Madan M Pillutla

List of Publications by Year
in descending order

53 papers	4,825 citations	147801 31 h-index	276875 41 g-index
56 all docs	56 docs citations	56 times ranked	3258 citing authors

#	Article	IF	Citations
1	Impact of Product-Harm Crises on Brand Equity: The Moderating Role of Consumer Expectations. Journal of Marketing Research, 2000, 37, 215-226.	4.8	701
2	Unfairness, Anger, and Spite: Emotional Rejections of Ultimatum Offers. Organizational Behavior and Human Decision Processes, 1996, 68, 208-224.	2.5	686
3	A Formal Model of Trust Based on Outcomes. Academy of Management Review, 1998, 23, 459-472.	11.7	435
4	Unfairness, Anger, and Spite: Emotional Rejections of Ultimatum Offers. Organizational Behavior and Human Decision Processes, 1996, 68, 208-224.	2.5	428
5	Social Norms and Cooperation in Social Dilemmas: The Effects of Context and Feedback. Organizational Behavior and Human Decision Processes, 1999, 78, 81-103.	2.5	256
6	Power-Distance, Gender and Organizational Justice. Journal of Management, 2000, 26, 685-704.	9.3	238
7	Attributions of trust and the calculus of reciprocity. Journal of Experimental Social Psychology, 2003, 39, 448-455.	2.2	216
8	Unethical for the sake of the group: Risk of social exclusion and pro-group unethical behavior.. Journal of Applied Psychology, 2015, 100, 98-113.	5.3	210
9	THE INFORMATION DILEMMA IN NEGOTIATIONS: EFFECTS OF EXPERIENCE, INCENTIVES, AND INTEGRATIVE POTENTIAL. International Journal of Conflict Management, 1999, 10, 313-339.	1.9	166
10	BEING FAIR OR APPEARING FAIR: STRATEGIC BEHAVIOR IN ULTIMATUM BARGAINING.. Academy of Management Journal, 1995, 38, 1408-1426.	6.3	125
11	Power gained, power lost. Organizational Behavior and Human Decision Processes, 2008, 105, 135-146.	2.5	113
12	Modelling Bounded Rationality in Organizations: Progress and Prospects. Academy of Management Annals, 2015, 9, 337-392.	9.6	88
13	Power-distance, gender and organizational justice. Journal of Management, 2000, 26, 685-704.	9.3	83
14	Social reconnection revisited: The effects of social exclusion risk on reciprocity, trust, and general risk-taking. Organizational Behavior and Human Decision Processes, 2010, 112, 140-150.	2.5	82
15	Negotiating in the United States and Hong Kong. Journal of International Business Studies, 1998, 29, 711-727.	7.3	78
16	Player Types and Self-Impression Management in Dictatorship Games: Two Experiments. Games and Economic Behavior, 2001, 37, 388-414.	0.8	76
17	Multi-cultural leadership teams and organizational identification in international joint ventures. International Journal of Human Resource Management, 2002, 13, 320-337.	5.3	71
18	Fairness in Bargaining. Social Justice Research, 2003, 16, 241-262.	1.1	69

#	Article	IF	Citations
19	Starting high and ending with nothing: The role of anchors and power in negotiations. Journal of Experimental Social Psychology, 2012, 48, 226-231.	2.2	55
20	Discrimination in Selection Decisions: Integrating Stereotype Fit and Interdependence Theories. Academy of Management Journal, 2015, 58, 789-812.	6.3	51
21	Understanding Ethical Behavior and Decision Making in Management: A Behavioural Business Ethics Approach. British Journal of Management, 2011, 22, S1.	5.0	50
22	Modelling Bounded Rationality in Organizations: Progress and Prospects. Academy of Management Annals, 2015, 9, 337-392.	9.6	47
23	Gender differences in response to competition with same-gender coworkers: A relational perspective.. Journal of Personality and Social Psychology, 2016, 110, 869-886.	2.8	45
24	Unintended Consequences of Cooperation Inducing and Maintaining Mechanisms in Public Goods Dilemmas: Sanctions and Moral Appeals. Group Processes and Intergroup Relations, 2009, 12, 241-255.	3.9	41
25	Male Immorality: An Evolutionary Account of Sex Differences in Unethical Negotiation Behavior. Academy of Management Journal, 2017, 60, 2014-2044.	6.3	41
26	Forgiveness is not always divine: When expressing forgiveness makes others avoid you. Organizational Behavior and Human Decision Processes, 2015, 126, 130-141.	2.5	40
27	How Important Is an Apology to You?. Psychological Science, 2011, 22, 45-48.	3.3	39
28	Socioeconomic Mobility and Talent Utilization of Workers from Poorer Backgrounds: The Overlooked Importance of Within-Organization Dynamics. Academy of Management Annals, 2019, 13, 737-769.	9.6	37
29	An Investigation of Traditionality as a Moderator of Reward Allocation. Group and Organization Management, 2007, 32, 233-253.	4.4	36
30	Explaining Unfair Offers in Ultimatum Games and their Effects on Trust: An Experimental Approach. Business Ethics Quarterly, 2010, 20, 107-126.	1.5	35
31	Organizational sciences' obsession with "that's interesting!" Organizational Psychology Review, 2013, 3, 187-194.	4.3	34
32	When beauty helps and when it hurts: An organizational context model of attractiveness discrimination in selection decisions. Organizational Behavior and Human Decision Processes, 2015, 128, 15-28.	2.5	34
33	Cognitive control and socially desirable behavior: The role of interpersonal impact. Organizational Behavior and Human Decision Processes, 2013, 122, 232-243.	2.5	26
34	Satisfying Individual Desires or Moral Standards? Preferential Treatment and Group Members' Self-Worth, Affect, and Behavior. Journal of Business Ethics, 2013, 113, 133-145.	6.0	18
35	Perceived entitlement causes discrimination against attractive job candidates in the domain of relatively less desirable jobs.. Journal of Personality and Social Psychology, 2018, 114, 422-442.	2.8	17
36	Lay beliefs about competition: Scale development and gender differences. Motivation and Emotion, 2019, 43, 719-739.	1.3	15

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37	Workplace trust as a mechanism of employee (dis)advantage: The case of employee socioeconomic status. Research in Organizational Behavior, 2017, 37, 83-101.	1.2	11
38	Experiments in Organizational Behavior. , 2014, , 433-447.		10
39	Negotiation Impasses: Types, Causes, and Resolutions. Journal of Management, 2022, 48, 49-76.	9.3	9
40	Groups as Enablers of Unethical Behavior: The Role of Cohesion on Group Member Actions. Research on Managing Groups and Teams, 0, , 127-147.	0.6	7
41	Celebrating the Work of J. Keith Murnighan. Negotiation and Conflict Management Research, 2016, 9, 332-344.	1.0	3
42	"Interpersonal Trust: What Are We Talking About, What Are We Measuring, and Where Are We Going?". Proceedings - Academy of Management, 2015, 2015, 10535.	0.1	1
43	We Can't Go on Together with Suspicious Minds: Forecasting Errors in Evaluating the Appreciation of Denials. SSRN Electronic Journal, 0, , .	0.4	1
44	The Effect of Heterogeneity of Ability in Teams on Performance. Proceedings - Academy of Management, 2015, 2015, 17937.	0.1	1
45	Making Negotiations Predictable. , 2012, , .		0
46	Anticipated Dissatisfaction Causes Discrimination against Attractive Candidates. Proceedings - Academy of Management, 2016, 2016, 17805.	0.1	0
47	The Impact of Job Need for Human Proximity and Communication Technologies on Remote Work Efficacy. Proceedings - Academy of Management, 2021, 2021, 14836.	0.1	0
48	Social Impact Limits Spontaneous Selfishness in Resource Allocations. Proceedings - Academy of Management, 2012, 2012, 13147.	0.1	0
49	Fundamental social goals and the attractiveness bias in personnel decision making. Proceedings - Academy of Management, 2012, 2012, 10415.	0.1	0
50	Racial Discrimination Taking Both Ways: Moderation of Social Goal and Task-Type. Proceedings - Academy of Management, 2013, 2013, 10096.	0.1	0
51	Forgiveness Is Not Always Divine: When Expressing Forgiveness Makes Others Want to Avoid You. Proceedings - Academy of Management, 2014, 2014, 15116.	0.1	0
52	A lack of material resources decreases trust propensity. Proceedings - Academy of Management, 2015, 2015, 17881.	0.1	0
53	Economic Booms Prompt Sexual Harassment at Work. Proceedings - Academy of Management, 2020, 2020, 12397.	0.1	0