

# Gavin J Kilduff

## List of Publications by Year in descending order

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

Version: 2024-02-01

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