

# Vidar Schei

## List of Publications by Year in descending order

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

Version: 2024-02-01

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	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
2	You can't fake it till you make it™: Cooperative motivation does not help proself trustees. Journal of Experimental Social Psychology, 2021, 92, 104078.	2.2	1
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	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
5	Don't Calm Down! Collective affect regulation in startups. Proceedings - Academy of Management, 2021, 2021, 11339.	0.1	0
6	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
7	Can Mindfulness be Helpful in Team Decision Making? A Framework for Understanding How to Mitigate False Consensus. European Management Review, 2020, 17, 1015-1026.	3.7	12
8	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
9	The Double-Edged Sword of Serving: Servant Leadership, Motivational Climate, and Small Firm Performance. Proceedings - Academy of Management, 2020, 2020, 12249.	0.1	1
10	Trust and power as determinants of tax compliance across 44 nations. Journal of Economic Psychology, 2019, 74, 102191.	2.2	77
11	Ecological and cultural factors underlying the global distribution of prejudice. PLoS ONE, 2019, 14, e0221953.	2.5	55
12	Do Not Fake It Till You Make It: Cooperative Motives Do Not Help Proself Trustees. Proceedings - Academy of Management, 2019, 2019, 14424.	0.1	0
13	Hype or hope? A new look at the research on cultural intelligence. International Journal of Intercultural Relations, 2018, 66, 148-171.	2.0	78
14	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
15	Expecting the unexpected: Using team charters to handle disruptions and facilitate team performance.. Group Dynamics, 2017, 21, 53-59.	1.2	12
16	Short Term Pain, Long Term Gain? Leader Behavior and Small Firm Performance. Proceedings - Academy of Management, 2017, 2017, 10454.	0.1	0
17	Cut Me Some Slack Journal of Applied Behavioral Science, The, 2015, 51, 451-478.	3.3	22
18	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

#	ARTICLE	IF	CITATIONS
19	Creative People Create Values: Creativity and Positive Arousal in Negotiations. Creativity Research Journal, 2013, 25, 408-417.	2.6	9
20	The Power of Reciprocity: Horizontal Psychological Contracts and Group Functioning. Proceedings - Academy of Management, 2013, 2013, 13710.	0.1	1
21	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
22	Differences Between Tight and Loose Cultures: A 33-Nation Study. Science, 2011, 332, 1100-1104.	12.6	2,075
23	Understanding the integrative approach to conflict management. Journal of Managerial Psychology, 2010, 25, 82-97.	2.2	32
24	Are Individualistic Orientations Collectively Valuable in Group Negotiations?. Group Processes and Intergroup Relations, 2008, 11, 371-385.	3.9	9
25	Thinking Deeply May Sometimes Help: Cognitive Motivation and Role Effects in Negotiation. Applied Psychology, 2006, 55, 73-90.	7.1	26
26	Small Group Negotiation. Small Group Research, 2005, 36, 289-320.	2.7	21
27	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