

# Daniel R Ames

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/4612470/publications.pdf>

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18  
papers

1,580  
citations

567281

15  
h-index

888059

17  
g-index

18  
all docs

18  
docs citations

18  
times ranked

1494  
citing authors

#	ARTICLE	IF	CITATIONS
1	Who Negotiates and When? Individual Differences and Context Effects in Negotiation. Proceedings - Academy of Management, 2021, 2021, 11969.	0.1	0
2	Pathways to intercultural accuracy: Social projection processes and core cultural values. European Journal of Social Psychology, 2019, 49, 47-62.	2.4	3
3	Interpersonal assertiveness: Inside the balancing act. Social and Personality Psychology Compass, 2017, 11, e12317.	3.7	25
4	The Social Regulation of Emotion: An Integrative, Cross-Disciplinary Model. Trends in Cognitive Sciences, 2016, 20, 47-63.	7.8	175
5	Internalized Impressions. Psychological Science, 2016, 27, 282-288.	3.3	27
6	Tortured beliefs: How and when prior support for torture skews the perceived value of coerced information. Journal of Experimental Social Psychology, 2015, 60, 86-92.	2.2	5
7	Tandem anchoring: Informational and politeness effects of range offers in social exchange.. Journal of Personality and Social Psychology, 2015, 108, 254-274.	2.8	46
8	Pushing in the Dark. Personality and Social Psychology Bulletin, 2014, 40, 775-790.	3.0	17
9	Emotionally unskilled, unaware, and uninterested in learning more: Reactions to feedback about deficits in emotional intelligence.. Journal of Applied Psychology, 2014, 99, 125-137.	5.3	94
10	Precise offers are potent anchors: Conciliatory counteroffers and attributions of knowledge in negotiations. Journal of Experimental Social Psychology, 2013, 49, 759-763.	2.2	97
11	The role of listening in interpersonal influence. Journal of Research in Personality, 2012, 46, 345-349.	1.7	55
12	Pushing up to a point: Assertiveness and effectiveness in leadership and interpersonal dynamics. Research in Organizational Behavior, 2009, 29, 111-133.	1.2	39
13	Assertiveness expectancies: How hard people push depends on the consequences they predict.. Journal of Personality and Social Psychology, 2008, 95, 1541-1557.	2.8	60
14	What breaks a leader: The curvilinear relation between assertiveness and leadership.. Journal of Personality and Social Psychology, 2007, 92, 307-324.	2.8	229
15	What's good for the goose may not be as good for the gander: The benefits of self-monitoring for men and women in task groups and dyadic conflicts.. Journal of Applied Psychology, 2006, 91, 272-281.	5.3	56
16	â€˜How Do I Choose Thee? Let me Count the Waysâ€™: A Textual Analysis of Similarities and Differences in Modes of Decision-making in China and the United States. Management and Organization Review, 2005, 1, 87-118.	2.1	68
17	Inside the Mind Reader's Tool Kit: Projection and Stereotyping in Mental State Inference.. Journal of Personality and Social Psychology, 2004, 87, 340-353.	2.8	368
18	Strategies for Social Inference: A Similarity Contingency Model of Projection and Stereotyping in Attribute Prevalence Estimates.. Journal of Personality and Social Psychology, 2004, 87, 573-585.	2.8	216