

Ilja Van Beest

List of Publications by Year in descending order

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Version: 2024-02-01

97
papers

3,377
citations

159585

30
h-index

161849

54
g-index

112
all docs

112
docs citations

112
times ranked

2704
citing authors

#	ARTICLE	IF	CITATIONS
1	The Effects of Partner Extraversion and Agreeableness on Trust. <i>Personality and Social Psychology Bulletin</i> , 2023, 49, 1028-1042.	3.0	2
2	Moral relevance varies due to interâ€individual and intraâ€individual differences across big data technology domains. <i>European Journal of Social Psychology</i> , 2022, 52, 46-70.	2.4	3
3	How information on sexism may increase women's perceptions of being excluded, threaten fundamental needs, and lower career motivation. <i>European Journal of Social Psychology</i> , 2022, 52, 405-419.	2.4	1
4	The Online Coalition Game: A tool for online interactive coalition formation research. <i>Behavior Research Methods</i> , 2022, 54, 1078-1091.	4.0	3
5	Moral Frames Are Persuasive and Moralize Attitudes; Nonmoral Frames Are Persuasive and De-Moralize Attitudes. <i>Psychological Science</i> , 2022, 33, 433-449.	3.3	5
6	Examining the accuracy of lay beliefs about the effects of personality on prosocial behavior. <i>Journal of Behavioral Decision Making</i> , 2022, 35, .	1.7	3
7	Seeking Solitude After Being Ostracized: A Replication and Beyond. <i>Personality and Social Psychology Bulletin</i> , 2021, 47, 426-440.	3.0	32
8	Why and when suffering increases the perceived likelihood of fortuitous rewards. <i>British Journal of Social Psychology</i> , 2021, 60, 548-569.	2.8	2
9	Pupillometry and Hindsight Bias: Physiological Arousal Predicts Compensatory Behavior. <i>Social Psychological and Personality Science</i> , 2021, 12, 1146-1154.	3.9	3
10	The Effect of Thinking about Being Excluded by God on Well-Being: A Replication and Extension. <i>International Journal for the Psychology of Religion, The</i> , 2021, 31, 138-148.	2.1	1
11	Facial Appearance and Electoral Success of Male Italian Politicians. <i>Social Psychology</i> , 2021, 52, 1-12.	0.7	1
12	What causes the Strengthâ€isâ€Weakness effect in coalition formation: Passive adoption or active selection of selfâ€serving allocation rules?. <i>European Journal of Social Psychology</i> , 2021, 51, 326-342.	2.4	1
13	Strength Is Still a Weakness in Coalition Formation: Replicating and Understanding the Strength-Is-Weakness Effect. <i>Personality and Social Psychology Bulletin</i> , 2021, , 014616722110058.	3.0	3
14	Go on without me: When underperforming group members prefer to leave their group. <i>Journal of Experimental Social Psychology</i> , 2021, 95, 104158.	2.2	0
15	The anticipated social cost of disclosing a rejection experience. <i>European Journal of Social Psychology</i> , 2021, 51, 1181-1197.	2.4	5
16	Reactions to claimed and granted overinclusion: Extending research on the effects of claimball versus cyberball. <i>Journal of Social Psychology</i> , 2020, 160, 105-116.	1.5	6
17	Real-life revenge may not effectively deter norm violations. <i>Journal of Social Psychology</i> , 2020, 160, 390-399.	1.5	3
18	Get out or stay out: How the social exclusion process affects actors, but not targets. <i>Journal of Experimental Social Psychology</i> , 2020, 88, 103946.	2.2	8

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19	Social exclusion lowers working memory capacity in gay men but not in heterosexual men. <i>Applied Cognitive Psychology</i> , 2020, 34, 761-767.	1.6	2
20	Can we reduce facial biases? Persistent effects of facial trustworthiness on sentencing decisions. <i>Journal of Experimental Social Psychology</i> , 2020, 90, 104004.	2.2	41
21	Self-interest and data protection drive the adoption and moral acceptability of big data technologies: A conjoint analysis approach. <i>Computers in Human Behavior</i> , 2020, 108, 106303.	8.5	14
22	Confirmation bias and misconceptions: Pupillometric evidence for a confirmation bias in misconceptions feedback. <i>Biological Psychology</i> , 2019, 145, 76-83.	2.2	9
23	Taboo gesticulations as a response to pain. <i>Scandinavian Journal of Pain</i> , 2019, 19, 397-406.	1.3	2
24	The effects of facial attractiveness and trustworthiness in online peer-to-peer markets. <i>Journal of Economic Psychology</i> , 2019, 75, 102125.	2.2	48
25	Explaining the persistent influence of facial cues in social decision-making.. <i>Journal of Experimental Psychology: General</i> , 2019, 148, 1008-1021.	2.1	43
26	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
27	Effects of Facial Skin Smoothness and Blemishes on Trait Impressions. <i>Perception</i> , 2018, 47, 608-625.	1.2	44
28	A sweeter win: When others help us outperform them. <i>Journal of Experimental Social Psychology</i> , 2018, 74, 218-230.	2.2	7
29	Coalitions. , 2018, , 260-263.		0
30	Reacting to unexpected losses in an uncertain world: High approach individuals become even more risk-seeking. <i>Personality and Individual Differences</i> , 2017, 109, 117-123.	2.9	4
31	Your act is worse than mine: Perception bias in revenge situations. <i>Aggressive Behavior</i> , 2017, 43, 553-557.	2.4	13
32	Situational precursors of revenge: Social exclusion, relationship type, and opportunity. <i>Personal Relationships</i> , 2017, 24, 291-305.	1.5	14
33	On vicarious ostracism. Examining the mediators of observers' reactions towards the target and the sources of ostracism. <i>Social Influence</i> , 2017, 12, 117-127.	1.6	8
34	Gain-loss framing effects in dilemmas of trust and reciprocity. <i>Journal of Experimental Social Psychology</i> , 2017, 73, 151-163.	2.2	15
35	Conceptualising humiliation. <i>Cognition and Emotion</i> , 2017, 31, 1581-1594.	2.0	28
36	The social pain of Cyberball: Decreased pupillary reactivity to exclusion cues. <i>Journal of Experimental Social Psychology</i> , 2017, 69, 187-200.	2.2	28

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37	Deception as a means to an end. , 2016, , 55-72.		1
38	“The face of ostracism”: The impact of the social categorization on the thermal facial responses of the target and the observer. <i>Acta Psychologica</i> , 2016, 163, 65-73.	1.5	42
39	Coalitions. , 2016, , 1-4.		0
40	A prototype analysis of vengeance. <i>Personal Relationships</i> , 2015, 22, 502-523.	1.5	20
41	The Ordinal Effects of Ostracism: A Meta-Analysis of 120 Cyberball Studies. <i>PLoS ONE</i> , 2015, 10, e0127002.	2.5	345
42	A theory of social thermoregulation in human primates. <i>Frontiers in Psychology</i> , 2015, 6, 464.	2.1	93
43	Unconscious deception detection measured by finger skin temperature and indirect veracity judgments—results of a registered report. <i>Frontiers in Psychology</i> , 2015, 6, 672.	2.1	7
44	Extremism reduces conflict arousal and increases values affirmation in response to meaning violations. <i>Biological Psychology</i> , 2015, 108, 126-131.	2.2	30
45	Vengeance is self-focused: Comparing vengeful to anger-driven responses. <i>Cognition and Emotion</i> , 2015, 29, 1239-1255.	2.0	23
46	Registered report: measuring unconscious deception detection by skin temperature. <i>Frontiers in Psychology</i> , 2014, 5, 442.	2.1	5
47	Too good to be true: Suspicion-based rejections of high offers. <i>Group Processes and Intergroup Relations</i> , 2014, 17, 682-698.	3.9	4
48	Challenge and threat responses to anger communication in coalition formation. <i>Journal of Economic Psychology</i> , 2013, 38, 50-57.	2.2	8
49	Not all rejections are alike; competence and warmth as a fundamental distinction in social rejection. <i>Journal of Experimental Social Psychology</i> , 2013, 49, 635-642.	2.2	25
50	Behavioral and neural reactions to emotions of others in the distribution of resources. <i>Social Neuroscience</i> , 2013, 8, 52-62.	1.3	13
51	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
52	A Penny for Your Pain? The Financial Compensation of Social Pain After Exclusion. <i>Social Psychological and Personality Science</i> , 2013, 4, 206-214.	3.9	26
53	Implicit Threat Vigilance Among Violent Offenders Diagnosed with Antisocial Personality Disorder: The Impact of Ostracism and Control Threat. <i>International Journal of Developmental Sciences</i> , 2013, 7, 47-55.	0.5	4
54	Women Are Better at Selecting Gifts than Men. <i>PLoS ONE</i> , 2013, 8, e81643.	2.5	7

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55	Social information as a cue for tacit coordination. <i>Group Processes and Intergroup Relations</i> , 2012, 15, 257-271.	3.9	15
56	When You Don't Quite Get What You Want. <i>Personality and Social Psychology Bulletin</i> , 2012, 38, 1367-1377.	3.0	14
57	Groups being ostracized by groups: Is the pain shared, is recovery quicker, and are groups more likely to be aggressive?. <i>Group Dynamics</i> , 2012, 16, 241-254.	1.2	30
58	Why Anger and Disappointment Affect Other's Bargaining Behavior Differently. <i>Personality and Social Psychology Bulletin</i> , 2012, 38, 1209-1221.	3.0	104
59	Punishing and compensating others at your own expense: The role of empathic concern on reactions to distributive injustice. <i>European Journal of Social Psychology</i> , 2012, 42, 135-140.	2.4	135
60	“Why Hast Thou Forsaken Me?” The Effect of Thinking About Being Ostracized by God on Well-Being and Prosocial Behavior. <i>Social Psychological and Personality Science</i> , 2011, 2, 379-386.	3.9	24
61	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
62	Honesty pays: On the benefits of having and disclosing information in coalition bargaining. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 738-747.	2.2	23
63	Power and deception in ultimatum bargaining. <i>Organizational Behavior and Human Decision Processes</i> , 2011, 115, 35-42.	2.5	55
64	Cyberbomb. <i>Group Processes and Intergroup Relations</i> , 2011, 14, 581-596.	3.9	51
65	God: Do I have your attention?. <i>Cognition</i> , 2010, 117, 87-94.	2.2	63
66	An Instrumental Account of Deception and Reactions to Deceit in Bargaining. <i>Business Ethics Quarterly</i> , 2010, 20, 57-73.	1.5	35
67	If it walks like fairness, and quacks like fairness, it sometimes is fairness: instrumental and true fairness in bargaining. <i>Netherlands Journal of Psychology</i> , 2009, 65, 155-162.	0.5	2
68	Understanding the influence of outcome valence in bargaining: A study on fairness accessibility, norms, and behavior. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 505-514.	2.2	38
69	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
70	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
71	The egocentric nature of procedural justice: Social value orientation as moderator of reactions to decision-making procedures. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 1303-1315.	2.2	39
72	Initial Ownership in Bargaining: Introducing the Giving, Splitting, and Taking Ultimatum Bargaining Game. <i>Personality and Social Psychology Bulletin</i> , 2008, 34, 1214-1225.	3.0	40

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73	Do Groups Exclude Others More Readily Than Individuals in Coalition Formation?. <i>Group Processes and Intergroup Relations</i> , 2008, 11, 55-67.	3.9	11
74	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
75	Stress-induced muscle effort as a cause of repetitive strain injury?. <i>Ergonomics</i> , 2007, 50, 2049-2058.	2.1	15
76	Shared Cognition as a Product of, and Precursor to, Shared Identity in Negotiations. <i>Personality and Social Psychology Bulletin</i> , 2007, 33, 187-199.	3.0	106
77	When Gains Loom Larger Than Losses. <i>Psychological Science</i> , 2007, 18, 1099-1105.	3.3	140
78	Rollercoaster asthma: When positive emotional stress interferes with dyspnea perception. <i>Behaviour Research and Therapy</i> , 2007, 45, 977-987.	3.1	36
79	Self-interest and fairness in coalition formation: A social utility approach to understanding partner selection and payoff allocations in groups. <i>European Review of Social Psychology</i> , 2007, 18, 132-174.	9.4	35
80	The Effects of Faultline Solo Splits on Relationship Conflict Asymmetry and Performance. <i>SSRN Electronic Journal</i> , 2007, , .	0.4	4
81	When inclusion costs and ostracism pays, ostracism still hurts.. <i>Journal of Personality and Social Psychology</i> , 2006, 91, 918-928.	2.8	413
82	Procedural justice and the hedonic principle: How approach versus avoidance motivation influences the psychology of voice.. <i>Journal of Personality and Social Psychology</i> , 2006, 91, 686-697.	2.8	24
83	The Relationship Between Specific Anxiety Syndromes and Somatic Symptoms in Adolescents with Asthma and Other Chronic Diseases. <i>Journal of Asthma</i> , 2005, 42, 725-730.	1.7	20
84	Do-no-harm in coalition formation: Why losses inhibit exclusion and promote fairness cognitions. <i>Journal of Experimental Social Psychology</i> , 2005, 41, 609-617.	2.2	63
85	Visual Performance of Adults with Prelingual Auditory Impairment. <i>American Annals of the Deaf</i> , 2004, 149, 421-427.	0.2	0
86	The interplay of self-interest and equity in coalition formation. <i>European Journal of Social Psychology</i> , 2004, 34, 547-565.	2.4	19
87	Resources and alternatives in coalition formation: The effects on payoff, self-serving behaviour, and bargaining length. <i>European Journal of Social Psychology</i> , 2004, 34, 713-728.	2.4	21
88	The Excluded Player in Coalition Formation. <i>Personality and Social Psychology Bulletin</i> , 2003, 29, 237-247.	3.0	50
89	Negative thoughts in adults with congenital heart disease. <i>International Journal of Cardiology</i> , 2002, 86, 19-26.	1.7	49
90	Negative Thoughts in Children with Symptoms of Anxiety and Depression. <i>Journal of Psychopathology and Behavioral Assessment</i> , 2002, 24, 107-113.	1.2	7

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91	Psychological confounds in medical research: the example of excessive cough in asthma. Behaviour Research and Therapy, 2000, 38, 791-800.	3.1	30
92	Excessive breathlessness through emotional imagery in asthma. Behaviour Research and Therapy, 2000, 38, 1005-1014.	3.1	28
93	Can biased symptom perception explain false-alarm choking sensations?. Psychological Medicine, 1999, 29, 121-126.	4.5	19
94	Stress-induced breathlessness in asthma. Psychological Medicine, 1999, 29, 1359-1366.	4.5	66
95	The influence of external stimulation on airflow detection by children with asthma. Psychology and Health, 1997, 12, 553-563.	2.2	6
96	The effects of power on immorality. , 0, , 17-32.		2
97	Honesty Pays: On the Benefits of Disclosing Information in Coalition Formation. SSRN Electronic Journal, 0, , .	0.4	0