

Geoffrey J Leonardelli

List of Publications by Year in descending order

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Version: 2024-02-01

30
papers

1,961
citations

567281

15
h-index

552781

26
g-index

30
all docs

30
docs citations

30
times ranked

1876
citing authors

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

| # | ARTICLE | IF | CITATIONS |
|----|---|-----|-----------|
| 19 | Cultural Constraints on the Emergence of Women Leaders. <i>Organizational Dynamics</i> , 2013, 42, 191-197. | 2.6 | 12 |
| 20 | Optimal Distinctiveness Signals Membership Trust. <i>Personality and Social Psychology Bulletin</i> , 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. <i>Organizational Behavior and Human Decision Processes</i> , 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. <i>Journal of Research in Personality</i> , 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. <i>Surgical Endoscopy and Other Interventional Techniques</i> , 2022, 36, 6076-6083. | 2.4 | 3 |
| 26 | THE WHITE STANDARD IN LEADERSHIP EVALUATIONS: ATTRIBUTIONAL BENEFITS OF A WHITE CORPORATE LEADER.. <i>Proceedings - Academy of Management</i> , 2006, 2006, F1-F6. | 0.1 | 1 |
| 27 | Reply to Komatsu et al.: From local social mindfulness to global sustainability efforts?. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2022, 119, e2119303118. | 7.1 | 1 |
| 28 | Reply to Nielsen et al.: Social mindfulness is associated with countries' environmental performance and individual environmental concern. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2022, 119, . | 7.1 | 1 |
| 29 | Minority Affirmation in Intergroup Relations: Ingroup Favoritism as Self-Affirmation. <i>SSRN Electronic Journal</i> , 2003, , . | 0.4 | 0 |
| 30 | Lessons from a Crisis. <i>Organizational Dynamics</i> , 2022, 51, 100886. | 2.6 | 0 |