

Vidar Schei

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/6286442/publications.pdf>

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27
papers

2,875
citations

687363

13
h-index

642732

23
g-index

27
all docs

27
docs citations

27
times ranked

3935
citing authors

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

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