

Zur Shapira

List of Publications by Year in descending order

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Version: 2024-02-01

52
papers

5,446
citations

257450

24
h-index

302126

39
g-index

55
all docs

55
docs citations

55
times ranked

3167
citing authors

#	ARTICLE	IF	CITATIONS
1	Managerial Perspectives on Risk and Risk Taking. Management Science, 1987, 33, 1404-1418.	4.1	2,416
2	Variable risk preferences and the focus of attention.. Psychological Review, 1992, 99, 172-183.	3.8	541
3	Patterns of behavior of professionally managed and independent investors. Journal of Banking and Finance, 2001, 25, 1573-1587.	2.9	540
4	Experiencing the Improbable: Rare Events and Organizational Learning. Organization Science, 2009, 20, 835-845.	4.5	256
5	Entering new markets: The effect of performance feedback near aspiration and well below and above it. Strategic Management Journal, 2017, 38, 1416-1434.	7.3	157
6	Firm specific and macro herding by professional and amateur investors and their effects on market volatility. Journal of Banking and Finance, 2011, 35, 1599-1609.	2.9	116
7	An empirical test of heuristics and biases affecting real option valuation. Strategic Management Journal, 2004, 25, 269-284.	7.3	111
8	Entrepreneurial finance meets organizational reality: comparing investment practices and performance of corporate and independent venture capitalists. Strategic Management Journal, 2010, 31, 990-1017.	7.3	100
9	“œ’ve Got a Theory Paper” Do You? Conceptual, Empirical, and Theoretical Contributions to Knowledge in the Organizational Sciences. Organization Science, 2011, 22, 1312-1321.	4.5	90
10	Expectancy determinants of intrinsically motivated behavior.. Journal of Personality and Social Psychology, 1976, 34, 1235-1244.	2.8	87
11	The escalation of commitment: An update and appraisal. , 1996, , 191-215.		76
12	Managerial Allocation of Time and Effort: The Effects of Interruptions. Management Science, 2001, 47, 647-662.	4.1	67
13	Judgmental Errors, Interactive Norms, and the Difficulty of Detecting Strategic Surprises. Organization Science, 2001, 12, 599-611.	4.5	63
14	The Liability of Leading: Battling Aspiration and Survival Goals in the <i>Jeopardy!</i> Tournament of Champions. Organization Science, 2012, 23, 1100-1113.	4.5	63
15	Value Creation and Knowledge Loss: The Case of Cremonese Stringed Instruments. Organization Science, 2013, 24, 813-830.	4.5	62
16	Patterns of Behavior of Professionally Managed and Independent Investors. SSRN Electronic Journal, 2001, , .	0.4	61
17	Comparing the work values of engineers with managers, production, and clerical workers: A multivariate analysis. Journal of Organizational Behavior, 1990, 11, 281-292.	4.7	57
18	On the use of facet analysis in organizational behavior research: Some conceptual considerations and an example. Organizational Behavior and Human Performance, 1979, 23, 411-428.	1.4	44

#	ARTICLE	IF	CITATIONS
19	Understanding how decisions happen in organizations. , 1996, , 9-32.		44
20	How Commitment to Craftsmanship Leads to Unique Value: Steinway & Sons™ Differentiation Strategy. Strategy Science, 2017, 2, 13-38.	2.9	43
21	Size and frequency of prizes as determinants of the demand for lotteries. Organizational Behavior and Human Decision Processes, 1992, 52, 307-318.	2.5	40
22	Trade-offs in a Tempest: Stakeholder Influence on Hurricane Evacuation Decisions. Organization Science, 2014, 25, 1009-1025.	4.5	40
23	Managerial reasoning about aspirations and expectations. Journal of Economic Behavior and Organization, 2008, 66, 60-73.	2.0	38
24	On the preference for full-coverage policies: Why do people buy too much insurance?. Journal of Economic Psychology, 2008, 29, 747-761.	2.2	37
25	On the behavioral differences between professional and amateur investors after the weekend. Journal of Banking and Finance, 2007, 31, 1417-1426.	2.9	31
26	Making trade-offs between job attributes. Organizational Behavior and Human Performance, 1981, 28, 331-355.	1.4	30
27	A facet analysis of leadership styles.. Journal of Applied Psychology, 1976, 61, 136-139.	5.3	28
28	Subjective expected utility: A model of decision-making. Journal of the Association for Information Science and Technology, 1981, 32, 391-399.	1.0	26
29	After the Storm Has Passed: Translating Crisis Experience into Useful Knowledge. Organization Science, 2020, 31, 1037-1051.	4.5	26
30	Task choice and assigned goals as determinants of task motivation and performance. Organizational Behavior and Human Decision Processes, 1989, 44, 141-165.	2.5	20
31	Experimental Tests of Self-Selection and Screening in Insurance Decisions. Geneva Papers on Risk and Insurance Theory, 1999, 24, 139-158.	0.4	20
32	Confounding changes in averages with marginal effects: How anchoring can destroy economic value in strategic investment assessments. Strategic Management Journal, 2014, 35, 1414-1426.	7.3	19
33	Ambiguity and risk taking in organizations. Journal of Risk and Uncertainty, 1993, 7, 89-94.	1.5	18
34	Governance in Organizations: A Cognitive Perspective. Journal of Management and Governance, 2000, 4, 53-67.	4.1	17
35	Entry into new foreign markets: Performance feedback and opportunity costs. Journal of World Business, 2021, 56, 101258.	7.7	13
36	Risk and Uncertainty. , 2017, , 1-7.		11

#	ARTICLE	IF	CITATIONS
37	Decision Making: Descriptive, Normative, and Prescriptive Interactions.. Administrative Science Quarterly, 1990, 35, 406.	6.9	6
38	Performance Sampling and Bimodal Duration Dependence. Journal of Mathematical Sociology, 2008, 33, 38-63.	1.2	6
39	Measuring subjective probabilities by the magnitude production method. Organizational Behavior and Human Performance, 1975, 14, 314-320.	1.4	5
40	On Mind, Environment, and Simon's Scissors of Rational Behavior. Journal of Management and Governance, 2001, 5, 206-212.	4.1	5
41	Herding in Trading by Amateur and Professional Investors. SSRN Electronic Journal, 0, , .	0.4	5
42	A Special "Provocations and Provocateurs" Section Honoring Jim March. Journal of Management Inquiry, 2020, 29, 119-127.	3.9	4
43	Hierarchical Sensing and Strategic Decision-Making. Advances in Strategic Management, 2018, , 123-138.	0.1	1
44	Risk and Uncertainty. , 2018, , 1479-1485.		1
45	Preference for Job Attributes: Tradeoffs from Present Position. Industrial Relations, 1987, 26, 146-157.	1.6	0
46	Aspects of Garbage Can Processes: Temporal Order and the Role of Expediting. Research in the Sociology of Organizations, 2012, , 165-188.	0.8	0
47	heuristics and biases and strategic decision-making. , 0, , .		0
48	Prospect Theory and Strategic Decision-Making. , 2016, , 1-5.		0
49	Heuristics and Biases and Strategic Decision-Making. , 2016, , 1-4.		0
50	Heuristics and Biases and Strategic Decision-Making. , 2018, , 668-671.		0
51	Prospect Theory and Strategic Decision-Making. , 2018, , 1365-1369.		0
52	Risk-Taking. , 2018, , 1488-1493.		0