Gary P Latham

List of Publications by Year
in descending order

48 papers	8,475 citations	257357 24 h-index	243529 44 g-index
52 all docs	52 docs citations	52 times ranked	6009 citing authors

#	Article	IF	Citations
1	Advancing Primed Goal Research in Organizational Behavior. Applied Psychology, 2021, 70, 275-279.	4.4	1
2	An Enumerative Review and a Meta‐Analysis of Primed Goal Effects on Organizational Behavior. Applied Psychology, 2021, 70, 216-253.	4.4	25
3	The Credibility of Goal Priming Research in Work and Organizational Psychology. Roczniki Psychologiczne, 2021, 23, 213-226.	0.0	0
4	The Relationship Between Unlearning and Innovation Ambidexterity with the Performance of New Product Development Teams. Group Decision and Negotiation, 2021, 30, 945-982.	2.0	5
5	The Effect of a Dilemma on the Relationship Between Ability to Identify the Criterion (ATIC) and Scores on a Validated Situational Interview. Frontiers in Psychology, 2021, 12, 674815.	1.1	3
6	The Moderating Effect of Performance Feedback and the Mediating Effect of Self‐Set Goals on the Primed Goal‐Performance Relationship. Applied Psychology, 2020, 69, 379-414.	4.4	14
7	The Effect of a Context‐Specific Primed Goal on Goal Commitment and Team Performance. Applied Psychology, 2020, 69, 805-833.	4.4	10
8	Self-set goals improve academic performance through nonlinear effects on daily study performance. Learning and Individual Differences, 2020, 77, 101784.	1.5	19
9	Writing about personal goals and plans regardless of goal type boosts academic performance. Contemporary Educational Psychology, 2020, 60, 101823.	1.6	35
10	Building a theory by induction: The example of goal setting theory. Organizational Psychology Review, 2020, 10, 223-239.	3.0	17
11	Perspectives of a Practitioner-Scientist on Organizational Psychology/Organizational Behavior. Annual Review of Organizational Psychology and Organizational Behavior, 2019, 6, 1-16.	5.6	16
12	Prime and Performance: Can a CEO Motivate Employees Without Their Awareness?. Journal of Business and Psychology, 2019, 34, 791-802.	2.5	16
13	The development of goal setting theory: A half century retrospective.. Motivation Science, 2019, 5, 93-105.	1.2	235
14	Maintaining relevance and rigor: How we bridge the practitioner–scholar divide within human resource development. Human Resource Development Quarterly, 2018, 29, 99-105.	2.1	17
15	Goal Setting Theory: Controversies and Resolutions. , 2018, , 145-166.		17
16	A Dynamic Model of the Longitudinal Relationship between Job Satisfaction and Supervisor‐Rated Job Performance. Applied Psychology, 2017, 66, 207-232.	4.4	57
17	Mandating the Licensing of I-O Psychologists Lacks Merit. Industrial and Organizational Psychology, 2017, 10, 182-186.	0.5	2
18	Toward an Integration of Goal Setting Theory and the Automaticity Model. Applied Psychology, 2017, 66, 25-48.	4.4	28

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19	The Effect of a Consciously Set and a Primed Goal on Fair Behavior. Human Resource Management, 2016, 55, 789-807.	3.5	17
20	The effect of priming learning vs. performance goals on a complex task. Organizational Behavior and Human Decision Processes, 2014, 125, 88-97.	1.4	47
21	Supervisors' exceedingly difficult goals and abusive supervision: The mediating effects of hindrance stress, anger, and anxiety. Journal of Organizational Behavior, 2014, 35, 358-372.	2.9	153
22	The effect of context-specific versus nonspecific subconscious goals on employee performance. Human Resource Management, 2012, 51, 511-523.	3.5	50
23	Transfer of training: Written self-guidance to increase self-efficacy and interviewing performance of job seekers. Human Resource Management, 2012, 51, 733-746.	3.5	21
24	Enhancing employee and organizational performance through coaching based on mystery shopper feedback: A quasi-experimental study. Human Resource Management, 2012, 51, 213-229.	3.5	13
25	The effect of primed goals on employee performance: Implications for human resource management. Human Resource Management, 2011, 50, 289-299.	3.5	51
26	The Criterion-Related Validities and Perceived Fairness of the Situational Interview and the Situational Judgment Test in an Iranian Organisation. Applied Psychology, 2010, 59, 124-142.	4.4	17
27	The Relevance and Viability of Subconscious Goals in the Workplace. Journal of Management, 2010, 36, 234-255.	6.3	66
28	Has Goal Setting Gone Wild, or Have Its Attackers Abandoned Good Scholarship?. Academy of Management Perspectives, 2009, 23, 17-23.	4.3	97
29	An exploratory field experiment of the effect of subconscious and conscious goals on employee performance. Organizational Behavior and Human Decision Processes, 2009, 109, 9-17.	1.4	114
30	Collective Efficacy and Organizational Commitment in an Italian City Hall. European Psychologist, 2009, 14, 363-371.	1.8	23
31	The Influence of a Manager's Own Performance Appraisal on the Evaluation of Others. International Journal of Selection and Assessment, 2008, 16, 220-228.	1.7	18
32	Theory and research on coaching practices. Australian Psychologist, 2007, 42, 268-270.	0.9	26
33	Enhancing the Benefits and Overcoming the Pitfalls of Goal Setting. Organizational Dynamics, 2006, 35, 332-340.	1.6	221
34	The High Performance Cycle: Standing the Test of Time. , 2005, , 199-228.		40
35	Learning versus performance goals: When should each be used?. Academy of Management Perspectives, 2005, 19, 124-131.	4.3	99
36	Work Motivation Theory and Research at the Dawn of the Twenty-First Century. Annual Review of Psychology, 2005, 56, 485-516.	9.9	832

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37	Building a practically useful theory of goal setting and task motivation: A 35-year odyssey.. American Psychologist, 2002, 57, 705-717.	3.8	4,700
38	The Effect of Mental Practice and Goal Setting as a Transfer of Training Intervention on Supervisors' Self‐efficacy and Communication Skills: An Exploratory Study. Applied Psychology, 2000, 49, 566-578.	4.4	78
39	Enhancing teaching performance through goal setting, implementation and seeking feedback. International Journal for Academic Development, 1998, 3, 156-168.	0.8	12
40	The Effectiveness of Situational, Patterned Behaviour, and Conventional Structured Interviews in Minimising In-group Favouritism of Canadian Francophone Managers. Applied Psychology, 1996, 45, 177-184.	4.4	4
41	Criterion‐related validity of the situational and patterned behavior description interviews with organizational citizenship behavior. Human Performance, 1995, 8, 67-80.	1.4	73
42	Resolving scientific disputes by the joint design of crucial experiments by the antagonists: Application to the Erez–Latham dispute regarding participation in goal setting.. Journal of Applied Psychology, 1988, 73, 753-772.	4.2	287
43	Importance of participative goal setting and anticipated rewards on goal difficulty and job performance.. Journal of Applied Psychology, 1978, 63, 163-171.	4.2	196
44	Effects of assigned and participative goal setting on performance and job satisfaction.. Journal of Applied Psychology, 1976, 61, 166-171.	4.2	134
45	Assigned versus participative goal setting with educated and uneducated woods workers.. Journal of Applied Psychology, 1975, 60, 299-302.	4.2	166
46	Improving job performance through training in goal setting.. Journal of Applied Psychology, 1974, 59, 187-191.	4.2	152
47	Effects of goal setting and supervision on worker behavior in an industrial situation.. Journal of Applied Psychology, 1973, 58, 302-307.	4.2	95
48	Brain, Emotion, and Contingency in the Explanation of Consumer Behaviour. , 0, , 47-91.		2