

# Gerard Paul Hodgkinson

## List of Publications by Year in Descending Order

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

142  
papers

4,837  
citations

35  
h-index

68  
g-index

157  
ext. papers

5,507  
ext. citations

3.8  
avg, IF

6.05  
L-index

#	Paper	IF	Citations
142	A Crossover Randomized Controlled Trial of Priming Interventions to Increase Hand Hygiene at Ward Entrances.. <i>Frontiers in Public Health</i> , <b>2021</b> , 9, 781359	6	1
141	Why appealing to the virtues of scientific theory (and method) is necessary but insufficient for effecting systemic change: Commentary on Fergnani & Chermack, 2021. <i>Futures &amp; Foresight Science</i> , <b>2021</b> , 3, e79	1.7	1
140	Government policy changes and organizational goal setting: Extensions to the behavioral theory of the firm. <i>Journal of Business Research</i> , <b>2021</b> , 129, 406-417	8.7	1
139	Neuroentrepreneurship? Promise and Peril. <i>Proceedings - Academy of Management</i> , <b>2021</b> , 2021, 14330	0.1	
138	Political behavior does not (always) undermine strategic decision making: Theory and evidence. <i>Long Range Planning</i> , <b>2020</b> , 53, 101943	5.7	4
137	Publishing at the interfaces of psychology and strategic management <b>2020</b> , 334-346		
136	Reflections on the micro-macro divide: Ideas from the trenches and moving forward. <i>Strategic Organization</i> , <b>2019</b> , 17, 385-402	2.7	16
135	Measuring Attitudes towards Slack Resources: Construct Development and Empirical Validation. <i>Proceedings - Academy of Management</i> , <b>2019</b> , 2019, 15931	0.1	
134	The Dynamics of Intuition and Analysis in Managerial and Organizational Decision Making. <i>Academy of Management Perspectives</i> , <b>2018</b> , 32, 473-492	4.7	54
133	Neuroeconomics <b>2018</b> , 1108-1111		
132	Can Brains Manage? The Brain, Emotion, and Cognition in Organizations. <i>Research on Emotion in Organizations</i> , <b>2018</b> , 27-58	0.4	2
131	The Negative Effects of Social Capital in Organizations: A Review and Extension. <i>International Journal of Management Reviews</i> , <b>2017</b> , 19, 97-124	6.4	52
130	Making Strategy Hot. <i>California Management Review</i> , <b>2017</b> , 59, 109-134	13.2	31
129	Chapter 1: Exploring Methods in Managerial and Organizational Cognition: Advances, Controversies, and Contributions. <i>New Horizons in Managerial and Organizational Cognition</i> , <b>2017</b> , 1-22	0.7	3
128	Chapter 5: Policy-Capturing: An Ingenious Technique for Exploring the Cognitive Bases of Work-Related Decisions. <i>New Horizons in Managerial and Organizational Cognition</i> , <b>2017</b> , 95-121	0.7	3
127	A Review of the Field or an Articulation of Identity Concerns? Interrogating the Unconscious Biases That Permeate I-O Scholarship. <i>Industrial and Organizational Psychology</i> , <b>2017</b> , 10, 621-626	0.5	1
126	Using environmental engineering to increase hand hygiene compliance: a cross-over study protocol. <i>BMJ Open</i> , <b>2017</b> , 7, e017108	3	7

125	Can Brains Manage?. <i>Proceedings - Academy of Management</i> , <b>2016</b> , 2016, 14005	0.1	1
124	How Decision Makers Resolve Ethical Dilemmas in Professional Fields: A Person X Situation Model. <i>Proceedings - Academy of Management</i> , <b>2016</b> , 2016, 14265	0.1	
123	The Behavioural Strategy Perspective <b>2016</b> , 201-228		
122	A Conversation on Uncertainty in Managerial and Organizational Cognition. <i>New Horizons in Managerial and Organizational Cognition</i> , <b>2016</b> , 1-31	0.7	12
121	An Analytic-Intervention Model of Managerial Intuition. <i>Proceedings - Academy of Management</i> , <b>2016</b> , 2016, 11831	0.1	2
120	Reflecting on the past and looking to the future. <i>Journal of Organizational Behavior</i> , <b>2016</b> , 37, S3-S8	6.9	
119	Managerial and Organizational Cognition <b>2015</b> , 479-483		0
118	When Teams Agree While Disagreeing: Reflexion and Reflection in Shared Cognition. <i>Academy of Management Review</i> , <b>2015</b> , 40, 399-422	5.9	99
117	Reflections on the interplay between cognition, action and outcomes in industries and business markets: What have we learned so far and where might we go next?. <i>Industrial Marketing Management</i> , <b>2015</b> , 48, 12-25	6.9	13
116	Opening the Black Box of CSR Decision Making: A Policy-Capturing Study of Charitable Donation Decisions in China. <i>Journal of Business Ethics</i> , <b>2015</b> , 128, 665-683	4.3	42
115	Towards Common Ground and Trading Zones in Management Research and Practice. <i>British Journal of Management</i> , <b>2015</b> , 26, 544-559	5.6	45
114	Psychological Foundations of Strategic Management <b>2015</b> , 1-3		1
113	Intuition <b>2015</b> , 1-2		
112	Five-Factor Model of Personality <b>2015</b> , 1-3		
111	Toward a Theoretical Framework for Organizational Neuroscience. <i>Monographs in Leadership and Management</i> , <b>2015</b> , 51-81		11
110	Emotionalizing Strategy Research with the Repertory Grid Technique: Modifications and Extensions to a Robust Procedure for Mapping Strategic Knowledge. <i>Advances in Strategic Management</i> , <b>2015</b> , 32, 505-547	0.1	9
109	Off to Plan or Out to Lunch? Relationships between Design Characteristics and Outcomes of Strategy Workshops. <i>British Journal of Management</i> , <b>2015</b> , 26, 507-528	5.6	32
108	Entrepreneurial leadership, capabilities and firm growth. <i>International Small Business Journal</i> , <b>2015</b> , 33, 89-105	5.5	122

107	What makes excellent literature reviews excellent? A clarification of some common mistakes and misconceptions. <i>Journal of Organizational Behavior</i> , <b>2015</b> , 36, S1-S5	6.9	4
106	Macro-cultural Representations of IT Risks: A Longitudinal Field Study. <i>Proceedings - Academy of Management</i> , <b>2015</b> , 2015, 14346	0.1	
105	Narrative, meta-analytic, and systematic reviews: What are the differences and why do they matter?. <i>Journal of Organizational Behavior</i> , <b>2014</b> , 35, S1-S5	6.9	29
104	Coming in from the cold: The psychological foundations of radical innovation revisited. <i>Industrial Marketing Management</i> , <b>2014</b> , 43, 1306-1313	6.9	41
103	Leader personality and employees' experience of workplace stressors. <i>Journal of Organizational Effectiveness</i> , <b>2014</b> , 1, 281-295	2.6	3
102	Rethinking the philosophical and theoretical foundations of organizational neuroscience: A critical realist alternative. <i>Human Relations</i> , <b>2014</b> , 67, 765-792	4.3	72
101	Experts' Judgments of Management Journal Quality: An Identity Concerns Model. <i>Journal of Management</i> , <b>2014</b> , 40, 1785-1812	8.8	19
100	The Impact of High Quality Relationships on Proactive Behaviour. <i>Proceedings - Academy of Management</i> , <b>2014</b> , 2014, 13488	0.1	
99	Emotionalizing Strategy Research with the Repertory Grid Technique. <i>Proceedings - Academy of Management</i> , <b>2014</b> , 2014, 12815	0.1	
98	Change and continuity in the advancement of (scholarly) knowledge and its dissemination. <i>Journal of Organizational Behavior</i> , <b>2013</b> , 34, S1-S6	6.9	5
97	Organizational Identity and Organizational Identification: A Critical Realist Design Science Perspective. <i>Group and Organization Management</i> , <b>2013</b> , 38, 145-157	3.3	11
96	Sensemaking in Virtual Teams: The Impact of Emotions and Support Tools on Team Mental Models and Team Performance <b>2012</b> , 151-181		14
95	Extending the Foundations and Reach of Design Science: Further Reflections on the Role of Critical Realism. <i>British Journal of Management</i> , <b>2012</b> , 23, 605-610	5.6	22
94	Conceptualizing and Measuring Intuition: A Review of Recent Trends <b>2012</b> , 1-40		30
93	Individual Differences and Decision Making: What We Know and Where We Go from Here <b>2012</b> , 249-312		18
92	Clarifying the Notion of Self-Regulation in Organizational Behavior <b>2012</b> , 217-247		4
91	Transfer of Training 1988-2008: An Updated Review and Agenda for Future Research <b>2012</b> , 41-70		67
90	Security in Organizations: Expanding the Frontier of Industrial-Organizational Psychology <b>2012</b> , 131-149		2

89	The Politics of Evidence-Based Decision Making <b>2012</b> ,		7
88	Overcoming strategic persistence: Effects of mental simulation on reorientation after change. <i>Proceedings - Academy of Management</i> , <b>2012</b> , 2012, 17857	0.1	
87	The cognitive drivers of corporate charitable donations: a policy- capturing study. <i>Proceedings - Academy of Management</i> , <b>2012</b> , 2012, 16738	0.1	
86	How Organizational Goals are Influenced by Economic Institutions. <i>Proceedings - Academy of Management</i> , <b>2012</b> , 2012, 10713	0.1	
85	Brain, Emotion, and Contingency in the Explanation of Consumer Behaviour <b>2011</b> , 47-91		1
84	Employee Trust in Organizational Contexts <b>2011</b> , 143-191		13
83	Stress and Well-Being are Still Issues and Something Still Needs to be Done: Or Why Agency and Interpretation are Important for Policy and Practice <b>2011</b> , 1-45		14
82	Not Simply Returning to the Same Answer Over and Over Again: Reframing Relevance. <i>British Journal of Management</i> , <b>2011</b> , 22, 355-369	5.6	89
81	Why Evidence-Based Practice in I/O Psychology Is Not There Yet: Going Beyond Systematic Reviews. <i>Industrial and Organizational Psychology</i> , <b>2011</b> , 4, 49-53	0.5	12
80	Psychological foundations of dynamic capabilities: reflexion and reflection in strategic management. <i>Strategic Management Journal</i> , <b>2011</b> , 32, 1500-1516	5.2	326
79	The Physical Environment of the Office: Contemporary and Emerging Issues <b>2011</b> , 193-237		42
78	More than meets the eye? Intuition and analysis revisited. <i>Personality and Individual Differences</i> , <b>2009</b> , 47, 342-346	3.3	48
77	Bridging the RigourRelevance Gap in Management Research: It's Already Happening!. <i>Journal of Management Studies</i> , <b>2009</b> , 46, 534-546	5.4	197
76	Intuition in Organizations: Implications for Strategic Management. <i>Long Range Planning</i> , <b>2009</b> , 42, 277-297	3.7	138
75	A psychometric study of information technology risks in the workplace. <i>Risk Analysis</i> , <b>2008</b> , 28, 81-93	3.9	16
74	Cognition in organizations. <i>Annual Review of Psychology</i> , <b>2008</b> , 59, 387-417	26.1	245
73	Toward a (Pragmatic) Science of Strategic Intervention: Design Propositions for Scenario Planning. <i>Organization Studies</i> , <b>2008</b> , 29, 435-457	3.6	75
72	Chapter 2 A matter of feeling? The role of intuition in entrepreneurial decision-making and behavior. <i>Research on Emotion in Organizations</i> , <b>2008</b> , 35-55	0.4	14

71	Intuition: a fundamental bridging construct in the behavioural sciences. <i>British Journal of Psychology</i> , <b>2008</b> , 99, 1-27	4	189
70	Moving a Journal up the Rankings <b>2008</b> , 104-113		4
69	Cognitively Skilled Organizational Decision Making: Making Sense of Deciding <b>2008</b> ,		4
68	Troubling Futures: Scenarios and Scenario Planning for Organizational Decision Making <b>2008</b> ,		10
67	DEVELOPMENT AND VALIDATION OF THE FIVE-FACTOR MODEL QUESTIONNAIRE (FFMQ): AN ADJECTIVAL-BASED PERSONALITY INVENTORY FOR USE IN OCCUPATIONAL SETTINGS1. <i>Personnel Psychology</i> , <b>2007</b> , 60, 731-766	4	52
66	What can occupational stress diaries achieve that questionnaires can't?. <i>Personnel Review</i> , <b>2007</b> , 36, 684-700	4.00	15
65	The Cognitive Perspective <b>2007</b> , 151-172		1
64	Neither Completing the Practice Turn, Nor Enriching the Process Tradition: Secondary Misinterpretations of a Case Analysis Reconsidered. <i>Organization Studies</i> , <b>2006</b> , 27, 1895-1901	3.6	19
63	The Role of Strategy Workshops in Strategy Development Processes: Formality, Communication, Co-ordination and Inclusion. <i>Long Range Planning</i> , <b>2006</b> , 39, 479-496	5.7	162
62	OF MAPS AND MANAGERS: TOWARD A COGNITIVE THEORY OF STRATEGIC INTERVENTION.. <i>Proceedings - Academy of Management</i> , <b>2006</b> , 2006, B1-B6	0.1	
61	The role of JOOP (and other scientific journals) in bridging the practitioner-researcher divide in industrial, work and organizational (IWO) psychology. <i>Journal of Occupational and Organizational Psychology</i> , <b>2006</b> , 79, 173-178	3.7	26
60	Cognitive Mapping of Causal Reasoning in Strategic Decision Making <b>2005</b> , 251-272		1
59	Introducing Cognizer—A Comprehensive Computer Package for the Elicitation and Analysis of Cause Maps. <i>Organizational Research Methods</i> , <b>2005</b> , 8, 317-341	5.7	29
58	What Have We Learned from Almost 30 Years of Research on Causal Mapping? Methodological Lessons and Choices for the Information Systems and Information Technology Communities <b>2005</b> , 46-80		23
57	Images of Competitive Space <b>2005</b> ,		35
56	Toward a Cognitive Resource Theory of Organisational Strategizing. <i>SSRN Electronic Journal</i> , <b>2004</b> ,	1	1
55	The interface of cognitive and industrial, work and organizational psychology. <i>Journal of Occupational and Organizational Psychology</i> , <b>2003</b> , 76, 1-25	3.7	57
54	Complex or unitary? A critique and empirical re-assessment of the Allinson-Hayes Cognitive Style Index. <i>Journal of Occupational and Organizational Psychology</i> , <b>2003</b> , 76, 243-268	3.7	109

53	Reflections on reflections on the nature of intuition, analysis and the construct validity of the Cognitive Style Index. <i>Journal of Occupational and Organizational Psychology</i> , <b>2003</b> , 76, 279-281	3.7	17
52	Re-appraising Managers' Perceptual Errors: A Behavioural Decision-Making Perspective. <i>British Journal of Management</i> , <b>2003</b> , 14, 33-37	5.6	29
51	Further reflections on the elimination of framing bias in strategic decision making. <i>Strategic Management Journal</i> , <b>2002</b> , 23, 1069-1076	5.2	47
50	Confronting Strategic Inertia in a Top Management Team: Learning from Failure. <i>Organization Studies</i> , <b>2002</b> , 23, 949-977	3.6	181
49	Comparing Managers' Mental Models of Competition: Why Self-report Measures of Belief Similarity Won't Do. <i>Organization Studies</i> , <b>2002</b> , 23, 63-72	3.6	32
48	The practitioner-researcher divide in Industrial, Work and Organizational (IWO) psychology: Where are we now, and where do we go from here?. <i>Journal of Occupational and Organizational Psychology</i> , <b>2001</b> , 74, 391-411	3.7	266
47	Re-aligning the Stakeholders in Management Research: Lessons from Industrial, Work and Organizational Psychology. <i>British Journal of Management</i> , <b>2001</b> , 12, S41-S48	5.6	150
46	Breaking the frame: an analysis of strategic cognition and decision making under uncertainty. <i>Strategic Management Journal</i> , <b>1999</b> , 20, 977-985	5.2	208
45	Points or vectors? A comment on Irwin et al. Risk perception and victim perception: the judgment of HIV cases. <i>Journal of Behavioral Decision Making</i> , <b>1998</b> , 11, 73-78	2.4	1
44	Graduate selection in three European countries. <i>Journal of Occupational and Organizational Psychology</i> , <b>1998</b> , 71, 359-365	3.7	17
43	Points or vectors? A comment on Irwin et al. Risk perception and victim perception: the judgment of HIV cases. <b>1998</b> , 11, 73		1
42	The Cognitive Analysis of Competitive Structures: A Review and Critique. <i>Human Relations</i> , <b>1997</b> , 50, 625-654	4.3	108
41	Editorial Introduction to the Special Issue: Thinking in Organizations. <i>Journal of Management Studies</i> , <b>1997</b> , 34, 845-850	5.4	7
40	Cognitive Inertia in a Turbulent Market: the Case of UK Residential Estate Agents. <i>Journal of Management Studies</i> , <b>1997</b> , 34, 921-945	5.4	144
39	The Cognitive Analysis of Competitive Structures: A Review and Critique. <i>Human Relations</i> , <b>1997</b> , 50, 625-654	4.3	20
38	A Comparative Study of Knowledge of Changing Demographic Trends and the Importance of HRM Practices in Three European Countries. <i>International Journal of Selection and Assessment</i> , <b>1996</b> , 4, 184-194	1.8	1
37	A Comparative Study of Knowledge of Changing Demographic Trends and the Importance of HRM Practices in Three European Countries. <i>International Journal of Selection and Assessment</i> , <b>1996</b> , 4, 185-194	1.8	
36	Using consumers' perceptions for the cognitive analysis of corporate-level competitive structure. <i>Journal of Strategic Marketing</i> , <b>1996</b> , 4, 1-22	2.7	15



35	Knowledge of, and attitudes towards, the demographic time bomb. <i>International Journal of Manpower</i> , <b>1995</b> , 16, 59-76	2.5	7
34	EXPLORING THE MENTAL MODELS OF COMPETITIVE STRATEGISTS: THE CASE FOR A PROCESSUAL APPROACH. <i>Journal of Management Studies</i> , <b>1994</b> , 31, 525-552	5.4	202
33	Doubts about the conceptual and empirical status of context-free and firm-specific control expectancies: A reply to boone and de brabantier. <i>Strategic Management Journal</i> , <b>1993</b> , 14, 627-631	5.2	9
32	Research notes and communications development and validation of the strategic locus of control scale. <i>Strategic Management Journal</i> , <b>1992</b> , 13, 311-317	5.2	61
31	Mapping Consumers? Cognitive Structures: A Comparison of Similarity Trees with Multidimensional Scaling and Cluster Analysis. <i>European Journal of Marketing</i> , <b>1991</b> , 25, 41-60	4.4	11
30	The Effect of Variations in Answer Sheet Format on Performance on the Dat Clerical Speed and Accuracy Test. <i>Educational and Psychological Measurement</i> , <b>1987</b> , 47, 473-475	3.1	1
29	A note concerning the comparability of the standard and automated versions of the Vocational Preference Inventory. <i>Journal of Occupational Psychology</i> , <b>1986</b> , 59, 337-339		2
28	An evaluation of the Vocational Preference Inventory answer sheet in the light of population stereotypes. <i>Ergonomics</i> , <b>1986</b> , 29, 925-927	2.9	
27	Hierarchical task analysis for ergonomics research. An application of the method to the design and evaluation of sound mixing consoles. <i>Applied Ergonomics</i> , <b>1985</b> , 16, 289-99	4.2	16
26	Publishing at the interfaces of psychology and strategic management275-286		1
25	Self-report assessment of individual differences in preferences for analytic and intuitive processing: a critical review101-115		2
24	The Role of Psychologists in Enhancing Organizational Effectiveness45-60		9
23	The conversation is great, but we need to talk more about theory, emotions, and gut feelings: Commentary on Rowland and Spaniol (2022). <i>Futures &amp; Foresight Science</i> ,	1.7	
22	The Individual in the Strategy Process: Insights from Behavioural Decision Research and Cognitive Mapping196-219		19
21	The Psychological Foundations of Strategic Management: Beyond Cold Cognition275-305		5
20	Interorganizational Macrocultures: A Multilevel Critique291-316		4
19	Cognitive Processes in Strategic Management: Some Emerging Trends and Future Directions416-440		13
18	Investigating Intuition: Beyond Self-Report		5



17	International Review of Industrial and Organizational Psychology349-359		
16	Deception and Applicant Faking: Putting the Pieces Together181-217		1
15	Longitudinal Assessment of Changes in Job Performance and Work Attitudes: Conceptual and Methodological Issues93-117		
14	The Effect of Subconscious Goals on Organizational Behavior47-91		
13	E-Learning at Work: Contributions of Past Research and Suggestions for the Future119-141		
12	Combating Stress in Organizations93-117		
11	The Self-Concept in Organizational Psychology: Clarifying and Differentiating the Constructs1-45		
10	Human Dynamics and Enablers of Effective Lean Team Cultures and Climates143-191		
9	Qualitative Methods in Industrial and Organizational Psychology339-380		3
8	Organizational Learning193-234		8
7	Conducting Meaningful Research in a Fast-Paced and Volatile World of Work: Challenges and Opportunities265-290		
6	Personnel Selection and the Competitive Advantage of Firms193-237		2
5	The Processes of Team Staffing: A Review of Relevant Studies239-292		2
4	Strategic HRM Moving Forward: What Can We Learn from Micro Perspectives?293-337		1
3	Estimating the Relative Importance of Variables in Multiple Regression Models119-141		8
2	Actions Speak Too: Uncovering Possible Implicit and Explicit Discrimination in the Employment Interview Process293-337		4
1	Deepening the conversation about the role of emotions and affective processes as barriers and enablers of decision making under uncertainty: Commentary on Fenton-O’Creevy and Tuckett (2021). <i>Futures &amp; Foresight Science</i> ,	1.7	1