

Laurie R Weingart

List of Publications by Year in descending order

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Version: 2024-02-01

63
papers

8,472
citations

126907

33
h-index

149698

56
g-index

70
all docs

70
docs citations

70
times ranked

4902
citing authors

#	ARTICLE	IF	CITATIONS
1	Task versus relationship conflict, team performance, and team member satisfaction: A meta-analysis.. Journal of Applied Psychology, 2003, 88, 741-749.	5.3	2,199
2	DETERMINANTS OF RISKY DECISION-MAKING BEHAVIOR: A TEST OF THE MEDIATING ROLE OF RISK PERCEPTIONS AND PROPENSITY.. Academy of Management Journal, 1995, 38, 1573-1592.	6.3	773
3	Influence of social motives on integrative negotiation: A meta-analytic review and test of two theories.. Journal of Personality and Social Psychology, 2000, 78, 889-905.	2.8	601
4	Team Diversity and Information Use. Academy of Management Journal, 2005, 48, 1107-1123.	6.3	539
5	Representational gaps, information processing, and conflict in functionally diverse teams. Academy of Management Review, 2007, 32, 761-773.	11.7	482
6	Gender Differences in Accepting and Receiving Requests for Tasks with Low Promotability. American Economic Review, 2017, 107, 714-747.	8.5	316
7	The impact of consideration of issues and motivational orientation on group negotiation process and outcome.. Journal of Applied Psychology, 1993, 78, 504-517.	5.3	240
8	Impact of group goals, task component complexity, effort, and planning on group performance.. Journal of Applied Psychology, 1992, 77, 682-693.	5.3	236
9	TACTICAL BEHAVIOR AND NEGOTIATION OUTCOMES. International Journal of Conflict Management, 1990, 1, 7-31.	1.9	223
10	Dynamics in Groups: Are We There Yet?. Academy of Management Annals, 2011, 5, 571-612.	9.6	220
11	Group goals and group performance*. British Journal of Social Psychology, 1993, 32, 307-334.	2.8	218
12	Maximizing Cross-Functional New Product Teams' Innovativeness and Constraint Adherence: A Conflict Communications Perspective. Academy of Management Journal, 2001, 44, 779-793.	6.3	195
13	Dynamics in Groups: Are We There Yet?. Academy of Management Annals, 2011, 5, 571-612.	9.6	153
14	Knowledge matters: The effect of tactical descriptions on negotiation behavior and outcome.. Journal of Personality and Social Psychology, 1996, 70, 1205-1217.	2.8	144
15	PHASES, TRANSITIONS AND INTERRUPTIONS: MODELING PROCESSES IN MULTI-PARTY NEGOTIATIONS. International Journal of Conflict Management, 2003, 14, 191-211.	1.9	141
16	Teamwork in the intensive care unit.. American Psychologist, 2018, 73, 468-477.	4.2	139
17	Conflicting social motives in negotiating groups.. Journal of Personality and Social Psychology, 2007, 93, 994-1010.	2.8	117
18	Can conflict be energizing? A study of task conflict, positive emotions, and job satisfaction.. Journal of Applied Psychology, 2014, 99, 451-467.	5.3	113

#	ARTICLE	IF	CITATIONS
19	The timing and function of offers in U.S. and Japanese negotiations.. Journal of Applied Psychology, 2007, 92, 1056-1068.	5.3	105
20	The Directness and Oppositional Intensity of Conflict Expression. Academy of Management Review, 2015, 40, 235-262.	11.7	102
21	Knowledge and the Sequential Processes of Negotiation: A Markov Chain Analysis of Response-in-Kind. Journal of Experimental Social Psychology, 1999, 35, 366-393.	2.2	96
22	Dignity, face, and honor cultures: A study of negotiation strategy and outcomes in three cultures. Journal of Organizational Behavior, 2016, 37, 1178-1201.	4.7	84
23	Quantitative Coding of Negotiation Behavior. International Negotiation, 2004, 9, 441-456.	0.5	83
24	Subgroups within a team: The role of cognitive and affective integration. Journal of Organizational Behavior, 2011, 32, 831-849.	4.7	82
25	Unilateral Concessions From the Other Party: Concession Behavior, Attributions, and Negotiation Judgments.. Journal of Applied Psychology, 2004, 89, 263-278.	5.3	80
26	Processes That Mediate the Relationship Between a Group Goal and Group Member Performance. Human Performance, 1991, 4, 33-54.	2.4	69
27	Feedback-Seeking Behavior of New Hires and Job Changers. Journal of Management, 1990, 16, 737-749.	9.3	65
28	Responses to broken promises: Does personality matter?. Journal of Vocational Behavior, 2004, 65, 276-293.	3.4	63
29	Getting the Floor: Motive-Consistent Strategy and Individual Outcomes in Multi-Party Negotiations. Group Decision and Negotiation, 2005, 14, 21-41.	3.3	58
30	Emergent Negotiations: Stability and Shifts in Negotiation Dynamics. Negotiation and Conflict Management Research, 2008, 1, 135-160.	1.0	47
31	Getting to Best: Efficiency versus Optimality in Negotiation. Cognitive Science, 2000, 24, 169-204.	1.7	39
32	Innovation in an Academic Setting: Designing and Leading a Business Through Market-Focused, Interdisciplinary Teams.. Academy of Management Learning and Education, 2009, 8, 407-417.	2.5	38
33	Measuring Teamwork and Conflict among Emergency Medical Technician Personnel. Prehospital Emergency Care, 2012, 16, 98-108.	1.8	37
34	Team Innovation Processes. Small Group Research, 2013, 44, 159-194.	2.7	36
35	Task Conflict, Problem-Solving, and Yielding: Effects on Cognition and Performance in Functionally Diverse Innovation Teams. Negotiation and Conflict Management Research, 2010, 3, 312-337.	1.0	31
36	The Interplay between Culturally- and Situationally-based Mental Models of Intercultural Dispute Resolution: West Meets Middle East1. International Negotiation, 2011, 16, 481-510.	0.5	29

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37	Conflict across representational gaps: Threats to and opportunities for improved communication. Proceedings of the National Academy of Sciences of the United States of America, 2019, 116, 7642-7649.	7.1	28
38	Gender and the Emotional Experience of Relationship Conflict: The Differential Effectiveness of Avoidant Conflict Management. Negotiation and Conflict Management Research, 2014, 7, 213-231.	1.0	20
39	The effects of conflict type and conflict expression intensity on conflict management. International Journal of Conflict Management, 2022, 33, 245-272.	1.9	18
40	Opening the Black Box of I-Deals Negotiation: Integrating I-Deals and Negotiation Research. Group and Organization Management, 2021, 46, 186-222.	4.4	15
41	REPRESENTATIONAL GAPS, TEAM INTEGRATION AND TEAM CREATIVITY.. Proceedings - Academy of Management, 2008, 2008, 1-6.	0.1	12
42	BAUBLES, BANGLES, AND BEADS: MODELING THE EVOLUTION OF NEGOTIATING GROUPS OVER TIME. Research on Managing Groups and Teams, 0, , 39-64.	0.6	11
43	Think Globally, Act Locally: Towards an Adaptive Model of Dyadic Negotiations in Organizations. SSRN Electronic Journal, 2003, , .	0.4	10
44	Team functioning and implementation of innovations in healthcare and human service settings: a systematic review protocol. Systematic Reviews, 2021, 10, 189.	5.3	10
45	Psychological Safety in Intensive Care Unit Rounding Teams. Annals of the American Thoracic Society, 2021, 18, 1027-1033.	3.2	8
46	Toward a Unified Negotiation Framework: Leveraging Strengths in Behavioral and Computational Communities. Advances in Group Decision and Negotiation, 2013, , 53-65.	0.1	8
47	Conflicting Social Motives in Negotiating Groups. SSRN Electronic Journal, 0, , .	0.4	8
48	Markov Chain Models of Communication Processes in Negotiation. International Negotiation, 2005, 10, 97-114.	0.5	7
49	Negotiation Offers and the Search for Agreement. Negotiation and Conflict Management Research, 2011, 4, 77-109.	1.0	7
50	The Role of Simmelian Friendship Ties on Retaliation within Triads. Small Group Research, 2014, 45, 471-505.	2.7	7
51	Work design and task conflict in interdisciplinary groups. International Journal of Conflict Management, 2020, 31, 623-646.	1.9	7
52	The "fixed" pie perception and strategy in dyadic versus multiparty negotiations. Organizational Behavior and Human Decision Processes, 2020, 157, 143-158.	2.5	7
53	Identifying gaps between the conceptualization of conflict and its measurement. , 2014, , .		7
54	Excited to Disagree? A Study of Conflict and Emotions. SSRN Electronic Journal, 0, , .	0.4	5

#	ARTICLE	IF	CITATIONS
55	Revisiting the Dimensions of Intra-Group Conflict: Theoretical and Psychometric Construct Refinement. SSRN Electronic Journal, 2010, , .	0.4	5
56	The Differential Roles of Respect and Trust on Negotiation. SSRN Electronic Journal, 2005, , .	0.4	2
57	Jury Tensions: Applying Communication Theories and Methods to Study Group Dynamics. Small Group Research, 2010, 41, 495-502.	2.7	2
58	Chapter 8 Modeling Group Negotiation: Three Computational Approaches that can Inform Behavioral Sciences. Research on Managing Groups and Teams, 2011, , 189-205.	0.6	2
59	Studying Dynamics within Groups. Research on Managing Groups and Teams, 2012, , 1-25.	0.6	2
60	Can Avoiding Conflict be Beneficial? A Field Investigation of Gender, Conflict Avoidance, Emotional Labor, and Emotional Exhaustion. SSRN Electronic Journal, 2011, , .	0.4	1
61	Agree or Not Agree? The Role of Cognitive and Affective Processes in Group Disagreements. SSRN Electronic Journal, 0, , .	0.4	1
62	Building, Managing, and Motivating Great Teams. , 2014, , 83-97.		0
63	Social Motive Expectations and the Concession Timing Effect. SSRN Electronic Journal, 0, , .	0.4	0