

Jens Färster

List of Publications by Year in descending order

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94
papers

8,673
citations

61984

43
h-index

43889

91
g-index

98
all docs

98
docs citations

98
times ranked

4520
citing authors

#	ARTICLE	IF	CITATIONS
1	The effects of promotion and prevention cues on creativity.. Journal of Personality and Social Psychology, 2001, 81, 1001-1013.	2.8	830
2	Approach and avoidance strength during goal attainment: Regulatory focus and the "goal looms larger" effect.. Journal of Personality and Social Psychology, 1998, 75, 1115-1131.	2.8	487
3	Temporal Construal Effects on Abstract and Concrete Thinking: Consequences for Insight and Creative Cognition.. Journal of Personality and Social Psychology, 2004, 87, 177-189.	2.8	429
4	Speed/accuracy decisions in task performance: Built-in trade-off or separate strategic concerns?. Organizational Behavior and Human Decision Processes, 2003, 90, 148-164.	2.5	408
5	Seven Principles of Goal Activation: A Systematic Approach to Distinguishing Goal Priming From Priming of Non-Goal Constructs. Personality and Social Psychology Review, 2007, 11, 211-233.	6.0	355
6	How Global Versus Local Perception Fits Regulatory Focus. Psychological Science, 2005, 16, 631-636.	3.3	353
7	Accessibility from active and fulfilled goals. Journal of Experimental Social Psychology, 2005, 41, 220-239.	2.2	346
8	The effects of approach and avoidance motor actions on the elements of creative insight.. Journal of Personality and Social Psychology, 2000, 79, 477-492.	2.8	316
9	Stereotype Threat and Performance: How Self-Stereotypes Influence Processing by Inducing Regulatory Foci.. Journal of Personality and Social Psychology, 2004, 87, 38-56.	2.8	285
10	Implicit affective cues and attentional tuning: An integrative review.. Psychological Bulletin, 2010, 136, 875-893.	6.1	256
11	The Influence of Approach and Avoidance Motor Actions on Creative Cognition. Journal of Experimental Social Psychology, 2002, 38, 41-55.	2.2	226
12	Success/Failure Feedback, Expectancies, and Approach/Avoidance Motivation: How Regulatory Focus Moderates Classic Relations. Journal of Experimental Social Psychology, 2001, 37, 253-260.	2.2	224
13	Effects of Motivational Cues on Perceptual Asymmetry: Implications for Creativity and Analytical Problem Solving.. Journal of Personality and Social Psychology, 2005, 88, 263-275.	2.8	213
14	GLOMO^{sys}: A Systems Account of Global Versus Local Processing. Psychological Inquiry, 2010, 21, 175-197.	0.9	211
15	Influence of overt head movements on memory for valenced words: A case of conceptual-motor compatibility.. Journal of Personality and Social Psychology, 1996, 71, 421-430.	2.8	187
16	Distancing from experienced self: How global-versus-local perception affects estimation of psychological distance.. Journal of Personality and Social Psychology, 2009, 97, 203-216.	2.8	185
17	The effect of global versus local processing styles on assimilation versus contrast in social judgment.. Journal of Personality and Social Psychology, 2008, 94, 579-599.	2.8	177
18	Enactment of approach and avoidance behavior influences the scope of perceptual and conceptual attention. Journal of Experimental Social Psychology, 2006, 42, 133-146.	2.2	167

#	ARTICLE	IF	CITATIONS
19	Attentional Priming Effects on Creativity. <i>Creativity Research Journal</i> , 2003, 15, 277-286.	2.6	161
20	Motor Actions in Retrieval of Valenced Information: A Motor Congruence Effect. <i>Perceptual and Motor Skills</i> , 1997, 85, 1419-1427.	1.3	149
21	Hemispheric specialization and creative thinking: A meta-analytic review of lateralization of creativity. <i>Brain and Cognition</i> , 2010, 72, 442-448.	1.8	127
22	Relations between perceptual and conceptual scope: How global versus local processing fits a focus on similarity versus dissimilarity.. <i>Journal of Experimental Psychology: General</i> , 2009, 138, 88-111.	2.1	123
23	The sex â†’ aggression link: A perception-behavior dissociation.. <i>Journal of Personality and Social Psychology</i> , 2000, 79, 507-520.	2.8	111
24	Reporting Recollective Experiences: Direct Access to Memory Systems?. <i>Psychological Science</i> , 1995, 6, 352-358.	3.3	96
25	Expression after suppression: A motivational explanation of postsuppressional rebound.. <i>Journal of Personality and Social Psychology</i> , 2000, 79, 190-203.	2.8	96
26	Attentional Priming Effects on Creativity. <i>Creativity Research Journal</i> , 2003, 15, 277-286.	2.6	94
27	The Effect of Psychological Distance on Perceptual Level of Construal. <i>Cognitive Science</i> , 2009, 33, 1330-1341.	1.7	89
28	Seeing women as objects: The sexual body part recognition bias. <i>European Journal of Social Psychology</i> , 2012, 42, 743-753.	2.4	89
29	Why Love Has Wings and Sex Has Not: How Reminders of Love and Sex Influence Creative and Analytic Thinking. <i>Personality and Social Psychology Bulletin</i> , 2009, 35, 1479-1491.	3.0	87
30	Preparing for novel versus familiar events: Shifts in global and local processing.. <i>Journal of Experimental Psychology: General</i> , 2009, 138, 383-399.	2.1	86
31	Expectancy, Value and Psychological Distance: A New Look at Goal Gradients. <i>Social Cognition</i> , 2008, 26, 515-533.	0.9	70
32	Motor Actions in Retrieval of Valenced Information: II. Boundary Conditions for Motor Congruence Effects. <i>Perceptual and Motor Skills</i> , 1998, 86, 1423-1426.	1.3	68
33	GLOMO^{sys}. <i>Current Directions in Psychological Science</i> , 2012, 21, 15-19.	5.3	68
34	How Body Feedback Influences Consumersâ€™ Evaluation of Products. <i>Journal of Consumer Psychology</i> , 2004, 14, 416-426.	4.5	67
35	The Influence of Approach and Avoidance Cues on Attentional Flexibility. <i>Motivation and Emotion</i> , 2005, 29, 69-81.	1.3	67
36	Cognitive consequences of novelty and familiarity: How mere exposure influences level of construal. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 444-447.	2.2	64

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37	Automatic effects of alcohol cues on sexual attraction. <i>Addiction</i> , 2005, 100, 672-681.	3.3	62
38	Novelty Categorization Theory. <i>Social and Personality Psychology Compass</i> , 2010, 4, 736-755.	3.7	60
39	The influence of approach and avoidance motor actions on food intake. <i>European Journal of Social Psychology</i> , 2003, 33, 339-350.	2.4	59
40	Stepping back to see the big picture: When obstacles elicit global processing.. <i>Journal of Personality and Social Psychology</i> , 2011, 101, 883-901.	2.8	53
41	Narrowing down to open up for other people's concerns: Empathic concern can be enhanced by inducing detailed processing. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 418-424.	2.2	52
42	How goal-fulfillment decreases aggression. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 90-100.	2.2	46
43	The role of attribution of motivation in producing postsuppressional rebound.. <i>Journal of Personality and Social Psychology</i> , 2001, 81, 377-390.	2.8	44
44	When Stereotype Disconfirmation is a Personal Threat: How Prejudice and Prevention Focus Moderate Incongruity Effects. <i>Social Cognition</i> , 2000, 18, 178-197.	0.9	43
45	Automatic effects of deviancy cues on creative cognition. <i>European Journal of Social Psychology</i> , 2005, 35, 345-359.	2.4	42
46	How love and lust change people's perception of relationship partners. <i>Journal of Experimental Social Psychology</i> , 2010, 46, 237-246.	2.2	39
47	Completed vs. interrupted priming: Reduced accessibility from post-fulfillment inhibition. <i>Journal of Experimental Social Psychology</i> , 2007, 43, 258-264.	2.2	38
48	Inferences from decision difficulty. <i>Journal of Experimental Social Psychology</i> , 2006, 42, 290-301.	2.2	37
49	Materialists on Facebook: the self-regulatory role of social comparisons and the objectification of Facebook friends. <i>Heliyon</i> , 2017, 3, e00449.	3.2	36
50	Compatibility between approach/avoidance stimulation and valenced information determines residual attention during the process of encoding. <i>European Journal of Social Psychology</i> , 2000, 30, 853-871.	2.4	31
51	Mere exposure revisited: The influence of growth versus security cues on evaluations of novel and familiar stimuli.. <i>Journal of Experimental Psychology: General</i> , 2012, 141, 699-714.	2.1	29
52	Re-Exploring the Influence of Sad Mood on Music Preference. <i>Media Psychology</i> , 2012, 15, 249-266.	3.6	28
53	The impact of self-regulatory states and traits on Facebook use: Priming materialism and social comparisons. <i>Computers in Human Behavior</i> , 2017, 71, 418-427.	8.5	28
54	How Threat From Stereotype Disconfirmation Triggers Self-defense. <i>Social Cognition</i> , 2004, 22, 54-74.	0.9	27

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55	The Effects of Regulatory Focus on Braking Speed. <i>Journal of Applied Social Psychology</i> , 2007, 37, 2764-2787.	2.0	27
56	Local and global cross-modal influences between vision and hearing, tasting, smelling, or touching.. <i>Journal of Experimental Psychology: General</i> , 2011, 140, 364-389.	2.1	27
57	Self-Reflection and Recognition: The Role of Metacognitive Knowledge in the Attribution of Recollective Experience. <i>Personality and Social Psychology Review</i> , 1998, 2, 111-123.	6.0	26
58	Certainty and Uncertainty: The Two Faces of the Hindsight Bias. <i>Organizational Behavior and Human Decision Processes</i> , 2002, 87, 323-341.	2.5	26
59	Going Beyond Information Given: How Approach Versus Avoidance Cues Influence Access to Higher Order Information. <i>Social Psychological and Personality Science</i> , 2010, 1, 4-11.	3.9	24
60	Subjective Theories About Encoding May Influence Recognition: Judgmental Regulation in Human Memory. <i>Social Cognition</i> , 1998, 16, 78-92.	0.9	21
61	A motivational model of post-suppressional rebound. <i>European Review of Social Psychology</i> , 2004, 15, 1-32.	9.4	20
62	Regulatory focus and regulatory mode “ Keys to narcissists' (lack of) life satisfaction?. <i>Personality and Individual Differences</i> , 2019, 138, 109-116.	2.9	19
63	How temporal distance changes novices' attitudes towards unconventional arts.. <i>Psychology of Aesthetics, Creativity, and the Arts</i> , 2008, 2, 53-60.	1.3	18
64	Aggressive, Funny, and Thirsty: A Motivational Inference Model (MIMO) Approach to Behavioral Rebound. <i>Personality and Social Psychology Bulletin</i> , 2010, 36, 1385-1396.	3.0	18
65	Unraveling Effects of Novelty on Creativity. <i>Creativity Research Journal</i> , 2013, 25, 280-285.	2.6	18
66	Keeping one's options open: The detrimental consequences of decision reversibility. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 800-805.	2.2	17
67	The Social Online-Self-Regulation-Theory. <i>Journal of Media Psychology</i> , 2021, 33, 181-190.	1.0	17
68	GLOMO ^{sys} : Specifications of a Global Model on Processing Styles. <i>Psychological Inquiry</i> , 2010, 21, 257-269.	0.9	16
69	Seeing love, or seeing lust: How people interpret ambiguous romantic situations. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 1017-1020.	2.2	15
70	A goal model of catharsis. <i>European Review of Social Psychology</i> , 2012, 23, 107-142.	9.4	15
71	Reversible decisions: The grass isn't merely greener on the other side; it's also very brown over here. <i>Journal of Experimental Social Psychology</i> , 2013, 49, 1093-1099.	2.2	15
72	The role of subjective theories for leadership evaluation. <i>European Journal of Work and Organizational Psychology</i> , 2006, 15, 102-127.	3.7	14

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73	What Is Automatic Self-Regulation?. Zeitschrift Fur Psychologie / Journal of Psychology, 2012, 220, 147-156.	1.0	14
74	He Just Wants to Play. Personality and Social Psychology Bulletin, 2011, 37, 1644-1654.	3.0	13
75	When any Worx looks typical to you: Global relative to local processing increases prototypicality and liking. Journal of Experimental Social Psychology, 2012, 48, 416-419.	2.2	13
76	Estimates of spatial distance: A Construal Level Theory perspective. , 2011, , 109-128.		12
77	Welcome Interferences: Dealing with Obstacles Promotes Creative Thought in Goal Pursuit. Creativity and Innovation Management, 2015, 24, 207-216.	3.3	12
78	Implicit person theories influence memory judgments: the circumstances under which metacognitive knowledge is used. European Journal of Social Psychology, 2002, 32, 353-362.	2.4	11
79	Limitations of the motivational intensity model of attentional tuning: Reply to Harmon-Jones, Gable, and Price (2011).. Psychological Bulletin, 2011, 137, 513-516.	6.1	10
80	How decision reversibility affects motivation.. Journal of Experimental Psychology: General, 2014, 143, 835-849.	2.1	10
81	How love and sex can influence recognition of faces and words: A processing model account. European Journal of Social Psychology, 2010, 40, 524-535.	2.4	9
82	Stepping Back While Staying Engaged. Social Psychological and Personality Science, 2012, 3, 379-386.	3.9	8
83	“Self only” When counterfactual thoughts can reduce illusions of personal authorship. Consciousness and Cognition, 2012, 21, 456-463.	1.5	8
84	“Know thyself” The role of idiosyncratic self-knowledge in recognition memory. Journal of Memory and Language, 2005, 52, 628-638.	2.1	7
85	Knowing your costumer better The strength of a self-regulatory value approach. Journal of Consumer Psychology, 2009, 19, 124-128.	4.5	7
86	When curiosity kills no cat”but mediates the relation between distant future thoughts and global processing across sensory modalities. European Journal of Social Psychology, 2012, 42, 334-341.	2.4	6
87	Detour to Arrive: Distancing in Service of Approach Goals. Emotion Review, 2013, 5, 259-263.	3.4	5
88	The Unconscious City: How Expectancies About Creative Milieus Influence Creative Performance. , 2009, , 219-233.		3
89	Expression Entails Anticipation. , 0, , 289-308.		1
90	Opening doors for new research questions: On simulatability. European Journal of Social Psychology, 2009, 39, 1151-1155.	2.4	1

#	ARTICLE	IF	CITATIONS
91	Vorsicht, ÄDiskriminierung!. Familiendynamik, 2022, 47, 124-132.	0.1	1
92	Corrigendum to "Knowing your customer better: The strength of a self-regulatory value approach" [Journal of Consumer Psychology 19 (2009) 124-128]. Journal of Consumer Psychology, 2010, 20, 100-100.	4.5	0
93	Die Wirkung aggressiver (Online-) Computerspiele auf die Verfügbbarkeit aggressiver Gedanken. , 0, , .		0
94	Relationships between narcissistic grandiosity, narcissistic vulnerability, regulatory focus, regulatory mode, and life-satisfaction: Data from two surveys. Data in Brief, 2018, 21, 861-865.	1.0	0