

# Gretchen B Chapman

## List of Publications by Year in descending order

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Version: 2024-02-01

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	Don't Throw Your Heart Away: Increased Transparency of Donor Utilization Practices in Transplant Center Report Cards Alters How Center Performance Is Evaluated. <i>Medical Decision Making</i> , 2022, 42, 341-351.	2.4	0
2	A 680,000-person megastudy of nudges to encourage vaccination in pharmacies. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2022, 119, .	7.1	49
3	Effects of Ownership Text Message Wording and Reminders on Receipt of an Influenza Vaccination. <i>JAMA Network Open</i> , 2022, 5, e2143388.	5.9	21
4	Large numbers cause magnitude neglect: The case of government expenditures. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2022, 119, .	7.1	3
5	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
6	Megastudies improve the impact of applied behavioural science. <i>Nature</i> , 2021, 600, 478-483.	27.8	80
7	Looking beyond cognition for risky decision making: COVID-19, the environment, and behavior.. <i>Journal of Applied Research in Memory and Cognition</i> , 2021, 10, 512-516.	1.1	3
8	Patients and their family members prioritize post-transplant survival over waitlist survival when considering donor hearts for transplantation. <i>Pediatric Transplantation</i> , 2020, 24, e13589.	1.0	5
9	ISHLT consensus statement on donor organ acceptability and management in pediatric heart transplantation. <i>Journal of Heart and Lung Transplantation</i> , 2020, 39, 331-341.	0.6	56
10	Behavioral economics—A framework for donor organ decision-making in pediatric heart transplantation. <i>Pediatric Transplantation</i> , 2020, 24, e13655.	1.0	13
11	Dodging dietary defaults: Choosing away from healthy nudges. <i>Organizational Behavior and Human Decision Processes</i> , 2020, 161, 50-60.	2.5	8
12	A Decision-Science Approach to Health-Behavior Change. <i>Current Directions in Psychological Science</i> , 2019, 28, 469-474.	5.3	8
13	Tasting with your eyes: Sensory description substitutes for portion size. <i>Appetite</i> , 2019, 139, 42-49.	3.7	6
14	Momentary assessment of impulsive choice and impulsive action: Reliability, stability, and correlates. <i>Addictive Behaviors</i> , 2018, 83, 130-135.	3.0	11
15	Targeted Calorie Message Promotes Healthy Beverage Consumption Better than Charity Incentive. <i>Obesity</i> , 2017, 25, 1428-1434.	3.0	9
16	Increasing Vaccination: Putting Psychological Science Into Action. <i>Psychological Science in the Public Interest: A Journal of the American Psychological Society</i> , 2017, 18, 149-207.	10.7	736
17	Stimulating Influenza Vaccination via Prosocial Motives. <i>PLoS ONE</i> , 2016, 11, e0159780.	2.5	53
18	Social contacts, vaccination decisions and influenza in Japan. <i>Journal of Epidemiology and Community Health</i> , 2016, 70, 162-167.	3.7	77

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19	A Closer Look at the Yardstick: A New Discount Rate Measure with Precision and Range. <i>Journal of Behavioral Decision Making</i> , 2016, 29, 470-480.	1.7	4
20	Changing the default to promote influenza vaccination among health care workers. <i>Vaccine</i> , 2016, 34, 1389-1392.	3.8	93
21	Independent and interactive effects of real-time risk factors on later temptations and lapses among smokers trying to quit. <i>Drug and Alcohol Dependence</i> , 2016, 158, 30-37.	3.2	13
22	Cross-Cultural Household Influence on Vaccination Decisions. <i>Medical Decision Making</i> , 2016, 36, 844-853.	2.4	13
23	Improving Medical Decision Making and Health Promotion through Culture-Sensitive Health Communication. <i>Medical Decision Making</i> , 2016, 36, 811-833.	2.4	70
24	Reliability and validity of measures of impulsive choice and impulsive action in smokers trying to quit.. <i>Experimental and Clinical Psychopharmacology</i> , 2016, 24, 120-130.	1.8	14
25	Medical students's attitude towards influenza vaccination. <i>BMC Infectious Diseases</i> , 2015, 15, 185.	2.9	35
26	Grouping Promotes Equality. <i>Psychological Science</i> , 2015, 26, 1084-1089.	3.3	13
27	Using Behavioral Insights to Increase Vaccination Policy Effectiveness. <i>Policy Insights From the Behavioral and Brain Sciences</i> , 2015, 2, 61-73.	2.4	215
28	Understanding smoking after acute illness: An application of the sentinel event method. <i>Psychology and Health</i> , 2015, 30, 879-896.	2.2	5
29	Free-Riding Behavior in Vaccination Decisions: An Experimental Study. <i>PLoS ONE</i> , 2014, 9, e87164.	2.5	95
30	The intention to get vaccinated against influenza and actual vaccination uptake of Dutch healthcare personnel. <i>Vaccine</i> , 2014, 32, 6986-6991.	3.8	76
31	Relations among affect, abstinence motivation and confidence, and daily smoking lapse risk.. <i>Psychology of Addictive Behaviors</i> , 2014, 28, 376-388.	2.1	33
32	A big fish or a small pond? Framing effects in percentages. <i>Organizational Behavior and Human Decision Processes</i> , 2013, 122, 190-199.	2.5	8
33	Nudge to Health: Harnessing Decision Research to Promote Health Behavior. <i>Social and Personality Psychology Compass</i> , 2013, 7, 187-198.	3.7	107
34	Measuring cognitive and affective constructs in the context of an acute health event. <i>Psychology, Health and Medicine</i> , 2013, 18, 398-411.	2.4	4
35	Factors predicting smoking in a laboratory-based smoking-choice task.. <i>Experimental and Clinical Psychopharmacology</i> , 2013, 21, 133-143.	1.8	10
36	The influence of altruism on influenza vaccination decisions. <i>Journal of the Royal Society Interface</i> , 2012, 9, 2234-2243.	3.4	168

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37	Vaccinating to Help Ourselves and Others. <i>Medical Decision Making</i> , 2012, 32, 447-458.	2.4	97
38	The Influence of Poverty and Culture on the Transmission of Parasitic Infections in Rural Nicaraguan Villages. <i>Journal of Parasitology Research</i> , 2012, 2012, 1-12.	1.2	17
39	Who got vaccinated against H1N1 pandemic influenza? â€œ A longitudinal study in four US cities. <i>Psychology and Health</i> , 2012, 27, 101-115.	2.2	16
40	Using Game Theory to Examine Incentives in Influenza Vaccination Behavior. <i>Psychological Science</i> , 2012, 23, 1008-1015.	3.3	80
41	Why Do People Like Natural? Instrumental and Ideational Bases for the Naturalness Preference. <i>Journal of Applied Social Psychology</i> , 2012, 42, 2859-2878.	2.0	65
42	Enjoyment and Success: Reciprocal Factors in Behavior Change. <i>Journal of Applied Social Psychology</i> , 2012, 42, 990-1009.	2.0	6
43	Retrospective Frequency Formats Promote Consistent Experienceâ€Based Bayesian Judgments. <i>Applied Cognitive Psychology</i> , 2012, 26, 436-440.	1.6	8
44	Consistent Behavior Development: Is a Personal-Rule or a Deliberation-Based Strategy More Effective?. <i>Journal of General Psychology</i> , 2011, 138, 243-259.	2.8	1
45	Preferences for HPV vaccination in parentâ€child dyads: Similarities and acknowledged differences. <i>Preventive Medicine</i> , 2011, 52, 405-406.	3.4	7
46	Physiciansâ€™ communication of Down syndrome screening test results: The influence of physician numeracy. <i>Genetics in Medicine</i> , 2011, 13, 744-749.	2.4	28
47	The dynamics of risk perceptions and precautionary behavior in response to 2009 (H1N1) pandemic influenza. <i>BMC Infectious Diseases</i> , 2010, 10, 296.	2.9	219
48	Decision Making with Regard to Antiviral Intervention during an Influenza Pandemic. <i>Medical Decision Making</i> , 2010, 30, E64-E81.	2.4	23
49	Vaccination Mandates vs Opt-Out Programs and Rates of Influenza Immunizationâ€Reply. <i>JAMA - Journal of the American Medical Association</i> , 2010, 304, 1786.	7.4	0
50	How Do People Value Life?. <i>Psychological Science</i> , 2010, 21, 163-167.	3.3	39
51	Laypeople do use sample variance: The effect of embedding data in a variance-implying story. <i>Thinking and Reasoning</i> , 2010, 16, 26-44.	3.2	11
52	Opting In vs Opting Out of Influenza Vaccination. <i>JAMA - Journal of the American Medical Association</i> , 2010, 304, 43.	7.4	204
53	Adherence to cervical screening in the era of human papillomavirus vaccination: how low is too low?. <i>Lancet Infectious Diseases</i> , The, 2010, 10, 133-137.	9.1	25
54	An encounter frequency account of how experience affects likelihood estimation. <i>Memory and Cognition</i> , 2009, 37, 632-643.	1.6	42

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55	'100% of anything looks good': The appeal of one hundred percent. <i>Psychonomic Bulletin and Review</i> , 2009, 16, 156-162.	2.8	26
56	Actor-observer differences in frequency-of-use estimates: Sometimes strangers know us better than ourselves. <i>Social Influence</i> , 2009, 4, 298-311.	1.6	3
57	The effect of barrier underestimation on weight management and exercise change. <i>Psychology, Health and Medicine</i> , 2008, 13, 111-122.	2.4	15
58	Integrating epidemiology, psychology, and economics to achieve HPV vaccination targets. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2008, 105, 19018-19023.	7.1	56
59	Do Decision Biases Predict Bad Decisions? Omission Bias, Naturalness Bias, and Influenza Vaccination. <i>Medical Decision Making</i> , 2008, 28, 532-539.	2.4	31
60	The Default Effect in End-of-Life Medical Treatment Preferences. <i>Medical Decision Making</i> , 2007, 27, 299-310.	2.4	30
61	Long-standing influenza vaccination policy is in accord with individual self-interest but not with the utilitarian optimum. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2007, 104, 5692-5697.	7.1	227
62	The Influence of Irrelevant Anchors on the Judgments and Choices of Doctors and Patients. <i>Medical Decision Making</i> , 2007, 27, 203-211.	2.4	82
63	The Format in Which Uncertainty Information Is Presented Affects Decision Biases. <i>Psychological Science</i> , 2007, 18, 240-246.	3.3	48
64	Meta-analysis of the relationship between risk perception and health behavior: The example of vaccination.. <i>Health Psychology</i> , 2007, 26, 136-145.	1.6	1,487
65	Intuitive tests: Lay use of statistical information. <i>Psychonomic Bulletin and Review</i> , 2007, 14, 1147-1152.	2.8	63
66	The Influence of Default Options on the Expression of End-of-Life Treatment Preferences in Advance Directives. <i>Journal of General Internal Medicine</i> , 2007, 22, 1007-1010.	2.6	38
67	Emotions and preventive health behavior: Worry, regret, and influenza vaccination.. <i>Health Psychology</i> , 2006, 25, 82-90.	1.6	296
68	Decision biases in intertemporal choice and choice under uncertainty: Testing a common account. <i>Memory and Cognition</i> , 2006, 34, 589-602.	1.6	37
69	Physician vaccinate thyself: why influenza vaccination rates are higher among clinicians than among nonclinicians. <i>Annals of Behavioral Medicine</i> , 2006, 31, 288-296.	2.9	11
70	The ethics of influenza vaccination. <i>Science</i> , 2006, 313, 758-60; author reply 758-60.	12.6	9
71	The combined effects of risk and time on choice: Does uncertainty eliminate the immediacy effect? Does delay eliminate the certainty effect?. <i>Organizational Behavior and Human Decision Processes</i> , 2005, 96, 104-118.	2.5	155
72	Playing for peanuts: Why is risk seeking more common for low-stakes gambles?. <i>Organizational Behavior and Human Decision Processes</i> , 2005, 97, 31-46.	2.5	113

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73	Moderators of the intention-behavior relationship in influenza vaccinations: Intention stability and unforeseen barriers. <i>Psychology and Health</i> , 2005, 20, 761-774.	2.2	46
74	Short-term cost for long-term benefit: Time preference and cancer control.. <i>Health Psychology</i> , 2005, 24, S41-S48.	1.6	70
75	Patients' values and clinical substituted judgments: The case of localized prostate cancer.. <i>Health Psychology</i> , 2005, 24, S85-S92.	1.6	37
76	Agreement between prostate cancer patients and their clinicians about utilities and attribute importance. <i>Health Expectations</i> , 2004, 7, 115-125.	2.6	31
77	The effects of accountability on bias in physician decision making: Going from bad to worse. <i>Psychonomic Bulletin and Review</i> , 2004, 11, 173-178.	2.8	28
78	Ethnic Variation in Localized Prostate Cancer: A Pilot Study of Preferences, Optimism, and Quality of Life Among Black and White Veterans. <i>Clinical Prostate Cancer</i> , 2004, 3, 31-37.	2.1	18
79	Contrast Effects in Judgments of Health Hazards. <i>Journal of Social Psychology</i> , 2003, 143, 341-354.	1.5	9
80	Your Money or Your Health: Time Preferences and Trading Money for Health. <i>Medical Decision Making</i> , 2002, 22, 410-416.	2.4	31
81	Incorporating the Irrelevant: Anchors in Judgments of Belief and Value. , 2002, , 120-138.		258
82	Formation and use of covariation assessments in the real world. <i>Applied Cognitive Psychology</i> , 2002, 16, 51-71.	1.6	1
83	The fragile basic anchoring effect. <i>Journal of Behavioral Decision Making</i> , 2002, 15, 65-77.	1.7	77
84	Cholesterol control, medication adherence and illness cognition. <i>British Journal of Health Psychology</i> , 2002, 7, 433-447.	3.5	45
85	Your Money or Your Health: Time Preferences and Trading Money for Health. <i>Medical Decision Making</i> , 2002, 22, 410-416.	2.4	4
86	A FALLACY OF THE MULTIPLICATIVE QALY MODEL FOR LOW-QUALITY WEIGHTS IN STUDENTS AND PATIENTS JUDGING HYPOTHETICAL HEALTH STATES. <i>International Journal of Technology Assessment in Health Care</i> , 2001, 17, 488-496.	0.5	33
87	Value for the future and preventive health behavior.. <i>Journal of Experimental Psychology: Applied</i> , 2001, 7, 235-250.	1.2	72
88	Action, inaction, and factors influencing perceived decision making. <i>Journal of Behavioral Decision Making</i> , 2001, 14, 295-308.	1.7	5
89	What counts as a decision? Predictors of perceived decision making. <i>Psychonomic Bulletin and Review</i> , 2001, 8, 615-621.	2.8	10
90	Time preferences for the very long term. <i>Acta Psychologica</i> , 2001, 108, 95-116.	1.5	36

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91	Preferences for improving and declining sequences of health outcomes. <i>Journal of Behavioral Decision Making</i> , 2000, 13, 203-218.	1.7	91
92	Time Preferences and Preventive Health Behavior. <i>Medical Decision Making</i> , 1999, 19, 307-314.	2.4	127
93	Are More Options Always Better?. <i>Medical Decision Making</i> , 1999, 19, 315-323.	2.4	42
94	Framing Effects in Choices between Multioutcome Life-expectancy Lotteries. <i>Medical Decision Making</i> , 1999, 19, 324-338.	2.4	21
95	Anchoring, Activation, and the Construction of Values. <i>Organizational Behavior and Human Decision Processes</i> , 1999, 79, 115-153.	2.5	474
96	A multi-attribute model of prostate cancer patient's preferences for health states. <i>Quality of Life Research</i> , 1999, 8, 171-180.	3.1	38
97	Rationality in medical treatment decisions: is there a sunk-cost effect?. <i>Social Science and Medicine</i> , 1999, 49, 215-222.	3.8	36
98	Predictors of Influenza Vaccine Acceptance among Healthy Adults. <i>Preventive Medicine</i> , 1999, 29, 249-262.	3.4	245
99	Familiarity and time preferences: Decision making about treatments for migraine headaches and Crohn's disease.. <i>Journal of Experimental Psychology: Applied</i> , 1999, 5, 17-34.	1.2	51
100	The magnitude effect: Temporal discount rates and restaurant tips. <i>Psychonomic Bulletin and Review</i> , 1998, 5, 119-123.	2.8	74
101	Similarity and reluctance to trade. <i>Journal of Behavioral Decision Making</i> , 1998, 11, 47-58.	1.7	54
102	Prostate Cancer Patients' Utilities for Health States. <i>Medical Decision Making</i> , 1998, 18, 278-286.	2.4	67
103	Clinical Diagnosis and the Order of Information. <i>Medical Decision Making</i> , 1998, 18, 412-417.	2.4	85
104	Sooner or Later. <i>Psychology of Learning and Motivation - Advances in Research and Theory</i> , 1998, 38, 83-113.	1.1	29
105	Utility Assessment: Methods and Research. , 1998, 97, 13-23.		5
106	Risk Attitude and Time Discounting. <i>Medical Decision Making</i> , 1997, 17, 355-356.	2.4	9
107	Models of Choice Between Multioutcome Lotteries. <i>Journal of Behavioral Decision Making</i> , 1997, 10, 93-115.	1.7	9
108	Temporal discounting and utility for health and money.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 1996, 22, 771-791.	0.9	308

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109	Expectations and Preferences for Sequences of Health and Money. <i>Organizational Behavior and Human Decision Processes</i> , 1996, 67, 59-75.	2.5	79
110	The More You Ask For, the More You Get: Anchoring in Personal Injury Verdicts. <i>Applied Cognitive Psychology</i> , 1996, 10, 519-540.	1.6	244
111	Order of Information Affects Clinical Judgment. <i>Journal of Behavioral Decision Making</i> , 1996, 9, 201-211.	1.7	54
112	Learning lessons from sunk costs.. <i>Journal of Experimental Psychology: Applied</i> , 1995, 1, 251-269.	1.2	24
113	Preference Reversals in Monetary and Life Expectancy Evaluations. <i>Organizational Behavior and Human Decision Processes</i> , 1995, 62, 300-317.	2.5	81
114	Effects of Patient Education on Decisions about Breast Cancer Treatments. <i>Medical Decision Making</i> , 1995, 15, 231-239.	2.4	34
115	Valuing the Future. <i>Medical Decision Making</i> , 1995, 15, 373-386.	2.4	396
116	Discharge Planning Decision Making by Hospitalized Patients. <i>Journal of Applied Gerontology</i> , 1994, 13, 398-412.	2.0	1
117	The limits of anchoring. <i>Journal of Behavioral Decision Making</i> , 1994, 7, 223-242.	1.7	325
118	A Mega-Study of Text-Message Nudges Encouraging Patients to Get Vaccinated at their Pharmacy. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4