

Catherine H Tinsley

List of Publications by Year in descending order

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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	Managing "to Work-Related Requests: What, Really, Do We Know?. Proceedings - Academy of Management, 2022, 2022, .	0.0	0
2	Choice of majors: are women really different from men?. Economics of Education Review, 2021, 81, 102079.	0.7	20
3	Why Won't You Listen to Me? Measuring Receptiveness to Opposing Views. Management Science, 2020, 66, 3069-3094.	2.4	20
4	Gender Diversity on U.S. Corporate Boards. ILR Review, 2017, 70, 160-189.	1.3	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.	2.9	84
7	Airline Safety Improvement Through Experience with Near-Misses: A Cautionary Tale. Risk Analysis, 2016, 36, 1054-1066.	1.5	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.	1.9	12
10	Organizational Correctives for Improving Recognition of Near-Miss Events. Journal of Management, 2016, 42, 671-697.	6.3	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.	1.4	36
12	Evolving Risk Perceptions About Near-Miss Terrorist Events. Decision Analysis, 2014, 11, 27-42.	1.2	47
13	Near-Misses and Future Disaster Preparedness. Risk Analysis, 2014, 34, 1907-1922.	1.5	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.	1.4	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. <i>Management Science</i> , 2012, 58, 1596-1613.	2.4	167
20	Is it sometimes better to receive than to give? Preferences for receiver roles over proposer roles in consumer behavior ultimatums. <i>Organizational Behavior and Human Decision Processes</i> , 2012, 119, 64-77.	1.4	5
21	Differentiating Conflicts in Beliefs Versus Value Tradeoffs in the Domestic Intelligence Policy Debate. <i>Risk Analysis</i> , 2012, 32, 713-728.	1.5	3
22	Why Near-Miss Events Can Decrease an Individual's Protective Response to Hurricanes. <i>Risk Analysis</i> , 2011, 31, 440-449.	1.5	123
23	Subgroups within a team: The role of cognitive and affective integration. <i>Journal of Organizational Behavior</i> , 2011, 32, 831-849.	2.9	82
24	The Interplay between Culturally- and Situationally-based Mental Models of Intercultural Dispute Resolution: West Meets Middle East1. <i>International Negotiation</i> , 2011, 16, 481-510.	0.2	29
25	Using Shocks and Rumors to Teach Adaptive Thinking. <i>Negotiation Journal</i> , 2010, 26, 69-83.	0.3	6
26	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
27	Women at the Bargaining Table: Pitfalls and Prospects. <i>Negotiation Journal</i> , 2009, 25, 233-248.	0.3	92
28	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
29	How Near-Misses Influence Decision Making Under Risk: A Missed Opportunity for Learning. <i>Management Science</i> , 2008, 54, 1425-1440.	2.4	190
30	Multicommunicating: A Practice Whose Time Has Come?. <i>Academy of Management Review</i> , 2008, 33, 391-403.	7.4	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?. <i>Management and Organization Review</i> , 2007, 3, 183-204.	1.8	19
33	Goal orientations and performance: role of temporal norms. <i>Journal of International Business Studies</i> , 2006, 37, 484-498.	4.6	22
34	Improving Customer Reactions to Electronic Brokered Ultimatums: The Benefits of Prior Experience and Explanations. <i>Journal of Applied Social Psychology</i> , 2006, 36, 2293-2324.	1.3	3
35	Managing the Intercultural Interface: Third Cultures, Antecedents, and Consequences. <i>Research on Managing Groups and Teams</i> , 2006, , 205-232.	0.6	20
36	'Whew that was Close!' How Near Miss Events Bias Subsequent Decision Making under Risk. <i>SSRN Electronic Journal</i> , 2005, , .	0.4	1

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37	Interpreting Near-Miss Events. EMJ - Engineering Management Journal, 2005, 17, 25-29.	1.4	9
38	The Heart of Darkness: Advice on Navigating Cross-Cultural Research. International Negotiation, 2005, 10, 183-192.	0.2	4
39	WHEW THAT WAS CLOSE: HOW NEAR-MISS EVENTS BIAS SUBSEQUENT DECISION MAKING UNDER RISK.. Proceedings - Academy of Management, 2005, 2005, B1-B6.	0.0	2
40	Culture and Negotiation Strategy. Negotiation Journal, 2004, 20, 87-111.	0.3	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.	4.2	20
43	Cross-cultural Variance in Goal Orientations and their Effects. Applied Psychology, 2003, 52, 272-297.	4.4	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.	1.4	218
46	An Investigation of the Antecedents and Consequences of Group-Level Confidence1. Journal of Applied Social Psychology, 2002, 32, 1628-1652.	1.3	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.	4.2	164
48	Managing Workplace Conflict in the United States and Hong Kong. Organizational Behavior and Human Decision Processes, 2001, 85, 360-381.	1.4	111
49	Culture and Joint Gains in Negotiation. Negotiation Journal, 1998, 14, 61-86.	0.3	92
50	Negotiating in the United States and Hong Kong. Journal of International Business Studies, 1998, 29, 711-727.	4.6	78
51	Models of conflict resolution in Japanese, German, and American cultures.. Journal of Applied Psychology, 1998, 83, 316-323.	4.2	112
52	Culture and Joint Gains in Negotiation. , 1998, 14, 61.		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.	0.0	4
54	Negotiating over Time: Impediments to Integrative Solutions. Organizational Behavior and Human Decision Processes, 1995, 62, 241-251.	1.4	68

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55	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
56	Customer Reactions to Brokered Ultimatums: Integrating Negotiation and Justice Theory. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
57	Structural Differences in Electronically Mediated Ultimatum Negotiations: How Negotiation Role and Awareness of Alternatives Influence Customer Outcomes. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
58	Women's Leadership in Corporate America. , 0, , 464-473.		0