

Michele J Gelfand

List of Publications by Year in descending order

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Version: 2024-02-01

132
papers

22,502
citations

28190

55
h-index

15683

125
g-index

143
all docs

143
docs citations

143
times ranked

17265
citing authors

#	ARTICLE	IF	CITATIONS
1	Using social and behavioural science to support COVID-19 pandemic response. <i>Nature Human Behaviour</i> , 2020, 4, 460-471.	6.2	3,200
2	Differences Between Tight and Loose Cultures: A 33-Nation Study. <i>Science</i> , 2011, 332, 1100-1104.	6.0	2,075
3	Converging measurement of horizontal and vertical individualism and collectivism.. <i>Journal of Personality and Social Psychology</i> , 1998, 74, 118-128.	2.6	2,070
4	Horizontal and Vertical Dimensions of Individualism and Collectivism: A Theoretical and Measurement Refinement. <i>Cross-Cultural Research</i> , 1995, 29, 240-275.	1.6	1,558
5	Cross-Cultural Organizational Behavior. <i>Annual Review of Psychology</i> , 2007, 58, 479-514.	9.9	923
6	COVID-19 and the workplace: Implications, issues, and insights for future research and action.. <i>American Psychologist</i> , 2021, 76, 63-77.	3.8	746
7	On the nature and importance of cultural tightness-looseness.. <i>Journal of Applied Psychology</i> , 2006, 91, 1225-1244.	4.2	714
8	Measuring Sexual Harassment: Theoretical and Psychometric Advances. <i>Basic and Applied Social Psychology</i> , 1995, 17, 425-445.	1.2	618
9	At What Level (and in Whom) We Trust. <i>Journal of Management</i> , 2012, 38, 1167-1230.	6.3	609
10	The road to forgiveness: A meta-analytic synthesis of its situational and dispositional correlates.. <i>Psychological Bulletin</i> , 2010, 136, 894-914.	5.5	552
11	Culture and Procedural Justice: The Influence of Power Distance on Reactions to Voice. <i>Journal of Experimental Social Psychology</i> , 2001, 37, 300-315.	1.3	456
12	The Psychology of Radicalization and Deradicalization: How Significance Quest Impacts Violent Extremism. <i>Political Psychology</i> , 2014, 35, 69-93.	2.2	419
13	Tightnessâ€“looseness across the 50 united states. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2014, 111, 7990-7995.	3.3	400
14	Who goes to the bargaining table? The influence of gender and framing on the initiation of negotiation.. <i>Journal of Personality and Social Psychology</i> , 2007, 93, 600-613.	2.6	305
15	Intersubjective Culture. <i>Perspectives on Psychological Science</i> , 2010, 5, 482-493.	5.2	290
16	The relationship between cultural tightnessâ€“looseness and COVID-19 cases and deaths: a global analysis. <i>Lancet Planetary Health</i> , The, 2021, 5, e135-e144.	5.1	283
17	The culturally intelligent negotiator: The impact of cultural intelligence (CQ) on negotiation sequences and outcomes. <i>Organizational Behavior and Human Decision Processes</i> , 2010, 112, 83-98.	1.4	279
18	Ten considerations for effectively managing the COVID-19 transition. <i>Nature Human Behaviour</i> , 2020, 4, 677-687.	6.2	234

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19	Will they stay or will they go? The role of job embeddedness in predicting turnover in individualistic and collectivistic cultures.. Journal of Applied Psychology, 2010, 95, 807-823.	4.2	230
20	Negotiating Relationally: The Dynamics of the Relational Self in Negotiations. Academy of Management Review, 2006, 31, 427-451.	7.4	227
21	Societal threat and cultural variation in the strength of social norms: An evolutionary basis. Organizational Behavior and Human Decision Processes, 2015, 129, 14-23.	1.4	201
22	When apologies work: How matching apology components to victims' self-construals facilitates forgiveness. Organizational Behavior and Human Decision Processes, 2010, 113, 37-50.	1.4	191
23	The Forgiving Organization: A Multilevel Model of Forgiveness at Work. Academy of Management Review, 2012, 37, 664-688.	7.4	191
24	Culture and Negotiator Cognition: Judgment Accuracy and Negotiation Processes in Individualistic and Collectivistic Cultures. Organizational Behavior and Human Decision Processes, 1999, 79, 248-269.	1.4	187
25	Individualism-collectivism and accountability in intergroup negotiations.. Journal of Applied Psychology, 1999, 84, 721-736.	4.2	179
26	Cultural influences on cognitive representations of conflict: Interpretations of conflict episodes in the United States and Japan.. Journal of Applied Psychology, 2001, 86, 1059-1074.	4.2	169
27	The Strength of Social Norms Across Human Groups. Perspectives on Psychological Science, 2017, 12, 800-809.	5.2	169
28	Peering into the "Magnum Mysterium" of Culture. Journal of Cross-Cultural Psychology, 2009, 40, 46-69.	1.0	164
29	How culture gets embrained: Cultural differences in event-related potentials of social norm violations. Proceedings of the National Academy of Sciences of the United States of America, 2015, 112, 15348-15353.	3.3	161
30	Beyond the Individual Victim: Linking Sexual Harassment, Team Processes, and Team Performance. Academy of Management Journal, 2005, 48, 387-400.	4.3	155
31	Terrorism—A (self) love story: Redirecting the significance quest can end violence.. American Psychologist, 2013, 68, 559-575.	3.8	152
32	The emergence of sex differences in personality traits in early adolescence: A cross-sectional, cross-cultural study.. Journal of Personality and Social Psychology, 2015, 108, 171-185.	2.6	151
33	Culture's Constraints. Current Directions in Psychological Science, 2012, 21, 420-424.	2.8	149
34	Conflict cultures in organizations: How leaders shape conflict cultures and their organizational-level consequences.. Journal of Applied Psychology, 2012, 97, 1131-1147.	4.2	144
35	Culture and Deception in Business Negotiations: A Multilevel Analysis. International Journal of Cross Cultural Management, 2001, 1, 73-90.	1.3	141
36	When the customer shouldn't be king: Antecedents and consequences of sexual harassment by clients and customers.. Journal of Applied Psychology, 2007, 92, 757-770.	4.2	135

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37	The road to extremism: Field and experimental evidence that significance loss-induced need for closure fosters radicalization.. Journal of Personality and Social Psychology, 2018, 114, 270-285.	2.6	132
38	Culture and egocentric perceptions of fairness in conflict and negotiation.. Journal of Applied Psychology, 2002, 87, 833-845.	4.2	131
39	Functional relationships in the nuclear and extended family: A 16-culture study. International Journal of Psychology, 2001, 36, 289-300.	1.7	127
40	National identity predicts public health support during a global pandemic. Nature Communications, 2022, 13, 517.	5.8	127
41	The role of cultureâ€“gene coevolution in morality judgment: examining the interplay between tightnessâ€“looseness and allelic variation of the serotonin transporter gene. Culture and Brain, 2013, 1, 100-117.	0.3	123
42	The Evolutionary Basis of Honor Cultures. Psychological Science, 2016, 27, 12-24.	1.8	120
43	Cross-cultural industrial organizational psychology and organizational behavior: A hundred-year journey.. Journal of Applied Psychology, 2017, 102, 514-529.	4.2	101
44	Culture, essentialism, and agency: are individuals universally believed to be more real entities than groups?. European Journal of Social Psychology, 2005, 35, 147-169.	1.5	100
45	To prosper, organizational psychology shouldâ€“ adopt a global perspective. Journal of Organizational Behavior, 2008, 29, 493-517.	2.9	90
46	Cultural Tightnessâ€“Looseness and Perceptions of Effective Leadership. Journal of Cross-Cultural Psychology, 2016, 47, 294-309.	1.0	86
47	The Validity and Structure of Culture-Level Personality Scores: Data From Ratings of Young Adolescents. Journal of Personality, 2010, 78, 815-838.	1.8	85
48	Relief Versus Regret: The Effect of Gender and Negotiating Norm Ambiguity on Reactions to Having One's First Offer Accepted. Social Cognition, 2009, 27, 418-436.	0.5	83
49	Culture and accountability in organizations: Variations in forms of social control across cultures. Human Resource Management Review, 2004, 14, 135-160.	3.3	81
50	The role of gamma interbrain synchrony in social coordination when humans face territorial threats. Social Cognitive and Affective Neuroscience, 2017, 12, 1614-1623.	1.5	81
51	The Dynamics of Consensus Building in Intracultural and Intercultural Negotiations. Administrative Science Quarterly, 2012, 57, 269-304.	4.8	77
52	The influence of ethnic identity on perceptions of organizational recruitment. Journal of Vocational Behavior, 2003, 63, 396-416.	1.9	74
53	The Motivational Force of Descriptive Norms. Journal of Cross-Cultural Psychology, 2015, 46, 1273-1278.	1.0	73
54	Deradicalizing Detained Terrorists. Political Psychology, 2018, 39, 539-556.	2.2	69

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55	Cultural Collectivism and Tightness Moderate Responses to Norm Violators: Effects on Power Perception, Moral Emotions, and Leader Support. <i>Personality and Social Psychology Bulletin</i> , 2019, 45, 947-964.	1.9	69
56	Ambivalent stereotypes link to peace, conflict, and inequality across 38 nations. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2017, 114, 669-674.	3.3	67
57	Revenge: A Multilevel Review and Synthesis. <i>Annual Review of Psychology</i> , 2019, 70, 319-345.	9.9	66
58	Social context moderates the effects of quest for significance on violent extremism.. <i>Journal of Personality and Social Psychology</i> , 2020, 118, 1165-1187.	2.6	63
59	The loosening of American culture over 200 years is associated with a creativity“order trade-off. <i>Nature Human Behaviour</i> , 2019, 3, 244-250.	6.2	61
60	Culture and Extremism. <i>Journal of Social Issues</i> , 2013, 69, 495-517.	1.9	57
61	The pandemic exposes human nature: 10 evolutionary insights. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2020, 117, 27767-27776.	3.3	57
62	Ecological and cultural factors underlying the global distribution of prejudice. <i>PLoS ONE</i> , 2019, 14, e0221953.	1.1	55
63	The psychological structure of aggression across cultures. <i>Journal of Organizational Behavior</i> , 2013, 34, 835-865.	2.9	54
64	Toward a culture-by-context perspective on negotiation: Negotiating teams in the United States and Taiwan.. <i>Journal of Applied Psychology</i> , 2013, 98, 504-513.	4.2	52
65	From one mind to many: the emerging science of cultural norms. <i>Current Opinion in Psychology</i> , 2016, 8, 175-181.	2.5	52
66	Perceptions of the appropriate response to norm violation in 57 societies. <i>Nature Communications</i> , 2021, 12, 1481.	5.8	51
67	A global analysis of cultural tightness in non-industrial societies. <i>Proceedings of the Royal Society B: Biological Sciences</i> , 2020, 287, 20201036.	1.2	50
68	On the etiology of conflict cultures. <i>Research in Organizational Behavior</i> , 2008, 28, 137-166.	0.9	47
69	A neurobiological association of revenge propensity during intergroup conflict. <i>ELife</i> , 2020, 9, .	2.8	47
70	The Cultural Psychology of Control. <i>Journal of Cross-Cultural Psychology</i> , 2005, 36, 750-761.	1.0	46
71	Describing the social world: How is a person, a group, and a relationship described in the East and the West?. <i>Journal of Experimental Social Psychology</i> , 2006, 42, 388-396.	1.3	46
72	Tightness“looseness: A new framework to understand consumer behavior. <i>Journal of Consumer Psychology</i> , 2017, 27, 377-391.	3.2	45

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73	When norm violations are spontaneously detected: an electrocortical investigation. <i>Social Cognitive and Affective Neuroscience</i> , 2020, 15, 319-327.	1.5	42
74	The quest for significance motivates self-sacrifice.. <i>Motivation Science</i> , 2016, 2, 15-32.	1.2	41
75	Self-Construal and Unethical Behavior. <i>Journal of Business Ethics</i> , 2012, 109, 447-461.	3.7	40
76	The cultural evolutionary trade-off of ritualistic synchrony. <i>Philosophical Transactions of the Royal Society B: Biological Sciences</i> , 2020, 375, 20190432.	1.8	40
77	Culture and National Well-Being: Should Societies Emphasize Freedom or Constraint?. <i>PLoS ONE</i> , 2015, 10, e0127173.	1.1	38
78	The cultural contagion of conflict. <i>Philosophical Transactions of the Royal Society B: Biological Sciences</i> , 2012, 367, 692-703.	1.8	37
79	High strength-of-ties and low mobility enable the evolution of third-party punishment. <i>Proceedings of the Royal Society B: Biological Sciences</i> , 2014, 281, 20132661.	1.2	36
80	A Tight Spot: How Personality Moderates the Impact of Social Norms on Sojourner Adaptation. <i>Psychological Science</i> , 2019, 30, 333-342.	1.8	36
81	The science of culture and negotiation. <i>Current Opinion in Psychology</i> , 2016, 8, 78-83.	2.5	32
82	Toward a Psychological Science of Globalization. <i>Journal of Social Issues</i> , 2011, 67, 841-853.	1.9	31
83	The who and when of internal gender discrimination claims: An interactional model. <i>Organizational Behavior and Human Decision Processes</i> , 2008, 107, 123-140.	1.4	30
84	Predictors of adherence to public health behaviors for fighting COVID-19 derived from longitudinal data. <i>Scientific Reports</i> , 2022, 12, 3824.	1.6	30
85	Culture and Social Prediction. <i>Journal of Cross-Cultural Psychology</i> , 2000, 31, 498-516.	1.0	28
86	Persuading republicans and democrats to comply with mask wearing: An intervention tournament. <i>Journal of Experimental Social Psychology</i> , 2022, 101, 104299.	1.3	28
87	The serial reproduction of conflict: Third parties escalate conflict through communication biases. <i>Journal of Experimental Social Psychology</i> , 2014, 54, 68-72.	1.3	27
88	When guiding principles do not guide: The moderating effects of cultural tightness on value-behavior links. <i>Journal of Personality</i> , 2021, 89, 325-337.	1.8	26
89	Conflict Changes How People View God. <i>Psychological Science</i> , 2020, 31, 280-292.	1.8	23
90	The Inevitability of Ethnocentrism Revisited: Ethnocentrism Diminishes As Mobility Increases. <i>Scientific Reports</i> , 2016, 5, 17963.	1.6	20

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91	The Unburdening Effects of Forgiveness. <i>Social Psychological and Personality Science</i> , 2015, 6, 431-438.	2.4	19
92	Trust after violations: Are collectivists more or less forgiving?. <i>Journal of Trust Research</i> , 2015, 5, 109-131.	0.3	18
93	Universal and culture-specific patterns of tightness-looseness across the 31 Chinese provinces. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2019, 116, 6522-6524.	3.3	18
94	Cultural Evolutionary Mismatches in Response to Collective Threat. <i>Current Directions in Psychological Science</i> , 2021, 30, 401-409.	2.8	18
95	Predicting attitudinal and behavioral responses to COVID-19 pandemic using machine learning. , 0, , .		18
96	The cultural dimension of tightness-looseness: An analysis of situational constraint in Estonia and Greece. <i>International Journal of Psychology</i> , 2015, 50, 193-204.	1.7	17
97	Concern with COVID-19 pandemic threat and attitudes towards immigrants: The mediating effect of the desire for tightness. <i>Current Research in Ecological and Social Psychology</i> , 2022, 3, 100028.	0.9	16
98	Editorial overview: Culture: Advances in the science of culture and psychology. <i>Current Opinion in Psychology</i> , 2016, 8, iv-x.	2.5	14
99	Cultural contingencies of mediation: Effectiveness of mediator styles in intercultural disputes. <i>Journal of Organizational Behavior</i> , 2013, 34, 887-909.	2.9	13
100	When Time is <i><i>Not</i></i> Money: Why Americans May Lose Out at the Negotiation Table. <i>Academy of Management Discoveries</i> , 2016, 2, 349-367.	1.7	13
101	When danger strikes: A linguistic tool for tracking America's collective response to threats. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2022, 119, .	3.3	13
102	Cultural Influences on Mediation in International Crises. <i>Journal of Conflict Resolution</i> , 2014, 58, 685-712.	1.1	12
103	Politicizing mask-wearing: predicting the success of behavioral interventions among republicans and democrats in the U.S.. <i>Scientific Reports</i> , 2022, 12, 7575.	1.6	12
104	The culture of the situation: The role of situational strength in cultural systems. <i>Asian Journal of Social Psychology</i> , 2013, 16, 34-38.	1.1	10
105	Ecological priming: Convergent evidence for the link between ecology and psychological processes. <i>Behavioral and Brain Sciences</i> , 2013, 36, 489-490.	0.4	10
106	Big Questions for Negotiation and Culture Research. <i>Negotiation and Conflict Management Research</i> , 2019, 12, 105-116.	1.0	9
107	Interdependent self-construal predicts reduced sensitivity to norms under pathogen threat: An electrocortical investigation. <i>Biological Psychology</i> , 2020, 157, 107970.	1.1	9
108	Moving beyond the West vs. the rest: Understanding variation within Asian groups and its societal consequences. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2020, 117, 5100-5102.	3.3	9

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109	The Mediatlional Role of Desire for Cultural Tightness on Concern With COVID-19 and Perceived Self-Control. <i>Frontiers in Psychology</i> , 2021, 12, 713952.	1.1	9
110	Tipping Points for Norm Change in Human Cultures. <i>Lecture Notes in Computer Science</i> , 2018, , 61-69.	1.0	9
111	The influence of cultural tightness-looseness on cross-border acquisition performance. <i>Journal of Economic Behavior and Organization</i> , 2022, 195, 1-15.	1.0	8
112	On the evolution of tightness-looseness in cultural ecosystems. <i>Religion, Brain and Behavior</i> , 2017, 7, 155-158.	0.4	7
113	Culture and Psychological Science. <i>Perspectives on Psychological Science</i> , 2010, 5, 390-390.	5.2	6
114	Explaining the puzzle of human diversity. <i>Science</i> , 2019, 366, 686-687.	6.0	6
115	People Who Need People (and Some Who Think They Don't): On Compensatory Personal and Social Means of Goal Pursuit. <i>Psychological Inquiry</i> , 2022, 33, 1-22.	0.4	6
116	The Moral Foundations of Desired Cultural Tightness. <i>Frontiers in Psychology</i> , 2022, 13, 739579.	1.1	6
117	Societal threat as a moderator of cultural group selection. <i>Behavioral and Brain Sciences</i> , 2016, 39, e38.	0.4	4
118	Cooperative Norms and the Growth of Threat: Differences Across Tight and Loose Cultures. , 2020, , .		4
119	Integrating evolutionary game theory and cross-cultural psychology to understand cultural dynamics.. <i>American Psychologist</i> , 2021, 76, 1054-1066.	3.8	4
120	Working with Kwok Leung: Reflections from Four Grateful Collaborators. <i>Negotiation and Conflict Management Research</i> , 2016, 9, 81-97.	1.0	3
121	Prosocial thinkers and the social transmission of justice. <i>European Journal of Social Psychology</i> , 2017, 47, 429-442.	1.5	3
122	Implicit Theories of Negotiation: Developing a Measure of Agreement Fluidity. <i>Negotiation and Conflict Management Research</i> , 2020, 13, 127-150.	1.0	3
123	Cognitive and neural bases of decision-making causing civilian casualties during intergroup conflict. <i>Nature Human Behaviour</i> , 2021, 5, 1214-1225.	6.2	3
124	The new science of religious change.. <i>American Psychologist</i> , 2021, 76, 838-850.	3.8	3
125	The Unique Role of Regulatory Mode Orientations in Implicit and Explicit Self-Forgiveness. <i>Social Psychology</i> , 2021, 52, 36-50.	0.3	1
126	The role of entitativity in perpetuating cycles of violence. <i>Behavioral and Brain Sciences</i> , 2018, 41, e196.	0.4	1

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127	The spatial representation of leadership depends on ecological threat: A replication and extension of Menon et al. (2010).. Journal of Personality and Social Psychology, 2022, 123, e1-e22.	2.6	1
128	Reply to Jacquet et al.: Culture and the neurobiology of norm violation detection. Proceedings of the National Academy of Sciences of the United States of America, 2016, 113, E2874-E2875.	3.3	0
129	The Neural Mechanisms Underlying Social Norms. , 2020, , 300-324.		0
130	Conflicting obligations in human social life. Behavioral and Brain Sciences, 2020, 43, e72.	0.4	0
131	The importance of being unearnest: Opportunists and the making of culture.. Journal of Personality and Social Psychology, 2022, 123, 249-271.	2.6	0
132	Introducing <i>PNAS Nexus</i>. , 2022, 1, .		0