

# Maw-Der Foo

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/4735248/publications.pdf>

Version: 2024-02-01

49  
papers

5,398  
citations

147566

31  
h-index

189595

50  
g-index

50  
all docs

50  
docs citations

50  
times ranked

3686  
citing authors

#	ARTICLE	IF	CITATIONS
1	Opportunity Evaluation under Risky Conditions: The Cognitive Processes of Entrepreneurs. <i>Entrepreneurship Theory and Practice</i> , 2002, 27, 125-148.	7.1	459
2	Entrepreneurial intentions: The influence of organizational and individual factors. <i>Journal of Business Venturing</i> , 2011, 26, 124-136.	4.0	433
3	Exploring the Heart: Entrepreneurial Emotion is a Hot Topic. <i>Entrepreneurship Theory and Practice</i> , 2012, 36, 1-10.	7.1	426
4	How do feelings influence effort? An empirical study of entrepreneurs' affect and venture effort.. <i>Journal of Applied Psychology</i> , 2009, 94, 1086-1094.	4.2	417
5	Entrepreneurship and well-being: Past, present, and future. <i>Journal of Business Venturing</i> , 2019, 34, 579-588.	4.0	302
6	Emotions and Entrepreneurial Opportunity Evaluation. <i>Entrepreneurship Theory and Practice</i> , 2011, 35, 375-393.	7.1	298
7	Reading your Counterpart: The Benefit of Emotion Recognition Accuracy for Effectiveness in Negotiation. <i>Journal of Nonverbal Behavior</i> , 2007, 31, 205-223.	0.6	260
8	New Firm Survival: Institutional Explanations for New Franchisor Mortality. <i>Management Science</i> , 1999, 45, 142-159.	2.4	195
9	Joint effects of prior start-up experience and coping strategies on entrepreneurs' psychological well-being. <i>Journal of Business Venturing</i> , 2013, 28, 583-597.	4.0	193
10	Using Experience Sampling Methodology to Advance Entrepreneurship Theory and Research. <i>Organizational Research Methods</i> , 2010, 13, 31-54.	5.6	189
11	"I know I can, but I don't fit": Perceived fit, self-efficacy, and entrepreneurial intention. <i>Journal of Business Venturing</i> , 2019, 34, 311-326.	4.0	170
12	Mood spillover and crossover among dual-earner couples: A cell phone event sampling study.. <i>Journal of Applied Psychology</i> , 2008, 93, 443-452.	4.2	163
13	Does Diversity-Valuing Behavior Result in Diminished Performance Ratings for Non-White and Female Leaders?. <i>Academy of Management Journal</i> , 2017, 60, 771-797.	4.3	158
14	Effects of team inputs and intrateam processes on perceptions of team viability and member satisfaction in nascent ventures. <i>Strategic Management Journal</i> , 2006, 27, 389-399.	4.7	146
15	Unraveling the daily stress crossover between unemployed individuals and their employed spouses.. <i>Journal of Applied Psychology</i> , 2011, 96, 151-168.	4.2	138
16	Do others think you have a viable business idea? Team diversity and judges' evaluation of ideas in a business plan competition. <i>Journal of Business Venturing</i> , 2005, 20, 385-402.	4.0	132
17	The use of networks in human resource acquisition for entrepreneurial firms: Multiple "fit" considerations. <i>Journal of Business Venturing</i> , 2006, 21, 664-686.	4.0	124
18	EMOTIONAL INTELLIGENCE AND NEGOTIATION: THE TENSION BETWEEN CREATING AND CLAIMING VALUE. <i>International Journal of Conflict Management</i> , 2004, 15, 411-429.	1.0	120

#	ARTICLE	IF	CITATIONS
19	THE EFFECTS OF CUSTOMER PERSONALITY TRAITS ON THE DISPLAY OF POSITIVE EMOTIONS.. Academy of Management Journal, 2004, 47, 287-296.	4.3	91
20	Affect spin, entrepreneurs' well-being, and venture goal progress: The moderating role of goal orientation. Journal of Business Venturing, 2017, 32, 443-460.	4.0	77
21	Perceived progress variability and entrepreneurial effort intensity: The moderating role of venture goal commitment. Journal of Business Venturing, 2015, 30, 375-389.	4.0	71
22	Imprinting Effects of Founding Core Teams on HR Values in New Ventures. Entrepreneurship Theory and Practice, 2013, 37, 87-106.	7.1	69
23	Beyond Affective Valence: Untangling Valence and Activation Influences on Opportunity Identification. Entrepreneurship Theory and Practice, 2015, 39, 407-431.	7.1	65
24	The Effects of Customer Personality Traits on the Display of Positive Emotions. Academy of Management Journal, 2004, 47, 287-296.	4.3	49
25	Entrepreneurship in emerging economies. Strategic Entrepreneurship Journal, 2020, 14, 289-301.	2.6	48
26	The role of personality in relationship closeness, developer assistance, and career success. Journal of Vocational Behavior, 2008, 73, 440-448.	1.9	47
27	The feasibility of training and development of EI: An exploratory study in Singapore, Hong Kong and Taiwan. Intelligence, 2007, 35, 141-150.	1.6	43
28	Occupational Choice: The Influence of Product vs. Process Innovation. Small Business Economics, 2008, 30, 267-281.	4.4	43
29	Teams developing business ideas: how member characteristics and conflict affect member-rated team effectiveness. Small Business Economics, 2011, 36, 33-46.	4.4	40
30	The Individual Environment Nexus: Impact of Promotion Focus and the Environment on Academic Scientists's Entrepreneurial Intentions. IEEE Transactions on Engineering Management, 2016, 63, 213-222.	2.4	37
31	The "why" of international entrepreneurship: uncovering entrepreneurs' personal values. Small Business Economics, 2018, 51, 639-666.	4.4	35
32	How Can Problems Be Turned Into Something Good? The Role of Entrepreneurial Learning and Error Mastery Orientation. Entrepreneurship Theory and Practice, 2020, 44, 315-338.	7.1	35
33	Frontline employees' nonverbal cues in service encounters: a double-edged sword. Journal of the Academy of Marketing Science, 2017, 45, 657-676.	7.2	34
34	Situational and dispositional predictors of displays of positive emotions. Journal of Organizational Behavior, 2003, 24, 961-978.	2.9	33
35	Growth intentions among research scientists: A cognitive style perspective. Technovation, 2015, 38, 64-74.	4.2	30
36	BRIEF REPORT Dyadic effects in nonverbal communication: A variance partitioning analysis. Cognition and Emotion, 2006, 20, 149-159.	1.2	24

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37	Member Experience, Use of External Assistance and Evaluation of Business Ideas. <i>Journal of Small Business Management</i> , 2010, 48, 32-43.	2.8	24
38	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
39	Enterprising scientists: The shaping role of norms, experience and scientific productivity. <i>Technological Forecasting and Social Change</i> , 2015, 99, 211-221.	6.2	19
40	What does not kill you makes you stronger: Entrepreneurs'™ childhood adversity, resilience, and career success. <i>Journal of Business Research</i> , 2022, 151, 40-55.	5.8	15
41	Workplaces as communities: The role of social networks in who seeks, gives, and accepts information on justice issues. <i>Journal of Community Psychology</i> , 2006, 34, 363-377.	1.0	13
42	Task interdependence and the discrimination of gay men and lesbians in the workplace. <i>Human Resource Management</i> , 2018, 57, 1385-1397.	3.5	13
43	Lessons on small business resilience. <i>Journal of Small Business Management</i> , 2022, 60, 1029-1040.	2.8	13
44	How does affect relate to job search effort and success? It depends on pleasantness, activation, and core self-evaluations. <i>Human Resource Management</i> , 2020, , .	3.5	9
45	The ramifications of effectuation on biases in entrepreneurship " Evidence from a mixed-method approach. <i>Journal of Business Venturing Insights</i> , 2021, 15, e00238.	2.0	7
46	Perceived social undermining keeps entrepreneurs up at night and disengaged the next day: The mediating role of sleep quality and the buffering role of trait resilience. <i>Journal of Business Venturing</i> , 2022, 37, 106186.	4.0	6
47	Taking the Pulse: State of the (He)art of Entrepreneurial Emotion Research. <i>Group and Organization Management</i> , 2022, 47, 255-299.	2.7	5
48	Effectuation Is a Heuristic, Then How About Its Biases?. <i>SSRN Electronic Journal</i> , 2018, , .	0.4	3
49	Public Negative Labeling Effects on Team Interaction and Performance. <i>Small Group Research</i> , 2022, 53, 563-595.	1.8	2