

Alexandra Mislin

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/336568/publications.pdf>

Version: 2024-02-01

21
papers

1,206
citations

933447

10
h-index

1058476

14
g-index

21
all docs

21
docs citations

21
times ranked

1317
citing authors

#	ARTICLE	IF	CITATIONS
1	The impact of financial literacy on negotiation behavior. <i>Journal of Behavioral and Experimental Economics</i> , 2020, 87, 101545.	1.2	6
2	Motivated by guilt and low felt trust: The impact of negotiators' anger expressions on the implementation of negotiated agreements. <i>Journal of Behavioral Decision Making</i> , 2019, 32, 450-470.	1.7	10
3	The Retrospective Imputation of Nefarious Intent. <i>Proceedings - Academy of Management</i> , 2019, 2019, 16137.	0.1	0
4	Power as an emotional liability: Implications for perceived authenticity and trust after a transgression.. <i>Journal of Experimental Psychology: General</i> , 2017, 146, 1379-1401.	2.1	14
5	Data from a pre-publication independent replication initiative examining ten moral judgement effects. <i>Scientific Data</i> , 2016, 3, 160082.	5.3	6
6	Strategic consequences of emotional misrepresentation in negotiation: The blowback effect.. <i>Journal of Applied Psychology</i> , 2016, 101, 605-624.	5.3	49
7	The pipeline project: Pre-publication independent replications of a single laboratory's research pipeline. <i>Journal of Experimental Social Psychology</i> , 2016, 66, 55-67.	2.2	74
8	Agreement Attraction and Impasse Aversion. <i>Psychological Science</i> , 2016, 27, 312-321.	3.3	22
9	Motivating trust: Can mood and incentives increase interpersonal trust?. <i>Journal of Behavioral and Experimental Economics</i> , 2015, 58, 11-19.	1.2	46
10	Should He Chitchat? The Benefits of Small Talk for Male Versus Female Negotiators. <i>Basic and Applied Social Psychology</i> , 2015, 37, 105-117.	2.1	21
11	Temporal influences and downstream consequences of actions during the bargaining process. <i>Proceedings - Academy of Management</i> , 2014, 2014, 14445.	0.1	0
12	“Settling” for Agreement: Understanding the Agreement Bias in Negotiation. <i>Proceedings - Academy of Management</i> , 2013, 2013, 12437.	0.1	0
13	How much should we trust the World Values Survey trust question?. <i>Economics Letters</i> , 2012, 116, 210-212.	1.9	109
14	Social Exchange in Negotiation: How Relational Accounts Influence Negotiator Behavior. <i>Proceedings - Academy of Management</i> , 2012, 2012, 11005.	0.1	0
15	After the deal: Talk, trust building and the implementation of negotiated agreements. <i>Organizational Behavior and Human Decision Processes</i> , 2011, 115, 55-68.	2.5	64
16	Trust games: A meta-analysis. <i>Journal of Economic Psychology</i> , 2011, 32, 865-889.	2.2	679
17	Psychological Foundations of the Behavioral Theory of Negotiation. <i>SSRN Electronic Journal</i> , 2007, . .	0.4	1
18	Building a Pathway to Cooperation: Negotiation and Social Exchange between Principal and Agent. <i>Administrative Science Quarterly</i> , 2006, 51, 29-58.	6.9	102

#	ARTICLE	IF	CITATIONS
19	A HAPPY COINCIDENCE: COMPLEMENTARITIES BETWEEN INCENTIVES AND EMOTIONS IN AGENCY PROBLEMS.. Proceedings - Academy of Management, 2006, 2006, E1-E6.	0.1	2
20	Mental Accounting for Negotiation and Exchange. SSRN Electronic Journal, 0, , .	0.4	1
21	The Impact of Financial Literacy on Negotiation Behavior. SSRN Electronic Journal, 0, , .	0.4	0