

Raymond A Friedman

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/6800264/publications.pdf>

Version: 2024-02-01

27
papers

1,540
citations

623574

14
h-index

526166

27
g-index

28
all docs

28
docs citations

28
times ranked

1192
citing authors

#	ARTICLE	IF	CITATIONS
1	Implicit Theories of Negotiation: Developing a Measure of Agreement Fluidity. <i>Negotiation and Conflict Management Research</i> , 2020, 13, 127-150.	1.0	3
2	Anger as a trigger for information search in integrative negotiations.. <i>Journal of Applied Psychology</i> , 2020, 105, 713-731.	4.2	3
3	Chinese acceptance of mistreatment by in-relation offenders can be neutralized by triggering a "group" collectivism perspective. <i>European Journal of Work and Organizational Psychology</i> , 2019, 28, 384-398.	2.2	3
4	Paradoxical Relationships Between Cultural Norms of Particularism and Attitudes Toward Relational Favoritism: A Cultural Reflectivity Perspective. <i>Journal of Business Ethics</i> , 2017, 145, 63-79.	3.7	17
5	Seeing and studying China: Leveraging phenomenon-based research in China for theory advancement. <i>Organizational Behavior and Human Decision Processes</i> , 2017, 143, 1-7.	1.4	8
6	Managing Co-occurring Conflicts in Teams. <i>Group Decision and Negotiation</i> , 2016, 25, 501-536.	2.0	10
7	Vicarious shame and psychological distancing following organizational misbehavior. <i>Motivation and Emotion</i> , 2015, 39, 795-812.	0.8	16
8	Beyond Offers and Counteroffers: The Impact of Interaction Time and Negotiator Job Satisfaction on Subjective Outcomes in Negotiation. <i>Negotiation Journal</i> , 2013, 29, 39-60.	0.3	4
9	Do more hats bring more benefits? Exploring the impact of dual organizational identification on work-related attitudes and performance. <i>Journal of Occupational and Organizational Psychology</i> , 2013, 86, 417-434.	2.6	17
10	The Dynamics of Consensus Building in Intracultural and Intercultural Negotiations. <i>Administrative Science Quarterly</i> , 2012, 57, 269-304.	4.8	77
11	Culture and accountability in negotiation: Recognizing the importance of in-group relations. <i>Organizational Behavior and Human Decision Processes</i> , 2012, 117, 221-234.	1.4	61
12	Cross-Cultural Difference in Reactions to Facework During Service Failures. <i>Negotiation and Conflict Management Research</i> , 2011, 4, 352-380.	1.0	8
13	Examining the positive and negative effects of guanxi practices: A multi-level analysis of guanxi practices and procedural justice perceptions. <i>Asia Pacific Journal of Management</i> , 2011, 28, 715-735.	2.9	105
14	Explaining Incivility in the Workplace: The Effects of Personality and Culture. <i>Negotiation and Conflict Management Research</i> , 2009, 2, 164-184.	1.0	36
15	The Lingering Effects of the Recruitment Experience on the Long-Term Employment Relationship. <i>Negotiation and Conflict Management Research</i> , 2008, 1, 246-262.	1.0	9
16	Employee Network Groups; Self-Help Strategy for Women and Minorities. <i>Performance Improvement Quarterly</i> , 2008, 12, 148-163.	0.4	4
17	Causal attribution for interfirm contract violation: A comparative study of Chinese and American commercial arbitrators.. <i>Journal of Applied Psychology</i> , 2007, 92, 856-864.	4.2	22
18	Racial differences in sensitivity to behavioral integrity: Attitudinal consequences, in-group effects, and "trickle down" among Black and non-Black employees.. <i>Journal of Applied Psychology</i> , 2007, 92, 650-665.	4.2	199

#	ARTICLE	IF	CITATIONS
19	An expectancy model of Chineseâ€”American differences in conflict-avoiding. <i>Journal of International Business Studies</i> , 2006, 37, 76-91.	4.6	171
20	â€”Ren Qingâ€”versus the â€”Big Fiveâ€”™ The Role of Culturally Sensitive Measures of Individual Difference in Distributive Negotiations. <i>Management and Organization Review</i> , 2005, 1, 225-247.	1.8	73
21	Predicting Joining and Participating in Minority Employee Network Groups. <i>Industrial Relations</i> , 2004, 43, 793-816.	0.9	40
22	The Positive and Negative Effects of Anger on Dispute Resolution: Evidence From Electronically Mediated Disputes.. <i>Journal of Applied Psychology</i> , 2004, 89, 369-376.	4.2	219
23	The effects of network groups on minority employee turnover intentions. <i>Human Resource Management</i> , 2002, 41, 405-421.	3.5	84
24	WHAT GOES AROUND COMES AROUND: THE IMPACT OF PERSONAL CONFLICT STYLE ON WORK CONFLICT AND STRESS. <i>International Journal of Conflict Management</i> , 2000, 11, 32-55.	1.0	330
25	Deception and Mutual Gains Bargaining: Are They Mutually Exclusive?. <i>Negotiation Journal</i> , 1995, 11, 243-253.	0.3	10
26	Missing Ingredients in Mutual Gains Bargaining Theory. <i>Negotiation Journal</i> , 1994, 10, 265-280.	0.3	6
27	From shared climate to personal ecosystems: Why some people create unique environments. <i>Organizational Psychology Review</i> , 0, , 204138662110134.	3.0	1