

Shaul Shalvi

List of Publications by Year in descending order

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Version: 2024-02-01

73
papers

5,041
citations

172457

29
h-index

98798

67
g-index

77
all docs

77
docs citations

77
times ranked

3491
citing authors

#	ARTICLE	IF	CITATIONS
1	The Neuropeptide Oxytocin Regulates Parochial Altruism in Intergroup Conflict Among Humans. <i>Science</i> , 2010, 328, 1408-1411.	12.6	969
2	Oxytocin promotes human ethnocentrism. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2011, 108, 1262-1266.	7.1	686
3	Justified ethicality: Observing desired counterfactuals modifies ethical perceptions and behavior. <i>Organizational Behavior and Human Decision Processes</i> , 2011, 115, 181-190.	2.5	406
4	Self-Serving Justifications. <i>Current Directions in Psychological Science</i> , 2015, 24, 125-130.	5.3	346
5	Honesty Requires Time (and Lack of Justifications). <i>Psychological Science</i> , 2012, 23, 1264-1270.	3.3	339
6	The collaborative roots of corruption. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2015, 112, 10651-10656.	7.1	195
7	Shame closely tracks the threat of devaluation by others, even across cultures. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2016, 113, 2625-2630.	7.1	187
8	Oxytocin promotes group-serving dishonesty. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2014, 111, 5503-5507.	7.1	168
9	The Herding Hormone. <i>Psychological Science</i> , 2012, 23, 1288-1292.	3.3	139
10	Ethical Manoeuvring: Why People Avoid Both Major and Minor Lies. <i>British Journal of Management</i> , 2011, 22, S16.	5.0	110
11	Being Honest About Dishonesty: Correlating Self-Reports and Actual Lying. <i>Human Communication Research</i> , 2014, 40, 54-72.	3.4	105
12	Justifications Shape Ethical Blind Spots. <i>Psychological Science</i> , 2015, 26, 794-804.	3.3	81
13	Psychological distance boosts value-behavior correspondence in ultimatum bargaining and integrative negotiation. <i>Journal of Experimental Social Psychology</i> , 2010, 46, 824-829.	2.2	72
14	Intuitive Honesty Versus Dishonesty: Meta-Analytic Evidence. <i>Perspectives on Psychological Science</i> , 2019, 14, 778-796.	9.0	69
15	Oxytocin Motivates Non-Cooperation in Intergroup Conflict to Protect Vulnerable In-Group Members. <i>PLoS ONE</i> , 2012, 7, e46751.	2.5	68
16	Requiem for a Nudge: Framing effects in nudging honesty. <i>Journal of Economic Behavior and Organization</i> , 2020, 172, 247-266.	2.0	64
17	“I cheated, but only a little” Partial confessions to unethical behavior.. <i>Journal of Personality and Social Psychology</i> , 2014, 106, 202-217.	2.8	54
18	The Consequences of Participating in the Sharing Economy: A Transparency-Based Sharing Framework. <i>Journal of Management</i> , 2021, 47, 317-343.	9.3	49

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19	Ethical Free Riding: When Honest People Find Dishonest Partners. <i>Psychological Science</i> , 2018, 29, 1956-1968.	3.3	48
20	Getting stuck or stepping back: Effects of obstacles and construal level in the negotiation of creative solutions. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 542-548.	2.2	47
21	Deliberate honesty. <i>Current Opinion in Psychology</i> , 2015, 6, 195-198.	4.9	47
22	Support for redistribution is shaped by compassion, envy, and self-interest, but not a taste for fairness. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2017, 114, 8420-8425.	7.1	46
23	Moral firmness. <i>Journal of Economic Behavior and Organization</i> , 2013, 93, 400-407.	2.0	45
24	Honesty Speaks a Second Language. <i>Topics in Cognitive Science</i> , 2020, 12, 632-643.	1.9	44
25	Oxytocin modulates selection of allies in intergroup conflict. <i>Proceedings of the Royal Society B: Biological Sciences</i> , 2012, 279, 1150-1154.	2.6	42
26	The effects of extreme rituals on moral behavior: The performers-observers gap hypothesis. <i>Journal of Economic Psychology</i> , 2017, 59, 1-7.	2.2	42
27	Rule orientation and behavior: Development and validation of a scale measuring individual acceptance of rule violation.. <i>Psychology, Public Policy, and Law</i> , 2016, 22, 314-329.	1.2	36
28	Taxing the brain to uncover lying? Meta-analyzing the effect of imposing cognitive load on the reaction-time costs of lying.. <i>Journal of Applied Research in Memory and Cognition</i> , 2018, 7, 462-469.	1.1	33
29	Collaborative dishonesty: A meta-analytic review.. <i>Psychological Bulletin</i> , 2021, 147, 1241-1268.	6.1	33
30	People avoid situations that enable them to deceive others. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 1096-1106.	2.2	31
31	The Right Side? Under Time Pressure, Approach Motivation Leads to Right-Oriented Bias. <i>Psychological Science</i> , 2011, 22, 1403-1407.	3.3	30
32	In competitive interaction displays of red increase actors' competitive approach and perceivers' withdrawal. <i>Journal of Experimental Social Psychology</i> , 2012, 48, 1205-1208.	2.2	30
33	The Truth Comes Naturally! Does It?. <i>Journal of Language and Social Psychology</i> , 2014, 33, 417-423.	2.3	28
34	The bad consequences of teamwork. <i>Economics Letters</i> , 2017, 160, 12-15.	1.9	27
35	Oxytocin differentially modulates compromise and competitive approach but not withdrawal to antagonists from own vs. rivaling other groups. <i>Brain Research</i> , 2014, 1580, 172-179.	2.2	25
36	Corruption corrupts. <i>Nature</i> , 2016, 531, 456-457.	27.8	25

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37	Not taking responsibility: Equity trumps efficiency in allocation decisions.. Journal of Experimental Psychology: General, 2017, 146, 771-775.	2.1	21
38	Social mindfulness and prosociality vary across the globe. Proceedings of the National Academy of Sciences of the United States of America, 2021, 118, .	7.1	20
39	What Provides Justification for Cheatingâ€”Producing or Observing Counterfactuals?. Journal of Behavioral Decision Making, 2017, 30, 964-975.	1.7	18
40	Overcoming Initial Anchors: The Effect of Negotiatorsâ€™ Dispositional Control Beliefs. Negotiation and Conflict Management Research, 2010, 3, 232-248.	1.0	17
41	Buy-one-get-one-free deals attract more attention than percentage deals. Journal of Business Research, 2020, 111, 128-134.	10.2	16
42	Write when hot â€” submit when not: seasonal bias in peer review or acceptance?. Learned Publishing, 2010, 23, 117-123.	1.7	14
43	Pay to walk away: Prevention buyers prefer to avoid negotiation. Journal of Economic Psychology, 2013, 38, 40-49.	2.2	14
44	Precision in a Sellerâ€™s Market: Round Asking Prices Lead to Higher Counteroffers and Selling Prices. Management Science, 2021, 67, 1048-1055.	4.1	14
45	Resource Allocation Decisions: When Do We Sacrifice Efficiency in the Name of Equity?. , 2017, , 93-105.		12
46	Similarity increases collaborative cheating. Journal of Economic Behavior and Organization, 2020, 178, 148-173.	2.0	11
47	The implicit honesty premium: Why honest advice is more persuasive than highly informed advice.. Journal of Experimental Psychology: General, 2020, 149, 757-773.	2.1	10
48	Loss framing increases self-serving mistakes (but does not alter attention). Journal of Experimental Social Psychology, 2019, 85, 103880.	2.2	9
49	When leading by example leads to less corrupt collaboration. Journal of Economic Behavior and Organization, 2021, 188, 288-306.	2.0	9
50	Moral currencies: Explaining corrupt collaboration. Current Opinion in Psychology, 2022, 44, 270-274.	4.9	9
51	(Dis)honesty in the face of uncertain gains or losses. Journal of Economic Psychology, 2022, 90, 102487.	2.2	9
52	Honesty requires timeâ€”a reply to Foerster et al. (2013). Frontiers in Psychology, 2013, 4, 634.	2.1	8
53	Uncertain lies: How payoff uncertainty affects dishonesty. Journal of Economic Psychology, 2019, 71, 117-125.	2.2	8
54	Meta-nudging honesty: Past, present, and future of the research frontier. Current Opinion in Psychology, 2022, 47, 101426.	4.9	8

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55	Lies that feel honest: Dissociating between incentive and deviance processing when evaluating dishonesty. <i>Biological Psychology</i> , 2016, 117, 100-107.	2.2	6
56	Does Approach Motivation Induce Right-Oriented Bias? Reply to Price and Wolfers (2014). <i>Psychological Science</i> , 2014, 25, 2112-2115.	3.3	4
57	Rule Orientation and Behavior: Development and Validation of a Scale Measuring Individual Acceptance of Rule Violation. <i>SSRN Electronic Journal</i> , 2016, , .	0.4	4
58	Corrupt collaboration: a behavioral ethics approach. , 0, , 134-148.		4
59	Group moral discount: Diffusing blame when judging group members. <i>Journal of Behavioral Decision Making</i> , 2019, 32, 212-228.	1.7	4
60	The opportunities and challenges of behavioral field research on misconduct. <i>Organizational Behavior and Human Decision Processes</i> , 2021, 166, 1-8.	2.5	4
61	The Danger of Unrealistic Optimism: Linking Caregivers' Perceived Ability to Help Victims of Terror With Their Own Secondary Traumatic Stress. <i>Journal of Applied Social Psychology</i> , 2011, 41, 2656-2672.	2.0	3
62	One-by-One or All-at-Once? Self-Reporting Policies and Dishonesty. <i>Frontiers in Psychology</i> , 2016, 7, 113.	2.1	2
63	Honesty Speaks a Second Language. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
64	Leaving with something: When do people experience an equityâ€“efficiency conflict?. <i>Journal of Behavioral Decision Making</i> , 2021, 34, 213-227.	1.7	2
65	Psychological science for a responsible sharing economy. <i>Current Opinion in Psychology</i> , 2022, 44, 100-105.	4.9	2
66	Lack of safe environment: Emotional difficulties and coping among clinicians treating traumatized patients within a terrorized societyâ€“Israel 2006.. <i>Traumatology</i> , 2006, 12, 282-292.	2.4	1
67	When should we submit our papers? Reply to Hartley. <i>Learned Publishing</i> , 2011, 24, 33-34.	1.7	1
68	Requiem for a Nudge: Framing Effects in Nudging Honesty. <i>SSRN Electronic Journal</i> , 2019, , .	0.4	1
69	Financial temptation increases civic honesty. <i>Science</i> , 2019, 365, 29-30.	12.6	1
70	Motivated Interpretations of Deceptive Information. <i>Brain Sciences</i> , 2021, 11, 297.	2.3	1
71	Reply to Komatsu etÂˆal.: From local social mindfulness to global sustainability efforts?. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2022, 119, e2119303118.	7.1	1
72	Reply to Nielsen etÂˆal.: Social mindfulness is associated with countriesâ€™ environmental performance and individual environmental concern. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2022, 119, .	7.1	1

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73	'I Cheated, But Only a Little' – Partial Confessions to Unethical Behavior. SSRN Electronic Journal, 2013, , .	0.4	0