

Ilja Van Beest

List of Publications by Year in descending order

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Version: 2024-02-01

97
papers

3,377
citations

159358

30
h-index

161609

54
g-index

112
all docs

112
docs citations

112
times ranked

2704
citing authors

#	ARTICLE	IF	CITATIONS
1	When inclusion costs and ostracism pays, ostracism still hurts.. Journal of Personality and Social Psychology, 2006, 91, 918-928.	2.6	413
2	The Ordinal Effects of Ostracism: A Meta-Analysis of 120 Cyberball Studies. PLoS ONE, 2015, 10, e0127002.	1.1	345
3	A social functional approach to emotions in bargaining: When communicating anger pays and when it backfires.. Journal of Personality and Social Psychology, 2008, 94, 600-614.	2.6	151
4	When Gains Loom Larger Than Losses. Psychological Science, 2007, 18, 1099-1105.	1.8	140
5	Punishing and compensating others at your own expense: The role of empathic concern on reactions to distributive injustice. European Journal of Social Psychology, 2012, 42, 135-140.	1.5	135
6	Disappointed in you, angry about your offer: Distinct negative emotions induce concessions via different mechanisms. Journal of Experimental Social Psychology, 2011, 47, 635-641.	1.3	113
7	Shared Cognition as a Product of, and Precursor to, Shared Identity in Negotiations. Personality and Social Psychology Bulletin, 2007, 33, 187-199.	1.9	106
8	Why Anger and Disappointment Affect Other's Bargaining Behavior Differently. Personality and Social Psychology Bulletin, 2012, 38, 1209-1221.	1.9	104
9	A theory of social thermoregulation in human primates. Frontiers in Psychology, 2015, 6, 464.	1.1	93
10	Anger in social conflict: Cross-situational comparisons and suggestions for the future. Group Decision and Negotiation, 2008, 17, 13-30.	2.0	78
11	Get angry, get out: The interpersonal effects of anger communication in multiparty negotiation. Journal of Experimental Social Psychology, 2008, 44, 993-1002.	1.3	74
12	Stress-induced breathlessness in asthma. Psychological Medicine, 1999, 29, 1359-1366.	2.7	66
13	Do-no-harm in coalition formation: Why losses inhibit exclusion and promote fairness cognitions. Journal of Experimental Social Psychology, 2005, 41, 609-617.	1.3	63
14	God: Do I have your attention?. Cognition, 2010, 117, 87-94.	1.1	63
15	Power and deception in ultimatum bargaining. Organizational Behavior and Human Decision Processes, 2011, 115, 35-42.	1.4	55
16	Does communicating disappointment in negotiations help or hurt? Solving an apparent inconsistency in the social-functional approach to emotions.. Journal of Personality and Social Psychology, 2013, 105, 605-620.	2.6	55
17	Cyberbomb. Group Processes and Intergroup Relations, 2011, 14, 581-596.	2.4	51
18	The Excluded Player in Coalition Formation. Personality and Social Psychology Bulletin, 2003, 29, 237-247.	1.9	50

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19	Negative thoughts in adults with congenital heart disease. <i>International Journal of Cardiology</i> , 2002, 86, 19-26.	0.8	49
20	The effects of facial attractiveness and trustworthiness in online peer-to-peer markets. <i>Journal of Economic Psychology</i> , 2019, 75, 102125.	1.1	48
21	Effects of Facial Skin Smoothness and Blemishes on Trait Impressions. <i>Perception</i> , 2018, 47, 608-625.	0.5	44
22	Explaining the persistent influence of facial cues in social decision-making.. <i>Journal of Experimental Psychology: General</i> , 2019, 148, 1008-1021.	1.5	43
23	“The face of ostracism”: The impact of the social categorization on the thermal facial responses of the target and the observer. <i>Acta Psychologica</i> , 2016, 163, 65-73.	0.7	42
24	Can we reduce facial biases? Persistent effects of facial trustworthiness on sentencing decisions. <i>Journal of Experimental Social Psychology</i> , 2020, 90, 104004.	1.3	41
25	Initial Ownership in Bargaining: Introducing the Giving, Splitting, and Taking Ultimatum Bargaining Game. <i>Personality and Social Psychology Bulletin</i> , 2008, 34, 1214-1225.	1.9	40
26	The egocentric nature of procedural justice: Social value orientation as moderator of reactions to decision-making procedures. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 1303-1315.	1.3	39
27	Understanding the influence of outcome valence in bargaining: A study on fairness accessibility, norms, and behavior. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 505-514.	1.3	38
28	Rollercoaster asthma: When positive emotional stress interferes with dyspnea perception. <i>Behaviour Research and Therapy</i> , 2007, 45, 977-987.	1.6	36
29	Self-interest and fairness in coalition formation: A social utility approach to understanding partner selection and payoff allocations in groups. <i>European Review of Social Psychology</i> , 2007, 18, 132-174.	5.8	35
30	An Instrumental Account of Deception and Reactions to Deceit in Bargaining. <i>Business Ethics Quarterly</i> , 2010, 20, 57-73.	1.3	35
31	Seeking Solitude After Being Ostracized: A Replication and Beyond. <i>Personality and Social Psychology Bulletin</i> , 2021, 47, 426-440.	1.9	32
32	Psychological confounds in medical research: the example of excessive cough in asthma. <i>Behaviour Research and Therapy</i> , 2000, 38, 791-800.	1.6	30
33	Groups being ostracized by groups: Is the pain shared, is recovery quicker, and are groups more likely to be aggressive?. <i>Group Dynamics</i> , 2012, 16, 241-254.	0.7	30
34	Extremism reduces conflict arousal and increases values affirmation in response to meaning violations. <i>Biological Psychology</i> , 2015, 108, 126-131.	1.1	30
35	Excessive breathlessness through emotional imagery in asthma. <i>Behaviour Research and Therapy</i> , 2000, 38, 1005-1014.	1.6	28
36	Conceptualising humiliation. <i>Cognition and Emotion</i> , 2017, 31, 1581-1594.	1.2	28

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37	The social pain of Cyberball: Decreased pupillary reactivity to exclusion cues. <i>Journal of Experimental Social Psychology</i> , 2017, 69, 187-200.	1.3	28
38	A Penny for Your Pain? The Financial Compensation of Social Pain After Exclusion. <i>Social Psychological and Personality Science</i> , 2013, 4, 206-214.	2.4	26
39	Not all rejections are alike; competence and warmth as a fundamental distinction in social rejection. <i>Journal of Experimental Social Psychology</i> , 2013, 49, 635-642.	1.3	25
40	Procedural justice and the hedonic principle: How approach versus avoidance motivation influences the psychology of voice.. <i>Journal of Personality and Social Psychology</i> , 2006, 91, 686-697.	2.6	24
41	“Why Hast Thou Forsaken Me?” The Effect of Thinking About Being Ostracized by God on Well-Being and Prosocial Behavior. <i>Social Psychological and Personality Science</i> , 2011, 2, 379-386.	2.4	24
42	Honesty pays: On the benefits of having and disclosing information in coalition bargaining. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 738-747.	1.3	23
43	Vengeance is self-focused: Comparing vengeful to anger-driven responses. <i>Cognition and Emotion</i> , 2015, 29, 1239-1255.	1.2	23
44	Resources and alternatives in coalition formation: The effects on payoff, self-serving behaviour, and bargaining length. <i>European Journal of Social Psychology</i> , 2004, 34, 713-728.	1.5	21
45	The Relationship Between Specific Anxiety Syndromes and Somatic Symptoms in Adolescents with Asthma and Other Chronic Diseases. <i>Journal of Asthma</i> , 2005, 42, 725-730.	0.9	20
46	A prototype analysis of vengeance. <i>Personal Relationships</i> , 2015, 22, 502-523.	0.9	20
47	Can biased symptom perception explain false-alarm choking sensations?. <i>Psychological Medicine</i> , 1999, 29, 121-126.	2.7	19
48	The interplay of self-interest and equity in coalition formation. <i>European Journal of Social Psychology</i> , 2004, 34, 547-565.	1.5	19
49	Stress-induced muscle effort as a cause of repetitive strain injury?. <i>Ergonomics</i> , 2007, 50, 2049-2058.	1.1	15
50	Social information as a cue for tacit coordination. <i>Group Processes and Intergroup Relations</i> , 2012, 15, 257-271.	2.4	15
51	Gain-loss framing effects in dilemmas of trust and reciprocity. <i>Journal of Experimental Social Psychology</i> , 2017, 73, 151-163.	1.3	15
52	When You Don't Quite Get What You Want. <i>Personality and Social Psychology Bulletin</i> , 2012, 38, 1367-1377.	1.9	14
53	Situational precursors of revenge: Social exclusion, relationship type, and opportunity. <i>Personal Relationships</i> , 2017, 24, 291-305.	0.9	14
54	Self-interest and data protection drive the adoption and moral acceptability of big data technologies: A conjoint analysis approach. <i>Computers in Human Behavior</i> , 2020, 108, 106303.	5.1	14

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55	Behavioral and neural reactions to emotions of others in the distribution of resources. <i>Social Neuroscience</i> , 2013, 8, 52-62.	0.7	13
56	Your act is worse than mine: Perception bias in revenge situations. <i>Aggressive Behavior</i> , 2017, 43, 553-557.	1.5	13
57	Do Groups Exclude Others More Readily Than Individuals in Coalition Formation?. <i>Group Processes and Intergroup Relations</i> , 2008, 11, 55-67.	2.4	11
58	Confirmation bias and misconceptions: Pupillometric evidence for a confirmation bias in misconceptions feedback. <i>Biological Psychology</i> , 2019, 145, 76-83.	1.1	9
59	Challenge and threat responses to anger communication in coalition formation. <i>Journal of Economic Psychology</i> , 2013, 38, 50-57.	1.1	8
60	On vicarious ostracism. Examining the mediators of observers' reactions towards the target and the sources of ostracism. <i>Social Influence</i> , 2017, 12, 117-127.	0.9	8
61	Get out or stay out: How the social exclusion process affects actors, but not targets. <i>Journal of Experimental Social Psychology</i> , 2020, 88, 103946.	1.3	8
62	Negative Thoughts in Children with Symptoms of Anxiety and Depression. <i>Journal of Psychopathology and Behavioral Assessment</i> , 2002, 24, 107-113.	0.7	7
63	Unconscious deception detection measured by finger skin temperature and indirect veracity judgments—results of a registered report. <i>Frontiers in Psychology</i> , 2015, 6, 672.	1.1	7
64	Communication of anger versus disappointment in bargaining and the moderating role of power. <i>Journal of Behavioral Decision Making</i> , 2018, 31, 632-643.	1.0	7
65	A sweeter win: When others help us outperform them. <i>Journal of Experimental Social Psychology</i> , 2018, 74, 218-230.	1.3	7
66	Women Are Better at Selecting Gifts than Men. <i>PLoS ONE</i> , 2013, 8, e81643.	1.1	7
67	The influence of external stimulation on airflow detection by children with asthma. <i>Psychology and Health</i> , 1997, 12, 553-563.	1.2	6
68	Reactions to claimed and granted overinclusion: Extending research on the effects of claimball versus cyberball. <i>Journal of Social Psychology</i> , 2020, 160, 105-116.	1.0	6
69	Registered report: measuring unconscious deception detection by skin temperature. <i>Frontiers in Psychology</i> , 2014, 5, 442.	1.1	5
70	The anticipated social cost of disclosing a rejection experience. <i>European Journal of Social Psychology</i> , 2021, 51, 1181-1197.	1.5	5
71	Moral Frames Are Persuasive and Moralize Attitudes; Nonmoral Frames Are Persuasive and De-Moralize Attitudes. <i>Psychological Science</i> , 2022, 33, 433-449.	1.8	5
72	The Effects of Faultline Solo Splits on Relationship Conflict Asymmetry and Performance. <i>SSRN Electronic Journal</i> , 2007, , .	0.4	4

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73	Implicit Threat Vigilance Among Violent Offenders Diagnosed with Antisocial Personality Disorder: The Impact of Ostracism and Control Threat. <i>International Journal of Developmental Sciences</i> , 2013, 7, 47-55.	0.3	4
74	Too good to be true: Suspicion-based rejections of high offers. <i>Group Processes and Intergroup Relations</i> , 2014, 17, 682-698.	2.4	4
75	Reacting to unexpected losses in an uncertain world: High approach individuals become even more risk-seeking. <i>Personality and Individual Differences</i> , 2017, 109, 117-123.	1.6	4
76	Real-life revenge may not effectively deter norm violations. <i>Journal of Social Psychology</i> , 2020, 160, 390-399.	1.0	3
77	Pupillometry and Hindsight Bias: Physiological Arousal Predicts Compensatory Behavior. <i>Social Psychological and Personality Science</i> , 2021, 12, 1146-1154.	2.4	3
78	Strength Is Still a Weakness in Coalition Formation: Replicating and Understanding the Strength-Is-Weakness Effect. <i>Personality and Social Psychology Bulletin</i> , 2021, , 014616722110058.	1.9	3
79	Moral relevance varies due to interindividual and intraindividual differences across big data technology domains. <i>European Journal of Social Psychology</i> , 2022, 52, 46-70.	1.5	3
80	The Online Coalition Game: A tool for online interactive coalition formation research. <i>Behavior Research Methods</i> , 2022, 54, 1078-1091.	2.3	3
81	Examining the accuracy of lay beliefs about the effects of personality on prosocial behavior. <i>Journal of Behavioral Decision Making</i> , 2022, 35, .	1.0	3
82	The effects of power on immorality. , 0, , 17-32.		2
83	If it walks like fairness, and quacks like fairness, it sometimes is fairness: instrumental and true fairness in bargaining. <i>Netherlands Journal of Psychology</i> , 2009, 65, 155-162.	0.5	2
84	Taboo gesticulations as a response to pain. <i>Scandinavian Journal of Pain</i> , 2019, 19, 397-406.	0.5	2
85	Social exclusion lowers working memory capacity in gay men but not in heterosexual men. <i>Applied Cognitive Psychology</i> , 2020, 34, 761-767.	0.9	2
86	Why and when suffering increases the perceived likelihood of fortuitous rewards. <i>British Journal of Social Psychology</i> , 2021, 60, 548-569.	1.8	2
87	The Effects of Partner Extraversion and Agreeableness on Trust. <i>Personality and Social Psychology Bulletin</i> , 2023, 49, 1028-1042.	1.9	2
88	Deception as a means to an end. , 2016, , 55-72.		1
89	The Effect of Thinking about Being Excluded by God on Well-Being: A Replication and Extension. <i>International Journal for the Psychology of Religion</i> , The, 2021, 31, 138-148.	1.3	1
90	Facial Appearance and Electoral Success of Male Italian Politicians. <i>Social Psychology</i> , 2021, 52, 1-12.	0.3	1

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91	What causes the Strengthâ€sWeakness effect in coalition formation: Passive adoption or active selection of selfâ€serving allocation rules?. <i>European Journal of Social Psychology</i> , 2021, 51, 326-342.	1.5	1
92	How information on sexism may increase women's perceptions of being excluded, threaten fundamental needs, and lower career motivation. <i>European Journal of Social Psychology</i> , 2022, 52, 405-419.	1.5	1
93	Visual Performance of Adults with Prelingual Auditory Impairment. <i>American Annals of the Deaf</i> , 2004, 149, 421-427.	0.1	0
94	Go on without me: When underperforming group members prefer to leave their group. <i>Journal of Experimental Social Psychology</i> , 2021, 95, 104158.	1.3	0
95	Honesty Pays: On the Benefits of Disclosing Information in Coalition Formation. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
96	Coalitions. , 2016, , 1-4.		0
97	Coalitions. , 2018, , 260-263.		0