

John E Sawyer

List of Publications by Year in descending order

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Version: 2024-02-01

20
papers

4,001
citations

759055

12
h-index

794469

19
g-index

21
all docs

21
docs citations

21
times ranked

2313
citing authors

#	ARTICLE	IF	CITATIONS
1	Systems Savvy: Practical Intelligence for Transformation of Sociotechnical Systems. <i>Group Decision and Negotiation</i> , 2019, 28, 475-499.	2.0	4
2	The power of phantom alternatives in negotiation: How what could be haunts what is. <i>Organizational Behavior and Human Decision Processes</i> , 2019, 151, 34-48.	1.4	15
3	Field study of complements to supervisory leadership in more and less flexible work settings. <i>Journal of Organization Design</i> , 2018, 7, 1.	0.7	4
4	Unpacking BATNA Availability: How Probability Can Impact Power in Negotiation. <i>Proceedings - Academy of Management</i> , 2017, 2017, 16888.	0.0	3
5	Back to Basics: Facilitating Engagement in Modern Work Environments. , 2015, , .		0
6	Getting something out of nothing: Reaping or resisting the power of a phantom BATNA. , 2014, , .		1
7	Multilevel knowledge and team performance. <i>Journal of Organizational Behavior</i> , 2010, 31, 1003-1031.	2.9	35
8	Research Team Design and Management for Centralized R&D. <i>IEEE Transactions on Engineering Management</i> , 2010, 57, 211-224.	2.4	12
9	Supporting Technologies and Organizational Practices for the Transfer of Knowledge in Virtual Environments. <i>Group Decision and Negotiation</i> , 2006, 15, 407-423.	2.0	31
10	Decision performance and diversity structure: Comparing faultlines in convergent, crosscut, and racially homogeneous groups. <i>Organizational Behavior and Human Decision Processes</i> , 2006, 99, 1-15.	1.4	148
11	ROAM â€” THE RESEARCH OPPORTUNITY ASSESSMENT MODEL FOR TARGETED INNOVATION. <i>International Journal of Innovation and Technology Management</i> , 2004, 01, 93-113.	0.8	1
12	Learning about and from Group Support Systems. <i>Journal of Management Education</i> , 2001, 25, 352-371.	0.6	4
13	Exploring the learning from an enterprise simulation. <i>Journal of Management Development</i> , 1999, 18, 477-489.	1.1	52
14	Toward a Theory of Organizational Creativity. <i>Academy of Management Review</i> , 1993, 18, 293.	7.4	780
15	Toward a Theory of Organizational Creativity. <i>Academy of Management Review</i> , 1993, 18, 293-321.	7.4	2,625
16	Hypothesis sampling, construction, or adjustment: How are inferences about nonlinear monotonic contingencies developed?. <i>Organizational Behavior and Human Decision Processes</i> , 1991, 49, 124-150.	1.4	7
17	Effects of risk and ambiguity on judgments of contingency relations and behavioral resource allocation decisions. <i>Organizational Behavior and Human Decision Processes</i> , 1990, 45, 85-110.	1.4	25
18	Social uncertainty and interdependence: A study of resource allocation decisions in groups. <i>Organizational Behavior and Human Decision Processes</i> , 1990, 46, 155-180.	1.4	45

#	ARTICLE	IF	CITATIONS
19	Measuring attitudes across job levels: When are scale scores truly comparable?. Organizational Behavior and Human Decision Processes, 1988, 42, 324-342.	1.4	16
20	Fairness and participation in evaluation procedures: Effects on task attitudes and performance. Social Justice Research, 1987, 1, 235-249.	0.6	126