

Gavin J Kilduff

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11613785/publications.pdf>

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18
papers

1,941
citations

567281

15
h-index

839539

18
g-index

18
all docs

18
docs citations

18
times ranked

1541
citing authors

#	ARTICLE	IF	CITATIONS
1	Why do dominant personalities attain influence in face-to-face groups? The competence-signaling effects of trait dominance.. Journal of Personality and Social Psychology, 2009, 96, 491-503.	2.8	415
2	The Psychology of Rivalry: A Relationally Dependent Analysis of Competition. Academy of Management Journal, 2010, 53, 943-969.	6.3	387
3	The Pursuit of Status in Social Groups. Current Directions in Psychological Science, 2009, 18, 295-298.	5.3	302
4	Whatever It Takes to Win: Rivalry Increases Unethical Behavior. Academy of Management Journal, 2016, 59, 1508-1534.	6.3	194
5	From Glue to Gasoline. Psychological Science, 2013, 24, 1986-1994.	3.3	128
6	Getting off on the right foot: Subjective value versus economic value in predicting longitudinal job outcomes from job offer negotiations.. Journal of Applied Psychology, 2009, 94, 524-534.	5.3	105
7	Driven to Win. Social Psychological and Personality Science, 2014, 5, 944-952.	3.9	77
8	Hierarchy and Its Discontents: Status Disagreement Leads to Withdrawal of Contribution and Lower Group Performance. Organization Science, 2016, 27, 373-390.	4.5	55
9	From the ephemeral to the enduring: How approach-oriented mindsets lead to greater status.. Journal of Personality and Social Psychology, 2013, 105, 816-831.	2.8	54
10	Going for it on Fourth Down: Rivalry Increases Risk Taking, Physiological Arousal, and Promotion Focus. Academy of Management Journal, 2018, 61, 1281-1306.	6.3	51
11	Interfirm Relational Rivalry: Implications for Competitive Strategy. Academy of Management Review, 2019, 44, 775-799.	11.7	34
12	The spark that ignites: Mere exposure to rivals increases Machiavellianism and unethical behavior. Journal of Experimental Social Psychology, 2017, 69, 156-162.	2.2	29
13	When Interpersonal Competition Helps and When It Harms: An Integration via Challenge and Threat. Academy of Management Annals, 2020, 14, 908-934.	9.6	27
14	Be seen as a leader. Harvard Business Review, 2013, 91, 127-30, 143.	3.1	24
15	The paradox of agency: Feeling powerful reduces brokerage opportunity recognition yet increases willingness to broker.. Journal of Applied Psychology, 2018, 103, 929-938.	5.3	22
16	The Long Shadow of Rivalry: Rivalry Motivates Performance Today and Tomorrow. Psychological Science, 2018, 29, 804-813.	3.3	14
17	What is your status portfolio? Higher status variance across groups increases interpersonal helping but decreases intrapersonal well-being. Organizational Behavior and Human Decision Processes, 2021, 165, 56-75.	2.5	12
18	Is there a place for sympathy in negotiation? Finding strength in weakness. Organizational Behavior and Human Decision Processes, 2015, 131, 95-109.	2.5	11