

J Keith Murnighan

List of Publications by Year in descending order

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Version: 2024-02-01

78
papers

8,271
citations

94433

37
h-index

88630

70
g-index

83
all docs

83
docs citations

83
times ranked

4935
citing authors

#	ARTICLE	IF	CITATIONS
1	Demographic Diversity and Faultlines: The Compositional Dynamics of Organizational Groups. <i>Academy of Management Review</i> , 1998, 23, 325-340.	11.7	1,413
2	Interactions Within Groups and Subgroups: The Effects of Demographic Faultlines. <i>Academy of Management Journal</i> , 2005, 48, 645-659.	6.3	568
3	The Effects of Contracts on Interpersonal Trust. <i>Administrative Science Quarterly</i> , 2002, 47, 534.	6.9	503
4	The Emergence of Norms in Competitive Decision-Making Groups. <i>Administrative Science Quarterly</i> , 1985, 30, 350.	6.9	437
5	The Dynamics of Intense Work Groups: A Study of British String Quartets. <i>Administrative Science Quarterly</i> , 1991, 36, 165.	6.9	408
6	Striving for the Moral Self: The Effects of Recalling Past Moral Actions on Future Moral Behavior. <i>Personality and Social Psychology Bulletin</i> , 2011, 37, 701-713.	3.0	360
7	When Talk Is Not Cheap: Substantive Penance and Expressions of Intent in Rebuilding Cooperation. <i>Organization Science</i> , 2002, 13, 497-513.	4.5	332
8	Towards a competitive arousal model of decision-making: A study of auction fever in live and Internet auctions. <i>Organizational Behavior and Human Decision Processes</i> , 2005, 96, 89-103.	2.5	255
9	Dormant Ties: The Value Of Reconnecting. <i>Organization Science</i> , 2011, 22, 923-939.	4.5	247
10	The Role of Information in Bargaining: An Experimental Study. <i>Econometrica</i> , 1982, 50, 1123.	4.2	245
11	Economics Education and Greed. <i>Academy of Management Learning and Education</i> , 2011, 10, 643-660.	2.5	221
12	Attributions of trust and the calculus of reciprocity. <i>Journal of Experimental Social Psychology</i> , 2003, 39, 448-455.	2.2	216
13	The Development of an Intragroup Norm and the Effects of Interpersonal and Structural Challenges. <i>Administrative Science Quarterly</i> , 1991, 36, 20.	6.9	207
14	Expecting Continued Play in Prisoner's Dilemma Games. <i>Journal of Conflict Resolution</i> , 1983, 27, 279-300.	2.0	195
15	THE INFORMATION DILEMMA IN NEGOTIATIONS: EFFECTS OF EXPERIENCE, INCENTIVES, AND INTEGRATIVE POTENTIAL. <i>International Journal of Conflict Management</i> , 1999, 10, 313-339.	1.9	166
16	Models of coalition behavior: Game theoretic, social psychological, and political perspectives.. <i>Psychological Bulletin</i> , 1978, 85, 1130-1153.	6.1	147
17	Contemplation and Conversation: Subtle Influences on Moral Decision Making. <i>Academy of Management Journal</i> , 2012, 55, 13-33.	6.3	142
18	Getting Off on the Wrong Foot: The Timing of a Breach and the Restoration of Trust. <i>Personality and Social Psychology Bulletin</i> , 2008, 34, 1601-1612.	3.0	132

#	ARTICLE	IF	CITATIONS
19	Compensatory Ethics. <i>Journal of Business Ethics</i> , 2010, 92, 323-339.	6.0	127
20	Power gained, power lost. <i>Organizational Behavior and Human Decision Processes</i> , 2008, 105, 135-146.	2.5	113
21	When Hierarchy Wins. <i>Social Psychological and Personality Science</i> , 2012, 3, 398-406.	3.9	111
22	Starting low but ending high: A reversal of the anchoring effect in auctions.. <i>Journal of Personality and Social Psychology</i> , 2006, 90, 975-986.	2.8	110
23	Suckers or saviors? Consistent contributors in social dilemmas.. <i>Journal of Personality and Social Psychology</i> , 2008, 95, 1340-1353.	2.8	101
24	Do groups lie more than individuals? Honesty and deception as a function of strategic self-interest. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 1321-1324.	2.2	97
25	Risk aversion in bargaining: An experimental study. <i>Journal of Risk and Uncertainty</i> , 1988, 1, 101-124.	1.5	92
26	On Greed. <i>Academy of Management Annals</i> , 2011, 5, 279-316.	9.6	86
27	The Volunteer Dilemma. <i>Administrative Science Quarterly</i> , 1993, 38, 515.	6.9	83
28	Mind games: The mental representation of conflict.. <i>Journal of Personality and Social Psychology</i> , 2012, 102, 132-148.	2.8	80
29	Fairness in Bargaining. <i>Social Justice Research</i> , 2003, 16, 241-262.	1.1	69
30	On Greed. <i>Academy of Management Annals</i> , 2011, 5, 279-316.	9.6	66
31	The social and ethical consequences of a calculative mindset. <i>Organizational Behavior and Human Decision Processes</i> , 2014, 125, 39-49.	2.5	65
32	Bad Drives Psychological Reactions, but Good Propels Behavior. <i>Psychological Science</i> , 2009, 20, 634-644.	3.3	64
33	The Effects of Communication and Information Availability in an Experimental Study of a Three-Person Game. <i>Management Science</i> , 1977, 23, 1336-1348.	4.1	53
34	Whatâ€™s in a name? Subliminally activating trusting behavior. <i>Organizational Behavior and Human Decision Processes</i> , 2010, 111, 62-70.	2.5	53
35	Understanding Ethical Behavior and Decision Making in Management: A Behavioural Business Ethics Approach. <i>British Journal of Management</i> , 2011, 22, S1.	5.0	50
36	Reconnection Choices: Selecting the Most Valuable (vs. Most Preferred) Dormant Ties. <i>Organization Science</i> , 2015, 26, 1447-1465.	4.5	43

#	ARTICLE	IF	CITATIONS
37	The social world as an experimental game. <i>Organizational Behavior and Human Decision Processes</i> , 2016, 136, 80-94.	2.5	42
38	Speaking the Same Language. <i>Journal of Conflict Resolution</i> , 2007, 51, 431-456.	2.0	41
39	Cheating at the end to avoid regret.. <i>Journal of Personality and Social Psychology</i> , 2015, 109, 395-414.	2.8	39
40	A Very Extreme Case of the Dollar Auction. <i>Journal of Management Education</i> , 2002, 26, 56-69.	1.1	38
41	Theories of coalition formation and the effects of reference groups. <i>Journal of Experimental Social Psychology</i> , 1977, 13, 166-181.	2.2	37
42	Effects of group size and communication availability on coalition bargaining in a veto game.. <i>Journal of Personality and Social Psychology</i> , 1980, 39, 92-103.	2.8	36
43	Life or Death Decisions: Framing the Call for Help. <i>PLoS ONE</i> , 2013, 8, e57351.	2.5	35
44	Strength and weakness in four coalition situations. <i>Systems Research and Behavioral Science</i> , 1978, 23, 195-208.	0.2	27
45	The Structure of Mediation and Invention: Comments on Carnevale's Strategic Choice Model. <i>Negotiation Journal</i> , 1986, 2, 351-356.	0.5	27
46	The Empathy-Prospect Model and the Choice to Help1. <i>Journal of Applied Social Psychology</i> , 2001, 31, 816-839.	2.0	26
47	The dynamics of punishment and trust.. <i>Journal of Applied Psychology</i> , 2017, 102, 1385-1402.	5.3	26
48	Large Group Bargaining in a Characteristic Function Game. <i>Journal of Conflict Resolution</i> , 1978, 22, 299-317.	2.0	25
49	Money, Emotions, and Ethics Across Individuals and Countries. <i>Journal of Business Ethics</i> , 2014, 125, 163-176.	6.0	25
50	Honesty pays: On the benefits of having and disclosing information in coalition bargaining. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 738-747.	2.2	23
51	How, when, and why recipients and observers reward good deeds and punish bad deeds. <i>Organizational Behavior and Human Decision Processes</i> , 2015, 128, 84-95.	2.5	18
52	How Much Does Honesty Cost? Small Bonuses Can Motivate Ethical Behavior. <i>Management Science</i> , 2017, 63, 2903-2914.	4.1	17
53	Coalition bargaining in four games that include a veto player.. <i>Journal of Personality and Social Psychology</i> , 1979, 37, 1933-1946.	2.8	15
54	Defectors, Vulnerability, and Relative Power: Some Causes and Effects of Leaving a Stable Coalition. <i>Human Relations</i> , 1981, 34, 589-609.	5.4	14

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55	THE EFFECTS OF CONNECTEDNESS AND SELF INTEREST IN THE ORGANIZATIONAL VOLUNTEER DILEMMA. <i>International Journal of Conflict Management</i> , 1997, 8, 32-51.	1.9	11
56	Understanding the trust deficit in China: Mapping positive experience and trust in strangers. <i>Organizational Behavior and Human Decision Processes</i> , 2017, 143, 85-97.	2.5	11
57	The Goldilocks contract: The synergistic benefits of combining structure and autonomy for persistence, creativity, and cooperation.. <i>Journal of Personality and Social Psychology</i> , 2017, 113, 393-412.	2.8	9
58	Chapter 4 Games Groups Play: Mental Models in Intergroup Conflict and Negotiation. <i>Research on Managing Groups and Teams</i> , 2011, , 79-107.	0.6	8
59	The structure of mediation and intravention. <i>Negotiation Journal</i> , 1986, 2, 351-356.	0.5	8
60	Cooperating when You Know Your Outcomes will Differ. <i>Simulation and Gaming</i> , 1991, 22, 463-475.	1.9	7
61	Title is missing!. <i>Social Justice Research</i> , 2003, 16, 53-78.	1.1	7
62	Evaluating theoretical predictions in the social sciences: Coalition theories and other models. <i>Systems Research and Behavioral Science</i> , 1982, 27, 125-130.	0.2	6
63	The formation of blocs in an experimental study of coalition. <i>Journal of Organizational Behavior</i> , 1985, 6, 33-48.	4.7	5
64	Fair Division: From Cake-Cutting to Dispute Resolution. <i>Social Justice Research</i> , 1999, 12, 149-162.	1.1	4
65	Arousal, Interest and Auction Bidders. <i>SSRN Electronic Journal</i> , 2008, , .	0.4	4
66	Chapter 65 Payoff Uncertainty and Cooperation in Finitely-repeated Prisoner's Dilemma Games. <i>Handbook of Experimental Economics Results</i> , 2008, 1, 598-606.	0.2	3
67	Economics and Greed. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
68	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
69	Two- rather than one-way streets: Agents as causal forces in principals's™ unethical decisions. <i>Journal of Economic Behavior and Organization</i> , 2016, 132, 217-227.	2.0	3
70	The Relational Costs of Complete Contracts. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
71	The Tell-Tale Look: Viewing Time, Preferences, and Prices. <i>PLoS ONE</i> , 2015, 10, e0117137.	2.5	2
72	The Hidden Cost of Contracts on Relationships and Performance. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2

#	ARTICLE	IF	CITATIONS
73	The reconstitution of broken interfirm relations. Long Range Planning, 2021, , 102122.	4.9	1
74	Trust as a Tactic: The Calculative Induction of Reciprocity. SSRN Electronic Journal, 0, , .	0.4	1
75	Listing service. International Journal of Game Theory, 1978, 7, 125-128.	0.5	0
76	Listing service. International Journal of Game Theory, 1982, 11, 57-62.	0.5	0
77	Nuts and dilemmas: A research note. Systems Research and Behavioral Science, 1986, 31, 254-259.	0.2	0
78	Honesty Pays: On the Benefits of Disclosing Information in Coalition Formation. SSRN Electronic Journal, 0, , .	0.4	0