Mara Olekalns

List of Publications by Year
in descending order

67 papers	**2,723** citations	257450 **24** h-index	197818 **49** g-index
71 all docs	**71** docs citations	**71** times ranked	**1100** citing authors

#	Article	IF	Citations
1	Affectivity, Organizational Stressors, and Absenteeism: A Causal Model of Burnout and Its Consequences. Journal of Vocational Behavior, 1998, 52, 1-23.	3.4	261
2	The Positive and Negative Effects of Anger on Dispute Resolution: Evidence From Electronically Mediated Disputes.. Journal of Applied Psychology, 2004, 89, 369-376.	5.3	219
3	Sticks And Stones: Language, Face, And Online Dispute Resolution. Academy of Management Journal, 2007, 50, 85-99.	6.3	186
4	PHASES, TRANSITIONS AND INTERRUPTIONS: MODELING PROCESSES IN MULTIâ€PARTY NEGOTIATIONS. International Journal of Conflict Management, 2003, 14, 191-211.	1.9	141
5	The Process of Negotiating: Strategy and Timing as Predictors of Outcomes. Organizational Behavior and Human Decision Processes, 1996, 68, 68-77.	2.5	132
6	Testing the relationships among negotiatorsâ€™ motivational orientations, strategy choices, and outcomes. Journal of Experimental Social Psychology, 2003, 39, 101-117.	2.2	122
7	Mutually Dependent: Power, Trust, Affect and the Use of Deception in Negotiation. Journal of Business Ethics, 2009, 85, 347-365.	6.0	122
8	Conflicting social motives in negotiating groups.. Journal of Personality and Social Psychology, 2007, 93, 994-1010.	2.8	117
9	Negotiating the Gender Divide. Journal of Management, 2012, 38, 1387-1415.	9.3	113
10	Loose with the Truth: Predicting Deception in Negotiation. Journal of Business Ethics, 2007, 76, 225-238.	6.0	106
11	Moments in Time: Metacognition, Trust, and Outcomes in Dyadic Negotiations. Personality and Social Psychology Bulletin, 2005, 31, 1696-1707.	3.0	89
12	Quantitative Coding of Negotiation Behavior. International Negotiation, 2004, 9, 441-456.	0.5	83
13	Social Value Orientations and Strategy Choices in Competitive Negotiations. Personality and Social Psychology Bulletin, 1999, 25, 657-668.	3.0	80
14	Emotions in negotiation. Group Decision and Negotiation, 2008, 17, 1-11.	3.3	79
15	Resolving the empty core: trust as a determinant of outcomes in three-party negotiations. Group Decision and Negotiation, 2007, 16, 527-538.	3.3	63
16	Interpretive Filters: Social Cognition and the Impact of Turning Points in Negotiation. Negotiation Journal, 2009, 25, 13-40.	0.5	63
17	SOCIAL MOTIVES IN NEGOTIATION: THE RELATIONSHIPS BETWEEN DYAD COMPOSITION, NEGOTIATION PROCESSES AND OUTCOMES. International Journal of Conflict Management, 2003, 14, 233-254.	1.9	60
18	With Feeling: How Emotions Shape Negotiation. Negotiation Journal, 2014, 30, 455-478.	0.5	55

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19	Dyadic Power Profiles: Power-Contingent Strategies for Value Creation in Negotiation. Human Communication Research, 2013, 39, 3-20.	3.4	52
20	Motivational Primes, Trust, and Negotiators' Reaction to a Crisis. Journal of Conflict Resolution, 2013, 57, 966-990.	2.0	49
21	Emergent Negotiations: Stability and Shifts in Negotiation Dynamics. Negotiation and Conflict Management Research, 2008, 1, 135-160.	1.0	47
22	Social value orientations and negotiator outcomes. European Journal of Social Psychology, 1996, 26, 299-313.	2.4	42
23	Turning Points in Negotiation. Negotiation and Conflict Management Research, 2011, 4, 1-7.	1.0	42
24	Gradual Drifts, Abrupt Shocks: From Relationship Fractures to Relational Resilience. Academy of Management Annals, 2020, 14, 1-28.	9.6	37
25	An Ethical Analysis of Emotional Labor. Journal of Business Ethics, 2019, 160, 17-34.	6.0	28
26	Words Are All I Have: Linguistic Cues as Predictors of Settlement in Divorce Mediation. Negotiation and Conflict Management Research, 2010, 3, 145-168.	1.0	25
27	After the fall: Regulatory focus, trust and negotiators' responses to a crisis. Journal of Trust Research, 2017, 7, 51-70.	0.8	24
28	Sweet Little Lies: Social Context and the Use of Deception in Negotiation. Journal of Business Ethics, 2014, 120, 13-26.	6.0	23
29	Punctuated negotiations: transitions, interruptions, and turning points. , 2013, , 332-356.		22
30	Maybe It's Right, Maybe It's Wrong: Structural and Social Determinants of Deception in Negotiation. Journal of Business Ethics, 2014, 122, 89-102.	6.0	20
31	Process in Cross-Cultural Negotiations. Negotiation Journal, 1999, 15, 373-380.	0.5	19
32	Market forces, negotiator frames and transaction outcomes. European Journal of Social Psychology, 1994, 24, 403-416.	2.4	18
33	Cognitive Representations of Negotiation. Australian Journal of Management, 2005, 30, 57-76.	2.2	18
34	Normatively Speaking: Do Cultural Norms Influence Negotiation, Conflict Management, and Communication?. Negotiation and Conflict Management Research, 2019, 12, 146-160.	1.0	18
35	The Balance of Power: Effects of Role and Market Forces on Negotiated Outcomes1. Journal of Applied Social Psychology, 1991, 21, 1012-1033.	2.0	13
36	Context, issues and frame as determinants of negotiated outcomes. British Journal of Social Psychology, 1994, 33, 197-210.	2.8	13

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37	Situational cues as moderators of the frame-outcome relationship. British Journal of Social Psychology, 1997, 36, 191-209.	2.8	11
38	BAUBLES, BANGLES, AND BEADS: MODELING THE EVOLUTION OF NEGOTIATING GROUPS OVER TIME. Research on Managing Groups and Teams, 0, , 39-64.	0.6	11
39	Advancing the scientific understanding of trust in the contexts of negotiations and repeated bargaining. Journal of Trust Research, 2017, 7, 15-21.	0.8	11
40	With Feeling: How Emotions Shape Negotiation. Advances in Group Decision and Negotiation, 2015, , 33-50.	0.1	11
41	Think Globally, Act Locally: Towards an Adaptive Model of Dyadic Negotiations in Organizations. SSRN Electronic Journal, 2003, , .	0.4	10
42	Cross‐Cultural Difference in Reactions to Facework During Service Failures. Negotiation and Conflict Management Research, 2011, 4, 352-380.	1.0	8
43	Markov Chain Models of Communication Processes in Negotiation. International Negotiation, 2005, 10, 97-114.	0.5	7
44	Beyond the Deal: Next Generation Negotiation Skills‐Introduction to Special Issue. Negotiation and Conflict Management Research, 2008, 1, 309-314.	1.0	7
45	Conflict at work: Defining and resolving organisational conflicts. Australian Psychologist, 1997, 32, 56-61.	1.6	6
46	See the Benefit: Adversity Appraisal and Subjective Value in Negotiation. Negotiation Journal, 2018, 34, 379-400.	0.5	6
47	Spirals of Trust: Identifying the Factors that Shape and Sustain Trust in Negotiation. SSRN Electronic Journal, 0, , .	0.4	5
48	The complexity of negotiating: from the individual to the context, and what lies between. , 2013, , 3-22.		4
49	A Satisfied Mind: Motivational Orientation, Feedback and the Subjective Value of Negotiation Outcomes. Group Decision and Negotiation, 2018, 27, 179-196.	3.3	4
50	Celebrating the Work of Jeanne M. Brett: Building Bridges and Making Connections. Negotiation and Conflict Management Research, 2016, 9, 292-308.	1.0	3
51	Preventing Betrayal and Promoting Trust: A Social Exchange Analysis of Strategic Focus in Negotiation. SSRN Electronic Journal, 0, , .	0.4	2
52	Does consistency pay?The effects of information sequence and content on women's negotiation outcomes. Proceedings - Academy of Management, 2014, 2014, 11675.	0.1	1
53	Limiting fear and anger responses to anger expressions. International Journal of Conflict Management, 2019, 31, 581-605.	1.9	1
54	The Double Helix of Theory and Practice: Celebrating Stephen J. Goldberg as a Scholar, Practitioner, and Mentor. Negotiation and Conflict Management Research, 2020, 13, 85-97.	1.0	1

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55	Workplace Affect, Conflict, and Negotiation. , 2020, , 257-269.		1
56	Tortoise Or Hare? a Study of the Speed to Resolution in On-Line Disputes. SSRN Electronic Journal, 0, , .	0.4	1
57	Understanding the Effect of Moral Efficacy and Moral Identity on Moral Imagination. Proceedings - Academy of Management, 2017, 2017, 17364.	0.1	1
58	Guiding new directions in negotiation research: a negotiation context levels framework. , 2013, , 499-518.		0
59	Negotiation and Conflict, The Psychology of. , 2015, , 423-429.		0
60	Spheres of influence: unpacking gender differences in negotiation. , 2020, , .		0
61	From the Field to the Laboratory: The Theoryâ€Practice Research of Peter J. Carnevale. Negotiation and Conflict Management Research, 0, , .	1.0	0
62	Stronger than me: Recrafting relationship narratives after relational turbulence. Proceedings - Academy of Management, 2021, 2021, 11043.	0.1	0
63	Decision frames and the social utility of negotiation outcomes. Current Psychology, 0, , 1.	2.8	0
64	Choosing Your Words Carefully: Managing 'Face' During On-Line Dispute Resolution. SSRN Electronic Journal, 0, , .	0.4	0
65	Interpretive Filters: Social Cognition and the Impact of Turning Points in Negotiation. SSRN Electronic Journal, 0, , .	0.4	0
66	Negotiating Karma: Catalysts for Cooperative Behavior in Negotiation. SSRN Electronic Journal, 0, , .	0.4	0
67	The Angry Guy: Self-Regulation in the Face of Workplace Anger. Proceedings - Academy of Management, 2016, 2016, 11347.	0.1	0