

# 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	Supporting Mental Health at Work (Comment on "The Epidemic of Mental Disorders in Business"). <i>Administrative Science Quarterly</i> , 2022, 67, 56-69.	6.9	6
2	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
3	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
4	The opportunities and challenges of behavioral field research on misconduct. <i>Organizational Behavior and Human Decision Processes</i> , 2021, 166, 1-8.	2.5	4
5	When Is an Effect Size Too Small? Response to Commentary on "Pay-for-Performance and Employee Mental Health". <i>Academy of Management Discoveries</i> , 2020, 6, 140-141.	2.9	1
6	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
7	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
8	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
9	The behavioral and evolutionary roots of dynamic capabilities. <i>Industrial and Corporate Change</i> , 2018, 27, 413-424.	2.8	55
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	The Historical Slave Trade and Firm Access to Finance in Africa. <i>Review of Financial Studies</i> , 2018, 31, 142-174.	6.8	54
12	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
13	Peer Bargaining and Productivity in Teams: Gender and the Inequitable Division of Pay. <i>SSRN Electronic Journal</i> , 2018, , .	0.4	1
14	Reflections on subprime governance. <i>Strategic Management Journal</i> , 2018, 39, 3303-3304.	7.3	0
15	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
16	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
17	The Impact of Environment and Occupation on the Health and Safety of Active Duty Air Force Members: Database Development and De-Identification. <i>Military Medicine</i> , 2016, 181, 821-826.	0.8	3
18	Reactance to Transgressors: Why Authorities Deliver Harsher Penalties When the Social Context Elicits Expectations of Leniency. <i>Frontiers in Psychology</i> , 2016, 7, 550.	2.1	2

#	ARTICLE	IF	CITATIONS
19	Motivation matters: Corporate scope and competition in complementary product markets. Strategic Management Journal, 2016, 37, 1304-1315.	7.3	18
20	Losing Hurts: The Happiness Impact of Partisan Electoral Loss. Journal of Experimental Political Science, 2016, 3, 44-59.	2.5	65
21	Trust and in-group favoritism in a culture of crime. Journal of Economic Behavior and Organization, 2016, 132, 78-92.	2.0	38
22	Compensation and employee misconduct: the inseparability of productive and counterproductive behavior in firms. , 2016, , 270-304.		15
23	Motivational Spillovers from Awards: Crowding Out in a Multitasking Environment. Organization Science, 2016, 27, 286-303.	4.5	97
24	Cleaning House: The Impact of Information Technology Monitoring on Employee Theft and Productivity. Management Science, 2015, 61, 2299-2319.	4.1	164
25	Behavioral field evidence on psychological and social factors in dishonesty and misconduct. Current Opinion in Psychology, 2015, 6, 70-76.	4.9	42
26	Unethical Demand and Employee Turnover. Journal of Business Ethics, 2015, 131, 853-869.	6.0	14
27	Learning from Peers: Knowledge Transfer and Sales Force Productivity Growth. Marketing Science, 2014, 33, 463-484.	4.1	98
28	Healthy, Wealthy, and Wise. Psychological Science, 2014, 25, 1822-1830.	3.3	27
29	Compensation and Peer Effects in Competing Sales Teams. Management Science, 2014, 60, 1965-1984.	4.1	154
30	Doing as they would do: How the perceived ethical preferences of third-party beneficiaries impact ethical decision-making. Organizational Behavior and Human Decision Processes, 2013, 122, 280-290.	2.5	33
31	Customer-Driven Misconduct: How Competition Corrupts Business Practices. Management Science, 2013, 59, 1725-1742.	4.1	146
32	The Role of Organizational Scope and Governance in Strengthening Private Monitoring. Organization Science, 2013, 24, 1558-1584.	4.5	33
33	In Sickness and in Wealth. Personality and Social Psychology Bulletin, 2013, 39, 359-374.	3.0	55
34	Unethical Demand and Employee Turnover. SSRN Electronic Journal, 2013, , .	0.4	1
35	The Dirty Laundry of Employee Award Programs: Evidence from the Field. SSRN Electronic Journal, 2013, , .	0.4	12
36	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

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37	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
38	The Role of Organizational Scope and Governance in Strengthening Private Monitoring. <i>SSRN Electronic Journal</i> , 2012, , .	0.4	2
39	Discretion and Manipulation by Experts: Evidence from a Vehicle Emissions Policy Change. <i>SSRN Electronic Journal</i> , 2012, , .	0.4	5
40	Customer-Driven Misconduct: How Competition Corrupts Business Practices. <i>SSRN Electronic Journal</i> , 2012, , .	0.4	9
41	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
42	The Psychological Costs of Pay-for-Performance: Implications for the Strategic Compensation of Employees. <i>SSRN Electronic Journal</i> , 2011, , .	0.4	10
43	Organizational Structure and the Limits of Knowledge Sharing: Incentive Conflict and Agency in Car Leasing. <i>SSRN Electronic Journal</i> , 2011, , .	0.4	7
44	Robin Hood Under the Hood: Wealth-Based Discrimination in Illicit Customer Help. <i>Organization Science</i> , 2010, 21, 1176-1194.	4.5	142
45	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
46	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
47	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
48	Dishonesty in the Name of Equity. <i>Psychological Science</i> , 2009, 20, 1153-1160.	3.3	267
49	Ethical Spillovers in Firms: Evidence from Vehicle Emissions Testing. <i>Management Science</i> , 2008, 54, 1891-1903.	4.1	99
50	Robin Hood Under the Hood: Wealth-Based Discrimination in Illicit Customer Help. <i>SSRN Electronic Journal</i> , 0, , .	0.4	8
51	Compensation and Peer Effects in Competing Sales Teams. <i>SSRN Electronic Journal</i> , 0, , .	0.4	9
52	Cleaning House: The Impact of Information Technology Monitoring on Employee Theft and Productivity. <i>SSRN Electronic Journal</i> , 0, , .	0.4	9
53	Doing as They Would Do: How the Perceived Ethical Preferences of Third-Party Beneficiaries Impact Ethical Decision-Making. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
54	Motivation Matters: Corporate Scope and Competition in Complementary Product Markets. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1

#	ARTICLE	IF	CITATIONS
55	The Wages of Dishonesty: The Supply of Cheating under High-Powered Incentives. SSRN Electronic Journal, 0, , .	0.4	1
56	Doing Well by Making Well: The Impact of Corporate Wellness Programs on Employee Productivity. SSRN Electronic Journal, 0, , .	0.4	7
57	Product Sales Incentive Spillovers to the Lending Market. SSRN Electronic Journal, 0, , .	0.4	0
58	Losing Hurts: Partisan Happiness in the 2012 Presidential Election. SSRN Electronic Journal, 0, , .	0.4	0