

# Mark Fichman

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/2043149/publications.pdf>

Version: 2024-02-01

20  
papers

1,295  
citations

687363

13  
h-index

794594

19  
g-index

22  
all docs

22  
docs citations

22  
times ranked

1181  
citing authors

#	ARTICLE	IF	CITATIONS
1	A consensus-based transparency checklist. <i>Nature Human Behaviour</i> , 2020, 4, 4-6.	12.0	79
2	Optimal shot selection strategies for the NBA. <i>Journal of Quantitative Analysis in Sports</i> , 2019, 15, 203-211.	1.0	5
3	Three point shooting and efficient mixed strategies: A portfolio management approach. <i>Journal of Sports Analytics</i> , 2018, 4, 107-120.	0.8	4
4	Why I-O Journals Do Not Publish Qualitative Work. <i>Industrial and Organizational Psychology</i> , 2016, 9, 720-726.	0.6	0
5	Trust Across Borders: Buyer-Supplier Trust in Global Business-to-Business E-Commerce. <i>Journal of the Association for Information Systems</i> , 2012, 13, 886-922.	3.7	48
6	Courting Two-Timers: Multi-Homing Users' Preferences for Two-Sided Exchange Networks. <i>Proceedings - Academy of Management</i> , 2012, 2012, 12156.	0.1	0
7	When threats and encouragements are effective in bargaining: The case of credit collectors. <i>Cognition and Emotion</i> , 2006, 20, 1108-1131.	2.0	3
8	Today's Edisons or weekend hobbyists: technical merit and success of inventions by independent inventors. <i>Research Policy</i> , 2004, 33, 1167-1183.	6.4	59
9	Software reuse and competition: Consumer preferences in a software component market. <i>Annals of Software Engineering</i> , 1998, 5, 53-83.	0.5	0
10	Learning in Dynamic Decision Tasks: Computational Model and Empirical Evidence. <i>Organizational Behavior and Human Decision Processes</i> , 1997, 71, 1-35.	2.5	74
11	Managerial Overcommitment in Corporate Acquisition Processes. <i>Organization Science</i> , 1994, 5, 528-540.	4.5	87
12	Category-Based and Feature-Based Cognitive Processes in Job Impressions. <i>Journal of Applied Social Psychology</i> , 1993, 23, 1226-1248.	2.0	5
13	Role of Individual Attachments in the Dissolution of Interorganizational Relationships. <i>Academy of Management Journal</i> , 1992, 35, 122-160.	6.3	88
14	Honeymoons and the Liability of Adolescence: A New Perspective on Duration Dependence in Social and Organizational Relationships. <i>Academy of Management Review</i> , 1991, 16, 442-468.	11.7	442
15	The Transformation of Corporate Control.. <i>Administrative Science Quarterly</i> , 1991, 36, 492.	6.9	2
16	Social Loafing and Social Facilitation: An Empirical Test of the Cognitive-Motivational Model of Performance. <i>Basic and Applied Social Psychology</i> , 1989, 10, 253-271.	2.1	24
17	To centralize or not to centralize: The effects of uncertainty and threat on group structure and performance. <i>Organizational Behavior and Human Decision Processes</i> , 1989, 43, 58-74.	2.5	80
18	Attendance makes the heart grow fonder: A hazard rate approach to modeling attendance.. <i>Journal of Applied Psychology</i> , 1989, 74, 325-335.	5.3	64

#	ARTICLE	IF	CITATIONS
19	Motivational consequences of absence and attendance: Proportional hazard estimation of a dynamic motivation model.. Journal of Applied Psychology, 1988, 73, 119-134.	5.3	49
20	Cognitive integration and referential communication: Effects of information quality and quantity in message decoding. Organizational Behavior and Human Performance, 1978, 22, 417-430.	1.4	25