Gretchen B Chapman

List of Publications by Year
in descending order

118 papers	9,723 citations	53794 45 h-index	42399 92 g-index
121 all docs	121 docs citations	121 times ranked	8571 citing authors

#	Article	IF	Citations
1	Meta-analysis of the relationship between risk perception and health behavior: The example of vaccination.. Health Psychology, 2007, 26, 136-145.	1.6	1,487
2	Increasing Vaccination: Putting Psychological Science Into Action. Psychological Science in the Public Interest: A Journal of the American Psychological Society, 2017, 18, 149-207.	10.7	736
3	Anchoring, Activation, and the Construction of Values. Organizational Behavior and Human Decision Processes, 1999, 79, 115-153.	2.5	474
4	Valuing the Future. Medical Decision Making, 1995, 15, 373-386.	2.4	396
5	The limits of anchoring. Journal of Behavioral Decision Making, 1994, 7, 223-242.	1.7	325
6	Temporal discounting and utility for health and money.. Journal of Experimental Psychology: Learning Memory and Cognition, 1996, 22, 771-791.	0.9	308
7	Emotions and preventive health behavior: Worry, regret, and influenza vaccination.. Health Psychology, 2006, 25, 82-90.	1.6	296
8	Incorporating the Irrelevant: Anchors in Judgments of Belief and Value. , 2002, , 120-138.		258
9	Predictors of Influenza Vaccine Acceptance among Healthy Adults. Preventive Medicine, 1999, 29, 249-262.	3.4	245
10	The More You Ask For, the More You Get: Anchoring in Personal Injury Verdicts. Applied Cognitive Psychology, 1996, 10, 519-540.	1.6	244
11	Long-standing influenza vaccination policy is in accord with individual self-interest but not with the utilitarian optimum. Proceedings of the National Academy of Sciences of the United States of America, 2007, 104, 5692-5697.	7.1	227
12	The dynamics of risk perceptions and precautionary behavior in response to 2009 (H1N1) pandemic influenza. BMC Infectious Diseases, 2010, 10, 296.	2.9	219
13	Using Behavioral Insights to Increase Vaccination Policy Effectiveness. Policy Insights From the Behavioral and Brain Sciences, 2015, 2, 61-73.	2.4	215
14	Opting In vs Opting Out of Influenza Vaccination. JAMA - Journal of the American Medical Association, 2010, 304, 43.	7.4	204
15	The influence of altruism on influenza vaccination decisions. Journal of the Royal Society Interface, 2012, 9, 2234-2243.	3.4	168
16	The combined effects of risk and time on choice: Does uncertainty eliminate the immediacy effect? Does delay eliminate the certainty effect?. Organizational Behavior and Human Decision Processes, 2005, 96, 104-118.	2.5	155
17	A megastudy of text-based nudges encouraging patients to get vaccinated at an upcoming doctorâ€™s appointment. Proceedings of the National Academy of Sciences of the United States of America, 2021, 118, .	7.1	154
18	Time Preferences and Preventive Health Behavior. Medical Decision Making, 1999, 19, 307-314.	2.4	127

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19	Playing for peanuts: Why is risk seeking more common for low-stakes gambles?. Organizational Behavior and Human Decision Processes, 2005, 97, 31-46.	2.5	113
20	Nudge to Health: Harnessing Decision Research to Promote Health Behavior. Social and Personality Psychology Compass, 2013, 7, 187-198.	3.7	107
21	Vaccinating to Help Ourselves and Others. Medical Decision Making, 2012, 32, 447-458.	2.4	97
22	Free-Riding Behavior in Vaccination Decisions: An Experimental Study. PLoS ONE, 2014, 9, e87164.	2.5	95
23	Changing the default to promote influenza vaccination among health care workers. Vaccine, 2016, 34, 1389-1392.	3.8	93
24	Preferences for improving and declining sequences of health outcomes. Journal of Behavioral Decision Making, 2000, 13, 203-218.	1.7	91
25	Clinical Diagnosis and the Order of Information. Medical Decision Making, 1998, 18, 412-417.	2.4	85
26	The Influence of Irrelevant Anchors on the Judgments and Choices of Doctors and Patients. Medical Decision Making, 2007, 27, 203-211.	2.4	82
27	Preference Reversals in Monetary and Life Expectancy Evaluations. Organizational Behavior and Human Decision Processes, 1995, 62, 300-317.	2.5	81
28	Using Game Theory to Examine Incentives in Influenza Vaccination Behavior. Psychological Science, 2012, 23, 1008-1015.	3.3	80
29	Megastudies improve the impact of applied behavioural science. Nature, 2021, 600, 478-483.	27.8	80
30	Expectations and Preferences for Sequences of Health and Money. Organizational Behavior and Human Decision Processes, 1996, 67, 59-75.	2.5	79
31	The fragile basic anchoring effect. Journal of Behavioral Decision Making, 2002, 15, 65-77.	1.7	77
32	Social contacts, vaccination decisions and influenza in Japan. Journal of Epidemiology and Community Health, 2016, 70, 162-167.	3.7	77
33	The intention to get vaccinated against influenza and actual vaccination uptake of Dutch healthcare personnel. Vaccine, 2014, 32, 6986-6991.	3.8	76
34	The magnitude effect: Temporal discount rates and restaurant tips. Psychonomic Bulletin and Review, 1998, 5, 119-123.	2.8	74
35	Value for the future and preventive health behavior.. Journal of Experimental Psychology: Applied, 2001, 7, 235-250.	1.2	72
36	Improving Medical Decision Making and Health Promotion through Culture-Sensitive Health Communication. Medical Decision Making, 2016, 36, 811-833.	2.4	70

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37	Short-term cost for long-term benefit: Time preference and cancer control.. Health Psychology, 2005, 24, S41-S48.	1.6	70
38	Prostate Cancer Patients' Utilities for Health States. Medical Decision Making, 1998, 18, 278-286.	2.4	67
39	Why Do People Like Natural? Instrumental and Ideational Bases for the Naturalness Preference. Journal of Applied Social Psychology, 2012, 42, 2859-2878.	2.0	65
40	Intuitivet tests: Lay use of statistical information. Psychonomic Bulletin and Review, 2007, 14, 1147-1152.	2.8	63
41	Integrating epidemiology, psychology, and economics to achieve HPV vaccination targets. Proceedings of the National Academy of Sciences of the United States of America, 2008, 105, 19018-19023.	7.1	56
42	ISHLT consensus statement on donor organ acceptability and management in pediatric heart transplantation. Journal of Heart and Lung Transplantation, 2020, 39, 331-341.	0.6	56
43	Order of Information Affects Clinical Judgment. Journal of Behavioral Decision Making, 1996, 9, 201-211.	1.7	54
44	Similarity and reluctance to trade. Journal of Behavioral Decision Making, 1998, 11, 47-58.	1.7	54
45	Stimulating Influenza Vaccination via Prosocial Motives. PLoS ONE, 2016, 11, e0159780.	2.5	53
46	Familiarity and time preferences: Decision making about treatments for migraine headaches and Crohn's disease.. Journal of Experimental Psychology: Applied, 1999, 5, 17-34.	1.2	51
47	A 680,000-person megastudy of nudges to encourage vaccination in pharmacies. Proceedings of the National Academy of Sciences of the United States of America, 2022, 119, .	7.1	49
48	The Format in Which Uncertainty Information Is Presented Affects Decision Biases. Psychological Science, 2007, 18, 240-246.	3.3	48
49	Moderators of the intentionâ€“behavior relationship in influenza vaccinations: Intention stability and unforeseen barriers. Psychology and Health, 2005, 20, 761-774.	2.2	46
50	Cholesterol control, medication adherence and illness cognition. British Journal of Health Psychology, 2002, 7, 433-447.	3.5	45
51	Are More Options Always Better?. Medical Decision Making, 1999, 19, 315-323.	2.4	42
52	An encounter frequency account of how experience affects likelihood estimation. Memory and Cognition, 2009, 37, 632-643.	1.6	42
53	How Do People Value Life?. Psychological Science, 2010, 21, 163-167.	3.3	39
54	A multi-attribute model of prostate cancer patient's preferences for health states. Quality of Life Research, 1999, 8, 171-180.	3.1	38

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55	The Influence of Default Options on the Expression of End-of-Life Treatment Preferences in Advance Directives. Journal of General Internal Medicine, 2007, 22, 1007-1010.	2.6	38
56	Decision biases in intertemporal choice and choice under uncertainty: Testing a common account. Memory and Cognition, 2006, 34, 589-602.	1.6	37
57	Patients' values and clinical substituted judgments: The case of localized prostate cancer.. Health Psychology, 2005, 24, S85-S92.	1.6	37
58	Rationality in medical treatment decisions: is there a sunk-cost effect?. Social Science and Medicine, 1999, 49, 215-222.	3.8	36
59	Time preferences for the very long term. Acta Psychologica, 2001, 108, 95-116.	1.5	36
60	Medical studentsâ€™ attitude towards influenza vaccination. BMC Infectious Diseases, 2015, 15, 185.	2.9	35
61	Effects of Patient Education on Decisions about Breast Cancer Treatments. Medical Decision Making, 1995, 15, 231-239.	2.4	34
62	A FALLACY OF THE MULTIPLICATIVE QALY MODEL FOR LOW-QUALITY WEIGHTS IN STUDENTS AND PATIENTS JUDGING HYPOTHETICAL HEALTH STATES. International Journal of Technology Assessment in Health Care, 2001, 17, 488-496.	0.5	33
63	Relations among affect, abstinence motivation and confidence, and daily smoking lapse risk.. Psychology of Addictive Behaviors, 2014, 28, 376-388.	2.1	33
64	Your Money or Your Health: Time Preferences and Trading Money for Health. Medical Decision Making, 2002, 22, 410-416.	2.4	31
65	Agreement between prostate cancer patients and their clinicians about utilities and attribute importance. Health Expectations, 2004, 7, 115-125.	2.6	31
66	Do Decision Biases Predict Bad Decisions? Omission Bias, Naturalness Bias, and Influenza Vaccination. Medical Decision Making, 2008, 28, 532-539.	2.4	31
67	The Default Effect in End-of-Life Medical Treatment Preferences. Medical Decision Making, 2007, 27, 299-310.	2.4	30
68	Sooner or Later. Psychology of Learning and Motivation - Advances in Research and Theory, 1998, 38, 83-113.	1.1	29
69	The effects of accountability on bias in physician decision making: Going from bad to worse. Psychonomic Bulletin and Review, 2004, 11, 173-178.	2.8	28
70	PhysiciansÊ¼ communication of Down syndrome screening test results: The influence of physician numeracy. Genetics in Medicine, 2011, 13, 744-749.	2.4	28
71	'100% of anything looks good': The appeal of one hundred percent. Psychonomic Bulletin and Review, 2009, 16, 156-162.	2.8	26
72	Adherence to cervical screening in the era of human papillomavirus vaccination: how low is too low?. Lancet Infectious Diseases, The, 2010, 10, 133-137.	9.1	25

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73	Learning lessons from sunk costs.. Journal of Experimental Psychology: Applied, 1995, 1, 251-269.	1.2	24
74	Decision Making with Regard to Antiviral Intervention during an Influenza Pandemic. Medical Decision Making, 2010, 30, E64-E81.	2.4	23
75	Framing Effects in Choices between Multioutcome Life-expectancy Lotteries. Medical Decision Making, 1999, 19, 324-338.	2.4	21
76	Effects of Ownership Text Message Wording and Reminders on Receipt of an Influenza Vaccination. JAMA Network Open, 2022, 5, e2143388.	5.9	21
77	Ethnic Variation in Localized Prostate Cancer: A Pilot Study of Preferences, Optimism, and Quality of Life Among Black and White Veterans. Clinical Prostate Cancer, 2004, 3, 31-37.	2.1	18
78	The Influence of Poverty and Culture on the Transmission of Parasitic Infections in Rural Nicaraguan Villages. Journal of Parasitology Research, 2012, 2012, 1-12.	1.2	17
79	Who got vaccinated against H1N1 pandemic influenza? â€“ A longitudinal study in four US cities. Psychology and Health, 2012, 27, 101-115.	2.2	16
80	The effect of barrier underestimation on weight management and exercise change. Psychology, Health and Medicine, 2008, 13, 111-122.	2.4	15
81	Reliability and validity of measures of impulsive choice and impulsive action in smokers trying to quit.. Experimental and Clinical Psychopharmacology, 2016, 24, 120-130.	1.8	14
82	Grouping Promotes Equality. Psychological Science, 2015, 26, 1084-1089.	3.3	13
83	Independent and interactive effects of real-time risk factors on later temptations and lapses among smokers trying to quit. Drug and Alcohol Dependence, 2016, 158, 30-37.	3.2	13
84	Cross-Cultural Household Influence on Vaccination Decisions. Medical Decision Making, 2016, 36, 844-853.	2.4	13
85	Behavioral economicsâ€”A framework for donor organ decisionâ€making in pediatric heart transplantation. Pediatric Transplantation, 2020, 24, e13655.	1.0	13
86	Physician vaccinate thyself: why influenza vaccination rates are higher among clinicians than among nonclinicians. Annals of Behavioral Medicine, 2006, 31, 288-296.	2.9	11
87	Laypeople do use sample variance: The effect of embedding data in a variance-implying story. Thinking and Reasoning, 2010, 16, 26-44.	3.2	11
88	Momentary assessment of impulsive choice and impulsive action: Reliability, stability, and correlates. Addictive Behaviors, 2018, 83, 130-135.	3.0	11
89	What counts as a decision? Predictors of perceived decision making. Psychonomic Bulletin and Review, 2001, 8, 615-621.	2.8	10
90	Factors predicting smoking in a laboratory-based smoking-choice task.. Experimental and Clinical Psychopharmacology, 2013, 21, 133-143.	1.8	10

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91	Risk Attitude and Time Discounting. Medical Decision Making, 1997, 17, 355-356.	2.4	9
92	Models of Choice Between Multioutcome Lotteries. Journal of Behavioral Decision Making, 1997, 10, 93-115.	1.7	9
93	Contrast Effects in Judgments of Health Hazards. Journal of Social Psychology, 2003, 143, 341-354.	1.5	9
94	Targeted Calorie Message Promotes Healthy Beverage Consumption Better than Charity Incentive. Obesity, 2017, 25, 1428-1434.	3.0	9
95	The ethics of influenza vaccination. Science, 2006, 313, 758-60; author reply 758-60.	12.6	9
96	Retrospective Frequency Formats Promote Consistent Experienceâ€Based Bayesian Judgments. Applied Cognitive Psychology, 2012, 26, 436-440.	1.6	8
97	A big fish or a small pond? Framing effects in percentages. Organizational Behavior and Human Decision Processes, 2013, 122, 190-199.	2.5	8
98	A Decision-Science Approach to Health-Behavior Change. Current Directions in Psychological Science, 2019, 28, 469-474.	5.3	8
99	Dodging dietary defaults: Choosing away from healthy nudges. Organizational Behavior and Human Decision Processes, 2020, 161, 50-60.	2.5	8
100	Preferences for HPV vaccination in parentâ€“child dyads: Similarities and acknowledged differences. Preventive Medicine, 2011, 52, 405-406.	3.4	7
101	Enjoyment and Success: Reciprocal Factors in Behavior Change. Journal of Applied Social Psychology, 2012, 42, 990-1009.	2.0	6
102	Tasting with your eyes: Sensory description substitutes for portion size. Appetite, 2019, 139, 42-49.	3.7	6
103	Action, inaction, and factors influencing perceived decision making. Journal of Behavioral Decision Making, 2001, 14, 295-308.	1.7	5
104	Understanding smoking after acute illness: An application of the sentinel event method. Psychology and Health, 2015, 30, 879-896.	2.2	5
105	Patients and their family members prioritize postâ€transplant survival over waitlist survival when considering donor hearts for transplantation. Pediatric Transplantation, 2020, 24, e13589.	1.0	5
106	Utility Assessment: Methods and Research. , 1998, 97, 13-23.		5
107	Measuring cognitive and affective constructs in the context of an acute health event. Psychology, Health and Medicine, 2013, 18, 398-411.	2.4	4
108	A Closer Look at the Yardstick: A New Discount Rate Measure with Precision and Range. Journal of Behavioral Decision Making, 2016, 29, 470-480.	1.7	4

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109	A Mega-Study of Text-Message Nudges Encouraging Patients to Get Vaccinated at their Pharmacy. SSRN Electronic Journal, 0, , .	0.4	4
110	Your Money or Your Health: Time Preferences and Trading Money for Health. Medical Decision Making, 2002, 22, 410-416.	2.4	4
111	Actorâ€“observer differences in frequency-of-use estimates: Sometimes strangers know us better than ourselves. Social Influence, 2009, 4, 298-311.	1.6	3
112	Looking beyond cognition for risky decision making: COVID-19, the environment, and behavior.. Journal of Applied Research in Memory and Cognition, 2021, 10, 512-516.	1.1	3
113	Large numbers cause magnitude neglect: The case of government expenditures. Proceedings of the National Academy of Sciences of the United States of America, 2022, 119, .	7.1	3
114	Discharge Planning Decision Making by Hospitalized Patients. Journal of Applied Gerontology, 1994, 13, 398-412.	2.0	1
115	Formation and use of covariation assessments in the real world. Applied Cognitive Psychology, 2002, 16, 51-71.	1.6	1
116	Consistent Behavior Development: Is a Personal-Rule or a Deliberation-Based Strategy More Effective?. Journal of General Psychology, 2011, 138, 243-259.	2.8	1
117	Vaccination Mandates vs Opt-Out Programs and Rates of Influenza Immunizationâ€”Reply. JAMA - Journal of the American Medical Association, 2010, 304, 1786.	7.4	0
118	Donâ€™t Throw Your Heart Away: Increased Transparency of Donor Utilization Practices in Transplant Center Report Cards Alters How Center Performance Is Evaluated. Medical Decision Making, 2022, 42, 341-351.	2.4	0