

# Sunita Sah

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/7981045/publications.pdf>

Version: 2024-02-01

48  
papers

1,692  
citations

361413

20  
h-index

361022

35  
g-index

49  
all docs

49  
docs citations

49  
times ranked

1842  
citing authors

#	ARTICLE	IF	CITATIONS
1	Ten considerations for effectively managing the COVID-19 transition. <i>Nature Human Behaviour</i> , 2020, 4, 677-687.	12.0	234
2	The Unintended Consequences of Conflict of Interest Disclosure. <i>JAMA - Journal of the American Medical Association</i> , 2012, 307, 669.	7.4	212
3	Physicians under the Influence: Social Psychology and Industry Marketing Strategies. <i>Journal of Law, Medicine and Ethics</i> , 2013, 41, 665-672.	0.9	134
4	The Limits of Transparency: Pitfalls and Potential of Disclosing Conflicts of Interest. <i>American Economic Review</i> , 2011, 101, 423-428.	8.5	131
5	Nothing to Declare. <i>Psychological Science</i> , 2014, 25, 575-584.	3.3	106
6	The burden of disclosure: Increased compliance with distrusted advice.. <i>Journal of Personality and Social Psychology</i> , 2013, 104, 289-304.	2.8	101
7	Cheap talk and credibility: The consequences of confidence and accuracy on advisor credibility and persuasiveness. <i>Organizational Behavior and Human Decision Processes</i> , 2013, 121, 246-255.	2.5	84
8	Association Between Academic Medical Center Pharmaceutical Detailing Policies and Physician Prescribing. <i>JAMA - Journal of the American Medical Association</i> , 2017, 317, 1785.	7.4	79
9	The Morality of Larks and Owls. <i>Psychological Science</i> , 2014, 25, 2272-2274.	3.3	73
10	Conflicts of Interest and Your Physician: Psychological Processes That Cause Unexpected Changes in Behavior. <i>Journal of Law, Medicine and Ethics</i> , 2012, 40, 482-487.	0.9	56
11	Managing perceptions of distress at work: Reframing emotion as passion. <i>Organizational Behavior and Human Decision Processes</i> , 2016, 137, 1-12.	2.5	47
12	The Effects of Public Disclosure of Industry Payments to Physicians on Patient Trust: A Randomized Experiment. <i>Journal of General Internal Medicine</i> , 2017, 32, 1186-1192.	2.6	45
13	Effect of Reminders of Personal Sacrifice and Suggested Rationalizations on Residents' Self-Reported Willingness to Accept Gifts. <i>JAMA - Journal of the American Medical Association</i> , 2010, 304, 1204.	7.4	42
14	A call for more science in forensic science. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2018, 115, 4541-4544.	7.1	39
15	Effect of physician disclosure of specialty bias on patient trust and treatment choice. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2016, 113, 7465-7469.	7.1	37
16	More Affected = More Neglected. <i>Social Psychological and Personality Science</i> , 2012, 3, 365-372.	3.9	34
17	Clinical practice guidelines and the overuse of health care services: need for reform. <i>Cmaj</i> , 2019, 191, E297-E298.	2.0	26
18	Conflicted advice and second opinions: Benefits, but unintended consequences. <i>Organizational Behavior and Human Decision Processes</i> , 2015, 130, 89-107.	2.5	24

#	ARTICLE	IF	CITATIONS
19	Conflict of interest disclosure as an expertise cue: Differential effects due to automatic versus deliberative processing. <i>Organizational Behavior and Human Decision Processes</i> , 2018, 147, 127-146.	2.5	24
20	Insinuation Anxiety: Concern That Advice Rejection Will Signal Distrust After Conflict of Interest Disclosures. <i>Personality and Social Psychology Bulletin</i> , 2019, 45, 1099-1112.	3.0	22
21	Investigation Momentum: The Relentless Pursuit to Resolve Uncertainty. <i>JAMA Internal Medicine</i> , 2013, 173, 932.	5.1	21
22	Policy solutions to conflicts of interest: the value of professional norms. <i>Behavioural Public Policy</i> , 2017, 1, 177-189.	2.4	18
23	Conflict of interest disclosure as a reminder of professional norms: Clients first!. <i>Organizational Behavior and Human Decision Processes</i> , 2019, 154, 62-79.	2.5	18
24	Blinding prosecutors to defendants' race: A policy proposal to reduce unconscious bias in the criminal justice system. <i>Behavioral Science and Policy</i> , 2015, 1, 69-76.	0.4	18
25	Patient responses to physician disclosures of industry conflicts of interest: A randomized field experiment. <i>Organizational Behavior and Human Decision Processes</i> , 2021, 166, 27-38.	2.5	17
26	Investigations Before Examinations. <i>JAMA Internal Medicine</i> , 2015, 175, 342.	5.1	12
27	Disclosing conflicts of interest in patient decision aids. <i>BMC Medical Informatics and Decision Making</i> , 2013, 13, S3.	3.0	8
28	Conflict of interest disclosure with high-quality advice: The disclosure penalty and the altruistic signal. <i>Psychology, Public Policy, and Law</i> , 2020, 26, 88-104.	1.2	5
29	Mind the (information) gap: Strategic nondisclosure by marketers and interventions to increase consumer deliberation. <i>Journal of Experimental Psychology: Applied</i> , 2020, 26, 432-452.	1.2	5
30	Essays on Conflicts of Interest in Medicine. <i>Business and Society</i> , 2013, 52, 666-678.	6.4	3
31	Confessing one's sins but still committing them: transparency and the failure of disclosure. , 0, , 148-164.		3
32	Amplification of the status quo bias among physicians making medical decisions. <i>Applied Cognitive Psychology</i> , 2021, 35, 1374-1386.	1.6	3
33	Nothing to Declare: Mandatory and Voluntary Disclosure Leads Advisors to Avoid Conflicts of Interest. <i>SSRN Electronic Journal</i> , 2013, , .	0.4	2
34	Physicians Under the Influence: Social Psychology and Industry Marketing Strategies. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
35	Understanding the (perverse) effects of disclosing conflicts of interest: A direct replication study. <i>Journal of Economic Psychology</i> , 2019, 75, 102118.	2.2	1
36	"Interpersonal Trust: What Are We Talking About, What Are We Measuring, and Where Are We Going?". <i>Proceedings - Academy of Management</i> , 2015, 2015, 10535.	0.1	1

#	ARTICLE	IF	CITATIONS
37	Trust and the disclosure of conflicts of interest: The disclosure penalty and the altruistic signal. Proceedings - Academy of Management, 2017, 2017, 12660.	0.1	1
38	Second Thoughts on Second Opinions—Conflicted Advisors Exaggerate More When They are Second-Guessed. Proceedings - Academy of Management, 2013, 2013, 17349.	0.1	1
39	Combating biased decisionmaking & promoting justice & equal treatment. Behavioral Science and Policy, 2016, 2, 78-87.	0.4	1
40	Conflict of Interest Disclosure With High Quality Advice: The Disclosure Penalty and the Altruistic Signal. SSRN Electronic Journal, 0, , .	0.4	1
41	Nothing to Declare: Disclosure Leads Advisors to Avoid Conflicts of Interest. Proceedings - Academy of Management, 2013, 2013, 12748.	0.1	0
42	Gambling on second opinions: How seeking a second opinion can impact your primary advisor's advice. Proceedings - Academy of Management, 2014, 2014, 14030.	0.1	0
43	Disclosure and Strategic Restraint: The Appropriateness of Bias in Medical and Business Contexts. Proceedings - Academy of Management, 2016, 2016, 15975.	0.1	0
44	Conflict of Interest Disclosure as an Expertise Cue: Automatic versus Deliberative Processing. Proceedings - Academy of Management, 2018, 2018, 12505.	0.1	0
45	A Sense of Professionalism Predicts Increased Acceptance and Influence from Conflicts of Interest. Proceedings - Academy of Management, 2018, 2018, 12526.	0.1	0
46	Beyond Taking and Accuracy: Advancing Advice Research with New Perspectives. Proceedings - Academy of Management, 2019, 2019, 11619.	0.1	0
47	The Farce of Consent: Psychological Factors that Challenge the Notion of Voluntary Consent. Proceedings - Academy of Management, 2019, 2019, 11214.	0.1	0
48	Privacy and Personalization Strategies for Winning Customer Trust and Promoting Customer Engagement. Proceedings - Academy of Management, 2020, 2020, 18337.	0.1	0