

Leslie K John

List of Publications by Year in descending order

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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	Sugar-sweetened beverage purchases and intake at event arenas with and without a portion size cap. Preventive Medicine Reports, 2022, 25, 101661.	1.8	1
2	When Less is More: Consumers Prefer Brands that Donate More in Relative versus Absolute Terms. Marketing Letters, 2022, 33, 31.	2.9	1
3	The Bulletproof Glass Effect: Unintended Consequences of Privacy Notices. Journal of Marketing Research, 2022, 59, 739-754.	4.8	11
4	Consumer disclosure. Consumer Psychology Review, 2021, 4, 59-69.	5.5	5
5	A megastudy of text-based nudges encouraging patients to get vaccinated at an upcoming doctor's appointment. Proceedings of the National Academy of Sciences of the United States of America, 2021, 118, .	7.1	154
6	Joy and rigor in behavioral science. Organizational Behavior and Human Decision Processes, 2021, 164, 179-191.	2.5	3
7	Anger Damns the Innocent. Psychological Science, 2021, 32, 1214-1226.	3.3	6
8	A Salient Sugar Tax Decreases Sugary-Drink Buying. Psychological Science, 2021, 32, 1830-1841.	3.3	8
9	Lifting the Veil: The Benefits of Cost Transparency. Marketing Science, 2020, 39, 1105-1121.	4.1	40
10	The Future of Employee Development: Fostering Developmental Relationships and Addressing Barriers. Proceedings - Academy of Management, 2020, 2020, 17232.	0.1	2
11	The self-presentational consequences of upholding one's stance in spite of the evidence. Organizational Behavior and Human Decision Processes, 2019, 154, 1-14.	2.5	8
12	Effect of revealing authors' conflicts of interests in peer review: randomized controlled trial. BMJ: British Medical Journal, 2019, 367, l5896.	2.3	16
13	Effect of Different Financial Incentive Structures on Promoting Physical Activity Among Adults. JAMA Network Open, 2019, 2, e199863.	5.9	18
14	Procedural Justice and the Risks of Consumer Voting. Management Science, 2019, 65, 5234-5251.	4.1	5
15	Using Behavioral Science To Inform Policies Limiting Sugary-Drink Portions: Reply to Wilson and Stolarz-Fantino (2018). Psychological Science, 2019, 30, 1103-1105.	3.3	1
16	Seeker beware: The interpersonal costs of ignoring advice. Organizational Behavior and Human Decision Processes, 2019, 150, 83-100.	2.5	33
17	Why Am I Seeing This Ad? The Effect of Ad Transparency on Ad Effectiveness. Journal of Consumer Research, 2019, 45, 906-932.	5.1	116
18	Shooting the messenger.. Journal of Experimental Psychology: General, 2019, 148, 644-666.	2.1	16

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19	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
20	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
21	How Context Affects Choice. <i>Customer Needs and Solutions</i> , 2018, 5, 3-14.	0.8	27
22	The Effect of Graphic Warnings on Sugary-Drink Purchasing. <i>Psychological Science</i> , 2018, 29, 1321-1333.	3.3	84
23	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
24	Psychologically Informed Implementations of Sugary-Drink Portion Limits. <i>Psychological Science</i> , 2017, 28, 620-629.	3.3	21
25	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
26	Pseudo-set framing.. <i>Journal of Experimental Psychology: General</i> , 2017, 146, 1460-1477.	2.1	14
27	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
28	The Consumer Psychology of Online Privacy. , 2015, , 619-646.		8
29	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
30	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
31	Financial Incentives for Exercise Adherence in Adults. <i>American Journal of Preventive Medicine</i> , 2013, 45, 658-667.	3.0	232
32	What Is Privacy Worth?. <i>Journal of Legal Studies</i> , 2013, 42, 249-274.	0.4	353
33	Converging to the lowest common denominator in physical health.. <i>Health Psychology</i> , 2013, 32, 1023-1028.	1.6	15
34	Effects of Description of Options on Parental Perinatal Decision-Making. <i>Pediatrics</i> , 2012, 129, 891-902.	2.1	37
35	The Impact of Relative Standards on the Propensity to Disclose. <i>Journal of Marketing Research</i> , 2012, 49, 160-174.	4.8	167
36	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
37	Measuring the Prevalence of Questionable Research Practices With Incentives for Truth Telling. <i>Psychological Science</i> , 2012, 23, 524-532.	3.3	1,572
38	Strangers on a Plane: Context-Dependent Willingness to Divulge Sensitive Information. <i>Journal of Consumer Research</i> , 2011, 37, 858-873.	5.1	318
39	Good Intentions, Optimistic Self-Predictions, and Missed Opportunities. <i>Social Psychological and Personality Science</i> , 2011, 2, 90-96.	3.9	23
40	Financial Incentives for Extended Weight Loss: A Randomized, Controlled Trial. <i>Journal of General Internal Medicine</i> , 2011, 26, 621-626.	2.6	288
41	Financial Incentive-Based Approaches for Weight Loss. <i>JAMA - Journal of the American Medical Association</i> , 2008, 300, 2631.	7.4	796
42	Lifting the Veil: The Benefits of Cost Transparency. <i>SSRN Electronic Journal</i> , 0, , .	0.4	15
43	The Revision Bias. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1