Daniel L Van Knippenberg

List of Publications by Year
in descending order

185 papers	25,843 citations	11908 72 h-index	8433 152 g-index
193 all docs	193 docs citations	193 times ranked	11937 citing authors

#	Article	IF	Citations
1	An Integrative Model of the Role of Structural, Behavioural, and Cognitive Coordination in Intergroup Effectiveness: How Middle Managers Play a Role. Journal of Management Studies, 2023, 60, 1752-1785.	6.0	3
2	Leader Network Centrality and Team Performance: Team Size as Moderator and Collaboration as Mediator. Journal of Business and Psychology, 2022, 37, 283-296.	2.5	13
3	A Diversity Mindset Perspective on Inclusive Leadership. Group and Organization Management, 2022, 47, 779-797.	2.7	34
4	Racial Biases in the Publication Process: Exploring Expressions and Solutions. Journal of Management, 2022, 48, 7-16.	6.3	15
5	Paradoxical leadership as sensegiving: stimulating change-readiness and change-oriented performance. Leadership and Organization Development Journal, 2022, 43, 225-237.	1.6	19
6	From individual creativity to team creativity: A metaâ€analytic test of task moderators. Journal of Occupational and Organizational Psychology, 2022, 95, 358-404.	2.6	12
7	From Boundary Spanning to Intergroup Knowledge Integration: The Role of Boundary Spannersâ€™ Metaknowledge and Proactivity. Journal of Management Studies, 2022, 59, 1723-1755.	6.0	14
8	Interacting Elements of Leadership: Key to Integration But Looking for Integrative Theory. Journal of Management, 2022, 48, 1695-1723.	6.3	7
9	Visionâ€"value match: leader communication of visions, follower values, meaningfulness, and creativity. European Journal of Work and Organizational Psychology, 2022, 31, 550-566.	2.2	6
10	Leader and organizational identification and organizational citizenship behaviors: Examining cross-lagged relationships and the moderating role of collective identity orientation. Human Relations, 2021, 74, 1716-1745.	3.8	18
11	Capturing the state of the science to change the state of the science: A categorization approach to integrative reviews. Journal of Organizational Behavior, 2021, 42, 104-117.	2.9	15
12	Divided groups need leadership: A study of the effectiveness of collective identity, dual identity, and intergroup relational identity rhetoric. Journal of Applied Social Psychology, 2021, 51, 53-62.	1.3	12
13	Advancing the social identity theory of leadership: A meta-analytic review of leader group prototypicality. Organizational Psychology Review, 2021, 11, 35-72.	3.0	84
14	Minority status, access to information, and individual performance. Journal of Applied Social Psychology, 2021, 51, 159-175.	1.3	6
15	A motivated information processing perspective on the antecedents of empowering leadership. Journal of Applied Social Psychology, 2021, 51, 79-89.	1.3	12
16	How diversity promotes team creativity: Two bumpy roads to collective inspiration. , 2021, , 81-99.		3
17	Battling ingroup bias with effective intergroup leadership. British Journal of Social Psychology, 2021, 60, 765-785.	1.8	12
18	Professional Network Identification: Searching for Stability in Transient Knowledge Work. Academy of Management Review, 2021, 46, 320-340.	7.4	7

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19	Team Leadership and Team Cultural Diversity: The Moderating Effects of Leader Cultural Background and Leader Team Tenure. Journal of Leadership and Organizational Studies, 2021, 28, 261-272.	2.1	10
20	The Theory Crisis in Management Research: Solving the Right Problem. Academy of Management Review, 2021, 46, 667-683.	7.4	48
21	The emotional leader: Implicit theories of leadership emotions and leadership perceptions. Journal of Organizational Behavior, 2021, 42, 885-912.	2.9	14
22	The Team Causes and Consequences of Team Membership Change: A Temporal Perspective. Academy of Management Annals, 2021, 15, 577-606.	5.8	9
23	A Network Utilization Perspective on the Leadership Advancement of Minorities. Academy of Management Review, 2020, 45, 109-129.	7.4	15
24	The Dark Side of Visionary Leadership in Strategy Implementation: Strategic Alignment, Strategic Consensus, and Commitment. Journal of Management, 2020, 46, 637-665.	6.3	56
25	Gender and Leadership Aspiration: Supervisor Gender, Support, and Job Control. Applied Psychology, 2020, 69, 741-768.	4.4	14
26	Do Group and Organizational Identification Help or Hurt Intergroup Strategic Consensus?. Journal of Management, 2020, 46, 234-260.	6.3	34
27	Intergroup relational identity: Development and validation of a scale and construct. Group Processes and Intergroup Relations, 2020, 23, 943-966.	2.4	8
28	Meaning-based leadership. Organizational Psychology Review, 2020, 10, 6-28.	3.0	36
29	The empowering potential of intergroup leadership: How intergroup leadership predicts psychological empowerment through intergroup relational identification and resources. Journal of Applied Social Psychology, 2020, 50, 709-719.	1.3	4
30	Antecedents and consequences of empowering leadership: Leader power distance, leader perception of team capability, and team innovation. Journal of Organizational Behavior, 2020, 41, 551-566.	2.9	67
31	Creating High‐Impact Literature Reviews: An Argument for 'Integrative Reviews'. Journal of Management Studies, 2020, 57, 1277-1289.	6.0	161
32	A motivational lens model of person × situation interactions in employee creativity.. Journal of Applied Psychology, 2020, 105, 1129-1144.	4.2	50
33	From member creativity to team creativity? Team information elaboration as moderator of the additive and disjunctive models. PLoS ONE, 2020, 15, e0243289.	1.1	10
34	Visions of Change as Visions of Continuity. Academy of Management Journal, 2019, 62, 667-690.	4.3	69
35	Hierarchical leadership versus self-management in teams: Goal orientation diversity as moderator of their relative effectiveness. Leadership Quarterly, 2019, 30, 101343.	3.6	14
36	A paradox perspective on the interactive effects of visionary and empowering leadership. Organizational Behavior and Human Decision Processes, 2019, 155, 20-30.	1.4	77

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37	Creativity and Innovation Under Constraints: A Cross-Disciplinary Integrative Review. Journal of Management, 2019, 45, 96-121.	6.3	172
38	The Coevolution of Social Networks and Thoughts of Quitting. Academy of Management Journal, 2019, 62, 22-43.	4.3	36
39	Exploitation and Exploration Climatesâ€™ Influence on Performance and Creativity: Diminishing Returns as Function of Self-Efficacy. Journal of Management, 2018, 44, 870-891.	6.3	39
40	The <i>Academy of Management Annals</i>: Looking Back, Looking Forward. Academy of Management Annals, 2018, 12, 1-4.	5.8	30
41	Respectful leadership: Reducing performance challenges posed by leader role incongruence and gender dissimilarity. Human Relations, 2018, 71, 1590-1610.	3.8	25
42	Intergroup Leadership Across Distinct Subgroups and Identities. Personality and Social Psychology Bulletin, 2018, 44, 1090-1103.	1.9	25
43	Motivation in Words: Promotion- and Prevention-Oriented Leader Communication in Times of Crisis. Journal of Management, 2018, 44, 2859-2887.	6.3	54
44	When Interteam Conflict Spirals into Intrateam Power Struggles: The Pivotal Role of Team Power Structures. Academy of Management Journal, 2018, 61, 1100-1130.	4.3	58
45	Different Strokes for Different Teams: The Contingent Effects of Positive and Negative Feedback on the Creativity of Informationally Homogeneous and Diverse Teams. Academy of Management Journal, 2018, 61, 2159-2181.	4.3	60
46	The impact of strategic dissent on organizational outcomes: A metaâ€analytic integration. Strategic Management Journal, 2018, 39, 379-402.	4.7	56
47	Gender and leadership aspiration: The impact of workâ€"life initiatives. Human Resource Management, 2018, 57, 855-868.	3.5	75
48	Reconsidering Affect-Based Trust. , 2018, , 3-13.		9
49	Emotional intelligence, management of subordinateâ€™s emotions, and leadership effectiveness. Leadership and Organization Development Journal, 2018, 39, 592-607.	1.6	30
50	When Organizational Identification Elicits Moral Decision-Making: A Matter of the Right Climate. Journal of Business Ethics, 2017, 142, 155-168.	3.7	27
51	Team Innovation. Annual Review of Organizational Psychology and Organizational Behavior, 2017, 4, 211-233.	5.6	148
52	A century of work teams in the Journal of Applied Psychology.. Journal of Applied Psychology, 2017, 102, 452-467.	4.2	325
53	Gender and leadership aspiration: Interpersonal and collective elements of cooperative climate differentially influence women and men. Journal of Applied Social Psychology, 2017, 47, 591-604.	1.3	17
54	Gender and leadership aspiration: the impact of organizational identification. Leadership and Organization Development Journal, 2017, 38, 1018-1037.	1.6	41

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55	Training Leader Emotion Regulation and Leadership Effectiveness. Journal of Business and Psychology, 2017, 32, 747-757.	2.5	33
56	Leadership and creativity in business. , 2017, , .		5
57	Making Sense of Who We Are. , 2016, , .		2
58	Leadership and Affect: Moving the Hearts and Minds of Followers. Academy of Management Annals, 2016, 10, 799-840.	5.8	59
59	Leadership and Affect: Moving the Hearts and Minds of Followers. Academy of Management Annals, 2016, 10, 799-840.	5.8	32
60	Disentangling the Fairness & Discrimination and Synergy Perspectives on Diversity Climate. Journal of Management, 2016, 42, 1136-1168.	6.3	153
61	Team Diversity and Categorization Salience. Organizational Research Methods, 2016, 19, 433-474.	5.6	19
62	Organizational identification and â€œcurrenciesâ€￼ integrating social identity and social exchange perspectives. Journal of Applied Social Psychology, 2016, 46, 34-45.	1.3	57
63	Past, present, and potential future of team diversity research: From compositional diversity to emergent diversity. Organizational Behavior and Human Decision Processes, 2016, 136, 135-145.	1.4	182
64	Too Masculine, Too Bad. Group and Organization Management, 2016, 41, 458-490.	2.7	33
65	Outperforming whom? A multilevel study of performance-prove goal orientation, performance, and the moderating role of shared team identification.. Journal of Applied Psychology, 2015, 100, 1811-1824.	4.2	72
66	Heard it through the grapevine: Indirect networks and employee creativity.. Journal of Applied Psychology, 2015, 100, 567-574.	4.2	51
67	In the moral eye of the beholder: the interactive effects of leader and follower moral identity on perceptions of ethical leadership and LMX quality. Frontiers in Psychology, 2015, 6, 1126.	1.1	20
68	On ethical leadership impact: The role of follower mindfulness and moral emotions. Journal of Organizational Behavior, 2015, 36, 182-195.	2.9	84
69	Information, Attention, and Decision Making. Academy of Management Journal, 2015, 58, 649-657.	4.3	125
70	Beyond social exchange: Collectivismâ€™s moderating role in the relationship between perceived organizational support and organizational citizenship behaviour. European Journal of Work and Organizational Psychology, 2015, 24, 152-160.	2.2	42
71	Ethical leadership and follower organizational deviance: The moderating role of follower moral attentiveness. Leadership Quarterly, 2015, 26, 190-203.	3.6	132
72	Doing Well by Doing Good? Analyzing the Relationship Between CEO Ethical Leadership and Firm Performance. Journal of Business Ethics, 2015, 128, 635-651.	3.7	129

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73	The Catalyst Effect: The Impact of Transactive Memory System Structure on Team Performance. Academy of Management Journal, 2014, 57, 1154-1173.	4.3	107
74	Nothing Succeeds Like Moderation: A Social Self-Regulation Perspective on Cultural Dissimilarity and Performance. Academy of Management Journal, 2014, 57, 1284-1308.	4.3	43
75	Teams in Pursuit of Radical Innovation: A Goal Orientation Perspective. Academy of Management Review, 2014, 39, 423-438.	7.4	192
76	Strategic consensus mapping: A new method for testing and visualizing strategic consensus within and between teams. Strategic Management Journal, 2014, 35, 1053-1069.	4.7	43
77	Follower need for cognitive closure as moderator of the effectiveness of leader procedural fairness. European Journal of Work and Organizational Psychology, 2014, 23, 582-595.	2.2	9
78	An Image of Who We Might Become: Vision Communication, Possible Selves, and Vision Pursuit. Organization Science, 2014, 25, 1172-1194.	3.0	107
79	Structuring for team success: The interactive effects of network structure and cultural diversity on team potency and performance. Organizational Behavior and Human Decision Processes, 2014, 124, 245-255.	1.4	95
80	To reflect or not to reflect: Prior team performance as a boundary condition of the effects of reflexivity on learning and final team performance. Journal of Organizational Behavior, 2013, 34, 6-23.	2.9	138
81	Leader emotion as a catalyst of effective leader communication of visions, value-laden messages, and goals. Organizational Behavior and Human Decision Processes, 2013, 122, 53-68.	1.4	67
82	Team-oriented leadership: The interactive effects of leader group prototypicality, accountability, and team identification.. Journal of Applied Psychology, 2013, 98, 658-667.	4.2	58
83	A Critical Assessment of Charismaticâ€"Transformational Leadership Research: Back to the Drawing Board?. Academy of Management Annals, 2013, 7, 1-60.	5.8	384
84	Diversity mindsets and the performance of diverse teams. Organizational Behavior and Human Decision Processes, 2013, 121, 183-193.	1.4	191
85	How leader displays of happiness and sadness influence follower performance: Emotional contagion and creative versus analytical performance. Leadership Quarterly, 2013, 24, 172-188.	3.6	138
86	Leader evaluations after performance feedback: The role of follower mood. Leadership Quarterly, 2013, 24, 203-214.	3.6	13
87	Cultural Diversity and Team Performance: The Role of Team Member Goal Orientation. Academy of Management Journal, 2013, 56, 782-804.	4.3	200
88	A Critical Assessment of Charismaticâ€"Transformational Leadership Research: Back to the Drawing Board?. Academy of Management Annals, 2013, 7, 1-60.	5.8	715
89	Leader openness, nationality dissimilarity, and voice in multinational management teams. Journal of International Business Studies, 2012, 43, 591-613.	4.6	60
90	What makes for a good review article in organizational psychology?. Organizational Psychology Review, 2012, 2, 185-188.	3.0	13

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91	Creative self-efficacy and individual creativity in team contexts: Cross-level interactions with team informational resources.. Journal of Applied Psychology, 2012, 97, 1282-1290.	4.2	217
92	Fostering team creativity: Perspective taking as key to unlocking diversity's potential.. Journal of Applied Psychology, 2012, 97, 982-996.	4.2	490
93	The social identity theory of leadership: Theoretical origins, research findings, and conceptual developments. European Review of Social Psychology, 2012, 23, 258-304.	5.8	314
94	Leader power and self-serving behavior: The Moderating Role of Accountability. Leadership Quarterly, 2012, 23, 13-26.	3.6	79
95	Group leadership and shared task representations in decision making groups. Leadership Quarterly, 2012, 23, 94-106.	3.6	50
96	Intergroup Leadership in Organizations: Leading Across Group and Organizational Boundaries. Academy of Management Review, 2012, 37, 232-255.	7.4	202
97	Second–Generation Leader Categorization Research: How Subordinates' Self–and Typical Leader Perceptions Moderate Leader Categorization Effects. Journal of Applied Social Psychology, 2012, 42, 1293-1319.	1.3	10
98	Defying conventional wisdom: A meta-analytical examination of the differences between demographic and job-related diversity relationships with performance. Organizational Behavior and Human Decision Processes, 2012, 119, 38-53.	1.4	400
99	More than meets the eye: The role of subordinates' self-perceptions in leader categorization processes. Leadership Quarterly, 2011, 22, 367-382.	3.6	81
100	Embodying who we are: Leader group prototypicality and leadership effectiveness. Leadership Quarterly, 2011, 22, 1078-1091.	3.6	244
101	How Does Bureaucracy Impact Individual Creativity? A Cross-Level Investigation of Team Contextual Influences on Goal Orientation–Creativity Relationships. Academy of Management Journal, 2011, 54, 624-641.	4.3	287
102	Diversity in goal orientation, team reflexivity, and team performance. Organizational Behavior and Human Decision Processes, 2011, 114, 153-164.	1.4	125
103	Individual differences in the leader categorization to openness to influence relationship. Group Processes and Intergroup Relations, 2011, 14, 605-622.	2.4	26
104	Diversity faultlines, shared objectives, and top management team performance. Human Relations, 2011, 64, 307-336.	3.8	195
105	Creativity and Imitation: Effects of Regulatory Focus and Creative Exemplar Quality. Creativity Research Journal, 2011, 23, 346-356.	1.7	15
106	The role of regulatory fit in visionary leadership. Journal of Organizational Behavior, 2010, 31, 499-518.	2.9	97
107	Transformational and transactional leadership and innovative behavior: The moderating role of psychological empowerment. Journal of Organizational Behavior, 2010, 31, 609-623.	2.9	507
108	Leadership and Uncertainty: How Role Ambiguity Affects the Relationship between Leader Group Prototypicality and Leadership Effectiveness. British Journal of Management, 2010, 21, 411-421.	3.3	52

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109	Good Effects of Bad Feelings: Negative Affectivity and Group Decisionâ€making. British Journal of Management, 2010, 21, 375-392.	3.3	20
110	Leader Empowering Behaviour: The Leader's Perspective. British Journal of Management, 2010, 21, 701-716.	3.3	70
111	On Angry Leaders and Agreeable Followers. Psychological Science, 2010, 21, 1827-1834.	1.8	134
112	The Interactive Effects of Mood and Trait Negative Affect in Group Decision Making. Organization Science, 2010, 21, 731-744.	3.0	69
113	Leader power and leader self-serving behavior: The role of effective leadership beliefs and performance information. Journal of Experimental Social Psychology, 2010, 46, 922-933.	1.3	64
114	Focusing on followers: The role of regulatory focus and possible selves in visionary leadership. Leadership Quarterly, 2010, 21, 457-468.	3.6	92
115	Leader self-definition and leader self-serving behavior. Leadership Quarterly, 2010, 21, 509-529.	3.6	62
116	The X-factor: On the relevance of implicit leadership and followership theories for leaderâ€"member exchange agreement. European Journal of Work and Organizational Psychology, 2010, 19, 333-363.	2.2	76
117	A Cross-Level Perspective on Employee Creativity: Goal Orientation, Team Learning Behavior, and Individual Creativity. Academy of Management Journal, 2009, 52, 280-293.	4.3	682
118	Knowledge about the distribution of information and group decision making: When and why does it work?. Organizational Behavior and Human Decision Processes, 2009, 108, 218-229.	1.4	118
119	A social identity perspective on leadership and employee creativity. Journal of Organizational Behavior, 2009, 30, 963-982.	2.9	248
120	License to fail? How leader group prototypicality moderates the effects of leader performance on perceptions of leadership effectiveness. Leadership Quarterly, 2009, 20, 434-451.	3.6	109
121	Team reflexivity, development of shared task representations, and the use of distributed information in group decision making.. Group Dynamics, 2009, 13, 265-280.	0.7	90
122	Searing Sentiment Or Cold Calculation? The Effects Of Leader Emotional Displays On Team Performance Depend On Follower Epistemic Motivation. Academy of Management Journal, 2009, 52, 562-580.	4.3	267
123	Affective Match in Leadership: Leader Emotional Displays, Follower Positive Affect, and Follower Performance[1]. Journal of Applied Social Psychology, 2008, 38, 868-902.	1.3	108
124	Cooperating If One's Goals Are Collective-Based: Social Identification Effects in Social Dilemmas as a Function of Goal Transformation. Journal of Applied Social Psychology, 2008, 38, 1562-1579.	1.3	70
125	Leader Affective Displays and Attributions of Charisma: The Role of Arousal. Journal of Applied Social Psychology, 2008, 38, 2594-2614.	1.3	60
126	Interactive effects of work group and organizational identification on job satisfaction and extra-role behavior. Journal of Vocational Behavior, 2008, 72, 388-399.	1.9	185

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127	"License to Fail" Goal definition, leader group prototypicality, and perceptions of leadership effectiveness after leader failure. Organizational Behavior and Human Decision Processes, 2008, 105, 14-35.	1.4	223
128	Group information elaboration and group decision making: The role of shared task representations. Organizational Behavior and Human Decision Processes, 2008, 105, 82-97.	1.4	192
129	Leadership and fairness: Taking stock and looking ahead. European Journal of Work and Organizational Psychology, 2008, 17, 173-179.	2.2	25
130	Transformational leadership and team innovation: Integrating team climate principles.. Journal of Applied Psychology, 2008, 93, 1438-1446.	4.2	467
131	Group diversity and group identification: The moderating role of diversity beliefs. Human Relations, 2008, 61, 1463-1492.	3.8	240
132	The role of transformational leadership in enhancing team reflexivity. Human Relations, 2008, 61, 1593-1616.	3.8	151
133	Motivated Information Processing in Group Judgment and Decision Making. Personality and Social Psychology Review, 2008, 12, 22-49.	3.4	593
134	Ethnic diversity and distributed information in group decision making: The importance of information elaboration.. Group Dynamics, 2008, 12, 307-320.	0.7	55
135	Facing Differences With an Open Mind: Openness to Experience, Salience of Intragroup Differences, and Performance of Diverse Work Groups. Academy of Management Journal, 2008, 51, 1204-1222.	4.3	364
136	Leadership and fairness: The state of the art. European Journal of Work and Organizational Psychology, 2007, 16, 113-140.	2.2	148
137	Unity through diversity: Value-in-diversity beliefs, work group diversity, and group identification.. Group Dynamics, 2007, 11, 207-222.	0.7	183
138	Bridging faultlines by valuing diversity: Diversity beliefs, information elaboration, and performance in diverse work groups.. Journal of Applied Psychology, 2007, 92, 1189-1199.	4.2	523
139	Interacting Dimensions of Diversity: Cross-Categorization and the Functioning of Diverse Work Groups.. Group Dynamics, 2007, 11, 79-94.	0.7	74
140	Motivated information processing and group decision-making: Effects of process accountability on information processing and decision quality. Journal of Experimental Social Psychology, 2007, 43, 539-552.	1.3	247
141	Work Group Diversity. Annual Review of Psychology, 2007, 58, 515-541.	9.9	1,650
142	Social Identity and Social Exchange: Identification, Support, and Withdrawal From the Job. Journal of Applied Social Psychology, 2007, 37, 457-477.	1.3	191
143	Group member prototypicality and intergroup negotiation: How one's standing in the group affects negotiation behaviour. British Journal of Social Psychology, 2007, 46, 129-152.	1.8	56
144	Leader group prototypicality and job satisfaction: The moderating role of job stress and team identification.. Group Dynamics, 2007, 11, 165-175.	0.7	43

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145	Self-sacrificial leadership and follower self-esteem: When collective identification matters.. Group Dynamics, 2006, 10, 233-245.	0.7	32
146	A special gift we bestow on you for being representative of us: Considering leader charisma from a self-categorization perspective. British Journal of Social Psychology, 2006, 45, 303-320.	1.8	93
147	Organizational identification versus organizational commitment: self-definition, social exchange, and job attitudes. Journal of Organizational Behavior, 2006, 27, 571-584.	2.9	475
148	The possessive self as a barrier to conflict resolution: Effects of mere ownership, process accountability, and self-concept clarity on competitive cognitions and behavior.. Journal of Personality and Social Psychology, 2005, 89, 345-357.	2.6	234
149	Leader Self-Sacrifice and Leadership Effectiveness: The Moderating Role of Leader Prototypicality.. Journal of Applied Psychology, 2005, 90, 25-37.	4.2	411
150	Rewarding Leadership and Fair Procedures as Determinants of Self-Esteem.. Journal of Applied Psychology, 2005, 90, 3-12.	4.2	120
151	Wanna trade? Product knowledge and the perceived differences between the gains and losses of trade. European Journal of Social Psychology, 2005, 35, 23-34.	1.5	11
152	Cooperation as a function of leader selfâ€sacrifice, trust, and identification. Leadership and Organization Development Journal, 2005, 26, 355-369.	1.6	79
153	Leader group prototypicality and leadership effectiveness: The moderating role of need for cognitive closure. Leadership Quarterly, 2005, 16, 503-516.	3.6	91
154	Research in leadership, self, and identity: A sample of the present and a glimpse of the future. Leadership Quarterly, 2005, 16, 495-499.	3.6	80
155	Leader self-sacrifice and leadership effectiveness: The moderating role of leader self-confidence. Organizational Behavior and Human Decision Processes, 2004, 95, 140-155.	1.4	180
156	How Self-Relevant is Fair Treatment? Social Self-Esteem Moderates Interactional Justice Effects. Social Justice Research, 2004, 17, 407-419.	0.6	27
157	Work Group Diversity and Group Performance: An Integrative Model and Research Agenda.. Journal of Applied Psychology, 2004, 89, 1008-1022.	4.2	2,085
158	Leadership, self, and identity: A review and research agenda. Leadership Quarterly, 2004, 15, 825-856.	3.6	612
159	Cooperation with leaders in social dilemmas: On the effects of procedural fairness and outcome favorability in structural cooperation. Organizational Behavior and Human Decision Processes, 2003, 91, 1-11.	1.4	69
160	A SOCIAL IDENTITY MODEL OF LEADERSHIP EFFECTIVENESS IN ORGANIZATIONS. Research in Organizational Behavior, 2003, 25, 243-295.	0.9	458
161	Continuing and Changing Group Identities: The Effects of Merging on Social Identification and Ingroup Bias. Personality and Social Psychology Bulletin, 2003, 29, 679-690.	1.9	149
162	Social Identity and Leadership Processes in Groups. Advances in Experimental Social Psychology, 2003, 35, 1-52.	2.0	241

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163	How a Group Goal May Reduce Social Matching in Group Performance: Shifts in Standards for Determining a Fair Contribution of Effort. Journal of Social Psychology, 2002, 142, 73-86.	1.0	11
164	How do leaders promote cooperation? The effects of charisma and procedural fairness.. Journal of Applied Psychology, 2002, 87, 858-866.	4.2	343
165	Organizational identification after a merger: A social identity perspective. British Journal of Social Psychology, 2002, 41, 233-252.	1.8	258
166	Self-esteem and outcome fairness: Differential importance of procedural and outcome considerations.. Journal of Applied Psychology, 2001, 86, 621-628.	4.2	43
167	A Social Identity Analysis of Leadership Endorsement: The Effects of Leader Ingroup Prototypicality and Distributive Intergroup Fairness. Personality and Social Psychology Bulletin, 2001, 27, 1508-1519.	1.9	274
168	Work Motivation and Performance: A Social Identity Perspective. Applied Psychology, 2000, 49, 357-371.	4.4	646
169	Who Takes the Lead in Risky Decision Making? Effects of Group Members' Risk Preferences and Prototypicality. Organizational Behavior and Human Decision Processes, 2000, 83, 213-234.	1.4	82
170	Foci and correlates of organizational identification. Journal of Occupational and Organizational Psychology, 2000, 73, 137-147.	2.6	671
171	Individuation or Depersonalization: The Influence of Personal Status Position. Group Processes and Intergroup Relations, 2000, 3, 63-77.	2.4	22
172	Relational Considerations in the Use of Influence Tactics1. Journal of Applied Social Psychology, 1999, 29, 806-819.	1.3	36
173	Trading wine: On the endowment effect, loss aversion, and the comparability of consumer goods. Journal of Economic Psychology, 1998, 19, 485-495.	1.1	67
174	Processing goal as moderator of in-group-serving illusory correlations. British Journal of Social Psychology, 1997, 36, 427-441.	1.8	3
175	Buying and selling exchange goods: Loss aversion and the endowment effect. Journal of Economic Psychology, 1996, 17, 517-524.	1.1	64
176	Inâ€group prototypicality and persuasion: Determinants of heuristic and systematic message processing. British Journal of Social Psychology, 1994, 33, 289-300.	1.8	69
177	Social categorization, focus of attention and judgements of group opinions. British Journal of Social Psychology, 1994, 33, 477-489.	1.8	5
178	Procedural fairness and self-esteem. European Journal of Social Psychology, 1993, 23, 313-325.	1.5	144
179	Prototypicality of arguments and conformity to ingroup norms. European Journal of Social Psychology, 1992, 22, 141-155.	1.5	66
180	Group status, group size and attitude polarization. European Journal of Social Psychology, 1990, 20, 253-257.	1.5	9

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181	Power and self-construal: How the self affects power processes. , 0, , 52-66.		1
182	Visionary Leadership. , 0, , .		44
183	Leadership, Identity and Influence: Relational Concerns in the Use of Influence Tactics. , 0, , 123-137.		14
184	Dual Leadership in the Matrix: Effects of Leader-Member Exchange (LMX) and Dual-Leader Exchange (DLX) on Role Conflict and Dual Leadership Effectiveness. Journal of Leadership and Organizational Studies, 0, , 154805182210965.	2.1	4
185	Coping with organizational crisis: buffering effects of organization sector prototypicality and employee organizational identification. Journal of Management and Organization, 0, , 1-17.	1.6	2