Roy J Lewicki

List of Publications by Year
in descending order

35 papers	**6,402** citations	394421 **19** h-index	580821 **25** g-index
36 all docs	**36** docs citations	**36** times ranked	**3477** citing authors

#	Article	IF	Citations
1	Trust And Distrust: New Relationships and Realities. Academy of Management Review, 1998, 23, 438-458.	11.7	1,750
2	Developing and Maintaining Trust in Work Relationships. , 1996, , 114-139.		1,327
3	Models of Interpersonal Trust Development: Theoretical Approaches, Empirical Evidence, and Future Directions. Journal of Management, 2006, 32, 991-1022.	9.3	848
4	The Road to Reconciliation: Antecedents of Victim Willingness to Reconcile Following a Broken Promise. Journal of Management, 2004, 30, 165-187.	9.3	307
5	Reparing Relationships Within and Between Organizations: Building A Conceptual Foundation. Academy of Management Review, 2009, 34, 68-84.	11.7	292
6	Extending and testing a five factor model of ethical and unethical bargaining tactics: introducing the SINS scale. Journal of Organizational Behavior, 2000, 21, 649-664.	4.7	246
7	Models of conflict, negotiation and third party intervention: A review and synthesis. Journal of Organizational Behavior, 1992, 13, 209-252.	4.7	245
8	Repairing and Enhancing Trust:<i>Approaches to Reducing Organizational Trust Deficits</i>. Academy of Management Annals, 2010, 4, 245-277.	9.6	222
9	Supervisory guidance and behavioral integrity: Relationships with employee citizenship and deviant behavior.. Journal of Applied Psychology, 2006, 91, 622-635.	5.3	219
10	Repairing and Enhancing Trust:<i>Approaches to Reducing Organizational Trust Deficits</i>. Academy of Management Annals, 2010, 4, 245-277.	9.6	150
11	Trust Repair. Annual Review of Organizational Psychology and Organizational Behavior, 2017, 4, 287-313.	9.9	96
12	Trust Development in Negotiation. Business & Professional Ethics Journal, 1997, 16, 99-132.	0.4	87
13	An Exploration of the Structure of Effective Apologies. Negotiation and Conflict Management Research, 2016, 9, 177-196.	1.0	77
14	Choosing how to intervene: Factors affecting the use of process and outcome control in third party dispute resolution. Journal of Organizational Behavior, 1985, 6, 49-64.	4.7	75
15	What is ethically appropriate in Negotiations: An empirical examination of bargaining tactics. Social Justice Research, 1996, 9, 69-95.	1.1	67
16	Unravelling the complexities of trust and culture. , 2010, , 3-41.		66
17	Revisiting the Foundations of Organizational Distrust. Foundations and Trends® in Management, 2017, 1, 1-88.	3.0	58
18	Ideas in Currency and OD Practice. Journal of Applied Behavioral Science, The, 2004, 40, 403-422.	3.3	49

#	ARTICLE	IF	CITATIONS
19	Managing distrust in intractable conflicts. Conflict Resolution Quarterly, 2006, 24, 219-228.	0.6	37
20	Trust congruence among integrative negotiators as a predictor of jointâ€behavioral outcomes. International Journal of Conflict Management, 2009, 20, 173-187.	1.9	31
21	Disentangling the Moral Integrity Construct. Group and Organization Management, 2014, 39, 720-743.	4.4	29
22	Towards a context-sensitive approach to researching trust in inter-organizational relationships. , 2010, , 87-106.		18
23	Repairing violations of trustworthiness in negotiation. Journal of Applied Social Psychology, 2019, 49, 145-158.	2.0	14
24	Trust and negotiation. , 2013, , 161-190.		13
25	"Locking-in" effects during a game of Chicken. Journal of Conflict Resolution, 1970, 14, 367-378.	2.0	12
26	Trust research: measuring trust beliefs and behaviours. , 2015, , .		11
27	The role of trust in negotiation processes. , 2013, , .		9
28	Antecedents of supervisor trust in collectivist cultures: evidence from Turkey and China. , 2010, , 311-335.		9
29	The negotiation of contractual agreements. Journal of Strategic Contracting and Negotiation, 2015, 1, 85-98.	0.8	8
30	Trust development in Germanâ€"Ukrainian business relationships: dealing with cultural differences in an uncertain institutional context. , 0, , 205-226.		7
31	The Effects of Reputation and Post Violation Communication on Trust and Distrust. SSRN Electronic Journal, 2003, , .	0.4	5
32	Checking, not trusting: trust, distrust and cultural experience in the auditing profession. , 2010, , 156-181.		3
33	Done But Not Published: The Dissertation Journeys of Roy J. Lewicki and J. Keith Murnighan. Negotiation and Conflict Management Research, 2015, 8, 261-271.	1.0	3
34	Trust and Distrust in Work Relationships: A Grounded Approach. SSRN Electronic Journal, 2005, , .	0.4	2
35	Culture and trust in contractual relationships: a Frenchâ€"Lebanese cooperation. , 0, , 227-254.		1