

S Christian Wheeler

List of Publications by Year in descending order

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Version: 2024-02-01

34
papers

3,268
citations

257101

24
h-index

414034

32
g-index

36
all docs

36
docs citations

36
times ranked

2384
citing authors

#	ARTICLE	IF	CITATIONS
1	Objects and self-identity. <i>Current Opinion in Psychology</i> , 2021, 39, 6-11.	2.5	21
2	Personalization in Email Marketing: The Role of Noninformative Advertising Content. <i>Marketing Science</i> , 2018, 37, 236-258.	2.7	129
3	Self-Expression Cues in Product Rating Distributions: When People Prefer Polarizing Products. <i>Journal of Consumer Research</i> , 2017, 44, 759-777.	3.5	54
4	The good and bad of ambivalence: Desiring ambivalence under outcome uncertainty.. <i>Journal of Personality and Social Psychology</i> , 2016, 110, 493-508.	2.6	31
5	Belief in the immutability of attitudes both increases and decreases advocacy.. <i>Journal of Personality and Social Psychology</i> , 2016, 111, 475-492.	2.6	19
6	Wanting to Be Different Predicts Nonmotivated Change. <i>Personality and Social Psychology Bulletin</i> , 2016, 42, 1709-1722.	1.9	5
7	Understanding Prime-to-Behavior Effects: Insights from the Active-Self Account. <i>Social Cognition</i> , 2014, 32, 109-123.	0.5	45
8	Wanting other attitudes: Actualâ€“desired attitude discrepancies predict feelings of ambivalence and ambivalence consequences. <i>Journal of Experimental Social Psychology</i> , 2014, 53, 5-18.	1.3	67
9	Visual perspective influences the use of metacognitive information in temporal comparisons.. <i>Journal of Personality and Social Psychology</i> , 2012, 102, 32-50.	2.6	4
10	Not All Selves Feel the Same Uncertainty. <i>Social Psychological and Personality Science</i> , 2012, 3, 118-126.	2.4	11
11	<i>We</i>Are Not the Same as<i>You and I</i>: Causal Effects of Minor Language Variations on Consumers' Attitudes toward Brands. <i>Journal of Consumer Research</i> , 2012, 39, 644-661.	3.5	91
12	A multidimensional association approach to sequential consumer judgments. <i>Journal of Consumer Psychology</i> , 2011, 21, 14-23.	3.2	9
13	Self-Ambivalence and Resistance to Subtle Self-Change Attempts. <i>Personality and Social Psychology Bulletin</i> , 2011, 37, 674-686.	1.9	28
14	Indirect Prime-to-Behavior Effects. <i>Advances in Experimental Social Psychology</i> , 2010, 42, 259-317.	2.0	26
15	The â€œShaken Selfâ€ Product Choices as a Means of Restoring Self-View Confidence. <i>Journal of Consumer Research</i> , 2009, 36, 29-38.	3.5	276
16	The role of interpersonal perceptions in the prime-to-behavior pathway.. <i>Journal of Personality and Social Psychology</i> , 2009, 96, 395-414.	2.6	29
17	Multiple Mechanisms of Primeâ€“toâ€ Behavior Effects. <i>Social and Personality Psychology Compass</i> , 2009, 3, 566-581.	2.0	72
18	The situated person: Effects of construct accessibility on situation construals and interpersonal perception. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 275-291.	1.3	20

#	ARTICLE	IF	CITATIONS
19	Does self-consciousness increase or decrease priming effects? It depends. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 882-889.	1.3	34
20	A match made in the laboratory: Persuasion and matches to primed traits and stereotypes. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 1035-1047.	1.3	26
21	Contextual priming: Where people vote affects how they vote. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2008, 105, 8846-8849.	3.3	144
22	Circles, Squares, and Choice: The Effect of Shape Arrays on Uniqueness and Variety Seeking. <i>Journal of Marketing Research</i> , 2008, 45, 731-740.	3.0	82
23	Significant Other Primes and Behavior: Motivation to Respond to Social Cues Moderates Pursuit of Prime-Induced Goals. <i>Personality and Social Psychology Bulletin</i> , 2007, 33, 1661-1674.	1.9	20
24	When the Same Prime Leads to Different Effects. <i>Journal of Consumer Research</i> , 2007, 34, 357-368.	3.5	96
25	Understanding the Role of the Self in Prime-to-Behavior Effects: The Active-Self Account. <i>Personality and Social Psychology Review</i> , 2007, 11, 234-261.	3.4	354
26	Resistance to persuasion as self-regulation: Ego-depletion and its effects on attitude change processes. <i>Journal of Experimental Social Psychology</i> , 2007, 43, 150-156.	1.3	145
27	Discrepancies between explicit and implicit self-concepts: Consequences for information processing.. <i>Journal of Personality and Social Psychology</i> , 2006, 91, 154-170.	2.6	183
28	Priming a New Identity: Self-Monitoring Moderates the Effects of Nonself Primes on Self-Judgments and Behavior.. <i>Journal of Personality and Social Psychology</i> , 2005, 89, 657-671.	2.6	155
29	Self-Schema Matching and Attitude Change: Situational and Dispositional Determinants of Message Elaboration. <i>Journal of Consumer Research</i> , 2005, 31, 787-797.	3.5	225
30	The Impact of Personality on Cognitive, Behavioral, and Affective Political Processes: The Effects of Need to Evaluate. <i>Journal of Personality</i> , 2004, 72, 995-1028.	1.8	114
31	The effects of stereotype activation on behavior: A review of possible mechanisms.. <i>Psychological Bulletin</i> , 2001, 127, 797-826.	5.5	594
32	Is There One Persuasion Process or More? Lumping Versus Splitting in Attitude Change Theories. <i>Psychological Inquiry</i> , 1999, 10, 156-163.	0.4	52
33	Personalization in Email Marketing: The Role of Non-Informative Advertising Content. <i>SSRN Electronic Journal</i> , 0, , .	0.4	9
34	Can Where People Vote Influence How They Vote? The Influence of Polling Location Type on Voting Behavior. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3