

Carsten K W De Dreu

List of Publications by Year in descending order

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Version: 2024-02-01

202
papers

29,800
citations

7096

78
h-index

5394

164
g-index

204
all docs

204
docs citations

204
times ranked

14203
citing authors

#	ARTICLE	IF	CITATIONS
1	Prosociality as a foundation for intergroup conflict. <i>Current Opinion in Psychology</i> , 2022, 44, 112-116.	4.9	20
2	Intergroup conflict: origins, dynamics and consequences across taxa. <i>Philosophical Transactions of the Royal Society B: Biological Sciences</i> , 2022, 377, 20210134.	4.0	14
3	Oxytocin has "tend-and-defend"™ functionality in group conflict across social vertebrates. <i>Philosophical Transactions of the Royal Society B: Biological Sciences</i> , 2022, 377, 20210137.	4.0	11
4	Environmental stress increases out-group aggression and intergroup conflict in humans. <i>Philosophical Transactions of the Royal Society B: Biological Sciences</i> , 2022, 377, 20210147.	4.0	8
5	Intergroup Competition Mitigates Effects of Reward Structure on Preference-Consistency Bias and Group Decision Failure. <i>Group Decision and Negotiation</i> , 2021, 30, 885-902.	3.3	2
6	Social preferences correlate with cortical thickness of the orbito-frontal cortex. <i>Social Cognitive and Affective Neuroscience</i> , 2021, 16, 1191-1203.	3.0	4
7	When Helping Is Risky: The Behavioral and Neurobiological Trade-off of Social and Risk Preferences. <i>Psychological Science</i> , 2021, 32, 1842-1855.	3.3	5
8	Power in economic games. <i>Current Opinion in Psychology</i> , 2020, 33, 100-104.	4.9	12
9	Prosocial Preferences Condition Decision Effort and Ingroup Biased Generosity in Intergroup Decision-Making. <i>Scientific Reports</i> , 2020, 10, 10132.	3.3	6
10	Self-reliance crowds out group cooperation and increases wealth inequality. <i>Nature Communications</i> , 2020, 11, 5161.	12.8	18
11	Group Cooperation, Carrying-Capacity Stress, and Intergroup Conflict. <i>Trends in Cognitive Sciences</i> , 2020, 24, 760-776.	7.8	39
12	Within-group synchronization in the prefrontal cortex associates with intergroup conflict. <i>Nature Neuroscience</i> , 2020, 23, 754-760.	14.8	76
13	Reply to Schild et al.: Antisocial personality moderates the causal influence of costly punishment on trust and trustworthiness. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2020, 117, 9690-9691.	7.1	2
14	On the psychology and economics of antisocial personality. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2019, 116, 12781-12786.	7.1	32
15	Individual solutions to shared problems create a modern tragedy of the commons. <i>Science Advances</i> , 2019, 5, eaau7296.	10.3	37
16	Oxytocin promotes coordinated out-group attack during intergroup conflict in humans. <i>ELife</i> , 2019, 8, .	6.0	42
17	The rise and fall of cooperation through reputation and group polarization. <i>Nature Communications</i> , 2019, 10, 776.	12.8	84
18	Revisiting the form and function of conflict: Neurobiological, psychological, and cultural mechanisms for attack and defense within and between groups. <i>Behavioral and Brain Sciences</i> , 2019, 42, e116.	0.7	50

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19	Asymmetric conflict: Structures, strategies, and settlement. Behavioral and Brain Sciences, 2019, 42, e145.	0.7	1
20	Neurobiological Mechanisms of Responding to Injustice. Journal of Neuroscience, 2018, 38, 2944-2954.	3.6	66
21	The anchoring-bias in groups. Journal of Experimental Social Psychology, 2018, 76, 116-126.	2.2	16
22	Giving decision-makers nondiagnostic person information promotes trust within and across nations. Proceedings of the National Academy of Sciences of the United States of America, 2018, 115, E844-E845.	7.1	5
23	Creative responses to imminent threats: The role of threat direction and perceived effectiveness. Journal of Experimental Social Psychology, 2018, 74, 174-186.	2.2	9
24	Pupil mimicry and trust – Implication for depression. Journal of Psychiatric Research, 2018, 97, 70-76.	3.1	22
25	Reply to MathÃ’t and Naber: Neuroimaging shows that pupil mimicry is a social phenomenon. Proceedings of the National Academy of Sciences of the United States of America, 2018, 115, E11566-E11567.	7.1	5
26	Pupil mimicry promotes trust through the theory-of-mind network. Proceedings of the National Academy of Sciences of the United States of America, 2018, 115, E7265-E7274.	7.1	66
27	Climatic shocks associate with innovation in science and technology. PLoS ONE, 2018, 13, e0190122.	2.5	19
28	Oxytocin promotes intuitive rather than deliberated cooperation with the in-group. Hormones and Behavior, 2017, 92, 164-171.	2.1	49
29	Creative cognition and dopaminergic modulation of fronto-striatal networks: Integrative review and research agenda. Neuroscience and Biobehavioral Reviews, 2017, 78, 13-23.	6.1	118
30	Conflict and Culture Across Time and Space: Work and Legacy of Evert van de Vliert. Negotiation and Conflict Management Research, 2017, 10, 141-152.	1.0	3
31	Oxytocin modulates third-party sanctioning of selfish and generous behavior within and between groups. Psychoneuroendocrinology, 2017, 77, 18-24.	2.7	24
32	Why schema-violations are sometimes preferable to schema-consistencies: The role of interest and openness to experience. Journal of Research in Personality, 2017, 66, 54-69.	1.7	21
33	The Impact of Organizational Diversity Policies on Minority Employees’ Leadership Self-Perceptions and Goals. Journal of Leadership and Organizational Studies, 2017, 24, 172-188.	4.0	22
34	Oxytocin conditions trait-based rule adherence. Social Cognitive and Affective Neuroscience, 2017, 12, 427-435.	3.0	12
35	Intergroup competition may not be needed for shaping group cooperation and cultural group selection. Behavioral and Brain Sciences, 2016, 39, e36.	0.7	1
36	In-group defense, out-group aggression, and coordination failures in intergroup conflict. Proceedings of the National Academy of Sciences of the United States of America, 2016, 113, 10524-10529.	7.1	85

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37	Creativity Development in Adolescence: Insight from Behavior, Brain, and Training Studies. <i>New Directions for Child and Adolescent Development</i> , 2016, 2016, 73-84.	2.2	39
38	Modulating prefrontal control in humans reveals distinct pathways to competitive success and collective waste. <i>Social Cognitive and Affective Neuroscience</i> , 2016, 11, 1236-1244.	3.0	15
39	Framing effortful strategies as easy enables depleted individuals to execute complex tasks effectively. <i>Journal of Experimental Social Psychology</i> , 2016, 62, 68-74.	2.2	3
40	Oxytocin Conditions Intergroup Relations Through Upregulated In-Group Empathy, Cooperation, Conformity, and Defense. <i>Biological Psychiatry</i> , 2016, 79, 165-173.	1.3	211
41	Oxytocin enables novelty seeking and creative performance through upregulated approach: evidence and avenues for future research. <i>Wiley Interdisciplinary Reviews: Cognitive Science</i> , 2015, 6, 409-417.	2.8	18
42	Editorial: "The cognitive, emotional and neural correlates of creativity" <i>Frontiers in Human Neuroscience</i> , 2015, 9, 275.	2.0	18
43	In intergroup conflict, self-sacrifice is stronger among pro-social individuals, and parochial altruism emerges especially among cognitively taxed individuals. <i>Frontiers in Psychology</i> , 2015, 06, 572.	2.1	47
44	Bounded Benefits of Representative Cooperativeness in Intergroup Negotiations. <i>Group Decision and Negotiation</i> , 2015, 24, 993-1014.	3.3	3
45	Pupil Mimicry Correlates With Trust in In-Group Partners With Dilating Pupils. <i>Psychological Science</i> , 2015, 26, 1401-1410.	3.3	111
46	Oxytocin tempers calculated greed but not impulsive defense in predator-prey contests. <i>Social Cognitive and Affective Neuroscience</i> , 2015, 10, 721-728.	3.0	27
47	Conceiving creativity: The nature and consequences of laypeople's beliefs about the realization of creativity.. <i>Psychology of Aesthetics, Creativity, and the Arts</i> , 2015, 9, 340-354.	1.3	49
48	Think Leader, Think White? Capturing and Weakening an Implicit Pro-White Leadership Bias. <i>PLoS ONE</i> , 2014, 9, e83915.	2.5	65
49	Training creative cognition: adolescence as a flexible period for improving creativity. <i>Frontiers in Human Neuroscience</i> , 2014, 8, 827.	2.0	39
50	Does Approach Motivation Induce Right-Oriented Bias? Reply to Price and Wolfers (2014). <i>Psychological Science</i> , 2014, 25, 2112-2115.	3.3	4
51	Ingroup favoritism in cooperation: A meta-analysis.. <i>Psychological Bulletin</i> , 2014, 140, 1556-1581.	6.1	628
52	Oxytonergic circuitry sustains and enables creative cognition in humans. <i>Social Cognitive and Affective Neuroscience</i> , 2014, 9, 1159-1165.	3.0	84
53	Competitive representative negotiations worsen intergroup relations. <i>Group Processes and Intergroup Relations</i> , 2014, 17, 143-160.	3.9	6
54	Whether Social Schema Violations Help or Hurt Creativity Depends on Need for Structure. <i>Personality and Social Psychology Bulletin</i> , 2014, 40, 959-971.	3.0	69

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55	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
56	Egocentrism drives misunderstanding in conflict and negotiation. <i>Journal of Experimental Social Psychology</i> , 2014, 51, 15-26.	2.2	33
57	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
58	Innovation in top management teams: Minority dissent, transformational leadership, and radical innovations. <i>European Journal of Work and Organizational Psychology</i> , 2014, 23, 310-322.	3.7	100
59	Why Is Avoidance Motivation Problematic, and What Can Be Done About It?. <i>Current Directions in Psychological Science</i> , 2014, 23, 133-138.	5.3	64
60	Interest (mis)alignments in representative negotiations: Do pro-social agents fuel or reduce inter-group conflict?. <i>Organizational Behavior and Human Decision Processes</i> , 2013, 120, 240-250.	2.5	35
61	Outcome interdependence shapes the effects of prevention focus on team processes and performance. <i>Organizational Behavior and Human Decision Processes</i> , 2013, 121, 194-203.	2.5	54
62	Pay to walk away: Prevention buyers prefer to avoid negotiation. <i>Journal of Economic Psychology</i> , 2013, 38, 40-49.	2.2	14
63	The development of creative cognition across adolescence: distinct trajectories for insight and divergent thinking. <i>Developmental Science</i> , 2013, 16, 2-12.	2.4	103
64	Prefrontal cortex involvement in creative problem solving in middle adolescence and adulthood. <i>Developmental Cognitive Neuroscience</i> , 2013, 5, 197-206.	4.0	44
65	Time Pressure Undermines Performance More Under Avoidance Than Approach Motivation. <i>Personality and Social Psychology Bulletin</i> , 2013, 39, 803-813.	3.0	45
66	Personality and Creativity: The Dual Pathway to Creativity Model and a Research Agenda. <i>Social and Personality Psychology Compass</i> , 2013, 7, 732-748.	3.7	115
67	Leaving a Legacy Neutralizes Negative Effects of Death Anxiety on Creativity. <i>Personality and Social Psychology Bulletin</i> , 2013, 39, 1152-1163.	3.0	24
68	Human Cooperation. <i>Psychological Science in the Public Interest: A Journal of the American Psychological Society</i> , 2013, 14, 117-118.	10.7	1
69	Suspending Group Debate and Developing Concepts. <i>Journal of Product Innovation Management</i> , 2013, 30, 48-61.	9.5	16
70	Avoidance Motivation and Conservation of Energy. <i>Emotion Review</i> , 2013, 5, 264-268.	3.4	31
71	The neural coding of creative idea generation across adolescence and early adulthood. <i>Frontiers in Human Neuroscience</i> , 2013, 7, 905.	2.0	89
72	Oxytocin-Motivated Ally Selection is Moderated by Fetal Testosterone Exposure and Empathic Concern. <i>Frontiers in Neuroscience</i> , 2013, 7, 1.	2.8	385

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73	Necessity is the mother of invention: Avoidance motivation stimulates creativity through cognitive effort.. Journal of Personality and Social Psychology, 2012, 103, 242-256.	2.8	150
74	Oxytocin modulates selection of allies in intergroup conflict. Proceedings of the Royal Society B: Biological Sciences, 2012, 279, 1150-1154.	2.6	42
75	Illegitimacy undermines leader creativity only under stable power. Revista De Psicologia Social, 2012, 27, 347-354.	0.7	4
76	The Herding Hormone. Psychological Science, 2012, 23, 1288-1292.	3.3	139
77	Emotions that associate with uncertainty lead to structured ideation.. Emotion, 2012, 12, 1004-1014.	1.8	35
78	Conflict cultures in organizations: How leaders shape conflict cultures and their organizational-level consequences.. Journal of Applied Psychology, 2012, 97, 1131-1147.	5.3	144
79	Conflict in medical teams: opportunity or danger?. Medical Education, 2012, 46, 935-942.	2.1	57
80	Why hawks fly higher than doves: Intragroup conflict in representative negotiation. Group Processes and Intergroup Relations, 2012, 15, 713-724.	3.9	19
81	Oxytocin modulates cooperation within and competition between groups: An integrative review and research agenda. Hormones and Behavior, 2012, 61, 419-428.	2.1	364
82	In competitive interaction displays of red increase actors' competitive approach and perceivers' withdrawal. Journal of Experimental Social Psychology, 2012, 48, 1205-1208.	2.2	30
83	Motivated information processing in organizational teams: Progress, puzzles, and prospects. Research in Organizational Behavior, 2012, 32, 87-111.	1.2	75
84	The Emotive Roots of Creativity. , 2012, , 217-240.		22
85	Oxytocin Motivates Non-Cooperation in Intergroup Conflict to Protect Vulnerable In-Group Members. PLoS ONE, 2012, 7, e46751.	2.5	68
86	Working Memory Benefits Creative Insight, Musical Improvisation, and Original Ideation Through Maintained Task-Focused Attention. Personality and Social Psychology Bulletin, 2012, 38, 656-669.	3.0	261
87	The Price of a Piece of Cheese: Value from Fit Between Epistemic Needs and a Learning Versus an Outcome Focus. Journal of Behavioral Decision Making, 2012, 25, 315-327.	1.7	5
88	Oxytocin modulates the link between adult attachment and cooperation through reduced betrayal aversion. Psychoneuroendocrinology, 2012, 37, 871-880.	2.7	96
89	Oxytocin, attachment, and self-regarding preferences in humans: Rejoinder to Bartz. Psychoneuroendocrinology, 2012, 37, 1108-1110.	2.7	2
90	Power, stability of power, and creativity. Journal of Experimental Social Psychology, 2011, 47, 891-897.	2.2	80

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91	People avoid situations that enable them to deceive others. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 1096-1106.	2.2	31
92	Creative production by angry people peaks early on, decreases over time, and is relatively unstructured. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 1107-1115.	2.2	55
93	When competition breeds equality: Effects of appetitive versus aversive competition in negotiation. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 1127-1133.	2.2	12
94	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
95	When should we submit our papers? Reply to Hartley. <i>Learned Publishing</i> , 2011, 24, 33-34.	1.7	1
96	Group creativity and innovation: A motivated information processing perspective.. <i>Psychology of Aesthetics, Creativity, and the Arts</i> , 2011, 5, 81-89.	1.3	116
97	Ethical Manoeuvring: Why People Avoid Both Major and Minor Lies. <i>British Journal of Management</i> , 2011, 22, S16.	5.0	110
98	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
99	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
100	Behavioral Activation Links to Creativity Because of Increased Cognitive Flexibility. <i>Social Psychological and Personality Science</i> , 2011, 2, 72-80.	3.9	133
101	When prevention promotes creativity: The role of mood, regulatory focus, and regulatory closure.. <i>Journal of Personality and Social Psychology</i> , 2011, 100, 794-809.	2.8	228
102	The Right Side? Under Time Pressure, Approach Motivation Leads to Right-Oriented Bias. <i>Psychological Science</i> , 2011, 22, 1403-1407.	3.3	30
103	Reply to Chen et al.: Perhaps goodwill is unlimited but oxytocin-induced goodwill is not. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2011, 108, E46-E46.	7.1	7
104	The more (complex), the better? The influence of epistemic motivation on integrative bargaining in complex negotiation. <i>European Journal of Social Psychology</i> , 2010, 40, 355-365.	2.4	10
105	Write when hot “ submit when not: seasonal bias in peer review or acceptance?. <i>Learned Publishing</i> , 2010, 23, 117-123.	1.7	14
106	Now you see it, now you don't: Interests, issues, and psychological distance in integrative negotiation.. <i>Journal of Personality and Social Psychology</i> , 2010, 98, 761-774.	2.8	40
107	Motivated information processing, social tuning, and group creativity.. <i>Journal of Personality and Social Psychology</i> , 2010, 99, 622-637.	2.8	203
108	The Neuropeptide Oxytocin Regulates Parochial Altruism in Intergroup Conflict Among Humans. <i>Science</i> , 2010, 328, 1408-1411.	12.6	969

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109	Team confidence, motivated information processing, and dynamic group decision making. <i>European Journal of Social Psychology</i> , 2010, 40, 1110-1119.	2.4	23
110	Human Creativity: Reflections on the Role of Culture. <i>Management and Organization Review</i> , 2010, 6, 437-446.	2.1	49
111	Self-Concept Clarity and the Management of Social Conflict. <i>Journal of Personality</i> , 2010, 78, 539-574.	3.2	44
112	It Takes One to Tango: The Effects of Dyads' Epistemic Motivation Composition in Negotiation. <i>Personality and Social Psychology Bulletin</i> , 2010, 36, 1454-1466.	3.0	28
113	Processing Modes and Creativity: Why (Not)?:. <i>Psychological Inquiry</i> , 2010, 21, 203-208.	0.9	2
114	An Interpersonal Approach to Emotion in Social Decision Making. <i>Advances in Experimental Social Psychology</i> , 2010, , 45-96.	3.3	362
115	Longer-term consequences of anger expression in negotiation: Retaliation or spillover?:. <i>Journal of Experimental Social Psychology</i> , 2010, 46, 753-760.	2.2	77
116	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
117	The dual pathway to creativity model: Creative ideation as a function of flexibility and persistence. <i>European Review of Social Psychology</i> , 2010, 21, 34-77.	9.4	636
118	Passive responses to interpersonal conflict at work amplify employee strain. <i>European Journal of Work and Organizational Psychology</i> , 2009, 18, 405-423.	3.7	82
119	How Conversations Change Over Time in Face-to-Face and Video-Mediated Communication. <i>Small Group Research</i> , 2009, 40, 355-381.	2.7	63
120	When constituencies speak in multiple tongues: The relative persuasiveness of hawkish minorities in representative negotiation. <i>Organizational Behavior and Human Decision Processes</i> , 2009, 109, 67-78.	2.5	41
121	Effects of time pressure and communication environment on team processes and outcomes in dyadic planning. <i>International Journal of Human Computer Studies</i> , 2009, 67, 411-423.	5.6	32
122	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
123	Self-interest and other-orientation in organizational behavior: Implications for job performance, prosocial behavior, and personal initiative.. <i>Journal of Applied Psychology</i> , 2009, 94, 913-926.	5.3	331
124	Goal Expectations Meet Regulatory Focus: How Appetitive and Aversive Competition Influence Negotiation. <i>Social Cognition</i> , 2009, 27, 437-454.	0.9	22
125	Response modes in negotiation. <i>Group Decision and Negotiation</i> , 2008, 17, 31-49.	3.3	17
126	The virtue and vice of workplace conflict: food for (pessimistic) thought. <i>Journal of Organizational Behavior</i> , 2008, 29, 5-18.	4.7	249

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127	The creating force of minority dissent: A motivated information processing perspective. <i>Social Influence</i> , 2008, 3, 267-285.	1.6	9
128	Hedonic tone and activation level in the mood-creativity link: Toward a dual pathway to creativity model.. <i>Journal of Personality and Social Psychology</i> , 2008, 94, 739-756.	2.8	792
129	Take a break! or not? The impact of mindsets during breaks on negotiation processes and outcomes. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 397-404.	2.2	47
130	Emotions as strategic information: Effects of other's emotional expressions on fixed-pie perception, demands, and integrative behavior in negotiation. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 1444-1454.	2.2	98
131	Motivated Information Processing in Group Judgment and Decision Making. <i>Personality and Social Psychology Review</i> , 2008, 12, 22-49.	6.0	593
132	Are Individualistic Orientations Collectively Valuable in Group Negotiations?. <i>Group Processes and Intergroup Relations</i> , 2008, 11, 371-385.	3.9	9
133	The Structure and Management of Conflict: Fighting or Defending the Status Quo. <i>Group Processes and Intergroup Relations</i> , 2008, 11, 331-353.	3.9	21
134	A meta-analysis of 25 years of mood-creativity research: Hedonic tone, activation, or regulatory focus?. <i>Psychological Bulletin</i> , 2008, 134, 779-806.	6.1	1,272
135	Mental set and creative thought in social conflict: Threat rigidity versus motivated focus.. <i>Journal of Personality and Social Psychology</i> , 2008, 95, 648-661.	2.8	136
136	Less power or powerless? Egocentric empathy gaps and the irony of having little versus no power in social decision making.. <i>Journal of Personality and Social Psychology</i> , 2008, 95, 1136-1149.	2.8	146
137	Personal Need for Structure and Creative Performance: The Moderating Influence of Fear of Invalidity. <i>Personality and Social Psychology Bulletin</i> , 2007, 33, 855-866.	3.0	114
138	Effects of Experience and Advice on Process and Performance in Negotiations. <i>Group Processes and Intergroup Relations</i> , 2007, 10, 533-550.	3.9	28
139	Cooperative outcome interdependence, task reflexivity, and team effectiveness: A motivated information processing perspective.. <i>Journal of Applied Psychology</i> , 2007, 92, 628-638.	5.3	401
140	Bridging faultlines by valuing diversity: Diversity beliefs, information elaboration, and performance in diverse work groups.. <i>Journal of Applied Psychology</i> , 2007, 92, 1189-1199.	5.3	523
141	Interacting Dimensions of Diversity: Cross-Categorization and the Functioning of Diverse Work Groups.. <i>Group Dynamics</i> , 2007, 11, 79-94.	1.2	74
142	Majority and minority influence in group negotiation: The moderating effects of social motivation and decision rules.. <i>Journal of Applied Psychology</i> , 2007, 92, 259-268.	5.3	59
143	Motivated information processing and group decision-making: Effects of process accountability on information processing and decision quality. <i>Journal of Experimental Social Psychology</i> , 2007, 43, 539-552.	2.2	247
144	The influence of articulation, self-monitoring ability, and sensitivity to others on creativity. <i>European Journal of Social Psychology</i> , 2007, 37, 747-760.	2.4	19

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145	Supplication and appeasement in conflict and negotiation: The interpersonal effects of disappointment, worry, guilt, and regret.. Journal of Personality and Social Psychology, 2006, 91, 124-142.	2.8	182
146	Rational self-interest and other orientation in organizational behavior: A critical appraisal and extension of Meglino and Korsgaard (2004).. Journal of Applied Psychology, 2006, 91, 1245-1252.	5.3	141
147	Motivated information processing, strategic choice, and the quality of negotiated agreement.. Journal of Personality and Social Psychology, 2006, 90, 927-943.	2.8	213
148	Power and emotion in negotiation: power moderates the interpersonal effects of anger and happiness on concession making. European Journal of Social Psychology, 2006, 36, 557-581.	2.4	378
149	When Too Little or Too Much Hurts: Evidence for a Curvilinear Relationship Between Task Conflict and Innovation in Teams. Journal of Management, 2006, 32, 83-107.	9.3	541
150	The possessive self as a barrier to conflict resolution: Effects of mere ownership, process accountability, and self-concept clarity on competitive cognitions and behavior.. Journal of Personality and Social Psychology, 2005, 89, 345-357.	2.8	234
151	Conflict's consequences: Effects of social motives on postnegotiation creative and convergent group functioning and performance.. Journal of Personality and Social Psychology, 2005, 89, 358-374.	2.8	122
152	Conflict in organizations: Beyond effectiveness and performance. European Journal of Work and Organizational Psychology, 2005, 14, 105-117.	3.7	126
153	A PACT Against Conflict Escalation in Negotiation and Dispute Resolution. Current Directions in Psychological Science, 2005, 14, 149-152.	5.3	9
154	Do-no-harm in coalition formation: Why losses inhibit exclusion and promote fairness cognitions. Journal of Experimental Social Psychology, 2005, 41, 609-617.	2.2	63
155	Negotiating interests or values and reaching integrative agreements: the importance of time pressure and temporary impasses. European Journal of Social Psychology, 2004, 34, 595-611.	2.4	115
156	The routinization of innovation research: a constructively critical review of the state-of-the-science. Journal of Organizational Behavior, 2004, 25, 147-173.	4.7	775
157	Work Group Diversity and Group Performance: An Integrative Model and Research Agenda.. Journal of Applied Psychology, 2004, 89, 1008-1022.	5.3	2,085
158	The Interpersonal Effects of Anger and Happiness in Negotiations.. Journal of Personality and Social Psychology, 2004, 86, 57-76.	2.8	688
159	CONFLICT AT WORK AND INDIVIDUAL WELL-BEING. International Journal of Conflict Management, 2004, 15, 6-26.	1.9	187
160	The influence of power on the information search, impression formation, and demands in negotiation. Journal of Experimental Social Psychology, 2004, 40, 303-319.	2.2	206
161	The Interpersonal Effects of Emotions in Negotiations: A Motivated Information Processing Approach.. Journal of Personality and Social Psychology, 2004, 87, 510-528.	2.8	484
162	Social Motives and Strategic Misrepresentation in Social Decision Making.. Journal of Personality and Social Psychology, 2004, 86, 419-434.	2.8	188

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163	Time pressure and closing of the mind in negotiation. <i>Organizational Behavior and Human Decision Processes</i> , 2003, 91, 280-295.	2.5	298
164	Task versus relationship conflict, team performance, and team member satisfaction: A meta-analysis.. <i>Journal of Applied Psychology</i> , 2003, 88, 741-749.	5.3	2,199
165	Motivational Bases Of Information Processing and Strategy in Conflict and Negotiation. <i>Advances in Experimental Social Psychology</i> , 2003, 35, 235-291.	3.3	194
166	Minority Influence on Focal and Related Attitudes: Change in Size, Attributions, and Information Processing. <i>Personality and Social Psychology Bulletin</i> , 2002, 28, 1315-1326.	3.0	26
167	SOCIAL VALUE ORIENTATION AND IMPRESSION FORMATION: A TEST OF TWO COMPETING HYPOTHESES ABOUT INFORMATION SEARCH IN NEGOTIATION. <i>International Journal of Conflict Management</i> , 2002, 13, 59-77.	1.9	57
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