

Eric J Johnson

List of Publications by Citations

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

118
papers

20,807
citations

58
h-index

125
g-index

125
ext. papers

24,067
ext. citations

5.9
avg, IF

6.88
L-index

#	Paper	IF	Citations
118	The Adaptive Decision Maker 1993 ,		1906
117	Gambling with the House Money and Trying to Break Even: The Effects of Prior Outcomes on Risky Choice. <i>Management Science</i> , 1990 , 36, 643-660	3.9	1365
116	Medicine. Do defaults save lives?. <i>Science</i> , 2003 , 302, 1338-9	33.3	1291
115	Affect, generalization, and the perception of risk.. <i>Journal of Personality and Social Psychology</i> , 1983 , 45, 20-31	6.5	1155
114	Behavioral Decision Research: A Constructive Processing Perspective. <i>Annual Review of Psychology</i> , 1992 , 43, 87-131	26.1	1082
113	Adaptive strategy selection in decision making.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 1988 , 14, 534-552	2.2	990
112	Product Familiarity and Learning New Information. <i>Journal of Consumer Research</i> , 1984 , 11, 542	6.3	604
111	Predictors of online buying behavior. <i>Communications of the ACM</i> , 1999 , 42, 32-38	2.5	602
110	Framing, probability distortions, and insurance decisions. <i>Journal of Risk and Uncertainty</i> , 1993 , 7, 35-51	3.1	591
109	Modeling Loss Aversion and Reference Dependence Effects on Brand Choice. <i>Marketing Science</i> , 1993 , 12, 378-394	3.6	551
108	Mindful judgment and decision making. <i>Annual Review of Psychology</i> , 2009 , 60, 53-85	26.1	523
107	Effort and Accuracy in Choice. <i>Management Science</i> , 1985 , 31, 395-414	3.9	507
106	Lateral prefrontal cortex and self-control in intertemporal choice. <i>Nature Neuroscience</i> , 2010 , 13, 538-9	25.5	460
105	Beyond nudges: Tools of a choice architecture. <i>Marketing Letters</i> , 2012 , 23, 487-504	2.3	441
104	Anchoring, Activation, and the Construction of Values. <i>Organizational Behavior and Human Decision Processes</i> , 1999 , 79, 115-153	4	384
103	The validity of verbal protocols. <i>Memory and Cognition</i> , 1989 , 17, 759-69	2.2	351
102	When Web Pages Influence Choice: Effects of Visual Primes on Experts and Novices. <i>Journal of Consumer Research</i> , 2002 , 29, 235-245	6.3	346

101	On the Depth and Dynamics of Online Search Behavior. <i>Management Science</i> , 2004 , 50, 299-308	3.9	330
100	A componential analysis of cognitive effort in choice. <i>Organizational Behavior and Human Decision Processes</i> , 1990 , 45, 111-139	4	320
99	International Differences in Information Privacy Concerns: A Global Survey of Consumers. <i>Information Society</i> , 2004 , 20, 313-324	1.9	290
98	Aspects of endowment: a query theory of value construction. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 2007 , 33, 461-74	2.2	276
97	A dirty word or a dirty world?: Attribute framing, political affiliation, and query theory. <i>Psychological Science</i> , 2010 , 21, 86-92	7.9	273
96	Asymmetric discounting in intertemporal choice: a query-theory account. <i>Psychological Science</i> , 2007 , 18, 516-23	7.9	265
95	Cognitive Lock-In and the Power Law of Practice. <i>Journal of Marketing</i> , 2003 , 67, 62-75	11	253
94	Detecting Failures of Backward Induction: Monitoring Information Search in Sequential Bargaining. <i>Journal of Economic Theory</i> , 2002 , 104, 16-47	1.4	245
93	The limits of anchoring. <i>Journal of Behavioral Decision Making</i> , 1994 , 7, 223-242	2.4	241
92	Local warming: daily temperature change influences belief in global warming. <i>Psychological Science</i> , 2011 , 22, 454-9	7.9	222
91	Consumer buying behavior on the Internet: Findings from panel data 2000 , 14, 15-29		216
90	Divide and Prosper: Consumers' Reactions to Partitioned Prices. <i>Journal of Marketing Research</i> , 1998 , 35, 453-463	5.2	213
89	Cognitive processes in preference reversals. <i>Organizational Behavior and Human Decision Processes</i> , 1989 , 44, 203-231	4	204
88	Let's get personal: An international examination of the influence of communication, culture and social distance on other regarding preferences. <i>Journal of Economic Behavior and Organization</i> , 2006 , 60, 373-398	1.6	196
87	How warm days increase belief in global warming. <i>Nature Climate Change</i> , 2014 , 4, 143-147	21.4	193
86	Defaults, Framing and Privacy: Why Opting In-Opting Out? <i>Marketing Letters</i> , 2002 , 13, 5-15	2.3	178
85	Incorporating the Irrelevant: Anchors in Judgments of Belief and Value 2002 , 120-138		178
84	Bias in Utility Assessments: Further Evidence and Explanations. <i>Management Science</i> , 1989 , 35, 406-424	3.9	172

83	A Comparison of Two Process Tracing Methods for Choice Tasks. <i>Organizational Behavior and Human Decision Processes</i> , 1996 , 68, 28-43	4	167
82	Divide and Prosper: Consumers' Reactions to Partitioned Prices. <i>Journal of Marketing Research</i> , 1998 , 35, 453	5.2	148
81	Information displays and preference reversals. <i>Organizational Behavior and Human Decision Processes</i> , 1988 , 42, 1-21	4	145
80	When and why defaults influence decisions: a meta-analysis of default effects. <i>Behavioural Public Policy</i> , 2019 , 3, 159-186	2.7	133
79	Partitioning default effects: why people choose not to choose. <i>Journal of Experimental Psychology: Applied</i> , 2011 , 17, 332-41	1.8	122
78	Compensatory Choice Models of Noncompensatory Processes: The Effect of Varying Context. <i>Journal of Consumer Research</i> , 1984 , 11, 528	6.3	120
77	Mere-Possession Effects without Possession in Consumer Choice. <i>Journal of Consumer Research</i> , 1997 , 24, 105-117	6.3	118
76	Complementary cognitive capabilities, economic decision making, and aging. <i>Psychology and Aging</i> , 2013 , 28, 595-613	3.6	117
75	Choice without Awareness: Ethical and Policy Implications of Defaults. <i>Journal of Public Policy and Marketing</i> , 2013 , 32, 159-172	3.8	116
74	A constructive process view of decision making: Multiple strategies in judgment and choice. <i>Acta Psychologica</i> , 1992 , 80, 107-141	1.7	114
73	Defaults and donation decisions. <i>Transplantation</i> , 2004 , 78, 1713-6	1.8	101
72	Process models deserve process data: comment on Brandstätter, Gigerenzer, and Hertwig (2006). <i>Psychological Review</i> , 2008 , 115, 263-73	6.3	97
71	Choosing Outcomes versus Choosing Products: Consumer-Focused Retirement Investment Advice. <i>Journal of Consumer Research</i> , 2008 , 35, 440-456	6.3	96
70	Representations of perceptions of risks.. <i>Journal of Experimental Psychology: General</i> , 1984 , 113, 55-70	4.7	96
69	Correlation, conflict, and choice.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 1993 , 19, 931-951	2.2	79
68	When Do Fair Beliefs Influence Bargaining Behavior? Experimental Bargaining in Japan and the United States. <i>Journal of Consumer Research</i> , 2004 , 31, 181-190	6.3	76
67	When Choice Models Fail: Compensatory Models in Negatively Correlated Environments. <i>Journal of Marketing Research</i> , 1989 , 26, 255-270	5.2	76
66	Agents to the Rescue?. <i>Marketing Letters</i> , 1999 , 10, 285-300	2.3	74

65	Sound credit scores and financial decisions despite cognitive aging. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2015 , 112, 65-9	11.5	72
64	Dynamic Experiments for Estimating Preferences: An Adaptive Method of Eliciting Time and Risk Parameters. <i>Management Science</i> , 2013 , 59, 613-640	3.9	71
63	Preference Reversals in Monetary and Life Expectancy Evaluations. <i>Organizational Behavior and Human Decision Processes</i> , 1995 , 62, 300-317	4	65
62	On site: to opt-in or opt-out?. <i>Communications of the ACM</i> , 2001 , 44, 25-27	2.5	61
61	When Choice Models Fail: Compensatory Models in Negatively Correlated Environments. <i>Journal of Marketing Research</i> , 1989 , 26, 255	5.2	61
60	Empirical Generalizations in the Modeling of Consumer Choice. <i>Marketing Science</i> , 1995 , 14, G180-G189	3.6	54
59	Can consumers make affordable care affordable? The value of choice architecture. <i>PLoS ONE</i> , 2013 , 8, e81521	3.7	53
58	Designing marketplaces of the artificial with consumers in mind: Four approaches to understanding consumer behavior in electronic environments. <i>Journal of Interactive Marketing</i> , 2006 , 20, 21-33	9.8	46
57	Constructing Preferences From Memory 397-410		46
56	The price does not include additional taxes, fees, and surcharges: A review of research on partitioned pricing. <i>Journal of Consumer Psychology</i> , 2016 , 26, 105-124	3.1	45
55	A consensus-based transparency checklist. <i>Nature Human Behaviour</i> , 2020 , 4, 4-6	12.8	45
54	Making better decisions: from measuring to constructing preferences. <i>Health Psychology</i> , 2005 , 24, S17-32		44
53	Digitizing Consumer Research. <i>Journal of Consumer Research</i> , 2001 , 28, 331-336	6.3	42
52	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	3.1	40
51	Framing, Probability Distortions, and Insurance Decisions 1993 , 35-51		35
50	. <i>IEEE Transactions on Systems, Man, and Cybernetics</i> , 1990 , 20, 296-309		34
49	Search predicts and changes patience in intertemporal choice. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2017 , 114, 11890-11895	11.5	32
48	Healthcare.gov 3.0--behavioral economics and insurance exchanges. <i>New England Journal of Medicine</i> , 2015 , 372, 695-8	59.2	32

47	Choice by value encoding and value construction: processes of loss aversion. <i>Journal of Experimental Psychology: General</i> , 2011 , 140, 303-24	4.7	32
46	Decisions Under Uncertainty 2009 , 127-144		28
45	Translated Attributes as Choice Architecture: Aligning Objectives and Choices Through Decision Signposts. <i>Management Science</i> , 2018 , 64, 2445-2459	3.9	26
44	The Decision to Commit a Crime: An Information-Processing Analysis. <i>Research in Criminology</i> , 1986 , 170-185		25
43	Connecting cognition and consumer choice. <i>Cognition</i> , 2015 , 135, 47-51	3.5	24
42	Man, my brain is tired: Linking depletion and cognitive effort in choice. <i>Journal of Consumer Psychology</i> , 2008 , 18, 14-16	3.1	24
41	Monitoring Information Processing and Decisions: The Mouselab System 1989 ,		23
40	Gain and Loss Ultimatums. <i>Advances in Applied Microeconomics</i> , 1-23		22
39	Information Overload and the Nonrobustness of Linear Models: A Comment on Keller and Staelin. <i>Journal of Consumer Research</i> , 1989 , 15, 498	6.3	22
38	Using Framing Effects to Inform More Sustainable Infrastructure Design Decisions. <i>Journal of Construction Engineering and Management - ASCE</i> , 2016 , 142, 04016037	4.2	21
37	Beyond rationality in engineering design for sustainability. <i>Nature Sustainability</i> , 2018 , 1, 225-233	22.1	20
36	What's the Catch? Suspicion of Bank Motives and Sluggish Refinancing. <i>Review of Financial Studies</i> , 2019 , 32, 467-495	7	18
35	Time Preferences and Mortgage Choice. <i>Journal of Marketing Research</i> , 2017 , 54, 415-429	5.2	18
34	Moderating Loss Aversion: Loss Aversion Has Moderators, But Reports of its Death are Greatly Exaggerated. <i>Journal of Consumer Psychology</i> , 2020 , 30, 407-428	3.1	18
33	Adapting to Time Constraints 1993 , 103-116		17
32	Complementary Contributions of Fluid and Crystallized Intelligence to Decision Making Across the Life Span 2015 , 149-168		16
31	The Silver Lining Effect: Formal Analysis and Experiments. <i>Management Science</i> , 2009 , 55, 1832-1841	3.9	14
30	Computational and Process Models of Decision Making in Psychology and Behavioral Economics 2014 , 35-47		13

29	Query theory: Knowing what we want by arguing with ourselves. <i>Behavioral and Brain Sciences</i> , 2011 , 34, 91-92	0.9	13
28	Behaviorally informed policies for household financial decisionmaking. <i>Behavioral Science and Policy</i> , 2017 , 3, 26-40	2.8	12
27	Providing descriptive norms during engineering design can encourage more sustainable infrastructure. <i>Sustainable Cities and Society</i> , 2018 , 40, 182-188	10.1	11
26	Accountability and Role Effects in Balanced Scorecard Performance Evaluations When Strategy Timeline Is Specified. <i>European Accounting Review</i> , 2014 , 23, 143-165	2.1	10
25	Partitioning Default Effects: Why People Choose Not to Choose. <i>SSRN Electronic Journal</i> , 2010 ,	1	9
24	Evidence for hippocampal dependence of value-based decisions. <i>Scientific Reports</i> , 2017 , 7, 17738	4.9	8
23	Time to retire: Why Americans claim benefits early & how to encourage delay. <i>Behavioral Science and Policy</i> , 2015 , 1, 53-62	2.8	8
22	Rediscovering Risk. <i>Journal of Public Policy and Marketing</i> , 2004 , 23, 2-6	3.8	7
21	Do Nudges Reduce Disparities? Choice Architecture Compensates for Low Consumer Knowledge. <i>Journal of Marketing</i> , 2021 , 85, 67-84	11	7
20	Constructing Preferences from Memory. <i>SSRN Electronic Journal</i> , 2006 ,	1	6
19	Things that Go Bump in the Mind: How Behavioral Economics Could Invigorate Marketing. <i>Journal of Marketing Research</i> , 2006 , 43, 337-340	5.2	6
18	Individual-level loss aversion in riskless and risky choices. <i>Theory and Decision</i> , 1	0.8	6
17	Choice theories: What are they good for?. <i>Journal of Consumer Psychology</i> , 2013 , 23, 154-157	3.1	5
16	Measuring Consumer Risk-Return Tradeoffs. <i>SSRN Electronic Journal</i> , 2006 ,	1	5
15	An Information Processing Perspective on Choice. <i>Psychology of Learning and Motivation - Advances in Research and Theory</i> , 1995 , 32, 137-175	1.4	4
14	Postscript: Rejoinder to Brandstätter, Gigerenzer, and Hertwig (2008).. <i>Psychological Review</i> , 2008 , 115, 272-273	6.3	3
13	Funds of knowledge mentors: Partnering with Latinx youth to incite dispositional shifts in teacher preparation. <i>Journal of Latinos and Education</i> , 2020 , 19, 368-382	0.7	3
12	Local warming is real: A meta-analysis of the effect of recent temperature on climate change beliefs. <i>Current Opinion in Behavioral Sciences</i> , 2021 , 42, 121-126	4	3

11	Bringing Choice Architecture to Architecture and Engineering Decisions: How the Redesign of Rating Systems Can Improve Sustainability. <i>Journal of Management in Engineering - ASCE</i> , 2019 , 35, 04019014	5.3	2
10	Life Expectancy as a Constructed Belief: Evidence of a Live-To or Die-By Framing Effect. <i>SSRN Electronic Journal</i> , 2012 ,	1	2
9	Do Defaults Save Lives?682-688		2
8	Partitioning Sorted Sets: Overcoming Choice Overload While Maintaining Decision Quality. <i>SSRN Electronic Journal</i> , 2017 ,	1	1
7	Choice Architecture for Healthier Insurance Choices: Ordering and Partitioning Can Improve Decisions. <i>SSRN Electronic Journal</i> , 2019 ,	1	1
6	Chapter 24. Decisions by Default 2013 , 417-427		1
5	Can Consumers Make Affordable Care Affordable? The Value of Choice Architecture. <i>SSRN Electronic Journal</i> , 2013 ,	1	1
4	Cognitive Processes in Preference Reversals122-145		1
3	When Web Pages Influence Choice: Effects of Visual Primes on Experts and Novices282-299		0
2	Framing to reduce present bias in infrastructure design intentions.. <i>IScience</i> , 2022 , 25, 103954	6.1	0
1	Pictures Matter: How Images of Projected Sea-Level Rise Shape Long-Term Sustainable Design Decisions for Infrastructure Systems. <i>Sustainability</i> , 2022 , 14, 3007	3.6	