

Norbert L Kerr

List of Publications by Year in descending order

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53
papers

5,848
citations

201674

27
h-index

175258

52
g-index

54
all docs

54
docs citations

54
times ranked

4533
citing authors

#	ARTICLE	IF	CITATIONS
1	HARKing: Hypothesizing After the Results are Known. <i>Personality and Social Psychology Review</i> , 1998, 2, 196-217.	6.0	1,284
2	Group Performance and Decision Making. <i>Annual Review of Psychology</i> , 2004, 55, 623-655.	17.7	1,039
3	Dispensability of member effort and group motivation losses: Free-rider effects.. <i>Journal of Personality and Social Psychology</i> , 1983, 44, 78-94.	2.8	570
4	Motivation losses in small groups: A social dilemma analysis.. <i>Journal of Personality and Social Psychology</i> , 1983, 45, 819-828.	2.8	508
5	Bias in judgment: Comparing individuals and groups.. <i>Psychological Review</i> , 1996, 103, 687-719.	3.8	441
6	Illusions of efficacy: The effects of group size on perceived efficacy in social dilemmas. <i>Journal of Experimental Social Psychology</i> , 1989, 25, 287-313.	2.2	204
7	Motivation gains in performance groups: Paradigmatic and theoretical developments on the Köhler effect.. <i>Journal of Personality and Social Psychology</i> , 2000, 79, 580-601.	2.8	148
8	Priming In-Group Favoritism: The Impact of Normative Scripts in the Minimal Group Paradigm. <i>Journal of Experimental Social Psychology</i> , 2001, 37, 316-324.	2.2	134
9	Group-based forecasting?: A social psychological analysis. <i>International Journal of Forecasting</i> , 2011, 27, 14-40.	6.5	96
10	Psychological Mechanisms Underlying the Köhler Motivation Gain. <i>Personality and Social Psychology Bulletin</i> , 2007, 33, 828-841.	3.0	95
11	Aerobic Exercise Is Promoted when Individual Performance Affects the Group: A Test of the Köhler Motivation Gain Effect. <i>Annals of Behavioral Medicine</i> , 2012, 44, 151-159.	2.9	82
12	Social transition schemes: Charting the group's road to agreement.. <i>Journal of Personality and Social Psychology</i> , 1981, 41, 684-702.	2.8	73
13	Buddy Up: The Köhler Effect Applied to Health Games. <i>Journal of Sport and Exercise Psychology</i> , 2011, 33, 506-526.	1.2	68
14	Cyber Buddy Is Better than No Buddy: A Test of the Köhler Motivation Effect in Exergames. <i>Games for Health Journal</i> , 2014, 3, 98-105.	2.0	65
15	Bias in Jurors vs Bias in Juries: New Evidence from the SDS Perspective. <i>Organizational Behavior and Human Decision Processes</i> , 1999, 80, 70-86.	2.5	63
16	Knowledge of partner's ability as a moderator of group motivation gains: An exploration of the Köhler discrepancy effect.. <i>Journal of Personality and Social Psychology</i> , 2002, 82, 935-946.	2.8	62
17	The Köhler Group Motivation Gain: How to Motivate the "Weak Links"™ in a Group. <i>Social and Personality Psychology Compass</i> , 2011, 5, 43-55.	3.7	60
18	Social decision schemes under risk.. <i>Journal of Personality and Social Psychology</i> , 1974, 30, 248-271.	2.8	53

#	ARTICLE	IF	CITATIONS
19	Identifiability, Performance Feedback and the Köhler Effect. <i>Group Processes and Intergroup Relations</i> , 2005, 8, 375-390.	3.9	52
20	Group position as a function of member attitudes: Choice shift effects from the perspective of social decision scheme theory.. <i>Journal of Personality and Social Psychology</i> , 1975, 31, 574-593.	2.8	48
21	Model testing, model fitting, and social decision schemes. <i>Organizational Behavior and Human Performance</i> , 1979, 23, 399-410.	1.4	45
22	Indispensability and group identification as sources of task motivation. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 1316-1321.	2.2	43
23	Social ostracism and group motivation gain. <i>European Journal of Social Psychology</i> , 2008, 38, 736-746.	2.4	42
24	Two-Player Partnered Exergame for Obesity Prevention: Using Discrepancy in Players' Abilities as a Strategy to Motivate Physical Activity. <i>Journal of Diabetes Science and Technology</i> , 2012, 6, 820-827.	2.2	37
25	Fear is readily associated with an out-group face in a minimal group context. <i>Evolution and Human Behavior</i> , 2012, 33, 590-593.	2.2	34
26	Group decision making at a multialternative task: Extremity, interfaction distance, pluralities, and issue importance. <i>Organizational Behavior and Human Decision Processes</i> , 1992, 52, 64-95.	2.5	31
27	Sleep Deprivation Impairs and Caffeine Enhances My Performance, but Not Always Our Performance. <i>Personality and Social Psychology Review</i> , 2017, 21, 3-28.	6.0	30
28	Group sex composition and member task motivation. <i>Sex Roles</i> , 1983, 9, 403-417.	2.4	29
29	When is a minority a minority? Active versus passive minority advocacy and social influence. <i>European Journal of Social Psychology</i> , 2002, 32, 471-483.	2.4	29
30	Social decision schemes of the same four-person groups on two different intellectual tasks.. <i>Journal of Personality and Social Psychology</i> , 1976, 33, 80-88.	2.8	28
31	Evaluation Concerns and the Köhler Effect. <i>Small Group Research</i> , 2008, 39, 795-812.	2.7	26
32	Trying Harder for Different Reasons. <i>Zeitschrift Fuer Sozialpsychologie</i> , 2000, 31, 221-230.	0.0	26
33	Social Compensation: Fact or Social-Comparison Artifact?. <i>Group Processes and Intergroup Relations</i> , 2006, 9, 431-442.	3.9	22
34	Enhancing Aerobic Exercise with a Novel Virtual Exercise Buddy Based on the Köhler Effect. <i>Games for Health Journal</i> , 2016, 5, 252-257.	2.0	22
35	Sex Composition of Groups and Member Motivation II: Effects of Relative Task Ability. <i>Basic and Applied Social Psychology</i> , 1984, 5, 255-271.	2.1	21
36	Silence is Golden: Effect of Encouragement in Motivating the Weak Link in an Online Exercise Video Game. <i>Journal of Medical Internet Research</i> , 2013, 15, e104.	4.3	21

#	ARTICLE	IF	CITATIONS
37	An examination of the stability and persistence of the KÃ¶hler motivation gain effect.. Group Dynamics, 2008, 12, 279-289.	1.2	20
38	â€œâ€¦ with a little help from my friendsâ€¦ friendship, effort norms, and group motivation gain. Journal of Managerial Psychology, 2011, 26, 205-218.	2.2	20
39	Knowledge of partner's ability as a moderator of group motivation gains: An exploration of the KÃ¶hler discrepancy effect.. Journal of Personality and Social Psychology, 2002, 82, 935-946.	2.8	20
40	Exploring the KÃ¶hler Motivation Gain Effect: Impression Management and Spontaneous Goal Setting. Zeitschrift Fuer Sozialpsychologie, 2000, 31, 204-220.	0.0	19
41	Role Schemata and Member Motivation in Task Groups. Personality and Social Psychology Bulletin, 1993, 19, 432-442.	3.0	18
42	Group dynamics motivation to increase exercise intensity with a virtual partner. Journal of Sport and Health Science, 2019, 8, 289-297.	6.5	18
43	Is My Exercise Partner Similar Enough? Partner Characteristics as a Moderator of the KÃ¶hler Effect in Exergames. Games for Health Journal, 2012, 1, 436-441.	2.0	16
44	Simulated Partners and Collaborative Exercise (SPACE) to boost motivation for astronauts: study protocol. BMC Psychology, 2016, 4, 54.	2.1	15
45	â€œâ€¦ been down so long â€¦ Perpetual vs. intermittent inferiority and the KÃ¶hler group motivation gain in exercise groups.. Group Dynamics, 2013, 17, 67-80.	1.2	14
46	To pay or not to pay? Do extrinsic incentives alter the KÃ¶hler group motivation gain?. Group Processes and Intergroup Relations, 2013, 16, 257-268.	3.9	13
47	Introductory dialogue and the KÃ¶hler Effect in software-generated workout partners. Psychology of Sport and Exercise, 2017, 32, 131-137.	2.1	13
48	Addressing replicability concerns via adversarial collaboration: Discovering hidden moderators of the minimal intergroup discrimination effect. Journal of Experimental Social Psychology, 2018, 78, 66-76.	2.2	10
49	Methods of Small Group Research. , 2014, , 188-219.		7
50	Intergroup Competition in Exergames: Further Tests of the KÃ¶hler Effect. Games for Health Journal, 2018, 7, 240-245.	2.0	6
51	Can Social Projection Solve Social Dilemmas (Any Better Than Social Normative Models)?. Psychological Inquiry, 2012, 23, 55-65.	0.9	3
52	Back to the Future: The KÃ¶hler Motivation Gain in Exergames. , 2020, , 149-190.		2
53	Attenuation of the KÃ¶hler Effect in Racially Dissimilar Partnered Exercise Reversed Using Team Identity Strategy. Journal of Sport and Exercise Psychology, 2021, 43, 105-114.	1.2	1