

Ingrid Fulmer

List of Publications by Year in descending order

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Version: 2024-02-01

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	Compensation, Benefits, and Total Rewards: A Bird's-Eye (Re)View. Annual Review of Organizational Psychology and Organizational Behavior, 2022, 9, 147-169.	9.9	2
2	Structuring for innovative responses to human resource challenges: A skunk works approach. Human Resource Management Review, 2021, 31, 100768.	4.8	41
3	Pay Communication: Expanding Conceptualizations and Evidence. Proceedings - Academy of Management, 2020, 2020, 12829.	0.1	0
4	Payoffs for layoffs? An examination of CEO relative pay and firm performance surrounding layoff announcements. Personnel Psychology, 2019, 72, 81-106.	2.8	8
5	How Do Co-Workers React When a Woman Receives the Highest Pay?: A Theoretical Model of Pay Status. Proceedings - Academy of Management, 2019, 2019, 18659.	0.1	0
6	Fine-tuning what we know about employees' experience with flexible work arrangements and their job attitudes. Human Resource Management, 2018, 57, 381-395.	5.8	48
7	Person-based differences in pay reactions: A compensation-activation theory and integrative conceptual review.. Journal of Applied Psychology, 2018, 103, 939-958.	5.3	25
8	Ideal or an ordeal for organizations?. Organizational Psychology Review, 2017, 7, 281-305.	4.3	18
9	Bridging the gap between pay communication and pay reactions: Pay information seeking behavior. Proceedings - Academy of Management, 2017, 2017, 10659.	0.1	0
10	Fine-Tuning What We Know About Flexible Work Arrangements: Deconstructing Employees'™ Experience. Proceedings - Academy of Management, 2016, 2016, 13192.	0.1	0
11	More Bang for the Buck?: Personality Traits as Moderators of Responsiveness to Pay-for-Performance. Human Performance, 2015, 28, 40-65.	2.4	9
12	The Hidden Costs of Strategic Heterogeneity in Human Resource Management System Use. Proceedings - Academy of Management, 2015, 2015, 15979.	0.1	1
13	Do CEOs Expect Payoffs from Layoffs? The Relationship Between CEO Relative Pay and Layoffs. Proceedings - Academy of Management, 2015, 2015, 16806.	0.1	0
14	“Our Most Important Asset”. Journal of Management, 2014, 40, 161-192.	9.3	106
15	Development and Piloting of an Instrument That Measures Company Support for Breastfeeding. Journal of Human Lactation, 2012, 28, 20-27.	1.6	17
16	Editor's Comments: The Craft of Writing Theory Articles”Variety and Similarity in <i>AMR</i>. Academy of Management Review, 2012, 37, 327-331.	11.7	37
17	Perspectives of Managers Toward Workplace Breastfeeding Support in the State of Michigan. Journal of Human Lactation, 2011, 27, 138-146.	1.6	29
18	Agency Theory Revisited: CEO Return and Shareholder Interest Alignment. Academy of Management Journal, 2010, 53, 1029-1049.	6.3	190

#	ARTICLE	IF	CITATIONS
19	"Personality and citizenship behavior: The mediating role of job satisfaction": Correction.. Journal of Applied Psychology, 2010, 95, 404-404.	5.3	1
20	Development of an instrument to measure manager attitudes toward workplace breastfeeding support. FASEB Journal, 2010, 24, 556.15.	0.5	0
21	6â€fPay and Performance: Individuals, Groups, and Executives. Academy of Management Annals, 2009, 3, 251-315.	9.6	122
22	Lying and Smiling: Informational and Emotional Deception in Negotiation. Journal of Business Ethics, 2009, 88, 691-709.	6.0	102
23	THE ELEPHANT IN THE ROOM: LABOR MARKET INFLUENCES ON CEO COMPENSATION. Personnel Psychology, 2009, 62, 659-695.	2.8	47
24	6â€fPay and Performance: Individuals, Groups, and Executives. Academy of Management Annals, 2009, 3, 251-315.	9.6	131
25	Personality and citizenship behavior: The mediating role of job satisfaction.. Journal of Applied Psychology, 2009, 94, 945-959.	5.3	250
26	Managed Hearts and Wallets: Ethical Issues in Emotional Influence By and Within Organizations. Business Ethics Quarterly, 2009, 19, 155-191.	1.5	23
27	AN EXPLORATION OF MEMBER ROLES AS A MULTILEVEL LINKING MECHANISM FOR INDIVIDUAL TRAITS AND TEAM OUTCOMES. Personnel Psychology, 2005, 58, 343-365.	2.8	190
28	Methodological Challenges in the Study of Negotiator Affect. International Negotiation, 2004, 9, 485-502.	0.5	10
29	THE SMART NEGOTIATOR: COGNITIVE ABILITY AND EMOTIONAL INTELLIGENCE IN NEGOTIATION. International Journal of Conflict Management, 2004, 15, 245-272.	1.9	88
30	The Medium and the Message: The Adaptive Use of Communication Media in Dyadic Influence. Academy of Management Review, 2004, 29, 272-292.	11.7	117
31	ARE THE 100 BEST BETTER? AN EMPIRICAL INVESTIGATION OF THE RELATIONSHIP BETWEEN BEING A "GREAT PLACE TO WORK" AND FIRM PERFORMANCE. Personnel Psychology, 2003, 56, 965-993.	2.8	290
32	Emotion in Influence: A Connectionist Model. SSRN Electronic Journal, 0, , .	0.4	0
33	Pushing Emotional Buttons: Ethics and Affective Influence in Organizations. SSRN Electronic Journal, 0, , .	0.4	0