

Joann Peck

List of Publications by Year in descending order

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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	Observing Product Touch: The Vicarious Haptic Effect in Digital Marketing and Virtual Reality. Journal of Marketing Research, 2022, 59, 306-326.	4.8	66
2	An Unintended Consequence of Product Upgrades: How Upgrades Can Make Current Consumers Feel Left Behind. Journal of Marketing Research, 2022, 59, 1019-1039.	4.8	3
3	Just my luck: Narcissistic admiration and rivalry differentially predict word of mouth about promotional games. Journal of Business Research, 2022, 150, 374-388.	10.2	10
4	Caring for the Commons: Using Psychological Ownership to Enhance Stewardship Behavior for Public Goods. Journal of Marketing, 2021, 85, 33-49.	11.3	97
5	The Effects of Environmental Haptic Cues on Consumer Perceptions of Retailer Warmth and Competence. Journal of Retailing, 2020, 96, 590-605.	6.2	21
6	Should I Touch the Customer? Rethinking Interpersonal Touch Effects from the Perspective of the Touch Initiator. Journal of Consumer Research, 2020, 47, 588-607.	5.1	24
7	Look but Don't Touch! The Impact of Active Interpersonal Haptic Blocking on Compensatory Touch and Purchase Behavior. Journal of Retailing, 2019, 95, 186-203.	6.2	20
8	Property Lines in the Mind: Consumers' Psychological Ownership and Their Territorial Responses. Journal of Consumer Research, 2018, 45, 148-168.	5.1	110
9	Looking Ahead: Future Research in Psychological Ownership. , 2018, , 239-258.		12
10	The History of Psychological Ownership and Its Emergence in Consumer Psychology. , 2018, , 1-18.		38
11	How can the sense of touch change consumer experience and response?. , 2018, , 40-41.		0
12	Textual paralanguage and its implications for marketing communications. Journal of Consumer Psychology, 2017, 27, 98-107.	4.5	134
13	Individual differences in interpersonal touch: On the development, validation, and use of the "comfort with interpersonal touch" (CIT) scale. Journal of Consumer Psychology, 2015, 25, 60-77.	4.5	47
14	In search of a surrogate for touch: The effect of haptic imagery on perceived ownership. Journal of Consumer Psychology, 2013, 23, 189-196.	4.5	184
15	Please Touch: Object Properties that Invite Touch. IEEE Transactions on Haptics, 2012, 5, 139-147.	2.7	53
16	Psychological ownership and affective reaction: Emotional attachment process variables and the endowment effect. Journal of Consumer Psychology, 2011, 21, 439-452.	4.5	270
17	Autotelic need for touch, haptics, and persuasion: The role of involvement. Psychology and Marketing, 2011, 28, 222-239.	8.2	63
18	The Effect of Mere Touch on Perceived Ownership. Journal of Consumer Research, 2009, 36, 434-447.	5.1	536

#	ARTICLE	IF	CITATIONS
19	If I touch it I have to have it: Individual and environmental influences on impulse purchasing. Journal of Business Research, 2006, 59, 765-769.	10.2	271
20	It Just Feels Good: Customers'™ Affective Response to Touch and Its Influence on Persuasion. Journal of Marketing, 2006, 70, 56-69.	11.3	156
21	It Just Feels Good: Customers' Affective Response to Touch and Its Influence on Persuasion. Journal of Marketing, 2006, 70, 56-69.	11.3	229
22	Individual Differences in Haptic Information Processing: The "Need for Touch" Scale. Journal of Consumer Research, 2003, 30, 430-442.	5.1	475
23	To have and to Hold: The Influence of Haptic Information on Product Judgments. Journal of Marketing, 2003, 67, 35-48.	11.3	476
24	Effects of Sensory Factors on Consumer Behavior. , 0, , .		3