

Adam Duhachek

List of Publications by Year in descending order

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Version: 2024-02-01

23
papers

2,106
citations

361413

20
h-index

642732

23
g-index

25
all docs

25
docs citations

25
times ranked

1533
citing authors

#	ARTICLE	IF	CITATIONS
1	AI increases unethical consumer behavior due to reduced anticipatory guilt. <i>Journal of the Academy of Marketing Science</i> , 2023, 51, 785-801.	11.2	13
2	Artificial Intelligence and Persuasion: A Construal-Level Account. <i>Psychological Science</i> , 2020, 31, 363-380.	3.3	55
3	Political identity, preference, and persuasion. <i>Social Influence</i> , 2018, 13, 177-191.	1.6	8
4	Can copycat private labels improve the consumer's shopping experience? A fluency explanation. <i>Journal of the Academy of Marketing Science</i> , 2017, 45, 569-585.	11.2	29
5	Coping and Construal Level Matching Drives Health Message Effectiveness via Response Efficacy or Self-Efficacy Enhancement. <i>Journal of Consumer Research</i> , 2016, 43, 429-447.	5.1	79
6	What we feel and why we buy: the influence of emotions on consumer decision-making. <i>Current Opinion in Psychology</i> , 2016, 10, 166-170.	4.9	107
7	Coping Research in the Broader Perspective. , 2015, , 282-308.		7
8	The psychology of appraisal: Specific emotions and decision-making. <i>Journal of Consumer Psychology</i> , 2015, 25, 359-371.	4.5	149
9	Distinct threats, common remedies: How consumers cope with psychological threat. <i>Journal of Consumer Psychology</i> , 2015, 25, 531-545.	4.5	47
10	Emotions Shape Decisions through Construal Level: The Case of Guilt and Shame. <i>Journal of Consumer Research</i> , 2014, 41, 1047-1064.	5.1	109
11	Emotional agency appraisals influence responses to preference inconsistent information. <i>Organizational Behavior and Human Decision Processes</i> , 2013, 120, 87-97.	2.5	43
12	Guilt versus Shame: Coping, Fluency, and Framing in the Effectiveness of Responsible Drinking Messages. <i>Journal of Marketing Research</i> , 2012, 49, 928-941.	4.8	149
13	The moderating role of emotional differentiation on satiation. <i>Journal of Consumer Psychology</i> , 2012, 22, 507-519.	4.5	13
14	Emotional Compatibility and the Effectiveness of Antidrinking Messages: A Defensive Processing Perspective on Shame and Guilt. <i>Journal of Marketing Research</i> , 2010, 47, 263-273.	4.8	165
15	Coping repertoire: Integrating a new conceptualization of coping with transactional theory. <i>Journal of Consumer Psychology</i> , 2009, 19, 473-485.	4.5	41
16	Anticipated Group Interaction: Coping with Valence Asymmetries in Attitude Shift. <i>Journal of Consumer Research</i> , 2007, 34, 395-405.	5.1	24
17	Mapping the Hierarchical Structure of Coping: Unifying Empirical and Theoretical Perspectives. <i>Journal of Consumer Psychology</i> , 2007, 17, 216-233.	4.5	53
18	Consumer Personality and Coping: Testing Rival Theories of Process. <i>Journal of Consumer Psychology</i> , 2005, 15, 52-63.	4.5	80

#	ARTICLE	IF	CITATIONS
19	Coping: A Multidimensional, Hierarchical Framework of Responses to Stressful Consumption Episodes. <i>Journal of Consumer Research</i> , 2005, 32, 41-53.	5.1	338
20	Results on the Standard Error of the Coefficient Alpha Index of Reliability. <i>Marketing Science</i> , 2005, 24, 294-301.	4.1	60
21	Ludic Agency and Retail Spectacle. <i>Journal of Consumer Research</i> , 2004, 31, 658-672.	5.1	280
22	Alpha's Standard Error (ASE): An Accurate and Precise Confidence Interval Estimate.. <i>Journal of Applied Psychology</i> , 2004, 89, 792-808.	5.3	121
23	Being in the Zone. <i>Journal of Contemporary Ethnography</i> , 2001, 30, 465-510.	1.7	114