

Leslie K John

List of Publications by Year in descending order

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Version: 2024-02-01

43
papers

4,835
citations

361413

20
h-index

289244

40
g-index

44
all docs

44
docs citations

44
times ranked

5453
citing authors

#	ARTICLE	IF	CITATIONS
1	Measuring the Prevalence of Questionable Research Practices With Incentives for Truth Telling. <i>Psychological Science</i> , 2012, 23, 524-532.	3.3	1,572
2	Financial Incentive-Based Approaches for Weight Loss. <i>JAMA - Journal of the American Medical Association</i> , 2008, 300, 2631.	7.4	796
3	What Is Privacy Worth?. <i>Journal of Legal Studies</i> , 2013, 42, 249-274.	0.4	353
4	Strangers on a Plane: Context-Dependent Willingness to Divulge Sensitive Information. <i>Journal of Consumer Research</i> , 2011, 37, 858-873.	5.1	318
5	Financial Incentives for Extended Weight Loss: A Randomized, Controlled Trial. <i>Journal of General Internal Medicine</i> , 2011, 26, 621-626.	2.6	288
6	Financial Incentives for Exercise Adherence in Adults. <i>American Journal of Preventive Medicine</i> , 2013, 45, 658-667.	3.0	232
7	The Impact of Relative Standards on the Propensity to Disclose. <i>Journal of Marketing Research</i> , 2012, 49, 160-174.	4.8	167
8	A megastudy of text-based nudges encouraging patients to get vaccinated at an upcoming doctor's appointment. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2021, 118, .	7.1	154
9	Does "Liking" Lead to Loving? The Impact of Joining a Brand's Social Network on Marketing Outcomes. <i>Journal of Marketing Research</i> , 2017, 54, 144-155.	4.8	120
10	Why Am I Seeing This Ad? The Effect of Ad Transparency on Ad Effectiveness. <i>Journal of Consumer Research</i> , 2019, 45, 906-932.	5.1	116
11	Cheating more for less: Upward social comparisons motivate the poorly compensated to cheat. <i>Organizational Behavior and Human Decision Processes</i> , 2014, 123, 101-109.	2.5	106
12	The Effect of Graphic Warnings on Sugary-Drink Purchasing. <i>Psychological Science</i> , 2018, 29, 1321-1333.	3.3	84
13	Beyond good intentions: Prompting people to make plans improves follow-through on important tasks. <i>Behavioral Science and Policy</i> , 2015, 1, 33-41.	0.4	69
14	Hiding personal information reveals the worst. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2016, 113, 954-959.	7.1	60
15	Lifting the Veil: The Benefits of Cost Transparency. <i>Marketing Science</i> , 2020, 39, 1105-1121.	4.1	40
16	Effects of Description of Options on Parental Perinatal Decision-Making. <i>Pediatrics</i> , 2012, 129, 891-902.	2.1	37
17	Seeker beware: The interpersonal costs of ignoring advice. <i>Organizational Behavior and Human Decision Processes</i> , 2019, 150, 83-100.	2.5	33
18	Empirical observations on longer-term use of incentives for weight loss. <i>Preventive Medicine</i> , 2012, 55, S68-S74.	3.4	32

#	ARTICLE	IF	CITATIONS
19	How Context Affects Choice. <i>Customer Needs and Solutions</i> , 2018, 5, 3-14.	0.8	27
20	Good Intentions, Optimistic Self-Predictions, and Missed Opportunities. <i>Social Psychological and Personality Science</i> , 2011, 2, 90-96.	3.9	23
21	Psychologically Informed Implementations of Sugary-Drink Portion Limits. <i>Psychological Science</i> , 2017, 28, 620-629.	3.3	21
22	Effect of Different Financial Incentive Structures on Promoting Physical Activity Among Adults. <i>JAMA Network Open</i> , 2019, 2, e199863.	5.9	18
23	Temporary sharing prompts unrestrained disclosures that leave lasting negative impressions. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2017, 114, 11902-11907.	7.1	16
24	Effect of revealing authors' conflicts of interests in peer review: randomized controlled trial. <i>BMJ: British Medical Journal</i> , 2019, 367, l5896.	2.3	16
25	Shooting the messenger.. <i>Journal of Experimental Psychology: General</i> , 2019, 148, 644-666.	2.1	16
26	Converging to the lowest common denominator in physical health.. <i>Health Psychology</i> , 2013, 32, 1023-1028.	1.6	15
27	Lifting the Veil: The Benefits of Cost Transparency. <i>SSRN Electronic Journal</i> , 0, , .	0.4	15
28	Pseudo-set framing.. <i>Journal of Experimental Psychology: General</i> , 2017, 146, 1460-1477.	2.1	14
29	The Bulletproof Glass Effect: Unintended Consequences of Privacy Notices. <i>Journal of Marketing Research</i> , 2022, 59, 739-754.	4.8	11
30	The Effect of Cost Sharing on an Employee Weight Loss Program: A Randomized Trial. <i>American Journal of Health Promotion</i> , 2018, 32, 170-176.	1.7	10
31	The Consumer Psychology of Online Privacy. , 2015, , 619-646.		8
32	The self-presentational consequences of upholding one's stance in spite of the evidence. <i>Organizational Behavior and Human Decision Processes</i> , 2019, 154, 1-14.	2.5	8
33	A Salient Sugar Tax Decreases Sugary-Drink Buying. <i>Psychological Science</i> , 2021, 32, 1830-1841.	3.3	8
34	Anger Damns the Innocent. <i>Psychological Science</i> , 2021, 32, 1214-1226.	3.3	6
35	Procedural Justice and the Risks of Consumer Voting. <i>Management Science</i> , 2019, 65, 5234-5251.	4.1	5
36	Consumer disclosure. <i>Consumer Psychology Review</i> , 2021, 4, 59-69.	5.5	5

#	ARTICLE	IF	CITATIONS
37	What Does It Take to Change an Editor's Mind? Identifying Minimally Important Difference Thresholds for Peer Reviewer Rating Scores of Scientific Articles. <i>Annals of Emergency Medicine</i> , 2018, 72, 314-318.e2.	0.6	3
38	Joy and rigor in behavioral science. <i>Organizational Behavior and Human Decision Processes</i> , 2021, 164, 179-191.	2.5	3
39	The Future of Employee Development: Fostering Developmental Relationships and Addressing Barriers. <i>Proceedings - Academy of Management</i> , 2020, 2020, 17232.	0.1	2
40	Using Behavioral Science To Inform Policies Limiting Sugary-Drink Portions: Reply to Wilson and Stolarz-Fantino (2018). <i>Psychological Science</i> , 2019, 30, 1103-1105.	3.3	1
41	The Revision Bias. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
42	Sugar-sweetened beverage purchases and intake at event arenas with and without a portion size cap. <i>Preventive Medicine Reports</i> , 2022, 25, 101661.	1.8	1
43	When Less is More: Consumers Prefer Brands that Donate More in Relative versus Absolute Terms. <i>Marketing Letters</i> , 2022, 33, 31.	2.9	1