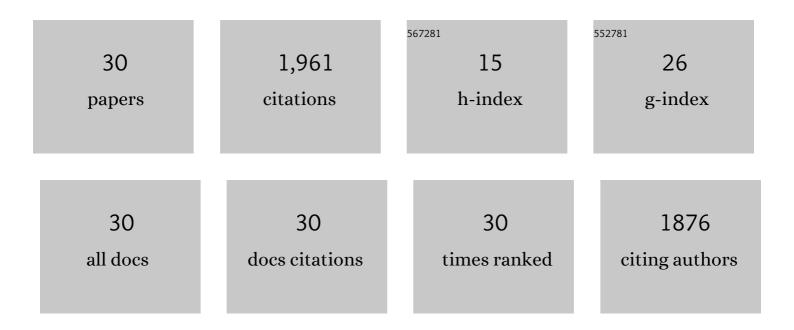
## Geoffrey J Leonardelli

List of Publications by Year in descending order

Source: https://exaly.com/author-pdf/2379523/publications.pdf Version: 2024-02-01



#	Article	IF	CITATIONS
1	Cold and Lonely. Psychological Science, 2008, 19, 838-842.	3.3	581
2	The White standard: Racial bias in leader categorization Journal of Applied Psychology, 2008, 93, 758-777.	5.3	315
3	Optimal Distinctiveness Theory. Advances in Experimental Social Psychology, 2010, , 63-113.	3.3	195
4	Minority and Majority Discrimination: When and Why. Journal of Experimental Social Psychology, 2001, 37, 468-485.	2.2	155
5	Regulatory Focus at the Bargaining Table: Promoting Distributive and Integrative Success. Personality and Social Psychology Bulletin, 2005, 31, 1087-1098.	3.0	132
6	Cooperation in social dilemmas and the need to belong: The moderating effect of group size Group Dynamics, 2003, 7, 168-174.	1.2	100
7	Cultural constraints on the emergence of women as leaders. Journal of World Business, 2012, 47, 604-611.	7.7	67
8	Negational Categorization and Intergroup Behavior. Personality and Social Psychology Bulletin, 2008, 34, 793-806.	3.0	53
9	Self-Doubt and Self-Esteem: A Threat from within. Personality and Social Psychology Bulletin, 2002, 28, 395-408.	3.0	48
10	A regulatory focus model of self-evaluation. Journal of Experimental Social Psychology, 2007, 43, 1002-1009.	2.2	46
11	Perceiving Expatriate Coworkers as Foreigners Encourages Aid. Psychological Science, 2011, 22, 110-117.	3.3	45
12	The negative impact of perceiving discrimination on collective well-being: the mediating role of perceived ingroup status. European Journal of Social Psychology, 2003, 33, 507-514.	2.4	44
13	Avoiding the Agreement Trap: Teams Facilitate Impasse in Negotiations with Negative Bargaining Zones. Negotiation and Conflict Management Research, 2014, 7, 232-242.	1.0	28
14	Social Categorization in Intergroup Contexts: Three Kinds of Selfâ€Categorization. Social and Personality Psychology Compass, 2015, 9, 69-87.	3.7	21
15	Social mindfulness and prosociality vary across the globe. Proceedings of the National Academy of Sciences of the United States of America, 2021, 118, .	7.1	20
16	In Small We Trust. Personality and Social Psychology Bulletin, 2016, 42, 1321-1334.	3.0	19
17	Regulatory focus and interdependent economic decision-making. Journal of Experimental Social Psychology, 2013, 49, 692-698.	2.2	16
18	The big bang: The evolution of negotiation research. Academy of Management Perspectives, 2004, 18, 113-117	6.8	14

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#	Article	IF	CITATIONS
19	Cultural Constraints on the Emergence of Women Leaders. Organizational Dynamics, 2013, 42, 191-197.	2.6	12
20	Optimal Distinctiveness Signals Membership Trust. Personality and Social Psychology Bulletin, 2016, 42, 843-854.	3.0	11
21	Multiple equivalent simultaneous offers (MESOs) reduce the negotiator dilemma: How a choice of first offers increases economic and relational outcomes. Organizational Behavior and Human Decision Processes, 2019, 152, 64-83.	2.5	11
22	The Perspective of Host Country Nationals in Socializing Expatriates: The Importance of Foreign–Local Relations. , 2012, , .		8
23	The shape of self-evaluation: Implicit theories of intelligence and judgments of intellectual ability. Journal of Research in Personality, 2003, 37, 141-168.	1.7	7
24	Using Collective Identities for Assimilation and Differentiation. , 0, , 56-73.		7
25	Fear of innovation: public's perception of robotic surgery. Surgical Endoscopy and Other Interventional Techniques, 2022, 36, 6076-6083.	2.4	3
26	THE WHITE STANDARD IN LEADERSHIP EVALUATIONS: ATTRIBUTIONAL BENEFITS OF A WHITE CORPORATE LEADER Proceedings - Academy of Management, 2006, 2006, F1-F6.	0.1	1
27	Reply to Komatsu etÂal.: From local social mindfulness to global sustainability efforts?. Proceedings of the United States of America, 2022, 119, e2119303118.	7.1	1
28	Reply to Nielsen etÂal.: Social mindfulness is associated with countries' environmental performance and individual environmental concern. Proceedings of the National Academy of Sciences of the United States of America, 2022, 119, .	7.1	1
29	Minority Affirmation in Intergroup Relations: Ingroup Favoritism as Self-Affirmation. SSRN Electronic Journal, 2003, , .	0.4	0
30	Lessons from a Crisis. Organizational Dynamics, 2022, 51, 100886.	2.6	0