

# Catherine H Tinsley

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/6504266/publications.pdf>

Version: 2024-02-01

58  
papers

3,481  
citations

201385

27  
h-index

205818

48  
g-index

62  
all docs

62  
docs citations

62  
times ranked

1935  
citing authors

#	ARTICLE	IF	CITATIONS
1	The Decline and Fall of the Conglomerate Firm in the 1980s: The Deinstitutionalization of an Organizational Form. <i>American Sociological Review</i> , 1994, 59, 547.	2.8	617
2	Tough guys finish last: the perils of a distributive reputation. <i>Organizational Behavior and Human Decision Processes</i> , 2002, 88, 621-642.	1.4	218
3	How Near-Misses Influence Decision Making Under Risk: A Missed Opportunity for Learning. <i>Management Science</i> , 2008, 54, 1425-1440.	2.4	190
4	How Near-Miss Events Amplify or Attenuate Risky Decision Making. <i>Management Science</i> , 2012, 58, 1596-1613.	2.4	167
5	How negotiators get to yes: Predicting the constellation of strategies used across cultures to negotiate conflict.. <i>Journal of Applied Psychology</i> , 2001, 86, 583-593.	4.2	164
6	Punishing female negotiators for asserting too much or not enough: Exploring why advocacy moderates backlash against assertive female negotiators. <i>Organizational Behavior and Human Decision Processes</i> , 2013, 120, 110-122.	1.4	157
7	Culture and Negotiation Strategy. <i>Negotiation Journal</i> , 2004, 20, 87-111.	0.3	151
8	Why Near-Miss Events Can Decrease an Individual's Protective Response to Hurricanes. <i>Risk Analysis</i> , 2011, 31, 440-449.	1.5	123
9	Models of conflict resolution in Japanese, German, and American cultures.. <i>Journal of Applied Psychology</i> , 1998, 83, 316-323.	4.2	112
10	Managing Workplace Conflict in the United States and Hong Kong. <i>Organizational Behavior and Human Decision Processes</i> , 2001, 85, 360-381.	1.4	111
11	Multicommunicating: A Practice Whose Time Has Come?. <i>Academy of Management Review</i> , 2008, 33, 391-403.	7.4	101
12	Culture and Joint Gains in Negotiation. <i>Negotiation Journal</i> , 1998, 14, 61-86.	0.3	92
13	Women at the Bargaining Table: Pitfalls and Prospects. <i>Negotiation Journal</i> , 2009, 25, 233-248.	0.3	92
14	Starting Out on the Right Foot: Negotiation Schemas When Cultures Collide. <i>Negotiation and Conflict Management Research</i> , 2009, 2, 138-163.	1.0	86
15	Near-Misses and Future Disaster Preparedness. <i>Risk Analysis</i> , 2014, 34, 1907-1922.	1.5	84
16	Dignity, face, and honor cultures: A study of negotiation strategy and outcomes in three cultures. <i>Journal of Organizational Behavior</i> , 2016, 37, 1178-1201.	2.9	84
17	Subgroups within a team: The role of cognitive and affective integration. <i>Journal of Organizational Behavior</i> , 2011, 32, 831-849.	2.9	82
18	Negotiating in the United States and Hong Kong. <i>Journal of International Business Studies</i> , 1998, 29, 711-727.	4.6	78

#	ARTICLE	IF	CITATIONS
19	An Investigation of the Antecedents and Consequences of Group-Level Confidence <sup>1</sup> . <i>Journal of Applied Social Psychology</i> , 2002, 32, 1628-1652.	1.3	74
20	Ask and Ye Shall Receive? How Gender and Status Moderate Negotiation Success. <i>Negotiation and Conflict Management Research</i> , 2013, 6, 253-272.	1.0	72
21	Negotiating over Time: Impediments to Integrative Solutions. <i>Organizational Behavior and Human Decision Processes</i> , 1995, 62, 241-251.	1.4	68
22	Warm glow and charitable giving: Why the wealthy do not give more to charity?. <i>Journal of Economic Psychology</i> , 2009, 30, 490-499.	1.1	55
23	Evolving Risk Perceptions About Near-Miss Terrorist Events. <i>Decision Analysis</i> , 2014, 11, 27-42.	1.2	47
24	Who should bring home the bacon? How deterministic views of gender constrain spousal wage preferences. <i>Organizational Behavior and Human Decision Processes</i> , 2015, 126, 37-48.	1.4	36
25	Gender Diversity on U.S. Corporate Boards. <i>ILR Review</i> , 2017, 70, 160-189.	1.3	32
26	The Interplay between Culturally- and Situationally-based Mental Models of Intercultural Dispute Resolution: West Meets Middle East <sup>1</sup> . <i>International Negotiation</i> , 2011, 16, 481-510.	0.2	29
27	Dignity, Face, and Honor cultures: implications for negotiation and conflict management. , 2013, , 249-282.		29
28	Airline Safety Improvement Through Experience with Near-Misses: A Cautionary Tale. <i>Risk Analysis</i> , 2016, 36, 1054-1066.	1.5	28
29	Cross-cultural Variance in Goal Orientations and their Effects. <i>Applied Psychology</i> , 2003, 52, 272-297.	4.4	25
30	Goal orientations and performance: role of temporal norms. <i>Journal of International Business Studies</i> , 2006, 37, 484-498.	4.6	22
31	Understanding Customer Reactions to Brokered Ultimatums: Applying Negotiation and Justice Theory.. <i>Journal of Applied Psychology</i> , 2004, 89, 466-482.	4.2	20
32	Why Won't You Listen to Me? Measuring Receptiveness to Opposing Views. <i>Management Science</i> , 2020, 66, 3069-3094.	2.4	20
33	Choice of majors: are women really different from men?. <i>Economics of Education Review</i> , 2021, 81, 102079.	0.7	20
34	Managing the Intercultural Interface: Third Cultures, Antecedents, and Consequences. <i>Research on Managing Groups and Teams</i> , 2006, , 205-232.	0.6	20
35	Intervening in Employee Disputes: How and When Will Managers from China, Japan and the USA Act Differently?. <i>Management and Organization Review</i> , 2007, 3, 183-204.	1.8	19
36	Organizational Correctives for Improving Recognition of Near-Miss Events. <i>Journal of Management</i> , 2016, 42, 671-697.	6.3	19

#	ARTICLE	IF	CITATIONS
37	Culture and Joint Gains in Negotiation. , 1998, 14, 61.		14
38	Near-miss events, risk messages, and decision making. Environment Systems and Decisions, 2016, 36, 34-44.	1.9	12
39	Conflict Management in Asia. , 2004, , 439-458.		10
40	Interpreting Near-Miss Events. EMJ - Engineering Management Journal, 2005, 17, 25-29.	1.4	9
41	Using Shocks and Rumors to Teach Adaptive Thinking. Negotiation Journal, 2010, 26, 69-83.	0.3	6
42	Is it sometimes better to receive than to give? Preferences for receiver roles over proposer roles in consumer behavior ultimatums. Organizational Behavior and Human Decision Processes, 2012, 119, 64-77.	1.4	5
43	MANAGING WORK PLACE CONFLICT: A COMPARISON OF CONFLICT FRAMES AND RESOLUTIONS IN THE U.S. AND HONG KONG.. Proceedings - Academy of Management, 1997, 1997, 87-91.	0.0	4
44	The Heart of Darkness: Advice on Navigating Cross-Cultural Research. International Negotiation, 2005, 10, 183-192.	0.2	4
45	Improving Customer Reactions to Electronic Brokered Ultimatums: The Benefits of Prior Experience and Explanations. Journal of Applied Social Psychology, 2006, 36, 2293-2324.	1.3	3
46	Avoiding Common Pitfalls in Lessons Learned Processes that Support Decisions with Significant Risks. , 2007, , .		3
47	Differentiating Conflicts in Beliefs Versus Value Tradeoffs in the Domestic Intelligence Policy Debate. Risk Analysis, 2012, 32, 713-728.	1.5	3
48	Improving the recognition of near-miss events on NASA missions. , 2013, , .		2
49	A different kind of organizational silence: When individuals fail to recognize a problem exists. , 2016, , .		2
50	WHEW THAT WAS CLOSE: HOW NEAR-MISS EVENTS BIAS SUBSEQUENT DECISION MAKING UNDER RISK.. Proceedings - Academy of Management, 2005, 2005, B1-B6.	0.0	2
51	Responses to a Normative Conflict Among American and Chinese Managers. SSRN Electronic Journal, 2003, , .	0.4	1
52	'Whew that was Close!' How Near Miss Events Bias Subsequent Decision Making under Risk. SSRN Electronic Journal, 2005, , .	0.4	1
53	Using organizational messages to improve the recognition of near-miss events on projects. , 2014, , .		0
54	Near-Misses and Decision Making Under Uncertainty in the Context of Cybersecurity. , 2017, , 745-760.		0

#	ARTICLE	IF	CITATIONS
55	Customer Reactions to Brokered Ultimatums: Integrating Negotiation and Justice Theory. SSRN Electronic Journal, 0, , .	0.4	0
56	Structural Differences in Electronically Mediated Ultimatum Negotiations: How Negotiation Role and Awareness of Alternatives Influence Customer Outcomes. SSRN Electronic Journal, 0, , .	0.4	0
57	Women's Leadership in Corporate America. , 0, , 464-473.		0
58	Managing "No" to Work-Related Requests: What, Really, Do We Know?. Proceedings - Academy of Management, 2022, 2022, .	0.0	0