

# Thomas Gilovich

## List of Publications by Citations

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134  
papers

14,685  
citations

57  
h-index

121  
g-index

139  
ext. papers

17,125  
ext. citations

4.7  
avg, IF

6.73  
L-index

#	Paper	IF	Citations
134	Representativeness Revisited: Attribute Substitution in Intuitive Judgment <b>2002</b> , 49-81		1074
133	The hot hand in basketball: On the misperception of random sequences. <i>Cognitive Psychology</i> , <b>1985</b> , 17, 295-314	3.1	948
132	Does Studying Economics Inhibit Cooperation?. <i>Journal of Economic Perspectives</i> , <b>1993</b> , 7, 159-171	9.9	740
131	Perspective taking as egocentric anchoring and adjustment. <i>Journal of Personality and Social Psychology</i> , <b>2004</b> , 87, 327-39	6.5	716
130	The experience of regret: what, when, and why. <i>Psychological Review</i> , <b>1995</b> , 102, 379-95	6.3	692
129	The Affect Heuristic <b>2002</b> , 397-420		645
128	To do or to have? That is the question. <i>Journal of Personality and Social Psychology</i> , <b>2003</b> , 85, 1193-202	6.5	577
127	The anchoring-and-adjustment heuristic: why the adjustments are insufficient. <i>Psychological Science</i> , <b>2006</b> , 17, 311-8	7.9	493
126	Objectivity in the eye of the beholder: divergent perceptions of bias in self versus others. <i>Psychological Review</i> , <b>2004</b> , 111, 781-99	6.3	480
125	Putting adjustment back in the anchoring and adjustment heuristic: differential processing of self-generated and experimenter-provided anchors. <i>Psychological Science</i> , <b>2001</b> , 12, 391-6	7.9	401
124	The illusion of transparency: Biased assessments of others' ability to read one's emotional states.. <i>Journal of Personality and Social Psychology</i> , <b>1998</b> , 75, 332-346	6.5	375
123	The spotlight effect in social judgment: An egocentric bias in estimates of the salience of one's own actions and appearance.. <i>Journal of Personality and Social Psychology</i> , <b>2000</b> , 78, 211-222	6.5	311
122	When less is more: Counterfactual thinking and satisfaction among Olympic medalists.. <i>Journal of Personality and Social Psychology</i> , <b>1995</b> , 69, 603-610	6.5	300
121	Biased evaluation and persistence in gambling.. <i>Journal of Personality and Social Psychology</i> , <b>1983</b> , 44, 1110-1126	6.5	294
120	The relative relativity of material and experiential purchases. <i>Journal of Personality and Social Psychology</i> , <b>2010</b> , 98, 146-59	6.5	262
119	Motivated Reasoning and Performance on the was on Selection Task. <i>Personality and Social Psychology Bulletin</i> , <b>2002</b> , 28, 1379-1387	4.1	236
118	The temporal pattern to the experience of regret.. <i>Journal of Personality and Social Psychology</i> , <b>1994</b> , 67, 357-365	6.5	229

117	Effect of temporal perspective on subjective confidence.. <i>Journal of Personality and Social Psychology</i> , <b>1993</b> , 64, 552-560	6.5	227
116	I am what I do, not what I have: the differential centrality of experiential and material purchases to the self. <i>Journal of Personality and Social Psychology</i> , <b>2012</b> , 102, 1304-17	6.5	198
115	Incorporating the Irrelevant: Anchors in Judgments of Belief and Value <b>2002</b> , 120-138		178
114	A wonderful life: experiential consumption and the pursuit of happiness. <i>Journal of Consumer Psychology</i> , <b>2015</b> , 25, 152-165	3.1	167
113	Seeing the past in the present: The effect of associations to familiar events on judgments and decisions.. <i>Journal of Personality and Social Psychology</i> , <b>1981</b> , 40, 797-808	6.5	166
112	Differential construal and the false consensus effect.. <i>Journal of Personality and Social Psychology</i> , <b>1990</b> , 59, 623-634	6.5	164
111	When effortful thinking influences judgmental anchoring: differential effects of forewarning and incentives on self-generated and externally provided anchors. <i>Journal of Behavioral Decision Making</i> , <b>2005</b> , 18, 199-212	2.4	162
110	Commission, Omission, and Dissonance Reduction: Coping with Regret in the "Monty Hall" Problem. <i>Personality and Social Psychology Bulletin</i> , <b>1995</b> , 21, 182-190	4.1	158
109	Here's looking at me: the effect of memory perspective on assessments of personal change. <i>Journal of Personality and Social Psychology</i> , <b>2005</b> , 88, 50-62	6.5	149
108	Two Systems of Reasoning <b>2002</b> , 379-396		135
107	Peering into the bias blind spot: people's assessments of bias in themselves and others. <i>Personality and Social Psychology Bulletin</i> , <b>2005</b> , 31, 680-92	4.1	117
106	The Spotlight Effect and the Illusion of Transparency: Egocentric Assessments of How We Are Seen by Others. <i>Current Directions in Psychological Science</i> , <b>1999</b> , 8, 165-168	6.5	117
105	The Cold Facts about the Blot Hand In Basketball. <i>Chance</i> , <b>1989</b> , 2, 16-21	1	116
104	Are adjustments insufficient?. <i>Personality and Social Psychology Bulletin</i> , <b>2004</b> , 30, 447-60	4.1	115
103	Stigmatizing materialism: on stereotypes and impressions of materialistic and experiential pursuits. <i>Personality and Social Psychology Bulletin</i> , <b>2010</b> , 36, 551-63	4.1	113
102	"Naive cynicism" in everyday theories of responsibility assessment: On biased assumptions of bias.. <i>Journal of Personality and Social Psychology</i> , <b>1999</b> , 76, 743-753	6.5	108
101	Buyer's remorse or missed opportunity? Differential regrets for material and experiential purchases. <i>Journal of Personality and Social Psychology</i> , <b>2012</b> , 102, 215-23	6.5	105
100	Actions, intentions, and self-assessment: the road to self-enhancement is paved with good intentions. <i>Personality and Social Psychology Bulletin</i> , <b>2004</b> , 30, 328-39	4.1	105

99	Building a more mobile America--one income quintile at a time. <i>Perspectives on Psychological Science</i> , <b>2015</b> , 10, 60-71	9.8	104
98	"What, Me Worry?": Arousal, Misattribution, and the Effect of Temporal Distance on Confidence. <i>Personality and Social Psychology Bulletin</i> , <b>1998</b> , 24, 529-536	4.1	104
97	Varieties of regret: A debate and partial resolution.. <i>Psychological Review</i> , <b>1998</b> , 105, 602-605	6.3	104
96	Do others judge us as harshly as we think? Overestimating the impact of our failures, shortcomings, and mishaps.. <i>Journal of Personality and Social Psychology</i> , <b>2001</b> , 81, 44-56	6.5	101
95	Effect of memory perspective on retrospective causal attributions.. <i>Journal of Personality and Social Psychology</i> , <b>1989</b> , 57, 399-403	6.5	100
94	The Mechanics of Motivated Reasoning. <i>Journal of Economic Perspectives</i> , <b>2016</b> , 30, 133-140	9.9	96
93	Incidental environmental anchors. <i>Journal of Behavioral Decision Making</i> , <b>2008</b> , 21, 241-251	2.4	95
92	Empathy neglect: Reconciling the spotlight effect and the correspondence bias.. <i>Journal of Personality and Social Psychology</i> , <b>2002</b> , 83, 300-312	6.5	94
91	Individual Differences in Reasoning: Implications for the Rationality Debate? <b>2002</b> , 421-440		90
90	Why people are reluctant to tempt fate. <i>Journal of Personality and Social Psychology</i> , <b>2008</b> , 95, 293-307	6.5	85
89	Waiting for Merlot: anticipatory consumption of experiential and material purchases. <i>Psychological Science</i> , <b>2014</b> , 25, 1924-31	7.9	83
88	The perceiver as perceived: Everyday intuitions about the correspondence bias.. <i>Journal of Personality and Social Psychology</i> , <b>1999</b> , 77, 1188-1199	6.5	81
87	The illusion of transparency and the alleviation of speech anxiety. <i>Journal of Experimental Social Psychology</i> , <b>2003</b> , 39, 618-625	2.6	79
86	Biased evaluations of randomly determined gambling outcomes. <i>Journal of Experimental Social Psychology</i> , <b>1986</b> , 22, 228-241	2.6	78
85	When Predictions Fail: The Dilemma of Unrealistic Optimism <b>2002</b> , 334-347		76
84	The Availability Heuristic Revisited: Ease of Recall and Content of Recall as Distinct Sources of Information <b>2002</b> , 103-119		72
83	Introduction □Heuristics and Biases: Then and Now <b>2002</b> , 1-18		72
82	Inferential Correction <b>2002</b> , 167-184		68

81	Feelings as Information: Moods Influence Judgments and Processing Strategies <b>2002</b> , 534-547		68
80	Sympathetic Magical Thinking: The Contagion and Similarity Heuristics <b>2002</b> , 201-216		66
79	Some "Thing" to Talk About? Differential Story Utility From Experiential and Material Purchases. <i>Personality and Social Psychology Bulletin</i> , <b>2015</b> , 41, 1320-31	4.1	59
78	People's intuitions about intuitive insight and intuitive choice. <i>Journal of Personality and Social Psychology</i> , <b>2010</b> , 99, 232-47	6.5	58
77	Do people really believe they are above average?. <i>Journal of Experimental Social Psychology</i> , <b>2008</b> , 44, 1121-1128	2.6	57
76	Another look at why people are reluctant to exchange lottery tickets. <i>Journal of Personality and Social Psychology</i> , <b>2007</b> , 93, 12-22	6.5	57
75	Remembering and Regretting: The Zeigarnik Effect and the Cognitive Availability of Regrettable Actions and Inactions. <i>Personality and Social Psychology Bulletin</i> , <b>1997</b> , 23, 248-257	4.1	56
74	The Calibration of Expert Judgment: Heuristics and Biases Beyond the Laboratory <b>2002</b> , 686-715		55
73	Inside the Planning Fallacy: The Causes and Consequences of Optimistic Time Predictions <b>2002</b> , 250-270		54
72	Secondhand information and social judgment. <i>Journal of Experimental Social Psychology</i> , <b>1987</b> , 23, 59-74	2.6	52
71	Mental Contamination and the Debiasing Problem <b>2002</b> , 185-200		51
70	Regrets Of Action And Inaction Across Cultures. <i>Journal of Cross-Cultural Psychology</i> , <b>2003</b> , 34, 61-71	1.9	49
69	Anchoring unbound. <i>Journal of Consumer Psychology</i> , <b>2010</b> , 20, 20-24	3.1	45
68	Do Analysts Overreact? <b>2002</b> , 678-685		44
67	Understanding Misunderstanding: Social Psychological Perspectives <b>2002</b> , 636-665		38
66	Automated Choice Heuristics <b>2002</b> , 548-558		37
65	The Spotlight Effect Revisited: Overestimating the Manifest Variability of Our Actions and Appearance. <i>Journal of Experimental Social Psychology</i> , <b>2002</b> , 38, 93-99	2.6	37
64	Failing to act: regrets of Terman's geniuses. <i>International Journal of Aging and Human Development</i> , <b>1995</b> , 40, 175-85	1.8	36

63	We'll Always Have Paris. <i>Advances in Experimental Social Psychology</i> , <b>2015</b> , 51, 147-187	4.2	35
62	To do or to have, now or later? The preferred consumption profiles of material and experiential purchases. <i>Journal of Consumer Psychology</i> , <b>2016</b> , 26, 169-178	3.1	34
61	Consumers' Pursuit of material and experiential purchases: A review. <i>Consumer Psychology Review</i> , <b>2020</b> , 3, 20-33	5.2	30
60	The headwinds/tailwinds asymmetry: An availability bias in assessments of barriers and blessings. <i>Journal of Personality and Social Psychology</i> , <b>2016</b> , 111, 835-851	6.5	29
59	The Illusion of Transparency in Negotiations. <i>Negotiation Journal</i> , <b>2003</b> , 19, 117-131	0.3	29
58	Self-Anchoring in Conversation: Why Language Users Do Not Do What They Should. <b>2002</b> , 150-166		29
57	Home alone: Why people believe others' social lives are richer than their own. <i>Journal of Personality and Social Psychology</i> , <b>2017</b> , 113, 858-877	6.5	26
56	Cultivating gratitude and giving through experiential consumption. <i>Emotion</i> , <b>2016</b> , 16, 1126-1136	4.1	25
55	Getting the Most for the Money: The Hedonic Return on Experiential and Material Purchases <b>2014</b> , 49-62		24
54	Generality and cultural variation in the experience of regret. <i>Emotion</i> , <b>2014</b> , 14, 1037-48	4.1	23
53	The dark side of intuition: aging and increases in nonoptimal intuitive decisions. <i>Emotion</i> , <b>2013</b> , 13, 189-201	4.1	23
52	Extensional versus Intuitive Reasoning <b>2002</b> , 19-48		23
51	Probability Judgment across Cultures <b>2002</b> , 271-291		22
50	Angry (or Disgusted), but Adjusting? The Effect of Specific Emotions on Adjustment From Self-Generated Anchors. <i>Social Psychological and Personality Science</i> , <b>2011</b> , 2, 563-569	4.3	19
49	Understanding money's limits: People's beliefs about the income-Happiness correlation. <i>Journal of Positive Psychology</i> , <b>2010</b> , 5, 294-301	3.2	18
48	Conceptions of the self and others across time. <i>Personality and Social Psychology Bulletin</i> , <b>2008</b> , 34, 1037-46	4.6	18
47	Intuitions about situational correction in self and others. <i>Journal of Personality and Social Psychology</i> , <b>2003</b> , 85, 249-58	6.5	18
46	Durability Bias in Affective Forecasting <b>2002</b> , 292-312		18

45	The asymmetric connection between money and material vs. experiential purchases. <i>Journal of Positive Psychology</i> , <b>2016</b> , 11, 647-658	3.2	17
44	Compatibility Effects in Judgment and Choice <b>2002</b> , 217-229		17
43	Remarks on Support Theory: Recent Advances and Future Directions <b>2002</b> , 489-509		17
42	How Good Are Fast and Frugal Heuristics? <b>2002</b> , 559-581		17
41	Clinical versus Actuarial Judgment <b>2002</b> , 716-729		17
40	Heuristics and Biases in Application <b>2002</b> , 730-748		17
39	Whatever is willed will be: a temporal asymmetry in attributions to will. <i>Personality and Social Psychology Bulletin</i> , <b>2012</b> , 38, 1235-46	4.1	16
38	Putting Adjustment Back in the Anchoring and Adjustment Heuristic <b>2002</b> , 139-149		16
37	When Social Worlds Collide: Overconfidence in the Multiple Audience Problem. <i>Personality and Social Psychology Bulletin</i> , <b>2000</b> , 26, 619-628	4.1	16
36	Like Goes with Like: The Role of Representativeness in Erroneous and Pseudo-Scientific Beliefs <b>2002</b> , 617-624		13
35	The ideal road not taken: The self-discrepancies involved in people's most enduring regrets. <i>Emotion</i> , <b>2018</b> , 18, 439-452	4.1	13
34	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> , <b>2015</b> , 25, 179-184	3.1	12
33	Resistance of Personal Risk Perceptions to Debiasing Interventions <b>2002</b> , 313-323		12
32	Spending on doing promotes more moment-to-moment happiness than spending on having. <i>Journal of Experimental Social Psychology</i> , <b>2020</b> , 88, 103971	2.6	11
31	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> , <b>2012</b> , 48, 556-561	2.6	11
30	Being all that you can be: the weighting of potential in assessments of self and others. <i>Personality and Social Psychology Bulletin</i> , <b>2012</b> , 38, 143-54	4.1	11
29	The Weighing of Evidence and the Determinants of Confidence <b>2002</b> , 230-249		11
28	What Goes Up Apparently Needn't Come Down: Asymmetric Predictions of Ascent and Descent in Rankings. <i>Journal of Behavioral Decision Making</i> , <b>2015</b> , 28, 491-503	2.4	10

27	The Heart and the Head: On Choosing Experiences Intuitively and Possessions Deliberatively. <i>Journal of Behavioral Decision Making</i> , <b>2017</b> , 30, 754-768	2.4	8
26	Delay, doubt, and decision: how delaying a choice reduces the appeal of (descriptively) normative options. <i>Psychological Science</i> , <b>2010</b> , 21, 568-73	7.9	8
25	Imagining Can Heighten or Lower the Perceived Likelihood of Contracting a Disease: The Mediating Effect of Ease of Imagery <b>2002</b> , 98-102		8
24	Ambiguity and Self-Evaluation: The Role of Idiosyncratic Trait Definitions in Self-Serving Assessments of Ability <b>2002</b> , 324-333		8
23	Assessing Uncertainty in Physical Constants <b>2002</b> , 666-677		8
22	Norm Theory: Comparing Reality to Its Alternatives <b>2002</b> , 348-366		7
21	The Use of Statistical Heuristics in Everyday Inductive Reasoning <b>2002</b> , 510-533		7
20	Psychological Science in the Wake of COVID-19: Social, Methodological, and Metascientific Considerations. <i>Perspectives on Psychological Science</i> , <b>2021</b> , 1745691621999374	9.8	7
19	Counterfactual Thought, Regret, and Superstition: How to Avoid Kicking Yourself <b>2002</b> , 367-378		6
18	Theory-Driven Reasoning about Plausible Pasts and Probable Futures in World Politics <b>2002</b> , 749-762		6
17	Gift Cards and Mental Accounting: Green-lighting Hedonic Spending. <i>Journal of Behavioral Decision Making</i> , <b>2014</b> , 27, n/a-n/a	2.4	4
16	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> , <b>2003</b> , 39, 386-392	2.6	4
15	Support Theory: A Nonextensional Representation of Subjective Probability <b>2002</b> , 441-473		4
14	The perceived impact of tax and regulatory changes. <i>Journal of Applied Social Psychology</i> , <b>2020</b> , 50, 104-114		3
13	Informal Logical Fallacies 110-130		3
12	21. The Cold Facts about the Hot Hand in Basketball <b>2005</b> , 169-174		3
11	Intuitive Politicians, Theologians, and Prosecutors: Exploring the Empirical Implications of Deviant Functionalist Metaphors <b>2002</b> , 582-600		3
10	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> , <b>2021</b> , 120, 559-575	6.5	3



9	How Alike Is It? versus How Likely Is It?: A Disjunction Fallacy in Probability Judgments <b>2002</b> , 82-97		2
8	Unpacking, Repacking, and Anchoring: Advances in Support Theory <b>2002</b> , 474-488		2
7	The Hot Hand in Basketball: On the Misperception of Random Sequences <b>2002</b> , 601-616		2
6	Sudden-death aversion: Avoiding superior options because they feel riskier. <i>Journal of Personality and Social Psychology</i> , <b>2018</b> , 115, 363-378	6.5	2
5	There must be more to life than this: The impact of highly-accessible exemplars on self-evaluation and discontent. <i>Self and Identity</i> , <b>2021</b> , 20, 72-93	1.7	2
4	When Less Is More: Counterfactual Thinking and Satisfaction among Olympic Medalists <b>2002</b> , 625-635		1
3	Understanding People's Fear of Tempting Fate. <i>Journal of the Association for Consumer Research</i> , <b>2018</b> , 3, 599-611	1.7	0
2	Social psychological research isn't negative, and its message fosters compassion, not cynicism. <i>Behavioral and Brain Sciences</i> , <b>2004</b> , 27, 354-355	0.9	
1	Perspectives on Choice. <i>American Journal of Psychology</i> , <b>2017</b> , 130, 228	0.5	