

# M Audrey Korsgaard

## List of Publications by Year in descending order

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Version: 2024-02-01

29  
papers

3,674  
citations

361413  
20  
h-index

580821  
25  
g-index

31  
all docs

31  
docs citations

31  
times ranked

2461  
citing authors

#	ARTICLE	IF	CITATIONS
1	Managers as Initiators of Trust: An Exchange Relationship Framework for Understanding Managerial Trustworthy Behavior. <i>Academy of Management Review</i> , 1998, 23, 513-530.	11.7	1,256
2	Procedural Justice in Performance Evaluation: The Role of Instrumental and Non-Instrumental Voice in Performance Appraisal Discussions. <i>Journal of Management</i> , 1995, 21, 657-669.	9.3	438
3	Managers as Initiators of Trust: An Exchange Relationship Framework for Understanding Managerial Trustworthy Behavior. <i>Academy of Management Review</i> , 1998, 23, 513.	11.7	237
4	Trust in the face of conflict: The role of managerial trustworthy behavior and organizational context.. <i>Journal of Applied Psychology</i> , 2002, 87, 312-319.	5.3	217
5	A Closer Look at Trust Between Managers and Subordinates: Understanding the Effects of Both Trusting and Being Trusted on Subordinate Outcomes. <i>Journal of Management</i> , 2009, 35, 327-347.	9.3	199
6	The dynamics of shared leadership: Building trust and enhancing performance.. <i>Journal of Applied Psychology</i> , 2014, 99, 771-783.	5.3	150
7	Perceived fairness, decision control, and commitment in international joint venture management teams. <i>Strategic Management Journal</i> , 2002, 23, 1141-1160.	7.3	124
8	Paying you back or paying me forward: Understanding rewarded and unrewarded organizational citizenship behavior.. <i>Journal of Applied Psychology</i> , 2010, 95, 277-290.	5.3	118
9	It Isn't Always Mutual. <i>Journal of Management</i> , 2015, 41, 47-70.	9.3	118
10	Beyond helping: Do other-oriented values have broader implications in organizations?. <i>Journal of Applied Psychology</i> , 1997, 82, 160-177.	5.3	116
11	The Antecedents and Consequences of Group Potency: A Longitudinal Investigation of Newly Formed Work Groups. <i>Academy of Management Journal</i> , 2002, 45, 352-368.	6.3	104
12	What motivates fairness? The role of subordinate assertive behavior on manager's interactional fairness.. <i>Journal of Applied Psychology</i> , 1998, 83, 731-744.	5.3	90
13	Procedural Justice in Entrepreneur-Investor Relations. <i>Academy of Management Journal</i> , 1996, 39, 544-574.	6.3	79
14	Beaten Before Begun: The Role of Procedural Justice in Planning Change. <i>Journal of Management</i> , 2002, 28, 497-516.	9.3	76
15	The role of other orientation in organizational citizenship behavior. <i>Journal of Organizational Behavior</i> , 2008, 29, 829-841.	4.7	73
16	Considering situational and dispositional approaches to rational self-interest: An extension and response to De Dreu (2006).. <i>Journal of Applied Psychology</i> , 2006, 91, 1253-1259.	5.3	46
17	The Role of Other Orientation in Reactions to Job Characteristics. <i>Journal of Management</i> , 2007, 33, 57-83.	9.3	38
18	The effect of other orientation on self-rated supervisor rating agreement. <i>Journal of Organizational Behavior</i> , 2004, 25, 873-891.	4.7	35

#	ARTICLE	IF	CITATIONS
19	Conceptualising time as a level of analysis: New directions in the analysis of trust dynamics. <i>Journal of Trust Research</i> , 2018, 8, 142-165.	0.8	35
20	The impact of self-appraisals on reactions to feedback from others: the role of self-enhancement and self-consistency concerns. <i>Journal of Organizational Behavior</i> , 1996, 17, 301-311.	4.7	24
21	Relational Identification and Forgiveness: Facilitating Relationship Resilience. <i>Journal of Business and Psychology</i> , 2019, 34, 153-167.	4.0	23
22	Tracking the Process of Resilience: How Emotional Stability and Experience Influence Exhaustion and Commitment Trajectories. <i>Group and Organization Management</i> , 2021, 46, 692-736.	4.4	18
23	The Effect of Process Feedback and Task Complexity on Personal Goals, Information Searching, and Performance Improvement <sup>1</sup> . <i>Journal of Applied Social Psychology</i> , 1996, 26, 1889-1911.	2.0	17
24	Social network indices as performance predictors in a virtual organization. , 2012, , .		10
25	Goal Characteristics and Satisfaction: Personal Goals as Mediators of Situational Effects on Task Satisfaction <sup>1</sup> . <i>Journal of Applied Social Psychology</i> , 1990, 20, 920-941.	2.0	6
26	Training in context: Toward a person-by-situation view of voluntary training. <i>Human Resource Development Quarterly</i> , 2011, 22, 323-342.	3.3	4
27	The role of motivational orientations in formal and informal control. , 2010, , 222-248.		2
28	Group Identity and Attachment: Two Paths to Trust and Cooperation in Groups. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
29	Talk, Trust, Succeed – The Impact of Communication in Virtual Groups on Trust in Leaders and on Performance. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1