

Ayelet Fishbach

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/1400443/publications.pdf>

Version: 2024-02-01

51
papers

2,561
citations

304602

22
h-index

206029

48
g-index

52
all docs

52
docs citations

52
times ranked

2243
citing authors

#	ARTICLE	IF	CITATIONS
1	Self-control in action: Implicit dispositions toward goals and away from temptations.. Journal of Personality and Social Psychology, 2006, 90, 820-832.	2.6	334
2	The pitfall of experimenting on the web: How unattended selective attrition leads to surprising (yet) Tj ETQq0 0 0 rgBT /Overlock 10 Tf 5	2.6	309
3	Subgoals as substitutes or complements: The role of goal accessibility.. Journal of Personality and Social Psychology, 2006, 91, 232-242.	2.6	289
4	Be better or be merry: How mood affects self-control.. Journal of Personality and Social Psychology, 2007, 93, 158-173.	2.6	171
5	Leading us not unto temptation: momentary allurements elicit overriding goal activation. Journal of Personality and Social Psychology, 2003, 84, 296-309.	2.6	127
6	Tell Me What I Did Wrong: Experts Seek and Respond to Negative Feedback. Journal of Consumer Research, 2012, 39, 22-38.	3.5	89
7	A recipe for friendship: Similar food consumption promotes trust and cooperation. Journal of Consumer Psychology, 2017, 27, 1-10.	3.2	89
8	For the Fun of It: Harnessing Immediate Rewards to Increase Persistence in Long-Term Goals. Journal of Consumer Research, 2016, 42, 952-966.	3.5	85
9	Megastudies improve the impact of applied behavioural science. Nature, 2021, 600, 478-483.	13.7	80
10	Too far to help: The effect of perceived distance on the expected impact and likelihood of charitable action.. Journal of Personality and Social Psychology, 2017, 112, 860-876.	2.6	71
11	Inherently loyal or easily bored?: Nonconscious activation of consistency versus varietyâ€seeking behavior. Journal of Consumer Psychology, 2011, 21, 38-48.	3.2	68
12	The course of motivation. Journal of Consumer Psychology, 2011, 21, 414-423.	3.2	62
13	A structural model of intrinsic motivation: On the psychology of means-ends fusion.. Psychological Review, 2018, 125, 165-182.	2.7	60
14	The motivational self is more than the sum of its goals. Behavioral and Brain Sciences, 2014, 37, 143-144.	0.4	56
15	Immediate Rewards Predict Adherence to Long-Term Goals. Personality and Social Psychology Bulletin, 2017, 43, 151-162.	1.9	55
16	Itâ€™s about time: Earlier rewards increase intrinsic motivation.. Journal of Personality and Social Psychology, 2018, 114, 877-890.	2.6	55
17	Not Learning From Failureâ€”the Greatest Failure of All. Psychological Science, 2019, 30, 1733-1744.	1.8	51
18	Pursuing goals with others: Group identification and motivation resulting from things done versus things left undone.. Journal of Experimental Psychology: General, 2011, 140, 520-534.	1.5	48

#	ARTICLE	IF	CITATIONS
19	The experience matters more than you think: People value intrinsic incentives more inside than outside an activity.. Journal of Personality and Social Psychology, 2015, 109, 968-982.	2.6	45
20	The Structure of Intrinsic Motivation. Annual Review of Organizational Psychology and Organizational Behavior, 2022, 9, 339-363.	5.6	42
21	When waiting to choose increases patience. Organizational Behavior and Human Decision Processes, 2013, 121, 256-266.	1.4	37
22	Shared Plates, Shared Minds: Consuming From a Shared Plate Promotes Cooperation. Psychological Science, 2019, 30, 541-552.	1.8	36
23	Do Global and Local Systems Feel Different?. Psychological Inquiry, 2010, 21, 213-215.	0.4	24
24	It was(nâ€™t) me: Exercising restraint when choices appear self-diagnostic.. Journal of Personality and Social Psychology, 2015, 109, 1117-1131.	2.6	24
25	Dear Abby: Should I Give Advice or Receive It?. Psychological Science, 2018, 29, 1797-1806.	1.8	24
26	Being observed magnifies action.. Journal of Personality and Social Psychology, 2016, 111, 852-865.	2.6	21
27	The function of value in selfâ€™regulation. Journal of Consumer Psychology, 2009, 19, 129-133.	3.2	19
28	Trade-Offs in Choice. Annual Review of Psychology, 2021, 72, 181-206.	9.9	19
29	Words speak louder: Conforming to preferences more than actions.. Journal of Personality and Social Psychology, 2015, 109, 193-209.	2.6	18
30	Food restriction and the experience of social isolation.. Journal of Personality and Social Psychology, 2020, 119, 657-671.	2.6	17
31	Giving the Self. Social Psychological and Personality Science, 2016, 7, 339-348.	2.4	15
32	How to motivate yourself and others? Intended and unintended consequences. Research in Organizational Behavior, 2015, 35, 123-141.	0.9	14
33	Pursuing Goals with Others. Social and Personality Psychology Compass, 2016, 10, 298-312.	2.0	12
34	Motivating Personal Growth by Seeking Discomfort. Psychological Science, 2022, 33, 510-523.	1.8	11
35	Functional intimacy: Needingâ€™But not wantingâ€™The touch of a stranger.. Journal of Personality and Social Psychology, 2017, 113, 910-924.	2.6	10
36	Hidden failures. Organizational Behavior and Human Decision Processes, 2020, 157, 57-67.	1.4	9

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37	You Think Failure Is Hard? So Is Learning From It. Perspectives on Psychological Science, 2022, 17, 1511-1524.	5.2	9
38	Goal Changes and Healthy Aging. Journals of Gerontology - Series B Psychological Sciences and Social Sciences, 2021, 76, S105-S114.	2.4	8
39	When friends exchange negative feedback. Motivation and Emotion, 2017, 41, 69-83.	0.8	7
40	Motivation and Healthy Aging: A Heuristic Model. Journals of Gerontology - Series B Psychological Sciences and Social Sciences, 2021, 76, S97-S104.	2.4	7
41	The first-member heuristic: Group members labeled "first" influence judgment and treatment of groups.. Journal of Personality and Social Psychology, 2020, 118, 706-719.	2.6	7
42	Love is patient: People are more willing to wait for things they like.. Journal of Experimental Psychology: General, 2021, 150, 1423-1437.	1.5	6
43	When wanting closure reduces patients'™ patience. Organizational Behavior and Human Decision Processes, 2020, 161, 85-94.	1.4	5
44	Eyes on the prize: The preference to invest resources in goals over means.. Journal of Personality and Social Psychology, 2018, 115, 624-637.	2.6	5
45	Surprised elaboration: When White men get longer sentences.. Journal of Personality and Social Psychology, 2022, 123, 941-956.	2.6	3
46	When Consistent and Varied Actions Are Not Driven by a Need for Consistency or Variety. Psychological Inquiry, 2018, 29, 63-66.	0.4	2
47	What to say to round up more donors, or bigger donations.. Motivation Science, 2021, 7, 291-305.	1.2	2
48	Social exploration: When people deviate from options explored by others.. Journal of Personality and Social Psychology, 2022, 122, 427-442.	2.6	2
49	Society for the Science of Motivation Presidential Address: Can we harness motivation science to motivate ourselves?. Motivation Science, 2021, 7, 363-374.	1.2	1
50	Can't wait or won't wait? The two barriers to patient decisions. Trends in Cognitive Sciences, 2022, , .	4.0	1
51	Personal Agency and Social Support: Substitutes of Complements?. Psychological Inquiry, 2022, 33, 42-45.	0.4	0