

Vanessa K Bohns

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/5011858/publications.pdf>

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33
papers

1,058
citations

567281

15
h-index

526287

27
g-index

34
all docs

34
docs citations

34
times ranked

896
citing authors

#	ARTICLE	IF	CITATIONS
1	Good Lamps Are the Best Police. <i>Psychological Science</i> , 2010, 21, 311-314.	3.3	284
2	If you need help, just ask: Underestimating compliance with direct requests for help.. <i>Journal of Personality and Social Psychology</i> , 2008, 95, 128-143.	2.8	164
3	“Why didn’t you just ask?” Underestimating the discomfort of help-seeking. <i>Journal of Experimental Social Psychology</i> , 2010, 46, 402-409.	2.2	75
4	It hurts when I do this (or you do that): Posture and pain tolerance. <i>Journal of Experimental Social Psychology</i> , 2012, 48, 341-345.	2.2	63
5	Opposites Fit: Regulatory Focus Complementarity and Relationship Well-Being. <i>Social Cognition</i> , 2013, 31, 1-14.	0.9	55
6	(Mis)Understanding Our Influence Over Others. <i>Current Directions in Psychological Science</i> , 2016, 25, 119-123.	5.3	46
7	Guilt by Design: Structuring Organizations to Elicit Guilt as an Affective Reaction to Failure. <i>Organization Science</i> , 2013, 24, 1157-1173.	4.5	43
8	Are social prediction errors universal? Predicting compliance with a direct request across cultures. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 676-680.	2.2	31
9	Ask in person: You're less persuasive than you think over email. <i>Journal of Experimental Social Psychology</i> , 2017, 69, 223-226.	2.2	30
10	Underestimating Our Influence Over Others™ Unethical Behavior and Decisions. <i>Personality and Social Psychology Bulletin</i> , 2014, 40, 348-362.	3.0	29
11	Once Bitten, Twice Shy. <i>Social Psychological and Personality Science</i> , 2014, 5, 218-225.	3.9	28
12	Why a Simple Act of Kindness Is Not as Simple as It Seems: Underestimating the Positive Impact of Our Compliments on Others. <i>Personality and Social Psychology Bulletin</i> , 2021, 47, 826-840.	3.0	27
13	Liking the Same Things, but Doing Things Differently: Outcome Versus Strategic Compatibility in Partner Preferences for Joint Tasks. <i>Social Cognition</i> , 2011, 29, 497-527.	0.9	21
14	A helping hand is hard at work: Help-seekers™ underestimation of helpers™ effort. <i>Organizational Behavior and Human Decision Processes</i> , 2017, 139, 18-29.	2.5	21
15	You don’t need to answer right away! Receivers overestimate how quickly senders expect responses to non-urgent work emails. <i>Organizational Behavior and Human Decision Processes</i> , 2021, 167, 114-128.	2.5	20
16	Implicit Theories of Attraction. <i>Social Cognition</i> , 2015, 33, 284-307.	0.9	17
17	Regulatory focus and interdependent economic decision-making. <i>Journal of Experimental Social Psychology</i> , 2013, 49, 692-698.	2.2	16
18	For a dollar, would you? How (we think) money affects compliance with our requests. <i>Organizational Behavior and Human Decision Processes</i> , 2016, 134, 45-62.	2.5	15

#	ARTICLE	IF	CITATIONS
19	Underestimating our influence over others at work. <i>Research in Organizational Behavior</i> , 2013, 33, 97-112.	1.2	13
20	With a little help from my friends (and strangers): Closeness as a moderator of the underestimation-of-compliance effect. <i>Journal of Experimental Social Psychology</i> , 2019, 82, 6-15.	2.2	13
21	Empathy and expectations of others' willingness to help. <i>Personality and Individual Differences</i> , 2021, 168, 110368.	2.9	13
22	Rejecting Unwanted Romantic Advances Is More Difficult Than Suitors Realize. <i>Social Psychological and Personality Science</i> , 2019, 10, 1102-1110.	3.9	8
23	Underestimating One's Influence in Help-Seeking. , 2012, , 14-26.		6
24	Consent is an organizational behavior issue. <i>Research in Organizational Behavior</i> , 2020, 40, 100138.	1.2	4
25	When do We Feel Responsible for Other People's Behavior and Attitudes?. <i>Advances in Group Processes</i> , 2018, , 159-179.	0.2	3
26	Toward a Psychology of Consent. <i>Perspectives on Psychological Science</i> , 2022, 17, 1093-1100.	9.0	3
27	Should I Ask Over Zoom, Phone, Email, or In-Person? Communication Channel and Predicted Versus Actual Compliance. <i>Social Psychological and Personality Science</i> , 2022, 13, 1163-1172.	3.9	3
28	Power and perceived influence: I caused your behavior, but I'm not responsible for it. <i>Social and Personality Psychology Compass</i> , 2019, 13, e12427.	3.7	2
29	Where Lies the Truth? Accuracy and Diverging Perspectives in Interpersonal Perception. <i>Proceedings - Academy of Management</i> , 2021, 2021, 11268.	0.1	0
30	Guilt by Design: Structuring Organizations to Promote Guilt as an Affective Reaction to Failure. <i>Proceedings - Academy of Management</i> , 2012, 2012, 10269.	0.1	0
31	The Value of a Helping Hand: Do Help-Seekers Accurately Predict Help Quality?. <i>Proceedings - Academy of Management</i> , 2016, 2016, 11872.	0.1	0
32	The Farce of Consent: Psychological Factors that Challenge the Notion of Voluntary Consent. <i>Proceedings - Academy of Management</i> , 2019, 2019, 11214.	0.1	0
33	Underestimating the Difficulty of Denying Someone Access to Sensitive Data. <i>Proceedings - Academy of Management</i> , 2019, 2019, 11771.	0.1	0