

# 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	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
2	Amplification of the status quo bias among physicians making medical decisions. <i>Applied Cognitive Psychology</i> , 2021, 35, 1374-1386.	1.6	3
3	Ten considerations for effectively managing the COVID-19 transition. <i>Nature Human Behaviour</i> , 2020, 4, 677-687.	12.0	234
4	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
5	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
6	Privacy and Personalization Strategies for Winning Customer Trust and Promoting Customer Engagement. <i>Proceedings - Academy of Management</i> , 2020, 2020, 18337.	0.1	0
7	Clinical practice guidelines and the overuse of health care services: need for reform. <i>Cmaj</i> , 2019, 191, E297-E298.	2.0	26
8	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
9	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
10	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
11	Beyond Taking and Accuracy: Advancing Advice Research with New Perspectives. <i>Proceedings - Academy of Management</i> , 2019, 2019, 11619.	0.1	0
12	The Farce of Consent: Psychological Factors that Challenge the Notion of Voluntary Consent. <i>Proceedings - Academy of Management</i> , 2019, 2019, 11214.	0.1	0
13	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
14	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
15	Conflict of Interest Disclosure as an Expertise Cue: Automatic versus Deliberative Processing. <i>Proceedings - Academy of Management</i> , 2018, 2018, 12505.	0.1	0
16	A Sense of Professionalism Predicts Increased Acceptance and Influence from Conflicts of Interest. <i>Proceedings - Academy of Management</i> , 2018, 2018, 12526.	0.1	0
17	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
18	Policy solutions to conflicts of interest: the value of professional norms. <i>Behavioural Public Policy</i> , 2017, 1, 177-189.	2.4	18

#	ARTICLE	IF	CITATIONS
19	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
20	Trust and the disclosure of conflicts of interest: The disclosure penalty and the altruistic signal. <i>Proceedings - Academy of Management</i> , 2017, 2017, 12660.	0.1	1
21	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
22	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
23	Combating biased decisionmaking & promoting justice & equal treatment. <i>Behavioral Science and Policy</i> , 2016, 2, 78-87.	0.4	1
24	Disclosure and Strategic Restraint: The Appropriateness of Bias in Medical and Business Contexts. <i>Proceedings - Academy of Management</i> , 2016, 2016, 15975.	0.1	0
25	Conflicted advice and second opinions: Benefits, but unintended consequences. <i>Organizational Behavior and Human Decision Processes</i> , 2015, 130, 89-107.	2.5	24
26	Investigations Before Examinations. <i>JAMA Internal Medicine</i> , 2015, 175, 342.	5.1	12
27	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
28	"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
29	Nothing to Declare. <i>Psychological Science</i> , 2014, 25, 575-584.	3.3	106
30	The Morality of Larks and Owls. <i>Psychological Science</i> , 2014, 25, 2272-2274.	3.3	73
31	Gambling on second opinions: How seeking a second opinion can impact your primary advisor's™ advice. <i>Proceedings - Academy of Management</i> , 2014, 2014, 14030.	0.1	0
32	The burden of disclosure: Increased compliance with distrusted advice.. <i>Journal of Personality and Social Psychology</i> , 2013, 104, 289-304.	2.8	101
33	Disclosing conflicts of interest in patient decision aids. <i>BMC Medical Informatics and Decision Making</i> , 2013, 13, S3.	3.0	8
34	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
35	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
36	Essays on Conflicts of Interest in Medicine. <i>Business and Society</i> , 2013, 52, 666-678.	6.4	3

#	ARTICLE	IF	CITATIONS
37	Investigation Momentum: The Relentless Pursuit to Resolve Uncertainty. JAMA Internal Medicine, 2013, 173, 932.	5.1	21
38	Nothing to Declare: Mandatory and Voluntary Disclosure Leads Advisors to Avoid Conflicts of Interest. SSRN Electronic Journal, 2013, , .	0.4	2
39	Nothing to Declare: Disclosure Leads Advisors to Avoid Conflicts of Interest. Proceedings - Academy of Management, 2013, 2013, 12748.	0.1	0
40	Second Thoughts on Second Opinions—Conflicted Advisors Exaggerate More When They are Second-Guessed. Proceedings - Academy of Management, 2013, 2013, 17349.	0.1	1
41	The Unintended Consequences of Conflict of Interest Disclosure. JAMA - Journal of the American Medical Association, 2012, 307, 669.	7.4	212
42	Conflicts of Interest and Your Physician: Psychological Processes That Cause Unexpected Changes in Behavior. Journal of Law, Medicine and Ethics, 2012, 40, 482-487.	0.9	56
43	More Affected = More Neglected. Social Psychological and Personality Science, 2012, 3, 365-372.	3.9	34
44	The Limits of Transparency: Pitfalls and Potential of Disclosing Conflicts of Interest. American Economic Review, 2011, 101, 423-428.	8.5	131
45	Effect of Reminders of Personal Sacrifice and Suggested Rationalizations on Residents' Self-Reported Willingness to Accept Gifts. JAMA - Journal of the American Medical Association, 2010, 304, 1204.	7.4	42
46	Confessing one's sins but still committing them: transparency and the failure of disclosure. , 0, , 148-164.		3
47	Physicians Under the Influence: Social Psychology and Industry Marketing Strategies. SSRN Electronic Journal, 0, , .	0.4	1
48	Conflict of Interest Disclosure With High Quality Advice: The Disclosure Penalty and the Altruistic Signal. SSRN Electronic Journal, 0, , .	0.4	1