

Ingrid Fulmer

List of Publications by Year in descending order

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33
papers

1,903
citations

471509

17
h-index

580821

25
g-index

35
all docs

35
docs citations

35
times ranked

1629
citing authors

#	ARTICLE	IF	CITATIONS
1	ARE THE 100 BEST BETTER? AN EMPIRICAL INVESTIGATION OF THE RELATIONSHIP BETWEEN BEING A "GREAT PLACE TO WORK" AND FIRM PERFORMANCE. <i>Personnel Psychology</i> , 2003, 56, 965-993.	2.8	290
2	Personality and citizenship behavior: The mediating role of job satisfaction.. <i>Journal of Applied Psychology</i> , 2009, 94, 945-959.	5.3	250
3	AN EXPLORATION OF MEMBER ROLES AS A MULTILEVEL LINKING MECHANISM FOR INDIVIDUAL TRAITS AND TEAM OUTCOMES. <i>Personnel Psychology</i> , 2005, 58, 343-365.	2.8	190
4	Agency Theory Revisited: CEO Return and Shareholder Interest Alignment. <i>Academy of Management Journal</i> , 2010, 53, 1029-1049.	6.3	190
5	Pay and Performance: Individuals, Groups, and Executives. <i>Academy of Management Annals</i> , 2009, 3, 251-315.	9.6	131
6	Pay and Performance: Individuals, Groups, and Executives. <i>Academy of Management Annals</i> , 2009, 3, 251-315.	9.6	122
7	The Medium and the Message: The Adaptive Use of Communication Media in Dyadic Influence. <i>Academy of Management Review</i> , 2004, 29, 272-292.	11.7	117
8	"Our Most Important Asset". <i>Journal of Management</i> , 2014, 40, 161-192.	9.3	106
9	Lying and Smiling: Informational and Emotional Deception in Negotiation. <i>Journal of Business Ethics</i> , 2009, 88, 691-709.	6.0	102
10	THE SMART NEGOTIATOR: COGNITIVE ABILITY AND EMOTIONAL INTELLIGENCE IN NEGOTIATION. <i>International Journal of Conflict Management</i> , 2004, 15, 245-272.	1.9	88
11	Fine-tuning what we know about employees' experience with flexible work arrangements and their job attitudes. <i>Human Resource Management</i> , 2018, 57, 381-395.	5.8	48
12	THE ELEPHANT IN THE ROOM: LABOR MARKET INFLUENCES ON CEO COMPENSATION. <i>Personnel Psychology</i> , 2009, 62, 659-695.	2.8	47
13	Structuring for innovative responses to human resource challenges: A skunk works approach. <i>Human Resource Management Review</i> , 2021, 31, 100768.	4.8	41
14	Editor's Comments: The Craft of Writing Theory Articles—Variety and Similarity in <i>AMR</i> . <i>Academy of Management Review</i> , 2012, 37, 327-331.	11.7	37
15	Perspectives of Managers Toward Workplace Breastfeeding Support in the State of Michigan. <i>Journal of Human Lactation</i> , 2011, 27, 138-146.	1.6	29
16	Person-based differences in pay reactions: A compensation-activation theory and integrative conceptual review.. <i>Journal of Applied Psychology</i> , 2018, 103, 939-958.	5.3	25
17	Managed Hearts and Wallets: Ethical Issues in Emotional Influence By and Within Organizations. <i>Business Ethics Quarterly</i> , 2009, 19, 155-191.	1.5	23
18	Ideal or an ordeal for organizations?. <i>Organizational Psychology Review</i> , 2017, 7, 281-305.	4.3	18

#	ARTICLE	IF	CITATIONS
19	Development and Piloting of an Instrument That Measures Company Support for Breastfeeding. <i>Journal of Human Lactation</i> , 2012, 28, 20-27.	1.6	17
20	Methodological Challenges in the Study of Negotiator Affect. <i>International Negotiation</i> , 2004, 9, 485-502.	0.5	10
21	More Bang for the Buck?: Personality Traits as Moderators of Responsiveness to Pay-for-Performance. <i>Human Performance</i> , 2015, 28, 40-65.	2.4	9
22	Payoffs for layoffs? An examination of CEO relative pay and firm performance surrounding layoff announcements. <i>Personnel Psychology</i> , 2019, 72, 81-106.	2.8	8
23	Compensation, Benefits, and Total Rewards: A Bird's-Eye (Re)View. <i>Annual Review of Organizational Psychology and Organizational Behavior</i> , 2022, 9, 147-169.	9.9	2
24	"Personality and citizenship behavior: The mediating role of job satisfaction": Correction.. <i>Journal of Applied Psychology</i> , 2010, 95, 404-404.	5.3	1
25	The Hidden Costs of Strategic Heterogeneity in Human Resource Management System Use. <i>Proceedings - Academy of Management</i> , 2015, 2015, 15979.	0.1	1
26	Emotion in Influence: A Connectionist Model. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
27	Pushing Emotional Buttons: Ethics and Affective Influence in Organizations. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
28	Development of an instrument to measure manager attitudes toward workplace breastfeeding support. <i>FASEB Journal</i> , 2010, 24, 556.15.	0.5	0
29	Do CEOs Expect Payoffs from Layoffs? The Relationship Between CEO Relative Pay and Layoffs. <i>Proceedings - Academy of Management</i> , 2015, 2015, 16806.	0.1	0
30	Fine-Tuning What We Know About Flexible Work Arrangements: Deconstructing Employees'™ Experience. <i>Proceedings - Academy of Management</i> , 2016, 2016, 13192.	0.1	0
31	Bridging the gap between pay communication and pay reactions: Pay information seeking behavior. <i>Proceedings - Academy of Management</i> , 2017, 2017, 10659.	0.1	0
32	How Do Co-Workers React When a Woman Receives the Highest Pay?: A Theoretical Model of Pay Status. <i>Proceedings - Academy of Management</i> , 2019, 2019, 18659.	0.1	0
33	Pay Communication: Expanding Conceptualizations and Evidence. <i>Proceedings - Academy of Management</i> , 2020, 2020, 12829.	0.1	0