

Carsten K W De Dreu

List of Publications by Citations

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199
papers

22,428
citations

73
h-index

148
g-index

203
ext. papers

26,153
ext. citations

5.1
avg, IF

7.45
L-index

#	Paper	IF	Citations
199	Task versus relationship conflict, team performance, and team member satisfaction: a meta-analysis. <i>Journal of Applied Psychology</i> , 2003 , 88, 741-9	7.4	1727
198	Work group diversity and group performance: an integrative model and research agenda. <i>Journal of Applied Psychology</i> , 2004 , 89, 1008-22	7.4	1531
197	A meta-analysis of 25 years of mood-creativity research: hedonic tone, activation, or regulatory focus?. <i>Psychological Bulletin</i> , 2008 , 134, 779-806	19.1	961
196	The neuropeptide oxytocin regulates parochial altruism in intergroup conflict among humans. <i>Science</i> , 2010 , 328, 1408-11	33.3	824
195	Minority dissent and team innovation: the importance of participation in decision making. <i>Journal of Applied Psychology</i> , 2001 , 86, 1191-201	7.4	727
194	The routinization of innovation research: a constructively critical review of the state-of-the-science. <i>Journal of Organizational Behavior</i> , 2004 , 25, 147-173	6.9	614
193	Hedonic tone and activation level in the mood-creativity link: toward a dual pathway to creativity model. <i>Journal of Personality and Social Psychology</i> , 2008 , 94, 739-56	6.5	598
192	Oxytocin promotes human ethnocentrism. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2011 , 108, 1262-6	11.5	581
191	The interpersonal effects of anger and happiness in negotiations. <i>Journal of Personality and Social Psychology</i> , 2004 , 86, 57-76	6.5	505
190	Motivated information processing in group judgment and decision making. <i>Personality and Social Psychology Review</i> , 2008 , 12, 22-49	13.4	467
189	The dual pathway to creativity model: Creative ideation as a function of flexibility and persistence. <i>European Review of Social Psychology</i> , 2010 , 21, 34-77	5.5	430
188	Influence of social motives on integrative negotiation: A meta-analytic review and test of two theories.. <i>Journal of Personality and Social Psychology</i> , 2000 , 78, 889-905	6.5	425
187	When Too Little or Too Much Hurts: Evidence for a Curvilinear Relationship Between Task Conflict and Innovation in Teams. <i>Journal of Management</i> , 2006 , 32, 83-107	8.8	420
186	Bridging faultlines by valuing diversity: diversity beliefs, information elaboration, and performance in diverse work groups. <i>Journal of Applied Psychology</i> , 2007 , 92, 1189-99	7.4	414
185	Ingroup favoritism in cooperation: a meta-analysis. <i>Psychological Bulletin</i> , 2014 , 140, 1556-81	19.1	409
184	The interpersonal effects of emotions in negotiations: a motivated information processing approach. <i>Journal of Personality and Social Psychology</i> , 2004 , 87, 510-28	6.5	359
183	Cooperative outcome interdependence, task reflexivity, and team effectiveness: a motivated information processing perspective. <i>Journal of Applied Psychology</i> , 2007 , 92, 628-38	7.4	312

182	Managing relationship conflict and the effectiveness of organizational teams. <i>Journal of Organizational Behavior</i> , 2001 , 22, 309-328	6.9	310
181	Justified ethicality: Observing desired counterfactuals modifies ethical perceptions and behavior. <i>Organizational Behavior and Human Decision Processes</i> , 2011 , 115, 181-190	4	301
180	Oxytocin modulates cooperation within and competition between groups: an integrative review and research agenda. <i>Hormones and Behavior</i> , 2012 , 61, 419-28	3.7	294
179	An Interpersonal Approach to Emotion in Social Decision Making. <i>Advances in Experimental Social Psychology</i> , 2010 , 45-96	4.2	270
178	Oxytocin-Motivated Ally Selection is Moderated by Fetal Testosterone Exposure and Empathic Concern. <i>Frontiers in Neuroscience</i> , 2013 , 7, 1	5.1	260
177	A theory-based measure of conflict management strategies in the workplace. <i>Journal of Organizational Behavior</i> , 2001 , 22, 645-668	6.9	254
176	Power and emotion in negotiation: power moderates the interpersonal effects of anger and happiness on concession making. <i>European Journal of Social Psychology</i> , 2006 , 36, 557-581	2.9	242
175	Self-interest and other-orientation in organizational behavior: implications for job performance, prosocial behavior, and personal initiative. <i>Journal of Applied Psychology</i> , 2009 , 94, 913-26	7.4	239
174	Time pressure and closing of the mind in negotiation. <i>Organizational Behavior and Human Decision Processes</i> , 2003 , 91, 280-295	4	200
173	Motivated information processing and group decision-making: Effects of process accountability on information processing and decision quality. <i>Journal of Experimental Social Psychology</i> , 2007 , 43, 539-552	2.6	192
172	The virtue and vice of workplace conflict: food for (pessimistic) thought. <i>Journal of Organizational Behavior</i> , 2008 , 29, 5-18	6.9	189
171	Working memory benefits creative insight, musical improvisation, and original ideation through maintained task-focused attention. <i>Personality and Social Psychology Bulletin</i> , 2012 , 38, 656-69	4.1	184
170	The Impact of Social Value Orientations on Negotiator Cognition and Behavior. <i>Personality and Social Psychology Bulletin</i> , 1995 , 21, 1178-1188	4.1	184
169	The possessive self as a barrier to conflict resolution: effects of mere ownership, process accountability, and self-concept clarity on competitive cognitions and behavior. <i>Journal of Personality and Social Psychology</i> , 2005 , 89, 345-57	6.5	183
168	When prevention promotes creativity: the role of mood, regulatory focus, and regulatory closure. <i>Journal of Personality and Social Psychology</i> , 2011 , 100, 794-809	6.5	182
167	Motivated information processing, strategic choice, and the quality of negotiated agreement. <i>Journal of Personality and Social Psychology</i> , 2006 , 90, 927-43	6.5	173
166	Motivated information processing, social tuning, and group creativity. <i>Journal of Personality and Social Psychology</i> , 2010 , 99, 622-37	6.5	159
165	Oxytocin Conditions Intergroup Relations Through Upregulated In-Group Empathy, Cooperation, Conformity, and Defense. <i>Biological Psychiatry</i> , 2016 , 79, 165-73	7.9	155

164	Supplication and appeasement in conflict and negotiation: The interpersonal effects of disappointment, worry, guilt, and regret. <i>Journal of Personality and Social Psychology</i> , 2006 , 91, 124-42	6.5	151
163	Social motives and strategic misrepresentation in social decision making. <i>Journal of Personality and Social Psychology</i> , 2004 , 86, 419-34	6.5	150
162	Share and Share Alike or Winner Take All?: The Influence of Social Value Orientation upon Choice and Recall of Negotiation Heuristics. <i>Organizational Behavior and Human Decision Processes</i> , 1998 , 76, 253-276	4	143
161	Effects of Gain-Loss Frames in Negotiation: Loss Aversion, Mismatching, and Frame Adoption. <i>Organizational Behavior and Human Decision Processes</i> , 1994 , 60, 90-107	4	143
160	Oxytocin promotes group-serving dishonesty. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2014 , 111, 5503-7	11.5	142
159	Gain-loss frames and cooperation in two-person social dilemmas: A transformational analysis.. <i>Journal of Personality and Social Psychology</i> , 1997 , 72, 1093-1106	6.5	141
158	Social motives and trust in integrative negotiation: The disruptive effects of punitive capability.. <i>Journal of Applied Psychology</i> , 1998 , 83, 408-422	7.4	139
157	The influence of power on the information search, impression formation, and demands in negotiation. <i>Journal of Experimental Social Psychology</i> , 2004 , 40, 303-319	2.6	134
156	CONFLICT AT WORK AND INDIVIDUAL WELL-BEING. <i>International Journal of Conflict Management</i> , 2004 , 15, 6-26	2	128
155	Culture and Deception in Business Negotiations: A Multilevel Analysis. <i>International Journal of Cross Cultural Management</i> , 2001 , 1, 73-90	1	122
154	On the Seizing and Freezing of Negotiator Inferences: Need for Cognitive Closure Moderates the Use of Heuristics in Negotiation. <i>Personality and Social Psychology Bulletin</i> , 1999 , 25, 348-362	4.1	117
153	Motivational Bases Of Information Processing and Strategy in Conflict and Negotiation. <i>Advances in Experimental Social Psychology</i> , 2003 , 35, 235-291	4.2	114
152	Necessity is the mother of invention: avoidance motivation stimulates creativity through cognitive effort. <i>Journal of Personality and Social Psychology</i> , 2012 , 103, 242-56	6.5	113
151	Mental set and creative thought in social conflict: threat rigidity versus motivated focus. <i>Journal of Personality and Social Psychology</i> , 2008 , 95, 648-61	6.5	108
150	Less power or powerless? Egocentric empathy gaps and the irony of having little versus no power in social decision making. <i>Journal of Personality and Social Psychology</i> , 2008 , 95, 1136-49	6.5	107
149	OPTIMIZING PERFORMANCE BY CONFLICT STIMULATION. <i>International Journal of Conflict Management</i> , 1994 , 5, 211-222	2	107
148	The herding hormone: oxytocin stimulates in-group conformity. <i>Psychological Science</i> , 2012 , 23, 1288-92	7.9	105
147	Integrative and Distributive Negotiation in Small Groups: Effects of Task Structure, Decision Rule, and Social Motive. <i>Organizational Behavior and Human Decision Processes</i> , 2002 , 87, 227-252	4	102

146	Conflict's consequences: effects of social motives on postnegotiation creative and convergent group functioning and performance. <i>Journal of Personality and Social Psychology</i> , 2005 , 89, 358-74	6.5	101
145	Rational self-interest and other orientation in organizational behavior: a critical appraisal and extension of Meglino and Korsgaard (2004). <i>Journal of Applied Psychology</i> , 2006 , 91, 1245-52	7.4	98
144	Conflict in organizations: Beyond effectiveness and performance. <i>European Journal of Work and Organizational Psychology</i> , 2005 , 14, 105-117	4.1	97
143	Conflict cultures in organizations: how leaders shape conflict cultures and their organizational-level consequences. <i>Journal of Applied Psychology</i> , 2012 , 97, 1131-1147	7.4	95
142	Interdependence in negotiation: effects of exit options and social motive on distributive and integrative negotiation. <i>European Journal of Social Psychology</i> , 2000 , 30, 255-272	2.9	95
141	Personal need for structure and creative performance: the moderating influence of fear of invalidity. <i>Personality and Social Psychology Bulletin</i> , 2007 , 33, 855-66	4.1	93
140	NEGOTIATION PROCESSES AND OUTCOMES IN PROSOCIALY AND EGOISTICALLY MOTIVATED GROUPS. <i>International Journal of Conflict Management</i> , 1999 , 10, 385-402	2	93
139	Group creativity and innovation: A motivated information processing perspective.. <i>Psychology of Aesthetics, Creativity, and the Arts</i> , 2011 , 5, 81-89	4.9	90
138	The Impact of Conflict Issues on Fixed-Pie Perceptions, Problem Solving, and Integrative Outcomes in Negotiation. <i>Organizational Behavior and Human Decision Processes</i> , 2000 , 81, 329-358	4	88
137	Behavioral Activation Links to Creativity Because of Increased Cognitive Flexibility. <i>Social Psychological and Personality Science</i> , 2011 , 2, 72-80	4.3	86
136	Negotiating interests or values and reaching integrative agreements: the importance of time pressure and temporary impasses. <i>European Journal of Social Psychology</i> , 2004 , 34, 595-611	2.9	84
135	Oxytocin modulates the link between adult attachment and cooperation through reduced betrayal aversion. <i>Psychoneuroendocrinology</i> , 2012 , 37, 871-80	5	80
134	Oxytonergic circuitry sustains and enables creative cognition in humans. <i>Social Cognitive and Affective Neuroscience</i> , 2014 , 9, 1159-65	4	80
133	Personality and Creativity: The Dual Pathway to Creativity Model and a Research Agenda. <i>Social and Personality Psychology Compass</i> , 2013 , 7, 732-748	3	75
132	Ethical Manoeuvring: Why People Avoid Both Major and Minor Lies. <i>British Journal of Management</i> , 2011 , 22, S16-S27	5.6	75
131	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	2.6	74
130	Pupil Mimicry Correlates With Trust in In-Group Partners With Dilating Pupils. <i>Psychological Science</i> , 2015 , 26, 1401-10	7.9	73
129	The development of creative cognition across adolescence: distinct trajectories for insight and divergent thinking. <i>Developmental Science</i> , 2013 , 16, 2-12	4.5	73

128	Creativity and Group Innovation. <i>Applied Psychology</i> , 2002 , 51, 400-406	4.3	73
127	Coercive Power And Concession Making in Bilateral Negotiation. <i>Journal of Conflict Resolution</i> , 1995 , 39, 646-670	2.2	73
126	Innovation in top management teams: Minority dissent, transformational leadership, and radical innovations. <i>European Journal of Work and Organizational Psychology</i> , 2014 , 23, 310-322	4.1	72
125	Creative cognition and dopaminergic modulation of fronto-striatal networks: Integrative review and research agenda. <i>Neuroscience and Biobehavioral Reviews</i> , 2017 , 78, 13-23	9	71
124	Social value orientation, organizational goal concerns and interdepartmental problem-solving behavior. <i>Journal of Organizational Behavior</i> , 2002 , 23, 199-213	6.9	70
123	The neural coding of creative idea generation across adolescence and early adulthood. <i>Frontiers in Human Neuroscience</i> , 2013 , 7, 905	3.3	68
122	In-group defense, out-group aggression, and coordination failures in intergroup conflict. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2016 , 113, 10524-9	11.5	65
121	Passive responses to interpersonal conflict at work amplify employee strain. <i>European Journal of Work and Organizational Psychology</i> , 2009 , 18, 405-423	4.1	63
120	Longer-term consequences of anger expression in negotiation: Retaliation or spillover?. <i>Journal of Experimental Social Psychology</i> , 2010 , 46, 753-760	2.6	62
119	Enhancing Satisfaction through Downward Comparison: The Role of Relational Discontent and Individual Differences in Social Comparison Orientation. <i>Journal of Experimental Social Psychology</i> , 2001 , 37, 452-467	2.6	62
118	Whether Social Schema Violations Help or Hurt Creativity Depends on Need for Structure. <i>Personality and Social Psychology Bulletin</i> , 2014 , 40, 959-971	4.1	60
117	Oxytocin motivates non-cooperation in intergroup conflict to protect vulnerable in-group members. <i>PLoS ONE</i> , 2012 , 7, e46751	3.7	59
116	Numerical support, information processing and attitude change. <i>European Journal of Social Psychology</i> , 1993 , 23, 647-662	2.9	59
115	Power, stability of power, and creativity. <i>Journal of Experimental Social Psychology</i> , 2011 , 47, 891-897	2.6	58
114	Psychological distance boosts value-behavior correspondence in ultimatum bargaining and integrative negotiation. <i>Journal of Experimental Social Psychology</i> , 2010 , 46, 824-829	2.6	58
113	What we want to do versus what we think we should do: an empirical investigation of intrapersonal conflict. <i>Journal of Behavioral Decision Making</i> , 2002 , 15, 403-418	2.4	55
112	How Conversations Change Over Time in Face-to-Face and Video-Mediated Communication. <i>Small Group Research</i> , 2009 , 40, 355-381	2.5	51
111	Motivated information processing in organizational teams: Progress, puzzles, and prospects. <i>Research in Organizational Behavior</i> , 2012 , 32, 87-111	1	50

110	Interacting Dimensions of Diversity: Cross-Categorization and the Functioning of Diverse Work Groups.. <i>Group Dynamics</i> , 2007 , 11, 79-94	3.4	49
109	Majority and minority influence in group negotiation: the moderating effects of social motivation and decision rules. <i>Journal of Applied Psychology</i> , 2007 , 92, 259-68	7.4	48
108	Why Is Avoidance Motivation Problematic, and What Can Be Done About It?. <i>Current Directions in Psychological Science</i> , 2014 , 23, 133-138	6.5	46
107	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	2.6	46
106	Self-Serving Evaluations of Conflict Behavior and Escalation of the Dispute1. <i>Journal of Applied Social Psychology</i> , 1995 , 25, 2049-2066	2.1	45
105	Pupil mimicry promotes trust through the theory-of-mind network. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2018 , 115, E7265-E7274	11.5	42
104	Dilution of Stereotype-Based Cooperation in Mixed-Motive Interdependence. <i>Journal of Experimental Social Psychology</i> , 1995 , 31, 575-593	2.6	42
103	Differential processing and attitude change following majority versus minority arguments. <i>British Journal of Social Psychology</i> , 1996 , 35, 77-90	6.8	42
102	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	4	41
101	Creative production by angry people peaks early on, decreases over time, and is relatively unstructured. <i>Journal of Experimental Social Psychology</i> , 2011 , 47, 1107-1115	2.6	41
100	Neurobiological Mechanisms of Responding to Injustice. <i>Journal of Neuroscience</i> , 2018 , 38, 2944-2954	6.6	40
99	The rise and fall of cooperation through reputation and group polarization. <i>Nature Communications</i> , 2019 , 10, 776	17.4	39
98	Think leader, think White? Capturing and weakening an implicit pro-White leadership bias. <i>PLoS ONE</i> , 2014 , 9, e83915	3.7	39
97	Getting stuck or stepping back: Effects of obstacles and construal level in the negotiation of creative solutions. <i>Journal of Experimental Social Psychology</i> , 2009 , 45, 542-548	2.6	39
96	Take a break! or not? The impact of mindsets during breaks on negotiation processes and outcomes. <i>Journal of Experimental Social Psychology</i> , 2008 , 44, 397-404	2.6	39
95	Conflict in medical teams: opportunity or danger?. <i>Medical Education</i> , 2012 , 46, 935-42	3.7	38
94	Human Creativity: Reflections on the Role of Culture. <i>Management and Organization Review</i> , 2010 , 6, 437-446	2.2	38
93	Effects of gain/loss frames on satisfaction with self/other outcome-differences. <i>European Journal of Social Psychology</i> , 1994 , 24, 497-510	2.9	38

92	In intergroup conflict, self-sacrifice is stronger among pro-social individuals, and parochial altruism emerges especially among cognitively taxed individuals. <i>Frontiers in Psychology</i> , 2015 , 6, 572	3.4	37
91	Time pressure undermines performance more under avoidance than approach motivation. <i>Personality and Social Psychology Bulletin</i> , 2013 , 39, 803-13	4.1	37
90	Oxytocin promotes intuitive rather than deliberated cooperation with the in-group. <i>Hormones and Behavior</i> , 2017 , 92, 164-171	3.7	34
89	Oxytocin modulates selection of allies in intergroup conflict. <i>Proceedings of the Royal Society B: Biological Sciences</i> , 2012 , 279, 1150-4	4.4	34
88	Now you see it, now you don't: interests, issues, and psychological distance in integrative negotiation. <i>Journal of Personality and Social Psychology</i> , 2010 , 98, 761-74	6.5	34
87	Within-group synchronization in the prefrontal cortex associates with intergroup conflict. <i>Nature Neuroscience</i> , 2020 , 23, 754-760	25.5	33
86	Prefrontal cortex involvement in creative problem solving in middle adolescence and adulthood. <i>Developmental Cognitive Neuroscience</i> , 2013 , 5, 197-206	5.5	33
85	Managerial Conflict Management in Five European Countries: The Importance of Power Distance, Uncertainty Avoidance, and Masculinity. <i>Applied Psychology</i> , 1998 , 47, 439-455	4.3	33
84	SOCIAL VALUE ORIENTATION AND IMPRESSION FORMATION: A TEST OF TWO COMPETING HYPOTHESES ABOUT INFORMATION SEARCH IN NEGOTIATION. <i>International Journal of Conflict Management</i> , 2002 , 13, 59-77	2	33
83	Revisiting the form and function of conflict: Neurobiological, psychological, and cultural mechanisms for attack and defense within and between groups. <i>Behavioral and Brain Sciences</i> , 2018 , 42, e116	0.9	33
82	Convergent and divergent processing of majority and minority arguments: effects on focal and related attitudes. <i>European Journal of Social Psychology</i> , 1999 , 29, 329-348	2.9	32
81	Emotions that associate with uncertainty lead to structured ideation. <i>Emotion</i> , 2012 , 12, 1004-14	4.1	31
80	Self-concept clarity and the management of social conflict. <i>Journal of Personality</i> , 2010 , 78, 539-74	4.4	29
79	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	4	28
78	People avoid situations that enable them to deceive others. <i>Journal of Experimental Social Psychology</i> , 2011 , 47, 1096-1106	2.6	28
77	When constituencies speak in multiple tongues: The relative persuasiveness of hawkish minorities in representative negotiation. <i>Organizational Behavior and Human Decision Processes</i> , 2009 , 109, 67-78	4	28
76	Conceiving creativity: The nature and consequences of laypeople's beliefs about the realization of creativity.. <i>Psychology of Aesthetics, Creativity, and the Arts</i> , 2015 , 9, 340-354	4.9	27
75	The right side? Under time pressure, approach motivation leads to right-oriented bias. <i>Psychological Science</i> , 2011 , 22, 1403-7	7.9	27

74	Training creative cognition: adolescence as a flexible period for improving creativity. <i>Frontiers in Human Neuroscience</i> , 2014 , 8, 827	3.3	26
73	In competitive interaction displays of red increase actors' competitive approach and perceivers' withdrawal. <i>Journal of Experimental Social Psychology</i> , 2012 , 48, 1205-1208	2.6	26
72	Avoidance Motivation and Conservation of Energy. <i>Emotion Review</i> , 2013 , 5, 264-268	4.6	26
71	Oxytocin promotes coordinated out-group attack during intergroup conflict in humans. <i>ELife</i> , 2019 , 8,	8.9	25
70	Creativity Development in Adolescence: Insight from Behavior, Brain, and Training Studies. <i>New Directions for Child and Adolescent Development</i> , 2016 , 2016, 73-84	1.3	25
69	Oxytocin differentially modulates compromise and competitive approach but not withdrawal to antagonists from own vs. rivaling other groups. <i>Brain Research</i> , 2014 , 1580, 172-9	3.7	24
68	Effects of time pressure and communication environment on team processes and outcomes in dyadic planning. <i>International Journal of Human Computer Studies</i> , 2009 , 67, 411-423	4.6	24
67	Egocentrism drives misunderstanding in conflict and negotiation. <i>Journal of Experimental Social Psychology</i> , 2014 , 51, 15-26	2.6	23
66	Minority Influence on Focal and Related Attitudes: Change in Size, Attributions, and Information Processing. <i>Personality and Social Psychology Bulletin</i> , 2002 , 28, 1315-1326	4.1	23
65	Oxytocin tempers calculated greed but not impulsive defense in predator-prey contests. <i>Social Cognitive and Affective Neuroscience</i> , 2015 , 10, 721-8	4	22
64	Group Cooperation, Carrying-Capacity Stress, and Intergroup Conflict. <i>Trends in Cognitive Sciences</i> , 2020 , 24, 760-776	14	22
63	It takes one to tango: the effects of dyads' epistemic motivation composition in negotiation. <i>Personality and Social Psychology Bulletin</i> , 2010 , 36, 1454-66	4.1	21
62	Goal Expectations Meet Regulatory Focus: How Appetitive and Aversive Competition Influence Negotiation. <i>Social Cognition</i> , 2009 , 27, 437-454	1.2	21
61	Oxytocin modulates third-party sanctioning of selfish and generous behavior within and between groups. <i>Psychoneuroendocrinology</i> , 2017 , 77, 18-24	5	20
60	Effects of Experience and Advice on Process and Performance in Negotiations. <i>Group Processes and Intergroup Relations</i> , 2007 , 10, 533-550	1.9	20
59	On the psychology and economics of antisocial personality. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2019 , 116, 12781-12786	11.5	19
58	Team confidence, motivated information processing, and dynamic group decision making. <i>European Journal of Social Psychology</i> , 2010 , 40, 1110-1119	2.9	19
57	Frames of reference and cooperative social decision-making. <i>European Journal of Social Psychology</i> , 1992 , 22, 297-302	2.9	19

56	Individual solutions to shared problems create a modern tragedy of the commons. <i>Science Advances</i> , 2019 , 5, eaau7296	14.3	18
55	Leaving a legacy neutralizes negative effects of death anxiety on creativity. <i>Personality and Social Psychology Bulletin</i> , 2013 , 39, 1152-63	4.1	18
54	The Emotive Roots of Creativity 2012 , 217-240		17
53	Organizational Mediators Siding With or Against the Powerful Party?1. <i>Journal of Applied Social Psychology</i> , 1994 , 24, 176-188	2.1	17
52	The Structure and Management of Conflict: Fighting or Defending the Status Quo. <i>Group Processes and Intergroup Relations</i> , 2008 , 11, 331-353	1.9	16
51	Response modes in negotiation. <i>Group Decision and Negotiation</i> , 2008 , 17, 31-49	2.5	16
50	Pupil mimicry and trust - Implication for depression. <i>Journal of Psychiatric Research</i> , 2018 , 97, 70-76	5.2	16
49	Why schema-violations are sometimes preferable to schema-consistencies: The role of interest and openness to experience. <i>Journal of Research in Personality</i> , 2017 , 66, 54-69	2.8	15
48	Climatic shocks associate with innovation in science and technology. <i>PLoS ONE</i> , 2018 , 13, e0190122	3.7	15
47	Oxytocin enables novelty seeking and creative performance through upregulated approach: evidence and avenues for future research. <i>Wiley Interdisciplinary Reviews: Cognitive Science</i> , 2015 , 6, 409-417	4.5	14
46	Modulating prefrontal control in humans reveals distinct pathways to competitive success and collective waste. <i>Social Cognitive and Affective Neuroscience</i> , 2016 , 11, 1236-44	4	13
45	The Impact of Organizational Diversity Policies on Minority Employees' Leadership Self-Perceptions and Goals. <i>Journal of Leadership and Organizational Studies</i> , 2017 , 24, 172-188	3.1	13
44	Why hawks fly higher than doves: Intragroup conflict in representative negotiation. <i>Group Processes and Intergroup Relations</i> , 2012 , 15, 713-724	1.9	13
43	Suspending Group Debate and Developing Concepts. <i>Journal of Product Innovation Management</i> , 2013 , 30, 48-61	7.1	13
42	The influence of articulation, self-monitoring ability, and sensitivity to others on creativity. <i>European Journal of Social Psychology</i> , 2007 , 37, 747-760	2.9	13
41	Unfixing the fixed pie: a motivated information-processing approach to integrative negotiation. <i>Journal of Personality and Social Psychology</i> , 2000 , 79, 975-87	6.5	12
40	Pay to walk away: Prevention buyers prefer to avoid negotiation. <i>Journal of Economic Psychology</i> , 2013 , 38, 40-49	2.5	11
39	When competition breeds equality: Effects of appetitive versus aversive competition in negotiation. <i>Journal of Experimental Social Psychology</i> , 2011 , 47, 1127-1133	2.6	10

38	Conflict in Intimate vs Non-Intimate Relationships: When Gender Role Stereotyping Overrides Biased Self-Other Judgment. <i>Journal of Social and Personal Relationships</i> , 1998 , 15, 637-650	1.9	10
37	Oxytocin conditions trait-based rule adherence. <i>Social Cognitive and Affective Neuroscience</i> , 2017 , 12, 427-435	4	9
36	Write when hot & submit when not: seasonal bias in peer review or acceptance?. <i>Learned Publishing</i> , 2010 , 23, 117-123	1.8	9
35	A PACT Against Conflict Escalation in Negotiation and Dispute Resolution. <i>Current Directions in Psychological Science</i> , 2005 , 14, 149-152	6.5	9
34	Are Individualistic Orientations Collectively Valuable in Group Negotiations?. <i>Group Processes and Intergroup Relations</i> , 2008 , 11, 371-385	1.9	8
33	Self-reliance crowds out group cooperation and increases wealth inequality. <i>Nature Communications</i> , 2020 , 11, 5161	17.4	8
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