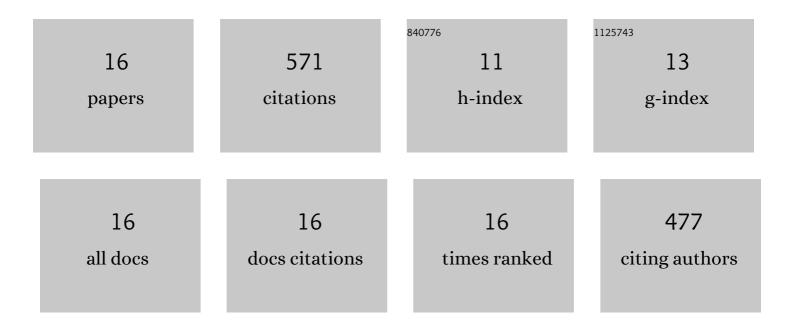
Oliver B Büttner

List of Publications by Year in descending order

Source: https://exaly.com/author-pdf/17874/publications.pdf Version: 2024-02-01



| # | Article | IF | CITATIONS |
|----|---|-----|-----------|
| 1 | Exploratory Shopping: Attention Affects In-Store Exploration and Unplanned Purchasing. Journal of Consumer Research, 2021, 48, 51-76. | 5.1 | 20 |
| 2 | Why Are We Distracted by Social Media? Distraction Situations and Strategies, Reasons for Distraction, and Individual Differences. Frontiers in Psychology, 2021, 12, 711416. | 2.1 | 21 |
| 3 | 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 Motivation Science, 2017, 3, 1-18. | 1.6 | 24 |
| 4 | Using Implementation Intentions in Shopping Situations: How Arousal Can Help Shield Consumers Against Temptation. Applied Cognitive Psychology, 2016, 30, 672-680. | 1.6 | 11 |
| 5 | Balancing the balance: Self-control mechanisms and compulsive buying. Journal of Economic Psychology, 2015, 49, 120-132. | 2.2 | 25 |
| 6 | How shopping orientation influences the effectiveness of monetary and nonmonetary promotions. European Journal of Marketing, 2015, 49, 170-189. | 2.9 | 43 |
| 7 | Shopping orientation as a stable consumer disposition and its influence on consumers' evaluations of retailer communication. European Journal of Marketing, 2014, 48, 1026-1045. | 2.9 | 32 |
| 8 | Hard to Ignore. Social Psychological and Personality Science, 2014, 5, 343-351. | 3.9 | 23 |
| 9 | Visual Attention and Goal Pursuit. Personality and Social Psychology Bulletin, 2014, 40, 1248-1259. | 3.0 | 108 |
| 10 | A Dual-Step and Dual-Process Model of Advertising Effects: Implications for Reducing the Negative Impact of Advertising on Children's Consumption Behaviour. Journal of Consumer Policy, 2014, 37, 161-182. | 1.3 | 24 |
| 11 | Eyes Wide Shopped: Shopping Situations Trigger Arousal in Impulsive Buyers. PLoS ONE, 2014, 9, e114593. | 2.5 | 16 |
| 12 | Shopping Orientation and Mindsets: How Motivation Influences Consumer Information Processing During Shopping. Psychology and Marketing, 2013, 30, 779-793. | 8.2 | 69 |
| 13 | Ein deutschsprachiges Inventar kaufbegleitender Emotionen (IKE). Marketing, Zeitschrift Fur Forschung Und Praxis, 2013, 35, 289-302. | 0.2 | 0 |
| 14 | Kognitive Prozesse am Point of Sale. , 2009, , . | | 4 |
| 15 | Vertrauen und Vertrauenswürdigkeit im Internet am Beispiel von Internetapotheken. , 2009, , 473-492. | | 0 |
| 16 | Perceived trustworthiness of online shops. Journal of Consumer Behaviour, 2008, 7, 35-50. | 4.2 | 151 |