

# Tobias Otterbring

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/2530517/publications.pdf>

Version: 2024-02-01

80  
papers

2,210  
citations

279487

23  
h-index

264894

42  
g-index

102  
all docs

102  
docs citations

102  
times ranked

1605  
citing authors

#	ARTICLE	IF	CITATIONS
1	Selecting the special or choosing the common? A high-powered conceptual replication of Kim and Markusâ€™ (1999) pen study. <i>Journal of Social Psychology</i> , 2024, 164, 244-250.	1.0	3
2	Money for Nothing: The Impact of Compensation on Customersâ€™ Bad-Mouthing in Service Recovery Encounters. <i>Marketing Letters</i> , 2023, 34, 69-82.	1.9	5
3	Old minds, new marketplaces: How evolved psychological mechanisms trigger mismatched food preferences.. <i>Evolutionary Behavioral Sciences</i> , 2023, 17, 93-101.	0.7	6
4	Crossmodal correspondences between typefaces and food preferences drive congruent choices but not among young consumers. <i>Food Quality and Preference</i> , 2022, 96, 104376.	2.3	11
5	Seasonal cues to food scarcity and calorie cravings: Winter cues elicit preferences for energy-dense foods. <i>Food Quality and Preference</i> , 2022, 96, 104379.	2.3	17
6	Stairway to organic heaven: The impact of social and temporal distance in print ads. <i>Journal of Business Research</i> , 2022, 139, 1044-1057.	5.8	24
7	Firstborns buy better for the greater good: Birth order differences in green consumption values. <i>Personality and Individual Differences</i> , 2022, 186, 111353.	1.6	23
8	Touch, threats, and transactions: Pandemic influences on consumer responses and the mediating role of touch likelihood when shopping for fruits and vegetables. <i>Food Quality and Preference</i> , 2022, 97, 104461.	2.3	6
9	Pandemic prevention and personality psychology: Gender differences in preventive health behaviors during COVID-19 and the roles of agreeableness and conscientiousness. <i>Journal of Safety Science and Resilience</i> , 2022, 3, 87-91.	1.3	17
10	The perception of food products in adolescents, lay adults, and experts: A psychometric approach.. <i>Journal of Experimental Psychology: Applied</i> , 2022, 28, 555-575.	0.9	10
11	National identity predicts public health support during a global pandemic. <i>Nature Communications</i> , 2022, 13, 517.	5.8	127
12	Anxious and status signaling: Examining the link between attachment style and status consumption and the mediating role of materialistic values. <i>Personality and Individual Differences</i> , 2022, 190, 111503.	1.6	13
13	Honestly hungry: Acute hunger does not increase unethical economic behaviour. <i>Journal of Experimental Social Psychology</i> , 2022, 101, 104312.	1.3	13
14	Citizen Coherence and Cultivated Cleanliness: Using Technology-Induced Social Norms to Strengthen Sustainable Household Bonds. <i>Frontiers in Sustainability</i> , 2022, 3, .	1.3	3
15	The impact of nutritional warnings on the mental associations raised by advertisements featuring ultra-processed food products. <i>Food Quality and Preference</i> , 2022, 101, 104648.	2.3	2
16	â€Even if you don't pay attention to it, you know it's thereâ€™: A qualitative exploration of adolescents' experiences with digital food marketing. <i>Appetite</i> , 2022, 176, 106128.	1.8	16
17	Give us today our daily bread: The effect of hunger on consumersâ€™ visual attention towards bread and the role of time orientation. <i>Food Quality and Preference</i> , 2021, 88, 104079.	2.3	27
18	Replication and extension of framing effects to compliance with health behaviors during pandemics. <i>Safety Science</i> , 2021, 134, 105065.	2.6	20

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19	Athletic abs or big bellies: The impact of imagery, arousal levels, and health consciousness on consumers' attitudes towards plant-based protein products. <i>Food Quality and Preference</i> , 2021, 87, 104067.	2.3	21
20	Evolutionary psychology in marketing: Deep, debated, but fancier with fieldwork. <i>Psychology and Marketing</i> , 2021, 38, 229-238.	4.6	40
21	People's Responses to Personal Ads. , 2021, , 5878-5881.		0
22	The most human bot: Female gendering increases humanness perceptions of bots and acceptance of AI. <i>Psychology and Marketing</i> , 2021, 38, 1052-1068.	4.6	88
23	Communication Campaigns to Support the Use of Nutritional Warnings: Different Messages for Different People?. <i>Health Education and Behavior</i> , 2021, 48, 584-594.	1.3	3
24	Self-isolation for the self-centered: Negative framing increases narcissists' willingness to self-isolate during COVID-19 through higher response efficacy. <i>Personality and Individual Differences</i> , 2021, 174, 110688.	1.6	12
25	Too close for comfort? The impact of salesperson-customer proximity on consumers' purchase behavior. <i>Psychology and Marketing</i> , 2021, 38, 1576-1590.	4.6	28
26	Masculine (low) digit ratios predict masculine food choices in hungry consumers. <i>Food Quality and Preference</i> , 2021, 90, 104168.	2.3	4
27	The role of culture and personality traits in board game habits and attitudes: Cross-cultural comparison between Denmark, Germany, and USA. <i>Journal of Retailing and Consumer Services</i> , 2021, 61, 102506.	5.3	5
28	Peer presence promotes popular choices: A "Spicy" field study on social influence and brand choice. <i>Journal of Retailing and Consumer Services</i> , 2021, 61, 102594.	5.3	27
29	Crisis communication, anticipated food scarcity, and food preferences: Preregistered evidence of the insurance hypothesis. <i>Food Quality and Preference</i> , 2021, 91, 104213.	2.3	19
30	Beauty is in the eye of the beer holder but rarely because of the beer. <i>Personality and Individual Differences</i> , 2021, 179, 110921.	1.6	7
31	Eco depletion: The impact of hunger on prosociality by means of environmentally friendly attitudes and behavior. <i>Journal of Retailing and Consumer Services</i> , 2021, 62, 102654.	5.3	21
32	Health gains through loss frames: Testing the effectiveness of message framing on citizens' use of nutritional warnings. <i>Appetite</i> , 2021, 166, 105469.	1.8	15
33	Development and psychometric evaluation of the Anticipated Food Scarcity Scale (AFSS). <i>Appetite</i> , 2021, 166, 105474.	1.8	14
34	Positive gender congruency effects on shopper responses: Field evidence from a gender egalitarian culture. <i>Journal of Retailing and Consumer Services</i> , 2021, 63, 102738.	5.3	14
35	Secure and sustainable but not as prominent among the ambivalent: Attachment style and proenvironmental consumption. <i>Personality and Individual Differences</i> , 2021, 183, 111154.	1.6	11
36	Office types and workers' cognitive vs affective evaluations from a noise perspective. <i>Journal of Managerial Psychology</i> , 2021, 36, 415-431.	1.3	12

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37	Selfless or Selfish? The impact of message framing and egoistic motivation on narcissists' compliance with preventive health behaviors during COVID-19. <i>Current Research in Ecological and Social Psychology</i> , 2021, 2, 100023.	0.9	8
38	Drivers and social implications of Artificial Intelligence adoption in healthcare during the COVID-19 pandemic. <i>PLoS ONE</i> , 2021, 16, e0259928.	1.1	8
39	Populated Places and Conspicuous Consumption: High Population Density Cues Predict Consumers' Luxury-Linked Brand Attitudes. <i>Frontiers in Psychology</i> , 2021, 12, 728903.	1.1	4
40	The relationship between exchanged resources and loyalty intentions. <i>Service Industries Journal</i> , 2020, 40, 846-865.	5.0	7
41	Sexually arousing ads induce sex-specific financial decisions in hungry individuals. <i>Personality and Individual Differences</i> , 2020, 152, 109576.	1.6	8
42	Consumer associations about other buyers of suboptimal food – And what it means for food waste avoidance actions. <i>Food Quality and Preference</i> , 2020, 80, 103808.	2.3	13
43	Appetite for destruction: Counterintuitive effects of attractive faces on people's food choices. <i>Psychology and Marketing</i> , 2020, 37, 1451-1464.	4.6	34
44	Time orientation and risk perception moderate the influence of sodium warnings on food choice: Implications for the design of communication campaigns. <i>Appetite</i> , 2020, 147, 104562.	1.8	20
45	How Can We Motivate People to Use Nutritional Warnings in Decision Making? Citizen Co-Created Insights for the Development of Communication Campaigns. <i>Health Education and Behavior</i> , 2020, 47, 321-331.	1.3	16
46	The habitual nature of food purchases at the supermarket: Implications for policy making. <i>Appetite</i> , 2020, 155, 104844.	1.8	56
47	Commentary: Grounded procedures: A proximate mechanism for the psychology of cleansing and other physical actions. <i>Frontiers in Psychology</i> , 2020, 11, 2137.	1.1	0
48	Evolutionary psychological consumer research: Bold, bright, but better with behavior. <i>Journal of Business Research</i> , 2020, 120, 473-484.	5.8	45
49	Seeing sweet and choosing sour: Compensatory effects of typeface on consumers' choice behavior. <i>Food Quality and Preference</i> , 2020, 85, 103964.	2.3	18
50	Bridging the valuescape with digital technology: A mixed methods study on customers' value creation process in the physical retail space. <i>Journal of Retailing and Consumer Services</i> , 2020, 56, 102161.	5.3	27
51	Sick, salient and full of salt, sugar and fat: Understanding the impact of nutritional warnings on consumers' associations through the salience bias. <i>Food Quality and Preference</i> , 2020, 86, 103991.	2.3	30
52	Cereal Deal: How the Physical Appearance of Others Affects Attention to Healthy Foods. <i>Perspectives on Behavior Science</i> , 2020, 43, 451-468.	1.1	12
53	Uruguayan Citizens' Perception of Messages to Promote Healthy Eating Through the Use of Nutritional Warnings. <i>Journal of Nutrition Education and Behavior</i> , 2020, 52, 918-927.	0.3	6
54	Therapeutic servicescapes: Restorative and relational resources in service settings. <i>Journal of Retailing and Consumer Services</i> , 2020, 55, 102078.	5.3	38

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55	The who, where and why of choosing suboptimal foods: Consequences for tackling food waste in store. <i>Journal of Cleaner Production</i> , 2019, 236, 117596.	4.6	38
56	Spotlighting Customers' Visual Attention at the Stock, Shelf and Store Levels with the 3S Model. <i>Journal of Visualized Experiments</i> , 2019, , .	0.2	0
57	Time orientation mediates the link between hunger and hedonic choices across domains. <i>Food Research International</i> , 2019, 120, 124-129.	2.9	27
58	Introduction to special issue on Global Perspectives on Sensory and Consumer Sciences: A cross-cultural approach. <i>Food Research International</i> , 2019, 116, 135-136.	2.9	7
59	Mirror, mirror, on the menu: Visual reminders of overweight stimulate healthier meal choices. <i>Journal of Retailing and Consumer Services</i> , 2019, 47, 177-183.	5.3	32
60	Clothes, condoms, and customer satisfaction: The effect of employee mere presence on customer satisfaction depends on the shopping situation. <i>Psychology and Marketing</i> , 2018, 35, 454-462.	4.6	32
61	The effects of consumer knowledge on the willingness to buy insect food: An exploratory cross-regional study in Northern and Central Europe. <i>Food Quality and Preference</i> , 2018, 70, 1-10.	2.3	129
62	Healthy or wealthy? Attractive individuals induce sex-specific food preferences. <i>Food Quality and Preference</i> , 2018, 70, 11-20.	2.3	31
63	The Abercrombie & Fitch Effect: The Impact of Physical Dominance on Male Customers' Status-Signaling Consumption. <i>Journal of Marketing Research</i> , 2018, 55, 69-79.	3.0	88
64	Decompression zone deconstructed. <i>International Journal of Retail and Distribution Management</i> , 2018, 46, 1108-1116.	2.7	5
65	Commentary: Folk-Economic Beliefs: An Evolutionary Cognitive Model. <i>Frontiers in Psychology</i> , 2018, 9, 1120.	1.1	2
66	Unsold is unseen – or is it? Examining the role of peripheral vision in the consumer choice process using eye-tracking methodology. <i>Appetite</i> , 2018, 120, 49-56.	1.8	42
67	The relationship between office type and job satisfaction: Testing a multiple mediation model through ease of interaction and well-being. <i>Scandinavian Journal of Work, Environment and Health</i> , 2018, 44, 330-334.	1.7	23
68	Smile for a while: the effect of employee-displayed smiling on customer affect and satisfaction. <i>Journal of Service Management</i> , 2017, 28, 284-304.	4.4	47
69	People's Responses to Personal Ads. , 2017, , 1-4.		0
70	Touch forbidden, consumption allowed: Counter-intuitive effects of touch restrictions on customers' purchase behavior. <i>Food Quality and Preference</i> , 2016, 50, 1-6.	2.3	13
71	Eye-tracking customers' visual attention in the wild: Dynamic gaze behavior moderates the effect of store familiarity on navigational fluency. <i>Journal of Retailing and Consumer Services</i> , 2016, 28, 165-170.	5.3	40
72	Heuristics and resource depletion: eye-tracking customers' in situ gaze behavior in the field. <i>Journal of Business Research</i> , 2015, 68, 95-101.	5.8	65

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73	Let There be Light! An Initial Exploratory Study of Whether Lighting Influences Consumer Evaluations of Packaged Food Products. <i>Journal of Sensory Studies</i> , 2014, 29, 294-300.	0.8	9
74	Vision (im)possible? The effects of in-store signage on customers' visual attention. <i>Journal of Retailing and Consumer Services</i> , 2014, 21, 676-684.	5.3	64
75	Left isn't always right: placement of pictorial and textual package elements. <i>British Food Journal</i> , 2013, 115, 1211-1225.	1.6	26
76	Reasons for household food waste with special attention to packaging. <i>Journal of Cleaner Production</i> , 2012, 24, 141-148.	4.6	384
77	Physical proximity as pleasure or pain? A critical review of employee-customer proximity in sales and services settings. <i>Journal of Financial Services Marketing</i> , 0, , 1.	2.2	4
78	Auditory Notification of Customer Actions in a Virtual Retail Environment: Sound Design, Awareness and Attention. , 0, , .		1
79	Can Digit Ratio and Gender Identity Predict Preferences for Consumption Options With a Distinct Gender Image?. <i>Frontiers in Psychology</i> , 0, 13, .	1.1	0
80	Predicting attitudinal and behavioral responses to COVID-19 pandemic using machine learning. , 0, , .		18