negotiation. Journal of Nonverbal Behavior, 2007, 31, 205-223.	0.6	260
9	Universals and Cultural Differences in Recognizing Emotions. Current Directions in Psychological Science, 2003, 12, 159-164.	2.8	236
10	Is there an in-group advantage in emotion recognition?. Psychological Bulletin, 2002, 128, 243-249.	5.5	231
11	Too Many Cooks Spoil the Broth: How High-Status Individuals Decrease Group Effectiveness. Organization Science, 2011, 22, 722-737.	3.0	221
12	Nonverbal â€œAccentsâ€• Psychological Science, 2003, 14, 373-376.	1.8	210
13	The many faces of emotional contagion. Organizational Psychology Review, 2014, 4, 326-362.	3.0	153
14	Fitting In: The Effects of Relational Demography and Person-Culture Fit on Group Process and Performance. Group and Organization Management, 2007, 32, 109-142.	2.7	149
15	Predicting workplace outcomes from the ability to eavesdrop on feelings.. Journal of Applied Psychology, 2002, 87, 963-971.	4.2	145
16	EMOTIONAL INTELLIGENCE AND NEGOTIATION: THE TENSION BETWEEN CREATING AND CLAIMING VALUE. International Journal of Conflict Management, 2004, 15, 411-429.	1.0	120
17	Nonverbal Dialects and Accents in Facial Expressions of Emotion. Emotion Review, 2013, 5, 90-96.	2.1	112
18	Getting off on the right foot: Subjective value versus economic value in predicting longitudinal job outcomes from job offer negotiations.. Journal of Applied Psychology, 2009, 94, 524-534.	4.2	105

#	ARTICLE	IF	CITATIONS
19	The Objective Value of Subjective Value: A Multi-Round Negotiation Study. <i>Journal of Applied Social Psychology</i> , 2010, 40, 690-709.	1.3	104
20	On the role of personality, cognitive ability, and emotional intelligence in predicting negotiation outcomes. <i>Organizational Psychology Review</i> , 2013, 3, 293-336.	3.0	102
21	Are some negotiators better than others? Individual differences in bargaining outcomes. <i>Journal of Research in Personality</i> , 2008, 42, 1463-1475.	0.9	101
22	Cross-cultural patterns in emotion recognition: Highlighting design and analytical techniques.. <i>Emotion</i> , 2002, 2, 75-84.	1.5	96
23	Mapping 24 emotions conveyed by brief human vocalization.. <i>American Psychologist</i> , 2019, 74, 698-712.	3.8	95
24	The relationship between displaying and perceiving nonverbal cues of affect: A meta-analysis to solve an old mystery.. <i>Journal of Personality and Social Psychology</i> , 2010, 98, 301-318.	2.6	88
25	Cross-cultural decoding of positive and negative non-linguistic emotion vocalizations. <i>Frontiers in Psychology</i> , 2013, 4, 353.	1.1	85
26	The expression and recognition of emotions in the voice across five nations: A lens model analysis based on acoustic features.. <i>Journal of Personality and Social Psychology</i> , 2016, 111, 686-705.	2.6	75
27	Learning in emotion judgments: Training and the cross-cultural understanding of facial expressions. <i>Journal of Nonverbal Behavior</i> , 2006, 30, 21-36.	0.6	72
28	The primacy of categories in the recognition of 12 emotions in speech prosody across two cultures. <i>Nature Human Behaviour</i> , 2019, 3, 369-382.	6.2	69
29	Individual Differences in Negotiation. <i>Current Directions in Psychological Science</i> , 2015, 24, 131-136.	2.8	63
30	Cultural Similarity's Consequences. <i>Journal of Cross-Cultural Psychology</i> , 2003, 34, 92-110.	1.0	57
31	Cross-Cultural Emotion Recognition and In-Group Advantage in Vocal Expression: A Meta-Analysis. <i>Emotion Review</i> , 2021, 13, 3-11.	2.1	57
32	A closer look at ability emotional intelligence (EI): What are its component parts, and how do they relate to each other?. <i>Social and Personality Psychology Compass</i> , 2017, 11, e12324.	2.0	46
33	More than a Phase: Form and Features of a General Theory of Negotiation. <i>Academy of Management Annals</i> , 2018, 12, 318-356.	5.8	44
34	The Way You Make Me Feel. <i>Psychological Science</i> , 2010, 21, 505-510.	1.8	42
35	Menstrual Cycle Effects on Mental Health Outcomes: A Meta-Analysis. <i>Archives of Suicide Research</i> , 2019, 23, 312-332.	1.2	35
36	Hemifacial differences in the in-group advantage in emotion recognition. <i>Cognition and Emotion</i> , 2004, 18, 613-629.	1.2	34

#	ARTICLE	IF	CITATIONS
37	The social perception of emotional abilities: Expanding what we know about observer ratings of emotional intelligence.. <i>Emotion</i> , 2015, 15, 17-34.	1.5	34
38	Predicting Negotiation Performance from Personality Traits: A field Study across Multiple Occupations. <i>Human Performance</i> , 2018, 31, 145-164.	1.4	34
39	Emotion Appraisal Dimensions can be Inferred From Vocal Expressions. <i>Social Psychological and Personality Science</i> , 2012, 3, 529-536.	2.4	31
40	Evidence for cultural dialects in vocal emotion expression: Acoustic classification within and across five nations.. <i>Emotion</i> , 2014, 14, 445-449.	1.5	30
41	Chapter 4 Team Emotion Recognition Accuracy and Team Performance. <i>Research on Emotion in Organizations</i> , 2007, , 87-119.	0.1	26
42	Do We Know Who Values Us?. <i>Psychological Science</i> , 2009, 20, 1081-1083.	1.8	26
43	BRIEF REPORT Dyadic effects in nonverbal communication: A variance partitioning analysis. <i>Cognition and Emotion</i> , 2006, 20, 149-159.	1.2	24
44	Amusia and protolanguage impairments in schizophrenia. <i>Psychological Medicine</i> , 2014, 44, 2739-2748.	2.7	24
45	Individual differences in the accuracy of expressing and perceiving nonverbal cues: New data on an old question. <i>Journal of Research in Personality</i> , 2010, 44, 199-206.	0.9	22
46	Validating emotional attention regulation as a component of emotional intelligence: A Stroop approach to individual differences in tuning in to and out of nonverbal cues.. <i>Emotion</i> , 2017, 17, 348-358.	1.5	22
47	Separated by a Common Language. <i>Journal of Cross-Cultural Psychology</i> , 2007, 38, 284-301.	1.0	20
48	Effects of aging on emotion recognition from dynamic multimodal expressions and vocalizations. <i>Scientific Reports</i> , 2021, 11, 2647.	1.6	20
49	An Emotion Process Model for Multicultural Teams. <i>Research on Managing Groups and Teams</i> , 0, , 263-297.	0.6	19
50	Second Language Ability and Emotional Prosody Perception. <i>PLoS ONE</i> , 2016, 11, e0156855.	1.1	19
51	Emotion appraisal dimensions inferred from vocal expressions are consistent across cultures: a comparison between Australia and India. <i>Royal Society Open Science</i> , 2017, 4, 170912.	1.1	18
52	On the relative importance of individual-level characteristics and dyadic interaction effects in negotiations: Variance partitioning evidence from a twins study.. <i>Journal of Applied Psychology</i> , 2018, 103, 88-96.	4.2	17
53	The Effects of Emotional Expressions in Negotiation: A Meta-Analysis and Future Directions for Research. <i>Human Performance</i> , 2020, 33, 331-353.	1.4	14
54	We Know Who Likes Us, but Not Who Competes Against Us. <i>Psychological Science</i> , 2017, 28, 233-241.	1.8	13

#	ARTICLE	IF	CITATIONS
55	Distinct emotional abilities converge: Evidence from emotional understanding and emotion recognition through the voice. <i>Journal of Research in Personality</i> , 2012, 46, 350-354.	0.9	12
56	In-Group Advantage and Other-Group Bias in Facial Emotion Recognition. , 2015, , 57-71.		12
57	Individual differences in negotiation. , 2013, , 25-45.		10
58	Emotional division-of-labor: A theoretical account. <i>Research in Organizational Behavior</i> , 2016, 36, 1-26.	0.9	10
59	A Wandering Mind Does Not Stray Far from Home: The Value of Metacognition in Distant Search. <i>PLoS ONE</i> , 2015, 10, e0126865.	1.1	9
60	Getting Off on the Right Foot: Subjective Value versus Economic Value in Predicting Longitudinal Job Outcomes from Job Offer Negotiations. <i>SSRN Electronic Journal</i> , 0, , .	0.4	7
61	Individual differences in negotiation: A relational process model. <i>Organizational Psychology Review</i> , 2021, 11, 73-93.	3.0	7
62	Emotion, Perception and Expression of. , 2015, , 483-489.		6
63	Shared Environment Effects on Children's Emotion Recognition. <i>Frontiers in Psychiatry</i> , 2019, 10, 215.	1.3	6
64	Reading Your Counterpart: The Benefit of Emotion Recognition Accuracy for Effectiveness in Negotiation. <i>SSRN Electronic Journal</i> , 2006, , .	0.4	5
65	Why are Some Negotiators Better than Others? Opening the Black Box of Bargaining Behaviors. <i>SSRN Electronic Journal</i> , 0, , .	0.4	5
66	What Do We Hear in the Voice? An Open-Ended Judgment Study of Emotional Speech Prosody. <i>Personality and Social Psychology Bulletin</i> , 2022, 48, 1087-1104.	1.9	5
67	Are Some Negotiators Better than Others? Individual Differences in Bargaining Outcomes. <i>SSRN Electronic Journal</i> , 0, , .	0.4	5
68	Interpersonal accuracy in relation to culture and ethnicity. , 0, , 328-349.		4
69	Why are Some Negotiators Better than Others? Opening the Black Box of Bargaining Behaviors. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
70	Emotion in Organizations: A Review and Theoretical Integration in Stages. <i>SSRN Electronic Journal</i> , 2006, , .	0.4	3
71	It Takes One to Know One Better: Controversy about the Cultural Ingroup Advantage in Communicating Emotion as a Theoretical Rather Than Methodological Issue. , 2007, , 51-68.		3
72	The Objective Value of Subjective Value: A Multi-round Negotiation Study. <i>SSRN Electronic Journal</i> , 2008, , .	0.4	3

#	ARTICLE	IF	CITATIONS
73	On the Role of Personality, Cognitive Ability, and Emotional Intelligence in Predicting Negotiation Outcomes: A Meta-Analysis. SSRN Electronic Journal, 0, , .	0.4	1
74	Emotional Dialects in the Language of Emotion. , 2017, , .		1
75	Who Makes an Effective Negotiator? A Personality-Theoretic Approach to a Longstanding Question. SSRN Electronic Journal, 2017, , .	0.4	1
76	On the Relative Importance of Individual-Level Characteristics and Dyadic Interaction Effects in Distributive Negotiations: Variance Partitioning Evidence from a Twins Study. SSRN Electronic Journal, 2017, , .	0.4	0
77	Individual Differences in Expressing and Perceiving Nonverbal Cues: New Data on an Old Question. SSRN Electronic Journal, 0, , .	0.4	0
78	Distinct Emotional Abilities Converge: Evidence from Emotional Understanding and Emotion Recognition Through the Voice. SSRN Electronic Journal, 0, , .	0.4	0
79	Cognitive Intelligence, Emotional Intelligence, and Negotiation Outcomes: A Meta-analysis. Proceedings - Academy of Management, 2012, 2012, 14792.	0.0	0
80	Individual Differences in Negotiation: A Nearly Abandoned Pursuit Revived. SSRN Electronic Journal, 0, , .	0.4	0
81	Validating Emotional Attention Regulation as a Component of Emotional Intelligence: A Stroop Approach to Individual Differences in Tuning into and Out of Nonverbal Cues. SSRN Electronic Journal, 0, , .	0.4	0
82	Negotiator Consistency, Counterpart Consistency, and Reciprocity in Behavior Across Partners: A Round-Robin Study. Personality and Social Psychology Bulletin, 2022, , 014616722210861.	1.9	0