Gerben A Van Kleef

List of Publications by Year
in descending order

162 papers	13,715 citations	28190 55 h-index	24179 110 g-index
167 all docs	167 docs citations	167 times ranked	7254 citing authors

#	Article	IF	Citations
1	Reading emotions, reading people: Emotion perception and inferences drawn from perceived emotions. Current Opinion in Psychology, 2022, 43, 85-90.	2.5	23
2	The Social Effects of Emotions. Annual Review of Psychology, 2022, 73, 629-658.	9.9	74
3	Managing Team Conscientiousness Diversity: The Role of Leader Emotion-Regulation Knowledge. Small Group Research, 2022, 53, 532-562.	1.8	2
4	Moving the self and others to do good: The emotional underpinnings of prosocial behavior. Current Opinion in Psychology, 2022, 44, 80-88.	2.5	14
5	When and why does gossip increase prosocial behavior?. Current Opinion in Psychology, 2022, 44, 315-320.	2.5	5
6	â€œYouâ€™re just enviousâ€: Inferring benign and malicious envy from facial expressions and contextual information.. Emotion, 2022, 22, 64-80.	1.5	2
7	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
8	Meh, whatever: The effects of indifference expressions on cooperation in social conflict.. Journal of Personality and Social Psychology, 2022, 123, 1336-1361.	2.6	0
9	The avatar will see you now: Support from a virtual human provides socio-emotional benefits. Computers in Human Behavior, 2022, 136, 107368.	5.1	15
10	The signalling effects of nonconforming dress style in personnel selection contexts: do applicantsâ€™ qualifications matter?. European Journal of Work and Organizational Psychology, 2021, 30, 70-82.	2.2	6
11	No guts, no glory? How risk-taking shapes dominance, prestige, and leadership endorsement.. Journal of Applied Psychology, 2021, 106, 1673-1694.	4.2	17
12	How Narcissism Shapes Responses to Antisocial and Prosocial Behavior: Hypo-Responsiveness or Hyper-Responsiveness?. Personality and Social Psychology Bulletin, 2021, , 014616722110072.	1.9	3
13	Comment: Moving (Further) Beyond Private Experience: On the Radicalization of the Social Approach to Emotions and the Emancipation of Verbal Emotional Expressions. Emotion Review, 2021, 13, 90-94.	2.1	3
14	How norm violators rise and fall in the eyes of others: The role of sanctions. PLoS ONE, 2021, 16, e0254574.	1.1	8
15	Cultural differences in perceiving transitions in emotional facial expressions: Easterners show greater contrast effects than westerners. Journal of Experimental Social Psychology, 2021, 95, 104143.	1.3	3
16	How hierarchy shapes our emotional lives: effects of power and status on emotional experience, expression, and responsiveness. Current Opinion in Psychology, 2020, 33, 148-153.	2.5	30
17	Climbing the ladder or falling from grace? A threat-opportunity framework of the effects of norm violations on social rank. Current Opinion in Psychology, 2020, 33, 74-79.	2.5	12
18	Unmasking smiles: the influence of culture and intensity on interpretations of smiling expressions. Journal of Cultural Cognitive Science, 2020, 4, 293-308.	0.5	10

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19	Face threat sensitivity in distributive negotiations: Effects on negotiator self-esteem and demands. Organizational Behavior and Human Decision Processes, 2020, 161, 255-273.	1.4	9
20	Power, status, and hierarchy: current trends and future challenges. Current Opinion in Psychology, 2020, 33, iv-xiii.	2.5	15
21	Requiem for a Nudge: Framing effects in nudging honesty. Journal of Economic Behavior and Organization, 2020, 172, 247-266.	1.0	64
22	Toward an Integrative Psychometric Model of Emotions. Perspectives on Psychological Science, 2020, 15, 444-468.	5.2	54
23	Leading diversity: Towards a theory of functional leadership in diverse teams.. Journal of Applied Psychology, 2020, 105, 1101-1128.	4.2	67
24	Emotions as guardians of group norms: expressions of anger and disgust drive inferences about autonomy and purity violations. Cognition and Emotion, 2019, 33, 563-578.	1.2	26
25	Powerless people don't yell but tell: The effects of social power on direct and indirect expression of anger. European Journal of Social Psychology, 2019, 49, 533-547.	1.5	16
26	Requiem for a Nudge: Framing Effects in Nudging Honesty. SSRN Electronic Journal, 2019, , .	0.4	1
27	Getting a Grip on the Grapevine: Extension and Factor Structure of the Motives to Gossip Questionnaire. Frontiers in Psychology, 2019, 10, 1190.	1.1	16
28	How emotions influence alliance relationships: The potential functionality of negative emotions. Organizational Psychology Review, 2019, 9, 157-183.	3.0	6
29	Ecological and cultural factors underlying the global distribution of prejudice. PLoS ONE, 2019, 14, e0221953.	1.1	55
30	I hear you (not): sharers' expressions and listeners' inferences of the need for support in response to negative emotions. Cognition and Emotion, 2019, 33, 1129-1143.	1.2	12
31	The dynamic nature of social norms: New perspectives on norm development, impact, violation, and enforcement. Journal of Experimental Social Psychology, 2019, 84, 103814.	1.3	31
32	Dealing in hope: Does observing hope expressions increase conciliatory attitudes in intergroup conflict?. Journal of Experimental Social Psychology, 2019, 83, 102-111.	1.3	17
33	Stop crying! The impact of situational demands on interpersonal emotion regulation. Cognition and Emotion, 2019, 33, 1587-1598.	1.2	17
34	Feeling entitled to rules: Entitled individuals prevent norm violators from rising up the ranks. Journal of Experimental Social Psychology, 2019, 84, 103790.	1.3	10
35	Revisiting cultural differences in emotion perception between easterners and westerners: Chinese perceivers are accurate, but see additional non-intended emotions in negative facial expressions. Journal of Experimental Social Psychology, 2019, 82, 152-159.	1.3	15
36	Emotional games: How coaches' emotional expressions shape players' emotions, inferences, and team performance. Psychology of Sport and Exercise, 2019, 41, 1-11.	1.1	39

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37	When (not) to empathize: The differential effects of combined emotion recognition and empathic concern on client satisfaction across professions. Motivation and Emotion, 2019, 43, 112-129.	0.8	7
38	Cultural Collectivism and Tightness Moderate Responses to Norm Violators: Effects on Power Perception, Moral Emotions, and Leader Support. Personality and Social Psychology Bulletin, 2019, 45, 947-964.	1.9	69
39	Communication of anger versus disappointment in bargaining and the moderating role of power. Journal of Behavioral Decision Making, 2018, 31, 632-643.	1.0	7
40	Sense or sensibility? Social sharers' evaluations of socio-affective vs. cognitive support in response to negative emotions. Cognition and Emotion, 2018, 32, 1247-1264.	1.2	29
41	Person perception from changing emotional expressions: primacy, recency, or averaging effect?. Cognition and Emotion, 2018, 32, 1597-1610.	1.2	16
42	Does Anger Expression Help or Harm Leader Effectiveness? The Role of Competence-based versus Integrity-based Violations and Abusive Supervision. Academy of Management Journal, 2018, 61, 1050-1072.	4.3	53
43	Seeing Mixed Emotions: The Specificity of Emotion Perception From Static and Dynamic Facial Expressions Across Cultures. Journal of Cross-Cultural Psychology, 2018, 49, 130-148.	1.0	26
44	Emotional Dynamics in Conflict and Negotiation: Individual, Dyadic, and Group Processes. Annual Review of Organizational Psychology and Organizational Behavior, 2018, 5, 437-464.	5.6	37
45	Effects of Social Anxiety on Emotional Mimicry and Contagion: Feeling Negative, but Smiling Politely. Journal of Nonverbal Behavior, 2018, 42, 81-99.	0.6	21
46	The interpersonal effects of emotion intensity in customer service: Perceived appropriateness and authenticity of attendants' emotional displays shape customer trust and satisfaction. Organizational Behavior and Human Decision Processes, 2018, 144, 97-111.	1.4	87
47	The Dark Side of a Smiley. Social Psychological and Personality Science, 2018, 9, 614-625.	2.4	68
48	Three strong moves to improve research and replications alike. Behavioral and Brain Sciences, 2018, 41, e130.	0.4	3
49	Parochial cooperation in nested intergroup dilemmas is reduced when it harms out-groups.. Journal of Personality and Social Psychology, 2018, 114, 909-923.	2.6	33
50	The art of influence: When and why deviant artists gain impact.. Journal of Personality and Social Psychology, 2018, 115, 276-303.	2.6	24
51	When expressions of fake emotions elicit negative reactions: The role of observers' dialectical thinking. Journal of Organizational Behavior, 2017, 38, 1196-1212.	2.9	24
52	The Social Effects of Emotions are Functionally Equivalent Across Expressive Modalities. Psychological Inquiry, 2017, 28, 211-216.	0.4	30
53	Emotional influence in groups: the dynamic nexus of affect, cognition, and behavior. Current Opinion in Psychology, 2017, 17, 156-161.	2.5	29
54	Fit between decision mode and processing style predicts subjective value of chosen alternatives. European Journal of Social Psychology, 2017, 47, 72-81.	1.5	2

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55	Power as an emotional liability: Implications for perceived authenticity and trust after a transgression.. Journal of Experimental Psychology: General, 2017, 146, 1379-1401.	1.5	14
56	Leadership and Affect: Moving the Hearts and Minds of Followers. Academy of Management Annals, 2016, 10, 799-840.	5.8	59
57	Pitching Emotions: The Interpersonal Effects of Emotions in Professional Baseball. Frontiers in Psychology, 2016, 7, 178.	1.1	6
58	Editorial: The Social Nature of Emotions. Frontiers in Psychology, 2016, 7, 896.	1.1	62
59	Leadership and Affect: Moving the Hearts and Minds of Followers. Academy of Management Annals, 2016, 10, 799-840.	5.8	32
60	How norm violations shape social hierarchies: Those who stand on top block norm violators from rising up. Group Processes and Intergroup Relations, 2016, 19, 608-629.	2.4	31
61	Are the Powerful Really Blind to the Feelings of Others? How Hierarchical Concerns Shape Attention to Emotions. Personality and Social Psychology Bulletin, 2016, 42, 755-768.	1.9	34
62	Emotional collectives: How groups shape emotions and emotions shape groups. Cognition and Emotion, 2016, 30, 3-19.	1.2	90
63	Enhancing emotional performance and customer service through human resources practices: A systems perspective. Human Resource Management Review, 2016, 26, 14-24.	3.3	62
64	Team membersâ€™ emotional displays as indicators of team functioning. Cognition and Emotion, 2016, 30, 134-149.	1.2	18
65	The persuasive power of emotions: Effects of emotional expressions on attitude formation and change.. Journal of Applied Psychology, 2015, 100, 1124-1142.	4.2	161
66	Emotional reactions to deviance in groups: the relation between number of angry reactions, felt rejection, and conformity. Frontiers in Psychology, 2015, 6, 830.	1.1	6
67	Deriving meaning from othersâ€™ emotions: attribution, appraisal, and the use of emotions as social information. Frontiers in Psychology, 2015, 6, 1077.	1.1	38
68	How leaders' emotional displays shape followers' organizational citizenship behavior. Leadership Quarterly, 2015, 26, 489-501.	3.6	72
69	Bounded Benefits of Representative Cooperativeness in Intergroup Negotiations. Group Decision and Negotiation, 2015, 24, 993-1014.	2.0	3
70	Interpersonal instrumental emotion regulation. Journal of Experimental Social Psychology, 2015, 58, 124-135.	1.3	99
71	Power Gets You High. Social Psychological and Personality Science, 2015, 6, 472-480.	2.4	25
72	The social dynamics of breaking the rules: antecedents and consequences of norm-violating behavior. Current Opinion in Psychology, 2015, 6, 25-31.	2.5	78

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73	How emotional expressions shape prosocial behavior: Interpersonal effects of anger and disappointment on compliance with requests. Motivation and Emotion, 2015, 39, 128-141.	0.8	37
74	Welcome Interferences: Dealing with Obstacles Promotes Creative Thought in Goal Pursuit. Creativity and Innovation Management, 2015, 24, 207-216.	1.9	12
75	Emotional expressions as social signals of rejection and acceptance: Evidence from the Affect Misattribution Paradigm. Journal of Experimental Social Psychology, 2015, 56, 60-68.	1.3	48
76	Emotions as Agents of Social Influence. , 2014, , .		3
77	Do we give power to the right people? When and how norm violators rise to the top. , 2014, , 33-52.		6
78	How instructors' emotional expressions shape students' learning performance: The roles of anger, happiness, and regulatory focus.. Journal of Experimental Psychology: General, 2014, 143, 980-984.	1.5	28
79	Competitive representative negotiations worsen intergroup relations. Group Processes and Intergroup Relations, 2014, 17, 143-160.	2.4	6
80	Understanding the positive and negative effects of emotional expressions in organizations: EASI does it. Human Relations, 2014, 67, 1145-1164.	3.8	94
81	Effects of processing style on responsiveness to affective stimuli and processing fluency. Cognition and Emotion, 2014, 28, 959-970.	1.2	9
82	Deliberation Versus Intuition: Decomposing the Role of Expertise in Judgment and Decision Making. Journal of Behavioral Decision Making, 2013, 26, 285-294.	1.0	35
83	Interest (mis)alignments in representative negotiations: Do pro-social agents fuel or reduce inter-group conflict?. Organizational Behavior and Human Decision Processes, 2013, 120, 240-250.	1.4	35
84	On the social influence of emotions in groups: Interpersonal effects of anger and happiness on conformity versus deviance.. Journal of Personality and Social Psychology, 2013, 105, 262-284.	2.6	80
85	The advantages of being unpredictable: How emotional inconsistency extracts concessions in negotiation. Journal of Experimental Social Psychology, 2013, 49, 498-508.	1.3	53
86	The consequences of faking anger in negotiations. Journal of Experimental Social Psychology, 2013, 49, 453-463.	1.3	160
87	How leader displays of happiness and sadness influence follower performance: Emotional contagion and creative versus analytical performance. Leadership Quarterly, 2013, 24, 172-188.	3.6	138
88	Outcome interdependence shapes the effects of prevention focus on team processes and performance. Organizational Behavior and Human Decision Processes, 2013, 121, 194-203.	1.4	54
89	Behavioral and neural reactions to emotions of others in the distribution of resources. Social Neuroscience, 2013, 8, 52-62.	0.7	13
90	Does communicating disappointment in negotiations help or hurt? Solving an apparent inconsistency in the social-functional approach to emotions.. Journal of Personality and Social Psychology, 2013, 105, 605-620.	2.6	55

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91	On being peripheral and paying attention: Prototypicality and information processing in intergroup conflict.. Journal of Applied Psychology, 2013, 98, 63-79.	4.2	27
92	The demise of the 'rational' negotiator: emotional forces in conflict and negotiation. , 2013, , 103-130.		10
93	Face the noise: Embodied responses to nonverbal vocalizations of discrete emotions.. Journal of Personality and Social Psychology, 2012, 102, 796-814.	2.6	109
94	Oxytocin modulates selection of allies in intergroup conflict. Proceedings of the Royal Society B: Biological Sciences, 2012, 279, 1150-1154.	1.2	42
95	Searing sentiment or cold calculation? The effects of leader emotional displays on team performance depend on follower epistemic motivation. IEEE Engineering Management Review, 2012, 40, 73-94.	1.0	4
96	Stepping Back While Staying Engaged. Social Psychological and Personality Science, 2012, 3, 379-386.	2.4	8
97	Emotional influence at work: Take it EASI. Organizational Psychology Review, 2012, 2, 311-339.	3.0	145
98	The Far-Reaching Effects of Power: At the Individual, Dyadic, and Group Levels. Research on Managing Groups and Teams, 2012, , 81-113.	0.6	14
99	Who's afraid of red, yellow, and blue? Need for cognitive closure predicts aesthetic preferences.. Psychology of Aesthetics, Creativity, and the Arts, 2012, 6, 168-174.	1.0	28
100	Why People Gossip: An Empirical Analysis of Social Motives, Antecedents, and Consequences. Journal of Applied Social Psychology, 2012, 42, 2640-2670.	1.3	181
101	Prosocial norm violations fuel power affordance. Journal of Experimental Social Psychology, 2012, 48, 937-942.	1.3	45
102	Be hard on the interests and soft on the values: Conflict issue moderates the effects of anger in negotiations. British Journal of Social Psychology, 2012, 51, 741-752.	1.8	29
103	Emotion and the construal of social situations: Inferences of cooperation versus competition from expressions of anger, happiness, and disappointment. Cognition and Emotion, 2012, 26, 442-461.	1.2	80
104	Deliberation versus intuition: Global versus local processing in judgment and choice. Journal of Experimental Social Psychology, 2012, 48, 1156-1161.	1.3	33
105	Beyond negotiated outcomes: The hidden costs of anger expression in dyadic negotiation. Organizational Behavior and Human Decision Processes, 2012, 119, 54-63.	1.4	91
106	Why Anger and Disappointment Affect Other's Bargaining Behavior Differently. Personality and Social Psychology Bulletin, 2012, 38, 1209-1221.	1.9	104
107	Oxytocin Motivates Non-Cooperation in Intergroup Conflict to Protect Vulnerable In-Group Members. PLoS ONE, 2012, 7, e46751.	1.1	68
108	Prosocial Norm Violations Fuel Power Affordance. SSRN Electronic Journal, 2012, , .	0.4	0

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109	Emotion is for influence. European Review of Social Psychology, 2011, 22, 114-163.	5.8	131
110	Disappointed in you, angry about your offer: Distinct negative emotions induce concessions via different mechanisms. Journal of Experimental Social Psychology, 2011, 47, 635-641.	1.3	113
111	Oxytocin promotes human ethnocentrism. Proceedings of the National Academy of Sciences of the United States of America, 2011, 108, 1262-1266.	3.3	686
112	Hot or cold: Is communicating anger or threats more effective in negotiation?. Journal of Applied Psychology, 2011, 96, 1018-1032.	4.2	76
113	Stepping back to see the big picture: When obstacles elicit global processing.. Journal of Personality and Social Psychology, 2011, 101, 883-901.	2.6	53
114	The Jekyll and Hyde of Emotional Intelligence. Psychological Science, 2011, 22, 1073-1080.	1.8	146
115	How the Grapevine Keeps You in Line. Social Psychological and Personality Science, 2011, 2, 642-649.	2.4	143
116	Breaking the Rules to Rise to Power. Social Psychological and Personality Science, 2011, 2, 500-507.	2.4	112
117	Taking your place or matching your face: Two paths to empathic embarrassment.. Emotion, 2011, 11, 502-513.	1.5	58
118	The more (complex), the better? The influence of epistemic motivation on integrative bargaining in complex negotiation. European Journal of Social Psychology, 2010, 40, 355-365.	1.5	10
119	Equality versus differentiation: The effects of power dispersion on group interaction.. Journal of Applied Psychology, 2010, 95, 1032-1044.	4.2	125
120	The Neuropeptide Oxytocin Regulates Parochial Altruism in Intergroup Conflict Among Humans. Science, 2010, 328, 1408-1411.	6.0	969
121	The Emerging View of Emotion as Social Information. Social and Personality Psychology Compass, 2010, 4, 331-343.	2.0	128
122	On Being Peripheral and Paying Attention: Prototypicality and Information Processing in Intergroup Conflict. SSRN Electronic Journal, 2010, , .	0.4	0
123	On Angry Leaders and Agreeable Followers. Psychological Science, 2010, 21, 1827-1834.	1.8	134
124	Where Have All the People Gone? A Plea for Including Social Interaction in Emotion Research. Emotion Review, 2010, 2, 208-211.	2.1	90
125	An Interpersonal Approach to Emotion in Social Decision Making. Advances in Experimental Social Psychology, 2010, , 45-96.	2.0	362
126	Longer-term consequences of anger expression in negotiation: Retaliation or spillover?. Journal of Experimental Social Psychology, 2010, 46, 753-760.	1.3	77

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127	Can expressions of anger enhance creativity? A test of the emotions as social information (EASI) model. Journal of Experimental Social Psychology, 2010, 46, 1042-1048.	1.3	84
128	Donâ€™t Worry, Be Angry? Effects of Anger on Feelings, Thoughts, and Actions in Conflict and Negotiation. , 2010, , 545-559.		11
129	When being overpaid makes me feel good about myself: It depends on how the other feels. Journal of Economic Psychology, 2009, 30, 793-802.	1.1	8
130	When happiness pays in negotiation. Mind and Society, 2009, 8, 77-92.	0.9	15
131	How Emotions Regulate Social Life. Current Directions in Psychological Science, 2009, 18, 184-188.	2.8	972
132	"Worth a thousand words": Absolute and relative decoding of nonlinguistic affect vocalizations.. Emotion, 2009, 9, 293-305.	1.5	157
133	Searing Sentiment Or Cold Calculation? The Effects Of Leader Emotional Displays On Team Performance Depend On Follower Epistemic Motivation. Academy of Management Journal, 2009, 52, 562-580.	4.3	267
134	Response modes in negotiation. Group Decision and Negotiation, 2008, 17, 31-49.	2.0	17
135	Anger in social conflict: Cross-situational comparisons and suggestions for the future. Group Decision and Negotiation, 2008, 17, 13-30.	2.0	78
136	Are you talking to me?! Separating the people from the problem when expressing emotions in negotiation. Journal of Experimental Social Psychology, 2008, 44, 362-369.	1.3	131
137	Get angry, get out: The interpersonal effects of anger communication in multiparty negotiation. Journal of Experimental Social Psychology, 2008, 44, 993-1002.	1.3	74
138	Emotions as strategic information: Effects of otherâ€™s emotional expressions on fixed-pie perception, demands, and integrative behavior in negotiation. Journal of Experimental Social Psychology, 2008, 44, 1444-1454.	1.3	98
139	A Reciprocal Influence Model of Social Power: Emerging Principles and Lines of Inquiry. Advances in Experimental Social Psychology, 2008, 40, 151-192.	2.0	196
140	Power, Distress, and Compassion. Psychological Science, 2008, 19, 1315-1322.	1.8	410
141	What Other's Disappointment May Do to Selfish People: Emotion and Social Value Orientation in a Negotiation Context. Personality and Social Psychology Bulletin, 2008, 34, 1084-1095.	1.9	57
142	A social functional approach to emotions in bargaining: When communicating anger pays and when it backfires.. Journal of Personality and Social Psychology, 2008, 94, 600-614.	2.6	151
143	Facing Differences With an Open Mind: Openness to Experience, Salience of Intragroup Differences, and Performance of Diverse Work Groups. Academy of Management Journal, 2008, 51, 1204-1222.	4.3	364
144	Vessels with Gold or Guilt: Emotional Reactions to Family Involvement Associated with Glorious or Gloomy Aspects of the Colonial Past. Group Processes and Intergroup Relations, 2007, 10, 71-86.	2.4	27

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145	Bridging faultlines by valuing diversity: Diversity beliefs, information elaboration, and performance in diverse work groups.. Journal of Applied Psychology, 2007, 92, 1189-1199.	4.2	523
146	Interacting Dimensions of Diversity: Cross-Categorization and the Functioning of Diverse Work Groups.. Group Dynamics, 2007, 11, 79-94.	0.7	74
147	Expressing anger in conflict: When it helps and when it hurts.. Journal of Applied Psychology, 2007, 92, 1557-1569.	4.2	249
148	Emotion in Conflict and Negotiation: Introducing the Emotions as Social Information (EASI) Model. SSRN Electronic Journal, 2007, , .	0.4	4
149	Group member prototypicality and intergroup negotiation: How one's standing in the group affects negotiation behaviour. British Journal of Social Psychology, 2007, 46, 129-152.	1.8	56
150	Supplication and appeasement in conflict and negotiation: The interpersonal effects of disappointment, worry, guilt, and regret.. Journal of Personality and Social Psychology, 2006, 91, 124-142.	2.6	182
151	Power and emotion in negotiation: power moderates the interpersonal effects of anger and happiness on concession making. European Journal of Social Psychology, 2006, 36, 557-581.	1.5	378
152	The Interpersonal Effects of Anger and Happiness in Negotiations.. Journal of Personality and Social Psychology, 2004, 86, 57-76.	2.6	688
153	The influence of power on the information search, impression formation, and demands in negotiation. Journal of Experimental Social Psychology, 2004, 40, 303-319.	1.3	206
154	The Interpersonal Effects of Emotions in Negotiations: A Motivated Information Processing Approach.. Journal of Personality and Social Psychology, 2004, 87, 510-528.	2.6	484
155	SOCIAL VALUE ORIENTATION AND IMPRESSION FORMATION: A TEST OF TWO COMPETING HYPOTHESES ABOUT INFORMATION SEARCH IN NEGOTIATION. International Journal of Conflict Management, 2002, 13, 59-77.	1.0	57
156	Power Distance, Conflict Resolution and Status Conflicts in Teams: How Do Team Power Dynamics Impact Conflict Resolution?. SSRN Electronic Journal, 0, , .	0.4	2
157	Longer-Term Consequences of Anger Expression in Negotiation: Retaliation or Spill Over?. SSRN Electronic Journal, 0, , .	0.4	3
158	The Jekyll and Hyde of Emotional Intelligence: Emotion-Regulation Knowledge Facilitates Both Prosocial and Interpersonally Deviant Behavior. , 0, .		1
159	Group Member Prototypicality and Intergroup Negotiation: How One's Standing in the Group Affects Negotiation Behavior. SSRN Electronic Journal, 0, , .	0.4	3
160	The Influence of Group Norms on Representatives' Behavior in Intergroup Negotiations: The Role of Standing and Need to Belong. SSRN Electronic Journal, 0, , .	0.4	0
161	When Leader Emotional Displays Conflict with Follower Social-Relational Goals. SSRN Electronic Journal, 0, , .	0.4	0
162	Power, Social Categorization, and Social Motives in Negotiation: Implications for Management and Organizational Leadership. , 0, , 153-168.		1