

Mara Olekalns

List of Publications by Year in descending order

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Version: 2024-02-01

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	Stronger than me: Recrafting relationship narratives after relational turbulence. Proceedings - Academy of Management, 2021, 2021, 11043.	0.1	0
2	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
3	Gradual Drifts, Abrupt Shocks: From Relationship Fractures to Relational Resilience. Academy of Management Annals, 2020, 14, 1-28.	9.6	37
4	Spheres of influence: unpacking gender differences in negotiation. , 2020, , .		0
5	Workplace Affect, Conflict, and Negotiation. , 2020, , 257-269.		1
6	An Ethical Analysis of Emotional Labor. Journal of Business Ethics, 2019, 160, 17-34.	6.0	28
7	Normatively Speaking: Do Cultural Norms Influence Negotiation, Conflict Management, and Communication?. Negotiation and Conflict Management Research, 2019, 12, 146-160.	1.0	18
8	Limiting fear and anger responses to anger expressions. International Journal of Conflict Management, 2019, 31, 581-605.	1.9	1
9	A Satisfied Mind: Motivational Orientation, Feedback and the Subjective Value of Negotiation Outcomes. Group Decision and Negotiation, 2018, 27, 179-196.	3.3	4
10	See the Benefit: Adversity Appraisal and Subjective Value in Negotiation. Negotiation Journal, 2018, 34, 379-400.	0.5	6
11	After the fall: Regulatory focus, trust and negotiators's™ responses to a crisis. Journal of Trust Research, 2017, 7, 51-70.	0.8	24
12	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
13	Understanding the Effect of Moral Efficacy and Moral Identity on Moral Imagination. Proceedings - Academy of Management, 2017, 2017, 17364.	0.1	1
14	Celebrating the Work of Jeanne M. Brett: Building Bridges and Making Connections. Negotiation and Conflict Management Research, 2016, 9, 292-308.	1.0	3
15	The Angry Guy: Self-Regulation in the Face of Workplace Anger. Proceedings - Academy of Management, 2016, 2016, 11347.	0.1	0
16	Negotiation and Conflict, The Psychology of. , 2015, , 423-429.		0
17	With Feeling: How Emotions Shape Negotiation. Advances in Group Decision and Negotiation, 2015, , 33-50.	0.1	11
18	With Feeling: How Emotions Shape Negotiation. Negotiation Journal, 2014, 30, 455-478.	0.5	55

#	ARTICLE	IF	CITATIONS
19	Sweet Little Lies: Social Context and the Use of Deception in Negotiation. <i>Journal of Business Ethics</i> , 2014, 120, 13-26.	6.0	23
20	Maybe Itâ€™s Right, Maybe Itâ€™s Wrong: Structural and Social Determinants of Deception in Negotiation. <i>Journal of Business Ethics</i> , 2014, 122, 89-102.	6.0	20
21	Does consistency pay?The effects of information sequence and content on women's negotiation outcomes. <i>Proceedings - Academy of Management</i> , 2014, 2014, 11675.	0.1	1
22	Dyadic Power Profiles: Power-Contingent Strategies for Value Creation in Negotiation. <i>Human Communication Research</i> , 2013, 39, 3-20.	3.4	52
23	Motivational Primes, Trust, and Negotiatorsâ€™ Reaction to a Crisis. <i>Journal of Conflict Resolution</i> , 2013, 57, 966-990.	2.0	49
24	Punctuated negotiations: transitions, interruptions, and turning points. , 2013, , 332-356.		22
25	The complexity of negotiating: from the individual to the context, and what lies between. , 2013, , 3-22.		4
26	Guiding new directions in negotiation research: a negotiation context levels framework. , 2013, , 499-518.		0
27	Negotiating the Gender Divide. <i>Journal of Management</i> , 2012, 38, 1387-1415.	9.3	113
28	Turning Points in Negotiation. <i>Negotiation and Conflict Management Research</i> , 2011, 4, 1-7.	1.0	42
29	Crossâ€™Cultural Difference in Reactions to Facework During Service Failures. <i>Negotiation and Conflict Management Research</i> , 2011, 4, 352-380.	1.0	8
30	Words Are All I Have: Linguistic Cues as Predictors of Settlement in Divorce Mediation. <i>Negotiation and Conflict Management Research</i> , 2010, 3, 145-168.	1.0	25
31	Mutually Dependent: Power, Trust, Affect and the Use of Deception in Negotiation. <i>Journal of Business Ethics</i> , 2009, 85, 347-365.	6.0	122
32	Interpretive Filters: Social Cognition and the Impact of Turning Points in Negotiation. <i>Negotiation Journal</i> , 2009, 25, 13-40.	0.5	63
33	Emotions in negotiation. <i>Group Decision and Negotiation</i> , 2008, 17, 1-11.	3.3	79
34	Emergent Negotiations: Stability and Shifts in Negotiation Dynamics. <i>Negotiation and Conflict Management Research</i> , 2008, 1, 135-160.	1.0	47
35	Beyond the Deal: Next Generation Negotiation Skillsâ€™Introduction to Special Issue. <i>Negotiation and Conflict Management Research</i> , 2008, 1, 309-314.	1.0	7
36	Sticks And Stones: Language, Face, And Online Dispute Resolution. <i>Academy of Management Journal</i> , 2007, 50, 85-99.	6.3	186

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37	Conflicting social motives in negotiating groups.. Journal of Personality and Social Psychology, 2007, 93, 994-1010.	2.8	117
38	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
39	Loose with the Truth: Predicting Deception in Negotiation. Journal of Business Ethics, 2007, 76, 225-238.	6.0	106
40	Cognitive Representations of Negotiation. Australian Journal of Management, 2005, 30, 57-76.	2.2	18
41	Moments in Time: Metacognition, Trust, and Outcomes in Dyadic Negotiations. Personality and Social Psychology Bulletin, 2005, 31, 1696-1707.	3.0	89
42	Markov Chain Models of Communication Processes in Negotiation. International Negotiation, 2005, 10, 97-114.	0.5	7
43	Quantitative Coding of Negotiation Behavior. International Negotiation, 2004, 9, 441-456.	0.5	83
44	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
45	Testing the relationships among negotiators'™ motivational orientations, strategy choices, and outcomes. Journal of Experimental Social Psychology, 2003, 39, 101-117.	2.2	122
46	PHASES, TRANSITIONS AND INTERRUPTIONS: MODELING PROCESSES IN MULTI-PARTY NEGOTIATIONS. International Journal of Conflict Management, 2003, 14, 191-211.	1.9	141
47	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
48	Think Globally, Act Locally: Towards an Adaptive Model of Dyadic Negotiations in Organizations. SSRN Electronic Journal, 2003, , .	0.4	10
49	Social Value Orientations and Strategy Choices in Competitive Negotiations. Personality and Social Psychology Bulletin, 1999, 25, 657-668.	3.0	80
50	Process in Cross-Cultural Negotiations. Negotiation Journal, 1999, 15, 373-380.	0.5	19
51	Affectivity, Organizational Stressors, and Absenteeism: A Causal Model of Burnout and Its Consequences. Journal of Vocational Behavior, 1998, 52, 1-23.	3.4	261
52	Situational cues as moderators of the frame-outcome relationship. British Journal of Social Psychology, 1997, 36, 191-209.	2.8	11
53	Conflict at work: Defining and resolving organisational conflicts. Australian Psychologist, 1997, 32, 56-61.	1.6	6
54	The Process of Negotiating: Strategy and Timing as Predictors of Outcomes. Organizational Behavior and Human Decision Processes, 1996, 68, 68-77.	2.5	132

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55	Social value orientations and negotiator outcomes. <i>European Journal of Social Psychology</i> , 1996, 26, 299-313.	2.4	42
56	Context, issues and frame as determinants of negotiated outcomes. <i>British Journal of Social Psychology</i> , 1994, 33, 197-210.	2.8	13
57	Market forces, negotiator frames and transaction outcomes. <i>European Journal of Social Psychology</i> , 1994, 24, 403-416.	2.4	18
58	The Balance of Power: Effects of Role and Market Forces on Negotiated Outcomes ¹ . <i>Journal of Applied Social Psychology</i> , 1991, 21, 1012-1033.	2.0	13
59	BAUBLES, BANGLES, AND BEADS: MODELING THE EVOLUTION OF NEGOTIATING GROUPS OVER TIME. <i>Research on Managing Groups and Teams</i> , 0, , 39-64.	0.6	11
60	From the Field to the Laboratory: The Theoryâ€¢Practice Research of Peter J. Carnevale. <i>Negotiation and Conflict Management Research</i> , 0, , .	1.0	0
61	Decision frames and the social utility of negotiation outcomes. <i>Current Psychology</i> , 0, , 1.	2.8	0
62	Preventing Betrayal and Promoting Trust: A Social Exchange Analysis of Strategic Focus in Negotiation. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
63	Spirals of Trust: Identifying the Factors that Shape and Sustain Trust in Negotiation. <i>SSRN Electronic Journal</i> , 0, , .	0.4	5
64	Tortoise Or Hare? a Study of the Speed to Resolution in On-Line Disputes. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
65	Choosing Your Words Carefully: Managing 'Face' During On-Line Dispute Resolution. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
66	Interpretive Filters: Social Cognition and the Impact of Turning Points in Negotiation. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
67	Negotiating Karma: Catalysts for Cooperative Behavior in Negotiation. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0