Peter B Smith

List of Publications by Year
in descending order

106 papers	10,252 citations	81743 39 h-index	35952 97 g-index
122 all docs	122 docs citations	122 times ranked	7304 citing authors

#	Article	IF	Citations
1	Differences Between Tight and Loose Cultures: A 33-Nation Study. Science, 2011, 332, 1100-1104.	6.0	2,075
2	Culture and conformity: A meta-analysis of studies using Asch's (1952b, 1956) line judgment task.. Psychological Bulletin, 1996, 119, 111-137.	5.5	1,053
3	National Culture and the Values of Organizational Employees. Journal of Cross-Cultural Psychology, 1996, 27, 231-264.	1.0	645
4	Cultural Values, Sources of Guidance, and their Relevance to Managerial Behavior. Journal of Cross-Cultural Psychology, 2002, 33, 188-208.	1.0	499
5	National Character Does Not Reflect Mean Personality Trait Levels in 49 Cultures. Science, 2005, 310, 96-100.	6.0	400
6	Perceptions of aging across 26 cultures and their culture-level associates.. Psychology and Aging, 2009, 24, 941-954.	1.4	387
7	Nature over nurture: temperament, personality, and life span development. Journal of Personality and Social Psychology, 2000, 78, 173-86.	2.6	364
8	Beyond the â€˜eastâ€"westâ€™ dichotomy: Global variation in cultural models of selfhood.. Journal of Experimental Psychology: General, 2016, 145, 966-1000.	1.5	352
9	When elephants fight, the grass gets trampled: the GLOBE and Hofstede projects. Journal of International Business Studies, 2006, 37, 915-921.	4.6	253
10	CROSS-CULTURAL SOCIAL AND ORGANIZATIONAL PSYCHOLOGY. Annual Review of Psychology, 1996, 47, 205-235.	9.9	214
11	On the generality of leadership style measures across cultures*. Journal of Occupational Psychology, 1989, 62, 97-109.	1.5	164
12	Job Satisfaction in Joint Venture Hotels in China: An Organizational Justice Analysis. Journal of International Business Studies, 1996, 27, 947-962.	4.6	155
13	Are indigenous approaches to achieving influence in business organizations distinctive? A comparative study of guanxi, wasta, jeitinho, svyazi and pulling strings. International Journal of Human Resource Management, 2012, 23, 333-348.	3.3	150
14	The Rotter Locus of Control Scale in 43 Countries: A Test of Cultural Relativity. International Journal of Psychology, 1995, 30, 377-400.	1.7	146
15	Gender Stereotypes of Personality. Journal of Cross-Cultural Psychology, 2014, 45, 675-694.	1.0	145
16	How Distinctive Are Indigenous Ways of Achieving Influence? A Comparative Study of<i>Guanxi, Wasta, Jeitinho</i>, and â€œPulling Stringsâ€• Journal of Cross-Cultural Psychology, 2012, 43, 135-150.	1.0	135
17	Who Cares about Justice? The Moderating Effect of Values on the Link between Organisational Justice and Work Behaviour. Applied Psychology, 2006, 55, 541-562.	4.4	105
18	Culture and the distinctiveness motive: Constructing identity in individualistic and collectivistic contexts.. Journal of Personality and Social Psychology, 2012, 102, 833-855.	2.6	105

#	ARTICLE	IF	CITATIONS
19	Stereotypes of age differences in personality traits: Universal and accurate?. Journal of Personality and Social Psychology, 2012, 103, 1050-1066.	2.6	98
20	Individualism: Collectivism and the handling of disagreement. A 23 country study. International Journal of Intercultural Relations, 1998, 22, 351-367.	1.0	97
21	The inaccuracy of national character stereotypes. Journal of Research in Personality, 2013, 47, 831-842.	0.9	97
22	Beyond the United States and Japan: Testing Yamagishi's Emancipation Theory of Trust across 31 Nations. Social Psychology Quarterly, 2009, 72, 365-383.	1.4	95
23	The Manager as Mediator of Alternative Meanings: A pilot Study from China, The USA and U.K.. Journal of International Business Studies, 1996, 27, 115-137.	4.6	93
24	Cultural Bases for Self-Evaluation. Personality and Social Psychology Bulletin, 2014, 40, 657-675.	1.9	93
25	Self-Construals Across Cultures. Journal of Cross-Cultural Psychology, 2008, 39, 178-197.	1.0	92
26	Controlled studies of the outcome of sensitivity training.. Psychological Bulletin, 1975, 82, 597-622.	5.5	84
27	Job attitudes and organizational justice in joint venture hotels in China: the role of expatriate managers. International Journal of Human Resource Management, 2001, 12, 926-945.	3.3	83
28	Organizational Behaviour and National Cultures. British Journal of Management, 1992, 3, 39-51.	3.3	81
29	Communication Styles as Dimensions of National Culture. Journal of Cross-Cultural Psychology, 2011, 42, 216-233.	1.0	71
30	In search of Nordic management styles. Scandinavian Journal of Management, 2003, 19, 491-507.	1.0	66
31	Values and Organizational Justice. Journal of Cross-Cultural Psychology, 2004, 35, 669-688.	1.0	63
32	Contextualism as an Important Facet of Individualism-Collectivism. Journal of Cross-Cultural Psychology, 2013, 44, 24-45.	1.0	63
33	Development in sub-Saharan Africa: cultural influences and managers' decision behaviour. Public Administration and Development, 2000, 20, 339-351.	0.9	52
34	Leadership, decision-making and cultural context: Event management within chinese joint ventures. Leadership Quarterly, 1997, 8, 413-431.	3.6	45
35	Individual and culture-level components of survey response styles: A multi-level analysis using cultural models of selfhood. International Journal of Psychology, 2016, 51, 453-463.	1.7	45
36	Leader reliance on subordinates across nations that differ in development and climate. Leadership Quarterly, 2004, 15, 381-403.	3.6	44

#	Article	IF	Citations
37	Event management and work team effectiveness in Japan, Britain and USA. Journal of Occupational and Organizational Psychology, 1994, 67, 33-43.	2.6	42
38	Locus of control and affectivity by gender and occupational status: A 14 nation study. Sex Roles, 1997, 36, 51-77.	1.4	38
39	Being oneself through time: Bases of self-continuity across 55 cultures. Self and Identity, 2018, 17, 276-293.	1.0	38
40	Who are We and Where are We Going?. Journal of Cross-Cultural Psychology, 1994, 25, 25-53.	1.0	35
41	How Do Organizations Allocate Rewards? The Predictive Validity of National Values, Economic and Organizational Factors Across Six Nations. Journal of Cross-Cultural Psychology, 2007, 38, 3-18.	1.0	35
42	To Lend Helping Hands. Journal of Cross-Cultural Psychology, 2015, 46, 759-771.	1.0	35
43	Cultures and Persons: Characterizing National and Other Types of Cultural Difference Can Also Aid Our Understanding and Prediction of Individual Variability. Frontiers in Psychology, 2019, 10, 2689.	1.1	32
44	Social Structures and Processes in Cross-Cultural Management. , 2008, , 35-58.		27
45	National Culture as a Moderator of the Relationship Between Managers' Use of Guidance Sources and How Well Work Events Are Handled. Journal of Cross-Cultural Psychology, 2011, 42, 1101-1121.	1.0	25
46	A Cross-Cultural Test of the Japanese PM Leadership Theory. Applied Psychology, 1992, 41, 5-19.	4.4	24
47	Icelandic Business and Management Culture. International Studies of Management and Organization, 1996, 26, 61-72.	0.4	24
48	Attitude Changes Associated with Training in Human Relations. The British Journal of Social and Clinical Psychology, 1964, 3, 104-112.	0.6	21
49	Personal Reliance on Alternative Event-Management Processes in Four Countries. Group & Organization Studies, 1990, 15, 75-91.	0.7	21
50	Role Conflict, Ambiguity, and Overload: A 21-Nation Study. Academy of Management Journal, 1995, 38, 429-452.	4.3	21
51	Cross-Cultural Perspectives on Identity. , 2011, , 249-265.		21
52	Does National Culture or Ambient Temperature Explain Cross-National Differences in Role Stress? No Sweat!. Academy of Management Journal, 1997, 40, 930-946.	4.3	20
53	Nation-Level Moderators of the Extent to Which Self-Efficacy and Relationship Harmony Predict Students' Depression and Life Satisfaction. Journal of Cross-Cultural Psychology, 2016, 47, 818-834.	1.0	19
54	The effectiveness of Japanese styles of management: A review and critique. Journal of Occupational Psychology, 1984, 57, 121-136.	1.5	17

#	ARTICLE	IF	CITATIONS
55	In Search of a Pan-European Culture: European Values, Beliefs, and Models of Selfhood in Global Perspective. Journal of Cross-Cultural Psychology, 2018, 49, 868-887.	1.0	17
56	Indigenous Aspects of Management. , 2008, , 319-333.		17
57	Demographic Effects on the Use of Vertical Sources of Guidance by Managers in Widely Differing Cultural Contexts. International Journal of Cross Cultural Management, 2005, 5, 5-26.	1.3	16
58	Are<i>Guanxi</i>-Type Supervisor–Subordinate Relationships Culture-General? An Eight-Nation Test of Measurement Invariance. Journal of Cross-Cultural Psychology, 2014, 45, 921-938.	1.0	16
59	The Journal of Cross-Cultural Psychology between 1993 and 2000. Journal of Cross-Cultural Psychology, 2001, 32, 9-17.	1.0	15
60	Yes, Subjective Norms Are Important, but Let's Not Lose Sight of Cultural Differences. Journal of Cross-Cultural Psychology, 2015, 46, 1310-1313.	1.0	15
61	Individualism–collectivism and business context as predictors of behaviors in cross-national work settings: Incidence and outcomes. International Journal of Intercultural Relations, 2011, 35, 440-451.	1.0	14
62	Culture as perceived context: An exploration of the distinction between dignity, face and honor cultures. Acta De Investigación Psicológica, 2017, 7, 2568-2576.	0.1	14
63	Cultural Values Versus Cultural Norms as Predictors of Differences in Helping Behaviors and in Emotion Regulation: A Preliminary Nation-Level Test Related to the Leung-Morris Model. Management and Organization Review, 2017, 13, 739-766.	1.8	14
64	Is an Emphasis on Dignity, Honor and Face more an Attribute of Individuals or of Cultural Groups?. Cross-Cultural Research, 2021, 55, 95-126.	1.6	14
65	The Wealth and Competitiveness of National Economic Systems Moderates the Importance of Big Five Personality Dimensions for Life Satisfaction of Employed Persons in 18 Nations. Journal of Cross-Cultural Psychology, 2020, 51, 267-282.	1.0	14
66	Development and use of English versions of Japanese PM leadership measures in electronics plants. Journal of Organizational Behavior, 1993, 14, 251-267.	2.9	13
67	The Search for Indigenous Psychologies: Data From Turkey and the Former USSR. Applied Psychology, 1999, 48, 465-479.	4.4	13
68	The T-Group Trainer: Group Facilitator or Prisoner of Circumstance?. Journal of Applied Behavioral Science, The, 1980, 16, 63-77.	2.0	12
69	Cross-cultural psychology: Some accomplishments and challenges. Psychological Studies, 2010, 55, 89-95.	0.5	12
70	Cultural Variations in the Relationship Between Anger Coping Styles, Depression, and Life Satisfaction. Journal of Cross-Cultural Psychology, 2016, 47, 441-456.	1.0	12
71	Social influence processes and the outcome of sensitivity training.. Journal of Personality and Social Psychology, 1976, 34, 1087-1094.	2.6	11
72	Is there an indigenous European social psychology?. International Journal of Psychology, 2005, 40, 254-262.	1.7	11

#	Article	IF	Citations
73	Entering Our Fifth Decade: An Analysis of the Influence of the Journal of Cross-Cultural Psychology During Its First Forty Years of Publication. Journal of Cross-Cultural Psychology, 2010, 41, 301-317.	1.0	10
74	Sex Differences in Self-Construal and in Depressive Symptoms: Predictors of Cross-National Variation. Journal of Cross-Cultural Psychology, 2020, 51, 616-635.	1.0	10
75	Group composition as a determinant of Kelman's social influence modes. European Journal of Social Psychology, 1974, 4, 261-277.	1.5	9
76	Profiling the politically violent in Pakistan: Self-construals and values.. Peace and Conflict, 2003, 9, 277-295.	0.2	8
77	The Sociocultural Contexts of Decision Making in Organizations. , 2003, , 512-556.		8
78	Discovering Culture's Influence in Studies of Individual Behavior in Organizational Settings: A Challenging Proposal. International Studies of Management and Organization, 2018, 48, 419-434.	0.4	8
79	The IMPACT OF PHASE I MANAGERIAL GRID TRAINING. Journal of Management Studies, 1969, 6, 318-330.	6.0	7
80	Group Composition and Changes in Self-Actualization in T-Groups. Human Relations, 1975, 28, 811-823.	3.8	7
81	Country culture moderators of the relationship between gender and organizational commitment. Baltic Journal of Management, 2019, 14, 389-410.	1.2	7
82	Changes in Relationships After Sensitivity Training. Small Group Research, 1979, 10, 414-430.	0.3	5
83	Personal Causality and Sensitivity Training. Small Group Research, 1980, 11, 235-249.	0.3	5
84	Back-Home Environment and Within-Group Relationships as Determinants of Personal Change. Human Relations, 1983, 36, 53-67.	3.8	5
85	The labelling of schizophrenics by professionals and lay-persons. British Journal of Clinical Psychology, 1987, 26, 311-312.	1.7	5
86	Affect Levels in One-Day Experiential Groups. Psychological Reports, 1979, 45, 117-118.	0.9	4
87	Sources of Influence in the Sensitivity Training Laboratory. Small Group Research, 1976, 7, 331-348.	0.3	2
88	JCCP-Looking to the Future. Journal of Cross-Cultural Psychology, 1995, 26, 588-590.	1.0	2
89	Changes in Reported Nation-Level Pro-social Behavior Frequencies Over 6 Years: A Test of Alternative Predictors. Social Indicators Research, 2019, 144, 1195-1208.	1.4	2
90	Putting Values into Context. Applied Psychology, 2020, 69, 291-295.	4.4	2

#	Article	IF	Citations
91	How Far Can Measurement Be Culture-Free?. , 2021, , 319-340.		2
92	Project GLOBE for Scientists and Practitioners: Drawing Clarity from Controversy. , 2015, , 33-65.		2
93	USING TEAM DEVELOPMENT METHODS WITHIN SOCIAL SERVICES AGENCIES. Social Work With Groups, 1981, 4, 69-84.	0.3	1
94	In search of autonomous-relational self-construal. , 0, , 143-156.		1
95	Cross‐cultural Differences in Personnel Psychology. , 2009, , .		1
96	The cultural contexts of organisational behaviour. , 0, , 494-517.		1
97	Through a glass darkly: Viewing the social contexts of our behaviour. Asian Journal of Social Psychology, 2013, 16, 19-21.	1.1	1
98	Why Successful Groups Succeed: the Implications of T-group Research. , 1976, , 63-76.		1
99	Dimensions of Self-Construal Associated with Self-Esteem and Depression: A Study among Mexican Students. Acta De Investigación Psicológica, 2019, 9, .	0.1	1
100	Cultural Dimensions Theory. , 2020, , 970-976.		1
101	Emotional Arousal During Sensitivity Training as a Function of Length of the Experience. Group & Organization Studies, 1980, 5, 97-104.	0.7	0
102	Cross-cultural Psychology: Where Next?. Psychology and Developing Societies, 2001, 13, 141-151.	1.0	0
103	LEADERS' SOURCES OF GUIDANCE AND THE CHALLENGE OF WORKING ACROSS CULTURES. Advances in Global Leadership, 0, , 167-181.	0.8	0
104	Culture and Values ˜†. , 2017, , .		0
105	The Australian Psychological Society's Apology to Aboriginal and Torres Strait Islander People. , 2020, , 553-567.		0
106	Cultural Dimensions Theory. , 2018, , 1-7.		0