

# 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	The effects of conflict type and conflict expression intensity on conflict management. <i>International Journal of Conflict Management</i> , 2022, 33, 245-272.	1.9	18
2	Opening the Black Box of I-Deals Negotiation: Integrating I-Deals and Negotiation Research. <i>Group and Organization Management</i> , 2021, 46, 186-222.	4.4	15
3	Team functioning and implementation of innovations in healthcare and human service settings: a systematic review protocol. <i>Systematic Reviews</i> , 2021, 10, 189.	5.3	10
4	Psychological Safety in Intensive Care Unit Rounding Teams. <i>Annals of the American Thoracic Society</i> , 2021, 18, 1027-1033.	3.2	8
5	Work design and task conflict in interdisciplinary groups. <i>International Journal of Conflict Management</i> , 2020, 31, 623-646.	1.9	7
6	The "fixed" pie perception and strategy in dyadic versus multiparty negotiations. <i>Organizational Behavior and Human Decision Processes</i> , 2020, 157, 143-158.	2.5	7
7	Conflict across representational gaps: Threats to and opportunities for improved communication. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2019, 116, 7642-7649.	7.1	28
8	Teamwork in the intensive care unit.. <i>American Psychologist</i> , 2018, 73, 468-477.	4.2	139
9	Gender Differences in Accepting and Receiving Requests for Tasks with Low Promotability. <i>American Economic Review</i> , 2017, 107, 714-747.	8.5	316
10	Dignity, face, and honor cultures: A study of negotiation strategy and outcomes in three cultures. <i>Journal of Organizational Behavior</i> , 2016, 37, 1178-1201.	4.7	84
11	The Directness and Oppositional Intensity of Conflict Expression. <i>Academy of Management Review</i> , 2015, 40, 235-262.	11.7	102
12	The Role of Simmelian Friendship Ties on Retaliation within Triads. <i>Small Group Research</i> , 2014, 45, 471-505.	2.7	7
13	Can conflict be energizing? A study of task conflict, positive emotions, and job satisfaction.. <i>Journal of Applied Psychology</i> , 2014, 99, 451-467.	5.3	113
14	Building, Managing, and Motivating Great Teams. , 2014, , 83-97.		0
15	Gender and the Emotional Experience of Relationship Conflict: The Differential Effectiveness of Avoidant Conflict Management. <i>Negotiation and Conflict Management Research</i> , 2014, 7, 213-231.	1.0	20
16	Identifying gaps between the conceptualization of conflict and its measurement. , 2014, , .		7
17	Team Innovation Processes. <i>Small Group Research</i> , 2013, 44, 159-194.	2.7	36
18	Toward a Unified Negotiation Framework: Leveraging Strengths in Behavioral and Computational Communities. <i>Advances in Group Decision and Negotiation</i> , 2013, , 53-65.	0.1	8

#	ARTICLE	IF	CITATIONS
19	Measuring Teamwork and Conflict among Emergency Medical Technician Personnel. Prehospital Emergency Care, 2012, 16, 98-108.	1.8	37
20	Studying Dynamics within Groups. Research on Managing Groups and Teams, 2012, , 1-25.	0.6	2
21	Dynamics in Groups: Are We There Yet?. Academy of Management Annals, 2011, 5, 571-612.	9.6	153
22	Dynamics in Groups: Are We There Yet?. Academy of Management Annals, 2011, 5, 571-612.	9.6	220
23	Can Avoiding Conflict be Beneficial? A Field Investigation of Gender, Conflict Avoidance, Emotional Labor, and Emotional Exhaustion. SSRN Electronic Journal, 2011, , .	0.4	1
24	Negotiation Offers and the Search for Agreement. Negotiation and Conflict Management Research, 2011, 4, 77-109.	1.0	7
25	Subgroups within a team: The role of cognitive and affective integration. Journal of Organizational Behavior, 2011, 32, 831-849.	4.7	82
26	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
27	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
28	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
29	Revisiting the Dimensions of Intra-Group Conflict: Theoretical and Psychometric Construct Refinement. SSRN Electronic Journal, 2010, , .	0.4	5
30	Jury Tensions: Applying Communication Theories and Methods to Study Group Dynamics. Small Group Research, 2010, 41, 495-502.	2.7	2
31	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
32	Emergent Negotiations: Stability and Shifts in Negotiation Dynamics. Negotiation and Conflict Management Research, 2008, 1, 135-160.	1.0	47
33	REPRESENTATIONAL GAPS, TEAM INTEGRATION AND TEAM CREATIVITY.. Proceedings - Academy of Management, 2008, 2008, 1-6.	0.1	12
34	The timing and function of offers in U.S. and Japanese negotiations.. Journal of Applied Psychology, 2007, 92, 1056-1068.	5.3	105
35	Conflicting social motives in negotiating groups.. Journal of Personality and Social Psychology, 2007, 93, 994-1010.	2.8	117
36	Representational gaps, information processing, and conflict in functionally diverse teams. Academy of Management Review, 2007, 32, 761-773.	11.7	482

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37	Getting the Floor: Motive-Consistent Strategy and Individual Outcomes in Multi-Party Negotiations. <i>Group Decision and Negotiation</i> , 2005, 14, 21-41.	3.3	58
38	The Differential Roles of Respect and Trust on Negotiation. <i>SSRN Electronic Journal</i> , 2005, , .	0.4	2
39	Team Diversity and Information Use. <i>Academy of Management Journal</i> , 2005, 48, 1107-1123.	6.3	539
40	Markov Chain Models of Communication Processes in Negotiation. <i>International Negotiation</i> , 2005, 10, 97-114.	0.5	7
41	Quantitative Coding of Negotiation Behavior. <i>International Negotiation</i> , 2004, 9, 441-456.	0.5	83
42	Responses to broken promises: Does personality matter?. <i>Journal of Vocational Behavior</i> , 2004, 65, 276-293.	3.4	63
43	Unilateral Concessions From the Other Party: Concession Behavior, Attributions, and Negotiation Judgments.. <i>Journal of Applied Psychology</i> , 2004, 89, 263-278.	5.3	80
44	Task versus relationship conflict, team performance, and team member satisfaction: A meta-analysis.. <i>Journal of Applied Psychology</i> , 2003, 88, 741-749.	5.3	2,199
45	PHASES, TRANSITIONS AND INTERRUPTIONS: MODELING PROCESSES IN MULTI-PARTY NEGOTIATIONS. <i>International Journal of Conflict Management</i> , 2003, 14, 191-211.	1.9	141
46	Think Globally, Act Locally: Towards an Adaptive Model of Dyadic Negotiations in Organizations. <i>SSRN Electronic Journal</i> , 2003, , .	0.4	10
47	Maximizing Cross-Functional New Product Teams' Innovativeness and Constraint Adherence: A Conflict Communications Perspective. <i>Academy of Management Journal</i> , 2001, 44, 779-793.	6.3	195
48	Influence of social motives on integrative negotiation: A meta-analytic review and test of two theories.. <i>Journal of Personality and Social Psychology</i> , 2000, 78, 889-905.	2.8	601
49	Getting to Best: Efficiency versus Optimality in Negotiation. <i>Cognitive Science</i> , 2000, 24, 169-204.	1.7	39
50	Knowledge and the Sequential Processes of Negotiation: A Markov Chain Analysis of Response-in-Kind. <i>Journal of Experimental Social Psychology</i> , 1999, 35, 366-393.	2.2	96
51	Knowledge matters: The effect of tactical descriptions on negotiation behavior and outcome.. <i>Journal of Personality and Social Psychology</i> , 1996, 70, 1205-1217.	2.8	144
52	DETERMINANTS OF RISKY DECISION-MAKING BEHAVIOR: A TEST OF THE MEDIATING ROLE OF RISK PERCEPTIONS AND PROPENSITY.. <i>Academy of Management Journal</i> , 1995, 38, 1573-1592.	6.3	773
53	The impact of consideration of issues and motivational orientation on group negotiation process and outcome.. <i>Journal of Applied Psychology</i> , 1993, 78, 504-517.	5.3	240
54	Group goals and group performance*. <i>British Journal of Social Psychology</i> , 1993, 32, 307-334.	2.8	218

#	ARTICLE	IF	CITATIONS
55	Impact of group goals, task component complexity, effort, and planning on group performance.. Journal of Applied Psychology, 1992, 77, 682-693.	5.3	236
56	Processes That Mediate the Relationship Between a Group Goal and Group Member Performance. Human Performance, 1991, 4, 33-54.	2.4	69
57	Feedback-Seeking Behavior of New Hires and Job Changers. Journal of Management, 1990, 16, 737-749.	9.3	65
58	TACTICAL BEHAVIOR AND NEGOTIATION OUTCOMES. International Journal of Conflict Management, 1990, 1, 7-31.	1.9	223
59	BAUBLES, BANGLES, AND BEADS: MODELING THE EVOLUTION OF NEGOTIATING GROUPS OVER TIME. Research on Managing Groups and Teams, 0, , 39-64.	0.6	11
60	Excited to Disagree? A Study of Conflict and Emotions. SSRN Electronic Journal, 0, , .	0.4	5
61	Conflicting Social Motives in Negotiating Groups. SSRN Electronic Journal, 0, , .	0.4	8
62	Agree or Not Agree? The Role of Cognitive and Affective Processes in Group Disagreements. SSRN Electronic Journal, 0, , .	0.4	1
63	Social Motive Expectations and the Concession Timing Effect. SSRN Electronic Journal, 0, , .	0.4	0