

# Joann Peck

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11001330/publications.pdf>

Version: 2024-02-01

24  
papers

3,298  
citations

471509

17  
h-index

752698

20  
g-index

24  
all docs

24  
docs citations

24  
times ranked

1447  
citing authors

#	ARTICLE	IF	CITATIONS
1	The Effect of Mere Touch on Perceived Ownership. <i>Journal of Consumer Research</i> , 2009, 36, 434-447.	5.1	536
2	To have and to Hold: The Influence of Haptic Information on Product Judgments. <i>Journal of Marketing</i> , 2003, 67, 35-48.	11.3	476
3	Individual Differences in Haptic Information Processing: The "Need for Touch" Scale. <i>Journal of Consumer Research</i> , 2003, 30, 430-442.	5.1	475
4	If I touch it I have to have it: Individual and environmental influences on impulse purchasing. <i>Journal of Business Research</i> , 2006, 59, 765-769.	10.2	271
5	Psychological ownership and affective reaction: Emotional attachment process variables and the endowment effect. <i>Journal of Consumer Psychology</i> , 2011, 21, 439-452.	4.5	270
6	It Just Feels Good: Customers' Affective Response to Touch and Its Influence on Persuasion. <i>Journal of Marketing</i> , 2006, 70, 56-69.	11.3	229
7	In search of a surrogate for touch: The effect of haptic imagery on perceived ownership. <i>Journal of Consumer Psychology</i> , 2013, 23, 189-196.	4.5	184
8	It Just Feels Good: Customers'™ Affective Response to Touch and Its Influence on Persuasion. <i>Journal of Marketing</i> , 2006, 70, 56-69.	11.3	156
9	Textual paralanguage and its implications for marketing communications. <i>Journal of Consumer Psychology</i> , 2017, 27, 98-107.	4.5	134
10	Property Lines in the Mind: Consumers'™ Psychological Ownership and Their Territorial Responses. <i>Journal of Consumer Research</i> , 2018, 45, 148-168.	5.1	110
11	Caring for the Commons: Using Psychological Ownership to Enhance Stewardship Behavior for Public Goods. <i>Journal of Marketing</i> , 2021, 85, 33-49.	11.3	97
12	Observing Product Touch: The Vicarious Haptic Effect in Digital Marketing and Virtual Reality. <i>Journal of Marketing Research</i> , 2022, 59, 306-326.	4.8	66
13	Autotelic need for touch, haptics, and persuasion: The role of involvement. <i>Psychology and Marketing</i> , 2011, 28, 222-239.	8.2	63
14	Please Touch: Object Properties that Invite Touch. <i>IEEE Transactions on Haptics</i> , 2012, 5, 139-147.	2.7	53
15	Individual differences in interpersonal touch: On the development, validation, and use of the "comfort with interpersonal touch" (CIT) scale. <i>Journal of Consumer Psychology</i> , 2015, 25, 60-77.	4.5	47
16	The History of Psychological Ownership and Its Emergence in Consumer Psychology. , 2018, , 1-18.		38
17	Should I Touch the Customer? Rethinking Interpersonal Touch Effects from the Perspective of the Touch Initiator. <i>Journal of Consumer Research</i> , 2020, 47, 588-607.	5.1	24
18	The Effects of Environmental Haptic Cues on Consumer Perceptions of Retailer Warmth and Competence. <i>Journal of Retailing</i> , 2020, 96, 590-605.	6.2	21

#	ARTICLE	IF	CITATIONS
19	Look but Don't Touch! The Impact of Active Interpersonal Haptic Blocking on Compensatory Touch and Purchase Behavior. <i>Journal of Retailing</i> , 2019, 95, 186-203.	6.2	20
20	Looking Ahead: Future Research in Psychological Ownership. , 2018, , 239-258.		12
21	Just my luck: Narcissistic admiration and rivalry differentially predict word of mouth about promotional games. <i>Journal of Business Research</i> , 2022, 150, 374-388.	10.2	10
22	Effects of Sensory Factors on Consumer Behavior. , 0, , .		3
23	An Unintended Consequence of Product Upgrades: How Upgrades Can Make Current Consumers Feel Left Behind. <i>Journal of Marketing Research</i> , 2022, 59, 1019-1039.	4.8	3
24	How can the sense of touch change consumer experience and response?. , 2018, , 40-41.		0