

Jeff Joireman

List of Publications by Year in descending order

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Version: 2024-02-01

44
papers

3,894
citations

186265
28
h-index

214800
47
g-index

48
all docs

48
docs citations

48
times ranked

3210
citing authors

#	ARTICLE	IF	CITATIONS
1	The psychology of social dilemmas: A review. <i>Organizational Behavior and Human Decision Processes</i> , 2013, 120, 125-141.	2.5	547
2	Social Value Orientation and Cooperation in Social Dilemmas: A Meta-Analysis. <i>Group Processes and Intergroup Relations</i> , 2009, 12, 533-547.	3.9	381
3	Promotion Orientation Explains Why Future-Oriented People Exercise and Eat Healthy. <i>Personality and Social Psychology Bulletin</i> , 2012, 38, 1272-1287.	3.0	329
4	Consideration of future consequences, ego-depletion, and self-control: Support for distinguishing between CFC-Immediate and CFC-Future sub-scales. <i>Personality and Individual Differences</i> , 2008, 45, 15-21.	2.9	239
5	The aggression paradox: Understanding links among aggression, sensation seeking, and the consideration of future consequences.. <i>Journal of Personality and Social Psychology</i> , 2003, 84, 1287-1302.	2.8	203
6	When do customers offer firms a "second chance" following a double deviation? The impact of inferred firm motives on customer revenge and reconciliation. <i>Journal of Retailing</i> , 2013, 89, 315-337.	6.2	197
7	Effect of outdoor temperature, heat primes and anchoring on belief in global warming. <i>Journal of Environmental Psychology</i> , 2010, 30, 358-367.	5.1	196
8	Cooperation, Trust, and Antagonism. <i>Psychological Science in the Public Interest: A Journal of the American Psychological Society</i> , 2013, 14, 119-165.	10.7	145
9	Good citizens to the end? It depends: Empathy and concern with future consequences moderate the impact of a short-term time horizon on organizational citizenship behaviors.. <i>Journal of Applied Psychology</i> , 2006, 91, 1307-1320.	5.3	137
10	Climate Change: What Psychology Can Offer in Terms of Insights and Solutions. <i>Current Directions in Psychological Science</i> , 2018, 27, 269-274.	5.3	129
11	Consumer animosity in the global value chain: The effect of international production shifts on willingness to purchase hybrid products. <i>Journal of International Business Studies</i> , 2010, 41, 639-651.	7.3	101
12	Concern with Immediate Consequences Magnifies the Impact of Compulsive Buying Tendencies on College Students' Credit Card Debt. <i>Journal of Consumer Affairs</i> , 2010, 44, 155-178.	2.3	100
13	Fiscal responsibility and the consideration of future consequences. <i>Personality and Individual Differences</i> , 2005, 39, 1159-1168.	2.9	91
14	Individual Differences in the Consideration of Future and (More) Immediate Consequences: A Review and Directions for Future Research. <i>Social and Personality Psychology Compass</i> , 2016, 10, 313-326.	3.7	68
15	Relating trait self-control and forgiveness within prosocials and proselfs: Compensatory versus synergistic models.. <i>Journal of Personality and Social Psychology</i> , 2011, 101, 1090-1105.	2.8	62
16	Building consumer self-control: The effect of self-control exercises on impulse buying urges. <i>Marketing Letters</i> , 2012, 23, 61-72.	2.9	62
17	It's All Good: Corporate Social Responsibility Reduces Negative and Promotes Positive Responses to Service Failures among Value-Aligned Customers. <i>Journal of Public Policy and Marketing</i> , 2015, 34, 32-49.	3.4	61
18	Customer forgiveness following service failures. <i>Current Opinion in Psychology</i> , 2016, 10, 76-82.	4.9	58

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19	Relating values and consideration of future and immediate consequences to consumer preference for biofuels: A three-dimensional social dilemma analysis. <i>Journal of Environmental Psychology</i> , 2013, 34, 97-108.	5.1	56
20	Future-oriented women will pay to reduce global warming: Mediation via political orientation, environmental values, and belief in global warming. <i>Journal of Environmental Psychology</i> , 2014, 40, 391-400.	5.1	54
21	Organizational Citizenship Behaviors as a Function of Empathy, Consideration of Future Consequences, and Employee Time Horizon: An Initial Exploration Using an In-Basket Simulation of OCBs1. <i>Journal of Applied Social Psychology</i> , 2006, 36, 2266-2292.	2.0	53
22	Mother Teresa Versus Ebenezer Scrooge: Mortality Salience Leads Proselfs to Endorse Self-Transcendent Values (Unless Proselfs Are Reassured). <i>Personality and Social Psychology Bulletin</i> , 2005, 31, 307-320.	3.0	52
23	Individual Differences in the Consideration of Future Consequences Scale Correlate with Sleep Habits, Sleep Quality, and GPA in University Students. <i>Psychological Reports</i> , 2005, 96, 817-824.	1.7	48
24	Considering Future ConsequencesAn Integrative Model. , 2006, , 82-99.		44
25	Cooperation and Trust Across Societies During the COVID-19 Pandemic. <i>Journal of Cross-Cultural Psychology</i> , 2021, 52, 622-642.	1.6	35
26	The environmentalist who cried drought: Reactions to repeated warnings about depleting resources under conditions of uncertainty. <i>Journal of Environmental Psychology</i> , 2009, 29, 181-192.	5.1	34
27	The Moderating Effect of Ego Depletion on Viewer Brand Recognition and Brand Attitudes Following Exposure to Subtle Versus Blatant Product Placements in Television Programs. <i>Journal of Advertising</i> , 2012, 41, 55-66.	6.6	34
28	Self-transcendent values moderate the impact of mortality salience on support for charities. <i>Personality and Individual Differences</i> , 2007, 43, 779-789.	2.9	29
29	Social mindfulness and prosociality vary across the globe. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2021, 118, .	7.1	20
30	An Italian translation and validation of the Consideration of Future Consequences-14 Scale. <i>Personality and Individual Differences</i> , 2016, 101, 333-340.	2.9	19
31	Images paired with concrete claims improve skeptical consumers's responses to advertising promoting a firm's good deeds. <i>Journal of Marketing Communications</i> , 2018, 24, 83-102.	4.0	18
32	Why and when witnessing uncivil behavior leads observers to punish frontline employees and leave the firm. <i>International Journal of Hospitality Management</i> , 2019, 82, 91-100.	8.8	18
33	Scared selfish: a culture of fear's values in the age of terrorism. <i>American Sociologist</i> , The, 2004, 35, 93-109.	0.6	17
34	Understanding why anger predicts intention to complain among high but not low power customers: A test of competing models. <i>Journal of Business Research</i> , 2019, 95, 93-102.	10.2	17
35	The influence of customer race on perceived discrimination, anger and coping strategies following subtle degradation of restaurant service. <i>International Journal of Contemporary Hospitality Management</i> , 2021, 33, 994-1014.	8.0	16
36	Death in Groups: Mortality Salience and the Interindividual-Intergroup Discontinuity Effect. <i>Group Processes and Intergroup Relations</i> , 2009, 12, 419-429.	3.9	8

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37	The effects of processing mode and brand scandals on copycat product evaluations. Journal of Marketing Communications, 2019, 25, 247-267.	4.0	7
38	Encouraging Charitable Donations via Charity Gift Cards: A Self-Determination Theoretical Account. Journal of Nonprofit and Public Sector Marketing, 2016, 28, 234-251.	1.6	5
39	The role of blocked gratitude in non-voluntary tipping. Journal of Services Marketing, 2020, 34, 983-997.	3.0	5
40	Change in unit-level job attitudes following strategic interventions: A meta-analysis of longitudinal studies. Journal of Organizational Behavior, 2021, 42, 964-986.	4.7	4
41	When time is of the essence: Development and validation of brief consideration of future (and) Tj ETQq1 1 0.784314 rgBT /Oyerlock 10	2.9	4
42	You Did What with My Donation?! Betrayal of Moral Mandates Increases Negative Responses to Redirected Donations to Donor-to-Recipient Charities. Journal of the Association for Consumer Research, 2020, 5, 83-94.	1.7	3
43	Reply to Komatsu etÂal.: From local social mindfulness to global sustainability efforts?. Proceedings of the National Academy of Sciences of the United States of America, 2022, 119, e2119303118.	7.1	1
44	Reply to Nielsen etÂal.: Social mindfulness is associated with countriesâ€™ environmental performance and individual environmental concern. Proceedings of the National Academy of Sciences of the United States of America, 2022, 119, .	7.1	1