

Pablo Briñol

List of Publications by Year in descending order

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Version: 2024-02-01

123
papers

5,839
citations

101543

36
h-index

85541

71
g-index

129
all docs

129
docs citations

129
times ranked

3554
citing authors

#	ARTICLE	IF	CITATIONS
1	Thought confidence as a determinant of persuasion: The self-validation hypothesis.. Journal of Personality and Social Psychology, 2002, 82, 722-741.	2.8	404
2	Implicit ambivalence from attitude change: An exploration of the PAST model.. Journal of Personality and Social Psychology, 2006, 90, 21-41.	2.8	297
3	The effects of message recipients' power before and after persuasion: A self-validation analysis.. Journal of Personality and Social Psychology, 2007, 93, 1040-1053.	2.8	281
4	The Meta-cognitive Model (MCM) of Attitudes: Implications for Attitude Measurement, Change, and Strength. Social Cognition, 2007, 25, 657-686.	0.9	259
5	Overt head movements and persuasion: A self-validation analysis.. Journal of Personality and Social Psychology, 2003, 84, 1123-1139.	2.8	218
6	Self-Validation of Cognitive Responses to Advertisements. Journal of Consumer Research, 2004, 30, 559-573.	5.1	188
7	When credibility attacks: The reverse impact of source credibility on persuasion. Journal of Experimental Social Psychology, 2006, 42, 684-691.	2.2	188
8	Discrepancies between explicit and implicit self-concepts: Consequences for information processing.. Journal of Personality and Social Psychology, 2006, 91, 154-170.	2.8	183
9	Ease of Retrieval Effects in Persuasion: A Self-Validation Analysis. Personality and Social Psychology Bulletin, 2002, 28, 1700-1712.	3.0	176
10	Emotion and persuasion: Cognitive and meta-cognitive processes impact attitudes. Cognition and Emotion, 2015, 29, 1-26.	2.0	167
11	Happiness versus sadness as a determinant of thought confidence in persuasion: A self-validation analysis.. Journal of Personality and Social Psychology, 2007, 93, 711-727.	2.8	165
12	Source factors in persuasion: A self-validation approach. European Review of Social Psychology, 2009, 20, 49-96.	9.4	155
13	The Malleable Meaning of Subjective Ease. Psychological Science, 2006, 17, 200-206.	3.3	146
14	Resistance to persuasion as self-regulation: Ego-depletion and its effects on attitude change processes. Journal of Experimental Social Psychology, 2007, 43, 150-156.	2.2	145
15	Consumer conviction and commitment: An appraisal-based framework for attitude certainty. Journal of Consumer Psychology, 2014, 24, 119-136.	4.5	136
16	Persuasion: From Single to Multiple to Metacognitive Processes. Perspectives on Psychological Science, 2008, 3, 137-147.	9.0	135
17	Thought confidence as a determinant of persuasion: The self-validation hypothesis.. Journal of Personality and Social Psychology, 2002, 82, 722-741.	2.8	127
18	What's in a frame anyway?: A meta-cognitive analysis of the impact of one versus two sided message framing on attitude certainty. Journal of Consumer Psychology, 2008, 18, 137-149.	4.5	119

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19	Body posture effects on self-evaluation: A self-validation approach. <i>European Journal of Social Psychology</i> , 2009, 39, 1053-1064.	2.4	117
20	Multiple Roles for Source Credibility Under High Elaboration: It's all in the Timing. <i>Social Cognition</i> , 2007, 25, 536-552.	0.9	110
21	The Elaboration Likelihood Model. , 2012, , 224-245.		101
22	Fundamental Processes Leading to Attitude Change: Implications for Cancer Prevention Communications. <i>Journal of Communication</i> , 2006, 56, S81-S104.	3.7	96
23	A Review and Conceptual Framework for Understanding Personalized Matching Effects in Persuasion. <i>Journal of Consumer Psychology</i> , 2021, 31, 382-414.	4.5	84
24	The Effect of Self-Affirmation in Nonthreatening Persuasion Domains: Timing Affects the Process. <i>Personality and Social Psychology Bulletin</i> , 2007, 33, 1533-1546.	3.0	79
25	Self-generated persuasion: Effects of the target and direction of arguments.. <i>Journal of Personality and Social Psychology</i> , 2012, 102, 925-940.	2.8	73
26	Need for Cognition Can Magnify or Attenuate Priming Effects in Social Judgment. <i>Personality and Social Psychology Bulletin</i> , 2008, 34, 900-912.	3.0	68
27	Wanting other attitudes: Actual vs desired attitude discrepancies predict feelings of ambivalence and ambivalence consequences. <i>Journal of Experimental Social Psychology</i> , 2014, 53, 5-18.	2.2	67
28	Making it moral: Merely labeling an attitude as moral increases its strength. <i>Journal of Experimental Social Psychology</i> , 2016, 65, 82-93.	2.2	65
29	Ease of retrieval effects in social judgment: The role of unrequested cognitions.. <i>Journal of Personality and Social Psychology</i> , 2007, 93, 143-157.	2.8	62
30	Consumer persuasion: Indirect change and implicit balance. <i>Psychology and Marketing</i> , 2010, 27, 938-963.	8.2	62
31	Chapter 2 Persuasion. <i>Advances in Experimental Social Psychology</i> , 2009, 41, 69-118.	3.3	61
32	Ambivalence and certainty can interact to predict attitude stability over time. <i>Journal of Experimental Social Psychology</i> , 2016, 63, 56-68.	2.2	60
33	Affective and cognitive validation of thoughts: An appraisal perspective on anger, disgust, surprise, and awe.. <i>Journal of Personality and Social Psychology</i> , 2018, 114, 693-718.	2.8	52
34	From Primed Construct to Motivated Behavior. <i>Personality and Social Psychology Bulletin</i> , 2012, 38, 1659-1670.	3.0	49
35	Negative theories about persuasion: implications for information processing and consumer attitude change. <i>International Journal of Advertising</i> , 2015, 34, 85-106.	6.7	45
36	Treating Thoughts as Material Objects Can Increase or Decrease Their Impact on Evaluation. <i>Psychological Science</i> , 2013, 24, 41-47.	3.3	43

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37	Embodied Persuasion. , 0, , 184-208.		42
38	The effects of majority versus minority source status on persuasion: A self-validation analysis.. Journal of Personality and Social Psychology, 2010, 99, 498-512.	2.8	41
39	A metacognitive approach to "implicit" and "explicit" evaluations: Comment on Gawronski and Bodenhausen (2006).. Psychological Bulletin, 2006, 132, 740-744.	6.1	34
40	The effects of power on prosocial outcomes: A self-validation analysis. Journal of Economic Psychology, 2014, 41, 20-30.	2.2	33
41	Elaboration and Validation Processes: Implications for Media Attitude Change. Media Psychology, 2015, 18, 267-291.	3.6	33
42	Psychological Processes Underlying Persuasion. Diogenes, 2008, 55, 52-67.	0.1	30
43	Power and Persuasion: Processes by Which Perceived Power Can Influence Evaluative Judgments.. Review of General Psychology, 2017, 21, 223-241.	3.2	30
44	Self and Attitude Strength Parallels: Focus on Accessibility. Social and Personality Psychology Compass, 2007, 1, 441-468.	3.7	27
45	Discovering That the Shoe Fits. Psychological Science, 2009, 20, 846-852.	3.3	27
46	Doubting one's doubt: A formula for confidence?. Journal of Experimental Social Psychology, 2010, 46, 350-355.	2.2	27
47	Evaluating the Message or the Messenger? Implications for Self-Validation in Persuasion. Personality and Social Psychology Bulletin, 2013, 39, 1571-1584.	3.0	26
48	Meaning Moderates the Persuasive Effect of Physical Actions: Buying, Selling, Touching, Carrying, and Cleaning Thoughts as If They Were Commercial Products. Journal of the Association for Consumer Research, 2017, 2, 460-471.	1.7	24
49	Nonverbal Behavior of Persuasive Sources: A Multiple Process Analysis. Journal of Nonverbal Behavior, 2019, 43, 203-231.	1.0	24
50	Reducing Subjective Ambivalence by Creating Doubt. Social Psychological and Personality Science, 2015, 6, 731-739.	3.9	23
51	From Power to Inaction. Psychological Science, 2016, 27, 1660-1666.	3.3	23
52	Trait aggressiveness predicting aggressive behavior: The moderating role of meta-cognitive certainty. Aggressive Behavior, 2019, 45, 255-264.	2.4	23
53	Self-validation theory: An integrative framework for understanding when thoughts become consequential.. Psychological Review, 2022, 129, 340-367.	3.8	22
54	On the pursuit of desired attitudes: Wanting a different attitude affects information processing and behavior. Journal of Experimental Social Psychology, 2017, 70, 129-142.	2.2	21

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55	Where Did This Thought Come From? A Self-Validation Analysis of the Perceived Origin of Thoughts. <i>Personality and Social Psychology Bulletin</i> , 2018, 44, 1615-1628.	3.0	21
56	Power increases the reliance on first-impression thoughts. <i>Revista De Psicologia Social</i> , 2012, 27, 293-303.	0.7	20
57	Persuasive message scrutiny as a function of implicit-explicit discrepancies in racial attitudes. <i>Journal of Experimental Social Psychology</i> , 2017, 70, 222-234.	2.2	19
58	The moderating role of aggressiveness in response to campaigns and interventions promoting anti-violence attitudes. <i>Aggressive Behavior</i> , 2016, 42, 471-482.	2.4	17
59	The influence of emotions on information processing and persuasion: A differential appraisals perspective. <i>Journal of Experimental Social Psychology</i> , 2021, 93, 104085.	2.2	17
60	Paralinguistic Features Communicated through Voice can Affect Appraisals of Confidence and Evaluative Judgments. <i>Journal of Nonverbal Behavior</i> , 2021, 45, 479-504.	1.0	17
61	Emoci3n y meta-cognici3n: implicaciones para el cambio de actitud. <i>Revista De Psicologia Social</i> , 2010, 25, 157-183.	0.7	16
62	Multiple roles for majority versus minority source status on persuasion when source status follows the message. <i>Social Influence</i> , 2014, 9, 37-51.	1.6	16
63	Changing prejudiced attitudes by thinking about persuasive messages: implications for resistance. <i>Journal of Applied Social Psychology</i> , 2014, 44, 343-353.	2.0	16
64	Objectification of people and thoughts: An attitude change perspective. <i>British Journal of Social Psychology</i> , 2017, 56, 233-249.	2.8	16
65	Smiling After Thinking Increases Reliance on Thoughts. <i>Social Psychology</i> , 2013, 44, 349-353.	0.7	16
66	An Analysis of the Basic Processes of Formation and Change of Placebo Expectations. <i>Review of General Psychology</i> , 2019, 23, 211-229.	3.2	15
67	Attitudes toward hiring people with disabilities: A meta-cognitive approach to persuasion. <i>Journal of Applied Social Psychology</i> , 2020, 50, 276-288.	2.0	15
68	Metacognitive confidence: A neuroscience approach. <i>Revista De Psicologia Social</i> , 2013, 28, 317-332.	0.7	14
69	The Application of Persuasion Theory to Placebo Effects. <i>International Review of Neurobiology</i> , 2018, 138, 113-136.	2.0	14
70	Identity fusion leads to willingness to fight and die for the group: The moderating impact of being informed of the reasons behind other members' sacrifice. <i>Self and Identity</i> , 2018, 17, 517-530.	1.6	14
71	The effect of Need for Cognition on the stability of prejudiced attitudes toward South American immigrants. <i>Psicothema</i> , 2013, 25, 73-8.	0.9	14
72	Resiliencia en cuidadores familiares de personas mayores dependientes. <i>Anales De Psicologia</i> , 2015, 31, .	0.7	13

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73	The Effects of Overt Head Movements on Physical Performance After Positive Versus Negative Self-Talk. <i>Journal of Sport and Exercise Psychology</i> , 2019, 41, 36-45.	1.2	13
74	The role of meta-cognitive certainty on the relationship between identity fusion and endorsement of extreme pro-group behavior. <i>Self and Identity</i> , 2020, 19, 804-824.	1.6	13
75	The interactive effects of ambivalence and certainty on political opinion stability. <i>Journal of Social and Political Psychology</i> , 2020, 8, 525-541.	1.1	12
76	Mecanismos psicológicos de la persuasión. <i>Diogenes</i> , 2007, nº 217, 58-78.	0.1	11
77	Documenting individual differences in the propensity to hold attitudes with certainty.. <i>Journal of Personality and Social Psychology</i> , 2020, 119, 1239-1265.	2.8	11
78	El efecto del estrés sobre el procesamiento de mensajes persuasivos. <i>Revista De Psicología Social</i> , 2009, 24, 399-409.	0.7	9
79	Embodied Attitude Change: A Self-validation Perspective. <i>Social and Personality Psychology Compass</i> , 2011, 5, 1039-1050.	3.7	9
80	Individual Differences in Attitude Consistency Over Time: The Personal Attitude Stability Scale. <i>Personality and Social Psychology Bulletin</i> , 2020, 46, 1507-1519.	3.0	9
81	Aggressive primes can increase reliance on positive and negative thoughts affecting self-attitudes. <i>Self and Identity</i> , 2017, 16, 194-214.	1.6	8
82	The influence of physical attractiveness on attitude confidence and resistance to change. <i>Journal of Experimental Social Psychology</i> , 2020, 90, 104018.	2.2	7
83	The role of embodied change in perceiving and processing facial expressions of others. <i>Behavioral and Brain Sciences</i> , 2010, 33, 437-438.	0.7	6
84	Attitude Change and Persuasion. , 2015, , 29-64.		6
85	Validating a primed identity leads to expectations of group-relevant outcomes / La validación de una identidad previamente primada facilita que se anticipen respuestas de discriminación. <i>Revista De Psicología Social</i> , 2015, 30, 614-630.	0.7	6
86	Attitude change as a function of the number of words in which thoughts are expressed. <i>Journal of Experimental Social Psychology</i> , 2018, 74, 196-211.	2.2	6
87	A Process Approach to Influencing Attitudes and Changing Behavior. , 2020, , 82-103.		6
88	Processes of social influence through attitude change.. , 2015, , 509-545.		5
89	Feeling prepared increases confidence in any accessible thoughts affecting evaluation unrelated to the original domain of preparation. <i>Journal of Experimental Social Psychology</i> , 2020, 89, 103962.	2.2	5
90	Hedonic vs. epistemic goals in processing persuasive communications: Revisiting the role of personal involvement. <i>Motivation and Emotion</i> , 2021, 45, 280-298.	1.3	5

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91	Dampening affect via expectations: The case of ambivalence.. Journal of Personality and Social Psychology, 2021, 121, 1172-1194.	2.8	5
92	Metacognitive Confidence Can Increase but Also Decrease Performance in Academic Settings. Metacognition and Learning, 2022, 17, 139-165.	2.7	5
93	The Role of Meta-Cognitive Certainty on Pornography Consumption. Psicothema, 2021, 33, 442-448.	0.9	5
94	Promoting healthy eating by enhancing the correspondence between attitudes and behavioral intentions. Psicothema, 2020, 32, 60-66.	0.9	5
95	Validity and Reliability of the Spanish Version of the Revised Self-Monitoring Scale. Spanish Journal of Psychology, 2015, 18, E71.	2.1	4
96	Attitudes toward health-messages: The link between perceived attention and subjective strength. Revue Europeenne De Psychologie Appliquee, 2016, 66, 57-64.	0.8	4
97	Separating thoughts from the self by selling them to others: the moderating role of self-esteem / Separar los pensamientos del yo al venderlos a otros: el rol moderador de la autoestima. Revista De Psicologia Social, 2019, 34, 506-534.	0.7	4
98	The impact of hope and hopelessness on evaluation: A meta-cognitive approach. European Journal of Social Psychology, 2021, 51, 222-238.	2.4	4
99	Promoting Healthy Eating Practices through Persuasion Processes. Basic and Applied Social Psychology, 2021, 43, 239-266.	2.1	4
100	Attitudes and attitude certainty guiding pro-social behaviour as a function of perceived elaboration. European Journal of Social Psychology, 2021, 51, 990-1006.	2.4	4
101	Individual differences in three aspects of evaluation: The motives to have, learn, and express attitudes.. Journal of Personality and Social Psychology, 2021, 121, 257-284.	2.8	4
102	A history of Attitudes and Persuasion Research. , 0, , .		3
103	Subtle priming of subtraction versus addition: a spill-over effect of math / La inducción sutil de sumar vs. restar: un efecto indirecto de las matemáticas. Revista De Psicologia Social, 2019, 34, 590-622.	0.7	3
104	Changing prejudiced attitudes, promoting egalitarianism, and enhancing diversity through fundamental processes of persuasion. European Review of Social Psychology, 2020, 31, 350-389.	9.4	3
105	Are Positive Interventions Always Beneficial?. Spanish Journal of Psychology, 2020, 23, e23.	2.1	3
106	Introspection and interpretation: Dichotomy or continuum?. Behavioral and Brain Sciences, 2009, 32, 157-158.	0.7	2
107	La advertencia del intento persuasivo en contextos publicitarios. Anales De Psicologia, 2015, 31, .	0.7	2
108	Introduction to meta-cognitive processes of thought separation: an illustrative overview / Introducción a los procesos metacognitivos de separación del propio pensamiento: una visión general ilustrativa. Revista De Psicologia Social, 2019, 34, 479-505.	0.7	2

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109	Increasing the Predictive Validity of Identity Fusion in Leading to Sacrifice by Considering the Extremity of the Situation. <i>European Journal of Social Psychology</i> , 2020, 51, 239.	2.4	2
110	How Posting Online Reviews Can Influence the Poster's Evaluations. <i>Personality and Social Psychology Bulletin</i> , 2021, 47, 1401-1413.	3.0	2
111	Feelings of ease and attitudes toward healthy foods. <i>Psicothema</i> , 2015, 27, 241-6.	0.9	2
112	Sobre la resistencia a la Psicología Social. <i>Revista De Psicología Social</i> , 2008, 23, 107-126.	0.7	1
113	El efecto de la responsabilidad organizacional sobre las actitudes hacia la contratación de personas con discapacidad. <i>Universitas Psychologica</i> , 2015, 13, .	0.6	1
114	The AEF: Reinforcing Our Knowledge About Attitudes Using a Physics Metaphor. <i>Psychological Inquiry</i> , 2018, 29, 203-207.	0.9	1
115	The impact of grounded procedures can vary as a function of perceived thought validity, meaning, and timing. <i>Behavioral and Brain Sciences</i> , 2021, 44, e3.	0.7	1
116	Briñol, Pablo. , 2016, , 1-2.		1
117	The role of meta-cognitive processes in emotional intelligence. <i>Psicothema</i> , 2006, 18 Suppl, 26-33.	0.9	1
118	The evaluation of green companies changes after remembering tip of the tongue experiences. <i>Psicothema</i> , 2017, 29, 502-507.	0.9	1
119	Interrupting a joke validates thoughts and polarizes attitudes towards a recycling company / La interrupción de un chiste puede potenciar su efecto de validación del pensamiento y cambiar las actitudes hacia una empresa de reciclaje. <i>Revista De Psicología Social</i> , 2018, 33, 529-554.	0.7	0
120	The evaluation of candidates in a personnel selection: Preference for experience over potential in unfavorable contexts. <i>Anales De Psicología</i> , 2019, 35, 514-520.	0.7	0
121	The Persuasion Handbook: Developments in Theory and Practice: Edited by James Price Dillard & Michael Pfau. Thousand Oaks, CA: Sage, 2002. 871 pp. \$135.00 (hard).. <i>Journal of Communication</i> , 2005, 55, 408-410.	3.7	0
122	El Cambio de Actitudes hacia Uno Mismo en el Contexto Organizacional: El Efecto del Formato de Pensamiento. <i>Revista De Psicología Del Trabajo Y De Las Organizaciones</i> , 2010, 26, 19-34.	1.6	0
123	Briñol, Pablo. , 2020, , 564-565.		0