

Kaitlin Woolley

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/1785985/publications.pdf>

Version: 2024-02-01

21
papers

641
citations

758635

12
h-index

752256

20
g-index

21
all docs

21
docs citations

21
times ranked

478
citing authors

#	ARTICLE	IF	CITATIONS
1	A recipe for friendship: Similar food consumption promotes trust and cooperation. <i>Journal of Consumer Psychology</i> , 2017, 27, 1-10.	3.2	89
2	For the Fun of It: Harnessing Immediate Rewards to Increase Persistence in Long-Term Goals. <i>Journal of Consumer Research</i> , 2016, 42, 952-966.	3.5	85
3	A structural model of intrinsic motivation: On the psychology of means-ends fusion.. <i>Psychological Review</i> , 2018, 125, 165-182.	2.7	60
4	Immediate Rewards Predict Adherence to Long-Term Goals. <i>Personality and Social Psychology Bulletin</i> , 2017, 43, 151-162.	1.9	55
5	It's about time: Earlier rewards increase intrinsic motivation.. <i>Journal of Personality and Social Psychology</i> , 2018, 114, 877-890.	2.6	55
6	The experience matters more than you think: People value intrinsic incentives more inside than outside an activity.. <i>Journal of Personality and Social Psychology</i> , 2015, 109, 968-982.	2.6	45
7	The Structure of Intrinsic Motivation. <i>Annual Review of Organizational Psychology and Organizational Behavior</i> , 2022, 9, 339-363.	5.6	42
8	Shared Plates, Shared Minds: Consuming From a Shared Plate Promotes Cooperation. <i>Psychological Science</i> , 2019, 30, 541-552.	1.8	36
9	Closing your eyes to follow your heart: Avoiding information to protect a strong intuitive preference.. <i>Journal of Personality and Social Psychology</i> , 2018, 114, 230-245.	2.6	36
10	Incentives Increase Relative Positivity of Review Content and Enjoyment of Review Writing. <i>Journal of Marketing Research</i> , 2021, 58, 539-558.	3.0	24
11	Down a Rabbit Hole: How Prior Media Consumption Shapes Subsequent Media Consumption. <i>Journal of Marketing Research</i> , 2022, 59, 453-471.	3.0	19
12	Food restriction and the experience of social isolation.. <i>Journal of Personality and Social Psychology</i> , 2020, 119, 657-671.	2.6	17
13	How You Estimate Calories Matters: Calorie Estimation Reversals. <i>Journal of Consumer Research</i> , 2021, 48, 147-168.	3.5	13
14	Underestimating the importance of expressing intrinsic motivation in job interviews. <i>Organizational Behavior and Human Decision Processes</i> , 2018, 148, 1-11.	1.4	12
15	Hiding from the Truth: When and How Cover Enables Information Avoidance. <i>Journal of Consumer Research</i> , 2021, 47, 675-697.	3.5	12
16	Motivating Personal Growth by Seeking Discomfort. <i>Psychological Science</i> , 2022, 33, 510-523.	1.8	11
17	Avoiding ethical temptations. <i>Current Opinion in Psychology</i> , 2015, 6, 36-40.	2.5	9
18	The Effect of Categorization on Goal Progress Perceptions and Motivation. <i>Journal of Consumer Research</i> , 2020, 47, 608-630.	3.5	9

#	ARTICLE	IF	CITATIONS
19	Working during non-standard work time undermines intrinsic motivation. <i>Organizational Behavior and Human Decision Processes</i> , 2022, 170, 104134.	1.4	6
20	A preference for preference: Lack of subjective preference evokes dehumanization. <i>Organizational Behavior and Human Decision Processes</i> , 2021, 164, 52-67.	1.4	5
21	Work-to-Unlock Rewards: Leveraging Goals in Reward Systems to Increase Consumer Persistence. <i>Journal of Consumer Research</i> , 0, , .	3.5	1