

Sabine T Koeszegi

List of Publications by Year in descending order

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Version: 2024-02-01

38
papers

784
citations

686830

13
h-index

525886

27
g-index

39
all docs

39
docs citations

39
times ranked

475
citing authors

#	ARTICLE	IF	CITATIONS
1	From Words to Numbers: How to Transform Qualitative Data into Meaningful Quantitative Results. Schmalenbach Business Review, 2007, 59, 29-57.	0.9	204
2	Hot Versus Cool Behavioural Styles in Electronic Negotiations: The Impact of Communication Mode. Group Decision and Negotiation, 2006, 15, 141-155.	2.0	75
3	Exploring the Cognitive-Emotional Fugue in Electronic Negotiations. Group Decision and Negotiation, 2009, 18, 213-234.	2.0	53
4	User Assessment of Internet-Based Negotiation Support Systems: An Exploratory Study. Journal of Organizational Computing and Electronic Commerce, 2006, 16, 123-148.	1.0	51
5	Shall we dance? – The effect of information presentations on negotiation processes and outcomes. Decision Support Systems, 2012, 53, 161-174.	3.5	48
6	Trust-building strategies in inter-organizational negotiations. Journal of Managerial Psychology, 2004, 19, 640-660.	1.3	46
7	Prevention of and interventions in workplace bullying: a global study of human resource professionals' reflections on preferred action. International Journal of Human Resource Management, 2020, 31, 2622-2644.	3.3	40
8	The War against the Female Soldier? The Effects of Masculine Culture on Workplace Aggression. Armed Forces and Society, 2014, 40, 226-251.	1.0	34
9	Data-Driven Phase Analysis of E-negotiations: An Exemplary Study of Synchronous and Asynchronous Negotiations. Group Decision and Negotiation, 2011, 20, 385-410.	2.0	21
10	Breaking Patterns? How Female Scientists Negotiate their Token Role in their Life Stories. Gender, Work and Organization, 2016, 23, 397-413.	3.1	20
11	Relationship in electronic negotiations: Tracking behavior over time. Journal of Business Economics, 2007, 77, 1315-1338.	1.3	17
12	Attitudes Toward Attributed Agency: Role of Perceived Control. International Journal of Social Robotics, 2021, 13, 2071-2080.	3.1	17
13	Electronic negotiations in intercultural interfirm relationships. Journal of Managerial Psychology, 2010, 25, 495-512.	1.3	16
14	The Interplay of Communication and Decisions in Electronic Negotiations: Communicative Decisions or Decisive Communication?. Group Decision and Negotiation, 2014, 23, 167-192.	2.0	14
15	Analysis of Negotiation Processes. Advances in Group Decision and Negotiation, 2010, , 121-138.	0.1	14
16	Social Embeddedness in Electronic Negotiations. Group Decision and Negotiation, 2007, 16, 399-415.	2.0	13
17	Cross-cultural negotiations and power distance. Nankai Business Review International, 2012, 3, 242-256.	0.6	12
18	“You Are Doing so Great!” The Effect of a Robot's Interaction Style on Self-Efficacy in HRI. , 2019, , .		12

#	ARTICLE	IF	CITATIONS
19	More Than Words: The Effect of Emoticons in Electronic Negotiations. Lecture Notes in Business Information Processing, 2015, , 289-305.	0.8	10
20	Why can't we settle again? Analysis of factors that influence agreement prospects in the post-settlement phase. Journal of Business Economics, 2016, 86, 413-440.	1.3	10
21	Resolving Impasses in e-Negotiation: Does e-Mediation Work?. Group Decision and Negotiation, 2014, 23, 193-210.	2.0	8
22	Far from Eye, Far from Heart: Analysis of Graphical Decision Aids in Electronic Negotiation Support. Group Decision and Negotiation, 2014, 23, 787-817.	2.0	8
23	Machine agency in socio-technical systems: A typology of autonomous artificial agents. , 2018, , .		8
24	Communication Models in Human-Robot Interaction: An Asymmetric Model of Alterity in Human-Robot Interaction (AMODAL-HRI). International Journal of Social Robotics, 2023, 15, 473-500.	3.1	7
25	Remote Working in a Public Bureaucracy: Redeveloping Practices of Managerial Control When Out of Sight. Frontiers in Psychology, 2021, 12, 606375.	1.1	6
26	Working Anywhere and Working Anyhow?. Advances in Human Resources Management and Organizational Development Book Series, 2017, , 90-112.	0.2	4
27	Integration of Behavioral and Analytic Decision Support in Electronic Negotiations. , 2012, , .		3
28	What Computers Can Tell Us About Emotions – Classification of Affective Communication in Electronic Negotiations by Supervised Machine Learning. Lecture Notes in Business Information Processing, 2017, , 113-123.	0.8	3
29	Intertwined effects of gender and migration status on persistence in SET study programmes. European Journal of Engineering Education, 2017, 42, 890-915.	1.5	2
30	Workplace Bullying in Military Organizations: Bullying Inc.?. Handbooks of Workplace Bullying, Emotional Abuse and Harassment, 2021, , 435-464.	0.5	2
31	Self-Fulfilling Prophecy in e-Negotiations. International Journal of Decision Support System Technology, 2012, 4, 1-16.	0.4	1
32	Working Anywhere and Working Anyhow?. , 0, , 305-321.		1
33	Workplace Bullying in Military Organizations: Bullying Inc.?. , 2018, , 1-30.		0
34	Methods to Analyze Negotiation Processes. , 2021, , 39-60.		0
35	Negotiation Processes: Empirical Insights. , 2021, , 61-79.		0
36	Take the Risk and Trust? The Strategic Role of Trust in Negotiations. , 2009, , 1-22.		0

#	ARTICLE	IF	CITATIONS
37	Negotiation Processes: Empirical Insights. , 2020, , 1-19.		0
38	Methods to Analyze Negotiation Processes. , 2020, , 1-22.		0