

# 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  | The power of lost alternatives in negotiations. <i>Organizational Behavior and Human Decision Processes</i> , 2021, 162, 59-80.  | 2.5 | 1         |
| 2  | Trust in everyday life.. <i>Journal of Personality and Social Psychology</i> , 2021, 121, 95-114.  | 2.8 | 35        |
| 3  | Similarity increases collaborative cheating. <i>Journal of Economic Behavior and Organization</i> , 2020, 178, 148-173.  | 2.0 | 11        |
| 4  | Egocentric foundations of trust. <i>Journal of Experimental Social Psychology</i> , 2019, 84, 103820.  | 2.2 | 6         |
| 5  | Competition is crucial for social comparison processes in long-tailed macaques. <i>Biology Letters</i> , 2019, 15, 20180784.   | 2.3 | 7         |
| 6  | So pretty! The neural correlates of self-other vs familiar-other attractiveness comparisons. <i>Social Neuroscience</i> , 2019, 14, 41-52.                                     | 1.3 | 6         |
| 7  | The Future of Negotiations Research. <i>Proceedings - Academy of Management</i> , 2019, 2019, 13300.   | 0.1 | 0         |
| 8  | The culture of social comparison. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2018, 115, E9067-E9074.                             | 7.1 | 66        |
| 9  | Two-Faced Morality: Distrust Promotes Divergent Moral Standards for the Self Versus Others. <i>Personality and Social Psychology Bulletin</i> , 2018, 44, 1712-1724.           | 3.0 | 21        |
| 10 | 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        |
| 11 | That certain something! Focusing on similarities reduces judgmental uncertainty. <i>Cognition</i> , 2017, 165, 121-125.  | 2.2 | 4         |
| 12 | Only one small sin: How self-construal affects self-control. <i>British Journal of Social Psychology</i> , 2017, 56, 675-688.  | 2.8 | 5         |
| 13 | 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        |
| 14 | Anchoring: accessibility as a cause of judgmental assimilation. <i>Current Opinion in Psychology</i> , 2016, 12, 67-70.  | 4.9 | 28        |
| 15 | Observing others stay or switch – How social prediction errors are integrated into reward reversal learning. <i>Cognition</i> , 2016, 153, 19-32.                              | 2.2 | 7         |
| 16 | Do monkeys compare themselves to others?. <i>Animal Cognition</i> , 2016, 19, 417-428.   | 1.8 | 13        |
| 17 | Oxytocin increases the likeability of physically formidable men. <i>Social Cognitive and Affective Neuroscience</i> , 2015, 10, 797-800.                                       | 3.0 | 30        |
| 18 | The neural correlates of beauty comparison. <i>Social Cognitive and Affective Neuroscience</i> , 2014, 9, 681-688.   | 3.0 | 27        |

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|----|---|-----|-----------|
| 19 | Brain mechanisms of social comparison and their influence on the reward system. <i>NeuroReport</i> , 2014, 25, 1255-1265.   | 1.2 | 33        |
| 20 | Soft assurance: Coping with uncertainty through haptic sensations. <i>Journal of Experimental Social Psychology</i> , 2014, 54, 73-80.  | 2.2 | 24        |
| 21 | How activating cognitive content shapes trust: A subliminal priming study. <i>Journal of Economic Psychology</i> , 2014, 41, 12-19.   | 2.2 | 21        |
| 22 | When distrust frees your mind: The stereotype-reducing effects of distrust.. <i>Journal of Personality and Social Psychology</i> , 2013, 105, 567-584.  | 2.8 | 47        |
| 23 | Similarity increases altruistic punishment in humans. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2013, 110, 19318-19323.                                | 7.1 | 59        |
| 24 | Brain networks of social comparison. <i>NeuroReport</i> , 2013, 24, 259-264.  | 1.2 | 15        |
| 25 | How sex puts you in gendered shoes: Sexuality-priming leads to gender-based self-perception and behavior.. <i>Journal of Personality and Social Psychology</i> , 2012, 103, 176-193.                  | 2.8 | 100       |
| 26 | When people want what others have: The impulsive side of envious desire.. <i>Emotion</i> , 2012, 12, 142-153.   | 1.8 | 102       |
| 27 | To achieve or not to achieve? Comparative mindsets elicit assimilation and contrast in goal priming. <i>European Journal of Social Psychology</i> , 2012, 42, 780-788.                                | 2.4 | 18        |
| 28 | Relatively certain! Comparative thinking reduces uncertainty. <i>Cognition</i> , 2012, 122, 236-240.  | 2.2 | 16        |
| 29 | Why process matters: A social cognition perspective on economic behavior. <i>Journal of Economic Psychology</i> , 2012, 33, 677-685.  | 2.2 | 30        |
| 30 | Breaking the ice: How physical warmth shapes social comparison consequences. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 1025-1028.  | 2.2 | 26        |
| 31 | Fast similarities: Efficiency advantages of similarity-focused comparisons.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 2011, 37, 1280-1286.                          | 0.9 | 18        |
| 32 | Suspicious spirits, flexible minds: When distrust enhances creativity.. <i>Journal of Personality and Social Psychology</i> , 2011, 101, 1262-1277.   | 2.8 | 71        |
| 33 | The Effects of Thin and Heavy Media Images on Overweight and Underweight Consumers: Social Comparison Processes and Behavioral Implications. <i>Journal of Consumer Research</i> , 2010, 36, 930-949. | 5.1 | 80        |
| 34 | The cognitive miser's perspective: Social comparison as a heuristic in self-judgements. <i>European Review of Social Psychology</i> , 2010, 21, 78-113.   | 9.4 | 22        |
| 35 | To Start Low or To Start High?. <i>Current Directions in Psychological Science</i> , 2009, 18, 357-361.   | 5.3 | 38        |
| 36 | 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        |

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|----|---|-----|-----------|
| 37 | A tool for thought! When comparative thinking reduces stereotyping effects. Journal of Experimental Social Psychology, 2009, 45, 1008-1011.                                     | 2.2 | 32        |
| 38 | On the relativity of athletic performance: a comparison perspective on performance judgments in sports. Progress in Brain Research, 2009, 174, 13-24.                           | 1.4 | 2         |
| 39 | Relatively fast! Efficiency advantages of comparative thinking.. Journal of Experimental Psychology: General, 2009, 138, 1-21.  | 2.1 | 87        |
| 40 | What you feel is how you compare: How comparisons influence the social induction of affect.. Emotion, 2009, 9, 1-14.  | 1.8 | 81        |
| 41 | The Efficiency of Social Comparisons With Routine Standards. Social Cognition, 2009, 27, 939-948.   | 0.9 | 13        |
| 42 | The neural substrates of person comparison—An fMRI study. NeuroImage, 2008, 40, 963-971.  | 4.2 | 35        |
| 43 | Going back to Donald: How comparisons shape judgmental priming effects.. Journal of Personality and Social Psychology, 2008, 95, 1295-1315.                                     | 2.8 | 72        |
| 44 | On apples and oranges : structure mapping in standard selection. Journal of Cognitive Science, 2007, 8, 1-35.   | 0.2 | 5         |
| 45 | 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        |
| 46 | 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        |
| 47 | Playing Dice With Criminal Sentences: The Influence of Irrelevant Anchors on Experts'™ Judicial Decision Making. Personality and Social Psychology Bulletin, 2006, 32, 188-200. | 3.0 | 369       |
| 48 | Subliminal anchoring: Judgmental consequences and underlying mechanisms. Organizational Behavior and Human Decision Processes, 2005, 98, 133-143.                               | 2.5 | 119       |
| 49 | Editorial: a special issue in honour of Ken Dion. European Journal of Social Psychology, 2005, 35, 579-579.   | 2.4 | 0         |
| 50 | The Last Word in Court—A Hidden Disadvantage for the Defense.. Law and Human Behavior, 2005, 29, 705-722.   | 0.7 | 77        |
| 51 | Bonds of Friendship: Comparative Self-Evaluations Evoke the Use of Routine Standards. Social Cognition, 2005, 23, 137-160.  | 0.9 | 12        |
| 52 | Regulatory Focus at the Bargaining Table: Promoting Distributive and Integrative Success. Personality and Social Psychology Bulletin, 2005, 31, 1087-1098.                      | 3.0 | 132       |
| 53 | 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        |
| 54 | 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       |

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|----|--|-----|-----------|
| 55 | 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       |
| 56 | 'Everything is relative': Comparison processes in social judgment The 2002 Jaspars Lecture. European Journal of Social Psychology, 2003, 33, 719-733.                          | 2.4 | 40        |
| 57 | Adapting to the Euro: Evidence from bias reduction. Journal of Economic Psychology, 2003, 24, 285-292.   | 2.2 | 47        |
| 58 | "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        |
| 59 | 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        |
| 60 | Comparison processes in social judgment: Mechanisms and consequences.. Psychological Review, 2003, 110, 472-489.   | 3.8 | 1,046     |
| 61 | 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        |
| 62 | Disconnecting outcomes and evaluations: the role of negotiator focus. Journal of Personality and Social Psychology, 2002, 83, 1131-40.   | 2.8 | 13        |
| 63 | The durability of anchoring effects. European Journal of Social Psychology, 2001, 31, 431-442.   | 2.4 | 73        |
| 64 | ?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       |
| 65 | New directions in social comparison research. European Journal of Social Psychology, 2001, 31, 467-475.  | 2.4 | 103       |
| 66 | The Semantics of Anchoring. Organizational Behavior and Human Decision Processes, 2001, 86, 234-255.   | 2.5 | 151       |
| 67 | Sentencing Under Uncertainty: Anchoring Effects in the Courtroom1. Journal of Applied Social Psychology, 2001, 31, 1535-1551.  | 2.0 | 261       |
| 68 | 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       |
| 69 | Considering The Impossible: Explaining The Effects of Implausible Anchors. Social Cognition, 2001, 19, 145-160.  | 0.9 | 81        |
| 70 | Overcoming the Inevitable Anchoring Effect: Considering the Opposite Compensates for Selective Accessibility. Personality and Social Psychology Bulletin, 2000, 26, 1142-1150. | 3.0 | 412       |
| 71 | Numeric Judgments under Uncertainty: The Role of Knowledge in Anchoring. Journal of Experimental Social Psychology, 2000, 36, 495-518.   | 2.2 | 178       |
| 72 | 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        |

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|----|--|-----|-----------|
| 73 | Comparing Is Believing: A Selective Accessibility Model of Judgmental Anchoring. <i>European Review of Social Psychology</i> , 1999, 10, 135-167.                                    | 9.4 | 180       |
| 74 | Hypothesis-Consistent Testing and Semantic Priming in the Anchoring Paradigm: A Selective Accessibility Model. <i>Journal of Experimental Social Psychology</i> , 1999, 35, 136-164. | 2.2 | 443       |
| 75 | Explaining the enigmatic anchoring effect: Mechanisms of selective accessibility.. <i>Journal of Personality and Social Psychology</i> , 1997, 73, 437-446.                          | 2.8 | 690       |