

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 | Metacognitive Confidence Can Increase but Also Decrease Performance in Academic Settings. <i>Metacognition and Learning</i> , 2022, 17, 139-165. | 2.7 | 5 |
| 2 | Self-validation theory: An integrative framework for understanding when thoughts become consequential.. <i>Psychological Review</i> , 2022, 129, 340-367. | 3.8 | 22 |
| 3 | The impact of hope and hopelessness on evaluation: A meta-cognitive approach. <i>European Journal of Social Psychology</i> , 2021, 51, 222-238. | 2.4 | 4 |
| 4 | How Posting Online Reviews Can Influence the Poster's Evaluations. <i>Personality and Social Psychology Bulletin</i> , 2021, 47, 1401-1413. | 3.0 | 2 |
| 5 | 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 |
| 6 | 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 |
| 7 | 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 |
| 8 | 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 |
| 9 | Dampening affect via expectations: The case of ambivalence.. <i>Journal of Personality and Social Psychology</i> , 2021, 121, 1172-1194. | 2.8 | 5 |
| 10 | Promoting Healthy Eating Practices through Persuasion Processes. <i>Basic and Applied Social Psychology</i> , 2021, 43, 239-266. | 2.1 | 4 |
| 11 | Attitudes and attitude certainty guiding pro-social behaviour as a function of perceived elaboration. <i>European Journal of Social Psychology</i> , 2021, 51, 990-1006. | 2.4 | 4 |
| 12 | 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 |
| 13 | Individual differences in three aspects of evaluation: The motives to have, learn, and express attitudes.. <i>Journal of Personality and Social Psychology</i> , 2021, 121, 257-284. | 2.8 | 4 |
| 14 | The Role of Meta-Cognitive Certainty on Pornography Consumption. <i>Psicothema</i> , 2021, 33, 442-448. | 0.9 | 5 |
| 15 | 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 |
| 16 | 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 |
| 17 | Changing prejudiced attitudes, promoting egalitarianism, and enhancing diversity through fundamental processes of persuasion. <i>European Review of Social Psychology</i> , 2020, 31, 350-389. | 9.4 | 3 |
| 18 | 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 |

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|----|--|-----|-----------|
| 19 | Are Positive Interventions Always Beneficial?. Spanish Journal of Psychology, 2020, 23, e23. | 2.1 | 3 |
| 20 | The influence of physical attractiveness on attitude confidence and resistance to change. Journal of Experimental Social Psychology, 2020, 90, 104018. | 2.2 | 7 |
| 21 | Individual Differences in Attitude Consistency Over Time: The Personal Attitude Stability Scale. Personality and Social Psychology Bulletin, 2020, 46, 1507-1519. | 3.0 | 9 |
| 22 | Attitudes toward hiring people with disabilities: A meta-cognitive approach to persuasion. Journal of Applied Social Psychology, 2020, 50, 276-288. | 2.0 | 15 |
| 23 | Documenting individual differences in the propensity to hold attitudes with certainty.. Journal of Personality and Social Psychology, 2020, 119, 1239-1265. | 2.8 | 11 |
| 24 | A Process Approach to Influencing Attitudes and Changing Behavior. , 2020, , 82-103. | | 6 |
| 25 | The interactive effects of ambivalence and certainty on political opinion stability. Journal of Social and Political Psychology, 2020, 8, 525-541. | 1.1 | 12 |
| 26 | Briñol, Pablo. , 2020, , 564-565. | | 0 |
| 27 | Promoting healthy eating by enhancing the correspondence between attitudes and behavioral intentions. Psicothema, 2020, 32, 60-66. | 0.9 | 5 |
| 28 | 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 Psicología Social, 2019, 34, 506-534. | 0.7 | 4 |
| 29 | An Analysis of the Basic Processes of Formation and Change of Placebo Expectations. Review of General Psychology, 2019, 23, 211-229. | 3.2 | 15 |
| 30 | Trait aggressiveness predicting aggressive behavior: The moderating role of meta-cognitive certainty. Aggressive Behavior, 2019, 45, 255-264. | 2.4 | 23 |
| 31 | The Effects of Overt Head Movements on Physical Performance After Positive Versus Negative Self-Talk. Journal of Sport and Exercise Psychology, 2019, 41, 36-45. | 1.2 | 13 |
| 32 | The evaluation of candidates in a personnel selection: Preference for experience over potential in unfavorable contexts. Anales De Psicología, 2019, 35, 514-520. | 0.7 | 0 |
| 33 | 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 Psicología Social, 2019, 34, 590-622. | 0.7 | 3 |
| 34 | 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 Psicología Social, 2019, 34, 479-505. | 0.7 | 2 |
| 35 | Nonverbal Behavior of Persuasive Sources: A Multiple Process Analysis. Journal of Nonverbal Behavior, 2019, 43, 203-231. | 1.0 | 24 |
| 36 | Attitude change as a function of the number of words in which thoughts are expressed. Journal of Experimental Social Psychology, 2018, 74, 196-211. | 2.2 | 6 |

| # | ARTICLE | IF | CITATIONS |
|----|--|-----|-----------|
| 37 | The AEF: Reinforcing Our Knowledge About Attitudes Using a Physics Metaphor. <i>Psychological Inquiry</i> , 2018, 29, 203-207. | 0.9 | 1 |
| 38 | 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 |
| 39 | The Application of Persuasion Theory to Placebo Effects. <i>International Review of Neurobiology</i> , 2018, 138, 113-136. | 2.0 | 14 |
| 40 | 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 |
| 41 | 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 |
| 42 | 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 |
| 43 | On the pursuit of desired attitudes: Wanting a different attitude affects information processing and behavior. <i>Journal of Experimental Social Psychology</i> , 2017, 70, 129-142. | 2.2 | 21 |
| 44 | Objectification of people and thoughts: An attitude change perspective. <i>British Journal of Social Psychology</i> , 2017, 56, 233-249. | 2.8 | 16 |
| 45 | 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 |
| 46 | Meaning Moderates the Persuasive Effect of Physical Actions: Buying, Selling, Touching, Carrying, and Cleaning Thoughts as If They Were Commercial Products. <i>Journal of the Association for Consumer Research</i> , 2017, 2, 460-471. | 1.7 | 24 |
| 47 | 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 |
| 48 | Power and Persuasion: Processes by Which Perceived Power Can Influence Evaluative Judgments. <i>Review of General Psychology</i> , 2017, 21, 223-241. | 3.2 | 30 |
| 49 | The evaluation of green companies changes after remembering tip of the tongue experiences. <i>Psicothema</i> , 2017, 29, 502-507. | 0.9 | 1 |
| 50 | Attitudes toward health-messages: The link between perceived attention and subjective strength. <i>Revue Européenne De Psychologie Appliquée</i> , 2016, 66, 57-64. | 0.8 | 4 |
| 51 | 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 |
| 52 | From Power to Inaction. <i>Psychological Science</i> , 2016, 27, 1660-1666. | 3.3 | 23 |
| 53 | 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 |
| 54 | 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 |

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|----|---|-----|-----------|
| 55 | Briñol, Pablo. , 2016, , 1-2. | | 1 |
| 56 | Validity and Reliability of the Spanish Version of the Revised Self-Monitoring Scale. Spanish Journal of Psychology, 2015, 18, E71. | 2.1 | 4 |
| 57 | Attitude Change and Persuasion. , 2015, , 29-64. | | 6 |
| 58 | Resiliencia en cuidadores familiares de personas mayores dependientes. Anales De Psicología, 2015, 31, . | 0.7 | 13 |
| 59 | La advertencia del intento persuasivo en contextos publicitarios. Anales De Psicología, 2015, 31, . | 0.7 | 2 |
| 60 | Negative theories about persuasion: implications for information processing and consumer attitude change. International Journal of Advertising, 2015, 34, 85-106. | 6.7 | 45 |
| 61 | 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. Revista De Psicología Social, 2015, 30, 614-630. | 0.7 | 6 |
| 62 | El efecto de la responsabilidad organizacional sobre las actitudes hacia la contratación de personas con discapacidad. Universitas Psychologica, 2015, 13, . | 0.6 | 1 |
| 63 | Processes of social influence through attitude change.. , 2015, , 509-545. | | 5 |
| 64 | Elaboration and Validation Processes: Implications for Media Attitude Change. Media Psychology, 2015, 18, 267-291. | 3.6 | 33 |
| 65 | Reducing Subjective Ambivalence by Creating Doubt. Social Psychological and Personality Science, 2015, 6, 731-739. | 3.9 | 23 |
| 66 | Emotion and persuasion: Cognitive and meta-cognitive processes impact attitudes. Cognition and Emotion, 2015, 29, 1-26. | 2.0 | 167 |
| 67 | Feelings of ease and attitudes toward healthy foods. Psicothema, 2015, 27, 241-6. | 0.9 | 2 |
| 68 | Multiple roles for majority versus minority source status on persuasion when source status follows the message. Social Influence, 2014, 9, 37-51. | 1.6 | 16 |
| 69 | Wanting other attitudes: Actual desired attitude discrepancies predict feelings of ambivalence and ambivalence consequences. Journal of Experimental Social Psychology, 2014, 53, 5-18. | 2.2 | 67 |
| 70 | Changing prejudiced attitudes by thinking about persuasive messages: implications for resistance. Journal of Applied Social Psychology, 2014, 44, 343-353. | 2.0 | 16 |
| 71 | Consumer conviction and commitment: An appraisal-based framework for attitude certainty. Journal of Consumer Psychology, 2014, 24, 119-136. | 4.5 | 136 |
| 72 | The effects of power on prosocial outcomes: A self-validation analysis. Journal of Economic Psychology, 2014, 41, 20-30. | 2.2 | 33 |

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|----|---|-----|-----------|
| 73 | Metacognitive confidence: A neuroscience approach. <i>Revista De Psicología Social</i> , 2013, 28, 317-332. | 0.7 | 14 |
| 74 | Treating Thoughts as Material Objects Can Increase or Decrease Their Impact on Evaluation. <i>Psychological Science</i> , 2013, 24, 41-47. | 3.3 | 43 |
| 75 | Evaluating the Message or the Messenger? Implications for Self-Validation in Persuasion. <i>Personality and Social Psychology Bulletin</i> , 2013, 39, 1571-1584. | 3.0 | 26 |
| 76 | Smiling After Thinking Increases Reliance on Thoughts. <i>Social Psychology</i> , 2013, 44, 349-353. | 0.7 | 16 |
| 77 | 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 |
| 78 | From Primed Construct to Motivated Behavior. <i>Personality and Social Psychology Bulletin</i> , 2012, 38, 1659-1670. | 3.0 | 49 |
| 79 | Power increases the reliance on first-impression thoughts. <i>Revista De Psicología Social</i> , 2012, 27, 293-303. | 0.7 | 20 |
| 80 | 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 |
| 81 | The Elaboration Likelihood Model. , 2012, , 224-245. | | 101 |
| 82 | Embodied Attitude Change: A Self-validation Perspective. <i>Social and Personality Psychology Compass</i> , 2011, 5, 1039-1050. | 3.7 | 9 |
| 83 | Emoción y meta-cognición: implicaciones para el cambio de actitud. <i>Revista De Psicología Social</i> , 2010, 25, 157-183. | 0.7 | 16 |
| 84 | The effects of majority versus minority source status on persuasion: A self-validation analysis.. <i>Journal of Personality and Social Psychology</i> , 2010, 99, 498-512. | 2.8 | 41 |
| 85 | Consumer persuasion: Indirect change and implicit balance. <i>Psychology and Marketing</i> , 2010, 27, 938-963. | 8.2 | 62 |
| 86 | 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 |
| 87 | Doubting one's doubt: A formula for confidence?. <i>Journal of Experimental Social Psychology</i> , 2010, 46, 350-355. | 2.2 | 27 |
| 88 | 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 |
| 89 | Source factors in persuasion: A self-validation approach. <i>European Review of Social Psychology</i> , 2009, 20, 49-96. | 9.4 | 155 |
| 90 | Chapter 2 Persuasion. <i>Advances in Experimental Social Psychology</i> , 2009, 41, 69-118. | 3.3 | 61 |

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| 91 | Introspection and interpretation: Dichotomy or continuum?. Behavioral and Brain Sciences, 2009, 32, 157-158. | 0.7 | 2 |
| 92 | El efecto del estrés sobre el procesamiento de mensajes persuasivos. Revista De Psicología Social, 2009, 24, 399-409. | 0.7 | 9 |
| 93 | Body posture effects on self-evaluation: A self-validation approach. European Journal of Social Psychology, 2009, 39, 1053-1064. | 2.4 | 117 |
| 94 | Discovering That the Shoe Fits. Psychological Science, 2009, 20, 846-852. | 3.3 | 27 |
| 95 | 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 |
| 96 | Persuasion: From Single to Multiple to Metacognitive Processes. Perspectives on Psychological Science, 2008, 3, 137-147. | 9.0 | 135 |
| 97 | Psychological Processes Underlying Persuasion. Diogenes, 2008, 55, 52-67. | 0.1 | 30 |
| 98 | Need for Cognition Can Magnify or Attenuate Priming Effects in Social Judgment. Personality and Social Psychology Bulletin, 2008, 34, 900-912. | 3.0 | 68 |
| 99 | Sobre la resistencia a la Psicología Social. Revista De Psicología Social, 2008, 23, 107-126. | 0.7 | 1 |
| 100 | The Meta-cognitive Model (MCM) of Attitudes: Implications for Attitude Measurement, Change, and Strength. Social Cognition, 2007, 25, 657-686. | 0.9 | 259 |
| 101 | The Effect of Self-Affirmation in Nonthreatening Persuasion Domains: Timing Affects the Process. Personality and Social Psychology Bulletin, 2007, 33, 1533-1546. | 3.0 | 79 |
| 102 | Multiple Roles for Source Credibility Under High Elaboration: It's all in the Timing. Social Cognition, 2007, 25, 536-552. | 0.9 | 110 |
| 103 | Ease of retrieval effects in social judgment: The role of unrequested cognitions.. Journal of Personality and Social Psychology, 2007, 93, 143-157. | 2.8 | 62 |
| 104 | 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 |
| 105 | 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 |
| 106 | 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 |
| 107 | Mecanismos psicológicos de la persuasión. Diogenes, 2007, nº 217, 58-78. | 0.1 | 11 |
| 108 | Self and Attitude Strength Parallels: Focus on Accessibility. Social and Personality Psychology Compass, 2007, 1, 441-468. | 3.7 | 27 |

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| 109 | When credibility attacks: The reverse impact of source credibility on persuasion. <i>Journal of Experimental Social Psychology</i> , 2006, 42, 684-691. | 2.2 | 188 |
| 110 | Implicit ambivalence from attitude change: An exploration of the PAST model.. <i>Journal of Personality and Social Psychology</i> , 2006, 90, 21-41. | 2.8 | 297 |
| 111 | A metacognitive approach to "implicit" and "explicit" evaluations: Comment on Gawronski and Bodenhausen (2006).. <i>Psychological Bulletin</i> , 2006, 132, 740-744. | 6.1 | 34 |
| 112 | Fundamental Processes Leading to Attitude Change: Implications for Cancer Prevention Communications. <i>Journal of Communication</i> , 2006, 56, S81-S104. | 3.7 | 96 |
| 113 | The Malleable Meaning of Subjective Ease. <i>Psychological Science</i> , 2006, 17, 200-206. | 3.3 | 146 |
| 114 | Discrepancies between explicit and implicit self-concepts: Consequences for information processing.. <i>Journal of Personality and Social Psychology</i> , 2006, 91, 154-170. | 2.8 | 183 |
| 115 | The role of meta-cognitive processes in emotional intelligence. <i>Psicothema</i> , 2006, 18 Suppl, 26-33. | 0.9 | 1 |
| 116 | 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 |
| 117 | Self-Validation of Cognitive Responses to Advertisements. <i>Journal of Consumer Research</i> , 2004, 30, 559-573. | 5.1 | 188 |
| 118 | Overt head movements and persuasion: A self-validation analysis.. <i>Journal of Personality and Social Psychology</i> , 2003, 84, 1123-1139. | 2.8 | 218 |
| 119 | Ease of Retrieval Effects in Persuasion: A Self-Validation Analysis. <i>Personality and Social Psychology Bulletin</i> , 2002, 28, 1700-1712. | 3.0 | 176 |
| 120 | Thought confidence as a determinant of persuasion: The self-validation hypothesis.. <i>Journal of Personality and Social Psychology</i> , 2002, 82, 722-741. | 2.8 | 404 |
| 121 | Thought confidence as a determinant of persuasion: The self-validation hypothesis.. <i>Journal of Personality and Social Psychology</i> , 2002, 82, 722-741. | 2.8 | 127 |
| 122 | Embodied Persuasion. , 0, , 184-208. | | 42 |
| 123 | A history of Attitudes and Persuasion Research. , 0, , . | | 3 |