

Irwin P Levin

List of Publications by Year in descending order

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93
papers

8,411
citations

81743

39
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48187

88
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docs citations

93
times ranked

5420
citing authors

#	ARTICLE	IF	CITATIONS
1	All Frames Are Not Created Equal: A Typology and Critical Analysis of Framing Effects. <i>Organizational Behavior and Human Decision Processes</i> , 1998, 76, 149-188.	1.4	1,821
2	How Consumers are Affected by the Framing of Attribute Information Before and After Consuming the Product. <i>Journal of Consumer Research</i> , 1988, 15, 374.	3.5	895
3	Need for Cognition and Choice Framing Effects. <i>Journal of Behavioral Decision Making</i> , 1996, 9, 283-290.	1.0	351
4	A New Look at Framing Effects: Distribution of Effect Sizes, Individual Differences, and Independence of Types of Effects. <i>Organizational Behavior and Human Decision Processes</i> , 2002, 88, 411-429.	1.4	342
5	Personality traits and risky decision-making in a controlled experimental task: an exploratory study. <i>Personality and Individual Differences</i> , 2001, 31, 215-226.	1.6	314
6	The Interaction of Experiential and Situational Factors and Gender in a Simulated Risky Decision-Making Task. <i>Journal of Psychology: Interdisciplinary and Applied</i> , 1988, 122, 173-181.	0.9	217
7	The impact of prior risk experiences on subsequent risky decision-making: The role of the insula. <i>NeuroImage</i> , 2010, 50, 709-716.	2.1	210
8	Risk preferences in young children: early evidence of individual differences in reaction to potential gains and losses. <i>Journal of Behavioral Decision Making</i> , 2003, 16, 397-413.	1.0	199
9	More Than Meets the Eye: The Effect of Missing Information on Purchase Evaluations. <i>Journal of Consumer Research</i> , 1985, 12, 169.	3.5	192
10	Information framing effects in social and personal decisions. <i>Journal of Experimental Social Psychology</i> , 1988, 24, 520-529.	1.3	191
11	Individual Differences in Risky Decision Making: A Meta-analysis of Sensation Seeking and Impulsivity with the Balloon Analogue Risk Task. <i>Journal of Behavioral Decision Making</i> , 2014, 27, 20-36.	1.0	183
12	Neural Correlates of Adaptive Decision Making for Risky Gains and Losses. <i>Psychological Science</i> , 2007, 18, 958-964.	1.8	178
13	Functional Dissociations of Risk and Reward Processing in the Medial Prefrontal Cortex. <i>Cerebral Cortex</i> , 2009, 19, 1019-1027.	1.6	176
14	Consumer evaluation of multi-product bundles: An information integration analysis. <i>Marketing Letters</i> , 1991, 2, 47-57.	1.9	165
15	Information Processing at Successive Stages of Decision Making: Need for Cognition and Inclusion-Exclusion Effects. <i>Organizational Behavior and Human Decision Processes</i> , 2000, 82, 171-193.	1.4	148
16	Associative effects of information framing. <i>Bulletin of the Psychonomic Society</i> , 1987, 25, 85-86.	0.2	139
17	Framing effects in judgment tasks with varying amounts of information. <i>Organizational Behavior and Human Decision Processes</i> , 1985, 36, 362-377.	1.4	128
18	Trajectory of risky decision making for potential gains and losses from ages 5 to 85. <i>Journal of Behavioral Decision Making</i> , 2011, 24, 331-344.	1.0	121

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19	Relating individual differences in Attitude toward Ambiguity to risky choices. <i>Journal of Behavioral Decision Making</i> , 2001, 14, 107-122.	1.0	116
20	Modeling the Role of Brand Alliances in the Assimilation of Product Evaluations. <i>Journal of Consumer Psychology</i> , 2000, 9, 43-52.	3.2	103
21	Confidence in judgments based on incomplete information: An investigation using both hypothetical and real gambles. <i>Journal of Behavioral Decision Making</i> , 1988, 1, 29-41.	1.0	99
22	The effects of insula damage on decision-making for risky gains and losses. <i>Social Neuroscience</i> , 2009, 4, 347-358.	0.7	95
23	External validity tests of laboratory studies of information integration. <i>Organizational Behavior and Human Performance</i> , 1983, 31, 173-193.	1.5	90
24	Do individual differences in Iowa Gambling Task performance predict adaptive decision making for risky gains and losses?. <i>Journal of Clinical and Experimental Neuropsychology</i> , 2010, 32, 141-150.	0.8	84
25	Stability of choices in a risky decision-making task: a 3-year longitudinal study with children and adults. <i>Journal of Behavioral Decision Making</i> , 2007, 20, 241-252.	1.0	82
26	Risk taking, frame of reference, and characterization of victim groups in AIDS treatment decisions. <i>Journal of Experimental Social Psychology</i> , 1990, 26, 421-434.	1.3	78
27	Packaging of healthy and unhealthy food products for children and parents: The relative influence of licensed characters and brand names. <i>Journal of Consumer Behaviour</i> , 2010, 9, 393-402.	2.6	76
28	Presenting risks and benefits to patients. <i>Journal of General Internal Medicine</i> , 2002, 17, 612-617.	1.3	71
29	Estimating Price-Quality Tradeoffs Using Comparative Judgments. <i>Journal of Consumer Research</i> , 1984, 11, 593.	3.5	70
30	Common and distinct factors in decision making under ambiguity and risk: A psychometric study of individual differences. <i>Organizational Behavior and Human Decision Processes</i> , 2007, 104, 130-149.	1.4	69
31	Title is missing!. <i>Marketing Letters</i> , 2002, 13, 335-344.	1.9	68
32	Framing effects in decisions with completely and incompletely described alternatives. <i>Organizational Behavior and Human Decision Processes</i> , 1986, 38, 48-64.	1.4	66
33	The role of personality in positively and negatively framed risky health decisions. <i>Personality and Individual Differences</i> , 2005, 38, 45-59.	1.6	64
34	An fMRI study of risk-taking following wins and losses: Implications for the gambler's fallacy. <i>Human Brain Mapping</i> , 2011, 32, 271-281.	1.9	63
35	Choosing versus rejecting options at different stages of decision making. <i>Journal of Behavioral Decision Making</i> , 1998, 11, 193-210.	1.0	58
36	Information integration in price-quality tradeoffs: The effect of missing information. <i>Memory and Cognition</i> , 1984, 12, 96-102.	0.9	53

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37	A Neuropsychological Approach to Understanding Risk-Taking for Potential Gains and Losses. <i>Frontiers in Neuroscience</i> , 2012, 6, 15.	1.4	52
38	Assessment of Decision-Making Competence in Preadolescence. <i>Journal of Behavioral Decision Making</i> , 2012, 25, 414-426.	1.0	51
39	Impression formation as a function of source credibility and order of presentation of contradictory information.. <i>Journal of Personality and Social Psychology</i> , 1968, 10, 167-174.	2.6	50
40	Selection of strategies for narrowing choice options: Antecedents and consequences. <i>Organizational Behavior and Human Decision Processes</i> , 2002, 89, 1194-1213.	1.4	42
41	How information frame influences risky decisions: Between-subjects and within-subject comparisons. <i>Journal of Economic Psychology</i> , 1987, 8, 43-54.	1.1	41
42	Individual differences in a within-subjects risky-choice framing study. <i>Personality and Individual Differences</i> , 2011, 51, 248-257.	1.6	41
43	Numeracy as a Predictor of Adaptive Risky Decision Making. <i>Journal of Behavioral Decision Making</i> , 2013, 26, 164-173.	1.0	41
44	Information integration in numerical judgments and decision processes.. <i>Journal of Experimental Psychology: General</i> , 1975, 104, 39-53.	1.5	39
45	Preadolescent Decision-Making Competence Predicts Interpersonal Strengths and Difficulties: A 2-Year Prospective Study. <i>Journal of Behavioral Decision Making</i> , 2015, 28, 76-88.	1.0	39
46	The effect of mood induction in a risky decision-making task. <i>Bulletin of the Psychonomic Society</i> , 1986, 24, 4-6.	0.2	35
47	Prescreening of choice options in 'positive' and 'negative' decision-making tasks. <i>Journal of Behavioral Decision Making</i> , 2001, 14, 279-293.	1.0	35
48	Phased Narrowing: A New Process Tracing Method for Decision Making. <i>Organizational Behavior and Human Decision Processes</i> , 1995, 64, 1-8.	1.4	34
49	Impression formation as a function of source credibility and the polarity of information.. <i>Journal of Personality and Social Psychology</i> , 1969, 12, 34-37.	2.6	32
50	Order effects in belief updating with consistent and inconsistent evidence. <i>Journal of Behavioral Decision Making</i> , 1993, 6, 257-269.	1.0	32
51	Measuring tradeoffs in carpool driving arrangement preferences. <i>Transportation</i> , 1982, 11, 71-85.	2.1	30
52	Retirement Migration Decision Making. <i>Research on Aging</i> , 1984, 6, 139-162.	0.9	29
53	Risky decision making and allocation of resources for leukemia and AIDS programs.. <i>Health Psychology</i> , 1993, 12, 110-117.	1.3	27
54	Extending decision making competence to special populations: a pilot study of persons on the autism spectrum. <i>Frontiers in Psychology</i> , 2015, 6, 539.	1.1	27

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55	How Varying Levels of Knowledge and Motivation Affect Search and Confidence during Consideration and Choice. <i>Marketing Letters</i> , 2004, 15, 67-79.	1.9	26
56	Invariance of the weight parameter in information integration. <i>Memory and Cognition</i> , 1976, 4, 43-47.	0.9	23
57	Sequential effects in impression formation with binary intermittent responding.. <i>Journal of Experimental Psychology</i> , 1969, 79, 283-287.	1.5	21
58	Differential weighting of positive and negative traits in impression formation as a function of prior exposure.. <i>Journal of Experimental Psychology</i> , 1973, 97, 114-115.	1.5	18
59	Averaging processes in ratings and choices based on numerical information. <i>Memory and Cognition</i> , 1974, 2, 786-790.	0.9	18
60	Individual Differences in Decisionâ€making Competence. <i>Journal of Behavioral Decision Making</i> , 2012, 25, 329-330.	1.0	18
61	Changes in perceived travel cost and time for the work trip during a period of increasing gasoline costs. <i>Transportation</i> , 1981, 10, 23-34.	2.1	16
62	SEPARATING GENDER BIASES IN SCREENING AND SELECTING CANDIDATES FOR HIRING AND FIRING. <i>Social Behavior and Personality</i> , 2005, 33, 793-804.	0.3	16
63	Averaging processes and intuitive statistical judgments. <i>Organizational Behavior and Human Performance</i> , 1974, 12, 83-91.	1.5	13
64	Revisiting attribute framing: The impact of number roundedness on framing. <i>Organizational Behavior and Human Decision Processes</i> , 2020, 161, 109-119.	1.4	13
65	The processing of deviant information in prediction and evaluation. <i>Memory and Cognition</i> , 1977, 5, 679-684.	0.9	12
66	The effects of income and inflation on personal satisfaction: Functional measurement in economic psychology. <i>Journal of Economic Psychology</i> , 1981, 1, 303-318.	1.1	12
67	How positive and negative frames influence the decisions of persons in the United States and Australia. <i>Asia Pacific Journal of Marketing and Logistics</i> , 2001, 13, 64-71.	1.8	12
68	Agency Modulates the Lateral and Medial Prefrontal Cortex Responses in Belief-Based Decision Making. <i>PLoS ONE</i> , 2013, 8, e65274.	1.1	10
69	Response Scale Effects and Integration Processes in the Averaging of Motor Movements. <i>Journal of Motor Behavior</i> , 1973, 5, 1-9.	0.5	9
70	Processing of deviant information in inference and descriptive tasks with simultaneous and serial presentation. <i>Organizational Behavior and Human Performance</i> , 1976, 15, 195-211.	1.5	9
71	A paired-comparisons paradigm for investigating person perceptions. <i>Learning and Behavior</i> , 1970, 20, 359-361.	0.6	8
72	Person preference choices: Tests of a subtractive averaging model.. <i>Journal of Experimental Psychology</i> , 1971, 90, 258-261.	1.5	8

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73	Learning effects in information integration: Manipulation of cue validity in an impression formation task. <i>Memory and Cognition</i> , 1973, 1, 236-240.	0.9	7
74	The set-size effect in personality impression formation is not an artifact. <i>Bulletin of the Psychonomic Society</i> , 1974, 3, 187-188.	0.2	7
75	Comparing different models and response transformations in an information integration task. <i>Bulletin of the Psychonomic Society</i> , 1976, 7, 78-80.	0.2	7
76	Individual differences in dealing with incomplete information: Judging clinical competence. <i>Bulletin of the Psychonomic Society</i> , 1991, 29, 451-454.	0.2	7
77	Time Preferences Predict Mortality among HIV-Infected Adults Receiving Antiretroviral Therapy in Kenya. <i>PLoS ONE</i> , 2015, 10, e0145245.	1.1	7
78	Psychological Contributions to Travel Demand Modeling. , 1981, , 29-61.		7
79	Sequential dependencies in single-item and multiple-item probability learning.. <i>Journal of Experimental Psychology</i> , 1972, 93, 262-267.	1.5	6
80	How changes in price and salary affect economic satisfaction: Information integration models and inference processes. <i>Journal of Economic Psychology</i> , 1985, 6, 143-155.	1.1	6
81	Thinking about decisions: An integrative approach of person and task factors. <i>Journal of Behavioral Decision Making</i> , 2020, 33, 538-555.	1.0	6
82	INFORMATION INTEGRATION IN TRANSPORTATION DECISIONS. , 1977, , 57-81.		6
83	Validating a new process tracing method for decision making. <i>Behavior Research Methods</i> , 2001, 33, 496-512.	1.3	5
84	Combining personal and outside opinions: An information integration analysis. <i>Bulletin of the Psychonomic Society</i> , 1974, 3, 44-46.	0.2	4
85	Information variability and reliability effects in evaluating student performance.. <i>Journal of Educational Psychology</i> , 1980, 72, 355-361.	2.1	4
86	Functional measurement of qualitative variables in mode choice: Ratings of economy, safety and desirability of flying versus driving. <i>Transportation Research Part A: Policy and Practice</i> , 1981, 15, 207-214.	0.3	4
87	Measuring personal satisfaction under varying economic conditions. <i>Bulletin of the Psychonomic Society</i> , 1980, 16, 356-358.	0.2	3
88	Measuring and Accounting for Cross-Country Response Biases in Marketing Food and Drink Products. <i>Journal of International Consumer Marketing</i> , 2010, 22, 213-222.	2.3	3
89	Descriptive analysis of the effects of income and inflation on personal satisfaction: A reply to silver. <i>Journal of Economic Psychology</i> , 1983, 3, 173-175.	1.1	2
90	A New Laboratory Method for Altering Positive Affect. <i>Psychological Reports</i> , 1995, 76, 1103-1106.	0.9	2

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91	Temporal Tourism Booking Decisions and the Effect of Message and Goal Framing. <i>Tourism Analysis</i> , 2018, 23, 61-76.	0.5	2
92	Social Functioning and Decision Making: From Group to Individual Differences Across the Autism Spectrum. , 2021, , 333-351.		2
93	Process analysis and scaling of occupational desirability: An example using information integration theory. <i>Bulletin of the Psychonomic Society</i> , 1978, 11, 161-164.	0.2	0