

# 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	When time is of the essence: Development and validation of brief consideration of future (and) Tj ETQq1 1 0.784314rgBT /Oylock 10	2.9	4
2	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
3	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
4	The influence of customer race on perceived discrimination, anger and coping strategies following subtle degradation of restaurant service. International Journal of Contemporary Hospitality Management, 2021, 33, 994-1014.	8.0	16
5	Cooperation and Trust Across Societies During the COVID-19 Pandemic. Journal of Cross-Cultural Psychology, 2021, 52, 622-642.	1.6	35
6	Change in unitâ€level job attitudes following strategic interventions: A metaâ€analysis of longitudinal studies. Journal of Organizational Behavior, 2021, 42, 964-986.	4.7	4
7	Social mindfulness and prosociality vary across the globe. Proceedings of the National Academy of Sciences of the United States of America, 2021, 118, .	7.1	20
8	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
9	The role of blocked gratitude in non-voluntary tipping. Journal of Services Marketing, 2020, 34, 983-997.	3.0	5
10	Why and when witnessing uncivil behavior leads observers to punish frontline employees and leave the firm. International Journal of Hospitality Management, 2019, 82, 91-100.	8.8	18
11	Understanding why anger predicts intention to complain among high but not low power customers: A test of competing models. Journal of Business Research, 2019, 95, 93-102.	10.2	17
12	The effects of processing mode and brand scandals on copycat product evaluations. Journal of Marketing Communications, 2019, 25, 247-267.	4.0	7
13	Images paired with concrete claims improve skeptical consumersâ€™ responses to advertising promoting a firmâ€™s good deeds. Journal of Marketing Communications, 2018, 24, 83-102.	4.0	18
14	Climate Change: What Psychology Can Offer in Terms of Insights and Solutions. Current Directions in Psychological Science, 2018, 27, 269-274.	5.3	129
15	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
16	Individual Differences in the Consideration of Future and (More) Immediate Consequences: A Review and Directions for Future Research. Social and Personality Psychology Compass, 2016, 10, 313-326.	3.7	68
17	An Italian translation and validation of the Consideration of Future Consequences-14 Scale. Personality and Individual Differences, 2016, 101, 333-340.	2.9	19
18	Customer forgiveness following service failures. Current Opinion in Psychology, 2016, 10, 76-82.	4.9	58

#	ARTICLE	IF	CITATIONS
19	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
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	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
22	The psychology of social dilemmas: A review. <i>Organizational Behavior and Human Decision Processes</i> , 2013, 120, 125-141.	2.5	547
23	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
24	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
25	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
26	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
27	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
28	Relating trait self-control and forgiveness within prosocials and proselves: Compensatory versus synergistic models. <i>Journal of Personality and Social Psychology</i> , 2011, 101, 1090-1105.	2.8	62
29	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
30	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
31	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
32	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
33	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
34	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
35	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
36	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

#	ARTICLE	IF	CITATIONS
37	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
38	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
39	Considering Future ConsequencesAn Integrative Model. , 2006, , 82-99.		44
40	Fiscal responsibility and the consideration of future consequences. <i>Personality and Individual Differences</i> , 2005, 39, 1159-1168.	2.9	91
41	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
42	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
43	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
44	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