

# Haim Mano

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11575209/publications.pdf>

Version: 2024-02-01

14  
papers

2,158  
citations

840776

11  
h-index

996975

15  
g-index

15  
all docs

15  
docs citations

15  
times ranked

1253  
citing authors

#	ARTICLE	IF	CITATIONS
1	An inquiry into the supplier selection decision from the business-to-consumer (B2C) perspective. <i>Journal of Business and Industrial Marketing</i> , 2018, 33, 1221-1230.	3.0	13
2	The Role of Affective Brand Commitment on Sales Effort. <i>Journal of Marketing Theory and Practice</i> , 2017, 25, 257-273.	4.3	13
3	Firm Capabilities and Performance. <i>Chinese Economy</i> , 2013, 46, 86-104.	2.0	5
4	Inherent biases in decision support systems: the influence of optimistic and pessimistic DSS on choice, affect, and attitudes. <i>Journal of Behavioral Decision Making</i> , 2008, 21, 45-58.	1.7	12
5	Impact of Competitive Position on Export Propensity and Intensity: An Empirical Study of Manufacturing Firms in China. <i>Chinese Economy</i> , 2008, 41, 51-67.	2.0	14
6	Emotion and Consumption: Perspectives and Issues. <i>Motivation and Emotion</i> , 2004, 28, 107-120.	1.3	20
7	The influence of pre-existing negative affect on store purchase intentions. <i>Journal of Retailing</i> , 1999, 75, 149-172.	6.2	77
8	Affect and persuasion: The influence of pleasantness and arousal on attitude formation and message elaboration. <i>Psychology and Marketing</i> , 1997, 14, 315-335.	8.2	47
9	Affect and persuasion: The influence of pleasantness and arousal on attitude formation and message elaboration. <i>Psychology and Marketing</i> , 1997, 14, 315-335.	8.2	2
10	Risk-Taking, Framing Effects, and Affect. <i>Organizational Behavior and Human Decision Processes</i> , 1994, 57, 38-58.	2.5	173
11	Multi-attribute choice and affect: The influence of naturally occurring and manipulated moods on choice processes. <i>Journal of Behavioral Decision Making</i> , 1993, 6, 33-51.	1.7	90
12	Assessing the Dimensionality and Structure of the Consumption Experience: Evaluation, Feeling, and Satisfaction. <i>Journal of Consumer Research</i> , 1993, 20, 451.	5.1	1,452
13	Judgments under distress: Assessing the role of unpleasantness and arousal in judgment formation. <i>Organizational Behavior and Human Decision Processes</i> , 1992, 52, 216-245.	2.5	173
14	The Structure and Intensity of Emotional Experiences: Method and Context Convergence. <i>Multivariate Behavioral Research</i> , 1991, 26, 389-411.	3.1	65