

# Julius Kuhl

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11476898/publications.pdf>

Version: 2024-02-01

97  
papers

7,403  
citations

81900

39  
h-index

69250

77  
g-index

109  
all docs

109  
docs citations

109  
times ranked

4028  
citing authors

#	ARTICLE	IF	CITATIONS
1	A Functional-Design Approach to Motivation and Self-Regulation. , 2000, , 111-169.		480
2	Representation of intentions: Persisting activation in memory.. Journal of Experimental Psychology: Learning Memory and Cognition, 1993, 19, 1211-1226.	0.9	423
3	Nature and autonomy: An organizational view of social and neurobiological aspects of self-regulation in behavior and development. Development and Psychopathology, 1997, 9, 701-728.	2.3	401
4	Volitional Mediators of Cognition-Behavior Consistency: Self-Regulatory Processes and Action Versus State Orientation. , 1985, , 101-128.		366
5	Striving for Unwanted Goals: Stress-Dependent Discrepancies Between Explicit and Implicit Achievement Motives Reduce Subjective Well-Being and Increase Psychosomatic Symptoms.. Journal of Personality and Social Psychology, 2005, 89, 781-799.	2.8	359
6	Emotion and Intuition. Psychological Science, 2003, 14, 416-421.	3.3	351
7	Motivational and functional helplessness: The moderating effect of state versus action orientation.. Journal of Personality and Social Psychology, 1981, 40, 155-170.	2.8	320
8	When nonsense sounds happy or helpless: The Implicit Positive and Negative Affect Test (IPANAT).. Journal of Personality and Social Psychology, 2009, 97, 500-516.	2.8	236
9	Motivation, Konflikt und Handlungskontrolle. , 1983, , .		220
10	A Theory of Self-Regulation: Action versus State Orientation, Self-Discrimination, and Some Applications. Applied Psychology, 1992, 41, 97-129.	7.1	211
11	Volitional facilitation of difficult intentions: Joint activation of intention memory and positive affect removes Stroop interference.. Journal of Experimental Psychology: General, 1999, 128, 382-399.	2.1	202
12	Motivational and volitional determinants of depression: The degenerated-intention hypothesis.. Journal of Abnormal Psychology, 1986, 95, 247-251.	1.9	183
13	Oxytocin buffers cortisol responses to stress in individuals with impaired emotion regulation abilities. Psychoneuroendocrinology, 2011, 36, 898-904.	2.7	172
14	HPA system regulation and adult attachment anxiety: Individual differences in reactive and awakening cortisol. Psychoneuroendocrinology, 2008, 33, 581-590.	2.7	165
15	Intuition, affect, and personality: Unconscious coherence judgments and self-regulation of negative affect.. Journal of Personality and Social Psychology, 2002, 83, 1213-1223.	2.8	154
16	The volitional basis of Personality Systems Interaction Theory:. International Journal of Educational Research, 2000, 33, 665-703.	2.2	145
17	Being Someone: The Integrated Self as a Neuropsychological System. Social and Personality Psychology Compass, 2015, 9, 115-132.	3.7	141
18	Self-discrimination and memory: State orientation and false self-ascription of assigned activities.. Journal of Personality and Social Psychology, 1994, 66, 1103-1115.	2.8	138

#	ARTICLE	IF	CITATIONS
19	Putting Self-Regulation Theory into Practice: A User's Manual. <i>Applied Psychology</i> , 2006, 55, 408-418.	7.1	132
20	Work-life balance and subjective well-being: The mediating role of need fulfilment. <i>British Journal of Psychology</i> , 2009, 100, 365-375.	2.3	119
21	Self-Infiltration: Confusing Assigned Tasks as Self-Selected in Memory. <i>Personality and Social Psychology Bulletin</i> , 2003, 29, 487-497.	3.0	108
22	Positive Affect and Flexibility: Overcoming the Precedence of Global over Local Processing of Visual Information. <i>Motivation and Emotion</i> , 2005, 29, 123-134.	1.3	106
23	Why Religion's Burdens Are Light: From Religiosity to Implicit Self-Regulation. <i>Personality and Social Psychology Review</i> , 2010, 14, 95-107.	6.0	105
24	Implicit but Not Explicit Affectivity Predicts Circadian and Reactive Cortisol: Using the Implicit Positive and Negative Affect Test. <i>Journal of Personality</i> , 2009, 77, 401-426.	3.2	99
25	Altering information to gain action control: Functional aspects of human information processing in decision making. <i>Journal of Research in Personality</i> , 1984, 18, 224-237.	1.7	97
26	Existential neuroscience: a functional magnetic resonance imaging investigation of neural responses to reminders of one's mortality. <i>Social Cognitive and Affective Neuroscience</i> , 2012, 7, 193-198.	3.0	96
27	Recovering from negative events by boosting implicit positive affect. <i>Cognition and Emotion</i> , 2011, 25, 559-570.	2.0	95
28	Volitional Aspects of Achievement Motivation and Learned Helplessness: Toward a Comprehensive Theory of Action Control I I wish to thank Dr. Charles S. Carver and Dr. Franz E. Weinert for helpful comments on a previous draft of this article.. <i>Progress in Experimental Personality Research</i> , 1984, , 99-171.	0.7	90
29	Maintaining a healthy diet: Effects of personality and self-reward versus self-punishment on commitment to and enactment of self-chosen and assigned goals. <i>Psychology and Health</i> , 1998, 13, 651-686.	2.2	89
30	Intention memory and achievement motivation: Volitional facilitation and inhibition as a function of affective contents of need-related stimuli.. <i>Journal of Personality and Social Psychology</i> , 2005, 89, 426-448.	2.8	87
31	Affect sensitivity and affect regulation in dealing with positive and negative affect. <i>Journal of Research in Personality</i> , 2007, 41, 239-248.	1.7	85
32	The dynamic theory of achievement motivation: From episodic to dynamic thinking.. <i>Psychological Review</i> , 1979, 86, 141-151.	3.8	71
33	Individual differences in intention initiation under demanding conditions: Interactive effects of state vs. action orientation and enactment difficulty. <i>Journal of Research in Personality</i> , 2008, 42, 693-715.	1.7	71
34	Title is missing!. <i>Motivation and Emotion</i> , 2003, 27, 157-197.	1.3	66
35	How to Resist Temptation: The Effects of External Control Versus Autonomy Support on Self-Regulatory Dynamics. <i>Journal of Personality</i> , 2005, 73, 443-470.	3.2	62
36	Left-Hemispheric Activation and Self-Infiltration: Testing a Neuropsychological Model of Internalization. <i>Motivation and Emotion</i> , 2005, 29, 135-163.	1.3	60

#	ARTICLE	IF	CITATIONS
37	Directional discrepancy between implicit and explicit power motives is related to well-being among managers. <i>Motivation and Emotion</i> , 2011, 35, 317-327.	1.3	57
38	Motivation, affect, and hemispheric asymmetry: Power versus affiliation.. <i>Journal of Personality and Social Psychology</i> , 2008, 95, 456-469.	2.8	55
39	Intuition, affect, and personality: Unconscious coherence judgments and self-regulation of negative affect.. <i>Journal of Personality and Social Psychology</i> , 2002, 83, 1213-1223.	2.8	54
40	Who Controls Whom When "I Control Myself"?. <i>Psychological Inquiry</i> , 1996, 7, 61-68.	0.9	50
41	Standard setting and risk preference: An elaboration of the theory of achievement motivation and an empirical test.. <i>Psychological Review</i> , 1978, 85, 239-248.	3.8	47
42	Relative frontal brain asymmetry and cortisol release after social stress: The role of action orientation. <i>Biological Psychology</i> , 2016, 115, 86-93.	2.2	42
43	Work Craving: A Conceptualization and Measurement. <i>Basic and Applied Social Psychology</i> , 2013, 35, 547-568.	2.1	40
44	The Dynamics of Personality Approach (DPA): 20 Tenets for Uncovering the Causal Mechanisms of Personality. <i>European Journal of Personality</i> , 2020, 34, 947-968.	3.1	37
45	Historical Perspectives in the Study of Action Control. , 1985, , 89-100.		36
46	Chapter 13 Implicit Motives: A Look from Personality Systems Interaction Theory. , 2010, , 375-404.		36
47	Neural correlates of social motivation: An fMRI study on power versus affiliation. <i>International Journal of Psychophysiology</i> , 2013, 88, 289-295.	1.0	34
48	Personality Interacts With Implicit Affect to Predict Performance in Analytic Versus Holistic Processing. <i>Journal of Personality</i> , 2015, 83, 251-261.	3.2	34
49	The functional architecture of human motivation: Personality systems interactions theory. <i>Advances in Motivation Science</i> , 2021, 8, 1-62.	3.7	32
50	Seven Steps Toward Freedom and Two Ways to Lose It. <i>Social Psychology</i> , 2011, 42, 74-84.	0.7	27
51	When the going gets tough: Self-motivation is associated with invigoration and fun. <i>Psychological Research</i> , 2015, 79, 1064-1076.	1.7	27
52	Motivational determinants of motor performance: The hidden second task. <i>Psychological Research</i> , 1984, 46, 143-153.	1.7	26
53	A Theory of Self-Development: Affective Fixation and the STAR Model of Personality Disorders and Related Styles. <i>Advances in Psychology</i> , 2000, 131, 187-211.	0.1	26
54	A Cross-Cultural Validation of the Implicit Positive and Negative Affect Test (IPANAT). <i>European Journal of Psychological Assessment</i> , 2018, 34, 52-63.	3.0	26

#	ARTICLE	IF	CITATIONS
55	You canâ€™t always remember what you want: The role of cortisol in self-ascription of assigned goals. <i>Journal of Research in Personality</i> , 2009, 43, 1026-1032.	1.7	19
56	Is love right? Prefrontal resting brain asymmetry is related to the affiliation motive. <i>Frontiers in Human Neuroscience</i> , 2013, 7, 902.	2.0	19
57	A Motivational Approach to Volition: Activation and De-Activation of Memory Representations Related to Uncompleted Intentions. , 1988, , 63-85.		18
58	Motivation und Handlungskontrolle: Ohne guten Willen geht es nicht. , 1987, , 101-120.		17
59	State orientation and memory load impair prospective memory performance in older compared to younger persons. <i>Aging, Neuropsychology, and Cognition</i> , 2017, 24, 453-469.	1.3	15
60	From Cognition to Behavior: Perspectives for Future Research on Action Control. , 1985, , 267-275.		15
61	Self-Regulation After Mortality Salience. <i>European Psychologist</i> , 2005, 10, 218-228.	3.1	15
62	Breaking the Chains: The Inverted-U-Shaped Relationship Between Action-State Orientation and Creativity Under Low Job Autonomy. <i>Journal of Management</i> , 2022, 48, 905-935.	9.3	14
63	Personality, Stress, and Intuition: Emotion Regulation Abilities Moderate the Effect of Stress-Dependent Cortisol Increase on Coherence Judgments. <i>Frontiers in Psychology</i> , 2020, 11, 339.	2.1	13
64	The Firepower of Work Craving: When Self-Control Is Burning under the Rubble of Self-Regulation. <i>PLoS ONE</i> , 2017, 12, e0169729.	2.5	13
65	Individual Differences in Self-Regulation. , 2018, , 529-577.		12
66	Nurturing your self: measuring and changing how people strive for what they need. <i>Journal of Positive Psychology</i> , 2021, 16, 726-737.	4.0	12
67	The Self-Access Form. <i>Journal of Individual Differences</i> , 2018, 39, 1-17.	1.0	12
68	Profound Versus Superficial Coping With Mortality Threats. <i>Personality and Social Psychology Bulletin</i> , 2014, 40, 1132-1147.	3.0	11
69	The concert of personality: Explaining personality functioning and coherence by personality systems interactions. <i>European Journal of Personality</i> , 2022, 36, 274-292.	3.1	11
70	Affect-Regulation, Self-development and Parenting. , 2008, , 17-46.		10
71	Giving or taking: the role of dispositional power motivation and positive affect in profit maximization. <i>Mind and Society</i> , 2009, 8, 109-126.	1.3	9
72	Implicit Affiliation Motive Predicts Correct Intuitive Judgment. <i>Journal of Individual Differences</i> , 2013, 34, 24-31.	1.0	9

#	ARTICLE	IF	CITATIONS
73	Endurance and avoidance response patterns in pain patients: Application of action control theory in pain research. PLoS ONE, 2021, 16, e0248875.	2.5	8
74	Implicit self and the right hemisphere: Increasing implicit self-esteem and implicit positive affect by left hand contractions. European Journal of Social Psychology, 2018, 48, 4-16.	2.4	6
75	When do anorexic patients perceive their body as too fat? Aggravating and ameliorating factors. PLoS ONE, 2019, 14, e0212612.	2.5	6
76	A Functional Approach to Motivation. , 2001, , 239-268.		6
77	Chapter 17 Volition and Self-Regulation:Memory Mechanisms Mediating the Maintenance of Intentions. Advances in Psychology, 1989, 62, 387-407.	0.1	5
78	Individual Differences in Coping with Mortality Salience in Germany vs. Poland: Cultural World View or Personal View Defense?. Polish Psychological Bulletin, 2014, 45, 249-256.	0.3	5
79	Effortless Willpower? The Integrative Self and Self-Determined Goal Pursuit. Frontiers in Psychology, 2021, 12, 653458.	2.1	5
80	Personality systems interactions (PSI theory): Toward a dynamic integration of personality theories. , 2021, , 709-730.		5
81	Excelling at selling: The charming personality style predicts occupational activities, sales performance, and persuasive competence. PsyCh Journal, 2013, 2, 86-100.	1.1	4
82	Motivational Chaos: A Simple Model. Recent Research in Psychology, 1986, , 54-71.	0.5	4
83	Giving or Taking: The Role of Dispositional Power Motivation and Positive Affect in Profit Maximization. SSRN Electronic Journal, 0, , .	0.4	3
84	Could positive affect help engineer robot control systems?. Cognitive Processing, 2011, 12, 375-378.	1.4	3
85	Emotion regulation ability compensates for the depression-related negativity bias. Acta Psychologica, 2021, 220, 103414.	1.5	3
86	Not the Master of Your Volitional Mind? The Roles of the Right Medial Prefrontal Cortex and Personality Traits in Unconscious Introjections Versus Self-Chosen Goals. Frontiers in Psychology, 2022, 13, 740925.	2.1	3
87	Ego-depletion or invigoration in solving the tower of Hanoi? Action orientation helps overcome planning deficits. Current Psychology, 2022, 41, 2469-2477.	2.8	2
88	PSI theory in action: The assessment of self-competences as an aid in counseling and therapy. , 2021, , 1297-1316.		2
89	Affekte und Handlungsregulation beim Coaching. , 2018, , 33-40.		2
90	From justification to discovery: a conditional testing approach to unorthodox forms of interpersonal interaction. Personality and Individual Differences, 2004, 36, 509-525.	2.9	1

#	ARTICLE	IF	CITATIONS
91	Affekte und Handlungsregulation beim Coaching. , 2017, , 1-8.		1
92	The Achievement Motive in the Brain: BOLD Responses to Pictures of Challenging Activities Predicted by Implicit Versus Explicit Achievement Motives. Frontiers in Psychology, 0, 13, .	2.1	1
93	Handlungspsychologische Grundlagen des Coaching: Anwendung der Theorie der Persönlichkeits-System-Interaktionen (PSI). , 2009, , 171-182.		0
94	Teildisziplinen der Kognitionswissenschaft. , 2013, , 23-151.		0
95	Affekte und Handlungsregulation beim Coaching. , 2016, , 1-8.		0
96	Being Oneself: The Functional Basis of Authenticity and Self-Development. Studien Zur Interdisziplinären Anthropologie, 2020, , 163-183.	0.0	0
97	Trauernde aus dem Selbst begleiten. Spiritual Care, 2022, .	0.1	0