

# William W Maddux

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/9201094/publications.pdf>

Version: 2024-02-01

44  
papers

5,664  
citations

136940

32  
h-index

330122

37  
g-index

44  
all docs

44  
docs citations

44  
times ranked

4034  
citing authors

#	ARTICLE	IF	CITATIONS
1	Multicultural experience enhances creativity: The when and how.. American Psychologist, 2008, 63, 169-181.	4.2	675
2	Why It Pays to Get Inside the Head of Your Opponent. Psychological Science, 2008, 19, 378-384.	3.3	563
3	Cultural borders and mental barriers: The relationship between living abroad and creativity.. Journal of Personality and Social Psychology, 2009, 96, 1047-1061.	2.8	394
4	Cross-Cultural Differences in Relationship- and Group-Based Trust. Personality and Social Psychology Bulletin, 2005, 31, 48-62.	3.0	331
5	It takes two to mimic: Behavioral consequences of self-construals.. Journal of Personality and Social Psychology, 2003, 84, 1093-1102.	2.8	281
6	Are the windows to the soul the same in the East and West? Cultural differences in using the eyes and mouth as cues to recognize emotions in Japan and the United States. Journal of Experimental Social Psychology, 2007, 43, 303-311.	2.2	263
7	Getting the most out of living abroad: Biculturalism and integrative complexity as key drivers of creative and professional success.. Journal of Personality and Social Psychology, 2012, 103, 520-542.	2.8	261
8	Relational Mobility Explains Between- and Within-Culture Differences in Self-Disclosure to Close Friends. Psychological Science, 2010, 21, 1471-1478.	3.3	230
9	When in Rome ... Learn Why the Romans Do What They Do: How Multicultural Learning Experiences Facilitate Creativity. Personality and Social Psychology Bulletin, 2010, 36, 731-741.	3.0	216
10	Chameleons bake bigger pies and take bigger pieces: Strategic behavioral mimicry facilitates negotiation outcomes. Journal of Experimental Social Psychology, 2008, 44, 461-468.	2.2	193
11	When Being a Model Minority Is Good . . . and Bad: Realistic Threat Explains Negativity Toward Asian Americans. Personality and Social Psychology Bulletin, 2008, 34, 74-89.	3.0	185
12	Contextual Moderation of Racial Bias: The Impact of Social Roles on Controlled and Automatically Activated Attitudes.. Journal of Personality and Social Psychology, 2004, 87, 5-22.	2.8	183
13	Fashion with a Foreign Flair: Professional Experiences Abroad Facilitate the Creative Innovations of Organizations. Academy of Management Journal, 2015, 58, 195-220.	6.3	176
14	Maximizing the Gains and Minimizing the Pains of Diversity. Perspectives on Psychological Science, 2015, 10, 742-748.	9.0	151
15	For Whom Is Parting With Possessions More Painful?. Psychological Science, 2010, 21, 1910-1917.	3.3	119
16	Cultural Variance in the Interpersonal Effects of Anger in Negotiations. Psychological Science, 2010, 21, 882-889.	3.3	112
17	The "Ripple Effect": Cultural Differences in Perceptions of the Consequences of Events. Personality and Social Psychology Bulletin, 2006, 32, 669-683.	3.0	110
18	Saying no to negativity: The effects of context and motivation to control prejudice on automatic evaluative responses. Journal of Experimental Social Psychology, 2005, 41, 19-35.	2.2	103

#	ARTICLE	IF	CITATIONS
19	Gender Differences in the Relational and Collective Bases for Trust. <i>Group Processes and Intergroup Relations</i> , 2005, 8, 159-171.	3.9	93
20	Early words that work: When and how virtual linguistic mimicry facilitates negotiation outcomes. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 616-621.	2.2	93
21	When to Use Your Head and When to Use Your Heart. <i>Personality and Social Psychology Bulletin</i> , 2013, 39, 3-16.	3.0	84
22	“Going out” of the box: Close intercultural friendships and romantic relationships spark creativity, workplace innovation, and entrepreneurship.. <i>Journal of Applied Psychology</i> , 2017, 102, 1091-1108.	5.3	78
23	Beyond the Perception-Behavior Link: The Ubiquitous Utility and Motivational Moderators of Nonconscious Mimicry. , 2006, , 334-361.		77
24	The dark side of going abroad: How broad foreign experiences increase immoral behavior.. <i>Journal of Personality and Social Psychology</i> , 2017, 112, 1-16.	2.8	71
25	Self-assertive interdependence in Arab culture. <i>Nature Human Behaviour</i> , 2018, 2, 830-837.	12.0	68
26	Multicultural Experiences: A Systematic Review and New Theoretical Framework. <i>Academy of Management Annals</i> , 2021, 15, 345-376.	9.6	68
27	Good Things Come to Those Who Wait. <i>Personality and Social Psychology Bulletin</i> , 2013, 39, 814-825.	3.0	56
28	The shortest path to oneself leads around the world: Living abroad increases self-concept clarity. <i>Organizational Behavior and Human Decision Processes</i> , 2018, 145, 16-29.	2.5	54
29	Cultural Differences in the Function and Meaning of Apologies. <i>International Negotiation</i> , 2011, 16, 405-425.	0.5	52
30	Does Travel Broaden the Mind? Breadth of Foreign Experiences Increases Generalized Trust. <i>Social Psychological and Personality Science</i> , 2014, 5, 517-525.	3.9	52
31	Power, Culture, and Action: Considerations in the Expression and Enactment of Power in East Asian and Western Societies. <i>Research on Managing Groups and Teams</i> , 0, , 53-73.	0.6	51
32	Expanding Opportunities by Opening Your Mind. <i>Social Psychological and Personality Science</i> , 2014, 5, 608-615.	3.9	46
33	Relational mobility and cultural differences in analytic and holistic thinking.. <i>Journal of Personality and Social Psychology</i> , 2019, 116, 495-518.	2.8	42
34	Toward a more complete understanding of the link between multicultural experience and creativity.. <i>American Psychologist</i> , 2009, 64, 156-158.	4.2	41
35	Who I Am Depends on How I Feel. <i>Psychological Science</i> , 2009, 20, 340-346.	3.3	30
36	Performance pay or redistribution? Cultural differences in just-world beliefs and preferences for wage inequality. <i>Organizational Behavior and Human Decision Processes</i> , 2015, 130, 160-170.	2.5	26

#	ARTICLE	IF	CITATIONS
37	Inequality rules: Resource distribution and the evolution of dominance- and prestige-based leadership. <i>Leadership Quarterly</i> , 2020, 31, 101246.	5.8	26
38	Globalization: Current Issues and Future Research Directions. <i>Negotiation and Conflict Management Research</i> , 2019, 12, 174-185.	1.0	3
39	"â€œGoing Outâ€ of the Box: Depth of Intercultural Relationships Predicts Creativity, Workplace Innovation, and Entrepreneurship". <i>Proceedings - Academy of Management</i> , 2016, 2016, 12325.	0.1	3
40	Beneath the Surface of the 'Ripple Effect': Understanding the Underlying Nature of Cultural Differences in Perceptions of Event Consequences. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
41	Early Words that Work: The Impact of Linguistic Mimicry on Negotiation Outcomes. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
42	Performance Pay or Redistribution? Cultural Differences in Just-World Beliefs and Preferences for Wage Inequality. <i>SSRN Electronic Journal</i> , 2015, , .	0.4	0
43	Two Types of Collectivism: Intragroup Relationship Orientation in Japan and Intergroup Comparison Orientation in the United States. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
44	A Flair for Fashion: Professional Multicultural Experience and Creative Performance. <i>Proceedings - Academy of Management</i> , 2012, 2012, 16018.	0.1	0