

Rainer Greifeneder

List of Publications by Year in descending order

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Version: 2024-02-01

62
papers

2,201
citations

394421

19
h-index

243625

44
g-index

68
all docs

68
docs citations

68
times ranked

1805
citing authors

#	ARTICLE	IF	CITATIONS
1	Can There Ever Be Too Many Options? A Meta-Analytic Review of Choice Overload. <i>Journal of Consumer Research</i> , 2010, 37, 409-425.	5.1	719
2	When Do People Rely on Affective and Cognitive Feelings in Judgment? A Review. <i>Personality and Social Psychology Review</i> , 2011, 15, 107-141.	6.0	288
3	What moderates the tooâ€™muchâ€™choice effect?. <i>Psychology and Marketing</i> , 2009, 26, 229-253.	8.2	156
4	Less may be more when choosing is difficult: Choice complexity and too much choice. <i>Acta Psychologica</i> , 2010, 133, 45-50.	1.5	89
5	When Itâ€™s Okay That I Donâ€™t Play. <i>Personality and Social Psychology Bulletin</i> , 2016, 42, 955-969.	3.0	68
6	A Matter of Vertical Position. <i>Social Psychological and Personality Science</i> , 2014, 5, 149-157.	3.9	55
7	Unconscious processes improve lie detection.. <i>Journal of Personality and Social Psychology</i> , 2013, 105, 721-739.	2.8	52
8	Relying on Accessible Content Versus Accessibility Experiences: The Case of Processing Capacity. <i>Social Cognition</i> , 2007, 25, 853-881.	0.9	50
9	Processing Fluency in Education: How Metacognitive Feelings Shape Learning, Belief Formation, and Affect. <i>Educational Psychologist</i> , 2017, 52, 84-103.	9.0	48
10	Faced with exclusion: Perceived facial warmth and competence influence moral judgments of social exclusion. <i>Journal of Experimental Social Psychology</i> , 2017, 68, 101-112.	2.2	45
11	Who gets ostracized? A personality perspective on risk and protective factors of ostracism.. <i>Journal of Personality and Social Psychology</i> , 2020, 118, 1247-1268.	2.8	44
12	When Silence Is Not Golden: Why Acknowledgment Matters Even When Being Excluded. <i>Personality and Social Psychology Bulletin</i> , 2017, 43, 678-692.	3.0	36
13	Experiential fluency and declarative advice jointly inform judgments of truth. <i>Journal of Experimental Social Psychology</i> , 2018, 79, 78-86.	2.2	35
14	Ostracism breeds depression: Longitudinal associations between ostracism and depression over a three-year-period. <i>Journal of Affective Disorders Reports</i> , 2021, 4, 100118.	1.7	35
15	Whoâ€™s to blame? Dissimilarity as a cue in moral judgments of observed ostracism episodes.. <i>Journal of Personality and Social Psychology</i> , 2018, 115, 31-53.	2.8	33
16	On Writing Legibly. <i>Social Psychological and Personality Science</i> , 2010, 1, 230-237.	3.9	28
17	The Basel Face Database: A validated set of photographs reflecting systematic differences in Big Two and Big Five personality dimensions. <i>PLoS ONE</i> , 2018, 13, e0193190.	2.5	28
18	The experience of ostracism over the adult life span.. <i>Developmental Psychology</i> , 2020, 56, 1999-2012.	1.6	22

#	ARTICLE	IF	CITATIONS
19	Belonging to a majority reduces the immediate need threat from ostracism in individuals with a high need to belong. <i>European Journal of Social Psychology</i> , 2017, 47, 273-288.	2.4	21
20	Extending the brand image on new products: the facilitative effect of happy mood states. <i>Journal of Consumer Behaviour</i> , 2007, 6, 19-31.	4.2	19
21	When Fluency Signals Truth: Prior Successful Reliance on Fluency Moderates the Impact of Fluency on Truth Judgments. <i>Journal of Behavioral Decision Making</i> , 2014, 27, 268-280.	1.7	19
22	Cognitive processes in procedural justice judgments: The role of ease-of-retrieval, uncertainty, and experience. <i>Journal of Organizational Behavior</i> , 2011, 32, 726-750.	4.7	16
23	Whom to punish? How observers sanction norm-violating behavior in ostracism situations. <i>European Journal of Social Psychology</i> , 2020, 50, 376-391.	2.4	16
24	Depression and reliance on ease-of-retrieval experiences. <i>European Journal of Social Psychology</i> , 2008, 38, 213-230.	2.4	15
25	Habitual self-regulatory orientation and ease-of-retrieval: Regulatory focus qualifies the impact of subjective experiences in judgment. <i>Motivation and Emotion</i> , 2012, 36, 338-348.	1.3	15
26	Regulatory focus and generalized trust: the impact of prevention-focused self-regulation on trusting others. <i>Frontiers in Psychology</i> , 2015, 6, 254.	2.1	13
27	Coping with or Buffering Against the Negative Impact of Social Exclusion on Basic Needs: A Review of Strategies. , 2016, , 227-249.		13
28	Guiding trustful behavior: The role of accessible content and accessibility experiences. <i>Journal of Behavioral Decision Making</i> , 2011, 24, 498-514.	1.7	12
29	The Cold Heart. <i>Social Psychological and Personality Science</i> , 2015, 6, 490-495.	3.9	12
30	Towards a better understanding of the legibility bias in performance assessments: The case of gender-based inferences. <i>British Journal of Educational Psychology</i> , 2012, 82, 361-374.	2.9	11
31	An unscathed past in the face of death: Mortality salience reduces individuals' regrets. <i>Journal of Experimental Social Psychology</i> , 2015, 58, 34-41.	2.2	10
32	Beyond Procedure™s Content. <i>Experimental Psychology</i> , 2011, 58, 341-352.	0.7	10
33	Helping Made Easy. <i>Social Psychology</i> , 2017, 48, 113-121.	0.7	10
34	The fate of activated information in impression formation: Fluency of concept activation moderates the emergence of assimilation versus contrast. <i>British Journal of Social Psychology</i> , 2010, 49, 405-414.	2.8	8
35	On the Ease of (Dis)believing: The Role of Accessibility Experiences in Credibility Judgments. <i>Applied Cognitive Psychology</i> , 2012, 26, 779-784.	1.6	8
36	You should go for diversity, but I'd rather stay with similar others: Social distance modulates the preference for diversity. <i>Journal of Experimental Social Psychology</i> , 2019, 85, 103881.	2.2	8

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37	Manipulating the odds: The effects of Machiavellianism and construal level on cheating behavior. PLoS ONE, 2019, 14, e0224526.	2.5	8
38	Your phone ruins our lunch: Attitudes, norms, and valuing the interaction predict phone use and phubbing in dyadic social interactions. Mobile Media and Communication, 2022, 10, 387-405.	4.8	8
39	Under threat by popular vote: German-speaking immigrants' affect and cognitions following the Swiss vote against mass immigration. PLoS ONE, 2017, 12, e0175896.	2.5	7
40	Catalyzing decisions: How a coin flip strengthens affective reactions. PLoS ONE, 2019, 14, e0220736.	2.5	6
41	Toss and turn or toss and stop? A coin flip reduces the need for information in decision-making. Journal of Experimental Social Psychology, 2019, 83, 132-141.	2.2	6
42	Evaluation of the Offensive Approach in Information Security Education. IFIP Advances in Information and Communication Technology, 2010, , 203-214.	0.7	6
43	Losing more than gaining from overall stable prices: the differential perception of increasing versus decreasing prices made the Euro look like a price booster. European Journal of Social Psychology, 2008, 38, 786-799.	2.4	5
44	Shaping cooperation behavior: The role of accessibility experiences and uncertainty. European Journal of Social Psychology, 2010, 40, 178-187.	2.4	5
45	When and Why Being Ostracized Affects Veracity Judgments. Personality and Social Psychology Bulletin, 2020, 46, 454-468.	3.0	5
46	In the mood for action: When negative program-induced mood improves the behavioral effectiveness of TV commercials. Journal of Business Research, 2018, 84, 125-140.	10.2	4
47	Negative Is True Here and Now, But Not So Much There and Then. Experimental Psychology, 2020, 67, 314-326.	0.7	4
48	It takes time (not money) to understand: Money reduces attentiveness to common ground in communication. Journal of Experimental Social Psychology, 2018, 74, 212-217.	2.2	3
49	Less Than I Expected and oh so True? On the Interplay Between Expectations and Framing Effects in Judgments of Truth. Journal of Language and Social Psychology, 2019, 38, 735-755.	2.3	3
50	The Centrality of Human Interaction. Zeitschrift Fur Psychologie / Journal of Psychology, 2021, 229, 143-147.	1.0	3
51	Depressed and excluded: Do depressive symptoms moderate recovery from ostracism?. Journal of Affective Disorders, 2021, 294, 730-736.	4.1	3
52	This outcome feels right! subjective evaluations of coin flip outcomes reflect previously stated preferences. PLoS ONE, 2021, 16, e0253751.	2.5	2
53	Truth feels easy: Knowing information is true enhances experienced processing fluency. Cognition, 2021, 215, 104819.	2.2	1
54	8 Mehr ist mehr? Die psychologische Wirkung von Angebotsvielfalt und Markenbreite. , 2007, , 153-162.		1

#	ARTICLE	IF	CITATIONS
55	Bedrohung der Zugehörigkeit: Soziale Ausgrenzung in Organisationen. , 2018, , 49-66.		1
56	Negative or Negated, Thus True? An Investigation of Concept Valence and Semantic Negation as Drivers of Framing Effects in Judgments of Truth. Social Cognition, 2021, 39, 687-716.	0.9	1
57	When Choosing Implies Losing: Does Flipping a Coin Increase Forfeiture Thoughts?. Collabra: Psychology, 2022, 8, .	1.8	1
58	This feels like the right choice: how decision aids may facilitate affect-based valuation. Cognition and Emotion, 0, , 1-20.	2.0	1
59	Truth or Tale? How Construal Level and Judgment Mode Affect Confidence and Accuracy in Deception Detection. Open Psychology, 2018, 1, 12-24.	0.3	0
60	2 Marken als psychologische Kategorien: Möglichkeiten und Grenzen einer sozial-kognitiven Sichtweise. , 2007, , 38-47.		0
61	Call for Papers: "Clinical and Social Psychology: Identifying Commonalities and Synergies to Advance Research and Practice" Zeitschrift Fur Psychologie / Journal of Psychology, 2019, 227, 232-232.	1.0	0
62	Deciding advantageously after flipping a coin. Acta Psychologica, 2022, 223, 103511.	1.5	0