

Madan M Pillutla

List of Publications by Year in descending order

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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	Negotiation Impasses: Types, Causes, and Resolutions. <i>Journal of Management</i> , 2022, 48, 49-76.	9.3	9
2	The Impact of Job Need for Human Proximity and Communication Technologies on Remote Work Efficacy. <i>Proceedings - Academy of Management</i> , 2021, 2021, 14836.	0.1	0
3	Economic Booms Prompt Sexual Harassment at Work. <i>Proceedings - Academy of Management</i> , 2020, 2020, 12397.	0.1	0
4	Lay beliefs about competition: Scale development and gender differences. <i>Motivation and Emotion</i> , 2019, 43, 719-739.	1.3	15
5	Socioeconomic Mobility and Talent Utilization of Workers from Poorer Backgrounds: The Overlooked Importance of Within-Organization Dynamics. <i>Academy of Management Annals</i> , 2019, 13, 737-769.	9.6	37
6	Perceived entitlement causes discrimination against attractive job candidates in the domain of relatively less desirable jobs.. <i>Journal of Personality and Social Psychology</i> , 2018, 114, 422-442.	2.8	17
7	Workplace trust as a mechanism of employee (dis)advantage: The case of employee socioeconomic status. <i>Research in Organizational Behavior</i> , 2017, 37, 83-101.	1.2	11
8	Male Immorality: An Evolutionary Account of Sex Differences in Unethical Negotiation Behavior. <i>Academy of Management Journal</i> , 2017, 60, 2014-2044.	6.3	41
9	Anticipated Dissatisfaction Causes Discrimination against Attractive Candidates. <i>Proceedings - Academy of Management</i> , 2016, 2016, 17805.	0.1	0
10	Gender differences in response to competition with same-gender coworkers: A relational perspective.. <i>Journal of Personality and Social Psychology</i> , 2016, 110, 869-886.	2.8	45
11	Celebrating the Work of J. Keith Murnighan. <i>Negotiation and Conflict Management Research</i> , 2016, 9, 332-344.	1.0	3
12	Unethical for the sake of the group: Risk of social exclusion and pro-group unethical behavior.. <i>Journal of Applied Psychology</i> , 2015, 100, 98-113.	5.3	210
13	Modelling Bounded Rationality in Organizations: Progress and Prospects. <i>Academy of Management Annals</i> , 2015, 9, 337-392.	9.6	88
14	Modelling Bounded Rationality in Organizations: Progress and Prospects. <i>Academy of Management Annals</i> , 2015, 9, 337-392.	9.6	47
15	Discrimination in Selection Decisions: Integrating Stereotype Fit and Interdependence Theories. <i>Academy of Management Journal</i> , 2015, 58, 789-812.	6.3	51
16	When beauty helps and when it hurts: An organizational context model of attractiveness discrimination in selection decisions. <i>Organizational Behavior and Human Decision Processes</i> , 2015, 128, 15-28.	2.5	34
17	Forgiveness is not always divine: When expressing forgiveness makes others avoid you. <i>Organizational Behavior and Human Decision Processes</i> , 2015, 126, 130-141.	2.5	40
18	"Interpersonal Trust: What Are We Talking About, What Are We Measuring, and Where Are We Going?". <i>Proceedings - Academy of Management</i> , 2015, 2015, 10535.	0.1	1

#	ARTICLE	IF	CITATIONS
19	The Effect of Heterogeneity of Ability in Teams on Performance. Proceedings - Academy of Management, 2015, 2015, 17937.	0.1	1
20	A lack of material resources decreases trust propensity. Proceedings - Academy of Management, 2015, 2015, 17881.	0.1	0
21	Experiments in Organizational Behavior. , 2014, , 433-447.		10
22	Forgiveness Is Not Always Divine: When Expressing Forgiveness Makes Others Want to Avoid You. Proceedings - Academy of Management, 2014, 2014, 15116.	0.1	0
23	Cognitive control and socially desirable behavior: The role of interpersonal impact. Organizational Behavior and Human Decision Processes, 2013, 122, 232-243.	2.5	26
24	Satisfying Individual Desires or Moral Standards? Preferential Treatment and Group Membersâ€™ Self-Worth, Affect, and Behavior. Journal of Business Ethics, 2013, 113, 133-145.	6.0	18
25	Organizational sciencesâ€™ obsession with â€œthatâ€™s interesting!â€ Organizational Psychology Review, 2013, 3, 187-194.	4.3	34
26	Racial Discrimination Taking Both Ways: Moderation of Social Goal and Task-Type. Proceedings - Academy of Management, 2013, 2013, 10096.	0.1	0
27	Making Negotiations Predictable. , 2012, , .		0
28	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
29	Social Impact Limits Spontaneous Selfishness in Resource Allocations. Proceedings - Academy of Management, 2012, 2012, 13147.	0.1	0
30	Fundamental social goals and the attractiveness bias in personnel decision making. Proceedings - Academy of Management, 2012, 2012, 10415.	0.1	0
31	Understanding Ethical Behavior and Decision Making in Management: A Behavioural Business Ethics Approach. British Journal of Management, 2011, 22, S1.	5.0	50
32	How Important Is an Apology to You?. Psychological Science, 2011, 22, 45-48.	3.3	39
33	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
34	Explaining Unfair Offers in Ultimatum Games and their Effects on Trust: An Experimental Approach. Business Ethics Quarterly, 2010, 20, 107-126.	1.5	35
35	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
36	Power gained, power lost. Organizational Behavior and Human Decision Processes, 2008, 105, 135-146.	2.5	113

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37	An Investigation of Traditionality as a Moderator of Reward Allocation. <i>Group and Organization Management</i> , 2007, 32, 233-253.	4.4	36
38	Fairness in Bargaining. <i>Social Justice Research</i> , 2003, 16, 241-262.	1.1	69
39	Attributions of trust and the calculus of reciprocity. <i>Journal of Experimental Social Psychology</i> , 2003, 39, 448-455.	2.2	216
40	Multi-cultural leadership teams and organizational identification in international joint ventures. <i>International Journal of Human Resource Management</i> , 2002, 13, 320-337.	5.3	71
41	Player Types and Self-Impression Management in Dictatorship Games: Two Experiments. <i>Games and Economic Behavior</i> , 2001, 37, 388-414.	0.8	76
42	Impact of Product-Harm Crises on Brand Equity: The Moderating Role of Consumer Expectations. <i>Journal of Marketing Research</i> , 2000, 37, 215-226.	4.8	701
43	Power-Distance, Gender and Organizational Justice. <i>Journal of Management</i> , 2000, 26, 685-704.	9.3	238
44	Power-distance, gender and organizational justice. <i>Journal of Management</i> , 2000, 26, 685-704.	9.3	83
45	THE INFORMATION DILEMMA IN NEGOTIATIONS: EFFECTS OF EXPERIENCE, INCENTIVES, AND INTEGRATIVE POTENTIAL. <i>International Journal of Conflict Management</i> , 1999, 10, 313-339.	1.9	166
46	Social Norms and Cooperation in Social Dilemmas: The Effects of Context and Feedback. <i>Organizational Behavior and Human Decision Processes</i> , 1999, 78, 81-103.	2.5	256
47	A Formal Model of Trust Based on Outcomes. <i>Academy of Management Review</i> , 1998, 23, 459-472.	11.7	435
48	Negotiating in the United States and Hong Kong. <i>Journal of International Business Studies</i> , 1998, 29, 711-727.	7.3	78
49	Unfairness, Anger, and Spite: Emotional Rejections of Ultimatum Offers. <i>Organizational Behavior and Human Decision Processes</i> , 1996, 68, 208-224.	2.5	686
50	Unfairness, Anger, and Spite: Emotional Rejections of Ultimatum Offers. <i>Organizational Behavior and Human Decision Processes</i> , 1996, 68, 208-224.	2.5	428
51	BEING FAIR OR APPEARING FAIR: STRATEGIC BEHAVIOR IN ULTIMATUM BARGAINING.. <i>Academy of Management Journal</i> , 1995, 38, 1408-1426.	6.3	125
52	Groups as Enablers of Unethical Behavior: The Role of Cohesion on Group Member Actions. <i>Research on Managing Groups and Teams</i> , 0, , 127-147.	0.6	7
53	We Can't Go on Together with Suspicious Minds: Forecasting Errors in Evaluating the Appreciation of Denials. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1