

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

759233

12
h-index

752698

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. Journal of Consumer Psychology, 2017, 27, 1-10.	4.5	89
2	For the Fun of It: Harnessing Immediate Rewards to Increase Persistence in Long-Term Goals. Journal of Consumer Research, 2016, 42, 952-966.	5.1	85
3	A structural model of intrinsic motivation: On the psychology of means-ends fusion.. Psychological Review, 2018, 125, 165-182.	3.8	60
4	Immediate Rewards Predict Adherence to Long-Term Goals. Personality and Social Psychology Bulletin, 2017, 43, 151-162.	3.0	55
5	It's about time: Earlier rewards increase intrinsic motivation.. Journal of Personality and Social Psychology, 2018, 114, 877-890.	2.8	55
6	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.	2.8	45
7	The Structure of Intrinsic Motivation. Annual Review of Organizational Psychology and Organizational Behavior, 2022, 9, 339-363.	9.9	42
8	Shared Plates, Shared Minds: Consuming From a Shared Plate Promotes Cooperation. Psychological Science, 2019, 30, 541-552.	3.3	36
9	Closing your eyes to follow your heart: Avoiding information to protect a strong intuitive preference.. Journal of Personality and Social Psychology, 2018, 114, 230-245.	2.8	36
10	Incentives Increase Relative Positivity of Review Content and Enjoyment of Review Writing. Journal of Marketing Research, 2021, 58, 539-558.	4.8	24
11	Down a Rabbit Hole: How Prior Media Consumption Shapes Subsequent Media Consumption. Journal of Marketing Research, 2022, 59, 453-471.	4.8	19
12	Food restriction and the experience of social isolation.. Journal of Personality and Social Psychology, 2020, 119, 657-671.	2.8	17
13	How You Estimate Calories Matters: Calorie Estimation Reversals. Journal of Consumer Research, 2021, 48, 147-168.	5.1	13
14	Underestimating the importance of expressing intrinsic motivation in job interviews. Organizational Behavior and Human Decision Processes, 2018, 148, 1-11.	2.5	12
15	Hiding from the Truth: When and How Cover Enables Information Avoidance. Journal of Consumer Research, 2021, 47, 675-697.	5.1	12
16	Motivating Personal Growth by Seeking Discomfort. Psychological Science, 2022, 33, 510-523.	3.3	11
17	Avoiding ethical temptations. Current Opinion in Psychology, 2015, 6, 36-40.	4.9	9
18	The Effect of Categorization on Goal Progress Perceptions and Motivation. Journal of Consumer Research, 2020, 47, 608-630.	5.1	9

#	ARTICLE	IF	CITATIONS
19	Working during non-standard work time undermines intrinsic motivation. Organizational Behavior and Human Decision Processes, 2022, 170, 104134.	2.5	6
20	A preference for preference: Lack of subjective preference evokes dehumanization. Organizational Behavior and Human Decision Processes, 2021, 164, 52-67.	2.5	5
21	Work-to-Unlock Rewards: Leveraging Goals in Reward Systems to Increase Consumer Persistence. Journal of Consumer Research, 0, , .	5.1	1