

Oliver B BÃ¼ttner

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/17874/publications.pdf>

Version: 2024-02-01

16
papers

571
citations

840776

11
h-index

1125743

13
g-index

16
all docs

16
docs citations

16
times ranked

477
citing authors

#	ARTICLE	IF	CITATIONS
1	Perceived trustworthiness of online shops. <i>Journal of Consumer Behaviour</i> , 2008, 7, 35-50.	4.2	151
2	Visual Attention and Goal Pursuit. <i>Personality and Social Psychology Bulletin</i> , 2014, 40, 1248-1259.	3.0	108
3	Shopping Orientation and Mindsets: How Motivation Influences Consumer Information Processing During Shopping. <i>Psychology and Marketing</i> , 2013, 30, 779-793.	8.2	69
4	How shopping orientation influences the effectiveness of monetary and nonmonetary promotions. <i>European Journal of Marketing</i> , 2015, 49, 170-189.	2.9	43
5	Shopping orientation as a stable consumer disposition and its influence on consumers'™ evaluations of retailer communication. <i>European Journal of Marketing</i> , 2014, 48, 1026-1045.	2.9	32
6	Balancing the balance: Self-control mechanisms and compulsive buying. <i>Journal of Economic Psychology</i> , 2015, 49, 120-132.	2.2	25
7	A Dual-Step and Dual-Process Model of Advertising Effects: Implications for Reducing the Negative Impact of Advertising on Children's Consumption Behaviour. <i>Journal of Consumer Policy</i> , 2014, 37, 161-182.	1.3	24
8	What does it take for sour grapes to remain sour? Persistent effects of behavioral inhibition in go/no-go tasks on the evaluation of appetitive stimuli. <i>Motivation Science</i> , 2017, 3, 1-18.	1.6	24
9	Hard to Ignore. <i>Social Psychological and Personality Science</i> , 2014, 5, 343-351.	3.9	23
10	Why Are We Distracted by Social Media? Distraction Situations and Strategies, Reasons for Distraction, and Individual Differences. <i>Frontiers in Psychology</i> , 2021, 12, 711416.	2.1	21
11	Exploratory Shopping: Attention Affects In-Store Exploration and Unplanned Purchasing. <i>Journal of Consumer Research</i> , 2021, 48, 51-76.	5.1	20
12	Eyes Wide Shopped: Shopping Situations Trigger Arousal in Impulsive Buyers. <i>PLoS ONE</i> , 2014, 9, e114593.	2.5	16
13	Using Implementation Intentions in Shopping Situations: How Arousal Can Help Shield Consumers Against Temptation. <i>Applied Cognitive Psychology</i> , 2016, 30, 672-680.	1.6	11
14	Kognitive Prozesse am Point of Sale. , 2009, , .		4
15	Ein deutschsprachiges Inventar kaufbegleitender Emotionen (IKE). <i>Marketing, Zeitschrift Fur Forschung Und Praxis</i> , 2013, 35, 289-302.	0.2	0
16	Vertrauen und Vertrauenswürdigkeit im Internet am Beispiel von Internetapotheken. , 2009, , 473-492.		0