

Gerben A Van Kleef

List of Publications by Year in descending order

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Version: 2024-02-01

162
papers

13,715
citations

26630

56
h-index

24258

110
g-index

167
all docs

167
docs citations

167
times ranked

7254
citing authors

#	ARTICLE	IF	CITATIONS
1	Reading emotions, reading people: Emotion perception and inferences drawn from perceived emotions. <i>Current Opinion in Psychology</i> , 2022, 43, 85-90.	4.9	23
2	The Social Effects of Emotions. <i>Annual Review of Psychology</i> , 2022, 73, 629-658.	17.7	74
3	Managing Team Conscientiousness Diversity: The Role of Leader Emotion-Regulation Knowledge. <i>Small Group Research</i> , 2022, 53, 532-562.	2.7	2
4	Moving the self and others to do good: The emotional underpinnings of prosocial behavior. <i>Current Opinion in Psychology</i> , 2022, 44, 80-88.	4.9	14
5	When and why does gossip increase prosocial behavior?. <i>Current Opinion in Psychology</i> , 2022, 44, 315-320.	4.9	5
6	“You’re just envious” Inferring benign and malicious envy from facial expressions and contextual information.. <i>Emotion</i> , 2022, 22, 64-80.	1.8	2
7	The spatial representation of leadership depends on ecological threat: A replication and extension of Menon et al. (2010).. <i>Journal of Personality and Social Psychology</i> , 2022, 123, e1-e22.	2.8	1
8	Meh, whatever: The effects of indifference expressions on cooperation in social conflict.. <i>Journal of Personality and Social Psychology</i> , 2022, 123, 1336-1361.	2.8	0
9	The avatar will see you now: Support from a virtual human provides socio-emotional benefits. <i>Computers in Human Behavior</i> , 2022, 136, 107368.	8.5	15
10	The signalling effects of nonconforming dress style in personnel selection contexts: do applicants’ qualifications matter?. <i>European Journal of Work and Organizational Psychology</i> , 2021, 30, 70-82.	3.7	6
11	No guts, no glory? How risk-taking shapes dominance, prestige, and leadership endorsement.. <i>Journal of Applied Psychology</i> , 2021, 106, 1673-1694.	5.3	17
12	How Narcissism Shapes Responses to Antisocial and Prosocial Behavior: Hypo-Responsiveness or Hyper-Responsiveness?. <i>Personality and Social Psychology Bulletin</i> , 2021, , 014616722110072.	3.0	3
13	Comment: Moving (Further) Beyond Private Experience: On the Radicalization of the Social Approach to Emotions and the Emancipation of Verbal Emotional Expressions. <i>Emotion Review</i> , 2021, 13, 90-94.	3.4	3
14	How norm violators rise and fall in the eyes of others: The role of sanctions. <i>PLoS ONE</i> , 2021, 16, e0254574.	2.5	8
15	Cultural differences in perceiving transitions in emotional facial expressions: Easterners show greater contrast effects than westerners. <i>Journal of Experimental Social Psychology</i> , 2021, 95, 104143.	2.2	3
16	How hierarchy shapes our emotional lives: effects of power and status on emotional experience, expression, and responsiveness. <i>Current Opinion in Psychology</i> , 2020, 33, 148-153.	4.9	30
17	Climbing the ladder or falling from grace? A threat-opportunity framework of the effects of norm violations on social rank. <i>Current Opinion in Psychology</i> , 2020, 33, 74-79.	4.9	12
18	Unmasking smiles: the influence of culture and intensity on interpretations of smiling expressions. <i>Journal of Cultural Cognitive Science</i> , 2020, 4, 293-308.	1.1	10

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19	Face threat sensitivity in distributive negotiations: Effects on negotiator self-esteem and demands. <i>Organizational Behavior and Human Decision Processes</i> , 2020, 161, 255-273.	2.5	9
20	Power, status, and hierarchy: current trends and future challenges. <i>Current Opinion in Psychology</i> , 2020, 33, iv-xiii.	4.9	15
21	Requiem for a Nudge: Framing effects in nudging honesty. <i>Journal of Economic Behavior and Organization</i> , 2020, 172, 247-266.	2.0	64
22	Toward an Integrative Psychometric Model of Emotions. <i>Perspectives on Psychological Science</i> , 2020, 15, 444-468.	9.0	54
23	Leading diversity: Towards a theory of functional leadership in diverse teams.. <i>Journal of Applied Psychology</i> , 2020, 105, 1101-1128.	5.3	67
24	Emotions as guardians of group norms: expressions of anger and disgust drive inferences about autonomy and purity violations. <i>Cognition and Emotion</i> , 2019, 33, 563-578.	2.0	26
25	Powerless people don't yell but tell: The effects of social power on direct and indirect expression of anger. <i>European Journal of Social Psychology</i> , 2019, 49, 533-547.	2.4	16
26	Requiem for a Nudge: Framing Effects in Nudging Honesty. <i>SSRN Electronic Journal</i> , 2019, , .	0.4	1
27	Getting a Grip on the Grapevine: Extension and Factor Structure of the Motives to Gossip Questionnaire. <i>Frontiers in Psychology</i> , 2019, 10, 1190.	2.1	16
28	How emotions influence alliance relationships: The potential functionality of negative emotions. <i>Organizational Psychology Review</i> , 2019, 9, 157-183.	4.3	6
29	Ecological and cultural factors underlying the global distribution of prejudice. <i>PLoS ONE</i> , 2019, 14, e0221953.	2.5	55
30	I hear you (not): sharersâ€™™ expressions and listenersâ€™™ inferences of the need for support in response to negative emotions. <i>Cognition and Emotion</i> , 2019, 33, 1129-1143.	2.0	12
31	The dynamic nature of social norms: New perspectives on norm development, impact, violation, and enforcement. <i>Journal of Experimental Social Psychology</i> , 2019, 84, 103814.	2.2	31
32	Dealing in hope: Does observing hope expressions increase conciliatory attitudes in intergroup conflict?. <i>Journal of Experimental Social Psychology</i> , 2019, 83, 102-111.	2.2	17
33	Stop crying! The impact of situational demands on interpersonal emotion regulation. <i>Cognition and Emotion</i> , 2019, 33, 1587-1598.	2.0	17
34	Feeling entitled to rules: Entitled individuals prevent norm violators from rising up the ranks. <i>Journal of Experimental Social Psychology</i> , 2019, 84, 103790.	2.2	10
35	Revisiting cultural differences in emotion perception between easterners and westerners: Chinese perceivers are accurate, but see additional non-intended emotions in negative facial expressions. <i>Journal of Experimental Social Psychology</i> , 2019, 82, 152-159.	2.2	15
36	Emotional games: How coaches' emotional expressions shape players' emotions, inferences, and team performance. <i>Psychology of Sport and Exercise</i> , 2019, 41, 1-11.	2.1	39

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37	When (not) to empathize: The differential effects of combined emotion recognition and empathic concern on client satisfaction across professions. <i>Motivation and Emotion</i> , 2019, 43, 112-129.	1.3	7
38	Cultural Collectivism and Tightness Moderate Responses to Norm Violators: Effects on Power Perception, Moral Emotions, and Leader Support. <i>Personality and Social Psychology Bulletin</i> , 2019, 45, 947-964.	3.0	69
39	Communication of anger versus disappointment in bargaining and the moderating role of power. <i>Journal of Behavioral Decision Making</i> , 2018, 31, 632-643.	1.7	7
40	Sense or sensibility? Social sharers'™ evaluations of socio-affective vs. cognitive support in response to negative emotions. <i>Cognition and Emotion</i> , 2018, 32, 1247-1264.	2.0	29
41	Person perception from changing emotional expressions: primacy, recency, or averaging effect?. <i>Cognition and Emotion</i> , 2018, 32, 1597-1610.	2.0	16
42	Does Anger Expression Help or Harm Leader Effectiveness? The Role of Competence-based versus Integrity-based Violations and Abusive Supervision. <i>Academy of Management Journal</i> , 2018, 61, 1050-1072.	6.3	53
43	Seeing Mixed Emotions: The Specificity of Emotion Perception From Static and Dynamic Facial Expressions Across Cultures. <i>Journal of Cross-Cultural Psychology</i> , 2018, 49, 130-148.	1.6	26
44	Emotional Dynamics in Conflict and Negotiation: Individual, Dyadic, and Group Processes. <i>Annual Review of Organizational Psychology and Organizational Behavior</i> , 2018, 5, 437-464.	9.9	37
45	Effects of Social Anxiety on Emotional Mimicry and Contagion: Feeling Negative, but Smiling Politely. <i>Journal of Nonverbal Behavior</i> , 2018, 42, 81-99.	1.0	21
46	The interpersonal effects of emotion intensity in customer service: Perceived appropriateness and authenticity of attendants' emotional displays shape customer trust and satisfaction. <i>Organizational Behavior and Human Decision Processes</i> , 2018, 144, 97-111.	2.5	87
47	The Dark Side of a Smiley. <i>Social Psychological and Personality Science</i> , 2018, 9, 614-625.	3.9	68
48	Three strong moves to improve research and replications alike. <i>Behavioral and Brain Sciences</i> , 2018, 41, e130.	0.7	3
49	Parochial cooperation in nested intergroup dilemmas is reduced when it harms out-groups.. <i>Journal of Personality and Social Psychology</i> , 2018, 114, 909-923.	2.8	33
50	The art of influence: When and why deviant artists gain impact.. <i>Journal of Personality and Social Psychology</i> , 2018, 115, 276-303.	2.8	24
51	When expressions of fake emotions elicit negative reactions: The role of observers' dialectical thinking. <i>Journal of Organizational Behavior</i> , 2017, 38, 1196-1212.	4.7	24
52	The Social Effects of Emotions are Functionally Equivalent Across Expressive Modalities. <i>Psychological Inquiry</i> , 2017, 28, 211-216.	0.9	30
53	Emotional influence in groups: the dynamic nexus of affect, cognition, and behavior. <i>Current Opinion in Psychology</i> , 2017, 17, 156-161.	4.9	29
54	Fit between decision mode and processing style predicts subjective value of chosen alternatives. <i>European Journal of Social Psychology</i> , 2017, 47, 72-81.	2.4	2

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55	Power as an emotional liability: Implications for perceived authenticity and trust after a transgression.. <i>Journal of Experimental Psychology: General</i> , 2017, 146, 1379-1401.	2.1	14
56	Leadership and Affect: Moving the Hearts and Minds of Followers. <i>Academy of Management Annals</i> , 2016, 10, 799-840.	9.6	59
57	Pitching Emotions: The Interpersonal Effects of Emotions in Professional Baseball. <i>Frontiers in Psychology</i> , 2016, 7, 178.	2.1	6
58	Editorial: The Social Nature of Emotions. <i>Frontiers in Psychology</i> , 2016, 7, 896.	2.1	62
59	Leadership and Affect: Moving the Hearts and Minds of Followers. <i>Academy of Management Annals</i> , 2016, 10, 799-840.	9.6	32
60	How norm violations shape social hierarchies: Those who stand on top block norm violators from rising up. <i>Group Processes and Intergroup Relations</i> , 2016, 19, 608-629.	3.9	31
61	Are the Powerful Really Blind to the Feelings of Others? How Hierarchical Concerns Shape Attention to Emotions. <i>Personality and Social Psychology Bulletin</i> , 2016, 42, 755-768.	3.0	34
62	Emotional collectives: How groups shape emotions and emotions shape groups. <i>Cognition and Emotion</i> , 2016, 30, 3-19.	2.0	90
63	Enhancing emotional performance and customer service through human resources practices: A systems perspective. <i>Human Resource Management Review</i> , 2016, 26, 14-24.	4.8	62
64	Team members'™ emotional displays as indicators of team functioning. <i>Cognition and Emotion</i> , 2016, 30, 134-149.	2.0	18
65	The persuasive power of emotions: Effects of emotional expressions on attitude formation and change.. <i>Journal of Applied Psychology</i> , 2015, 100, 1124-1142.	5.3	161
66	Emotional reactions to deviance in groups: the relation between number of angry reactions, felt rejection, and conformity. <i>Frontiers in Psychology</i> , 2015, 6, 830.	2.1	6
67	Deriving meaning from others'™ emotions: attribution, appraisal, and the use of emotions as social information. <i>Frontiers in Psychology</i> , 2015, 6, 1077.	2.1	38
68	How leaders' emotional displays shape followers' organizational citizenship behavior. <i>Leadership Quarterly</i> , 2015, 26, 489-501.	5.8	72
69	Bounded Benefits of Representative Cooperativeness in Intergroup Negotiations. <i>Group Decision and Negotiation</i> , 2015, 24, 993-1014.	3.3	3
70	Interpersonal instrumental emotion regulation. <i>Journal of Experimental Social Psychology</i> , 2015, 58, 124-135.	2.2	99
71	Power Gets You High. <i>Social Psychological and Personality Science</i> , 2015, 6, 472-480.	3.9	25
72	The social dynamics of breaking the rules: antecedents and consequences of norm-violating behavior. <i>Current Opinion in Psychology</i> , 2015, 6, 25-31.	4.9	78

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73	How emotional expressions shape prosocial behavior: Interpersonal effects of anger and disappointment on compliance with requests. <i>Motivation and Emotion</i> , 2015, 39, 128-141.	1.3	37
74	Welcome Interferences: Dealing with Obstacles Promotes Creative Thought in Goal Pursuit. <i>Creativity and Innovation Management</i> , 2015, 24, 207-216.	3.3	12
75	Emotional expressions as social signals of rejection and acceptance: Evidence from the Affect Misattribution Paradigm. <i>Journal of Experimental Social Psychology</i> , 2015, 56, 60-68.	2.2	48
76	Emotions as Agents of Social Influence. , 2014, , .		3
77	Do we give power to the right people? When and how norm violators rise to the top. , 2014, , 33-52.		6
78	How instructorsâ€™ emotional expressions shape studentsâ€™ learning performance: The roles of anger, happiness, and regulatory focus.. <i>Journal of Experimental Psychology: General</i> , 2014, 143, 980-984.	2.1	28
79	Competitive representative negotiations worsen intergroup relations. <i>Group Processes and Intergroup Relations</i> , 2014, 17, 143-160.	3.9	6
80	Understanding the positive and negative effects of emotional expressions in organizations: EASI does it. <i>Human Relations</i> , 2014, 67, 1145-1164.	5.4	94
81	Effects of processing style on responsiveness to affective stimuli and processing fluency. <i>Cognition and Emotion</i> , 2014, 28, 959-970.	2.0	9
82	Deliberation Versus Intuition: Decomposing the Role of Expertise in Judgment and Decision Making. <i>Journal of Behavioral Decision Making</i> , 2013, 26, 285-294.	1.7	35
83	Interest (mis)alignments in representative negotiations: Do pro-social agents fuel or reduce inter-group conflict?. <i>Organizational Behavior and Human Decision Processes</i> , 2013, 120, 240-250.	2.5	35
84	On the social influence of emotions in groups: Interpersonal effects of anger and happiness on conformity versus deviance.. <i>Journal of Personality and Social Psychology</i> , 2013, 105, 262-284.	2.8	80
85	The advantages of being unpredictable: How emotional inconsistency extracts concessions in negotiation. <i>Journal of Experimental Social Psychology</i> , 2013, 49, 498-508.	2.2	53
86	The consequences of faking anger in negotiations. <i>Journal of Experimental Social Psychology</i> , 2013, 49, 453-463.	2.2	160
87	How leader displays of happiness and sadness influence follower performance: Emotional contagion and creative versus analytical performance. <i>Leadership Quarterly</i> , 2013, 24, 172-188.	5.8	138
88	Outcome interdependence shapes the effects of prevention focus on team processes and performance. <i>Organizational Behavior and Human Decision Processes</i> , 2013, 121, 194-203.	2.5	54
89	Behavioral and neural reactions to emotions of others in the distribution of resources. <i>Social Neuroscience</i> , 2013, 8, 52-62.	1.3	13
90	Does communicating disappointment in negotiations help or hurt? Solving an apparent inconsistency in the social-functional approach to emotions.. <i>Journal of Personality and Social Psychology</i> , 2013, 105, 605-620.	2.8	55

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91	On being peripheral and paying attention: Prototypicality and information processing in intergroup conflict.. Journal of Applied Psychology, 2013, 98, 63-79.	5.3	27
92	The demise of the "rational" negotiator: emotional forces in conflict and negotiation. , 2013, , 103-130.		10
93	Face the noise: Embodied responses to nonverbal vocalizations of discrete emotions.. Journal of Personality and Social Psychology, 2012, 102, 796-814.	2.8	109
94	Oxytocin modulates selection of allies in intergroup conflict. Proceedings of the Royal Society B: Biological Sciences, 2012, 279, 1150-1154.	2.6	42
95	Searing sentiment or cold calculation? The effects of leader emotional displays on team performance depend on follower epistemic motivation. IEEE Engineering Management Review, 2012, 40, 73-94.	1.3	4
96	Stepping Back While Staying Engaged. Social Psychological and Personality Science, 2012, 3, 379-386.	3.9	8
97	Emotional influence at work: Take it EASI. Organizational Psychology Review, 2012, 2, 311-339.	4.3	145
98	The Far-Reaching Effects of Power: At the Individual, Dyadic, and Group Levels. Research on Managing Groups and Teams, 2012, , 81-113.	0.6	14
99	Who's afraid of red, yellow, and blue? Need for cognitive closure predicts aesthetic preferences.. Psychology of Aesthetics, Creativity, and the Arts, 2012, 6, 168-174.	1.3	28
100	Why People Gossip: An Empirical Analysis of Social Motives, Antecedents, and Consequences. Journal of Applied Social Psychology, 2012, 42, 2640-2670.	2.0	181
101	Prosocial norm violations fuel power affordance. Journal of Experimental Social Psychology, 2012, 48, 937-942.	2.2	45
102	Be hard on the interests and soft on the values: Conflict issue moderates the effects of anger in negotiations. British Journal of Social Psychology, 2012, 51, 741-752.	2.8	29
103	Emotion and the construal of social situations: Inferences of cooperation versus competition from expressions of anger, happiness, and disappointment. Cognition and Emotion, 2012, 26, 442-461.	2.0	80
104	Deliberation versus intuition: Global versus local processing in judgment and choice. Journal of Experimental Social Psychology, 2012, 48, 1156-1161.	2.2	33
105	Beyond negotiated outcomes: The hidden costs of anger expression in dyadic negotiation. Organizational Behavior and Human Decision Processes, 2012, 119, 54-63.	2.5	91
106	Why Anger and Disappointment Affect Other's Bargaining Behavior Differently. Personality and Social Psychology Bulletin, 2012, 38, 1209-1221.	3.0	104
107	Oxytocin Motivates Non-Cooperation in Intergroup Conflict to Protect Vulnerable In-Group Members. PLoS ONE, 2012, 7, e46751.	2.5	68
108	Prosocial Norm Violations Fuel Power Affordance. SSRN Electronic Journal, 2012, , .	0.4	0

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109	Emotion is for influence. <i>European Review of Social Psychology</i> , 2011, 22, 114-163.	9.4	131
110	Disappointed in you, angry about your offer: Distinct negative emotions induce concessions via different mechanisms. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 635-641.	2.2	113
111	Oxytocin promotes human ethnocentrism. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2011, 108, 1262-1266.	7.1	686
112	Hot or cold: Is communicating anger or threats more effective in negotiation?. <i>Journal of Applied Psychology</i> , 2011, 96, 1018-1032.	5.3	76
113	Stepping back to see the big picture: When obstacles elicit global processing.. <i>Journal of Personality and Social Psychology</i> , 2011, 101, 883-901.	2.8	53
114	The Jekyll and Hyde of Emotional Intelligence. <i>Psychological Science</i> , 2011, 22, 1073-1080.	3.3	146
115	How the Grapevine Keeps You in Line. <i>Social Psychological and Personality Science</i> , 2011, 2, 642-649.	3.9	143
116	Breaking the Rules to Rise to Power. <i>Social Psychological and Personality Science</i> , 2011, 2, 500-507.	3.9	112
117	Taking your place or matching your face: Two paths to empathic embarrassment.. <i>Emotion</i> , 2011, 11, 502-513.	1.8	58
118	The more (complex), the better? The influence of epistemic motivation on integrative bargaining in complex negotiation. <i>European Journal of Social Psychology</i> , 2010, 40, 355-365.	2.4	10
119	Equality versus differentiation: The effects of power dispersion on group interaction.. <i>Journal of Applied Psychology</i> , 2010, 95, 1032-1044.	5.3	125
120	The Neuropeptide Oxytocin Regulates Parochial Altruism in Intergroup Conflict Among Humans. <i>Science</i> , 2010, 328, 1408-1411.	12.6	969
121	The Emerging View of Emotion as Social Information. <i>Social and Personality Psychology Compass</i> , 2010, 4, 331-343.	3.7	128
122	On Being Peripheral and Paying Attention: Prototypicality and Information Processing in Intergroup Conflict. <i>SSRN Electronic Journal</i> , 2010, , .	0.4	0
123	On Angry Leaders and Agreeable Followers. <i>Psychological Science</i> , 2010, 21, 1827-1834.	3.3	134
124	Where Have All the People Gone? A Plea for Including Social Interaction in Emotion Research. <i>Emotion Review</i> , 2010, 2, 208-211.	3.4	90
125	An Interpersonal Approach to Emotion in Social Decision Making. <i>Advances in Experimental Social Psychology</i> , 2010, , 45-96.	3.3	362
126	Longer-term consequences of anger expression in negotiation: Retaliation or spillover?. <i>Journal of Experimental Social Psychology</i> , 2010, 46, 753-760.	2.2	77

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127	Can expressions of anger enhance creativity? A test of the emotions as social information (EASI) model. <i>Journal of Experimental Social Psychology</i> , 2010, 46, 1042-1048.	2.2	84
128	Don't Worry, Be Angry? Effects of Anger on Feelings, Thoughts, and Actions in Conflict and Negotiation. , 2010, , 545-559.		11
129	When being overpaid makes me feel good about myself: It depends on how the other feels. <i>Journal of Economic Psychology</i> , 2009, 30, 793-802.	2.2	8
130	When happiness pays in negotiation. <i>Mind and Society</i> , 2009, 8, 77-92.	1.3	15
131	How Emotions Regulate Social Life. <i>Current Directions in Psychological Science</i> , 2009, 18, 184-188.	5.3	972
132	"Worth a thousand words": Absolute and relative decoding of nonlinguistic affect vocalizations.. <i>Emotion</i> , 2009, 9, 293-305.	1.8	157
133	Searing Sentiment Or Cold Calculation? The Effects Of Leader Emotional Displays On Team Performance Depend On Follower Epistemic Motivation. <i>Academy of Management Journal</i> , 2009, 52, 562-580.	6.3	267
134	Response modes in negotiation. <i>Group Decision and Negotiation</i> , 2008, 17, 31-49.	3.3	17
135	Anger in social conflict: Cross-situational comparisons and suggestions for the future. <i>Group Decision and Negotiation</i> , 2008, 17, 13-30.	3.3	78
136	Are you talking to me?! Separating the people from the problem when expressing emotions in negotiation. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 362-369.	2.2	131
137	Get angry, get out: The interpersonal effects of anger communication in multiparty negotiation. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 993-1002.	2.2	74
138	Emotions as strategic information: Effects of other's emotional expressions on fixed-pie perception, demands, and integrative behavior in negotiation. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 1444-1454.	2.2	98
139	A Reciprocal Influence Model of Social Power: Emerging Principles and Lines of Inquiry. <i>Advances in Experimental Social Psychology</i> , 2008, 40, 151-192.	3.3	196
140	Power, Distress, and Compassion. <i>Psychological Science</i> , 2008, 19, 1315-1322.	3.3	410
141	What Other's Disappointment May Do to Selfish People: Emotion and Social Value Orientation in a Negotiation Context. <i>Personality and Social Psychology Bulletin</i> , 2008, 34, 1084-1095.	3.0	57
142	A social functional approach to emotions in bargaining: When communicating anger pays and when it backfires.. <i>Journal of Personality and Social Psychology</i> , 2008, 94, 600-614.	2.8	151
143	Facing Differences With an Open Mind: Openness to Experience, Salience of Intragroup Differences, and Performance of Diverse Work Groups. <i>Academy of Management Journal</i> , 2008, 51, 1204-1222.	6.3	364
144	Vessels with Gold or Guilt: Emotional Reactions to Family Involvement Associated with Glorious or Gloomy Aspects of the Colonial Past. <i>Group Processes and Intergroup Relations</i> , 2007, 10, 71-86.	3.9	27

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145	Bridging faultlines by valuing diversity: Diversity beliefs, information elaboration, and performance in diverse work groups.. Journal of Applied Psychology, 2007, 92, 1189-1199.	5.3	523
146	Interacting Dimensions of Diversity: Cross-Categorization and the Functioning of Diverse Work Groups.. Group Dynamics, 2007, 11, 79-94.	1.2	74
147	Expressing anger in conflict: When it helps and when it hurts.. Journal of Applied Psychology, 2007, 92, 1557-1569.	5.3	249
148	Emotion in Conflict and Negotiation: Introducing the Emotions as Social Information (EASI) Model. SSRN Electronic Journal, 2007, , .	0.4	4
149	Group member prototypicality and intergroup negotiation: How one's standing in the group affects negotiation behaviour. British Journal of Social Psychology, 2007, 46, 129-152.	2.8	56
150	Supplication and appeasement in conflict and negotiation: The interpersonal effects of disappointment, worry, guilt, and regret.. Journal of Personality and Social Psychology, 2006, 91, 124-142.	2.8	182
151	Power and emotion in negotiation: power moderates the interpersonal effects of anger and happiness on concession making. European Journal of Social Psychology, 2006, 36, 557-581.	2.4	378
152	The Interpersonal Effects of Anger and Happiness in Negotiations.. Journal of Personality and Social Psychology, 2004, 86, 57-76.	2.8	688
153	The influence of power on the information search, impression formation, and demands in negotiation. Journal of Experimental Social Psychology, 2004, 40, 303-319.	2.2	206
154	The Interpersonal Effects of Emotions in Negotiations: A Motivated Information Processing Approach.. Journal of Personality and Social Psychology, 2004, 87, 510-528.	2.8	484
155	SOCIAL VALUE ORIENTATION AND IMPRESSION FORMATION: A TEST OF TWO COMPETING HYPOTHESES ABOUT INFORMATION SEARCH IN NEGOTIATION. International Journal of Conflict Management, 2002, 13, 59-77.	1.9	57
156	Power Distance, Conflict Resolution and Status Conflicts in Teams: How Do Team Power Dynamics Impact Conflict Resolution?. SSRN Electronic Journal, 0, , .	0.4	2
157	Longer-Term Consequences of Anger Expression in Negotiation: Retaliation or Spill Over?. SSRN Electronic Journal, 0, , .	0.4	3
158	The Jekyll and Hyde of Emotional Intelligence: Emotion-Regulation Knowledge Facilitates Both Prosocial and Interpersonally Deviant Behavior. , 0, .		1
159	Group Member Prototypicality and Intergroup Negotiation: How One's Standing in the Group Affects Negotiation Behavior. SSRN Electronic Journal, 0, , .	0.4	3
160	The Influence of Group Norms on Representatives' Behavior in Intergroup Negotiations: The Role of Standing and Need to Belong. SSRN Electronic Journal, 0, , .	0.4	0
161	When Leader Emotional Displays Conflict with Follower Social-Relational Goals. SSRN Electronic Journal, 0, , .	0.4	0
162	Power, Social Categorization, and Social Motives in Negotiation: Implications for Management and Organizational Leadership. , 0, , 153-168.		1