Catherine H Tinsley

List of Publications by Year
in descending order

58 papers	3,481 citations	201674 27 h-index	197818 49 g-index
62 all docs	62 docs citations	62 times ranked	1935 citing authors

#	Article	IF	Citations
1	Managing "No" to Work-Related Requests: What, Really, Do We Know?. Proceedings - Academy of Management, 2022, 2022, .	0.1	0
2	Choice of majors: are women really different from men?. Economics of Education Review, 2021, 81, 102079.	1.4	20
3	Why Won't You Listen to Me? Measuring Receptiveness to Opposing Views. Management Science, 2020, 66, 3069-3094.	4.1	20
4	Gender Diversity on U.S. Corporate Boards. ILR Review, 2017, 70, 160-189.	2.3	32
5	Near-Misses and Decision Making Under Uncertainty in the Context of Cybersecurity. , 2017, , 745-760.		0
6	Dignity, face, and honor cultures: A study of negotiation strategy and outcomes in three cultures. Journal of Organizational Behavior, 2016, 37, 1178-1201.	4.7	84
7	Airline Safety Improvement Through Experience with Near‐Misses: A Cautionary Tale. Risk Analysis, 2016, 36, 1054-1066.	2.7	28
8	A different kind of organizational silence: When individuals fail to recognize a problem exists. , 2016, , .		2
9	Near-miss events, risk messages, and decision making. Environment Systems and Decisions, 2016, 36, 34-44.	3.4	12
10	Organizational Correctives for Improving Recognition of Near-Miss Events. Journal of Management, 2016, 42, 671-697.	9.3	19
11	Who should bring home the bacon? How deterministic views of gender constrain spousal wage preferences. Organizational Behavior and Human Decision Processes, 2015, 126, 37-48.	2.5	36
12	Evolving Risk Perceptions About Near-Miss Terrorist Events. Decision Analysis, 2014, 11, 27-42.	2.1	47
13	Near‐Misses and Future Disaster Preparedness. Risk Analysis, 2014, 34, 1907-1922.	2.7	84
14	Using organizational messages to improve the recognition of near-miss events on projects. , 2014, , .		0
15	Improving the recognition of near-miss events on NASA missions. , 2013, , .		2
16	Punishing female negotiators for asserting too much…or not enough: Exploring why advocacy moderates backlash against assertive female negotiators. Organizational Behavior and Human Decision Processes, 2013, 120, 110-122.	2.5	157
17	Ask and Ye Shall Receive? How Gender and Status Moderate Negotiation Success. Negotiation and Conflict Management Research, 2013, 6, 253-272.	1.0	72
18	Dignity, Face, and Honor cultures: implications for negotiation and conflict management. , 2013, , 249-282.		29

#	ARTICLE	IF	CITATIONS
19	How Near-Miss Events Amplify or Attenuate Risky Decision Making. Management Science, 2012, 58, 1596-1613.	4.1	167
20	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.	2.5	5
21	Differentiating Conflicts in Beliefs Versus Value Tradeoffs in the Domestic Intelligence Policy Debate. Risk Analysis, 2012, 32, 713-728.	2.7	3
22	Why Near†Miss Events Can Decrease an Individual's Protective Response to Hurricanes. Risk Analysis, 2011, 31, 440-449.	2.7	123
23	Subgroups within a team: The role of cognitive and affective integration. Journal of Organizational Behavior, 2011, 32, 831-849.	4.7	82
24	The Interplay between Culturally- and Situationally-based Mental Models of Intercultural Dispute Resolution: West Meets Middle East1. International Negotiation, 2011, 16, 481-510.	0.5	29
25	Using Ã¢Â€ÂœShocks and RumorsÃ¢Â€Â•to Teach Adaptive Thinking. Negotiation Journal, 2010, 26, 69-83.	0.5	6
26	Starting Out on the Right Foot: Negotiation Schemas When Cultures Collide. Negotiation and Conflict Management Research, 2009, 2, 138-163.	1.0	86
27	Women at the Bargaining Table: Pitfalls and Prospects. Negotiation Journal, 2009, 25, 233-248.	0.5	92
28	Warm glow and charitable giving: Why the wealthy do not give more to charity?. Journal of Economic Psychology, 2009, 30, 490-499.	2.2	55
29	How Near-Misses Influence Decision Making Under Risk: A Missed Opportunity for Learning. Management Science, 2008, 54, 1425-1440.	4.1	190
30	Multicommunicating: A Practice Whose Time Has Come?. Academy of Management Review, 2008, 33, 391-403.	11.7	101
31	Avoiding Common Pitfalls in Lessons Learned Processes that Support Decisions with Significant Risks. , 2007, , .		3
32	Intervening in Employee Disputes: How and When Will Managers from China, Japan and the USA Act Differently?. Management and Organization Review, 2007, 3, 183-204.	2.1	19
33	Goal orientations and performance: role of temporal norms. Journal of International Business Studies, 2006, 37, 484-498.	7.3	22
34	Improving Customer Reactions to Electronic Brokered Ultimatums: The Benefits of Prior Experience and Explanations. Journal of Applied Social Psychology, 2006, 36, 2293-2324.	2.0	3
35	Managing the Intercultural Interface: Third Cultures, Antecedents, and Consequences. Research on Managing Groups and Teams, 2006, , 205-232.	0.6	20
36	'Whew that was Close!' How Near Miss Events Bias Subsequent Decision Making under Risk. SSRN Electronic Journal, 2005, , .	0.4	1

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37	Interpreting Near-Miss Events. EMJ - Engineering Management Journal, 2005, 17, 25-29.	2.3	9
38	The Heart of Darkness: Advice on Navigating Cross-Cultural Research. International Negotiation, 2005, 10, 183-192.	0.5	4
39	WHEW THAT WAS CLOSE: HOW NEAR-MISS EVENTS BIAS SUBSEQUENT DECISION MAKING UNDER RISK.. Proceedings - Academy of Management, 2005, 2005, B1-B6.	0.1	2
40	Culture and Negotiation Strategy. Negotiation Journal, 2004, 20, 87-111.	0.5	151
41	Conflict Management in Asia. , 2004, , 439-458.		10
42	Understanding Customer Reactions to Brokered Ultimatums: Applying Negotiation and Justice Theory.. Journal of Applied Psychology, 2004, 89, 466-482.	5.3	20
43	Cross-cultural Variance in Goal Orientations and their Effects. Applied Psychology, 2003, 52, 272-297.	7.1	25
44	Responses to a Normative Conflict Among American and Chinese Managers. SSRN Electronic Journal, 2003, , .	0.4	1
45	Tough guys finish last: the perils of a distributive reputation. Organizational Behavior and Human Decision Processes, 2002, 88, 621-642.	2.5	218
46	An Investigation of the Antecedents and Consequences of Group-Level Confidence1. Journal of Applied Social Psychology, 2002, 32, 1628-1652.	2.0	74
47	How negotiators get to yes: Predicting the constellation of strategies used across cultures to negotiate conflict.. Journal of Applied Psychology, 2001, 86, 583-593.	5.3	164
48	Managing Workplace Conflict in the United States and Hong Kong. Organizational Behavior and Human Decision Processes, 2001, 85, 360-381.	2.5	111
49	Culture and Joint Gains in Negotiation. Negotiation Journal, 1998, 14, 61-86.	0.5	92
50	Negotiating in the United States and Hong Kong. Journal of International Business Studies, 1998, 29, 711-727.	7.3	78
51	Models of conflict resolution in Japanese, German, and American cultures.. Journal of Applied Psychology, 1998, 83, 316-323.	5.3	112
52	Culture and Joint Gains in Negotiation. Negotiation Journal, 1998, 14, 61-86.	0.5	14
53	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.	0.1	4
54	Negotiating over Time: Impediments to Integrative Solutions. Organizational Behavior and Human Decision Processes, 1995, 62, 241-251.	2.5	68

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55	The Decline and Fall of the Conglomerate Firm in the 1980s: The Deinstitutionalization of an Organizational Form. American Sociological Review, 1994, 59, 547.	5.2	617
56	Customer Reactions to Brokered Ultimatums: Integrating Negotiation and Justice Theory. SSRN Electronic Journal, 0, , .	0.4	0
57	Structural Differences in Electronically Mediated Ultimatum Negotiations: How Negotiation Role and Awareness of Alternatives Influence Customer Outcomes. SSRN Electronic Journal, 0, , .	0.4	0
58	Women's Leadership in Corporate America. , 0, , 464-473.		0