

# Jeffrey Loewenstein

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/2478301/publications.pdf>

Version: 2024-02-01

44  
papers

3,156  
citations

279798

23  
h-index

361022

35  
g-index

44  
all docs

44  
docs citations

44  
times ranked

1864  
citing authors

#	ARTICLE	IF	CITATIONS
1	Learning and transfer: A general role for analogical encoding.. Journal of Educational Psychology, 2003, 95, 393-408.	2.9	640
2	Relational language and the development of relational mapping. Cognitive Psychology, 2005, 50, 315-353.	2.2	376
3	Analogical encoding facilitates knowledge transfer in negotiation. Psychonomic Bulletin and Review, 1999, 6, 586-597.	2.8	206
4	Avoiding Missed Opportunities in Managerial Life: Analogical Training More Powerful Than Individual Case Training. Organizational Behavior and Human Decision Processes, 2000, 82, 60-75.	2.5	204
5	Reviving Inert Knowledge: Analogical Abstraction Supports Relational Retrieval of Past Events. Cognitive Science, 2009, 33, 1343-1382.	1.7	186
6	Spatial Mapping in Preschoolers: Close Comparisons Facilitate Far Mappings. Journal of Cognition and Development, 2001, 2, 189-219.	1.3	155
7	Vocabularies and Vocabulary Structure: A New Approach Linking Categories, Practices, and Institutions. Academy of Management Annals, 2012, 6, 41-86.	9.6	147
8	Analogical Learning in Negotiation Teams: Comparing Cases Promotes Learning and Transfer. Academy of Management Learning and Education, 2003, 2, 119-127.	2.5	125
9	How Streams of Communication Reproduce and Change Institutional Logics: The Role of Categories. Academy of Management Review, 2015, 40, 28-48.	11.7	123
10	Reframing the Decision-Makersâ€™ Dilemma: Towards a Social Context Model of Creative Idea Recognition. Academy of Management Journal, 2018, 61, 94-110.	6.3	96
11	Culture, Conditions and Paradoxical Frames. Organization Studies, 2017, 38, 539-560.	5.3	92
12	Vocabularies and Vocabulary Structure: A New Approach Linking Categories, Practices, and Institutions. Academy of Management Annals, 2012, 6, 41-86.	9.6	91
13	Comparison Facilitates Children's Learning of Names for Parts. Journal of Cognition and Development, 2007, 8, 285-307.	1.3	85
14	The Cultural Category of Cooperation: A Cultural Consensus Model Analysis for China and the United States. Organization Science, 2011, 22, 299-319.	4.5	81
15	Implicit Theories of Creative Ideas: How Culture Guides Creativity Assessments. Academy of Management Discoveries, 2016, 2, 320-348.	2.9	73
16	The Repetitionâ€¢Break Plot Structure: A Cognitive Influence on Selection in the Marketplace of Ideas. Cognitive Science, 2009, 33, 1-19.	1.7	71
17	Converging on a new role for analogy in problem solving and retrieval: when two problems are better than one. Memory and Cognition, 2007, 35, 334-341.	1.6	70
18	The Repetition-Break Plot Structure Makes Effective Television Advertisements. Journal of Marketing, 2011, 75, 105-119.	11.3	53

#	ARTICLE	IF	CITATIONS
19	At a loss for words: Dominating the conversation and the outcome in negotiation as a function of intricate arguments and communication media. <i>Organizational Behavior and Human Decision Processes</i> , 2005, 98, 28-38.	2.5	41
20	Speaking the Same Language. <i>Journal of Conflict Resolution</i> , 2007, 51, 431-456.	2.0	41
21	The Challenge of Learning. <i>Negotiation Journal</i> , 2000, 16, 399-408.	0.5	36
22	Structural comparison and consumer choice. <i>Journal of Consumer Psychology</i> , 2010, 20, 126-137.	4.5	36
23	Take my word for it: How professional vocabularies foster organizing. <i>Journal of Professions and Organization</i> , 2014, 1, 65-83.	1.5	28
24	Lessons from Analogical Reasoning in the Teaching of Negotiation. <i>Negotiation Journal</i> , 1999, 15, 363-371.	0.5	19
25	Analogical Encoding Fosters Ethical Decision Making Because Improved Knowledge of Ethical Principles Increases Moral Awareness. <i>Journal of Business Ethics</i> , 2021, 172, 307-324.	6.0	16
26	How One's Hook Is Baited Matters for Catching an Analogy. <i>Psychology of Learning and Motivation - Advances in Research and Theory</i> , 2010, , 149-182.	1.1	15
27	Surprise, Recipes for Surprise, and Social Influence. <i>Topics in Cognitive Science</i> , 2019, 11, 178-193.	1.9	14
28	Talking it through: communication sequences in negotiation. , 2013, , 311-331.		9
29	Toward discovering a national identity for millennials: Examining their personal value orientations for regional, institutional, and demographic similarities or variations. <i>Business and Society Review</i> , 2019, 124, 301-323.	1.7	5
30	Structure Mapping and Vocabularies for Thinking. <i>Topics in Cognitive Science</i> , 2017, 9, 842-858.	1.9	5
31	Evidence-Based Change Practices. <i>Journal of Engineering Education</i> , 2017, 106, 4-13.	3.0	4
32	Open for Learning: Encouraging Generalization Fosters Knowledge Transfer in Negotiation. <i>Negotiation and Conflict Management Research</i> , 2020, 13, 3-23.	1.0	4
33	Hidden costs of text-based electronic communication on complex reasoning tasks: Motivation maintenance and impaired downstream performance. <i>Organizational Behavior and Human Decision Processes</i> , 2022, 169, 104130.	2.5	4
34	The Challenge of Learning. <i>Negotiation Journal</i> , 2000, 16, 399-408.	0.5	2
35	Integration Through Redefinition: Revisiting the Role of Negotiators'™ Goals. <i>Group Decision and Negotiation</i> , 2021, 30, 1113-1131.	3.3	1
36	Is Email A Brain Drain? Communication Media Effects and Depletion in Negotiation Tasks. <i>Proceedings - Academy of Management</i> , 2013, 2013, 16770.	0.1	1

#	ARTICLE	IF	CITATIONS
37	Creative Agreements in Negotiation: When and Why Negotiators Redefine the Issues under Discussion. Proceedings - Academy of Management, 2015, 2015, 16781.	0.1	1
38	Introduction: 2016 Rumelhart Prize Issue Honoring Dedre Gentner. Topics in Cognitive Science, 2017, 9, 670-671.	1.9	0
39	Cultivating not gatekeeping: a key leadership role in the creative process. BMJ Leader, 0, , leader-2020-000352.	1.5	0
40	Finding Creativity By Changing Perspectives. Proceedings - Academy of Management, 2021, 2021, 15188.	0.1	0
41	On Measuring Culture(s) With an Inductive Mixture Approach. Proceedings - Academy of Management, 2014, 2014, 11678.	0.1	0
42	Logics and Alternative Approaches to Understanding Meanings in Institutions. Proceedings - Academy of Management, 2015, 2015, 14931.	0.1	0
43	Fostering Moral Understanding to Increase Moral Awareness. Proceedings - Academy of Management, 2018, 2018, 17943.	0.1	0
44	Evaluating Creativity: How Ideator and Evaluator Characteristics Shape Evaluations of New Ideas. Proceedings - Academy of Management, 2020, 2020, 17059.	0.1	0