

Kirstin C Appelt

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11864493/publications.pdf>

Version: 2024-02-01

10
papers

402
citations

1163117

8
h-index

1474206

9
g-index

10
all docs

10
docs citations

10
times ranked

317
citing authors

#	ARTICLE	IF	CITATIONS
1	Good or Bad, We Want it Now: Fixed-Cost Present Bias for Gains and Losses Explains Magnitude Asymmetries in Intertemporal Choice. <i>Journal of Behavioral Decision Making</i> , 2013, 26, 348-361.	1.7	81
2	Regulatory Fit in Negotiation: Effects of "Prevention-Buyer" and "Promotion-Seller" Fit. <i>Social Cognition</i> , 2009, 27, 365-384.	0.9	73
3	Asymmetric discounting of gains and losses: A query theory account. <i>Journal of Risk and Uncertainty</i> , 2011, 43, 107-126.	1.5	71
4	Life expectancy as a constructed belief: Evidence of a live-to or die-by framing effect. <i>Journal of Risk and Uncertainty</i> , 2013, 46, 27-50.	1.5	59
5	My way: How strategic preferences vary by negotiator role and regulatory focus. <i>Journal of Experimental Social Psychology</i> , 2010, 46, 1138-1142.	2.2	41
6	Good or Bad, We Want it Now: Fixed-Cost Present Bias for Gains and Losses Explains Magnitude Asymmetries in Intertemporal Choice. <i>SSRN Electronic Journal</i> , 2012, , .	0.4	41
7	Pay to walk away: Prevention buyers prefer to avoid negotiation. <i>Journal of Economic Psychology</i> , 2013, 38, 40-49.	2.2	14
8	Feeling right or being right: When strong assessment yields strong correction. <i>Motivation and Emotion</i> , 2010, 34, 316-324.	1.3	12
9	Time to retire: Why Americans claim benefits early & how to encourage delay. <i>Behavioral Science and Policy</i> , 2015, 1, 53-62.	0.4	9
10	My Way: Strategic Preferences Vary by Negotiator Role and Regulatory Focus. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1