

# Max H Bazerman

## List of Publications by Year in descending order

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159  
papers

15,197  
citations

17440

63  
h-index

20961

115  
g-index

166  
all docs

166  
docs citations

166  
times ranked

7199  
citing authors

#	ARTICLE	IF	CITATIONS
1	Megastudies improve the impact of applied behavioural science. <i>Nature</i> , 2021, 600, 478-483.	27.8	80
2	Inaction and decision making in moral conflicts. <i>Organizational Dynamics</i> , 2020, 49, 100703.	2.6	0
3	Signing at the beginning versus at the end does not decrease dishonesty. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2020, 117, 7103-7107.	7.1	47
4	Fretting about Modest Risks Is a Mistake. <i>California Management Review</i> , 2019, 61, 34-48.	6.3	1
5	Veil-of-ignorance reasoning favors the greater good. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2019, 116, 23989-23995.	7.1	44
6	Bounded Ethicality and Ethical Fading in Negotiations: Understanding Unintended Unethical Behavior. <i>Academy of Management Perspectives</i> , 2019, 33, 26-42.	6.8	23
7	Current Direction in Understanding the Antecedents and Prevention Of Unethicality at Work. <i>Proceedings - Academy of Management</i> , 2019, 2019, 13253.	0.1	0
8	Raiffa Transformed the Field of Negotiation—and Me. <i>Negotiation and Conflict Management Research</i> , 2018, 11, 259-261.	1.0	0
9	Linda Babcock: Go-getter and Do-gooder. <i>Negotiation and Conflict Management Research</i> , 2018, 11, 130-145.	1.0	1
10	If You’re Going to Do Wrong, At Least Do It Right: Considering Two Moral Dilemmas at the Same Time Promotes Moral Consistency. <i>Management Science</i> , 2018, 64, 1528-1540.	4.1	13
11	Prescriptions Based on a Realistic View of Human Behavior. <i>Negotiation Journal</i> , 2017, 33, 309-315.	0.5	0
12	Overcoming the outcome bias: Making intentions matter. <i>Organizational Behavior and Human Decision Processes</i> , 2016, 137, 13-26.	2.5	35
13	Bounded awareness: Implications for ethical decision making. <i>Organizational Behavior and Human Decision Processes</i> , 2016, 136, 95-105.	2.5	72
14	Celebrating the Work of J. Keith Murnighan. <i>Negotiation and Conflict Management Research</i> , 2016, 9, 332-344.	1.0	3
15	Blind loyalty? When group loyalty makes us see evil or engage in it. <i>Organizational Behavior and Human Decision Processes</i> , 2016, 132, 16-36.	2.5	79
16	When Performance Trumps Gender Bias: Joint vs. Separate Evaluation. <i>Management Science</i> , 2016, 62, 1225-1234.	4.1	173
17	Done But Not Published: The Dissertation Journeys of Roy J. Lewicki and J. Keith Murnighan. <i>Negotiation and Conflict Management Research</i> , 2015, 8, 261-271.	1.0	3
18	Bounded Rationality, Negotiation Perception, and Attitudinal Structuring. <i>Negotiation Journal</i> , 2015, 31, 363-364.	0.5	0

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19	Ethical blind spots: explaining unintentional unethical behavior. <i>Current Opinion in Psychology</i> , 2015, 6, 77-81.	4.9	88
20	Morality Rebooted: Exploring Simple Fixes to Our Moral Bugs. <i>SSRN Electronic Journal</i> , 2014, , .	0.4	2
21	Morality rebooted: Exploring simple fixes to our moral bugs. <i>Research in Organizational Behavior</i> , 2014, 34, 63-79.	1.2	37
22	Overcoming the Outcome Bias: Making Process Matter. <i>Proceedings - Academy of Management</i> , 2013, 2013, 13403.	0.1	0
23	Behavioral Ethics: Toward a Deeper Understanding of Moral Judgment and Dishonesty. <i>Annual Review of Law and Social Science</i> , 2012, 8, 85-104.	1.3	222
24	Signing at the beginning makes ethics salient and decreases dishonest self-reports in comparison to signing at the end. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2012, 109, 15197-15200.	7.1	290
25	Policy bundling to overcome loss aversion: A method for improving legislative outcomes. <i>Organizational Behavior and Human Decision Processes</i> , 2012, 117, 158-167.	2.5	66
26	Is it time for auditor independence yet?. <i>Accounting, Organizations and Society</i> , 2011, 36, 310-312.	2.8	45
27	Bounded Ethicality in Negotiations<sup>1</sup>. <i>Negotiation and Conflict Management Research</i> , 2011, 4, 8-11.	1.0	12
28	Joint Evaluation as a Real-World Tool for Managing Emotional Assessments of Morality. <i>Emotion Review</i> , 2011, 3, 290-292.	3.4	35
29	Dishonest Deed, Clear Conscience: When Cheating Leads to Moral Disengagement and Motivated Forgetting. <i>Personality and Social Psychology Bulletin</i> , 2011, 37, 330-349.	3.0	429
30	Naïveté and Cynicism in Negotiations and Other Competitive Contexts. <i>Academy of Management Annals</i> , 2011, 5, 495-518.	9.6	8
31	Ethical breakdowns. <i>Harvard Business Review</i> , 2011, 89, 58-65, 137.	3.1	6
32	“I’ll have the ice cream soon and the vegetables later: A study of online grocery purchases and order lead time. <i>Marketing Letters</i> , 2010, 21, 17-35.	2.9	109
33	Nameless+harmless=blameless: When seemingly irrelevant factors influence judgment of (un)ethical behavior. <i>Organizational Behavior and Human Decision Processes</i> , 2010, 111, 93-101.	2.5	149
34	Cognitive Barriers to Environmental Action: Problems and Solutions. <i>SSRN Electronic Journal</i> , 2010, , .	0.4	5
35	In Favor of Clear Thinking: Incorporating Moral Rules Into a Wise Cost-Benefit Analysis—Commentary on Bennis, Medin, & Bartels (2010). <i>Perspectives on Psychological Science</i> , 2010, 5, 209-212.	9.0	22
36	The ethical mirage: A temporal explanation as to why we are not as ethical as we think we are. <i>Research in Organizational Behavior</i> , 2010, 30, 153-173.	1.2	164

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37	The Price of Equality: Suboptimal Resource Allocations across Social Categories. <i>Business Ethics Quarterly</i> , 2010, 20, 75-88.	1.5	12
38	Goals Gone Wild: The Systematic Side Effects of Overprescribing Goal Setting. <i>Academy of Management Perspectives</i> , 2009, 23, 6-16.	6.8	386
39	U. S. Energy Policy. <i>Environment</i> , 2009, 51, 22-34.	1.4	1
40	Dirty work, clean hands: The moral psychology of indirect agency. <i>Organizational Behavior and Human Decision Processes</i> , 2009, 109, 134-141.	2.5	109
41	The Reality and Myth of Sacred Issues in Negotiations. <i>Negotiation and Conflict Management Research</i> , 2009, 2, 263-284.	1.0	12
42	Modeling Expert Opinions on Food Healthfulness: A Nutrition Metric. <i>Journal of the American Dietetic Association</i> , 2009, 109, 1088-1091.	1.1	13
43	A Decision-Making Perspective to Negotiation: A Review of the Past and a Look to the Future. <i>Negotiation Journal</i> , 2009, 25, 467-480.	0.5	71
44	How Can Decision Making Be Improved?. <i>Perspectives on Psychological Science</i> , 2009, 4, 379-383.	9.0	292
45	When misconduct goes unnoticed: The acceptability of gradual erosion in others' unethical behavior. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 708-719.	2.2	194
46	Highbrow Films Gather Dust: Time-Inconsistent Preferences and Online DVD Rentals. <i>Management Science</i> , 2009, 55, 1047-1059.	4.1	91
47	On Good Scholarship, Goal Setting, and Scholars Gone Wild. <i>Academy of Management Perspectives</i> , 2009, 23, 82-87.	6.8	44
48	When "Sacred" Issues Are at Stake. <i>Negotiation Journal</i> , 2008, 24, 113-117.	0.5	21
49	Stretching the Effectiveness of Analogical Training in Negotiations: Teaching Diverse Principles for Creating Value. <i>Negotiation and Conflict Management Research</i> , 2008, 1, 99-134.	1.0	20
50	Future lock-in: Future implementation increases selection of "should" choices. <i>Organizational Behavior and Human Decision Processes</i> , 2008, 106, 1-20.	2.5	114
51	Harnessing Our Inner Angels and Demons: What We Have Learned About Want/Should Conflicts and How That Knowledge Can Help Us Reduce Short-Sighted Decision Making. <i>Perspectives on Psychological Science</i> , 2008, 3, 324-338.	9.0	217
52	Psychological Influence in Negotiation: An Introduction Long Overdue. <i>Journal of Management</i> , 2008, 34, 509-531.	9.3	53
53	The Ethical Mirage: A Temporal Explanation as to Why We Aren't as Ethical as We Think We Are. <i>SSRN Electronic Journal</i> , 2007, , .	0.4	13
54	The Malleability of Environmentalism. <i>Analyses of Social Issues and Public Policy</i> , 2007, 7, 163-189.	1.7	12

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55	On the Robustness of the Winner's Curse Phenomenon. Theory and Decision, 2007, 63, 389-418.	1.0	31
56	Bounded awareness: what you fail to see can hurt you. Mind and Society, 2007, 6, 1-18.	1.3	116
57	Investigative negotiation. Harvard Business Review, 2007, 85, 72-6, 78, 148.	3.1	109
58	The costs and benefits of undoing egocentric responsibility assessments in groups.. Journal of Personality and Social Psychology, 2006, 91, 857-871.	2.8	106
59	When perspective taking increases taking: Reactive egoism in social interaction.. Journal of Personality and Social Psychology, 2006, 91, 872-889.	2.8	284
60	Climate Change as a Predictable Surprise. Climatic Change, 2006, 77, 179-193.	3.6	87
61	Reports Of Solving The Conflicts Of Interest In Auditing Are Highly Exaggerated. Academy of Management Review, 2006, 31, 43-49.	11.7	53
62	Conflicts Of Interest And The Case Of Auditor Independence: Moral Seduction And Strategic Issue Cycling. Academy of Management Review, 2006, 31, 10-29.	11.7	477
63	Enlarging the Societal Pie Through Wise Legislation: A Psychological Perspective. Perspectives on Psychological Science, 2006, 1, 123-132.	9.0	49
64	THE CONSEQUENCES OF CONSIDERING OTHERS' CONTRIBUTIONS IN GROUPS.. Proceedings - Academy of Management, 2006, 2006, A1-A6.	0.1	0
65	Decisions without blinders. Harvard Business Review, 2006, 84, 88-97, 133.	3.1	2
66	Psychological Dimensions of the Israeli Settlements Issue: Endowments and Identities. Negotiation Journal, 2005, 21, 209-219.	0.5	3
67	Profit maximization versus disadvantageous inequality: the impact of self-categorization. Journal of Behavioral Decision Making, 2005, 18, 187-198.	1.7	30
68	Bounded Ethicality as a Psychological Barrier to Recognizing Conflicts of Interest. , 2005, , 74-95.		239
69	Conducting Influential Research: The Need for Prescriptive Implications. Academy of Management Review, 2005, 30, 25-31.	11.7	96
70	Airline Security, the Failure of 9/11, and Predictable Surprises. International Public Management Journal, 2005, 8, 365-377.	2.0	12
71	The Social Psychology of Ordinary Ethical Failures. Social Justice Research, 2004, 17, 111-115.	1.1	92
72	Overcoming focusing failures in competitive environments. Journal of Behavioral Decision Making, 2004, 17, 159-172.	1.7	54

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73	Dyadic processes of disclosure and reciprocity in bargaining with communication. <i>Journal of Behavioral Decision Making</i> , 2003, 16, 17-34.	1.7	27
74	Focusing failures in competitive environments: explaining decision errors in the Monty Hall game, the Acquiring a Company problem, and multiparty ultimatums. <i>Journal of Behavioral Decision Making</i> , 2003, 16, 353-374.	1.7	57
75	On the Robustness of the Winner's Curse Phenomenon. <i>SSRN Electronic Journal</i> , 2003, , .	0.4	6
76	Editor's Comments: Bringing in Consumers. <i>Academy of Management Review</i> , 2003, 28, 187-189.	11.7	25
77	Predictable surprises: the disasters you should have seen coming. <i>Harvard Business Review</i> , 2003, 81, 72-80, 140.	3.1	56
78	How (un) ethical are you?. <i>Harvard Business Review</i> , 2003, 81, 56-64, 125.	3.1	387
79	Barriers to Resolution in Ideologically Based Negotiations: The Role of Values and Institutions. <i>Academy of Management Review</i> , 2002, 27, 41-57.	11.7	133
80	Cognitions and behavior in asymmetric social dilemmas: A comparison of two cultures.. <i>Journal of Applied Psychology</i> , 2002, 87, 87-95.	5.3	77
81	How Communication Improves Efficiency in Bargaining Games. <i>Games and Economic Behavior</i> , 2002, 38, 127-155.	0.8	122
82	Cognitive and Institutional Barriers to New Forms of Cooperation on Environmental Protection. <i>American Behavioral Scientist</i> , 2002, 45, 820-845.	3.8	57
83	Barriers to Resolution in Ideologically Based Negotiations: The Role of Values and Institutions. <i>Academy of Management Review</i> , 2002, 27, 41.	11.7	49
84	What we want to do versus what we think we should do: an empirical investigation of intrapersonal conflict. <i>Journal of Behavioral Decision Making</i> , 2002, 15, 403-418.	1.7	67
85	Why good accountants do bad audits. <i>Harvard Business Review</i> , 2002, 80, 96-102, 134.	3.1	111
86	Consumer Research for Consumers. <i>Journal of Consumer Research</i> , 2001, 27, 499-504.	5.1	85
87	The study of 'real' decision making. <i>Journal of Behavioral Decision Making</i> , 2001, 14, 353-355.	1.7	31
88	Negotiation. <i>Annual Review of Psychology</i> , 2000, 51, 279-314.	17.7	613
89	A Mixed-Motive Perspective on the Economics Versus Environment Debate. <i>American Behavioral Scientist</i> , 1999, 42, 1254-1276.	3.8	52
90	Preference reversals between joint and separate evaluations of options: A review and theoretical analysis.. <i>Psychological Bulletin</i> , 1999, 125, 576-590.	6.1	669

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91	The Human Mind as a Barrier to Wiser Environmental Agreements. <i>American Behavioral Scientist</i> , 1999, 42, 1277-1300.	3.8	41
92	Positive Illusions and Forecasting Errors in Mutual Fund Investment Decisions. <i>Organizational Behavior and Human Decision Processes</i> , 1999, 79, 95-114.	2.5	117
93	The Negotiation Matching Process: Relationships and Partner Selection. <i>Organizational Behavior and Human Decision Processes</i> , 1999, 80, 252-283.	2.5	59
94	Broadening behavioral decision research: Multiple levels of cognitive processing. <i>Psychonomic Bulletin and Review</i> , 1999, 6, 533-546.	2.8	35
95	Explaining how preferences change across joint versus separate evaluation. <i>Journal of Economic Behavior and Organization</i> , 1999, 39, 41-58.	2.0	92
96	Pre-Settlement Settlement (PreSS): A Simple Technique for Initiating Complex Negotiations. <i>Negotiation Journal</i> , 1998, 14, 149-159.	0.5	6
97	'A matter of trust'. <i>Journal of Economic Behavior and Organization</i> , 1998, 34, 211-238.	2.0	199
98	The Role of Social Context on Decisions: Integrating Social Cognition and Behavioral Decision Research. <i>Basic and Applied Social Psychology</i> , 1998, 20, 87-91.	2.1	9
99	negotiating with Yourself and Losing: Making Decisions with Competing Internal Preferences. <i>Academy of Management Review</i> , 1998, 23, 225-241.	11.7	373
100	Self-interest and fairness in problems of resource allocation: Allocators versus recipients.. <i>Journal of Personality and Social Psychology</i> , 1997, 72, 1061-1074.	2.8	174
101	Parasitic Integration: Win-Win Agreements Containing Losers. <i>Negotiation Journal</i> , 1997, 13, 271-282.	0.5	13
102	Ultimatum Bargaining with a Group: Underestimating the Importance of the Decision Rule. <i>Organizational Behavior and Human Decision Processes</i> , 1997, 69, 87-101.	2.5	54
103	The inconsistent evaluation of absolute versus comparative payoffs in labor supply and bargaining. <i>Journal of Economic Behavior and Organization</i> , 1996, 30, 227-240.	2.0	72
104	The Descriptive and Prescriptive Use of Previous Purchase Price in Negotiations. <i>Organizational Behavior and Human Decision Processes</i> , 1996, 66, 179-191.	2.5	42
105	Egocentric Interpretations of Fairness in Asymmetric, Environmental Social Dilemmas: Explaining Harvesting Behavior and the Role of Communication. <i>Organizational Behavior and Human Decision Processes</i> , 1996, 67, 111-126.	2.5	162
106	Shortcomings of Neutrality in Mediation: Solutions Based on Rationality. <i>Negotiation Journal</i> , 1996, 12, 69-80.	0.5	28
107	Shortcomings of neutrality in mediation: Solutions based on rationality. <i>Negotiation Journal</i> , 1996, 12, 69-80.	0.5	5
108	Why Managers Don't Take Our Advice. <i>PsycCritiques</i> , 1996, 41, 841-842.	0.0	0

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109	Negotiating over Time: Impediments to Integrative Solutions. <i>Organizational Behavior and Human Decision Processes</i> , 1995, 62, 241-251.	2.5	68
110	States of Affairs and States of Mind: The Effect of Knowledge of Beliefs. <i>Organizational Behavior and Human Decision Processes</i> , 1995, 64, 283-293.	2.5	92
111	Perceptions of Fairness in Interpersonal and Individual Choice Situations. <i>Current Directions in Psychological Science</i> , 1995, 4, 39-43.	5.3	81
112	Alternative Models of Price Behavior in Dyadic Negotiations: Market Prices, Reservation Prices, and Negotiator Aspirations. <i>Organizational Behavior and Human Decision Processes</i> , 1994, 57, 430-447.	2.5	76
113	The Inconsistent Role of Comparison Others and Procedural Justice in Reactions to Hypothetical Job Descriptions: Implications for Job Acceptance Decisions. <i>Organizational Behavior and Human Decision Processes</i> , 1994, 60, 326-352.	2.5	88
114	Reversals of Preference in Allocation Decisions: Judging an Alternative Versus Choosing Among Alternatives. <i>Administrative Science Quarterly</i> , 1992, 37, 220.	6.9	209
115	Nonrational escalation of commitment in negotiation. <i>European Management Journal</i> , 1992, 10, 163-168.	5.1	13
116	Negotiator cognition and rationality: A behavioral decision theory perspective. <i>Organizational Behavior and Human Decision Processes</i> , 1992, 51, 157-175.	2.5	102
117	Agents as information brokers: The effects of information disclosure on negotiated outcomes. <i>Organizational Behavior and Human Decision Processes</i> , 1992, 51, 220-236.	2.5	41
118	The effect of agents and mediators on negotiation outcomes. <i>Organizational Behavior and Human Decision Processes</i> , 1992, 53, 55-73.	2.5	64
119	BLIND SPOTS IN INDUSTRY AND COMPETITOR ANALYSIS: IMPLICATIONS OF INTERFIRM (MIS)PERCEPTIONS FOR STRATEGIC DECISIONS. <i>Academy of Management Review</i> , 1991, 16, 37-56.	11.7	413
120	An evaluation of learning in the bilateral winner's curse. <i>Organizational Behavior and Human Decision Processes</i> , 1991, 48, 1-22.	2.5	133
121	Power balance and the rationality of outcomes in matching markets. <i>Organizational Behavior and Human Decision Processes</i> , 1991, 50, 1-23.	2.5	123
122	The Role of Arbitration Costs and Risk Aversion in Dispute Outcomes. <i>Industrial Relations</i> , 1990, 29, 361-384.	1.6	10
123	Matching and negotiation processes in quasi-markets. <i>Organizational Behavior and Human Decision Processes</i> , 1989, 44, 261-280.	2.5	26
124	Divergent Expectations as a Cause of Disagreement in Bargaining: Evidence From a Comparison of Arbitration Schemes. <i>Quarterly Journal of Economics</i> , 1989, 104, 99.	8.6	102
125	Social utility and decision making in interpersonal contexts.. <i>Journal of Personality and Social Psychology</i> , 1989, 57, 426-441.	2.8	930
126	Negotiation in small groups.. <i>Journal of Applied Psychology</i> , 1989, 74, 508-517.	5.3	94



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127	Negotiator cognitions: A descriptive approach to negotiators' understanding of their opponents. <i>Organizational Behavior and Human Decision Processes</i> , 1988, 41, 352-370.	2.5	93
128	Judgmental Limitations Diplomatic Negotiations. <i>Negotiation Journal</i> , 1988, 4, 303-317.	0.5	10
129	Group negotiation: Effects of decision rule, agenda, and aspiration.. <i>Journal of Personality and Social Psychology</i> , 1988, 54, 86-95.	2.8	77
130	Post-Settlement Settlements in Two-Party Negotiations. <i>Negotiation Journal</i> , 1987, 3, 283-292.	0.5	10
131	Tactics in Integrative Negotiations.. <i>Proceedings - Academy of Management</i> , 1987, 1987, 285-289.	0.1	2
132	Power and Goal Setting in Channel Negotiations. <i>Journal of Marketing Research</i> , 1986, 23, 228.	4.8	112
133	The effect of externally set goals on reaching integrative agreements in competitive markets. <i>Journal of Organizational Behavior</i> , 1985, 6, 19-32.	4.7	99
134	Integrative bargaining in a competitive market. <i>Organizational Behavior and Human Decision Processes</i> , 1985, 35, 294-313.	2.5	349
135	Arbitrator Decision Making: When are Final Offers Important?. <i>ILR Review</i> , 1985, 39, 76-89.	2.3	24
136	Perspectives for Understanding Negotiation. <i>Journal of Conflict Resolution</i> , 1985, 29, 33-55.	2.0	63
137	Norms of Distributive Justice in Interest Arbitration. <i>ILR Review</i> , 1985, 38, 558.	2.3	38
138	The Relevance of Kahneman and Tversky's Concept of Framing to Organizational Behavior. <i>Journal of Management</i> , 1984, 10, 333-343.	9.3	137
139	Escalation of commitment in individual and group decision making. <i>Organizational Behavior and Human Performance</i> , 1984, 33, 141-152.	1.4	246
140	The role of modeling processes in the "knee deep in the big muddy" phenomenon. <i>Organizational Behavior and Human Performance</i> , 1984, 33, 77-99.	1.4	55
141	Insecurity and Success in Organizational Life: Sources of Personal Motivation Among Leaders and Managers.. <i>Administrative Science Quarterly</i> , 1984, 29, 154.	6.9	0
142	I Won the Auction But Don't Want the Prize. <i>Journal of Conflict Resolution</i> , 1983, 27, 618-634.	2.0	257
143	The Role of Perspective-Taking Ability in Negotiating under Different Forms of Arbitration. <i>ILR Review</i> , 1983, 36, 378-388.	2.3	227
144	Negotiator Judgment. <i>American Behavioral Scientist</i> , 1983, 27, 211-228.	3.8	162

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145	A Limited Rationality Model of Interlocking Directorates.. Academy of Management Review, 1983, 8, 206-217.	11.7	121
146	How Do Arbitrators Make Decisions in Interest Arbitration?. Proceedings - Academy of Management, 1983, 1983, 301-305.	0.1	2
147	Performance evaluation in a dynamic context: A laboratory study of the impact of a prior commitment to the ratee.. Journal of Applied Psychology, 1982, 67, 873-876.	5.3	136
148	Impact of personal control on performance: Is added control always beneficial?. Journal of Applied Psychology, 1982, 67, 472-479.	5.3	42
149	Improving negotiation effectiveness under final offer arbitration: The role of selection and training.. Journal of Applied Psychology, 1982, 67, 543-548.	5.3	194
150	Organization design and faculty motivation to teach. New Directions for Teaching and Learning, 1982, 1982, 71-83.	0.4	1
151	Improving Negotiation Effectiveness under Final Offer Arbitration.. Proceedings - Academy of Management, 1982, 1982, 287-291.	0.1	3
152	Interlocking Directorates: A Strategy for Reducing Environmental Uncertainty. Academy of Management Review, 1981, 6, 243-251.	11.7	129
153	Preference Reversals Between Joint and Separate Evaluations of Options: A Review And Theoretical Analysis. , 0, , 163-191.		0
154	I'll Have the Ice Cream Soon and the Vegetables Later: A Study of Online Grocery Purchases and Order Lead Time. SSRN Electronic Journal, 0, , .	0.4	9
155	Psychological Influence in Negotiation: An Introduction Long Overdue. SSRN Electronic Journal, 0, , .	0.4	8
156	Naivety and Cynicism in Negotiations and Other Competitive Contexts. SSRN Electronic Journal, 0, , .	0.4	3
157	Enlarging the Societal Pie - A Cognitive Perspective. SSRN Electronic Journal, 0, , .	0.4	4
158	Behavioral Decision Research, Legislation, and Society: Three Cases. SSRN Electronic Journal, 0, , .	0.4	1
159	Highbrow Films Gather Dust: Time-Inconsistent Preferences and Online DVD Rentals. SSRN Electronic Journal, 0, , .	0.4	3