

# Lamar Pierce

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/7397051/publications.pdf>

Version: 2024-02-01

58  
papers

2,832  
citations

257450

24  
h-index

243625

44  
g-index

59  
all docs

59  
docs citations

59  
times ranked

1841  
citing authors

#	ARTICLE	IF	CITATIONS
1	The abundance effect: Unethical behavior in the presence of wealth. <i>Organizational Behavior and Human Decision Processes</i> , 2009, 109, 142-155.	2.5	269
2	Dishonesty in the Name of Equity. <i>Psychological Science</i> , 2009, 20, 1153-1160.	3.3	267
3	The psychological costs of pay-for-performance: Implications for the strategic compensation of employees. <i>Strategic Management Journal</i> , 2012, 33, 1194-1214.	7.3	192
4	Cleaning House: The Impact of Information Technology Monitoring on Employee Theft and Productivity. <i>Management Science</i> , 2015, 61, 2299-2319.	4.1	164
5	Big losses in ecosystem niches: how core firm decisions drive complementary product shakeouts. <i>Strategic Management Journal</i> , 2009, 30, 323-347.	7.3	156
6	Compensation and Peer Effects in Competing Sales Teams. <i>Management Science</i> , 2014, 60, 1965-1984.	4.1	154
7	Customer-Driven Misconduct: How Competition Corrupts Business Practices. <i>Management Science</i> , 2013, 59, 1725-1742.	4.1	146
8	Robin Hood Under the Hood: Wealth-Based Discrimination in Illicit Customer Help. <i>Organization Science</i> , 2010, 21, 1176-1194.	4.5	142
9	Lying to Level the Playing Field: Why People May Dishonestly Help or Hurt Others to Create Equity. <i>Journal of Business Ethics</i> , 2010, 95, 89-103.	6.0	116
10	Doing Well by Making Well: The Impact of Corporate Wellness Programs on Employee Productivity. <i>Management Science</i> , 2018, 64, 4967-4987.	4.1	116
11	Ethical Spillovers in Firms: Evidence from Vehicle Emissions Testing. <i>Management Science</i> , 2008, 54, 1891-1903.	4.1	99
12	Learning from Peers: Knowledge Transfer and Sales Force Productivity Growth. <i>Marketing Science</i> , 2014, 33, 463-484.	4.1	98
13	Motivational Spillovers from Awards: Crowding Out in a Multitasking Environment. <i>Organization Science</i> , 2016, 27, 286-303.	4.5	97
14	Organizational Structure and the Limits of Knowledge Sharing: Incentive Conflict and Agency in Car Leasing. <i>Management Science</i> , 2012, 58, 1106-1121.	4.1	70
15	Losing Hurts: The Happiness Impact of Partisan Electoral Loss. <i>Journal of Experimental Political Science</i> , 2016, 3, 44-59.	2.5	65
16	In Sickness and in Wealth. <i>Personality and Social Psychology Bulletin</i> , 2013, 39, 359-374.	3.0	55
17	The behavioral and evolutionary roots of dynamic capabilities. <i>Industrial and Corporate Change</i> , 2018, 27, 413-424.	2.8	55
18	The Historical Slave Trade and Firm Access to Finance in Africa. <i>Review of Financial Studies</i> , 2018, 31, 142-174.	6.8	54

#	ARTICLE	IF	CITATIONS
19	Behavioral field evidence on psychological and social factors in dishonesty and misconduct. <i>Current Opinion in Psychology</i> , 2015, 6, 70-76.	4.9	42
20	Trust and in-group favoritism in a culture of crime. <i>Journal of Economic Behavior and Organization</i> , 2016, 132, 78-92.	2.0	38
21	Subprime governance: Agency costs in vertically integrated banks and the 2008 mortgage crisis. <i>Strategic Management Journal</i> , 2017, 38, 300-321.	7.3	36
22	Doing as they would do: How the perceived ethical preferences of third-party beneficiaries impact ethical decision-making. <i>Organizational Behavior and Human Decision Processes</i> , 2013, 122, 280-290.	2.5	33
23	The Role of Organizational Scope and Governance in Strengthening Private Monitoring. <i>Organization Science</i> , 2013, 24, 1558-1584.	4.5	33
24	The wages of dishonesty: The supply of cheating under high-powered incentives. <i>Journal of Economic Behavior and Organization</i> , 2017, 137, 428-444.	2.0	33
25	Perspective—The Deep Historical Roots of Organization and Strategy: Traumatic Shocks, Culture, and Institutions. <i>Organization Science</i> , 2018, 29, 702-721.	4.5	32
26	Pay-for-Performance and Employee Mental Health: Large Sample Evidence Using Employee Prescription Drug Usage. <i>Academy of Management Discoveries</i> , 2020, 6, 12-38.	2.9	32
27	Healthy, Wealthy, and Wise. <i>Psychological Science</i> , 2014, 25, 1822-1830.	3.3	27
28	Motivation matters: Corporate scope and competition in complementary product markets. <i>Strategic Management Journal</i> , 2016, 37, 1304-1315.	7.3	18
29	Historical Origins of Firm Ownership Structure: The Persistent Effects of the African Slave Trade. <i>Academy of Management Journal</i> , 2020, 63, 1687-1713.	6.3	18
30	The Influence of Peers in Worker Misconduct: Evidence from Restaurant Theft. <i>Manufacturing and Service Operations Management</i> , 2021, 23, 952-973.	3.7	17
31	Compensation and employee misconduct: the inseparability of productive and counterproductive behavior in firms. , 2016, , 270-304.		15
32	Peer Bargaining and Productivity in Teams: Gender and the Inequitable Division of Pay. <i>Manufacturing and Service Operations Management</i> , 2021, 23, 933-951.	3.7	15
33	Unethical Demand and Employee Turnover. <i>Journal of Business Ethics</i> , 2015, 131, 853-869.	6.0	14
34	The Dirty Laundry of Employee Award Programs: Evidence from the Field. <i>SSRN Electronic Journal</i> , 2013, , .	0.4	12
35	The Psychological Costs of Pay-for-Performance: Implications for the Strategic Compensation of Employees. <i>SSRN Electronic Journal</i> , 2011, , .	0.4	10
36	Compensation and Peer Effects in Competing Sales Teams. <i>SSRN Electronic Journal</i> , 0, , .	0.4	9

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37	Customer-Driven Misconduct: How Competition Corrupts Business Practices. SSRN Electronic Journal, 2012, , .	0.4	9
38	Cleaning House: The Impact of Information Technology Monitoring on Employee Theft and Productivity. SSRN Electronic Journal, 0, , .	0.4	9
39	Robin Hood Under the Hood: Wealth-Based Discrimination in Illicit Customer Help. SSRN Electronic Journal, 0, , .	0.4	8
40	Organizational Structure and the Limits of Knowledge Sharing: Incentive Conflict and Agency in Car Leasing. SSRN Electronic Journal, 2011, , .	0.4	7
41	Doing Well by Making Well: The Impact of Corporate Wellness Programs on Employee Productivity. SSRN Electronic Journal, 0, , .	0.4	7
42	Supporting Mental Health at Work (Comment on "The Epidemic of Mental Disorders in Business"). Administrative Science Quarterly, 2022, 67, 56-69.	6.9	6
43	Discretion and Manipulation by Experts: Evidence from a Vehicle Emissions Policy Change. SSRN Electronic Journal, 2012, , .	0.4	5
44	Discretion and Manipulation by Experts: Evidence from a Vehicle Emissions Policy Change. B E Journal of Economic Analysis and Policy, 2012, 12, .	0.9	4
45	The opportunities and challenges of behavioral field research on misconduct. Organizational Behavior and Human Decision Processes, 2021, 166, 1-8.	2.5	4
46	The Impact of Environment and Occupation on the Health and Safety of Active Duty Air Force Members: Database Development and De-Identification. Military Medicine, 2016, 181, 821-826.	0.8	3
47	The Role of Organizational Scope and Governance in Strengthening Private Monitoring. SSRN Electronic Journal, 2012, , .	0.4	2
48	Reactance to Transgressors: Why Authorities Deliver Harsher Penalties When the Social Context Elicits Expectations of Leniency. Frontiers in Psychology, 2016, 7, 550.	2.1	2
49	Unethical Demand and Employee Turnover. SSRN Electronic Journal, 2013, , .	0.4	1
50	Doing as They Would Do: How the Perceived Ethical Preferences of Third-Party Beneficiaries Impact Ethical Decision-Making. SSRN Electronic Journal, 0, , .	0.4	1
51	Motivation Matters: Corporate Scope and Competition in Complementary Product Markets. SSRN Electronic Journal, 0, , .	0.4	1
52	The Wages of Dishonesty: The Supply of Cheating under High-Powered Incentives. SSRN Electronic Journal, 0, , .	0.4	1
53	Peer Bargaining and Productivity in Teams: Gender and the Inequitable Division of Pay. SSRN Electronic Journal, 2018, , .	0.4	1
54	When Is an Effect Size Too Small? Response to Commentary on "Pay-for-Performance and Employee Mental Health". Academy of Management Discoveries, 2020, 6, 140-141.	2.9	1

#	ARTICLE	IF	CITATIONS
55	Reflections on subprime governance. <i>Strategic Management Journal</i> , 2018, 39, 3303-3304.	7.3	0
56	Product Sales Incentive Spillovers to the Lending Market. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
57	Losing Hurts: Partisan Happiness in the 2012 Presidential Election. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
58	Ethics at the Fringe: Using Novel Methods & Data to Answer Imperative Questions in Behavioral Ethics. <i>Proceedings - Academy of Management</i> , 2019, 2019, 17354.	0.1	0