

# Joachim Häffmeier

## List of Publications by Year in descending order

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Version: 2024-02-01

48  
papers

2,004  
citations

331670

21  
h-index

265206

42  
g-index

49  
all docs

49  
docs citations

49  
times ranked

2011  
citing authors

#	ARTICLE	IF	CITATIONS
1	Leadership, followers' mental health and job performance in organizations: A comprehensive meta-analysis from an occupational health perspective. <i>Journal of Organizational Behavior</i> , 2017, 38, 327-350.	4.7	331
2	A meta-analysis on gender differences in negotiation outcomes and their moderators.. <i>Psychological Bulletin</i> , 2015, 141, 85-104.	6.1	202
3	Does trust matter more in virtual teams? A meta-analysis of trust and team effectiveness considering virtuality and documentation as moderators.. <i>Journal of Applied Psychology</i> , 2016, 101, 1151-1177.	5.3	195
4	Ready to be a Silver Surfer? A Meta-analysis on the Relationship Between Chronological Age and Technology Acceptance. <i>Computers in Human Behavior</i> , 2018, 84, 304-319.	8.5	146
5	Perspective taking as a means to overcome motivational barriers in negotiations: When putting oneself into the opponent's shoes helps to walk toward agreements.. <i>Journal of Personality and Social Psychology</i> , 2011, 101, 771-790.	2.8	105
6	Reconceptualizing replication as a sequence of different studies: A replication typology. <i>Journal of Experimental Social Psychology</i> , 2016, 66, 81-92.	2.2	102
7	Trust in teams: A taxonomy of perceived trustworthiness factors and risk-taking behaviors in face-to-face and virtual teams. <i>Human Relations</i> , 2020, 73, 3-34.	5.4	94
8	When the whole is more than the sum of its parts: Group motivation gains in the wild. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 455-459.	2.2	75
9	Being Tough or Being Nice? A Meta-Analysis on the Impact of Hard- and Softline Strategies in Distributive Negotiations. <i>Journal of Management</i> , 2014, 40, 866-892.	9.3	69
10	How "situational" is judgment in situational judgment tests?. <i>Journal of Applied Psychology</i> , 2015, 100, 399-416.	5.3	66
11	Contrasting chronic with episodic depression: An analysis of distorted socio-emotional information processing in chronic depression. <i>Journal of Affective Disorders</i> , 2012, 141, 177-184.	4.1	58
12	Job satisfaction and mental health of temporary agency workers in Europe: a systematic review and research agenda. <i>Work and Stress</i> , 2020, 34, 82-110.	4.5	51
13	Many cheers make light the work: how social support triggers process gains in teams. <i>Journal of Managerial Psychology</i> , 2011, 26, 185-204.	2.2	50
14	Many Labs 5: Testing Pre-Data-Collection Peer Review as an Intervention to Increase Replicability. <i>Advances in Methods and Practices in Psychological Science</i> , 2020, 3, 309-331.	9.4	42
15	Letting go of unmet goals: Does self-focused rumination impair goal disengagement?. <i>Motivation and Emotion</i> , 2010, 34, 325-332.	1.3	31
16	"Don't let the group down": Facets of instrumentality moderate the motivating effects of groups in a field experiment. <i>European Journal of Social Psychology</i> , 2012, 42, 533-538.	2.4	31
17	Does it take two to tango? Longitudinal effects of unilateral and bilateral integrative negotiation training.. <i>Journal of Applied Psychology</i> , 2013, 98, 478-491.	5.3	31
18	Decision making in depression: differences in decisional conflict between healthy and depressed individuals. <i>Clinical Psychology and Psychotherapy</i> , 2010, 17, 285-298.	2.7	29

#	ARTICLE	IF	CITATIONS
19	On the boundary conditions of effort losses and effort gains in action teams.. Journal of Applied Psychology, 2017, 102, 1673-1685.	5.3	29
20	Social support from fellow group members triggers additional effort in groups. European Journal of Social Psychology, 2014, 44, 287-296.	2.4	23
21	Masculinity at the Negotiation Table: A Theory of Menâ€™s Negotiation Behaviors and Outcomes. Academy of Management Review, 2021, 46, 108-127.	11.7	17
22	The basic income: Initiating the needed discussion in industrial, work, and organizational psychology. Industrial and Organizational Psychology, 2021, 14, 531-562.	0.6	17
23	Experimental Test Validation. European Journal of Psychological Assessment, 2019, 35, 225-232.	3.0	16
24	Specificity of partner feedback as moderator of group motivation gains in Olympic swimmers. Group Processes and Intergroup Relations, 2013, 16, 516-525.	3.9	15
25	Effort Gains in Occupational Teams â€“ The Effects of Social Competition and Social Indispensability. Frontiers in Psychology, 2018, 9, 769.	2.1	15
26	Promoting prevention success at the bargaining table: Regulatory focus in distributive negotiations. Journal of Economic Psychology, 2013, 38, 26-39.	2.2	14
27	â€œThe more, the merrierâ€or â€œless is moreâ€? How the number of issues addressed in B2B sales negotiations affects dyadic and seller economic outcomes. Industrial Marketing Management, 2020, 87, 90-105.	6.7	14
28	Removing situation descriptions from situational judgment test items: Does the impact differ for videoâ€“based versus textâ€“based formats?. Journal of Occupational and Organizational Psychology, 2020, 93, 472-494.	4.5	12
29	Effort Intentions in Teams. Small Group Research, 2013, 44, 62-88.	2.7	11
30	Together, everyone achieves moreâ€or, less? An interdisciplinary meta-analysis on effort gains and losses in teams.. Psychological Bulletin, 2021, 147, 504-534.	6.1	11
31	Strong or Weak Synergy? Revising the Assumption of Team-Related Advantages in Integrative Negotiations. Journal of Management, 2019, 45, 2721-2750.	9.3	10
32	Many Labs 5: Registered Replication of Vohs and Schooler (2008), Experiment 1. Advances in Methods and Practices in Psychological Science, 2020, 3, 429-438.	9.4	10
33	Run for the team: An analysis of effort gains in track and field relays. Psychology of Sport and Exercise, 2019, 45, 101567.	2.1	8
34	The Practitionerâ€“Researcher Divide in Psychological Negotiation Research: Current State and Future Perspective. Negotiation and Conflict Management Research, 2011, 4, 145-168.	1.0	7
35	Effort Losses and Effort Gains in Sports Teams. , 2020, , 109-148.		5
36	The Strength of the Situation: Disentangling the Situational Explanation for Effort Gains in Swimming Relays From Person-Related Accounts. Journal of Sport and Exercise Psychology, 2020, 42, 394-406.	1.2	5

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37	In field settings group members (often) show effort gains instead of social loafing. <i>European Review of Social Psychology</i> , 2022, 33, 131-170.	9.4	4
38	Age differences in negotiations: Older adults achieve poorer joint outcomes in integrative negotiations.. <i>Journal of Experimental Psychology: General</i> , 2020, 149, 2102-2118.	2.1	4
39	Avoiding Backlash or Proving One's Manhood? Beliefs About Gender Differences in Negotiation. <i>Group Decision and Negotiation</i> , 2022, 31, 81-110.	3.3	3
40	“We do not negotiate with terrorists! But what if we did?”. <i>Peace and Conflict</i> , 2020, 26, 437-448.	0.4	3
41	When mistakes affecting one's own group result in compensation: Evidence of a compensatory own goal effect. <i>Psychology of Sport and Exercise</i> , 2020, 48, 101633.	2.1	2
42	Validation of a German Version of Kelley's (1992) Followership Questionnaire. <i>Psychological Test Adaptation and Development</i> , 0, , 1-13.	1.7	2
43	Larger effort gains in weaker relay swimmers independent of their starting order. <i>Psychology of Sport and Exercise</i> , 2022, 62, 102235.	2.1	2
44	Temporal Stability of Effort Gains in Teams. , 2020, , 223-257.		1
45	No Myth far and wide:. <i>Meta-Psychology</i> , 0, 2, .	0.0	1
46	Strong vs. weak synergy in team negotiations: A competitive test of two theoretical approaches. <i>Proceedings - Academy of Management</i> , 2014, 2014, 11727.	0.1	0
47	Differentiation of selves: Differentiating a fuzzy concept. <i>Behavioral and Brain Sciences</i> , 2016, 39, e159.	0.7	0
48	Symmetric conflicts also allow for the investigation of attack and defense. <i>Behavioral and Brain Sciences</i> , 2019, 42, e125.	0.7	0