

Mario Pandelaere

List of Publications by Year in descending order

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Version: 2024-02-01

58
papers

2,523
citations

218677

26
h-index

206112

48
g-index

59
all docs

59
docs citations

59
times ranked

2217
citing authors

#	ARTICLE	IF	CITATIONS
1	The Impact of Need for Closure on Conservative Beliefs and Racism: Differential Mediation by Authoritarian Submission and Authoritarian Dominance. <i>Personality and Social Psychology Bulletin</i> , 2004, 30, 824-837.	3.0	321
2	Positive cueing: Promoting sustainable consumer behavior by cueing common environmental behaviors as environmental. <i>International Journal of Research in Marketing</i> , 2008, 25, 46-55.	4.2	260
3	The Silver Lining of Materialism: The Impact of Luxury Consumption on Subjective Well-Being. <i>Journal of Happiness Studies</i> , 2012, 13, 411-437.	3.2	205
4	Reconceptualizing materialism as identity goal pursuits: Functions, processes, and consequences. <i>Journal of Business Research</i> , 2013, 66, 1179-1185.	10.2	202
5	How to Make a 29% Increase Look Bigger: The Unit Effect in Option Comparisons. <i>Journal of Consumer Research</i> , 2011, 38, 308-322.	5.1	110
6	Dispositional greed. <i>Personality and Individual Differences</i> , 2015, 74, 225-230.	2.9	92
7	Tempt Me Just a Little Bit More: The Effect of Prior Food Temptation Actionability on Goal Activation and Consumption. <i>Journal of Consumer Research</i> , 2008, 35, 600-610.	5.1	90
8	Materialism: the good, the bad, and the ugly. <i>Journal of Marketing Management</i> , 2014, 30, 1858-1881.	2.3	82
9	Can buy me love: Mate attraction goals lead to perceptual readiness for status products. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 254-258.	2.2	66
10	Consumer Meaning Making: The Meaning of Luxury Brands in a Democratised Luxury World. <i>International Journal of Market Research</i> , 2013, 55, 391-412.	3.8	65
11	When Consistency Matters: The Effect of Valence Consistency on Review Helpfulness. <i>Journal of Computer-Mediated Communication</i> , 2015, 20, 136-152.	3.3	56
12	The Hubris Hypothesis: You Can Self-Enhance, But You'd Better Not Show It. <i>Journal of Personality</i> , 2012, 80, 1237-1274.	3.2	52
13	Using Motivation Theory to Develop a Transformative Consumer Research Agenda for Reducing Materialism in Society. <i>Journal of Public Policy and Marketing</i> , 2013, 32, 18-31.	3.4	51
14	On the Replicability of the Affective Priming Effect in the Pronunciation Task. <i>Experimental Psychology</i> , 2004, 51, 109-115.	0.7	50
15	Wanting a Bit(e) of Everything: Extending the Valuation Effect to Variety Seeking. <i>Journal of Consumer Research</i> , 2007, 34, 386-394.	5.1	50
16	Brand trait transference: When celebrity endorsers acquire brand personality traits. <i>Journal of Business Research</i> , 2014, 67, 1537-1543.	10.2	50
17	Taking a shine to it: How the preference for glossy stems from an innate need for water. <i>Journal of Consumer Psychology</i> , 2014, 24, 195-206.	4.5	49
18	Are All Units Created Equal? The Effect of Default Units on Product Evaluations. <i>Journal of Consumer Research</i> , 2013, 39, 1275-1289.	5.1	47

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19	The Backdoor to Overconsumption: The Effect of Associating "Low-Fat" Food with Health References. <i>Journal of Public Policy and Marketing</i> , 2007, 26, 118-125.	3.4	46
20	Would male conspicuous consumption capture the female eye? Menstrual cycle effects on women's attention to status products. <i>Journal of Experimental Social Psychology</i> , 2012, 48, 346-349.	2.2	45
21	Managing Customer Reviews for Value Co-creation: An Empowerment Theory Perspective. <i>Journal of Travel Research</i> , 2020, 59, 792-810.	9.0	44
22	Is old news no news? The impact of self-disclosure by organizations in crisis. <i>Journal of Business Research</i> , 2016, 69, 3963-3970.	10.2	41
23	When colors backfire: The impact of color cues on moral judgment. <i>Journal of Consumer Psychology</i> , 2013, 23, 341-348.	4.5	40
24	The Amazing Race to India: Prominence in reality television affects destination image and travel intentions. <i>Tourism Management</i> , 2014, 42, 3-12.	9.8	39
25	Politics and Basking-in-Reflected-Glory: A Field Study in Flanders. <i>Basic and Applied Social Psychology</i> , 2002, 24, 205-214.	2.1	31
26	Madonna or Don McLean? The effect of order of exposure on relative liking. <i>Journal of Consumer Psychology</i> , 2010, 20, 442-451.	4.5	31
27	Adding exchange to charity: A reference price explanation. <i>Journal of Economic Psychology</i> , 2007, 28, 15-30.	2.2	30
28	Materialism and well-being: the role of consumption. <i>Current Opinion in Psychology</i> , 2016, 10, 33-38.	4.9	29
29	When Your Team is Not Really Your Team Anymore: Identification with a Merged Basketball Club. <i>Journal of Applied Sport Psychology</i> , 2008, 20, 165-183.	2.3	25
30	Can't See the Forest for the Trees? The Effect of Media Multitasking on Cognitive Processing Style. <i>Media Psychology</i> , 2015, 18, 425-450.	3.6	25
31	Cross-national investigation of the drivers of obesity: Re-assessment of past findings and avenues for the future. <i>Appetite</i> , 2017, 114, 360-367.	3.7	19
32	Falling Back on Numbers: When Preference for Numerical Product Information Increases after a Personal Control Threat. <i>Journal of Marketing Research</i> , 2019, 56, 104-122.	4.8	19
33	Less is more: Why some domains are more positional than others. <i>Journal of Economic Psychology</i> , 2013, 39, 225-236.	2.2	17
34	Players' Expertise and Competition with Others Shape the Satisfaction of Competence Needs, Gaming Gratifications, and Contingent Self-Esteem in a Gaming Context. <i>Cyberpsychology, Behavior, and Social Networking</i> , 2014, 17, 26-32.	3.9	17
35	Age-related changes in materialism in adults " A self-uncertainty perspective. <i>Journal of Research in Personality</i> , 2019, 78, 16-24.	1.7	14
36	Better think before agreeing twice. <i>International Journal of Research in Marketing</i> , 2010, 27, 133-141.	4.2	12

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37	Is this a question? Not for long. The statement bias. <i>Journal of Experimental Social Psychology</i> , 2006, 42, 525-531.	2.2	10
38	The "I"™ in extreme responding. <i>Journal of Consumer Psychology</i> , 2016, 26, 510-523.	4.5	10
39	Is model construction open to strategic decisions? An exploration in the field of linear reasoning. <i>Thinking and Reasoning</i> , 2003, 9, 97-131.	3.2	9
40	Conspicuous gifting: When and why women (do not) appreciate men's romantic luxury gifts. <i>Journal of Experimental Social Psychology</i> , 2020, 87, 103945.	2.2	9
41	"A 20% income increase for everyone?": The effect of relative increases in income on perceived income inequality. <i>Journal of Economic Psychology</i> , 2014, 43, 37-47.	2.2	8
42	Setting the bar: The influence of women's conspicuous display on men's affiliative behavior. <i>Journal of Business Research</i> , 2020, 120, 569-585.	10.2	8
43	The effect of category focus at encoding on category frequency estimation strategies. <i>Memory and Cognition</i> , 2006, 34, 28-40.	1.6	7
44	When and why attribute sorting affects attribute weights in decision-making. <i>Journal of Business Research</i> , 2014, 67, 1530-1536.	10.2	7
45	Pursuing affiliation through consumption. <i>Current Opinion in Psychology</i> , 2022, 46, 101330.	4.9	5
46	Why Ask About Peter? Do You Think He Caused It? How the Description of Causal Events Guides the Selection of Questions About Them. <i>Basic and Applied Social Psychology</i> , 2003, 25, 291-297.	2.1	4
47	Politics and Basking-in-Reflected-Glory: A Field Study in Flanders. <i>Basic and Applied Social Psychology</i> , 2002, 24, 205-214.	2.1	4
48	Pride and prejudice: Unraveling and mitigating domestic country bias. <i>Journal of International Business Studies</i> , 2022, 53, 405-433.	7.3	4
49	Why Are You Swiping Right? The Impact of Product Orientation on Swiping Responses. <i>Journal of Consumer Research</i> , 0, , .	5.1	3
50	All that glitters is not gold: when glossy packaging hurts brand trust. <i>Marketing Letters</i> , 2021, 32, 191-202.	2.9	3
51	People weigh salaries more than ratios in judgments of income inequality, fairness, and demands for redistribution. <i>Journal of Economic Psychology</i> , 2022, 89, 102495.	2.2	3
52	The majority premium: Competence inferences derived from majority consumption. <i>Journal of Business Research</i> , 2018, 92, 339-349.	10.2	2
53	Does a single consumption imagery event increase food desire?. <i>Appetite</i> , 2022, 168, 105773.	3.7	2
54	Late-action effect: Heightened counterfactual potency and perceived outcome reversibility make actions closer to a definitive outcome seem more causally impactful. <i>Journal of Experimental Social Psychology</i> , 2022, 100, 104290.	2.2	2

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55	Towards identifying customer profiles in reactions to financial overcompensation: The role of self-interest and fairness sensitivity in explaining who prefers more money. <i>Journal of Consumer Behaviour</i> , 2019, 18, 261-271.	4.2	1
56	'Better Think Before Agreeing Twice' - Mere Agreement: A Similarity-Based Persuasion Mechanism. <i>SSRN Electronic Journal</i> , 2010, , .	0.4	0
57	The denominationâ€œspending matching effect. <i>Journal of Business Research</i> , 2021, 128, 338-349.	10.2	0
58	Better Think Before Agreeing Twice. Mere Agreement: A Similarity-Based Persuasion Mechanism. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0