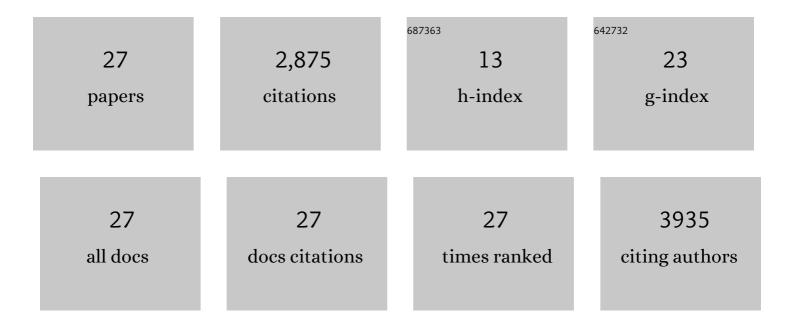
Vidar Schei

List of Publications by Year in descending order

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VIDAD SCHEL

#	Article	IF	CITATIONS
1	Differences Between Tight and Loose Cultures: A 33-Nation Study. Science, 2011, 332, 1100-1104.	12.6	2,075
2	The Psychological Science Accelerator: Advancing Psychology Through a Distributed Collaborative Network. Advances in Methods and Practices in Psychological Science, 2018, 1, 501-515.	9.4	203
3	To which world regions does the valence–dominance model of social perception apply?. Nature Human Behaviour, 2021, 5, 159-169.	12.0	85
4	Hype or hope? A new look at the research on cultural intelligence. International Journal of Intercultural Relations, 2018, 66, 148-171.	2.0	78
5	Trust and power as determinants of tax compliance across 44 nations. Journal of Economic Psychology, 2019, 74, 102191.	2.2	77
6	A multi-country test of brief reappraisal interventions on emotions during the COVID-19 pandemic. Nature Human Behaviour, 2021, 5, 1089-1110.	12.0	71
7	Ecological and cultural factors underlying the global distribution of prejudice. PLoS ONE, 2019, 14, e0221953.	2.5	55
8	KNOWING ME, KNOWING YOU: OWN ORIENTATION AND INFORMATION ABOUT THE OPPONENT'S ORIENTATION IN NEGOTIATION. International Journal of Conflict Management, 2003, 14, 43-59.	1.9	35
9	Understanding the integrative approach to conflict management. Journal of Managerial Psychology, 2010, 25, 82-97.	2.2	32
10	Thinking Deeply May Sometimes Help: Cognitive Motivation and Role Effects in Negotiation. Applied Psychology, 2006, 55, 73-90.	7.1	26
11	"Cut Me Some Slack― Journal of Applied Behavioral Science, The, 2015, 51, 451-478.	3.3	22
12	Small Group Negotiation. Small Group Research, 2005, 36, 289-320.	2.7	21
13	Can individualists and cooperators play together? The effect of mixed social motives in negotiations. Journal of Experimental Social Psychology, 2011, 47, 371-377.	2.2	21
14	A global experiment on motivating social distancing during the COVID-19 pandemic. Proceedings of the National Academy of Sciences of the United States of America, 2022, 119, .	7.1	15
15	Can Mindfulness be Helpful in Team Decisionâ€Making? A Framework for Understanding How to Mitigate False Consensus. European Management Review, 2020, 17, 1015-1026.	3.7	12
16	Expecting the unexpected: Using team charters to handle disruptions and facilitate team performance Group Dynamics, 2017, 21, 53-59.	1.2	12
17	Are Individualistic Orientations Collectively Valuable in Group Negotiations?. Group Processes and Intergroup Relations, 2008, 11, 371-385.	3.9	9
18	Creative People Create Values: Creativity and Positive Arousal in Negotiations. Creativity Research Journal, 2013, 25, 408-417.	2.6	9

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#	Article	IF	CITATIONS
19	The Invisible Learning Ceiling: Informal Learning Among Preschool Teachers and Assistants in a Norwegian Kindergarten. Human Resource Development Quarterly, 2015, 26, 299-328.	3.3	7
20	"Let's Get Out of Here!― Cognitive Motivation and Maximizing Help Teams Solving an Escape Room. Frontiers in Psychology, 2020, 11, 2196.	2.1	5
21	The Best of Both Worlds? Negotiations Between Cooperators and Individualists Provide High Economic and Relational Outcomes. Group Decision and Negotiation, 2020, 29, 491-522.	3.3	2
22	You can't â€~fake it till you make it': Cooperative motivation does not help proself trustees. Journal of Experimental Social Psychology, 2021, 92, 104078.	2.2	1
23	The Power of Reciprocity: Horizontal Psychological Contracts and Group Functioning. Proceedings - Academy of Management, 2013, 2013, 13710.	0.1	1
24	The Double-Edged Sword of Serving: Servant Leadership, Motivational Climate, and Small Firm Performance. Proceedings - Academy of Management, 2020, 2020, 12249.	0.1	1
25	Don't Calm Down! Collective affect regulation in startups. Proceedings - Academy of Management, 2021, 2021, 11339.	0.1	0
26	Short Term Pain, Long Term Gain? Leader Behavior and Small Firm Performance. Proceedings - Academy of Management, 2017, 2017, 10454.	0.1	0
27	Do Not Fake It Till You Make It: Cooperative Motives Do Not Help Proself Trustees. Proceedings - Academy of Management, 2019, 2019, 14424.	0.1	Ο