

Vanessa K Bohns

List of Publications by Year in descending order

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Version: 2024-02-01

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 | Toward a Psychology of Consent. <i>Perspectives on Psychological Science</i> , 2022, 17, 1093-1100. | 9.0 | 3 |
| 2 | 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 |
| 3 | Empathy and expectations of others' willingness to help. <i>Personality and Individual Differences</i> , 2021, 168, 110368. | 2.9 | 13 |
| 4 | 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 |
| 5 | Where Lies the Truth? Accuracy and Diverging Perspectives in Interpersonal Perception. <i>Proceedings - Academy of Management</i> , 2021, 2021, 11268. | 0.1 | 0 |
| 6 | 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 |
| 7 | Consent is an organizational behavior issue. <i>Research in Organizational Behavior</i> , 2020, 40, 100138. | 1.2 | 4 |
| 8 | 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 |
| 9 | Rejecting Unwanted Romantic Advances Is More Difficult Than Suitors Realize. <i>Social Psychological and Personality Science</i> , 2019, 10, 1102-1110. | 3.9 | 8 |
| 10 | 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 |
| 11 | 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 |
| 12 | Underestimating the Difficulty of Denying Someone Access to Sensitive Data. <i>Proceedings - Academy of Management</i> , 2019, 2019, 11771. | 0.1 | 0 |
| 13 | When do We Feel Responsible for Other People's Behavior and Attitudes?. <i>Advances in Group Processes</i> , 2018, , 159-179. | 0.2 | 3 |
| 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 | 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 |
| 16 | (Mis)Understanding Our Influence Over Others. <i>Current Directions in Psychological Science</i> , 2016, 25, 119-123. | 5.3 | 46 |
| 17 | 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 |
| 18 | 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 |

| # | ARTICLE | IF | CITATIONS |
|----|---|-----|-----------|
| 19 | Implicit Theories of Attraction. <i>Social Cognition</i> , 2015, 33, 284-307. | 0.9 | 17 |
| 20 | Once Bitten, Twice Shy. <i>Social Psychological and Personality Science</i> , 2014, 5, 218-225. | 3.9 | 28 |
| 21 | Underestimating Our Influence Over Others™ Unethical Behavior and Decisions. <i>Personality and Social Psychology Bulletin</i> , 2014, 40, 348-362. | 3.0 | 29 |
| 22 | Underestimating our influence over others at work. <i>Research in Organizational Behavior</i> , 2013, 33, 97-112. | 1.2 | 13 |
| 23 | Opposites Fit: Regulatory Focus Complementarity and Relationship Well-Being. <i>Social Cognition</i> , 2013, 31, 1-14. | 0.9 | 55 |
| 24 | Regulatory focus and interdependent economic decision-making. <i>Journal of Experimental Social Psychology</i> , 2013, 49, 692-698. | 2.2 | 16 |
| 25 | 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 |
| 26 | 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 |
| 27 | Underestimating One's Influence in Help-Seeking. , 2012, , 14-26. | | 6 |
| 28 | 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 |
| 29 | 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 |
| 30 | 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 |
| 31 | “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 |
| 32 | Good Lamps Are the Best Police. <i>Psychological Science</i> , 2010, 21, 311-314. | 3.3 | 284 |
| 33 | 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 |