

Utpal M Dholakia

List of Publications by Year in Descending Order

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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	Know thyself financially: How financial self-awareness can benefit consumers and financial advisors. <i>Financial Planning Review</i> , 2020 , 3, e1069	1	3
74	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
73	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
72	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
71	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
70	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
69	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
68	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
67	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
66	The Ant and the Grasshopper: Understanding Personal Saving Orientation of Consumers. <i>Journal of Consumer Research</i> , 2016 , 43, 134-155	6.3	33
65	The Economic Benefits to Retailers from Customer Participation in Proprietary Web Panels. <i>Journal of Retailing</i> , 2016 , 92, 147-161	6.5	11
64	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
63	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
62	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
61	Three Senses of Desire in Consumer Research. <i>SSRN Electronic Journal</i> , 2014 ,	1	1
60	Saving in cycles: how to get people to save more money. <i>Psychological Science</i> , 2014 , 25, 531-7	7.9	13
59	The Consequences and Correction of Inflation in Personal Savings Estimates in Specific Future Time Frames. <i>Journal of Behavioral Decision Making</i> , 2013 , 26, 139-151	2.4	

58	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
57	Situational and trait interactions among goal orientations. <i>Marketing Letters</i> , 2012 , 23, 47-60	2.3	13
56	Explaining Employee Engagement with Strategic Change Implementation: A Meaning-Making Approach. <i>Organization Science</i> , 2012 , 23, 1-23	3.6	120
55	Does Online Community Participation Foster Risky Financial Behavior?. <i>Journal of Marketing Research</i> , 2012 , 49, 394-407	5.2	64
54	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
53	Situational and Trait Interactions Among Goal Orientations. <i>SSRN Electronic Journal</i> , 2011 ,	1	1
52	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�nea</i> , 2011 , 15, 366-391	0.5	4
51	What Makes Groupon Promotions Profitable for Businesses?. <i>SSRN Electronic Journal</i> , 2011 ,	1	15
50	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
49	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
48	How accounts shape lending decisions through fostering perceived trustworthiness. <i>Organizational Behavior and Human Decision Processes</i> , 2011 , 115, 69-84	4	50
47	Strategic Herding Behavior in Peer-to-Peer Loan Auctions. <i>Journal of Interactive Marketing</i> , 2011 , 25, 27-36	9.8	225
46	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
45	Virtual Team Performance in a Highly Competitive Environment. <i>Group and Organization Management</i> , 2011 , 36, 161-190	3.3	44
44	Why employees can wreck promotional offers. <i>Harvard Business Review</i> , 2011 , 89, 28		
43	Strategic Herding Behavior in Peer-to-Peer Loan Auctions. <i>SSRN Electronic Journal</i> , 2010 ,	1	5
42	An Assessment of Chronic Regulatory Focus Measures. <i>Journal of Marketing Research</i> , 2010 , 47, 967-982	5.2	193
41	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

40	The Impact of Customer Community Participation on Customer Behaviors: An Empirical Investigation. <i>Marketing Science</i> , 2010 , 29, 756-769	3.6	110
39	Consumer Behavior in a Multichannel, Multimedia Retailing Environment. <i>Journal of Interactive Marketing</i> , 2010 , 24, 86-95	9.8	160
38	Determinants of Participation and Response Effort in Web Panel Surveys. <i>Journal of Interactive Marketing</i> , 2010 , 24, 239-250	9.8	35
37	A Critical Review of Question-Behavior Effect Research. <i>SSRN Electronic Journal</i> , 2009 ,	1	2
36	An Assessment of Chronic Regulatory Focus Measures. <i>SSRN Electronic Journal</i> , 2009 ,	1	4
35	Effective Brand Community Management: Lessons from Customer Enthusiasts. <i>SSRN Electronic Journal</i> , 2009 ,	1	11
34	The Impact of Customer Community Participation on Customer Behaviors: An Empirical Investigation. <i>SSRN Electronic Journal</i> , 2009 ,	1	1
33	Communal Service Delivery: How Customers Benefit from Participation in Firm-Hosted Virtual P3 Communities. <i>SSRN Electronic Journal</i> , 2009 ,	1	3
32	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
31	The Roles of Social Networks and Communities in Open Education Programs 2009 , 133-144		
30	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
29	Antecedents and Consequences of Online Social Interactions. <i>Media Psychology</i> , 2007 , 9, 77-114	2.9	68
28	The Impact of Survey Participation on Subsequent Customer Behavior: An Empirical Investigation. <i>Marketing Science</i> , 2007 , 26, 711-726	3.6	45
27	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
26	Individual and Group Bases of Social Influence in Online Environments. <i>Media Psychology</i> , 2006 , 8, 95-126.9	3.9	35
25	Open Source Software User Communities: A Study of Participation in Linux User Groups. <i>Management Science</i> , 2006 , 52, 1099-1115	3.9	440
24	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
23	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

22	The role of desires in sequential impulsive choices. <i>Organizational Behavior and Human Decision Processes</i> , 2005 , 98, 179-194	4	37
21	The usefulness of bidders' reputation ratings to sellers in online auctions. <i>Journal of Interactive Marketing</i> , 2005 , 19, 31-40	9.8	21
20	Economics, Psychology, and Social Dynamics of Consumer Bidding in Auctions. <i>Marketing Letters</i> , 2005 , 16, 401-413	2.3	34
19	The Effect of Explicit Reference Points on Consumer Choice and Online Bidding Behavior. <i>Marketing Science</i> , 2005 , 24, 206-217	3.6	91
18	The Social Influence of Brand Community: Evidence from European Car Clubs. <i>Journal of Marketing</i> , 2005 , 69, 19-34	11	1429
17	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
16	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
15	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
14	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
13	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
12	As Time Goes By: How Goal and Implementation Intentions Influence Enactment of Short-Fuse Behaviors ¹ . <i>Journal of Applied Social Psychology</i> , 2003 , 33, 889-922	2.1	25
11	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
10	Intentional social action in virtual communities. <i>Journal of Interactive Marketing</i> , 2002 , 16, 2-21	9.8	799
9	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
8	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
7	Coveted or Overlooked? The Psychology of Bidding for Comparable Listings in Digital Auctions. <i>Marketing Letters</i> , 2001 , 12, 225-237	2.3	91
6	Temptation and resistance: An integrated model of consumption impulse formation and enactment. <i>Psychology and Marketing</i> , 2000 , 17, 955-982	3.9	169
5	Including Marketing Synergy in Acquisition Analysis:. <i>Industrial Marketing Management</i> , 2000 , 29, 157-176	6.9	37

4	Goal Setting and Goal Striving in Consumer Behavior. <i>Journal of Marketing</i> , 1999 , 63, 19-32	11	330
3	Goal Setting and Goal Striving in Consumer Behavior. <i>Journal of Marketing</i> , 1999 , 63, 19	11	261
2	Planning Market Share Growth in Mature Business Markets. <i>Industrial Marketing Management</i> , 1998 , 27, 401-428	6.9	13
1	Should I Buy This When I Have So Much? Reflection on Personal Possessions as an Anticonsumption Strategy. <i>Journal of Marketing & Public Policy</i> , 074867661881358	4.5	