

# Thomas Mussweiler

## List of Publications by Year in descending order

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Version: 2024-02-01

75  
papers

6,914  
citations

101543

36  
h-index

79698

73  
g-index

75  
all docs

75  
docs citations

75  
times ranked

3824  
citing authors

#	ARTICLE	IF	CITATIONS
1	Comparison processes in social judgment: Mechanisms and consequences.. Psychological Review, 2003, 110, 472-489.	3.8	1,046
2	Explaining the enigmatic anchoring effect: Mechanisms of selective accessibility.. Journal of Personality and Social Psychology, 1997, 73, 437-446.	2.8	690
3	Hypothesis-Consistent Testing and Semantic Priming in the Anchoring Paradigm: A Selective Accessibility Model. Journal of Experimental Social Psychology, 1999, 35, 136-164.	2.2	443
4	Overcoming the Inevitable Anchoring Effect: Considering the Opposite Compensates for Selective Accessibility. Personality and Social Psychology Bulletin, 2000, 26, 1142-1150.	3.0	412
5	Playing Dice With Criminal Sentences: The Influence of Irrelevant Anchors on Experts's™ Judicial Decision Making. Personality and Social Psychology Bulletin, 2006, 32, 188-200.	3.0	369
6	The Ups and Downs of Social Comparison: Mechanisms of Assimilation and Contrast.. Journal of Personality and Social Psychology, 2004, 87, 832-844.	2.8	266
7	Sentencing Under Uncertainty: Anchoring Effects in the Courtroom1. Journal of Applied Social Psychology, 2001, 31, 1535-1551.	2.0	261
8	Comparing Is Believing: A Selective Accessibility Model of Judgmental Anchoring. European Review of Social Psychology, 1999, 10, 135-167.	9.4	180
9	Numeric Judgments under Uncertainty: The Role of Knowledge in Anchoring. Journal of Experimental Social Psychology, 2000, 36, 495-518.	2.2	178
10	The man who wasn't there: Subliminal social comparison standards influence self-evaluation. Journal of Experimental Social Psychology, 2004, 40, 689-696.	2.2	173
11	?Seek and ye shall find?: antecedents of assimilation and contrast in social comparison. European Journal of Social Psychology, 2001, 31, 499-509.	2.4	158
12	The Semantics of Anchoring. Organizational Behavior and Human Decision Processes, 2001, 86, 234-255.	2.5	151
13	Regulatory Focus at the Bargaining Table: Promoting Distributive and Integrative Success. Personality and Social Psychology Bulletin, 2005, 31, 1087-1098.	3.0	132
14	Subliminal anchoring: Judgmental consequences and underlying mechanisms. Organizational Behavior and Human Decision Processes, 2005, 98, 133-143.	2.5	119
15	Focus of Comparison as a Determinant of Assimilation Versus Contrast in Social Comparison. Personality and Social Psychology Bulletin, 2001, 27, 38-47.	3.0	110
16	New directions in social comparison research. European Journal of Social Psychology, 2001, 31, 467-475.	2.4	103
17	When people want what others have: The impulsive side of envious desire.. Emotion, 2012, 12, 142-153.	1.8	102
18	How sex puts you in gendered shoes: Sexuality-priming leads to gender-based self-perception and behavior.. Journal of Personality and Social Psychology, 2012, 103, 176-193.	2.8	100

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19	What Friends Are For! The Use of Routine Standards in Social Comparison.. Journal of Personality and Social Psychology, 2003, 85, 467-481.	2.8	99
20	Olympic medals as fruits of comparison? Assimilation and contrast in sequential performance judgments.. Journal of Experimental Psychology: Applied, 2006, 12, 166-178.	1.2	97
21	Relatively fast! Efficiency advantages of comparative thinking.. Journal of Experimental Psychology: General, 2009, 138, 1-21.	2.1	87
22	Considering The Impossible: Explaining The Effects of Implausible Anchors. Social Cognition, 2001, 19, 145-160.	0.9	81
23	What you feel is how you compare: How comparisons influence the social induction of affect.. Emotion, 2009, 9, 1-14.	1.8	81
24	The Effects of Thin and Heavy Media Images on Overweight and Underweight Consumers: Social Comparison Processes and Behavioral Implications. Journal of Consumer Research, 2010, 36, 930-949.	5.1	80
25	The Last Word in Court--A Hidden Disadvantage for the Defense.. Law and Human Behavior, 2005, 29, 705-722.	0.7	77
26	Sources of Mental Contamination: Comparing the Effects of Self-Generated versus Externally Provided Primes. Journal of Experimental Social Psychology, 2000, 36, 194-206.	2.2	75
27	The durability of anchoring effects. European Journal of Social Psychology, 2001, 31, 431-442.	2.4	73
28	Going back to Donald: How comparisons shape judgmental priming effects.. Journal of Personality and Social Psychology, 2008, 95, 1295-1315.	2.8	72
29	Suspicious spirits, flexible minds: When distrust enhances creativity.. Journal of Personality and Social Psychology, 2011, 101, 1262-1277.	2.8	71
30	The culture of social comparison. Proceedings of the National Academy of Sciences of the United States of America, 2018, 115, E9067-E9074.	7.1	66
31	Similarity increases altruistic punishment in humans. Proceedings of the National Academy of Sciences of the United States of America, 2013, 110, 19318-19323.	7.1	59
32	Adapting to the Euro: Evidence from bias reduction. Journal of Economic Psychology, 2003, 24, 285-292.	2.2	47
33	When distrust frees your mind: The stereotype-reducing effects of distrust.. Journal of Personality and Social Psychology, 2013, 105, 567-584.	2.8	47
34	Alpha-band activity reflects reduction of mental effort in a comparison task: A source space analysis. Brain Research, 2006, 1121, 117-127.	2.2	44
35	The Euro in the common European market: A single currency increases the comparability of prices. Journal of Economic Psychology, 2004, 25, 557-563.	2.2	43
36	'Everything is relative': Comparison processes in social judgment The 2002 Jaspars Lecture. European Journal of Social Psychology, 2003, 33, 719-733.	2.4	40

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37	"What Goes Up Must Come Down"-How Charts Influence Decisions to Buy and Sell Stocks. Journal of Behavioral Finance, 2003, 4, 121-130.	1.7	40
38	To Start Low or To Start High?. Current Directions in Psychological Science, 2009, 18, 357-361.	5.3	38
39	The neural substrates of person comparison—An fMRI study. NeuroImage, 2008, 40, 963-971.	4.2	35
40	Trust in everyday life.. Journal of Personality and Social Psychology, 2021, 121, 95-114.	2.8	35
41	Brain mechanisms of social comparison and their influence on the reward system. NeuroReport, 2014, 25, 1255-1265.	1.2	33
42	A tool for thought! When comparative thinking reduces stereotyping effects. Journal of Experimental Social Psychology, 2009, 45, 1008-1011.	2.2	32
43	Why process matters: A social cognition perspective on economic behavior. Journal of Economic Psychology, 2012, 33, 677-685.	2.2	30
44	Oxytocin increases the likeability of physically formidable men. Social Cognitive and Affective Neuroscience, 2015, 10, 797-800.	3.0	30
45	Anchoring: accessibility as a cause of judgmental assimilation. Current Opinion in Psychology, 2016, 12, 67-70.	4.9	28
46	The neural correlates of beauty comparison. Social Cognitive and Affective Neuroscience, 2014, 9, 681-688.	3.0	27
47	Breaking the ice: How physical warmth shapes social comparison consequences. Journal of Experimental Social Psychology, 2011, 47, 1025-1028.	2.2	26
48	I know you are, but what am I? Self-evaluative consequences of judging in-group and out-group members.. Journal of Personality and Social Psychology, 2002, 82, 19-32.	2.8	25
49	Soft assurance: Coping with uncertainty through haptic sensations. Journal of Experimental Social Psychology, 2014, 54, 73-80.	2.2	24
50	The cognitive miser's perspective: Social comparison as a heuristic in self-judgements. European Review of Social Psychology, 2010, 21, 78-113.	9.4	22
51	How activating cognitive content shapes trust: A subliminal priming study. Journal of Economic Psychology, 2014, 41, 12-19.	2.2	21
52	Two-Faced Morality: Distrust Promotes Divergent Moral Standards for the Self Versus Others. Personality and Social Psychology Bulletin, 2018, 44, 1712-1724.	3.0	21
53	Fast similarities: Efficiency advantages of similarity-focused comparisons.. Journal of Experimental Psychology: Learning Memory and Cognition, 2011, 37, 1280-1286.	0.9	18
54	To achieve or not to achieve? Comparative mindsets elicit assimilation and contrast in goal priming. European Journal of Social Psychology, 2012, 42, 780-788.	2.4	18

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55	Relatively certain! Comparative thinking reduces uncertainty. <i>Cognition</i> , 2012, 122, 236-240.	2.2	16
56	Brain networks of social comparison. <i>NeuroReport</i> , 2013, 24, 259-264.	1.2	15
57	Immediate relativity: EEG reveals early engagement of comparison in social information processing.. <i>Journal of Experimental Psychology: General</i> , 2016, 145, 1512-1529.	2.1	15
58	Comparative Thinking Styles in Group and Person Perception: One Mechanism â€“ Many Effects. <i>Social and Personality Psychology Compass</i> , 2009, 3, 244-259.	3.7	14
59	Distrusting Your Moral Compass: The Impact of Distrust Mindsets on Moral Dilemma Processing and Judgments. <i>Social Cognition</i> , 2018, 36, 345-380.	0.9	14
60	The Efficiency of Social Comparisons With Routine Standards. <i>Social Cognition</i> , 2009, 27, 939-948.	0.9	13
61	Do monkeys compare themselves to others?. <i>Animal Cognition</i> , 2016, 19, 417-428.	1.8	13
62	Disconnecting outcomes and evaluations: the role of negotiator focus. <i>Journal of Personality and Social Psychology</i> , 2002, 83, 1131-40.	2.8	13
63	Bonds of Friendship: Comparative Selfâ€“Evaluations Evoke the Use of Routine Standards. <i>Social Cognition</i> , 2005, 23, 137-160.	0.9	12
64	Similarity increases collaborative cheating. <i>Journal of Economic Behavior and Organization</i> , 2020, 178, 148-173.	2.0	11
65	Observing others stay or switch â€“ How social prediction errors are integrated into reward reversal learning. <i>Cognition</i> , 2016, 153, 19-32.	2.2	7
66	Competition is crucial for social comparison processes in long-tailed macaques. <i>Biology Letters</i> , 2019, 15, 20180784.	2.3	7
67	Egocentric foundations of trust. <i>Journal of Experimental Social Psychology</i> , 2019, 84, 103820.	2.2	6
68	So pretty! The neural correlates of self-other vs familiar-other attractiveness comparisons. <i>Social Neuroscience</i> , 2019, 14, 41-52.	1.3	6
69	Only one small sin: How selfâ€“construal affects selfâ€“control. <i>British Journal of Social Psychology</i> , 2017, 56, 675-688.	2.8	5
70	On apples and oranges : structure mapping in standard selection. <i>Journal of Cognitive Science</i> , 2007, 8, 1-35.	0.2	5
71	That certain something! Focusing on similarities reduces judgmental uncertainty. <i>Cognition</i> , 2017, 165, 121-125.	2.2	4
72	On the relativity of athletic performance: a comparison perspective on performance judgments in sports. <i>Progress in Brain Research</i> , 2009, 174, 13-24.	1.4	2

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73	The power of lost alternatives in negotiations. <i>Organizational Behavior and Human Decision Processes</i> , 2021, 162, 59-80.	2.5	1
74	Editorial: a special issue in honour of Ken Dion. <i>European Journal of Social Psychology</i> , 2005, 35, 579-579.	2.4	0
75	The Future of Negotiations Research. <i>Proceedings - Academy of Management</i> , 2019, 2019, 13300.	0.1	0