

Edgar E Kausel

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/5832312/publications.pdf>

Version: 2024-02-01

27
papers

740
citations

840728

11
h-index

580810

25
g-index

29
all docs

29
docs citations

29
times ranked

719
citing authors

#	ARTICLE	IF	CITATIONS
1	Does overconfidence pay off when things go well? CEO overconfidence, firm performance, and the business cycle. <i>Strategic Organization</i> , 2022, 20, 510-540.	5.0	12
2	A longitudinal approach for understanding algorithm use. <i>Journal of Behavioral Decision Making</i> , 2022, 35, .	1.7	2
3	Dynamic overconfidence: a growth curve and cross lagged analysis of accuracy, confidence, overestimation and their relations. <i>Thinking and Reasoning</i> , 2021, 27, 417-444.	3.2	1
4	When and Why Narcissists Exhibit Greater Hindsight Bias and Less Perceived Learning. <i>Journal of Management</i> , 2020, 46, 1498-1528.	9.3	6
5	Introduction to the Special Issue on Applications of Judgment and Decision Making to Problems in Personnel Assessment. <i>Personnel Assessment and Decisions</i> , 2020, 6, .	0.7	2
6	Do Findings from Laboratory Experiments on Preferential Selection Generalize to Cognitively-Oriented Tasks? A Test of Two Perspectives. <i>Journal of Business and Psychology</i> , 2019, 34, 587-601.	4.0	0
7	Outcome bias in subjective ratings of performance: Evidence from the (football) field. <i>Journal of Economic Psychology</i> , 2019, 75, 102132.	2.2	14
8	Does facial structure predict academic performance?. <i>Personality and Individual Differences</i> , 2018, 129, 1-5.	2.9	6
9	The Reciprocal Relationships Between Escalation, Anger, and Confidence in Investment Decisions Over Time. <i>Frontiers in Psychology</i> , 2018, 9, 1136.	2.1	1
10	Assessing Others' Risk-Taking Behavior from Their Affective States: Experimental Evidence Using a Stag Hunt Game. <i>Games</i> , 2017, 8, 9.	0.6	1
11	The Language of Fairness: how Cross-Linguistic Norms in Spanish and English Influence Reactions to Unfair Treatment. <i>Spanish Journal of Psychology</i> , 2016, 19, E79.	2.1	1
12	Overconfidence in personnel selection: When and why unstructured interview information can hurt hiring decisions. <i>Organizational Behavior and Human Decision Processes</i> , 2016, 137, 27-44.	2.5	61
13	Responsible Personal Finance: The Role of Conscientiousness in Bank and Pension Savings in Chile. <i>International Review of Finance</i> , 2016, 16, 161-167.	1.9	14
14	Scholarly impact in the organizational sciences in and from Iberoamerica. <i>Management Research</i> , 2015, 13, 124-134.	0.7	1
15	Too arrogant for their own good? Why and when narcissists dismiss advice. <i>Organizational Behavior and Human Decision Processes</i> , 2015, 131, 33-50.	2.5	68
16	Using General Mental Ability and Personality Traits to Predict Job Performance in Three Chilean Organizations. <i>International Journal of Selection and Assessment</i> , 2014, 22, 432-438.	2.5	14
17	Do people have accurate beliefs about the behavioral consequences of incidental emotions? Evidence from trust games. <i>Journal of Economic Psychology</i> , 2014, 42, 96-111.	2.2	31
18	The role of weekly highly-activated positive mood, context, and personality in innovative work behavior: A multilevel and interactional model. <i>Journal of Organizational Behavior</i> , 2014, 35, 234-256.	4.7	184

#	ARTICLE	IF	CITATIONS
19	The Role of Narcissism and Should Counterfactual Thinking in the Hindsight Bias. Proceedings - Academy of Management, 2013, 2013, 17624.	0.1	0
20	Are groups more rational than individuals? A review of interactive decision making in groups. Wiley Interdisciplinary Reviews: Cognitive Science, 2012, 3, 471-482.	2.8	172
21	Putting Organizational Culture at the Heart of Industrial"Organizational Psychology's Research Agenda on Sustainability: Insights From Iberoamerica. Industrial and Organizational Psychology, 2012, 5, 494-497.	0.6	4
22	Narrow personality traits and organizational attraction: Evidence for the complementary hypothesis. Organizational Behavior and Human Decision Processes, 2011, 114, 3-14.	2.5	58
23	The effects of managerial regulatory fit priming on reactions to explanations. Organizational Behavior and Human Decision Processes, 2011, 115, 268-282.	2.5	30
24	The decoy effect as a covert influence tactic. Journal of Behavioral Decision Making, 2011, 24, 249-266.	1.7	18
25	The neurotic employee: Theoretical analysis of the influence of narrow facets of neuroticism on cognitive, social, and behavioral processes relevant to job performance. Research in Personnel and Human Resources Management, 2009, , 265-341.	1.6	14
26	The effect of consequential thinking on trust game behavior. Journal of Behavioral Decision Making, 2009, 22, 101-119.	1.7	21
27	Using narratives and numbers in performance prediction: Attitudes, confidence, and validity. International Journal of Selection and Assessment, 0, , .	2.5	2