

The Role of Interpersonal Traits in Social Decision Making

Personality and Social Psychology Review

19, 277-302

DOI: [10.1177/1088868314553709](https://doi.org/10.1177/1088868314553709)

Citation Report

#	ARTICLE	IF	CITATIONS
1	Avoiding "greedy reductionism" in personality theory. <i>Physics of Life Reviews</i> , 2014, 11, 697-698.	2.8	41
2	Trust: An Integrative Review from a Person-Situation Perspective. <i>Review of General Psychology</i> , 2015, 19, 249-277.	3.2	149
4	From Honesty-Humility to fair behavior: Benevolence or a (blind) fairness norm?. <i>Personality and Individual Differences</i> , 2015, 80, 91-95.	2.9	28
5	The Traits One Can Trust. <i>Personality and Social Psychology Bulletin</i> , 2015, 41, 1523-1536.	3.0	72
6	When Push Comes to Shove: Compensating and Opportunistic Strategies in a Collective-Risk Household Energy Dilemma. <i>Frontiers in Energy Research</i> , 2016, 4, .	2.3	4
7	Prosocial Personality Traits Differentially Predict Egalitarianism, Generosity, and Reciprocity in Economic Games. <i>Frontiers in Psychology</i> , 2016, 7, 1137.	2.1	94
8	Take the Money and Run: Psychopathic Behavior in the Trust Game. <i>Frontiers in Psychology</i> , 2016, 7, 1866.	2.1	16
9	Prediction Consistency: A Test of the Equivalence Assumption across Different Indicators of the Same Construct. <i>European Journal of Personality</i> , 2016, 30, 637-647.	3.1	27
10	Personality in Gneezy's cheap talk game: The interaction between Honesty-Humility and Extraversion in predicting deceptive behavior. <i>Personality and Individual Differences</i> , 2016, 96, 222-226.	2.9	11
11	Evolution, situational affordances, and the HEXACO model of personality. <i>Evolution and Human Behavior</i> , 2016, 37, 407-421.	2.2	94
12	The two faces of cooperation: On the unique role of HEXACO Agreeableness for forgiveness versus retaliation. <i>Journal of Research in Personality</i> , 2016, 64, 69-78.	1.7	29
13	Who Does (Not) Participate in Intergroup Conflict?. <i>Social Psychological and Personality Science</i> , 2016, 7, 778-787.	3.9	36
14	Behavioral and neuronal determinants of negative reciprocity in the ultimatum game. <i>Social Cognitive and Affective Neuroscience</i> , 2016, 11, 1608-1617.	3.0	27
15	Major personality traits and regulations of social behavior: Cheaters are not the same as the reckless, and you need to know who you're dealing with. <i>Journal of Research in Personality</i> , 2016, 62, 6-18.	1.7	24
16	Similarity-attraction effects in friendship formation: Honest platoon-mates prefer each other but dishonest do not. <i>Personality and Individual Differences</i> , 2016, 92, 153-158.	2.9	27
17	Individual Differences in Good Manners Rather Than Compassion Predict Fair Allocations of Wealth in the Dictator Game. <i>Journal of Personality</i> , 2017, 85, 244-256.	3.2	90
18	The role of character traits in economic games. <i>Personality and Individual Differences</i> , 2017, 108, 186-190.	2.9	16
19	When Fair Is Not Equal. <i>Social Psychological and Personality Science</i> , 2017, 8, 847-857.	3.9	49

#	ARTICLE	IF	CITATIONS
20	Does gratitude enhance prosociality?: A meta-analytic review.. Psychological Bulletin, 2017, 143, 601-635.	6.1	255
21	Pathogen disgust and interpersonal personality. Personality and Individual Differences, 2017, 116, 379-384.	2.9	16
22	Which is the greater good? A social dilemma paradigm disentangling environmentalism and cooperation. Journal of Environmental Psychology, 2017, 53, 40-49.	5.1	44
23	Life history strategy and human cooperation in economic games. Evolution and Human Behavior, 2017, 38, 496-505.	2.2	36
25	Politeness and Compassion Differentially Predict Adherence to Fairness Norms and Interventions to Norm Violations in Economic Games. Scientific Reports, 2017, 7, 3415.	3.3	51
26	Who is Trustworthy? Predicting Trustworthy Intentions and Behavior. SSRN Electronic Journal, 2017, , .	0.4	1
28	Honesty-humility under threat: Self-uncertainty destroys trust among the nice guys.. Journal of Personality and Social Psychology, 2018, 114, 179-194.	2.8	36
29	Will the Real Factors of Prosociality Please Stand Up? A Comment on Bäckler, Tusche, and Singer (2016). Social Psychological and Personality Science, 2018, 9, 493-499.	3.9	47
30	Think it through before making a choice? Processing mode does not influence social mindfulness. Journal of Experimental Social Psychology, 2018, 74, 85-97.	2.2	24
31	It Takes Two: The Round-Robin Methodology for Investigative Interviewing Research. Frontiers in Psychology, 2018, 9, 2181.	2.1	3
32	Individual Differences in Selfishness as a Major Dimension of Personality: A Reinterpretation of the Sixth Personality Factor. Review of General Psychology, 2018, 22, 367-376.	3.2	32
33	Accounting for Individual Differences in Decision-Making Competence: Personality and Gender Differences. Frontiers in Psychology, 2018, 9, 2258.	2.1	28
34	The Role of Character Strengths in Economic Decision-Making. SSRN Electronic Journal, 2018, , .	0.4	0
35	Three Nightmare Traits in Leaders. Frontiers in Psychology, 2018, 9, 871.	2.1	22
37	From Windfall Sharing to Property Ownership: Prosocial Personality Traits in Giving and Taking Dictator Games. Games, 2018, 9, 30.	0.6	7
38	Is it all about the money? A re-analysis of the link between Honesty-Humility and Dictator Game giving. Journal of Research in Personality, 2018, 76, 1-5.	1.7	20
39	Narcissus oeconomicus: Facets of narcissism and socio-economic decision-making. Journal of Research in Personality, 2018, 75, 12-16.	1.7	4
40	No gain without pain: The psychological costs of dishonesty. Journal of Economic Psychology, 2019, 71, 126-137.	2.2	27

#	ARTICLE	IF	CITATIONS
41	On the impact of Honesty-Humility and a cue of being watched on cheating behavior. <i>Journal of Economic Psychology</i> , 2019, 71, 159-174.	2.2	36
42	Moral Elevation and Economic Games: The Moderating Role of Personality. <i>Frontiers in Psychology</i> , 2019, 10, 1381.	2.1	13
43	Motives relate to cooperation in social dilemmas but have an inconsistent association with leadership evaluation. <i>Scientific Reports</i> , 2019, 9, 10118.	3.3	6
44	New orientation of study on economic psychology and behaviour. <i>Translational Neuroscience</i> , 2019, 10, 87-92.	1.4	3
45	Power influences the expression of Honesty-Humility: The power-exploitation affordances hypothesis. <i>Journal of Research in Personality</i> , 2019, 82, 103856.	1.7	18
46	Let the others do the job: Comparing public good contribution behavior in the lab and in the field. <i>Journal of Behavioral and Experimental Economics</i> , 2019, 81, 73-83.	1.2	6
47	On the determinants of other-regarding behavior: Field tests of the moral foundations questionnaire. <i>Journal of Research in Personality</i> , 2019, 81, 224-237.	1.7	8
48	Minimizing inequality versus maximizing joint gains: On the relation between personality traits and different prosocial motivations. <i>Journal of Research in Personality</i> , 2019, 81, 153-157.	1.7	9
49	Towards an explanatory personality psychology: Integrating personality structure, personality process, and personality development. <i>Personality and Individual Differences</i> , 2019, 147, 18-27.	2.9	15
50	A meta-analysis of the relations between personality and workplace deviance: Big Five versus HEXACO. <i>Journal of Vocational Behavior</i> , 2019, 112, 369-383.	3.4	115
51	The primacy of trust within romantic relationships: Evidence from conjoint analysis of HEXACO-derived personality profiles. <i>Evolution and Human Behavior</i> , 2019, 40, 365-374.	2.2	17
53	Nomological consistency: A comprehensive test of the equivalence of different trait indicators for the same constructs. <i>Journal of Personality</i> , 2019, 87, 715-730.	3.2	18
54	Costless and Costly Prosociality: Correspondence Among Personality Traits, Economic Preferences, and Real-World Prosociality. <i>Social Psychological and Personality Science</i> , 2019, 10, 461-471.	3.9	76
56	Being nice isn't enough: Prosocial orientation and perceptions of self-uniqueness jointly promote outgroup reparation. <i>Group Processes and Intergroup Relations</i> , 2019, 22, 1215-1234.	3.9	3
57	Prosociality and morality through the lens of personality psychology. <i>Australian Journal of Psychology</i> , 2019, 71, 50-58.	2.8	15
58	Personality and EEG correlates of reactive social behavior. <i>Neuropsychologia</i> , 2019, 124, 98-107.	1.6	14
59	On the relationship between Openness to Experience, political orientation, and pro-environmental behavior. <i>Personality and Individual Differences</i> , 2019, 138, 344-348.	2.9	43
60	Functional connectivity of specific resting-state networks predicts trust and reciprocity in the trust game. <i>Cognitive, Affective and Behavioral Neuroscience</i> , 2019, 19, 165-176.	2.0	37

#	ARTICLE	IF	CITATIONS
61	From cash to crickets: The non-monetary value of a resource can promote human cooperation. <i>Journal of Environmental Psychology</i> , 2019, 61, 10-19.	5.1	9
62	Measurement and research using the Big Five, HEXACO, and narrow traits: A primer for researchers and practitioners. <i>Australian Journal of Psychology</i> , 2019, 71, 16-25.	2.8	45
63	Social mindfulness: Prosocial the active way. <i>Journal of Positive Psychology</i> , 2020, 15, 183-193.	4.0	22
64	The HEXACOâ€“100 Across 16 Languages: A Large-Scale Test of Measurement Invariance. <i>Journal of Personality Assessment</i> , 2020, 102, 714-726.	2.1	41
65	Risking Other People's Money: Experimental Evidence on the Role of Incentives and Personality Traits. <i>Scandinavian Journal of Economics</i> , 2020, 122, 648-674.	1.4	12
66	Big Five personality factors in the Trust Game. <i>Journal of Business Economics</i> , 2020, 90, 37-55.	1.9	19
67	Beyond the Surface: Exploring the Relationship between Value Diversity and Team Creativity. <i>Creativity Research Journal</i> , 2020, 32, 113-126.	2.6	4
68	A game-theoretic model of reciprocity and trust that incorporates personality traits. <i>Journal of Behavioral and Experimental Economics</i> , 2020, 84, 101497.	1.2	4
69	Intuitive decision-making promotes rewarding prosocial others independent of the personality trait Honesty-Humility. <i>Scientific Reports</i> , 2020, 10, 18579.	3.3	1
71	The Beautiful Complexity of Human Prosociality: On the Interplay of Honesty-Humility, Intuition, and a Reward System. <i>Social Psychological and Personality Science</i> , 2021, 12, 877-886.	3.9	3
72	Causal Role of the Right Dorsolateral Prefrontal Cortex in Organizational Fairness Perception: Evidence From a Transcranial Direct Current Stimulation Study. <i>Frontiers in Behavioral Neuroscience</i> , 2020, 14, 134.	2.0	3
73	The Trait Approach. , 2020, , 31-43.		0
74	Accuracy in Person Perception. , 2020, , 44-55.		1
75	Models of Personality Structure. , 2020, , 115-128.		0
76	The Five-Factor Model of Personality: Consensus and Controversy. , 2020, , 129-141.		2
77	Temperament and Brain Networks of Attention. , 2020, , 155-168.		2
78	Personality in Nonhuman Animals. , 2020, , 235-246.		0
79	Genetics of Personality. , 2020, , 247-258.		0

#	ARTICLE	IF	CITATIONS
80	Approach and Avoidance Theories of Personality. , 2020, , 259-272.		1
81	Cognitive Processes and Models. , 2020, , 295-315.		0
82	Basic Needs, Goals and Motivation. , 2020, , 330-338.		1
83	Personality and the Self. , 2020, , 339-351.		6
84	Social Relations and Social Support. , 2020, , 386-399.		0
85	Personality and Politics. , 2020, , 413-424.		1
86	Personality at Work. , 2020, , 427-438.		2
88	Personality in Clinical Psychology. , 2020, , 451-462.		0
90	Conceptual and Historical Perspectives. , 2020, , 13-30.		3
91	Personality and the Unconscious. , 2020, , 69-80.		0
92	Personality and Emotion. , 2020, , 81-100.		8
93	Personality Assessment Methods. , 2020, , 103-114.		0
94	Personality and Intelligence. , 2020, , 142-152.		0
95	Development of Personality across the Life Span. , 2020, , 169-182.		3
96	Personality Traits and Mental Disorders. , 2020, , 183-192.		0
97	Attachment Theory. , 2020, , 208-220.		0
98	Evolutionary Personality Psychology. , 2020, , 223-234.		4
99	Personality Neuroscience. , 2020, , 273-292.		5

#	ARTICLE	IF	CITATIONS
100	Self-Regulation and Control in Personality Functioning. , 2020, , 316-329.		0
101	Traits and Dynamic Processes. , 2020, , 352-363.		0
102	Anxiety, Depression and Cognitive Dysfunction. , 2020, , 364-374.		0
103	Personality in Cross-Cultural Perspective. , 2020, , 400-412.		1
104	Personality, Preferences and Socioeconomic Behavior. , 2020, , 477-494.		2
106	States and Situations, Traits and Environments. , 2020, , 56-68.		1
107	Narrative Identity in the Social World. , 2020, , 377-385.		0
108	Personality and Crime. , 2020, , 463-476.		0
109	Models of Physical Health and Personality. , 2020, , 193-207.		2
110	Everyday moral decision-making after acute stress exposure: do social closeness and timing matter?. Stress, 2020, 24, 1-6.	1.8	10
112	Objections to the HEXACO Model of Personality Structure“and why those Objections Fail. European Journal of Personality, 2020, 34, 492-510.	3.1	92
113	Attachment and resource sharing. Personal Relationships, 2020, 27, 228-250.	1.5	1
114	The Nomological Net of the HEXACO Model of Personality: A Large-Scale Meta-Analytic Investigation. Perspectives on Psychological Science, 2020, 15, 723-760.	9.0	116
115	Buying Unethical Loyalty: A Behavioral Paradigm and Empirical Test. Social Psychological and Personality Science, 2021, 12, 363-370.	3.9	11
116	Personality and competitiveness: Extraversion, agreeableness, and their aspects, predict self-reported competitiveness and competitive bidding in experimental auctions. Personality and Individual Differences, 2021, 169, 109907.	2.9	12
117	Trust and Trustworthiness in a Sub-Saharan African Sample: Contributions of Personality and Religiosity. Social Indicators Research, 2021, 153, 1087-1107.	2.7	3
118	Nonprofit organization advertising on social media: The role of personality, advertising appeals, and bandwagon effects. Journal of Consumer Behaviour, 2021, 20, 849-861.	4.2	19
119	Interdependence approaches to the person and the situation. , 2021, , 539-563.		2

#	ARTICLE	IF	CITATIONS
120	Effects of gender and personality on everyday moral decision-making after acute stress exposure. <i>Psychoneuroendocrinology</i> , 2021, 124, 105084.	2.7	15
121	Hierarchical Neural Prediction of Interpersonal Trust. <i>Neuroscience Bulletin</i> , 2021, 37, 511-522.	2.9	6
122	Who reads contemporary erotic novels and why?. <i>Humanities and Social Sciences Communications</i> , 2021, 8, .	2.9	3
123	Leveraging Economic Games to Integrate and Differentiate Personality and Psychopathology. <i>Journal of Personality</i> , 2021, , .	3.2	2
124	Between Joy and Sympathy: Smiling and Sad Recipient Faces Increase Prosocial Behavior in the Dictator Game. <i>International Journal of Environmental Research and Public Health</i> , 2021, 18, 6172.	2.6	3
125	Dictator game variants with probabilistic (and cost-saving) payoffs: A systematic test. <i>Journal of Economic Psychology</i> , 2021, 85, 102387.	2.2	7
126	Exploring the stability of HEXACO's structure and the association of gender, age, and social position with personality traits across 18 countries. <i>Journal of Personality</i> , 2022, 90, 256-276.	3.2	15
127	Neurocomputational models of altruistic decision-making and social motives: Advances, pitfalls, and future directions. <i>Wiley Interdisciplinary Reviews: Cognitive Science</i> , 2021, 12, e1571.	2.8	8
128	An fMRI investigation of the intention-outcome interactions in second- and third-party punishment. <i>Brain Imaging and Behavior</i> , 2022, 16, 715-727.	2.1	7
129	How Do Basic Personality Traits Map Onto Moral Judgments of Fairness-Related Actions?. <i>Social Psychological and Personality Science</i> , 2022, 13, 710-721.	3.9	2
130	Construct and Predictive Validity of an Assessment Game to Measure Honesty-Humility. <i>Assessment</i> , 2022, 29, 630-650.	3.1	8
131	Searching for Prosociality in Qualitative Data: Comparing Manual, Closed-Vocabulary, and Open-Vocabulary Methods. <i>European Journal of Personality</i> , 2020, 34, 903-916.	3.1	2
132	Rethinking the fast-slow continuum of individual differences. <i>Evolution and Human Behavior</i> , 2020, 41, 536-549.	2.2	91
134	In Search of the Prosocial Personality. <i>Journal of Individual Differences</i> , 2019, 40, 55-62.	1.0	18
135	Who is trustworthy? Predicting trustworthy intentions and behavior.. <i>Journal of Personality and Social Psychology</i> , 2018, 115, 468-494.	2.8	57
136	Religiosity, shared identity, trust, and punishment of norm violations: No evidence of generalized prosociality.. <i>Psychology of Religion and Spirituality</i> , 2022, 14, 260-272.	1.3	5
137	How dispositional social risk-seeking promotes trusting strangers: Evidence based on brain potentials and neural oscillations.. <i>Journal of Experimental Psychology: General</i> , 2017, 146, 1150-1163.	2.1	21
138	On the Validity of Cost-Saving Payment Methods in Dictator-Game Experiments: A Systematic Test. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2

#	ARTICLE	IF	CITATIONS
140	Altruism and Prosociality in Healthcare Selection and Recruitment: Insights from Psychology and Behavioral Economics. , 2018, , 299-325.		1
141	Personality Traits and Endogenous Group Formation. <i>Revue Economique</i> , 2019, Vol. 70, 999-1020.	0.3	0
142	Sharing with a stranger: people are more generous with time than money. <i>Comprehensive Results in Social Psychology</i> , 2020, 4, 109-138.	1.8	1
143	The benefits of beauty â€“ Individual differences in the pro-attractiveness bias in social decision making. <i>Current Psychology</i> , 2023, 42, 11388-11402.	2.8	6
144	The temperamental basis of extraversion and its implications for psychopathology. <i>Personality and Individual Differences</i> , 2022, 185, 111302.	2.9	3
145	The legitimizing roles of respectful treatment and direct democracy in collective decisionâ€making: A schoolâ€based study. <i>Journal of Applied Social Psychology</i> , 2022, 52, 95-105.	2.0	3
150	For What Itâ€™s Worth: Humans Overwrite Their Economic Self-interest to Avoid Bargaining With AI Systems. , 2022, , .		7
151	The Effects of Partner Extraversion and Agreeableness on Trust. <i>Personality and Social Psychology Bulletin</i> , 2023, 49, 1028-1042.	3.0	2
152	Imagination and the prosocial personality: Mapping the effect of episodic simulation on helping across prosocial traits. <i>Applied Cognitive Psychology</i> , 0, , .	1.6	1
153	Observing others give & take: A computational account of bystandersâ€™ feelings and actions. <i>PLoS Computational Biology</i> , 2022, 18, e1010010.	3.2	1
154	Money Matters in Psychiatric Assessment, Case Formulation, Treatment Planning, and Ongoing Psychotherapy. <i>Journal of Nervous and Mental Disease</i> , 2022, 210, 811-817.	1.0	2
155	Intrinsic brain activity patterns across largeâ€scale networks predict reciprocity propensity. <i>Human Brain Mapping</i> , 2022, 43, 5616-5629.	3.6	3
156	Strategic complexity and cognitive skills affect brain response in interactive decision-making. <i>Scientific Reports</i> , 2022, 12, .	3.3	1
157	The role of character strengths in economic decision-making. <i>Judgment and Decision Making</i> , 2018, 13, 382-392.	1.4	4
159	Human and macaque pairs employ different coordination strategies in a transparent decision game. <i>ELife</i> , 0, 12, .	6.0	4
160	Relationship Between Mental Health Education Competency and Interpersonal Trust Among College Counselors: The Mediating Role of Neuroticism. <i>Psychology Research and Behavior Management</i> , 0, Volume 16, 169-177.	2.8	0
161	Who contributes to disaster preparedness? Predicting decision making in social dilemmas pertaining to community resilience. <i>Risk Analysis</i> , 2023, 43, 2659-2670.	2.7	0
162	A thematic analysis of fundraiser characteristics in highâ€quality major donor fundraising relationships in <sc>US</sc> higher education. <i>Journal of Philanthropy and Marketing</i> , 0, , .	1.0	0

#	ARTICLE	IF	CITATIONS
163	Gender differences in the stability of trust and risk-taking. <i>Journal of Trust Research</i> , 2023, 13, 223-251.	0.8	1
164	Self-Other agreement and criterion-related validity of moral pride and hubris. <i>Journal of Personality</i> , 0, , .	3.2	1
165	What do you value based on who you are? Big five personality traits, destination value and electronic word-of-mouth intentions. <i>Tourism and Hospitality Research</i> , 0, , .	3.8	1
166	Context matters: an examination of game management in refereeing. <i>International Journal of Sport and Exercise Psychology</i> , 0, , 1-24.	2.1	0
167	In bot we trust? Personality traits and reciprocity in human-bot trust games. , 0, 2, .		1
168	The Effect of Response Formats on Response Style Strength. <i>European Journal of Psychological Assessment</i> , 0, , .	3.0	0
169	Credibility Signals from Soft Information: Evidence from Investor Reactions to Tone in Earnings Conference Calls. <i>European Accounting Review</i> , 0, , 1-33.	3.8	0
170	Repeat Clicking: A Lack of Awareness is Not the Problem. <i>Lecture Notes in Computer Science</i> , 2023, , 325-342.	1.3	0
171	A Comprehensive Aspect-Level Approach to the Personality Micro-Foundations of Foreign Policy Attitudes. <i>Personality and Social Psychology Bulletin</i> , 0, , .	3.0	0
172	Dispositional compassion shifts social preferences in systematic ways. <i>Journal of Personality</i> , 0, , .	3.2	0
173	Personality traits and identity statuses as predictors of personality functioning in mid and late adolescence. <i>Imagination, Cognition and Personality</i> , 2024, 43, 269-285.	0.9	0
174	Testing the boundaries of the model of pro-group intent: Does group interaction influence reaction to poor performers?. <i>Group Processes and Intergroup Relations</i> , 0, , .	3.9	0
175	Who helps whom in times of crisis? An investigation of actual donations to two groups of earthquake victims. <i>Journal of Research in Personality</i> , 2024, 109, 104476.	1.7	0
176	(Not) showing you feel good, can be bad: The consequences of breaking expressivity norms for positive emotions. <i>Journal of Experimental Social Psychology</i> , 2024, 113, 104600.	2.2	0
177	Why moral psychology needs personality psychology. <i>Journal of Personality</i> , 2024, 92, 653-665.	3.2	0