

Joshua J Clarkson

List of Publications by Year in descending order

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Version: 2024-02-01

31
papers

1,028
citations

471509

17
h-index

501196

28
g-index

31
all docs

31
docs citations

31
times ranked

829
citing authors

#	ARTICLE	IF	CITATIONS
1	When perception is more than reality: The effects of perceived versus actual resource depletion on self-regulatory behavior.. Journal of Personality and Social Psychology, 2010, 98, 29-46.	2.8	221
2	A new look at the consequences of attitude certainty: The amplification hypothesis.. Journal of Personality and Social Psychology, 2008, 95, 810-825.	2.8	96
3	The Desire for Consumption Knowledge. Journal of Consumer Research, 2013, 39, 1313-1329.	5.1	91
4	Resisting persuasion by the skin of one's teeth: The hidden success of resisted persuasive messages.. Journal of Personality and Social Psychology, 2006, 91, 423-435.	2.8	66
5	Assimilation and Contrast in Persuasion. Personality and Social Psychology Bulletin, 2007, 33, 559-571.	3.0	56
6	The Effect of Regulatory Depletion on Attitude Certainty. Journal of Marketing Research, 2010, 47, 531-541.	4.8	50
7	A self-validation perspective on the mere thought effect. Journal of Experimental Social Psychology, 2011, 47, 449-454.	2.2	43
8	The Impact of Illusory Fatigue on Executive Control. Social Psychological and Personality Science, 2011, 2, 231-238.	3.9	39
9	The self-control consequences of political ideology. Proceedings of the National Academy of Sciences of the United States of America, 2015, 112, 8250-8253.	7.1	34
10	Perceiving stability as a means to attitude certainty: The role of implicit theories of attitudes. Journal of Experimental Social Psychology, 2010, 46, 874-883.	2.2	33
11	Does Fast or Slow Evaluation Foster Greater Certainty?. Personality and Social Psychology Bulletin, 2011, 37, 422-434.	3.0	33
12	Source Trustworthiness and Information Processing in Multiple Message Situations: A Contextual Analysis. Social Cognition, 2008, 26, 357-367.	0.9	31
13	Does attitude certainty beget self-certainty?. Journal of Experimental Social Psychology, 2009, 45, 436-439.	2.2	28
14	Beyond attitude consensus: The social context of persuasion and resistance. Journal of Experimental Social Psychology, 2009, 45, 149-154.	2.2	23
15	Cognitive and Affective Matching Effects in Persuasion. Personality and Social Psychology Bulletin, 2011, 37, 1415-1427.	3.0	23
16	The malleable influence of social consensus on attitude certainty. Journal of Experimental Social Psychology, 2013, 49, 1019-1022.	2.2	20
17	The Malleable Efficacy of Willpower Theories. Personality and Social Psychology Bulletin, 2016, 42, 1490-1504.	3.0	18
18	Decision sidestepping: How the motivation for closure prompts individuals to bypass decision making.. Journal of Personality and Social Psychology, 2016, 111, 1-16.	2.8	18

#	ARTICLE	IF	CITATIONS
19	Revisiting the restorative effects of positive mood: An expectancy-based approach to self-control restoration. <i>Journal of Experimental Social Psychology</i> , 2015, 57, 87-99.	2.2	17
20	Motivated Reflection on Attitude-Inconsistent Information. <i>Personality and Social Psychology Bulletin</i> , 2013, 39, 1559-1570.	3.0	16
21	When Causeâ€Marketing Backfires: Differential Effects of Oneâ€forâ€One Promotions on Hedonic and Utilitarian Products. <i>Journal of Consumer Psychology</i> , 2021, 31, 532-550.	4.5	15
22	Group identification as a means of attitude restoration. <i>Journal of Experimental Social Psychology</i> , 2017, 68, 139-145.	2.2	11
23	Political Ideology and Executive Functioning: The Effect of Conservatism and Liberalism on Cognitive Flexibility and Working Memory Performance. <i>Social Psychological and Personality Science</i> , 2021, 12, 237-247.	3.9	11
24	Circumventing resistance to novel information: Piquing curiosity through strategic information revelation. <i>Journal of Experimental Social Psychology</i> , 2018, 76, 81-87.	2.2	9
25	On incidental catalysts of elaboration: Reminders of environmental structure promote effortful thought. <i>Journal of Experimental Social Psychology</i> , 2016, 64, 1-7.	2.2	7
26	Consumer Strategies to Improve the Efficacy of Posted Calorie Information: How Provincial Norms Nudge Consumers to Healthier Consumption. <i>Journal of Consumer Affairs</i> , 2020, 54, 311-341.	2.3	7
27	The bigger they come, the harder they fall: The paradoxical effect of regulatory depletion on attitude change. <i>Journal of Experimental Social Psychology</i> , 2015, 58, 82-94.	2.2	6
28	Facilitating emotional regulation: The interactive effect of resource availability and reward processing. <i>Journal of Experimental Social Psychology</i> , 2017, 69, 65-70.	2.2	4
29	Influencing those who influence us: The role of expertise in the emergence of minority influence. <i>Journal of Experimental Social Psychology</i> , 2020, 89, 103976.	2.2	1
30	Working Hard to Take the Easy Way Out: How the Need for Cognitive Closure Shapes Strategic Effort Investment to Ease Future Decision Making. <i>Journal of Consumer Psychology</i> , 2022, 32, 350-356.	4.5	1
31	Exposure to Brands Makes Preferential Decisions Easier. <i>Journal of Consumer Research</i> , 0, , .	5.1	0