

# Ingo Zettler

## List of Publications by Year in descending order

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Version: 2024-02-01

116  
papers

4,636  
citations

126907

33  
h-index

128289

60  
g-index

136  
all docs

136  
docs citations

136  
times ranked

2983  
citing authors

#	ARTICLE	IF	CITATIONS
1	The dark core of personality.. Psychological Review, 2018, 125, 656-688.	3.8	264
2	It takes two: Honesty&#x2014;Humility and Agreeableness differentially predict active versus reactive cooperation. Personality and Individual Differences, 2013, 54, 598-603.	2.9	200
3	Pillars of cooperation: Honesty&#x2014;Humility, social value orientations, and economic behavior. Journal of Research in Personality, 2009, 43, 516-519.	1.7	196
4	Personality and prosocial behavior: Linking basic traits and social value orientations.. Journal of Personality and Social Psychology, 2014, 107, 529-539.	2.8	156
5	Political skill construct and criterion&#x2014;related validation: a two&#x2014;study investigation. Journal of Managerial Psychology, 2008, 23, 744-771.	2.2	148
6	Conspiracy Theories and Their Societal Effects During the COVID-19 Pandemic. Social Psychological and Personality Science, 2022, 13, 49-59.	3.9	136
7	Personality, political skill, and job performance. Journal of Vocational Behavior, 2008, 72, 377-387.	3.4	135
8	When the cat&#x2019;s away, some mice will play: A basic trait account of dishonest behavior. Journal of Research in Personality, 2015, 57, 72-88.	1.7	122
9	The Nomological Net of the HEXACO Model of Personality: A Large-Scale Meta-Analytic Investigation. Perspectives on Psychological Science, 2020, 15, 723-760.	9.0	116
10	Honesty&#x2014;Humility and a Person&#x2014;Situation Interaction at Work. European Journal of Personality, 2010, 24, 569-582.	3.1	112
11	Personality, Punishment and Public Goods: Strategic Shifts towards Cooperation as a Matter of Dispositional Honesty&#x2014;Humility. European Journal of Personality, 2012, 26, 245-254.	3.1	102
12	Rethinking Trait Conceptions of Social Desirability Scales. Assessment, 2014, 21, 286-299.	3.1	95
13	Not Enough of a &#x201c;Dark&#x201d; Trait? Linking Machiavellianism to Job Performance. European Journal of Personality, 2013, 27, 545-554.	3.1	87
14	To which world regions does the valence&#x2014;dominance model of social perception apply?. Nature Human Behaviour, 2021, 5, 159-169.	12.0	85
15	Measuring the dark core of personality.. Psychological Assessment, 2020, 32, 182-196.	1.5	81
16	Dissecting work commitment: the role of Machiavellianism. Career Development International, 2011, 16, 20-35.	2.7	79
17	Tracing the Path from Personality &#x201c;i>via</i> Cooperativeness &#x201d; to Conservation. European Journal of Personality, 2013, 27, 319-327.	3.1	77
18	Two sides of one coin: Honesty&#x2014;Humility and situational factors mutually shape social dilemma decision making. Journal of Research in Personality, 2013, 47, 286-295.	1.7	77

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19	Implicit motives, explicit traits, and task and contextual performance at work.. Journal of Applied Psychology, 2012, 97, 1201-1217.	5.3	76
20	Sample study protocol for adapting and translating the 5C scale to assess the psychological antecedents of vaccination. BMJ Open, 2020, 10, e034869.	1.9	71
21	Dishonest responding or true virtue? A behavioral test of impression management. Personality and Individual Differences, 2015, 81, 107-111.	2.9	68
22	The Role of Personality in COVID-19-Related Perceptions, Evaluations, and Behaviors: Findings Across Five Samples, Nine Traits, and 17 Criteria. Social Psychological and Personality Science, 2022, 13, 299-310.	3.9	68
23	From personality to altruistic behavior (and back): Evidence from a double-blind dictator game. Journal of Research in Personality, 2015, 55, 46-50.	1.7	66
24	Measuring the 7Cs of Vaccination Readiness. European Journal of Psychological Assessment, 2022, 38, 261-269.	3.0	66
25	The Stability of Extreme Response Style and Acquiescence Over 8 Years. Assessment, 2016, 23, 279-291.	3.1	63
26	Measure invariance of the Political Skill Inventory (PSI) across five cultures. International Journal of Cross Cultural Management, 2012, 12, 171-191.	2.1	62
27	Attitudes of the selfless: Explaining political orientation with altruism. Personality and Individual Differences, 2010, 48, 338-342.	2.9	59
28	Dissociating Indifferent, Directional, and Extreme Responding in Personality Data: Applying the Three-Process Model to Self- and Observer Reports. Journal of Personality, 2016, 84, 461-472.	3.2	54
29	A Multi-Source, Multi-Study Investigation of Job Performance Prediction by Political Skill. Applied Psychology, 2011, 60, 449-474.	7.1	51
30	The Role of Interpersonal Influence in Counterbalancing Psychopathic Personality Trait Facets at Work. Journal of Management, 2018, 44, 1338-1368.	9.3	43
31	Meta-Analytic Investigations of the HEXACO Personality Inventory(-Revised). Zeitschrift Fur Psychologie / Journal of Psychology, 2019, 227, 186-194.	1.0	43
32	Truth Will Out. Social Psychological and Personality Science, 2015, 6, 140-147.	3.9	41
33	The HEXACO-100 Across 16 Languages: A Large-Scale Test of Measurement Invariance. Journal of Personality Assessment, 2020, 102, 714-726.	2.1	41
34	Job demands as a moderator of the political skill-job performance relationship. Career Development International, 2009, 14, 333-350.	2.7	38
35	On Measuring the Sixth Basic Personality Dimension: A Comparison Between HEXACO Honesty-Humility and Big Six Honesty-Propriety. Assessment, 2017, 24, 1024-1036.	3.1	38
36	Honesty-humility in school: Exploring main and interaction effects on secondary school students' antisocial and prosocial behavior. Learning and Individual Differences, 2015, 43, 211-217.	2.7	36

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37	On the Comparability of Basic Personality Models: Meta-Analytic Correspondence, Scope, and Orthogonality of the Big Five and HEXACO Dimensions. <i>European Journal of Personality</i> , 2022, 36, 870-900.	3.1	36
38	Agreeableness and the common core of dark traits are functionally different constructs. <i>Journal of Research in Personality</i> , 2020, 87, 103986.	1.7	32
39	Seeing me, seeing you: Testing competing accounts of assumed similarity in personality judgments.. <i>Journal of Personality and Social Psychology</i> , 2020, 118, 172-198.	2.8	31
40	Exploring reference group effects on teachers's™ nominations of gifted students.. <i>Journal of Educational Psychology</i> , 2016, 108, 883-897.	2.9	30
41	House of Cards or West Wing? Self-reported HEXACO Traits of Danish Politicians. <i>Personality and Individual Differences</i> , 2019, 141, 173-181.	2.9	30
42	Themes of the dark core of personality.. <i>Psychological Assessment</i> , 2021, 33, 511-525.	1.5	30
43	Self-control and academic performance: Two field studies on university citizenship behavior and counterproductive academic behavior. <i>Learning and Individual Differences</i> , 2011, 21, 119-123.	2.7	29
44	Openness to (reporting) experiences that one never had: Overclaiming as an outcome of the knowledge accumulated through a proclivity for cognitive and aesthetic exploration.. <i>Journal of Personality and Social Psychology</i> , 2017, 113, 810-834.	2.8	29
45	Links between observed and self-reported driving anger, observed and self-reported aggressive driving, and personality traits. <i>Accident Analysis and Prevention</i> , 2020, 140, 105516.	5.7	29
46	Altruism at the ballots: Predicting political attitudes and behavior. <i>Journal of Research in Personality</i> , 2011, 45, 130-133.	1.7	28
47	From Honestyâ€“Humility to fair behavior â€“ Benevolence or a (blind) fairness norm?. <i>Personality and Individual Differences</i> , 2015, 80, 91-95.	2.9	28
48	Do the smart get smarter? Development of fluid and crystallized intelligence in 3rd grade. <i>Intelligence</i> , 2016, 59, 84-95.	3.0	28
49	The dark core of personality and socially aversive psychopathology. <i>Journal of Personality</i> , 2021, 89, 216-227.	3.2	28
50	Prediction Consistency: A Test of the Equivalence Assumption across Different Indicators of the Same Construct. <i>European Journal of Personality</i> , 2016, 30, 637-647.	3.1	27
51	Revisiting REVISE: (Re)Testing unique and combined effects of REminding, VIsibility, and SElf-engagement manipulations on cheating behavior. <i>Journal of Economic Psychology</i> , 2019, 75, 102161.	2.2	27
52	Using the Big Five Aspect Scales to translate between the HEXACO and Big Five personality models. <i>Journal of Personality</i> , 2019, 87, 1025-1038.	3.2	26
53	Fostering elementary school children's public speaking skills: A randomized controlled trial. <i>Learning and Instruction</i> , 2018, 55, 158-168.	3.2	25
54	Employees' Political Skill and Job Performance: An Inverted <sc>U</sc>â€“Shaped Relation?. <i>Applied Psychology</i> , 2015, 64, 541-577.	7.1	23

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55	What characterizes children nominated as gifted by teachers? A closer consideration of working memory and intelligence. <i>High Ability Studies</i> , 2015, 26, 75-92.	1.9	22
56	How children navigate a multiperspective hypermedia environment: The role of spatial working memory capacity. <i>Computers in Human Behavior</i> , 2016, 55, 145-158.	8.5	22
57	Stability and Change: The Dark Factor of Personality Shapes Dark Traits. <i>Social Psychological and Personality Science</i> , 0, , 194855062095328.	3.9	22
58	Assessing meaningful within-person variability in Likert-scale rated personality descriptions: An IRT tree approach.. <i>Psychological Assessment</i> , 2019, 31, 474-487.	1.5	22
59	Do voices carry valid information about a speaker's personality?. <i>Journal of Research in Personality</i> , 2021, 92, 104092.	1.7	21
60	All about the money? Exploring antecedents and consequences for a brief measure of perceived financial security.. <i>Journal of Occupational Health Psychology</i> , 2020, 25, 159-175.	3.3	20
61	Effectiveness of a "Grass Roots" Statewide Enrichment Program for Gifted Elementary School Children. <i>Journal of Research on Educational Effectiveness</i> , 2018, 11, 375-408.	1.6	19
62	Measure of Node Similarity in Multilayer Networks. <i>PLoS ONE</i> , 2016, 11, e0157436.	2.5	19
63	Disentangling the effects of culture and language on measurement noninvariance in cross-cultural research: The culture, comprehension, and translation bias (CCT) procedure.. <i>Psychological Assessment</i> , 2021, 33, 375-384.	1.5	18
64	To boast or not to boast: Testing the humility aspect of the Honesty-Humility factor. <i>Personality and Individual Differences</i> , 2014, 69, 12-16.	2.9	17
65	Behavior in cheating paradigms is linked to overall approval rates of crowdworkers. <i>Journal of Behavioral Decision Making</i> , 2021, 34, 157-166.	1.7	17
66	Active versus reactive cooperativeness in Borderline Psychopathology: A dissection based on the HEXACO model of personality. <i>Personality and Individual Differences</i> , 2014, 56, 19-23.	2.9	16
67	Linking men's voice pitch to actual and perceived trustworthiness across domains. <i>Behavioral Ecology</i> , 0, , .	2.2	15
68	Predicting counterproductive work behavior: Do implicit motives have incremental validity beyond explicit traits?. <i>Journal of Research in Personality</i> , 2020, 89, 104019.	1.7	15
69	Measuring the Dark Core of Personality in German: Psychometric Properties, Measurement Invariance, Predictive Validity, and Self-Other Agreement. <i>Journal of Personality Assessment</i> , 2022, 104, 660-673.	2.1	15
70	Aversive Personality and COVID-19. <i>European Psychologist</i> , 2021, 26, 348-358.	3.1	15
71	Situational factors shape moral judgements in the trolley dilemma in Eastern, Southern and Western countries in a culturally diverse sample. <i>Nature Human Behaviour</i> , 2022, 6, 880-895.	12.0	15
72	Who Deals With the Devil? Interdependence, Personality, and Corrupted Collaboration. <i>Social Psychological and Personality Science</i> , 2019, 10, 1019-1027.	3.9	14

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73	Modeling motive activation in the Operant Motive Test: A psychometric analysis using dynamic Thurstonian item response theory.. <i>Motivation Science</i> , 2016, 2, 268-286.	1.6	13
74	Doing justice to creative justifications: Creativity, Honesty-Humility, and (un)ethical justifications. <i>Journal of Research in Personality</i> , 2020, 89, 104033.	1.7	13
75	Theoretical and empirical dissociations between the Dark Factor of Personality and low Honesty-Humility. <i>Journal of Research in Personality</i> , 2021, 95, 104154.	1.7	13
76	Honesty and Humility. , 2015, , 169-174.		12
77	Social Dominance Orientation, Language Orientation, and Deaf Identity. <i>Journal of Deaf Studies and Deaf Education</i> , 2017, 22, 269-277.	1.2	12
78	Honest People Tend to Use Less“Not More“Profanity. <i>Social Psychological and Personality Science</i> , 2018, 9, 516-520.	3.9	12
79	Honesty-humility and dictator and ultimatum game-giving in children. <i>Journal of Research in Personality</i> , 2020, 85, 103907.	1.7	12
80	Comparing responses in repeated cross-sectional and panel studies: Results across eight weeks during the first COVID-19 lockdown in Denmark.. <i>Psychological Assessment</i> , 2021, 33, 691-704.	1.5	12
81	Honesty-Humility Interacts With Context Perception in Predicting Task Performance and Organizational Citizenship Behavior. <i>Journal of Personnel Psychology</i> , 2018, 17, 161-171.	1.4	12
82	Linking Teacher and Parent Ratings of Teacher-Nominated Gifted Elementary School Students to Each Other and to School Grades. <i>Gifted Child Quarterly</i> , 2018, 62, 230-250.	2.0	11
83	The positive role of hope on the relationship between loneliness and unhappy conditions in Hungarian young adults: How pathways thinking matters!. <i>Journal of Positive Psychology</i> , 2019, 14, 724-733.	4.0	11
84	Voice Pitch “ A Valid Indicator of One’s Unfaithfulness in Committed Relationships?. <i>Adaptive Human Behavior and Physiology</i> , 2020, 7, 245.	1.1	11
85	Not all computerized cheating tasks are equal: A comparison of computerized and non-computerized versions of a cheating task. <i>Journal of Economic Psychology</i> , 2020, 78, 102270.	2.2	10
86	Dark, gray, or bright creativity? (Re)investigating the link between creativity and dishonesty. <i>European Journal of Personality</i> , 2022, 36, 108-129.	3.1	10
87	Dishonesty as a signal of trustworthiness: Honesty-Humility and trustworthy dishonesty. <i>Royal Society Open Science</i> , 2020, 7, 200685.	2.4	10
88	Beyond (low) Agreeableness: Toward a more comprehensive understanding of antagonistic psychopathology. <i>Journal of Personality</i> , 2022, 90, 956-970.	3.2	10
89	Measuring parents’s™ readiness to vaccinate themselves and their children against COVID-19. <i>Vaccine</i> , 2022, 40, 3825-3834.	3.8	10
90	Personality Traits, Self-Efficacy, and Cochlear Implant Use Among Deaf Young Adults. <i>Journal of Deaf Studies and Deaf Education</i> , 2018, 23, 351-359.	1.2	9

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91	Agreeableness is dead. Long live Agreeableness? Reply to Vize and Lynam. <i>Journal of Research in Personality</i> , 2021, 91, 104074.	1.7	9
92	The COVID-19 Snapshot Monitoring in Denmark. <i>Samfundskøkonomi</i> , 2020, , 62-69.	0.1	8
93	Putting a speech training program into practice: Its implementation and effects on elementary school children's public speaking skills and levels of speech anxiety. <i>Contemporary Educational Psychology</i> , 2018, 55, 176-188.	2.9	7
94	Hypermedia exploration stimulates multiperspective reasoning in elementary school children with high working memory capacity: A tablet computer study. <i>Learning and Individual Differences</i> , 2016, 51, 273-283.	2.7	6
95	Sharing Money With Humans Versus Computers: On the Role of Honesty-Humility and (Non-)Social Preferences. <i>Social Psychological and Personality Science</i> , 2022, 13, 1058-1068.	3.9	6
96	The HEXACO correlates of authoritarianism's facets in the U.S. and Denmark. <i>Personality and Individual Differences</i> , 2017, 116, 348-352.	2.9	5
97	The Dark Factor of Personality and Risk-Taking. <i>International Journal of Environmental Research and Public Health</i> , 2021, 18, 8400.	2.6	5
98	A glimpse into prosociality at work. <i>Current Opinion in Psychology</i> , 2022, 44, 140-145.	4.9	5
99	A Brief Historical Overview on Links Between Personality and Health. , 2018, , 1-16.		4
100	Assumed similarity in personality within intimate relationships. <i>Personal Relationships</i> , 2018, 25, 316-329.	1.5	4
101	Editorial: Uncovering Dishonesty. <i>Journal of Economic Psychology</i> , 2019, 71, 1-3.	2.2	2
102	Multiple antisocial personalities?. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2020, 117, 9688-9689.	7.1	2
103	The dispositional basis of human prosociality. <i>Current Opinion in Psychology</i> , 2022, 43, 289-294.	4.9	2
104	Linking voice pitch to fighting success in male amateur mixed martial arts athletes and boxers. <i>Evolutionary Human Sciences</i> , 2021, 3, .	1.7	2
105	Honesty-Humility. , 2016, , 1-9.		2
106	Reference Group Effect. , 2018, , 1-3.		2
107	Political Skill moderates the Success of Psychopaths at the Workplace. <i>Proceedings - Academy of Management</i> , 2015, 2015, 11863.	0.1	2
108	Sensitive attitudes and adherence to recommendations during the COVID-19 pandemic: Comparing direct and indirect questioning techniques. <i>Personality and Individual Differences</i> , 2022, 190, 111525.	2.9	2

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109	Fast, but not so furious. On the distinctiveness of a fast life history strategy and the common core of aversive traits. <i>Personality Science</i> , 0, 3, .	1.3	2
110	Linking personality traits to objective foul records in (semi-)professional youth basketball. <i>Journal of Research in Personality</i> , 2020, 87, 103987.	1.7	1
111	Personality and Counterproductive Work Behavior. , 2017, , 1-9.		1
112	Honesty-Humility. , 2020, , 1996-2004.		1
113	Indian caste names and cooperation in the Prisonerâ€™s Dilemma. <i>Asian Journal of Social Psychology</i> , 0, , .	2.1	1
114	A Closer Look on the Relation Between Nostalgia and Risk-Taking. <i>Personality and Social Psychology Bulletin</i> , 2022, , 014616722210741.	3.0	1
115	Personality and Counterproductive Work Behavior. , 2020, , 3576-3584.		0
116	Reference Group Effect. , 2020, , 4342-4344.		0