

# Geoffrey J Leonardelli

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/2379523/publications.pdf>

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	Fear of innovation: public's perception of robotic surgery. <i>Surgical Endoscopy and Other Interventional Techniques</i> , 2022, 36, 6076-6083.	2.4	3
2	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
3	Lessons from a Crisis. <i>Organizational Dynamics</i> , 2022, 51, 100886.	2.6	0
4	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
5	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
6	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
7	In Small We Trust. <i>Personality and Social Psychology Bulletin</i> , 2016, 42, 1321-1334.	3.0	19
8	Optimal Distinctiveness Signals Membership Trust. <i>Personality and Social Psychology Bulletin</i> , 2016, 42, 843-854.	3.0	11
9	Social Categorization in Intergroup Contexts: Three Kinds of Self-Categorization. <i>Social and Personality Psychology Compass</i> , 2015, 9, 69-87.	3.7	21
10	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
11	Regulatory focus and interdependent economic decision-making. <i>Journal of Experimental Social Psychology</i> , 2013, 49, 692-698.	2.2	16
12	Cultural Constraints on the Emergence of Women Leaders. <i>Organizational Dynamics</i> , 2013, 42, 191-197.	2.6	12
13	Cultural constraints on the emergence of women as leaders. <i>Journal of World Business</i> , 2012, 47, 604-611.	7.7	67
14	The Perspective of Host Country Nationals in Socializing Expatriates: The Importance of Foreign-Local Relations. , 2012, , .		8
15	Perceiving Expatriate Coworkers as Foreigners Encourages Aid. <i>Psychological Science</i> , 2011, 22, 110-117.	3.3	45
16	Optimal Distinctiveness Theory. <i>Advances in Experimental Social Psychology</i> , 2010, , 63-113.	3.3	195
17	Cold and Lonely. <i>Psychological Science</i> , 2008, 19, 838-842.	3.3	581
18	Negotiation Categorization and Intergroup Behavior. <i>Personality and Social Psychology Bulletin</i> , 2008, 34, 793-806.	3.0	53

#	ARTICLE	IF	CITATIONS
19	The White standard: Racial bias in leader categorization.. Journal of Applied Psychology, 2008, 93, 758-777.	5.3	315
20	A regulatory focus model of self-evaluation. Journal of Experimental Social Psychology, 2007, 43, 1002-1009.	2.2	46
21	THE WHITE STANDARD IN LEADERSHIP EVALUATIONS: ATTRIBUTIONAL BENEFITS OF A WHITE CORPORATE LEADER.. Proceedings - Academy of Management, 2006, 2006, F1-F6.	0.1	1
22	Regulatory Focus at the Bargaining Table: Promoting Distributive and Integrative Success. Personality and Social Psychology Bulletin, 2005, 31, 1087-1098.	3.0	132
23	The big bang: The evolution of negotiation research. Academy of Management Perspectives, 2004, 18, 113-117.	6.8	14
24	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
25	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
26	Cooperation in social dilemmas and the need to belong: The moderating effect of group size.. Group Dynamics, 2003, 7, 168-174.	1.2	100
27	Minority Affirmation in Intergroup Relations: Ingroup Favoritism as Self-Affirmation. SSRN Electronic Journal, 2003, , .	0.4	0
28	Self-Doubt and Self-Esteem: A Threat from within. Personality and Social Psychology Bulletin, 2002, 28, 395-408.	3.0	48
29	Minority and Majority Discrimination: When and Why. Journal of Experimental Social Psychology, 2001, 37, 468-485.	2.2	155
30	Using Collective Identities for Assimilation and Differentiation. , 0, , 56-73.		7