

# Roy J Lewicki

## List of Publications by Year in descending order

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Version: 2024-02-01

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	Repairing violations of trustworthiness in negotiation. <i>Journal of Applied Social Psychology</i> , 2019, 49, 145-158.	2.0	14
2	Trust Repair. <i>Annual Review of Organizational Psychology and Organizational Behavior</i> , 2017, 4, 287-313.	9.9	96
3	Revisiting the Foundations of Organizational Distrust. <i>Foundations and Trends® in Management</i> , 2017, 1, 1-88.	3.0	58
4	An Exploration of the Structure of Effective Apologies. <i>Negotiation and Conflict Management Research</i> , 2016, 9, 177-196.	1.0	77
5	Trust research: measuring trust beliefs and behaviours. , 2015, , .		11
6	Done But Not Published: The Dissertation Journeys of Roy J. Lewicki and J. Keith Murnighan. <i>Negotiation and Conflict Management Research</i> , 2015, 8, 261-271.	1.0	3
7	The negotiation of contractual agreements. <i>Journal of Strategic Contracting and Negotiation</i> , 2015, 1, 85-98.	0.8	8
8	Disentangling the Moral Integrity Construct. <i>Group and Organization Management</i> , 2014, 39, 720-743.	4.4	29
9	The role of trust in negotiation processes. , 2013, , .		9
10	Trust and negotiation. , 2013, , 161-190.		13
11	Checking, not trusting: trust, distrust and cultural experience in the auditing profession. , 2010, , 156-181.		3
12	Antecedents of supervisor trust in collectivist cultures: evidence from Turkey and China. , 2010, , 311-335.		9
13	Repairing and Enhancing Trust:<i>Approaches to Reducing Organizational Trust Deficits</i>. <i>Academy of Management Annals</i> , 2010, 4, 245-277.	9.6	222
14	Towards a context-sensitive approach to researching trust in inter-organizational relationships. , 2010, , 87-106.		18
15	Unravelling the complexities of trust and culture. , 2010, , 3-41.		66
16	Repairing and Enhancing Trust:<i>Approaches to Reducing Organizational Trust Deficits</i>. <i>Academy of Management Annals</i> , 2010, 4, 245-277.	9.6	150
17	Repairing Relationships Within and Between Organizations: Building A Conceptual Foundation. <i>Academy of Management Review</i> , 2009, 34, 68-84.	11.7	292
18	Trust congruence among integrative negotiators as a predictor of joint behavioral outcomes. <i>International Journal of Conflict Management</i> , 2009, 20, 173-187.	1.9	31

#	ARTICLE	IF	CITATIONS
19	Models of Interpersonal Trust Development: Theoretical Approaches, Empirical Evidence, and Future Directions. <i>Journal of Management</i> , 2006, 32, 991-1022.	9.3	848
20	Managing distrust in intractable conflicts. <i>Conflict Resolution Quarterly</i> , 2006, 24, 219-228.	0.6	37
21	Supervisory guidance and behavioral integrity: Relationships with employee citizenship and deviant behavior.. <i>Journal of Applied Psychology</i> , 2006, 91, 622-635.	5.3	219
22	Trust and Distrust in Work Relationships: A Grounded Approach. <i>SSRN Electronic Journal</i> , 2005, , .	0.4	2
23	Ideas in Currency and OD Practice. <i>Journal of Applied Behavioral Science</i> , The, 2004, 40, 403-422.	3.3	49
24	The Road to Reconciliation: Antecedents of Victim Willingness to Reconcile Following a Broken Promise. <i>Journal of Management</i> , 2004, 30, 165-187.	9.3	307
25	The Effects of Reputation and Post Violation Communication on Trust and Distrust. <i>SSRN Electronic Journal</i> , 2003, , .	0.4	5
26	Extending and testing a five factor model of ethical and unethical bargaining tactics: introducing the SINS scale. <i>Journal of Organizational Behavior</i> , 2000, 21, 649-664.	4.7	246
27	Trust And Distrust: New Relationships and Realities. <i>Academy of Management Review</i> , 1998, 23, 438-458.	11.7	1,750
28	Trust Development in Negotiation. <i>Business &amp; Professional Ethics Journal</i> , 1997, 16, 99-132.	0.4	87
29	What is ethically appropriate in Negotiations: An empirical examination of bargaining tactics. <i>Social Justice Research</i> , 1996, 9, 69-95.	1.1	67
30	Developing and Maintaining Trust in Work Relationships. , 1996, , 114-139.		1,327
31	Models of conflict, negotiation and third party intervention: A review and synthesis. <i>Journal of Organizational Behavior</i> , 1992, 13, 209-252.	4.7	245
32	Choosing how to intervene: Factors affecting the use of process and outcome control in third party dispute resolution. <i>Journal of Organizational Behavior</i> , 1985, 6, 49-64.	4.7	75
33	"Locking-in" effects during a game of Chicken. <i>Journal of Conflict Resolution</i> , 1970, 14, 367-378.	2.0	12
34	Trust development in Germanâ€“Ukrainian business relationships: dealing with cultural differences in an uncertain institutional context. , 0, , 205-226.		7
35	Culture and trust in contractual relationships: a Frenchâ€“Lebanese cooperation. , 0, , 227-254.		1