

Arnd Florack

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/2349477/publications.pdf>

Version: 2024-02-01

81
papers

2,366
citations

236912

25
h-index

233409

45
g-index

89
all docs

89
docs citations

89
times ranked

1792
citing authors

#	ARTICLE	IF	CITATIONS
1	Eyes Wide Shut? Understanding and Managing Consumers' Visual Processing of Country-of-Origin Cues. British Journal of Management, 2022, 33, 1432-1446.	5.0	5
2	The Interplay of Brand, Brand Origin and Brand User Stereotypes in Forming Value Perceptions. British Journal of Management, 2022, 33, 1924-1949.	5.0	6
3	How placement affects brand preferences in advergames: A test of inhibition and facilitation processes during search. Computers in Human Behavior, 2022, 134, 107328.	8.5	5
4	The Differentiation Principle: Why Consumers Often Neglect Positive Attributes of Novel Food Products. Journal of Consumer Psychology, 2021, 31, 684-705.	4.5	13
5	Immediate self-information is prioritized over expanded self-information across temporal, social, spatial, and probability domains. Quarterly Journal of Experimental Psychology, 2021, 74, 1615-1630.	1.1	4
6	Not Too Much and Not Too Little: Information Processing for a Good Purchase Decision. Frontiers in Psychology, 2021, 12, 642641.	2.1	6
7	Uncovering men's stereotype content (warmth and competence) associated with a representative range of male body size categories. Body Image, 2021, 37, 148-161.	4.3	1
8	When Social Interaction Backfires: Frequent Social Interaction During the COVID-19 Pandemic Is Associated With Decreased Well-Being and Higher Panic Buying. Frontiers in Psychology, 2021, 12, 668272.	2.1	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. International Marketing Review, 2021, 38, 1143-1165.	3.6	13
10	The sustainability liability revisited: Positive versus negative differentiation of novel products by sustainability attributes. Appetite, 2021, 167, 105637.	3.7	1
11	The contributions of social comparison to social network site addiction. PLoS ONE, 2021, 16, e0257795.	2.5	10
12	When products compete for consumers attention: How selective attention affects preferences. Journal of Business Research, 2020, 111, 117-127.	10.2	24
13	Fifty shades of food: The influence of package color saturation on health and taste in consumer judgments. Psychology and Marketing, 2020, 37, 900-912.	8.2	50
14	Beyond Healthiness: The Impact of Traffic Light Labels on Taste Expectations and Purchase Intentions. Foods, 2020, 9, 134.	4.3	15
15	Age stereotypes and compliance with feedback in elderly drivers. Transportation Research Part F: Traffic Psychology and Behaviour, 2019, 67, 66-77.	3.7	4
16	Sugar labeling: How numerical information of sugar content influences healthiness and tastiness expectations. PLoS ONE, 2019, 14, e0223510.	2.5	12
17	Increased Preference and Value of Consumer Products by Attentional Selection. Frontiers in Psychology, 2019, 10, 2086.	2.1	3
18	Advertising models in the act of eating: How the depiction of different eating phases affects consumption desire and behavior. Appetite, 2019, 139, 59-66.	3.7	7

#	ARTICLE	IF	CITATIONS
19	Practicing the (un)healthyâ€”tasty intuition: Toward an ecological view of the relationship between health and taste in consumer judgments. Food Quality and Preference, 2019, 75, 39-53.	4.6	37
20	Who provides feedback to older drivers when driving ability tails off: The role of age stereotypes. Transportation Research Part F: Traffic Psychology and Behaviour, 2019, 60, 217-227.	3.7	8
21	Implizite Messung der psychologischen Markenstärke. Springer Reference Wirtschaft, 2019, , 1121-1137.	0.1	2
22	Playing with food: The effects of food pre-exposure on consumption in young children. Physiology and Behavior, 2018, 195, 76-81.	2.1	7
23	Brothers in blood, yet strangers to global brand purchase: A four-country study of the role of consumer personality. Journal of Business Research, 2017, 80, 228-235.	10.2	22
24	Explicit versus implicit country stereotypes as predictors of product preferences: Insights from the stereotype content model. Journal of International Business Studies, 2017, 48, 1023-1036.	7.3	74
25	Flag up! â€” Flagship products as important drivers of perceived brand innovativeness. Journal of Business Research, 2017, 71, 154-163.	10.2	36
26	Judgments at Gaze Value: Gaze Cuing in Banner Advertisements, Its Effect on Attention Allocation and Product Judgments. Frontiers in Psychology, 2017, 8, 881.	2.1	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.. Motivation Science, 2017, 3, 1-18.	1.6	24
28	Effects of Imagined Consumption and Simulated Eating Movements on Food Intake: Thoughts about Food Are Not Always of Advantage. Frontiers in Psychology, 2016, 7, 1691.	2.1	22
29	Using Implementation Intentions in Shopping Situations: How Arousal Can Help Shield Consumers Against Temptation. Applied Cognitive Psychology, 2016, 30, 672-680.	1.6	11
30	How to present donations: the moderating role of numeracy in cause-related marketing. Journal of Consumer Marketing, 2016, 33, 153-161.	2.3	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. Frontiers in Psychiatry, 2015, 6, 48.	2.6	3
34	How shopping orientation influences the effectiveness of monetary and nonmonetary promotions. European Journal of Marketing, 2015, 49, 170-189.	2.9	43
35	Self-regulation and protective health behaviour: How regulatory focus and anticipated regret are related to vaccination decisions. Psychology and Health, 2015, 30, 165-188.	2.2	44
36	Self-perceived successful weight regulators are less affected by self-regulatory depletion in the domain of eating behavior. Eating Behaviors, 2015, 16, 5-8.	2.0	15

#	ARTICLE	IF	CITATIONS
37	Markenmanagement. Springer-Lehrbuch, 2015, , 101-118.	0.0	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. Frontiers in Psychology, 2014, 5, 1391.	2.1	28
40	Attention on the source of influence reverses the impact of cross-contextual imitation.. Journal of Experimental Psychology: Human Perception and Performance, 2014, 40, 904-907.	0.9	17
41	Shopping orientation as a stable consumer disposition and its influence on consumersâ€™ evaluations of retailer communication. European Journal of Marketing, 2014, 48, 1026-1045.	2.9	32
42	How initial cross-group friendships prepare for intercultural communication: The importance of anxiety reduction and self-confidence in communication. International Journal of Intercultural Relations, 2014, 43, 278-288.	2.0	12
43	Hard to Ignore. Social Psychological and Personality Science, 2014, 5, 343-351.	3.9	23
44	Visual Attention and Goal Pursuit. Personality and Social Psychology Bulletin, 2014, 40, 1248-1259.	3.0	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. Journal of Consumer Policy, 2014, 37, 161-182.	1.3	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. International Journal of Intercultural Relations, 2014, 39, 103-109.	2.0	8
47	Detaching the ties of ownership: the effects of hand washing on the exchange of endowed products. Journal of Consumer Psychology, 2014, 24, 284-289.	4.5	24
48	Recognition and Approach Responses Toward Threatening Objects. Social Psychology, 2014, 45, 86-92.	0.7	1
49	Eyes Wide Shopped: Shopping Situations Trigger Arousal in Impulsive Buyers. PLoS ONE, 2014, 9, e114593.	2.5	16
50	Self-regulation and strategic motivational orientations in economic contexts. Journal of Economic Psychology, 2013, 38, 1-3.	2.2	1
51	The moderating role of regulatory focus on the social modeling of food intake. Appetite, 2013, 69, 114-122.	3.7	25
52	Shopping Orientation and Mindsets: How Motivation Influences Consumer Information Processing During Shopping. Psychology and Marketing, 2013, 30, 779-793.	8.2	69
53	Same numbers, different meanings: How numeracy influences the importance of numbers for pro-social behavior. Journal of Experimental Social Psychology, 2013, 49, 699-705.	2.2	35
54	Regulatory focus in economic contexts. Journal of Economic Psychology, 2013, 38, 127-137.	2.2	51

#	ARTICLE	IF	CITATIONS
55	Reaching for the (Product) Stars: Measuring Recognition and Approach Speed to Get Insights Into Consumer Choice. Basic and Applied Social Psychology, 2013, 35, 298-315.	2.1	8
56	The power of movement: Evidence for context-independent movement imitation.. Journal of Experimental Psychology: General, 2013, 142, 763-773.	2.1	29
57	Thoughts About Possible Failure: Regulatory Focus and the Anticipation of Regret. Social Cognition, 2013, 31, 349-373.	0.9	19
58	Being prepared for acculturation: On the importance of the first months after immigrants enter a new culture. International Journal of Psychology, 2013, 48, 363-373.	2.8	16
59	Neural Correlates of Impulsive Buying Tendencies during Perception of Product Packaging. Psychology and Marketing, 2013, 30, 861-873.	8.2	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. International Journal of Intercultural Relations, 2010, 34, 507-515.	2.0	42
61	Regulatory focus and reliance on implicit preferences in consumption contexts. Journal of Consumer Psychology, 2010, 20, 193-204.	4.5	44
62	Impact of Relative Size and Language on the Attitudes between Nations and Linguistic Groups: The Case of Switzerland. Applied Psychology, 2010, 59, 143-158.	7.1	7
63	The Impact of Regulatory Focus on the Effects of Two-Sided Advertising. Social Cognition, 2009, 27, 37-56.	0.9	42
64	How the Motivation to Make Fair Judgments Influences Memory for In- and Out-Group Behavior. Swiss Journal of Psychology, 2008, 67, 241-248.	0.9	0
65	Regulatory focus and investment decisions in small groups. Journal of Experimental Social Psychology, 2007, 43, 626-632.	2.2	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.	0.0	0
69	The role of discordant acculturation attitudes in perceived threat: An analysis of host and immigrant attitudes in Germany. International Journal of Intercultural Relations, 2006, 30, 683-702.	2.0	144
70	How advertising claims affect brand preferences and category-brand associations: The role of regulatory fit. Psychology and Marketing, 2006, 23, 741-755.	8.2	93
71	When consumers follow their feelings: The impact of affective or cognitive focus on the basis of consumers' choice. Psychology and Marketing, 2006, 23, 1015-1034.	8.2	55
72	Führungsstrategien und Personalentwicklung in der Hochschule. Zeitschrift für Hochschulentwicklung, 2006, 1, .	0.1	2

#	ARTICLE	IF	CITATIONS
73	The Effects of Self-Image Threat on the Judgment of Out-Group Targets. Swiss Journal of Psychology, 2005, 64, 87-101.	0.9	9
74	When do people accept cultural diversity?: Affect as determinant. International Journal of Intercultural Relations, 2003, 27, 627-640.	2.0	12
75	Perceived Intergroup Threat and Attitudes of Host Community Members Toward Immigrant Acculturation. Journal of Social Psychology, 2003, 143, 633-648.	1.5	93
76	Concordance of Acculturation Attitudes and Perceived Threat. Group Processes and Intergroup Relations, 2002, 5, 221-232.	3.9	188
77	When Do Associations Matter? The Use of Automatic Associations toward Ethnic Groups in Person Judgments. Journal of Experimental Social Psychology, 2001, 37, 518-524.	2.2	69
78	Predicting acculturation attitudes of dominant and non-dominant groups. International Journal of Intercultural Relations, 2000, 24, 1-26.	2.0	220
79	Acculturation Attitudes of the Dutch and the Germans towards the European Union: The Importance of National and European Identification. Journal of Multilingual and Multicultural Development, 2000, 21, 1-13.	1.7	15
80	Identification and Perceived Vitality: The Dutch and the Germans in the European Union. Journal of Multilingual and Multicultural Development, 1997, 18, 349-363.	1.7	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. Journal of Happiness Studies, 0, , 1.	3.2	5