

# Marianne Schmid Mast

## List of Publications by Year in descending order

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Version: 2024-02-01

105  
papers

3,956  
citations

126907

33  
h-index

144013

57  
g-index

106  
all docs

106  
docs citations

106  
times ranked

3307  
citing authors

#	ARTICLE	IF	CITATIONS
1	On the importance of nonverbal communication in the physicianâ€™ patient interaction. Patient Education and Counseling, 2007, 67, 315-318.	2.2	243
2	Give a person power and he or she will show interpersonal sensitivity: The phenomenon and its why and when.. Journal of Personality and Social Psychology, 2009, 97, 835-850.	2.8	220
3	Successful female leaders empower women's behavior in leadership tasks. Journal of Experimental Social Psychology, 2013, 49, 444-448.	2.2	157
4	Recipientsâ€™ perspective on breaking bad news: How you put it really makes a difference. Patient Education and Counseling, 2005, 58, 244-251.	2.2	147
5	Disentangling physician sex and physician communication style: Their effects on patient satisfaction in a virtual medical visit. Patient Education and Counseling, 2007, 68, 16-22.	2.2	143
6	Who Is the Boss and Who Is Not? Accuracy of Judging Status. Journal of Nonverbal Behavior, 2004, 28, 145-165.	1.0	132
7	Hire me: Computational Inference of Hirability in Employment Interviews Based on Nonverbal Behavior. IEEE Transactions on Multimedia, 2014, 16, 1018-1031.	7.2	132
8	Sources of accuracy in the empathic accuracy paradigm.. Emotion, 2007, 7, 438-446.	1.8	124
9	Are Women Always More Interpersonally Sensitive Than Men? Impact of Goals and Content Domain. Personality and Social Psychology Bulletin, 2008, 34, 144-155.	3.0	98
10	Studying social interactions through immersive virtual environment technology: virtues, pitfalls, and future challenges. Frontiers in Psychology, 2015, 6, 869.	2.1	98
11	How Mood States Affect Information Processing During Facial Emotion Recognition: An Eye Tracking Study. Swiss Journal of Psychology, 2011, 70, 223-231.	0.9	95
12	Accuracy of judging othersâ€™ traits and states: Comparing mean levels across tests. Journal of Research in Personality, 2008, 42, 1476-1489.	1.7	84
13	Concordance between physician communication style and patient attitudes predicts patient satisfaction. Patient Education and Counseling, 2012, 87, 193-197.	2.2	84
14	Physician Gender Affects How Physician Nonverbal Behavior Is Related to Patient Satisfaction. Medical Care, 2008, 46, 1212-1218.	2.4	82
15	Mood effects on emotion recognition. Motivation and Emotion, 2010, 34, 288-292.	1.3	79
16	Social Sensing for Psychology. Current Directions in Psychological Science, 2015, 24, 154-160.	5.3	73
17	Masculinity causes speeding in young men. Accident Analysis and Prevention, 2008, 40, 840-842.	5.7	63
18	Emergent leaders through looking and speaking: from audio-visual data to multimodal recognition. Journal on Multimodal User Interfaces, 2013, 7, 39-53.	2.9	61

#	ARTICLE	IF	CITATIONS
19	The future of interpersonal skills development: Immersive virtual reality training with virtual humans. <i>Human Resource Development Quarterly</i> , 2018, 29, 125-141.	3.3	61
20	Recall of Nonverbal Cues: Exploring a New Definition of Interpersonal Sensitivity. <i>Journal of Nonverbal Behavior</i> , 2006, 30, 141-155.	1.0	59
21	Power increases performance in a social evaluation situation as a result of decreased stress responses. <i>European Journal of Social Psychology</i> , 2013, 43, 201-211.	2.4	59
22	Interpersonal behaviour and social perception in a hierarchy: The interpersonal power and behaviour model. <i>European Review of Social Psychology</i> , 2010, 21, 1-33.	9.4	58
23	Empathic accuracy: measurement and potential clinical applications. , 2007, , 408-427.		57
24	Caring and Dominance Affect Participants's™ Perceptions and Behaviors During a Virtual Medical Visit. <i>Journal of General Internal Medicine</i> , 2008, 23, 523-527.	2.6	54
25	Accurate interpersonal perception. , 2016, , 3-22.		53
26	A meta-analysis of the relationship between emotion recognition ability and intelligence. <i>Cognition and Emotion</i> , 2020, 34, 329-351.	2.0	50
27	Gender Differences in Memory for the Appearance of Others. <i>Personality and Social Psychology Bulletin</i> , 2004, 30, 185-196.	3.0	49
28	The Vertical Dimension of Social Relations and Accurate Interpersonal Perception: A Meta-Analysis. <i>Journal of Nonverbal Behavior</i> , 2015, 39, 131-163.	1.0	47
29	Motivation and interpersonal sensitivity: Does it matter how hard you try?. <i>Motivation and Emotion</i> , 2009, 33, 291-302.	1.3	44
30	Reliability and Validity of Nonverbal Thin Slices in Social Interactions. <i>Personality and Social Psychology Bulletin</i> , 2015, 41, 199-213.	3.0	44
31	When physician-expressed uncertainty leads to patient dissatisfaction: a gender study. <i>Medical Education</i> , 2013, 47, 923-931.	2.1	43
32	How Accurate are Recruiters' First Impressions of Applicants in Employment Interviews?. <i>International Journal of Selection and Assessment</i> , 2011, 19, 198-208.	2.5	42
33	Title is missing!. <i>Sex Roles</i> , 2001, 44, 537-556.	2.4	40
34	Anybody Can Be a Boss But Only Certain People Make Good Subordinates: Behavioral Impacts of Striving for Dominance and Dominance Aversion. <i>Journal of Personality</i> , 2003, 71, 871-892.	3.2	38
35	How female and male physicians's™ communication is perceived differently. <i>Patient Education and Counseling</i> , 2018, 101, 1697-1701.	2.2	38
36	The leaky pipeline in research grant peer review and funding decisions: challenges and future directions. <i>Higher Education</i> , 2021, 82, 145-162.	4.4	37

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37	How Patient-Centered Do Female Physicians Need to Be? Analogue Patients' Satisfaction With Male and Female Physicians' Identical Behaviors. <i>Health Communication</i> , 2015, 30, 894-900.	3.1	36
38	The Impact of Interpersonal Accuracy on Behavioral Outcomes. <i>Current Directions in Psychological Science</i> , 2018, 27, 309-314.	5.3	34
39	Women's Advantage at Remembering Others' Appearance: A Systematic Look at the Why and When of a Gender Difference. <i>Personality and Social Psychology Bulletin</i> , 2006, 32, 353-364.	3.0	33
40	Smiling in a Job Interview: When Less Is More. <i>Journal of Social Psychology</i> , 2015, 155, 107-126.	1.5	33
41	Individual training at the undergraduate level to promote competence in breaking bad news in oncology. <i>Psycho-Oncology</i> , 2017, 26, 2232-2237.	2.3	33
42	Female Dominance Hierarchies: Are They Any Different from Males'? <i>Personality and Social Psychology Bulletin</i> , 2002, 28, 29-39.	3.0	32
43	Measuring nonverbal behavior in clinical interactions: A pragmatic guide. <i>Patient Education and Counseling</i> , 2018, 101, 2209-2218.	2.2	31
44	Nonverbal Self-Accuracy in Interpersonal Interaction. <i>Personality and Social Psychology Bulletin</i> , 2007, 33, 1675-1685.	3.0	30
45	Perceived dominance in physicians: Are female physicians under scrutiny?. <i>Patient Education and Counseling</i> , 2011, 83, 174-179.	2.2	30
46	Nonverbal Social Sensing in Action: Unobtrusive Recording and Extracting of Nonverbal Behavior in Social Interactions Illustrated with a Research Example. <i>Journal of Nonverbal Behavior</i> , 2014, 38, 231-245.	1.0	30
47	When Is Dominance Related to Smiling? Assigned Dominance, Dominance Preference, Trait Dominance, and Gender as Moderators. <i>Sex Roles</i> , 2004, 50, 387-399.	2.4	28
48	Gender differences in interpersonal accuracy. , 2016, , 309-327.		28
49	Power poses "where do we stand?". <i>Comprehensive Results in Social Psychology</i> , 2017, 2, 139-141.	1.8	25
50	Patient-Centeredness as Physician Behavioral Adaptability to Patient Preferences. <i>Health Communication</i> , 2018, 33, 593-600.	3.1	25
51	Felt power explains the link between position power and experienced emotions.. <i>Emotion</i> , 2017, 17, 55-66.	1.8	24
52	Interpersonal Hierarchy Expectation: Introduction of a New Construct. <i>Journal of Personality Assessment</i> , 2005, 84, 287-295.	2.1	22
53	Beyond "One Size Fits All": Physician Nonverbal Adaptability to Patients' Need for Paternalism and Its Positive Consultation Outcomes. <i>Health Communication</i> , 2016, 31, 1327-1333.	3.1	22
54	Modeling empathy as synchrony in clinician and patient vocally encoded emotional arousal: A failure to replicate.. <i>Journal of Counseling Psychology</i> , 2019, 66, 341-350.	2.0	22

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55	Agreeable patient meets affiliative physician: How physician behavior affects patient outcomes depends on patient personality. <i>Patient Education and Counseling</i> , 2013, 90, 399-404.	2.2	20
56	Gender Effects in Information Processing on a Nonverbal Decoding Task. <i>Sex Roles</i> , 2011, 65, 102-107.	2.4	19
57	Self-Promoting and Modest Job Applicants in Different Cultures. <i>Journal of Personnel Psychology</i> , 2011, 10, 70-77.	1.4	19
58	On the Importance of the Superior's Interpersonal Sensitivity for Good Leadership. <i>Journal of Applied Social Psychology</i> , 2012, 42, 1043-1068.	2.0	18
59	Gender Biases in (Inter) Action. <i>Psychology of Women Quarterly</i> , 2015, 39, 539-552.	2.0	18
60	Wanting to Be Boss and Wanting to Be Subordinate: Effects on Performance Motivation. <i>Journal of Applied Social Psychology</i> , 2010, 40, 458-472.	2.0	17
61	How interpersonal power affects empathic accuracy: differential roles of mentalizing vs. mirroring?. <i>Frontiers in Human Neuroscience</i> , 2013, 7, 375.	2.0	17
62	Physician behavioral adaptability: A model to outstrip a "one size fits all" approach. <i>Patient Education and Counseling</i> , 2015, 98, 1243-1247.	2.2	17
63	Empowering Mimicry: Female Leader Role Models Empower Women in Leadership Tasks Through Body Posture Mimicry. <i>Sex Roles</i> , 2019, 80, 11-24.	2.4	17
64	Empathic accuracy. , 2016, , 52-70.		16
65	Individual Differences in Accurately Judging Personality From Text. <i>Journal of Personality</i> , 2016, 84, 433-445.	3.2	16
66	How Do Different Ways of Measuring Individual Differences in Zero-Acquaintance Personality Judgment Accuracy Correlate With Each Other?. <i>Journal of Personality</i> , 2018, 86, 220-232.	3.2	16
67	Predictive Validity of Thin-Slice Nonverbal Behavior from Social Interactions. <i>Personality and Social Psychology Bulletin</i> , 2019, 45, 983-993.	3.0	16
68	Well, you have hepatic metastases: Use of technical language by medical students in simulated patient interviews. <i>Patient Education and Counseling</i> , 2015, 98, 323-330.	2.2	14
69	Virtual patient simulation in breaking bad news training for medical students. <i>Patient Education and Counseling</i> , 2020, 103, 1435-1438.	2.2	14
70	Real and imagined power poses: is the physical experience necessary after all?. <i>Comprehensive Results in Social Psychology</i> , 2017, 2, 44-54.	1.8	13
71	To err is human, not algorithmic " Robust reactions to erring algorithms. <i>Computers in Human Behavior</i> , 2021, 124, 106879.	8.5	13
72	Inferring power-relevant thoughts and feelings in others: a signal detection analysis. <i>European Journal of Social Psychology</i> , 2006, 36, 469-478.	2.4	10

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73	Check Out This Place: Inferring Ambiance From Airbnb Photos. IEEE Transactions on Multimedia, 2018, 20, 1499-1511.	7.2	9
74	The effect of physician self-disclosure on patient self-disclosure and patient perceptions of the physician. Patient Education and Counseling, 2021, 104, 2224-2231.	2.2	9
75	Emotion Recognition Accuracy in Hierarchical Relationships. Swiss Journal of Psychology, 2014, 73, 69-75.	0.9	9
76	Five ways of being "theoretical": Applications to provider "patient communication research. Patient Education and Counseling, 2009, 74, 282-286.	2.2	8
77	Emergent Power Hierarchies and Group Performance. International Journal of Psychology, 2015, 50, 392-396.	2.8	8
78	What we know and the future of interpersonal accuracy research. , 2016, , 404-424.		8
79	Doppelgänger-based training: Imitating our virtual self to accelerate interpersonal skills learning. PLoS ONE, 2021, 16, e0245960.	2.5	8
80	Hiring Gender-Occupation Incongruent Applicants. Journal of Personnel Psychology, 2013, 12, 182-188.	1.4	7
81	The Vertical Dimension of Social Signaling. , 2017, , 34-45.		6
82	Power and social information processing. Current Opinion in Psychology, 2020, 33, 42-46.	4.9	6
83	Undergraduate training in breaking bad news: A continuation study exploring the patient perspective. Psycho-Oncology, 2020, 29, 398-405.	2.3	6
84	Study protocol for the ETMED-L project: longitudinal study of mental health and interpersonal competence of medical students in a Swiss university using a comprehensive framework of empathy. BMJ Open, 2021, 11, e053070.	1.9	6
85	An Opportunity to Investigate the Role of Specific Nonverbal Cues and First Impression in Interviews using Deepfake Based Controlled Video Generation. , 2021, , .		6
86	The relationship between medical students'™ empathy, mental health, and burnout: A cross-sectional study. Medical Teacher, 2022, 44, 1392-1399.	1.8	6
87	The World According to Men: It Is Hierarchical and Stereotypical. Sex Roles, 2005, 53, 919-924.	2.4	5
88	Interpersonal accuracy in relation to the workplace, leadership, and hierarchy. , 2016, , 270-286.		5
89	The problem of demand effects in power studies: Moving beyond power priming. Leadership Quarterly, 2021, 32, 101496.	5.8	5
90	"I Think That I Made a Good Impression!" Social Psychology, 2020, 51, 370-380.	0.7	5

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91	Hostile Sexist Male Patients and Female Doctors: A Challenging Encounter. <i>Patient</i> , 2014, 7, 37-45.	2.7	4
92	Nonverbal Social Sensing: What Social Sensing Can and Cannot Do for the Study of Nonverbal Behavior From Video. <i>Frontiers in Psychology</i> , 2021, 12, 606548.	2.1	4
93	Situational influences on interpersonal accuracy. , 0, , 230-252.		3
94	Trait-agreeableness influences individual reactions to a physician's affiliative behavior in a simulated bad news delivery. <i>Health Communication</i> , 2016, 31, 320-327.	3.1	3
95	Drawn towards what others seem to like: Implicit preference for objects and people looked at with a Duchenne smile. <i>Motivation and Emotion</i> , 2017, 41, 628-635.	1.3	3
96	The role of social categorization and social dominance orientation in behavioral adaptability.. <i>Journal of Personality and Social Psychology</i> , 2022, 122, 700-713.	2.8	3
97	Nonverbal self-accuracy: Individual differences in knowing one's own social interaction behavior. <i>Personality and Individual Differences</i> , 2016, 101, 30-34.	2.9	2
98	Interpersonal Accuracy and Interaction Outcomes: Why and How Reading Others Correctly Has Adaptive Advantages in Social Interactions. , 2020, , 305-331.		2
99	To Include, or Not to Include?. <i>Swiss Journal of Psychology</i> , 2015, 74, 207-215.	0.9	2
100	Validation of a performance measure of broad interpersonal accuracy. <i>Journal of Research in Personality</i> , 2022, 97, 104182.	1.7	2
101	The academic-industry divide in health communication: A call for increased partnership. <i>Patient Education and Counseling</i> , 2019, 102, 2330-2334.	2.2	1
102	Male Interviewers' Nonverbal Dominance Predicts Lower Evaluations of Female Applicants in Simulated Job Interviews. <i>Journal of Personnel Psychology</i> , 2016, 15, 116-124.	1.4	1
103	No Expectation, No Disappointment: How Does Meta-Accuracy Affect Hireability?. <i>Proceedings - Academy of Management</i> , 2018, 2018, 13955.	0.1	1
104	From hierarchical to egalitarian: Hierarchy steepness depends on speaking time feedback and task interdependence.. <i>Group Dynamics</i> , 2020, 24, 261-275.	1.2	1
105	Editorial: Advances and Obstacles in Contemporary Nonverbal Communication Research. <i>Frontiers in Psychology</i> , 2021, 12, 731334.	2.1	0