

Stephen A Spiller

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11852531/publications.pdf>

Version: 2024-02-01

15
papers

1,920
citations

1163117

8
h-index

1058476

14
g-index

15
all docs

15
docs citations

15
times ranked

1825
citing authors

#	ARTICLE	IF	CITATIONS
1	Stocks, flows, and risk response to pandemic data.. Journal of Experimental Psychology: Applied, 2021, 27, 657-668.	1.2	8
2	Judgments Based on Stocks and Flows: Different Presentations of the Same Data Can Lead to Opposing Inferences. Management Science, 2020, 66, 2213-2231.	4.1	9
3	How does the perceived value of a medium of exchange depend on its set of possible uses?. Organizational Behavior and Human Decision Processes, 2020, 161, 188-200.	2.5	3
4	Consumer decisions with artificially intelligent voice assistants. Marketing Letters, 2020, 31, 335-347.	2.9	51
5	Opportunity cost neglect and consideration in the domain of time. Current Opinion in Psychology, 2019, 26, 98-102.	4.9	11
6	Millennial-Style Learning: Search Intensity, Decision Making, and Information Sharing. Management Science, 2018, 64, 3313-3330.	4.1	8
7	Opportunity Cost Neglect Attenuates the Effect of Choices on Preferences. Psychological Science, 2016, 27, 103-113.	3.3	21
8	The Elasticity of Preferences. Psychological Science, 2016, 27, 1588-1599.	3.3	16
9	Median Splits, Type II Errors, and False Positive Consumer Psychology: Don't Fight the Power. SSRN Electronic Journal, 2015, , .	0.4	2
10	Median splits, Type II errors, and falseâ€“positive consumer psychology: Don't fight the power. Journal of Consumer Psychology, 2015, 25, 679-689.	4.5	93
11	Spotlights, Floodlights, and the Magic Number Zero: Simple Effects Tests in Moderated Regression. Journal of Marketing Research, 2013, 50, 277-288.	4.8	1,299
12	Too Much of a Good Thing: The Benefits of Implementation Intentions Depend on the Number of Goals. Journal of Consumer Research, 2012, 39, 600-614.	5.1	71
13	Opportunity Cost Consideration. Journal of Consumer Research, 2011, 38, 595-610.	5.1	158
14	A Generalizable Scale of Propensity to Plan: The Long and the Short of Planning for Time and for Money. Journal of Consumer Research, 2010, 37, 108-128.	5.1	169
15	Tis Not, Tis Not Tis So, Tis So: Rebuttal of Rebuttal by Iacobucci, Posavac, Kardes, Schneider, and Popovich (2015) on the Appropriateness of Median Splits. SSRN Electronic Journal, 0, , .	0.4	1