

# Thomas Gilovich

## List of Publications by Year in descending order

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135  
papers

20,570  
citations

36203

51  
h-index

49773

87  
g-index

139  
all docs

139  
docs citations

139  
times ranked

9756  
citing authors

#	ARTICLE	IF	CITATIONS
1	Representativeness Revisited: Attribute Substitution in Intuitive Judgment. , 2002, , 49-81.		1,765
2	The hot hand in basketball: On the misperception of random sequences. Cognitive Psychology, 1985, 17, 295-314.	0.9	1,360
3	Does Studying Economics Inhibit Cooperation?. Journal of Economic Perspectives, 1993, 7, 159-171.	2.7	1,104
4	Perspective Taking as Egocentric Anchoring and Adjustment.. Journal of Personality and Social Psychology, 2004, 87, 327-339.	2.6	946
5	The Affect Heuristic. , 2002, , 397-420.		937
6	The experience of regret: What, when, and why.. Psychological Review, 1995, 102, 379-395.	2.7	882
7	To Do or to Have? That Is the Question.. Journal of Personality and Social Psychology, 2003, 85, 1193-1202.	2.6	771
8	The Anchoring-and-Adjustment Heuristic. Psychological Science, 2006, 17, 311-318.	1.8	657
9	Objectivity in the Eye of the Beholder: Divergent Perceptions of Bias in Self Versus Others.. Psychological Review, 2004, 111, 781-799.	2.7	635
10	Putting Adjustment Back in the Anchoring and Adjustment Heuristic: Differential Processing of Self-Generated and Experimenter-Provided Anchors. Psychological Science, 2001, 12, 391-396.	1.8	558
11	The illusion of transparency: Biased assessments of others' ability to read one's emotional states.. Journal of Personality and Social Psychology, 1998, 75, 332-346.	2.6	442
12	The spotlight effect in social judgment: An egocentric bias in estimates of the salience of one's own actions and appearance.. Journal of Personality and Social Psychology, 2000, 78, 211-222.	2.6	388
13	When less is more: Counterfactual thinking and satisfaction among Olympic medalists.. Journal of Personality and Social Psychology, 1995, 69, 603-610.	2.6	355
14	The relative relativity of material and experiential purchases.. Journal of Personality and Social Psychology, 2010, 98, 146-159.	2.6	350
15	Ambiguity and Self-Evaluation: The Role of Idiosyncratic Trait Definitions in Self-Serving Assessments of Ability. , 2002, , 324-333.		344
16	Biased evaluation and persistence in gambling.. Journal of Personality and Social Psychology, 1983, 44, 1110-1126.	2.6	340
17	The temporal pattern to the experience of regret.. Journal of Personality and Social Psychology, 1994, 67, 357-365.	2.6	280
18	Motivated Reasoning and Performance on the was on Selection Task. Personality and Social Psychology Bulletin, 2002, 28, 1379-1387.	1.9	280

#	ARTICLE	IF	CITATIONS
19	I am what I do, not what I have: The differential centrality of experiential and material purchases to the self.. Journal of Personality and Social Psychology, 2012, 102, 1304-1317.	2.6	278
20	Incorporating the Irrelevant: Anchors in Judgments of Belief and Value. , 2002, , 120-138.		258
21	A wonderful life: experiential consumption and the pursuit of happiness. Journal of Consumer Psychology, 2015, 25, 152-165.	3.2	251
22	Effect of temporal perspective on subjective confidence.. Journal of Personality and Social Psychology, 1993, 64, 552-560.	2.6	246
23	Seeing the past in the present: The effect of associations to familiar events on judgments and decisions.. Journal of Personality and Social Psychology, 1981, 40, 797-808.	2.6	241
24	When effortful thinking influences judgmental anchoring: differential effects of forewarning and incentives on self-generated and externally provided anchors. Journal of Behavioral Decision Making, 2005, 18, 199-212.	1.0	222
25	The Mechanics of Motivated Reasoning. Journal of Economic Perspectives, 2016, 30, 133-140.	2.7	200
26	Two Systems of Reasoning. , 2002, , 379-396.		199
27	Commission, Omission, and Dissonance Reduction: Coping with Regret in the "Monty Hall" Problem. Personality and Social Psychology Bulletin, 1995, 21, 182-190.	1.9	194
28	Differential construal and the false consensus effect.. Journal of Personality and Social Psychology, 1990, 59, 623-634.	2.6	185
29	Here's Looking at Me: The Effect of Memory Perspective on Assessments of Personal Change.. Journal of Personality and Social Psychology, 2005, 88, 50-62.	2.6	164
30	Peering Into the Bias Blind Spot: People's Assessments of Bias in Themselves and Others. Personality and Social Psychology Bulletin, 2005, 31, 680-692.	1.9	158
31	Stigmatizing Materialism: On Stereotypes and Impressions of Materialistic and Experiential Pursuits. Personality and Social Psychology Bulletin, 2010, 36, 551-563.	1.9	155
32	The Spotlight Effect and the Illusion of Transparency. Current Directions in Psychological Science, 1999, 8, 165-168.	2.8	144
33	Are Adjustments Insufficient?. Personality and Social Psychology Bulletin, 2004, 30, 447-460.	1.9	144
34	Building a More Mobile America—One Income Quintile at a Time. Perspectives on Psychological Science, 2015, 10, 60-71.	5.2	143
35	The Cold Facts about the "Hot Hand" in Basketball. Chance, 1989, 2, 16-21.	0.1	142
36	Varieties of regret: A debate and partial resolution.. Psychological Review, 1998, 105, 602-605.	2.7	141

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37	"Naive cynicism" in everyday theories of responsibility assessment: On biased assumptions of bias.. Journal of Personality and Social Psychology, 1999, 76, 743-753.	2.6	136
38	Incidental environmental anchors. Journal of Behavioral Decision Making, 2008, 21, 241-251.	1.0	134
39	Buyer's remorse or missed opportunity? Differential regrets for material and experiential purchases.. Journal of Personality and Social Psychology, 2012, 102, 215-223.	2.6	133
40	Actions, Intentions, and Self-Assessment: The Road to Self-Enhancement Is Paved with Good Intentions. Personality and Social Psychology Bulletin, 2004, 30, 328-339.	1.9	130
41	"What, Me Worry?": Arousal, Misattribution, and the Effect of Temporal Distance on Confidence. Personality and Social Psychology Bulletin, 1998, 24, 529-536.	1.9	124
42	Effect of memory perspective on retrospective causal attributions.. Journal of Personality and Social Psychology, 1989, 57, 399-403.	2.6	121
43	Waiting for Merlot. Psychological Science, 2014, 25, 1924-1931.	1.8	118
44	Do others judge us as harshly as we think? Overestimating the impact of our failures, shortcomings, and mishaps.. Journal of Personality and Social Psychology, 2001, 81, 44-56.	2.6	113
45	When Predictions Fail: The Dilemma of Unrealistic Optimism. , 2002, , 334-347.		111
46	The Availability Heuristic Revisited: Ease of Recall and Content of Recall as Distinct Sources of Information. , 2002, , 103-119.		107
47	Individual Differences in Reasoning: Implications for the Rationality Debate?. , 2002, , 421-440.		106
48	Empathy neglect: Reconciling the spotlight effect and the correspondence bias.. Journal of Personality and Social Psychology, 2002, 83, 300-312.	2.6	103
49	The illusion of transparency and the alleviation of speech anxiety. Journal of Experimental Social Psychology, 2003, 39, 618-625.	1.3	103
50	Why people are reluctant to tempt fate.. Journal of Personality and Social Psychology, 2008, 95, 293-307.	2.6	102
51	Introduction " Heuristics and Biases: Then and Now. , 2002, , 1-18.		99
52	Sympathetic Magical Thinking: The Contagion and Similarity "Heuristics", 2002, , 201-216.		98
53	The perceiver as perceived: Everyday intuitions about the correspondence bias.. Journal of Personality and Social Psychology, 1999, 77, 1188-1199.	2.6	97
54	Inferential Correction. , 2002, , 167-184.		96

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55	Feelings as Information: Moods Influence Judgments and Processing Strategies. , 2002, , 534-547.		95
56	Biased evaluations of randomly determined gambling outcomes. Journal of Experimental Social Psychology, 1986, 22, 228-241.	1.3	92
57	People's intuitions about intuitive insight and intuitive choice.. Journal of Personality and Social Psychology, 2010, 99, 232-247.	2.6	91
58	The Calibration of Expert Judgment: Heuristics and Biases Beyond the Laboratory. , 2002, , 686-715.		87
59	Some "Thing" to Talk About? Differential Story Utility From Experiential and Material Purchases. Personality and Social Psychology Bulletin, 2015, 41, 1320-1331.	1.9	86
60	Mental Contamination and the Debiasing Problem. , 2002, , 185-200.		85
61	Do people really believe they are above average?. Journal of Experimental Social Psychology, 2008, 44, 1121-1128.	1.3	84
62	Inside the Planning Fallacy: The Causes and Consequences of Optimistic Time Predictions. , 2002, , 250-270.		80
63	Do Analysts Overreact?. , 2002, , 678-685.		80
64	Understanding Misunderstanding: Social Psychological Perspectives. , 2002, , 636-665.		74
65	Compatibility Effects in Judgment and Choice. , 2002, , 217-229.		73
66	Another look at why people are reluctant to exchange lottery tickets.. Journal of Personality and Social Psychology, 2007, 93, 12-22.	2.6	67
67	Remembering and Regretting: The Zeigarnik Effect and the Cognitive Availability of Regrettable Actions and Inactions. Personality and Social Psychology Bulletin, 1997, 23, 248-257.	1.9	66
68	Secondhand information and social judgment. Journal of Experimental Social Psychology, 1987, 23, 59-74.	1.3	65
69	Consumers'™ pursuit of material and experiential purchases: A review. Consumer Psychology Review, 2020, 3, 20-33.	3.4	65
70	Regrets Of Action And Inaction Across Cultures. Journal of Cross-Cultural Psychology, 2003, 34, 61-71.	1.0	61
71	Automated Choice Heuristics. , 2002, , 548-558.		59
72	The headwinds/tailwinds asymmetry: An availability bias in assessments of barriers and blessings.. Journal of Personality and Social Psychology, 2016, 111, 835-851.	2.6	55

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73	Anchoring unbound. <i>Journal of Consumer Psychology</i> , 2010, 20, 20-24.	3.2	54
74	Failing to Act: Regrets of Terman's Geniuses. <i>International Journal of Aging and Human Development</i> , 1995, 40, 175-185.	1.0	51
75	Weâ€™ll Always Have Paris. <i>Advances in Experimental Social Psychology</i> , 2015, 51, 147-187.	2.0	49
76	The Spotlight Effect Revisited: Overestimating the Manifest Variability of Our Actions and Appearance. <i>Journal of Experimental Social Psychology</i> , 2002, 38, 93-99.	1.3	46
77	To do or to have, now or later? The preferred consumption profiles of material and experiential purchases. <i>Journal of Consumer Psychology</i> , 2016, 26, 169-178.	3.2	46
78	Self-Anchoring in Conversation: Why Language Users Do Not Do What They â€™Shouldâ€™, 2002, , 150-166.		45
79	Durability Bias in Affective Forecasting. , 2002, , 292-312.		41
80	Clinical versus Actuarial Judgment. , 2002, , 716-729.		41
81	Cultivating gratitude and giving through experiential consumption.. <i>Emotion</i> , 2016, 16, 1126-1136.	1.5	39
82	Generality and cultural variation in the experience of regret.. <i>Emotion</i> , 2014, 14, 1037-1048.	1.5	36
83	Psychological Science in the Wake of COVID-19: Social, Methodological, and Metascientific Considerations. <i>Perspectives on Psychological Science</i> , 2022, 17, 311-333.	5.2	36
84	Home alone: Why people believe othersâ€™ social lives are richer than their own.. <i>Journal of Personality and Social Psychology</i> , 2017, 113, 858-877.	2.6	36
85	Extensional versus Intuitive Reasoning. , 2002, , 19-48.		34
86	Probability Judgment across Cultures. , 2002, , 271-291.		33
87	Counterfactual Thought, Regret, and Superstition: How to Avoid Kicking Yourself. , 2002, , 367-378.		32
88	The Illusion of Transparency in Negotiations. <i>Negotiation Journal</i> , 2003, 19, 117-131.	0.3	32
89	The dark side of intuition: Aging and increases in nonoptimal intuitive decisions.. <i>Emotion</i> , 2013, 13, 189-195.	1.5	32
90	Getting the Most for the Money: The Hedonic Return on Experiential and Material Purchases. , 2014, , 49-62.		32

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91	Angry (or Disgusted), but Adjusting? The Effect of Specific Emotions on Adjustment From Self-Generated Anchors. <i>Social Psychological and Personality Science</i> , 2011, 2, 563-569.	2.4	30
92	Gift Cards and Mental Accounting: Greenlighting Hedonic Spending. <i>Journal of Behavioral Decision Making</i> , 2014, 27, 386-393.	1.0	29
93	Remarks on Support Theory: Recent Advances and Future Directions. , 2002, , 489-509.		27
94	Like Goes with Like: The Role of Representativeness in Erroneous and Pseudo-Scientific Beliefs. , 2002, , 617-624.		26
95	Heuristics and Biases in Application. , 2002, , 730-748.		25
96	Conceptions of the Self and Others Across Time. <i>Personality and Social Psychology Bulletin</i> , 2008, 34, 1037-1046.	1.9	24
97	Being All That You Can Be. <i>Personality and Social Psychology Bulletin</i> , 2012, 38, 143-154.	1.9	24
98	Intuitions about situational correction in self and others.. <i>Journal of Personality and Social Psychology</i> , 2003, 85, 249-258.	2.6	23
99	Spending on doing promotes more moment-to-moment happiness than spending on having. <i>Journal of Experimental Social Psychology</i> , 2020, 88, 103971.	1.3	23
100	The ideal road not taken: The self-discrepancies involved in people's most enduring regrets.. <i>Emotion</i> , 2018, 18, 439-452.	1.5	23
101	The asymmetric connection between money and material vs. experiential purchases. <i>Journal of Positive Psychology</i> , 2016, 11, 647-658.	2.6	22
102	When Social Worlds Collide: Overconfidence in the Multiple Audience Problem. <i>Personality and Social Psychology Bulletin</i> , 2000, 26, 619-628.	1.9	21
103	Putting Adjustment Back in the Anchoring and Adjustment Heuristic. , 2002, , 139-149.		20
104	Whatever Is Willed Will Be. <i>Personality and Social Psychology Bulletin</i> , 2012, 38, 1235-1246.	1.9	20
105	Understanding money's limits: People's beliefs about the income "Happiness correlation. <i>Journal of Positive Psychology</i> , 2010, 5, 294-301.	2.6	19
106	Resistance of Personal Risk Perceptions to Debiasing Interventions. , 2002, , 313-323.		18
107	How Good Are Fast and Frugal Heuristics?. , 2002, , 559-581.		18
108	The better-than-my-average effect: The relative impact of peak and average performances in assessments of the self and others. <i>Journal of Experimental Social Psychology</i> , 2012, 48, 556-561.	1.3	18

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109	The beach, the bikini, and the best buy: Replies to Dunn and Weidman, and to Schmitt, Brakus, and Zarantonello. <i>Journal of Consumer Psychology</i> , 2015, 25, 179-184.	3.2	16
110	The Heart and the Head: On Choosing Experiences Intuitively and Possessions Deliberatively. <i>Journal of Behavioral Decision Making</i> , 2017, 30, 754-768.	1.0	16
111	What Goes Up Apparently Needn't Come Down: Asymmetric Predictions of Ascent and Descent in Rankings. <i>Journal of Behavioral Decision Making</i> , 2015, 28, 491-503.	1.0	14
112	The Weighing of Evidence and the Determinants of Confidence. , 2002, , 230-249.		12
113	Delay, Doubt, and Decision. <i>Psychological Science</i> , 2010, 21, 568-573.	1.8	11
114	Imagining Can Heighten or Lower the Perceived Likelihood of Contracting a Disease: The Mediating Effect of Ease of Imagery. , 2002, , 98-102.		10
115	The Hot Hand in Basketball: On the Misperception of Random Sequences. , 2002, , 601-616.		10
116	Theory-Driven Reasoning about Plausible Pasts and Probable Futures in World Politics. , 2002, , 749-762.		9
117	Assessing Uncertainty in Physical Constants. , 2002, , 666-677.		8
118	Sudden-death aversion: Avoiding superior options because they feel riskier.. <i>Journal of Personality and Social Psychology</i> , 2018, 115, 363-378.	2.6	8
119	Norm Theory: Comparing Reality to Its Alternatives. , 2002, , 348-366.		7
120	The Use of Statistical Heuristics in Everyday Inductive Reasoning. , 2002, , 510-533.		7
121	There must be more to life than this: The impact of highly-accessible exemplars on self-evaluation and discontent. <i>Self and Identity</i> , 2021, 20, 72-93.	1.0	7
122	The streaking star effect: Why people want superior performance by individuals to continue more than identical performance by groups.. <i>Journal of Personality and Social Psychology</i> , 2021, 120, 559-575.	2.6	7
123	Support Theory: A Nonextensional Representation of Subjective Probability. , 2002, , 441-473.		6
124	Informal Logical Fallacies. , 2006, , 110-130.		6
125	Intuitive Politicians, Theologians, and Prosecutors: Exploring the Empirical Implications of Deviant Functionalist Metaphors. , 2002, , 582-600.		5
126	Is our absence as conspicuous as we think? Overestimating the salience and impact of one's absence from a group. <i>Journal of Experimental Social Psychology</i> , 2003, 39, 386-392.	1.3	5



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127	People are more tolerant of inequality when it is expressed in terms of individuals rather than groups at the top. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2021, 118, .	3.3	5
128	21. The Cold Facts about the "Hot Hand" in Basketball. , 2005, , 169-174.		4
129	How Alike Is It? versus How Likely Is It?: A Disjunction Fallacy in Probability Judgments. , 2002, , 82-97.		3
130	The perceived impact of tax and regulatory changes. <i>Journal of Applied Social Psychology</i> , 2020, 50, 104-114.	1.3	3
131	Unpacking, Repacking, and Anchoring: Advances in Support Theory. , 2002, , 474-488.		2
132	When Less Is More: Counterfactual Thinking and Satisfaction among Olympic Medalists. , 2002, , 625-635.		1
133	Understanding People's Fear of Tempting Fate. <i>Journal of the Association for Consumer Research</i> , 2018, 3, 599-611.	1.0	1
134	Social psychological research isn't negative, and its message fosters compassion, not cynicism. <i>Behavioral and Brain Sciences</i> , 2004, 27, 354-355.	0.4	0
135	Perspectives on Choice. <i>American Journal of Psychology</i> , 2017, 130, 228.	0.5	0