

# Dejun Tony Kong

## List of Publications by Year in descending order

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Version: 2024-02-01

48  
papers

1,345  
citations

471509

17  
h-index

377865

34  
g-index

48  
all docs

48  
docs citations

48  
times ranked

1066  
citing authors

#	ARTICLE	IF	CITATIONS
1	Interpersonal Trust within Negotiations: Meta-Analytic Evidence, Critical Contingencies, and Directions for Future Research. <i>Academy of Management Journal</i> , 2014, 57, 1235-1255.	6.3	169
2	Leader Humor as an Interpersonal Resource: Integrating Three Theoretical Perspectives. <i>Academy of Management Journal</i> , 2018, 61, 769-796.	6.3	147
3	Social support at work: An integrative review. <i>Journal of Organizational Behavior</i> , 2021, 42, 229-251.	4.7	124
4	Examining a Climateconomic Contextualization of Generalized Social Trust Mediated by Uncertainty Avoidance. <i>Journal of Cross-Cultural Psychology</i> , 2013, 44, 574-588.	1.6	88
5	The pathway to unethical pro-organizational behavior: Organizational identification as a joint function of work passion and trait mindfulness. <i>Personality and Individual Differences</i> , 2016, 93, 86-91.	2.9	81
6	A self-determination perspective of strengths use at work: Examining its determinant and performance implications. <i>Journal of Positive Psychology</i> , 2016, 11, 15-25.	4.0	72
7	Too tired to inspire or be inspired: Sleep deprivation and charismatic leadership.. <i>Journal of Applied Psychology</i> , 2016, 101, 1191-1199.	5.3	67
8	The state of research on leader humor. <i>Organizational Psychology Review</i> , 2019, 9, 3-40.	4.3	58
9	Employee and Coworker Idiosyncratic Deals: Implications for Emotional Exhaustion and Deviant Behaviors. <i>Journal of Business Ethics</i> , 2020, 164, 593-609.	6.0	57
10	Strategic consequences of emotional misrepresentation in negotiation: The blowback effect.. <i>Journal of Applied Psychology</i> , 2016, 101, 605-624.	5.3	49
11	Exploring the signaling function of idiosyncratic deals and their interaction. <i>Organizational Behavior and Human Decision Processes</i> , 2015, 131, 149-161.	2.5	40
12	What are the determinants of interpersonal trust in dyadic negotiations? Meta-analytic evidence and implications for future research. <i>Journal of Trust Research</i> , 2017, 7, 22-50.	0.8	36
13	Narcissistsâ€™ negative perception of their counterpartâ€™s competence and benevolence and their own reduced trust in a negotiation context. <i>Personality and Individual Differences</i> , 2015, 74, 196-201.	2.9	33
14	The performance implication of obsessive work passion: unpacking the moderating and mediating mechanisms from a conservation of resources perspective. <i>European Journal of Work and Organizational Psychology</i> , 2018, 27, 269-279.	3.7	23
15	Implications of advice rejection in repeated exchanges: Advisor responses and advisee gratitude expression as a buffer. <i>Journal of Experimental Social Psychology</i> , 2018, 78, 181-194.	2.2	21
16	Intercultural Experience as an Impediment of Trust: Examining the Impact of Intercultural Experience and Social Trust Culture on Institutional Trust in Government. <i>Social Indicators Research</i> , 2013, 113, 847-858.	2.7	20
17	You Donâ€™t Care for me, So Whatâ€™s the Point for me to Care for Your Business? Negative Implications of Felt Neglect by the Employer for Employee Work Meaning and Citizenship Behaviors Amid the COVID-19 Pandemic. <i>Journal of Business Ethics</i> , 2022, 181, 645-660.	6.0	20
18	Ethnic minoritiesâ€™ paranoia and self-preservative work behaviors in response to perceived ethnic discrimination, with collective self-esteem as a buffer.. <i>Journal of Occupational Health Psychology</i> , 2016, 21, 334-351.	3.3	20

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19	A gene-dependent climatoeconomic model of generalized trust. <i>Journal of World Business</i> , 2016, 51, 226-236.	7.7	18
20	Appreciating social science research on gratitude: An integrative review for organizational scholarship on gratitude in the workplace. <i>Journal of Organizational Behavior</i> , 2023, 44, 225-260.	4.7	17
21	Anticipating Happiness in a Future Negotiation: Anticipated Happiness, Propensity to Initiate a Negotiation, and Individual Outcomes. <i>Negotiation and Conflict Management Research</i> , 2011, 4, 219-247.	1.0	16
22	Because I want to share, not because I should: Prosocial implications of gratitude expression in repeated zero-sum resource allocation exchanges. <i>Motivation and Emotion</i> , 2019, 43, 824-843.	1.3	15
23	An economic "genetic theory of corporate corruption across cultures: An interactive effect of wealth and the 5HTTLPR-SS/SL frequency on corporate corruption mediated by cultural endorsement of self-protective leadership. <i>Personality and Individual Differences</i> , 2014, 63, 106-111.	2.9	14
24	Trust toward a group of strangers as a function of stereotype-based social identification. <i>Personality and Individual Differences</i> , 2018, 120, 265-270.	2.9	14
25	A gene "environment interaction model of social trust: The 5-HTTLPR S-allele prevalence as a moderator for the democracy "trust linkage. <i>Personality and Individual Differences</i> , 2015, 87, 278-281.	2.9	12
26	Resilience as thriving. <i>Organizational Dynamics</i> , 2021, 50, 100784.	2.6	12
27	Advancing the scientific understanding of trust in the contexts of negotiations and repeated bargaining. <i>Journal of Trust Research</i> , 2017, 7, 15-21.	0.8	11
28	Supervisor companionate love expression and elicited subordinate gratitude as moral-emotional facilitators of voice amid COVID-19. <i>Journal of Positive Psychology</i> , 2022, 17, 832-846.	4.0	11
29	Advancing the Scientific Understanding of Trust and Culture in Negotiations. <i>Negotiation and Conflict Management Research</i> , 2019, 12, 117-130.	1.0	9
30	Face threat sensitivity in distributive negotiations: Effects on negotiator self-esteem and demands. <i>Organizational Behavior and Human Decision Processes</i> , 2020, 161, 255-273.	2.5	9
31	Ostracism perception as a multiplicative function of trait self-esteem, mindfulness, and facial emotion recognition ability. <i>Personality and Individual Differences</i> , 2016, 93, 68-73.	2.9	8
32	A stress model of psychological contract violation among ethnic minority employees.. <i>Cultural Diversity and Ethnic Minority Psychology</i> , 2019, 25, 424-438.	2.0	8
33	The Role of Mindfulness and Neuroticism in Predicting Acculturative Anxiety Forecasting Error. <i>Mindfulness</i> , 2015, 6, 1387-1400.	2.8	7
34	Cultural Endorsement of Broad Leadership Prototypes and Wealth as Predictors of Corruption. <i>Social Indicators Research</i> , 2016, 127, 139-152.	2.7	7
35	Sojourners " Ineffective Sociocultural Adaptation: Paranoia as a Joint Function of Distrust toward Host Nationals and Neuroticism. <i>Current Psychology</i> , 2017, 36, 540-548.	2.8	5
36	Being grateful and biased: Felt gratitude as a cause of escalation bias in relational dilemmas. <i>Journal of Experimental Social Psychology</i> , 2019, 83, 88-101.	2.2	4

#	ARTICLE	IF	CITATIONS
37	Lay Beliefs About Attention to and Awareness of the Present: Implicit Mindfulness Theory (IMT) and Its Workplace Implications. <i>Journal of Business and Psychology</i> , 2019, 34, 685-707.	4.0	4
38	Exploring democracy and ethnic diversity as sociopolitical moderators for the relationship between age and generalized trust. <i>Personality and Individual Differences</i> , 2016, 96, 28-30.	2.9	3
39	Perceived Managerial (Remote Leader) Trustworthiness as a Moderator for the Relationship between Overall Fairness and Perceived Supervisory (Direct Leader) Trustworthiness. <i>Current Psychology</i> , 2018, 37, 280-294.	2.8	3
40	Why do followers feel inauthentic and withdraw? The joint effect of leader Machiavellianism and perceived collectivistic work climate. <i>Journal of Personality</i> , 2022, 90, 490-508.	3.2	3
41	Negotiators's™ emotion perception and value-claiming under different incentives. <i>International Journal of Conflict Management</i> , 2016, 27, 146-171.	1.9	2
42	Breaking Bread Produces Bigger Pies: An Empirical Extension of Shared Eating to Negotiations and a Commentary on Woolley and Fishbach (2019). <i>Psychological Science</i> , 2020, 31, 1340-1345.	3.3	2
43	Judgment Bias and Decision Making in Negotiation. , 2011, , 211-227.		2
44	Beliefs in government benevolence can promote individuals' compliance with government's issued guidelines: The role of positive affect and general construal level. <i>Journal of Applied Social Psychology</i> , 0, , .	2.0	2
45	Will the startup succeed in your eyes? Venture evaluation of resource providers during entrepreneurs' informational signaling. <i>Journal of Business Venturing</i> , 2022, 37, 106229.	6.3	2
46	Words beyond the Partial Deed: Prosocial Framing of a Partial-Trust Act Promotes Reciprocation between Strangers. <i>Social Psychology Quarterly</i> , 2021, 84, 267-280.	2.1	0
47	Trust Building, Diagnosis, and Repair in the Context of Negotiation. , 2011, , 123-138.		0
48	The face of morality: Powerful Chief Executive Officers's™ (CEOs's™) facial characteristics and moral foundations.. <i>Evolutionary Behavioral Sciences</i> , 2024, 18, 26-40.	0.8	0