

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