

Michael Luchs

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/1923952/publications.pdf>

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19
papers

2,611
citations

567247

15
h-index

839512

18
g-index

20
all docs

20
docs citations

20
times ranked

2092
citing authors

#	ARTICLE	IF	CITATIONS
1	Sustainable Consumption: Opportunities for Consumer Research and Public Policy. Journal of Public Policy and Marketing, 2011, 30, 31-38.	3.4	553
2	The Sustainability Liability: Potential Negative Effects of Ethicality on Product Preference. Journal of Marketing, 2010, 74, 18-31.	11.3	461
3	The Sustainability Liability: Potential Negative Effects of Ethicality on Product Preference. Journal of Marketing, 2010, 74, 18-31.	11.3	353
4	Understanding the inherent complexity of sustainable consumption: A social cognitive framework. Journal of Business Research, 2013, 66, 1227-1234.	10.2	270
5	Sex, Personality, and Sustainable Consumer Behaviour: Elucidating the Gender Effect. Journal of Consumer Policy, 2012, 35, 127-144.	1.3	185
6	Perspective: The Emergence of Product Design as a Field of Marketing Inquiry. Journal of Product Innovation Management, 2011, 28, 327-345.	9.5	174
7	Product Choice and the Importance of Aesthetic Design Given the Emotion-Driven Trade-off between Sustainability and Functional Performance. Journal of Product Innovation Management, 2012, 29, 903-916.	9.5	102
8	“Yes, but this Other One Looks Better/Works Better”: How do Consumers Respond to Trade-offs Between Sustainability and Other Valued Attributes?. Journal of Business Ethics, 2017, 140, 567-584.	6.0	98
9	Perspective: A Review of Marketing Research on Product Design with Directions for Future Research. Journal of Product Innovation Management, 2016, 33, 320-341.	9.5	92
10	Managing the Tensions at the Intersection of the Triple Bottom Line: A Paradox Theory Approach to Sustainability Management. Journal of Public Policy and Marketing, 2016, 35, 249-261.	3.4	84
11	Consumer Perceptions of the Social Vs. Environmental Dimensions of Sustainability. Journal of Consumer Policy, 2017, 40, 245-277.	1.3	52
12	Exploring consumer responsibility for sustainable consumption. Journal of Marketing Management, 2015, 31, 1449-1471.	2.3	51
13	Consumer Wisdom: A Theoretical Framework of Five Integrated Facets. Journal of Consumer Psychology, 2018, 28, 365-392.	4.5	38
14	From the Special Issue Editors: Product Design Research and Practice: Past, Present and Future. Journal of Product Innovation Management, 2011, 28, 321-326.	9.5	21
15	Enabling and Cultivating Wiser Consumption: The Roles of Marketing and Public Policy. Journal of Public Policy and Marketing, 2021, 40, 226-244.	3.4	20
16	Consumer Wisdom for Personal Well-Being and the Greater Good: Scale Development and Validation. Journal of Consumer Psychology, 2021, 31, 587-611.	4.5	17
17	Mindfulness enhances the values that promote sustainable consumption. Psychology and Marketing, 2022, 39, 990-1006.	8.2	11
18	Consumer responsibility for sustainable consumption. , 2015, , .		8

#	ARTICLE	IF	CITATIONS
19	The role of wisdom in navigating social media paradoxes: Implications for consumers, firms, and public policy. <i>Journal of Consumer Affairs</i> , 2022, 56, 1127-1147.	2.3	2