

Utpal M Dholakia

List of Publications by Citations

Source: <https://exaly.com/author-pdf/2538886/utpal-m-dholakia-publications-by-citations.pdf>
Version: 2024-04-09

This document has been generated based on the publications and citations recorded by exaly.com. For the latest version of this publication list, visit the link given above.
The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

75 papers	8,437 citations	34 h-index	84 g-index
84 ext. papers	9,530 ext. citations	3.8 avg, IF	6.35 L-index

#	Paper	IF	Citations
75	The Social Influence of Brand Community: Evidence from European Car Clubs. <i>Journal of Marketing</i> , 2005 , 69, 19-34	11	1429
74	A social influence model of consumer participation in network- and small-group-based virtual communities. <i>International Journal of Research in Marketing</i> , 2004 , 21, 241-263	5.5	1358
73	Intentional social action in virtual communities. <i>Journal of Interactive Marketing</i> , 2002 , 16, 2-21	9.8	799
72	Antecedents and purchase consequences of customer participation in small group brand communities. <i>International Journal of Research in Marketing</i> , 2006 , 23, 45-61	5.5	776
71	Open Source Software User Communities: A Study of Participation in Linux User Groups. <i>Management Science</i> , 2006 , 52, 1099-1115	3.9	440
70	Goal Setting and Goal Striving in Consumer Behavior. <i>Journal of Marketing</i> , 1999 , 63, 19-32	11	330
69	Goal Setting and Goal Striving in Consumer Behavior. <i>Journal of Marketing</i> , 1999 , 63, 19	11	261
68	How effortful decisions get enacted: the motivating role of decision processes, desires, and anticipated emotions. <i>Journal of Behavioral Decision Making</i> , 2003 , 16, 273-295	2.4	234
67	Strategic Herding Behavior in Peer-to-Peer Loan Auctions. <i>Journal of Interactive Marketing</i> , 2011 , 25, 27-36	9.8	225
66	An Assessment of Chronic Regulatory Focus Measures. <i>Journal of Marketing Research</i> , 2010 , 47, 967-982	5.2	193
65	Tell Me a Good Story and I May Lend you Money: The Role of Narratives in Peer-to-Peer Lending Decisions. <i>Journal of Marketing Research</i> , 2011 , 48, S138-S149	5.2	181
64	Temptation and resistance: An integrated model of consumption impulse formation and enactment. <i>Psychology and Marketing</i> , 2000 , 17, 955-982	3.9	169
63	Communal Service Delivery: How Customers Benefit From Participation in Firm-Hosted Virtual P3 Communities. <i>Journal of Service Research</i> , 2009 , 12, 208-226	6	165
62	Consumer Behavior in a Multichannel, Multimedia Retailing Environment. <i>Journal of Interactive Marketing</i> , 2010 , 24, 86-95	9.8	160
61	Explaining Employee Engagement with Strategic Change Implementation: A Meaning-Making Approach. <i>Organization Science</i> , 2012 , 23, 1-23	3.6	120
60	The Impact of Customer Community Participation on Customer Behaviors: An Empirical Investigation. <i>Marketing Science</i> , 2010 , 29, 756-769	3.6	110
59	The Scope and Persistence of Mere-Measurement Effects: Evidence from a Field Study of Customer Satisfaction Measurement. <i>Journal of Consumer Research</i> , 2002 , 29, 159-167	6.3	97

58	The Effect of Explicit Reference Points on Consumer Choice and Online Bidding Behavior. <i>Marketing Science</i> , 2005 , 24, 206-217	3.6	91
57	Coveted or Overlooked? The Psychology of Bidding for Comparable Listings in Digital Auctions. <i>Marketing Letters</i> , 2001 , 12, 225-237	2.3	91
56	The Role of Regulatory Focus in the Experience and Self-Control of Desire for Temptations. <i>Journal of Consumer Psychology</i> , 2006 , 16, 163-175	3.1	89
55	How Customer Self-Determination Influences Relational Marketing Outcomes: Evidence from Longitudinal Field Studies. <i>Journal of Marketing Research</i> , 2006 , 43, 109-120	5.2	87
54	Auction or agent (or both)? A study of moderators of the herding bias in digital auctions. <i>International Journal of Research in Marketing</i> , 2002 , 19, 115-130	5.5	77
53	Antecedents and Consequences of Online Social Interactions. <i>Media Psychology</i> , 2007 , 9, 77-114	2.9	68
52	Does Online Community Participation Foster Risky Financial Behavior?. <i>Journal of Marketing Research</i> , 2012 , 49, 394-407	5.2	64
51	Mustering motivation to enact decisions: how decision process characteristics influence goal realization. <i>Journal of Behavioral Decision Making</i> , 2002 , 15, 167-188	2.4	59
50	How social influence affects consumption trends in emerging markets: An empirical investigation of the consumption convergence hypothesis. <i>Psychology and Marketing</i> , 2004 , 21, 775-797	3.9	54
49	How accounts shape lending decisions through fostering perceived trustworthiness. <i>Organizational Behavior and Human Decision Processes</i> , 2011 , 115, 69-84	4	50
48	The Impact of Survey Participation on Subsequent Customer Behavior: An Empirical Investigation. <i>Marketing Science</i> , 2007 , 26, 711-726	3.6	45
47	Virtual Team Performance in a Highly Competitive Environment. <i>Group and Organization Management</i> , 2011 , 36, 161-190	3.3	44
46	The role of desires in sequential impulsive choices. <i>Organizational Behavior and Human Decision Processes</i> , 2005 , 98, 179-194	4	37
45	Including Marketing Synergy in Acquisition Analysis:. <i>Industrial Marketing Management</i> , 2000 , 29, 157-176.9	3.7	37
44	Determinants of Participation and Response Effort in Web Panel Surveys. <i>Journal of Interactive Marketing</i> , 2010 , 24, 239-250	9.8	35
43	Individual and Group Bases of Social Influence in Online Environments. <i>Media Psychology</i> , 2006 , 8, 95-126.9	3.5	35
42	Economics, Psychology, and Social Dynamics of Consumer Bidding in Auctions. <i>Marketing Letters</i> , 2005 , 16, 401-413	2.3	34
41	The Ant and the Grasshopper: Understanding Personal Saving Orientation of Consumers. <i>Journal of Consumer Research</i> , 2016 , 43, 134-155	6.3	33

40	Control over What? Individual Differences in General versus Eating and Spending Self-Control. <i>Journal of Public Policy and Marketing</i> , 2016 , 35, 37-57	3.8	27
39	From Browsing to Buying and Beyond: The Needs-Adaptive Shopper Journey Model. <i>Journal of the Association for Consumer Research</i> , 2018 , 3, 277-293	1.7	26
38	The Mixed Effects of Participant Diversity and Expressive Freedom in Online Peer-to-Peer Problem Solving Communities. <i>Journal of Interactive Marketing</i> , 2014 , 28, 196-209	9.8	25
37	As Time Goes By: How Goal and Implementation Intentions Influence Enactment of Short-Fuse Behaviors1. <i>Journal of Applied Social Psychology</i> , 2003 , 33, 889-922	2.1	25
36	How formulating implementation plans and remembering past actions facilitate the enactment of effortful decisions. <i>Journal of Behavioral Decision Making</i> , 2007 , 20, 343-364	2.4	23
35	The usefulness of bidders' reputation ratings to sellers in online auctions. <i>Journal of Interactive Marketing</i> , 2005 , 19, 31-40	9.8	21
34	When and Why the Background Contrast Effect Emerges: Thought Engenders Meaning by Influencing the Perception of Applicability. <i>Journal of Consumer Research</i> , 2004 , 31, 491-501	6.3	19
33	Delay and duration effects of time frames on personal savings estimates and behavior. <i>Organizational Behavior and Human Decision Processes</i> , 2011 , 114, 142-152	4	17
32	What Makes Groupon Promotions Profitable for Businesses?. <i>SSRN Electronic Journal</i> , 2011 ,	1	15
31	Situational and trait interactions among goal orientations. <i>Marketing Letters</i> , 2012 , 23, 47-60	2.3	13
30	Saving in cycles: how to get people to save more money. <i>Psychological Science</i> , 2014 , 25, 531-7	7.9	13
29	Tell Me a Good Story and I May Lend You My Money: The Role of Narratives in Peer-to-Peer Lending Decisions. <i>SSRN Electronic Journal</i> , 2011 ,	1	13
28	Planning Market Share Growth in Mature Business Markets. <i>Industrial Marketing Management</i> , 1998 , 27, 401-428	6.9	13
27	The Economic Benefits to Retailers from Customer Participation in Proprietary Web Panels. <i>Journal of Retailing</i> , 2016 , 92, 147-161	6.5	11
26	Effective Brand Community Management: Lessons from Customer Enthusiasts. <i>SSRN Electronic Journal</i> , 2009 ,	1	11
25	Understanding the Effects of Post-Service Experience Surveys on Delay and Acceleration of Customer Purchasing Behavior: Evidence From the Automotive Services Industry. <i>Journal of Service Research</i> , 2010 , 13, 362-378	6	10
24	Salad = success and fries = failure? Conceptualizing and assessing self-control outcome measures in food decision-making research. <i>Journal of Consumer Behaviour</i> , 2016 , 15, 99-116	3	8
23	Concept discovery, process explanation, and theory deepening in e-marketing research: The case of online auctions. <i>Marketing Theory</i> , 2005 , 5, 117-124	2.5	8

22	Participant diversity and expressive freedom in firm-managed and customer-managed brand communities. <i>BAR - Brazilian Administration Review</i> , 2013 , 10, 195-218	0.9	7
21	Should I Buy This When I Have So Much?: Reflection on Personal Possessions as an Anticonsumption Strategy. <i>Journal of Public Policy and Marketing</i> , 2018 , 37, 260-273	3.8	7
20	When Ethical Transgressions of Customers Have Beneficial Long-Term Effects in Retailing: An Empirical Investigation. <i>Journal of Retailing</i> , 2017 , 93, 420-439	6.5	6
19	Key Informant Models for Measuring Group-level Variables in Small Groups: Application to Plural Subject Theory. <i>Sociological Methods and Research</i> , 2018 , 47, 277-313	2.9	5
18	The self-creation effect: making a product supports its mindful consumption and the consumer's well-being. <i>Marketing Letters</i> , 2018 , 29, 377-389	2.3	5
17	Strategic Herding Behavior in Peer-to-Peer Loan Auctions. <i>SSRN Electronic Journal</i> , 2010 ,	1	5
16	Efeitos da comunidade de origem no participante de comunidades virtuais de marca. <i>RAE Revista De Administracao De Empresas</i> , 2012 , 52, 204-216	0.5	5
15	Os efeitos da participa� em comunidades virtuais de marca no comportamento do consumidor: proposi� e teste de um modelo te�ico. <i>RAC: Revista De Administra� Contempor�ea</i> , 2011 , 15, 366-391	0.5	4
14	An Assessment of Chronic Regulatory Focus Measures. <i>SSRN Electronic Journal</i> , 2009 ,	1	4
13	Know thyself financially: How financial self-awareness can benefit consumers and financial advisors. <i>Financial Planning Review</i> , 2020 , 3, e1069	1	3
12	Communal Service Delivery: How Customers Benefit from Participation in Firm-Hosted Virtual P3 Communities. <i>SSRN Electronic Journal</i> , 2009 ,	1	3
11	A Critical Review of Question-Behavior Effect Research. <i>SSRN Electronic Journal</i> , 2009 ,	1	2
10	Commentary: Studying Consumer Habits in the Field: Some Suggestions for Conducting Industry-Supported Research. <i>Journal of the Association for Consumer Research</i> , 2017 , 2, 371-374	1.7	1
9	The Mixed Effects of Participant Diversity and Expressive Freedom in Online Peer-to-Peer Problem Solving Communities. <i>SSRN Electronic Journal</i> , 2014 ,	1	1
8	Three Senses of Desire in Consumer Research. <i>SSRN Electronic Journal</i> , 2014 ,	1	1
7	Situational and Trait Interactions Among Goal Orientations. <i>SSRN Electronic Journal</i> , 2011 ,	1	1
6	The Impact of Customer Community Participation on Customer Behaviors: An Empirical Investigation. <i>SSRN Electronic Journal</i> , 2009 ,	1	1
5	All� Not Well on the Marketing Frontlines: Understanding the Challenges of Adverse Technology�Consumer Interactions ?. <i>Review of Marketing Research</i> , 2019 , 121-140	0.3	1

- 4 The Consequences and Correction of Inflation in Personal Savings Estimates in Specific Future Time Frames. *Journal of Behavioral Decision Making*, **2013**, 26, 139-151 2.4
- 3 Should I Buy This When I Have So Much? Reflection on Personal Possessions as an Anticonsumption Strategy. *Journal of Marketing & Public Policy*, 074867661881358 4.5
- 2 The Roles of Social Networks and Communities in Open Education Programs **2009**, 133-144
- 1 Why employees can wreck promotional offers. *Harvard Business Review*, **2011**, 89, 28