

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	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
2	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
3	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
4	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
5	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
6	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
7	Group identification as a means of attitude restoration. <i>Journal of Experimental Social Psychology</i> , 2017, 68, 139-145.	2.2	11
8	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
9	The Malleable Efficacy of Willpower Theories. <i>Personality and Social Psychology Bulletin</i> , 2016, 42, 1490-1504.	3.0	18
10	Decision sidestepping: How the motivation for closure prompts individuals to bypass decision making.. <i>Journal of Personality and Social Psychology</i> , 2016, 111, 1-16.	2.8	18
11	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
12	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
13	The self-control consequences of political ideology. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2015, 112, 8250-8253.	7.1	34
14	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
15	The Desire for Consumption Knowledge. <i>Journal of Consumer Research</i> , 2013, 39, 1313-1329.	5.1	91
16	The malleable influence of social consensus on attitude certainty. <i>Journal of Experimental Social Psychology</i> , 2013, 49, 1019-1022.	2.2	20
17	Motivated Reflection on Attitude-Inconsistent Information. <i>Personality and Social Psychology Bulletin</i> , 2013, 39, 1559-1570.	3.0	16
18	Cognitive and Affective Matching Effects in Persuasion. <i>Personality and Social Psychology Bulletin</i> , 2011, 37, 1415-1427.	3.0	23

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19	A self-validation perspective on the mere thought effect. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 449-454.	2.2	43
20	The Impact of Illusory Fatigue on Executive Control. <i>Social Psychological and Personality Science</i> , 2011, 2, 231-238.	3.9	39
21	Does Fast or Slow Evaluation Foster Greater Certainty?. <i>Personality and Social Psychology Bulletin</i> , 2011, 37, 422-434.	3.0	33
22	When perception is more than reality: The effects of perceived versus actual resource depletion on self-regulatory behavior.. <i>Journal of Personality and Social Psychology</i> , 2010, 98, 29-46.	2.8	221
23	The Effect of Regulatory Depletion on Attitude Certainty. <i>Journal of Marketing Research</i> , 2010, 47, 531-541.	4.8	50
24	Perceiving stability as a means to attitude certainty: The role of implicit theories of attitudes. <i>Journal of Experimental Social Psychology</i> , 2010, 46, 874-883.	2.2	33
25	Beyond attitude consensus: The social context of persuasion and resistance. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 149-154.	2.2	23
26	Does attitude certainty beget self-certainty?. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 436-439.	2.2	28
27	A new look at the consequences of attitude certainty: The amplification hypothesis.. <i>Journal of Personality and Social Psychology</i> , 2008, 95, 810-825.	2.8	96
28	Source Trustworthiness and Information Processing in Multiple Message Situations: A Contextual Analysis. <i>Social Cognition</i> , 2008, 26, 357-367.	0.9	31
29	Assimilation and Contrast in Persuasion. <i>Personality and Social Psychology Bulletin</i> , 2007, 33, 559-571.	3.0	56
30	Resisting persuasion by the skin of one's teeth: The hidden success of resisted persuasive messages.. <i>Journal of Personality and Social Psychology</i> , 2006, 91, 423-435.	2.8	66
31	Exposure to Brands Makes Preferential Decisions Easier. <i>Journal of Consumer Research</i> , 0, , .	5.1	0