

# Arnd Florack

## List of Publications by Year in descending order

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Version: 2024-02-01

81  
papers

2,366  
citations

270111

25  
h-index

263392

45  
g-index

89  
all docs

89  
docs citations

89  
times ranked

2073  
citing authors

#	ARTICLE	IF	CITATIONS
1	Eyes Wide Shut? Understanding and Managing Consumers' Visual Processing of Country Origin Cues. <i>British Journal of Management</i> , 2022, 33, 1432-1446.	3.3	5
2	The Interplay of Brand, Brand Origin and Brand User Stereotypes in Forming Value Perceptions. <i>British Journal of Management</i> , 2022, 33, 1924-1949.	3.3	6
3	How placement affects brand preferences in advergames: A test of inhibition and facilitation processes during search. <i>Computers in Human Behavior</i> , 2022, 134, 107328.	5.1	5
4	The Differentiation Principle: Why Consumers Often Neglect Positive Attributes of Novel Food Products. <i>Journal of Consumer Psychology</i> , 2021, 31, 684-705.	3.2	13
5	Immediate self-information is prioritized over expanded self-information across temporal, social, spatial, and probability domains. <i>Quarterly Journal of Experimental Psychology</i> , 2021, 74, 1615-1630.	0.6	4
6	Not Too Much and Not Too Little: Information Processing for a Good Purchase Decision. <i>Frontiers in Psychology</i> , 2021, 12, 642641.	1.1	6
7	Uncovering men's stereotype content (warmth and competence) associated with a representative range of male body size categories. <i>Body Image</i> , 2021, 37, 148-161.	1.9	1
8	When Social Interaction Backfires: Frequent Social Interaction During the COVID-19 Pandemic Is Associated With Decreased Well-Being and Higher Panic Buying. <i>Frontiers in Psychology</i> , 2021, 12, 668272.	1.1	16
9	The bond between country and brand stereotypes: insights on the role of brand typicality and utilitarian/hedonic nature in enhancing stereotype content transfer. <i>International Marketing Review</i> , 2021, 38, 1143-1165.	2.2	13
10	The sustainability liability revisited: Positive versus negative differentiation of novel products by sustainability attributes. <i>Appetite</i> , 2021, 167, 105637.	1.8	1
11	The contributions of social comparison to social network site addiction. <i>PLoS ONE</i> , 2021, 16, e0257795.	1.1	10
12	When products compete for consumers attention: How selective attention affects preferences. <i>Journal of Business Research</i> , 2020, 111, 117-127.	5.8	24
13	Fifty shades of food: The influence of package color saturation on health and taste in consumer judgments. <i>Psychology and Marketing</i> , 2020, 37, 900-912.	4.6	50
14	Beyond Healthiness: The Impact of Traffic Light Labels on Taste Expectations and Purchase Intentions. <i>Foods</i> , 2020, 9, 134.	1.9	15
15	Age stereotypes and compliance with feedback in elderly drivers. <i>Transportation Research Part F: Traffic Psychology and Behaviour</i> , 2019, 67, 66-77.	1.8	4
16	Sugar labeling: How numerical information of sugar content influences healthiness and tastiness expectations. <i>PLoS ONE</i> , 2019, 14, e0223510.	1.1	12
17	Increased Preference and Value of Consumer Products by Attentional Selection. <i>Frontiers in Psychology</i> , 2019, 10, 2086.	1.1	3
18	Advertising models in the act of eating: How the depiction of different eating phases affects consumption desire and behavior. <i>Appetite</i> , 2019, 139, 59-66.	1.8	7

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19	Practicing the (un)healthyâ€”tasty intuition: Toward an ecological view of the relationship between health and taste in consumer judgments. <i>Food Quality and Preference</i> , 2019, 75, 39-53.	2.3	37
20	Who provides feedback to older drivers when driving ability tails off: The role of age stereotypes. <i>Transportation Research Part F: Traffic Psychology and Behaviour</i> , 2019, 60, 217-227.	1.8	8
21	Implizite Messung der psychologischen Markenstärke. <i>Springer Reference Wirtschaft</i> , 2019, , 1121-1137.	0.1	2
22	Playing with food: The effects of food pre-exposure on consumption in young children. <i>Physiology and Behavior</i> , 2018, 195, 76-81.	1.0	7
23	Brothers in blood, yet strangers to global brand purchase: A four-country study of the role of consumer personality. <i>Journal of Business Research</i> , 2017, 80, 228-235.	5.8	22
24	Explicit versus implicit country stereotypes as predictors of product preferences: Insights from the stereotype content model. <i>Journal of International Business Studies</i> , 2017, 48, 1023-1036.	4.6	74
25	Flag up! â€” Flagship products as important drivers of perceived brand innovativeness. <i>Journal of Business Research</i> , 2017, 71, 154-163.	5.8	36
26	Judgments at Gaze Value: Gaze Cuing in Banner Advertisements, Its Effect on Attention Allocation and Product Judgments. <i>Frontiers in Psychology</i> , 2017, 8, 881.	1.1	21
27	What does it take for sour grapes to remain sour? Persistent effects of behavioral inhibition in go/no-go tasks on the evaluation of appetitive stimuli.. <i>Motivation Science</i> , 2017, 3, 1-18.	1.2	24
28	Effects of Imagined Consumption and Simulated Eating Movements on Food Intake: Thoughts about Food Are Not Always of Advantage. <i>Frontiers in Psychology</i> , 2016, 7, 1691.	1.1	22
29	Using Implementation Intentions in Shopping Situations: How Arousal Can Help Shield Consumers Against Temptation. <i>Applied Cognitive Psychology</i> , 2016, 30, 672-680.	0.9	11
30	How to present donations: the moderating role of numeracy in cause-related marketing. <i>Journal of Consumer Marketing</i> , 2016, 33, 153-161.	1.2	25
31	Implizite Messung der psychologischen Markenstärke. , 2016, , 1-17.		2
32	Eye-Tracking und reaktionszeitbasierte Verfahren zur Messung impliziter Kommunikationswirkungen. , 2016, , 251-273.		4
33	Mental Imagery and Food Consumption. <i>Frontiers in Psychiatry</i> , 2015, 6, 48.	1.3	3
34	How shopping orientation influences the effectiveness of monetary and nonmonetary promotions. <i>European Journal of Marketing</i> , 2015, 49, 170-189.	1.7	43
35	Self-regulation and protective health behaviour: How regulatory focus and anticipated regret are related to vaccination decisions. <i>Psychology and Health</i> , 2015, 30, 165-188.	1.2	44
36	Self-perceived successful weight regulators are less affected by self-regulatory depletion in the domain of eating behavior. <i>Eating Behaviors</i> , 2015, 16, 5-8.	1.1	15

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37	Markenmanagement. Springer-Lehrbuch, 2015, , 101-118.	0.1	3
38	Eye-Tracking und reaktionszeitbasierte Verfahren zur Messung impliziter Kommunikationswirkungen. , 2015, , 1-19.		0
39	Mental imagery interventions reduce subsequent food intake only when self-regulatory resources are available. <i>Frontiers in Psychology</i> , 2014, 5, 1391.	1.1	28
40	Attention on the source of influence reverses the impact of cross-contextual imitation.. <i>Journal of Experimental Psychology: Human Perception and Performance</i> , 2014, 40, 904-907.	0.7	17
41	Shopping orientation as a stable consumer disposition and its influence on consumersâ€™ evaluations of retailer communication. <i>European Journal of Marketing</i> , 2014, 48, 1026-1045.	1.7	32
42	How initial cross-group friendships prepare for intercultural communication: The importance of anxiety reduction and self-confidence in communication. <i>International Journal of Intercultural Relations</i> , 2014, 43, 278-288.	1.0	12
43	Hard to Ignore. <i>Social Psychological and Personality Science</i> , 2014, 5, 343-351.	2.4	23
44	Visual Attention and Goal Pursuit. <i>Personality and Social Psychology Bulletin</i> , 2014, 40, 1248-1259.	1.9	108
45	A Dual-Step and Dual-Process Model of Advertising Effects: Implications for Reducing the Negative Impact of Advertising on Children's Consumption Behaviour. <i>Journal of Consumer Policy</i> , 2014, 37, 161-182.	0.6	24
46	â€œI'm not sure how she will reactâ€ Predictability moderates the influence of positive contact experiences on intentions to interact with a host community member. <i>International Journal of Intercultural Relations</i> , 2014, 39, 103-109.	1.0	8
47	Detaching the ties of ownership: the effects of hand washing on the exchange of endowed products. <i>Journal of Consumer Psychology</i> , 2014, 24, 284-289.	3.2	24
48	Recognition and Approach Responses Toward Threatening Objects. <i>Social Psychology</i> , 2014, 45, 86-92.	0.3	1
49	Eyes Wide Shopped: Shopping Situations Trigger Arousal in Impulsive Buyers. <i>PLoS ONE</i> , 2014, 9, e114593.	1.1	16
50	Self-regulation and strategic motivational orientations in economic contexts. <i>Journal of Economic Psychology</i> , 2013, 38, 1-3.	1.1	1
51	The moderating role of regulatory focus on the social modeling of food intake. <i>Appetite</i> , 2013, 69, 114-122.	1.8	25
52	Shopping Orientation and Mindsets: How Motivation Influences Consumer Information Processing During Shopping. <i>Psychology and Marketing</i> , 2013, 30, 779-793.	4.6	69
53	Same numbers, different meanings: How numeracy influences the importance of numbers for pro-social behavior. <i>Journal of Experimental Social Psychology</i> , 2013, 49, 699-705.	1.3	35
54	Regulatory focus in economic contexts. <i>Journal of Economic Psychology</i> , 2013, 38, 127-137.	1.1	51

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55	Reaching for the (Product) Stars: Measuring Recognition and Approach Speed to Get Insights Into Consumer Choice. <i>Basic and Applied Social Psychology</i> , 2013, 35, 298-315.	1.2	8
56	The power of movement: Evidence for context-independent movement imitation.. <i>Journal of Experimental Psychology: General</i> , 2013, 142, 763-773.	1.5	29
57	Thoughts About Possible Failure: Regulatory Focus and the Anticipation of Regret. <i>Social Cognition</i> , 2013, 31, 349-373.	0.5	19
58	Being prepared for acculturation: On the importance of the first months after immigrants enter a new culture. <i>International Journal of Psychology</i> , 2013, 48, 363-373.	1.7	16
59	Neural Correlates of Impulsive Buying Tendencies during Perception of Product Packaging. <i>Psychology and Marketing</i> , 2013, 30, 861-873.	4.6	45
60	Intercultural contact under uncertainty: The impact of predictability and anxiety on the willingness to interact with a member from an unknown cultural group. <i>International Journal of Intercultural Relations</i> , 2010, 34, 507-515.	1.0	42
61	Regulatory focus and reliance on implicit preferences in consumption contexts. <i>Journal of Consumer Psychology</i> , 2010, 20, 193-204.	3.2	44
62	Impact of Relative Size and Language on the Attitudes between Nations and Linguistic Groups: The Case of Switzerland. <i>Applied Psychology</i> , 2010, 59, 143-158.	4.4	7
63	The Impact of Regulatory Focus on the Effects of Two-Sided Advertising. <i>Social Cognition</i> , 2009, 27, 37-56.	0.5	42
64	How the Motivation to Make Fair Judgments Influences Memory for In- and Out-Group Behavior. <i>Swiss Journal of Psychology</i> , 2008, 67, 241-248.	0.9	0
65	Regulatory focus and investment decisions in small groups. <i>Journal of Experimental Social Psychology</i> , 2007, 43, 626-632.	1.3	88
66	19 Steuerung der Markenkommunikation mit Hilfe psychologischer Modelle. , 2007, , 402-430.		0
67	10 Personalisierte Ansätze der Markenführung. , 2007, , 178-198.		0
68	Markenmanagement. Springer-Lehrbuch, 2007, , 107-126.	0.1	0
69	The role of discordant acculturation attitudes in perceived threat: An analysis of host and immigrant attitudes in Germany. <i>International Journal of Intercultural Relations</i> , 2006, 30, 683-702.	1.0	144
70	How advertising claims affect brand preferences and category brand associations: The role of regulatory fit. <i>Psychology and Marketing</i> , 2006, 23, 741-755.	4.6	93
71	When consumers follow their feelings: The impact of affective or cognitive focus on the basis of consumers' choice. <i>Psychology and Marketing</i> , 2006, 23, 1015-1034.	4.6	55
72	Führungsstrategien und Personalentwicklung in der Hochschule. <i>Zeitschrift für Hochschulentwicklung</i> , 2006, 1, .	0.1	2

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73	The Effects of Self-Image Threat on the Judgment of Out-Group Targets. <i>Swiss Journal of Psychology</i> , 2005, 64, 87-101.	0.9	9
74	When do people accept cultural diversity?: Affect as determinant. <i>International Journal of Intercultural Relations</i> , 2003, 27, 627-640.	1.0	12
75	Perceived Intergroup Threat and Attitudes of Host Community Members Toward Immigrant Acculturation. <i>Journal of Social Psychology</i> , 2003, 143, 633-648.	1.0	93
76	Concordance of Acculturation Attitudes and Perceived Threat. <i>Group Processes and Intergroup Relations</i> , 2002, 5, 221-232.	2.4	188
77	When Do Associations Matter? The Use of Automatic Associations toward Ethnic Groups in Person Judgments. <i>Journal of Experimental Social Psychology</i> , 2001, 37, 518-524.	1.3	69
78	Predicting acculturation attitudes of dominant and non-dominant groups. <i>International Journal of Intercultural Relations</i> , 2000, 24, 1-26.	1.0	220
79	Acculturation Attitudes of the Dutch and the Germans towards the European Union: The Importance of National and European Identification. <i>Journal of Multilingual and Multicultural Development</i> , 2000, 21, 1-13.	1.0	15
80	Identification and Perceived Vitality: The Dutch and the Germans in the European Union. <i>Journal of Multilingual and Multicultural Development</i> , 1997, 18, 349-363.	1.0	7
81	The Impact of Age Stereotypes on Well-being: Strategies of Selection, Optimization, and Compensation as Mediator and Regulatory Focus as Moderator: Findings from a Cross-Sectional and a Longitudinal Study. <i>Journal of Happiness Studies</i> , 0, , 1.	1.9	5