

Malia F Mason

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11496685/publications.pdf>

Version: 2024-02-01

29
papers

4,227
citations

304743

22
h-index

454955

30
g-index

30
all docs

30
docs citations

30
times ranked

5202
citing authors

#	ARTICLE	IF	CITATIONS
1	Beyond cheap talk accounts: A theory of politeness in negotiations. <i>Research in Organizational Behavior</i> , 2022, , 100154.	1.2	2
2	Incorporating Physiology into Creativity Research and Practice: The Effects of Bodily Stress Responses on Creativity in Organizations. <i>Academy of Management Perspectives</i> , 2019, 33, 163-184.	6.8	37
3	From belief to deceit: How expectancies about others' ethics shape deception in negotiations. <i>Journal of Experimental Social Psychology</i> , 2018, 76, 239-248.	2.2	10
4	Too precise to pursue: How precise first offers create barriers-to-entry in negotiations and markets. <i>Organizational Behavior and Human Decision Processes</i> , 2018, 148, 87-100.	2.5	38
5	“Switching On” creativity: Task switching can increase creativity by reducing cognitive fixation. <i>Organizational Behavior and Human Decision Processes</i> , 2017, 139, 63-75.	2.5	91
6	Gender Stereotypes and the Coordination of Mnemonic Work within Heterosexual Couples: Romantic Partners Manage their Daily To-Dos. <i>Sex Roles</i> , 2017, 77, 435-452.	2.4	16
7	The experience of secrecy.. <i>Journal of Personality and Social Psychology</i> , 2017, 113, 1-33.	2.8	89
8	Avenues down which a self-reminding mind can wander.. <i>Motivation Science</i> , 2015, 1, 1-21.	1.6	23
9	Tandem anchoring: Informational and politeness effects of range offers in social exchange.. <i>Journal of Personality and Social Psychology</i> , 2015, 108, 254-274.	2.8	46
10	Precise offers are potent anchors: Conciliatory counteroffers and attributions of knowledge in negotiations. <i>Journal of Experimental Social Psychology</i> , 2013, 49, 759-763.	2.2	97
11	The powerful size others down: The link between power and estimates of others' size. <i>Journal of Experimental Social Psychology</i> , 2013, 49, 591-594.	2.2	48
12	Driver of discontent or escape vehicle: the affective consequences of mindwandering. <i>Frontiers in Psychology</i> , 2013, 4, 477.	2.1	34
13	How daydreaming relates to life satisfaction, loneliness, and social support: The importance of gender and daydream content. <i>Consciousness and Cognition</i> , 2012, 21, 401-407.	1.5	90
14	Culture, attribution and automaticity: a social cognitive neuroscience view. <i>Social Cognitive and Affective Neuroscience</i> , 2010, 5, 292-306.	3.0	47
15	Male susceptibility to attentional capture by power cues. <i>Journal of Experimental Social Psychology</i> , 2010, 46, 482-485.	2.2	14
16	When Arnold is “The Terminator”, We No Longer See Him as a Man. <i>Experimental Psychology</i> , 2010, 57, 27-35.	0.7	12
17	Neural mechanisms of social influence. <i>Organizational Behavior and Human Decision Processes</i> , 2009, 110, 152-159.	2.5	78
18	Familiarity and person construal: Individuating knowledge moderates the automaticity of category activation. <i>European Journal of Social Psychology</i> , 2009, 39, 852-861.	2.4	28

#	ARTICLE	IF	CITATIONS
19	Perspective-Taking from a Social Neuroscience Standpoint. <i>Group Processes and Intergroup Relations</i> , 2008, 11, 215-232.	3.9	16
20	Wandering Minds: The Default Network and Stimulus-Independent Thought. <i>Science</i> , 2007, 315, 393-395.	12.6	2,355
21	On Construing Others: Category and Stereotype Activation from Facial Cues. <i>Social Cognition</i> , 2006, 24, 540-562.	0.9	66
22	The Perceptual Determinants of Person Construal: Reopening the Social-Cognitive Toolbox.. <i>Journal of Personality and Social Psychology</i> , 2005, 88, 885-894.	2.8	107
23	Understanding Others: The Face and Person Construal.. <i>Journal of Personality and Social Psychology</i> , 2005, 89, 686-695.	2.8	70
24	The Look of Love. <i>Psychological Science</i> , 2005, 16, 236-239.	3.3	240
25	Categorizing and Individuating Others: The Neural Substrates of Person Perception. <i>Journal of Cognitive Neuroscience</i> , 2004, 16, 1785-1795.	2.3	57
26	Thinking About Actions: The Neural Substrates of Person Knowledge. <i>Cerebral Cortex</i> , 2004, 14, 209-214.	2.9	67
27	Look into my eyes: Gaze direction and person memory. <i>Memory</i> , 2004, 12, 637-643.	1.7	141
28	The owl and the pussycat: Gaze cues and visuospatial orienting. <i>Psychonomic Bulletin and Review</i> , 2004, 11, 826-831.	2.8	60
29	Are You Looking at Me? Eye Gaze and Person Perception. <i>Psychological Science</i> , 2002, 13, 460-464.	3.3	230