

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	Does a single consumption imagery event increase food desire?. <i>Appetite</i> , 2022, 168, 105773.	3.7	2
2	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
3	Pride and prejudice: Unraveling and mitigating domestic country bias. <i>Journal of International Business Studies</i> , 2022, 53, 405-433.	7.3	4
4	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
5	Pursuing affiliation through consumption. <i>Current Opinion in Psychology</i> , 2022, 46, 101330.	4.9	5
6	All that glitters is not gold: when glossy packaging hurts brand trust. <i>Marketing Letters</i> , 2021, 32, 191-202.	2.9	3
7	The denominationâ€“spending matching effect. <i>Journal of Business Research</i> , 2021, 128, 338-349.	10.2	0
8	Setting the bar: The influence of womenâ€™s conspicuous display on menâ€™s affiliative behavior. <i>Journal of Business Research</i> , 2020, 120, 569-585.	10.2	8
9	Managing Customer Reviews for Value Co-creation: An Empowerment Theory Perspective. <i>Journal of Travel Research</i> , 2020, 59, 792-810.	9.0	44
10	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
11	Towards identifying customer profiles in reactions to financial overcompensation: The role of selfâ€™interest and fairness sensitivity in explaining who prefers more money. <i>Journal of Consumer Behaviour</i> , 2019, 18, 261-271.	4.2	1
12	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
13	Age-related changes in materialism in adults â€“ A self-uncertainty perspective. <i>Journal of Research in Personality</i> , 2019, 78, 16-24.	1.7	14
14	The majority premium: Competence inferences derived from majority consumption. <i>Journal of Business Research</i> , 2018, 92, 339-349.	10.2	2
15	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
16	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
17	The â€“Iâ€™ in extreme responding. <i>Journal of Consumer Psychology</i> , 2016, 26, 510-523.	4.5	10
18	Materialism and well-being: the role of consumption. <i>Current Opinion in Psychology</i> , 2016, 10, 33-38.	4.9	29

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19	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
20	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
21	Dispositional greed. <i>Personality and Individual Differences</i> , 2015, 74, 225-230.	2.9	92
22	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
23	Materialism: the good, the bad, and the ugly. <i>Journal of Marketing Management</i> , 2014, 30, 1858-1881.	2.3	82
24	Brand trait transference: When celebrity endorsers acquire brand personality traits. <i>Journal of Business Research</i> , 2014, 67, 1537-1543.	10.2	50
25	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
26	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
27	When and why attribute sorting affects attribute weights in decision-making. <i>Journal of Business Research</i> , 2014, 67, 1530-1536.	10.2	7
28	"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
29	Less is more: Why some domains are more positional than others. <i>Journal of Economic Psychology</i> , 2013, 39, 225-236.	2.2	17
30	When colors backfire: The impact of color cues on moral judgment. <i>Journal of Consumer Psychology</i> , 2013, 23, 341-348.	4.5	40
31	Reconceptualizing materialism as identity goal pursuits: Functions, processes, and consequences. <i>Journal of Business Research</i> , 2013, 66, 1179-1185.	10.2	202
32	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
33	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
34	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
35	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
36	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

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37	The Silver Lining of Materialism: The Impact of Luxury Consumption on Subjective Well-Being. Journal of Happiness Studies, 2012, 13, 411-437.	3.2	205
38	How to Make a 29% Increase Look Bigger: The Unit Effect in Option Comparisons. Journal of Consumer Research, 2011, 38, 308-322.	5.1	110
39	Can buy me love: Mate attraction goals lead to perceptual readiness for status products. Journal of Experimental Social Psychology, 2011, 47, 254-258.	2.2	66
40	Madonna or Don McLean? The effect of order of exposure on relative liking. Journal of Consumer Psychology, 2010, 20, 442-451.	4.5	31
41	'Better Think Before Agreeing Twice' - Mere Agreement: A Similarity-Based Persuasion Mechanism. SSRN Electronic Journal, 2010, , .	0.4	0
42	Better think before agreeing twice. International Journal of Research in Marketing, 2010, 27, 133-141.	4.2	12
43	Positive cueing: Promoting sustainable consumer behavior by cueing common environmental behaviors as environmental. International Journal of Research in Marketing, 2008, 25, 46-55.	4.2	260
44	When Your Team is Not Really Your Team Anymore: Identification with a Merged Basketball Club. Journal of Applied Sport Psychology, 2008, 20, 165-183.	2.3	25
45	Tempt Me Just a Little Bit More: The Effect of Prior Food Temptation Actionability on Goal Activation and Consumption. Journal of Consumer Research, 2008, 35, 600-610.	5.1	90
46	The Backdoor to Overconsumption: The Effect of Associating "Low-Fat" Food with Health References. Journal of Public Policy and Marketing, 2007, 26, 118-125.	3.4	46
47	Wanting a Bit(e) of Everything: Extending the Valuation Effect to Variety Seeking. Journal of Consumer Research, 2007, 34, 386-394.	5.1	50
48	Adding exchange to charity: A reference price explanation. Journal of Economic Psychology, 2007, 28, 15-30.	2.2	30
49	Is this a question? Not for long. The statement bias. Journal of Experimental Social Psychology, 2006, 42, 525-531.	2.2	10
50	The effect of category focus at encoding on category frequency estimation strategies. Memory and Cognition, 2006, 34, 28-40.	1.6	7
51	The Impact of Need for Closure on Conservative Beliefs and Racism: Differential Mediation by Authoritarian Submission and Authoritarian Dominance. Personality and Social Psychology Bulletin, 2004, 30, 824-837.	3.0	321
52	On the Replicability of the Affective Priming Effect in the Pronunciation Task. Experimental Psychology, 2004, 51, 109-115.	0.7	50
53	Is model construction open to strategic decisions? An exploration in the field of linear reasoning. Thinking and Reasoning, 2003, 9, 97-131.	3.2	9
54	Why Ask About Peter? Do You Think He Caused It? How the Description of Causal Events Guides the Selection of Questions About Them. Basic and Applied Social Psychology, 2003, 25, 291-297.	2.1	4

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55	Politics and Basking-in-Reflected-Glory: A Field Study in Flanders. Basic and Applied Social Psychology, 2002, 24, 205-214.	2.1	31
56	Politics and Basking-in-Reflected-Glory: A Field Study in Flanders. Basic and Applied Social Psychology, 2002, 24, 205-214.	2.1	4
57	Why Are You Swiping Right? The Impact of Product Orientation on Swiping Responses. Journal of Consumer Research, 0, , .	5.1	3
58	Better Think Before Agreeing Twice. Mere Agreement: A Similarity-Based Persuasion Mechanism. SSRN Electronic Journal, 0, , .	0.4	0