

Terry Connolly

List of Publications by Year in descending order

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53
papers

4,305
citations

186265

28
h-index

175258

52
g-index

57
all docs

57
docs citations

57
times ranked

2365
citing authors

#	ARTICLE	IF	CITATIONS
1	Effects of Anonymity and Evaluative Tone on Idea Generation in Computer-Mediated Groups. <i>Management Science</i> , 1990, 36, 689-703.	4.1	687
2	Regret in Decision Making. <i>Current Directions in Psychological Science</i> , 2002, 11, 212-216.	5.3	506
3	Idea Generation in Computer-Based Groups: A New Ending to an Old Story. <i>Organizational Behavior and Human Decision Processes</i> , 1994, 57, 448-467.	2.5	339
4	The Effects of Anonymity on GDSS Group Process with an Idea-Generating Task. <i>MIS Quarterly: Management Information Systems</i> , 1990, 14, 313.	4.2	289
5	Goals, strategy development, and task performance: Some limits on the efficacy of goal setting. <i>Journal of Applied Psychology</i> , 1989, 74, 24-33.	5.3	225
6	Multiple reference points in satisfaction and fairness assessment. <i>Journal of Behavioral Decision Making</i> , 2000, 13, 329-344.	1.7	176
7	Regret in cancer-related decisions. <i>Health Psychology</i> , 2005, 24, S29-S34.	1.6	145
8	Process Structuring in Electronic Brainstorming. <i>Information Systems Research</i> , 1996, 7, 268-277.	3.7	138
9	Regret and Responsibility in the Evaluation of Decision Outcomes. <i>Organizational Behavior and Human Decision Processes</i> , 1997, 70, 73-85.	2.5	132
10	Omission bias in vaccination decisions: Whereâ€™s the â€œomissionâ€? Whereâ€™s the â€œbiasâ€?. <i>Organizational Behavior and Human Decision Processes</i> , 2003, 91, 186-202.	2.5	125
11	Discretionary Data Bases. <i>Communication Research</i> , 1987, 14, 512-528.	5.9	122
12	On the Effectiveness of Group Brainstorming. <i>Small Group Research</i> , 1993, 24, 490-503.	2.7	122
13	Decomposed Versus Holistic Estimates of Effort Required for Software Writing Tasks. <i>Management Science</i> , 1997, 43, 1029-1045.	4.1	106
14	Computer-Mediated Communication and Social Information: Status Salience and Status Differences. <i>Academy of Management Journal</i> , 1995, 38, 1124-1151.	6.3	105
15	Emotion, Decision, and Risk: Betting on Gambles versus Betting on People. <i>Journal of Behavioral Decision Making</i> , 2012, 25, 123-134.	1.7	98
16	Regret in economic and psychological theories of choice. <i>Journal of Behavioral Decision Making</i> , 2006, 19, 139-154.	1.7	90
17	Regret and Responsibility: A Reply to Zeelenberg et al. (1998). <i>Organizational Behavior and Human Decision Processes</i> , 2000, 81, 132-142.	2.5	70
18	Why CSCW applications fail: problems in the adoption of interdependent work tools. , 1990, , .		66

#	ARTICLE	IF	CITATIONS
19	Myopic regret avoidance: Feedback avoidance and learning in repeated decision making. <i>Organizational Behavior and Human Decision Processes</i> , 2009, 109, 182-189.	2.5	60
20	Information search in judgment tasks: A regression model and some preliminary findings. <i>Organizational Behavior and Human Performance</i> , 1982, 30, 330-350.	1.4	57
21	Predecisional information acquisition: Effects of task variables on suboptimal search strategies. <i>Organizational Behavior and Human Decision Processes</i> , 1987, 39, 397-416.	2.5	57
22	Some Conceptual and Methodological Issues in Expectancy Models of Work Performance Motivation. <i>Academy of Management Review</i> , 1976, 1, 37-47.	11.7	56
23	The effects of action, normality, and decision carefulness on anticipated regret: Evidence for a broad mediating role of decision justifiability. <i>Cognition and Emotion</i> , 2010, 24, 1405-1420.	2.0	41
24	Decision theory, reasonable doubt, and the utility of erroneous acquittals.. <i>Law and Human Behavior</i> , 1987, 11, 101-112.	0.7	38
25	Toward interactive, Internet-based decision aid for vaccination decisions: Better information alone is not enough. <i>Vaccine</i> , 2012, 30, 3813-3818.	3.8	36
26	Predicting Affective Responses to Unexpected Outcomes. <i>Organizational Behavior and Human Decision Processes</i> , 2001, 85, 211-225.	2.5	35
27	Multi-attribute sequential search. <i>Organizational Behavior and Human Decision Processes</i> , 2007, 103, 147-158.	2.5	35
28	The effectiveness of group brainstorming in engineering problem solving. <i>IEEE Transactions on Engineering Management</i> , 1975, EM-22, 119-124.	3.5	31
29	Hindsight Bias: Self-Flattery or Cognitive Error?. <i>Journal of Behavioral Decision Making</i> , 1990, 3, 205-211.	1.7	31
30	Do people have accurate beliefs about the behavioral consequences of incidental emotions? Evidence from trust games. <i>Journal of Economic Psychology</i> , 2014, 42, 96-111.	2.2	31
31	Task Strategy Interventions in Goal Setting: The Importance of Search in Strategy Development. <i>Journal of Management</i> , 1989, 15, 589-602.	9.3	28
32	Information search in judgment tasks: The effects of unequal cue validity and cost. <i>Organizational Behavior and Human Performance</i> , 1984, 34, 387-401.	1.4	24
33	BETWEEN-SUBJECT DESIGNS IN TESTING EXPECTANCY MODELS: A METHODOLOGICAL NOTE. <i>Decision Sciences</i> , 1981, 12, 39-45.	4.5	22
34	The effect of consequential thinking on trust game behavior. <i>Journal of Behavioral Decision Making</i> , 2009, 22, 101-119.	1.7	21
35	Regret aversion in reason-based choice. <i>Theory and Decision</i> , 2012, 73, 35-51.	1.0	18
36	Communication nets and uncertainty in R & D planning. <i>IEEE Transactions on Engineering Management</i> , 1975, EM-22, 50-54.	3.5	15

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37	Action as a Fast and Frugal Heuristic. <i>Minds and Machines</i> , 1999, 9, 479-496.	4.8	13
38	Misleading indicators: The limitations of multiple linear regression in formulation of policy recommendations. <i>Policy Sciences</i> , 1981, 13, 397-418.	2.8	12
39	Understanding Computer-Supported Group Work. <i>Journal of Research on Technology in Education</i> , 1995, 28, 190-208.	0.9	12
40	Back to the basics: how feelings of anger affect cooperation. <i>International Journal of Conflict Management</i> , 2016, 27, 523-546.	1.9	12
41	Information mispurchase in judgment tasks: A task-driven causal mechanism. <i>Organizational Behavior and Human Decision Processes</i> , 1988, 42, 75-87.	2.5	11
42	Cues, Components, and Causal Structure in Laboratory Judgment Studies. <i>Educational and Psychological Measurement</i> , 1977, 37, 877-888.	2.4	9
43	Varying Data and Information in a Decision Making Task—. <i>Ergonomics</i> , 1977, 20, 643-649.	2.1	9
44	Lay Personality Theories in Interactive Decisions: Strongly Held, Weakly Supported. <i>Journal of Behavioral Decision Making</i> , 2015, 28, 201-213.	1.7	9
45	Is greed contagious? Four experimental studies. <i>Journal of Behavioral Decision Making</i> , 2019, 32, 579-598.	1.7	9
46	Discretionary databases in forecasting. <i>Journal of Forecasting</i> , 1990, 9, 1-12.	2.8	7
47	On Optimal Satisficing: How Simple Policies Can Achieve Excellent Results. <i>Springer Optimization and Its Applications</i> , 2008, , 79-97.	0.9	5
48	Chapter 9 "Fools Rush In". <i>Psychology of Learning and Motivation - Advances in Research and Theory</i> , 2009, , 275-306.	1.1	4
49	Participation Equality and Influence: Cues and Status in Computer-Supported Cooperative Work Groups. , 1993, , 265-279.		3
50	Chapter 12 Studies of Information-Purchase Processes. <i>Advances in Psychology</i> , 1988, 54, 401-425.	0.1	2
51	Regret and the control of temporary preferences. <i>Behavioral and Brain Sciences</i> , 2005, 28, 653-654.	0.7	2
52	Are base rates a natural category of information?. <i>Behavioral and Brain Sciences</i> , 1996, 19, 19-20.	0.7	1
53	Regret and justification as a link from argumentation to consequentialism. <i>Behavioral and Brain Sciences</i> , 2011, 34, 75-75.	0.7	1