

Daniel Mochon

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/3225699/publications.pdf>

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16
papers

1,530
citations

623734

14
h-index

940533

16
g-index

16
all docs

16
docs citations

16
times ranked

1398
citing authors

#	ARTICLE	IF	CITATIONS
1	The IKEA effect: When labor leads to love. <i>Journal of Consumer Psychology</i> , 2012, 22, 453-460.	4.5	607
2	Bolstering and restoring feelings of competence via the IKEA effect. <i>International Journal of Research in Marketing</i> , 2012, 29, 363-369.	4.2	152
3	What Are Likes Worth? A Facebook Page Field Experiment. <i>Journal of Marketing Research</i> , 2017, 54, 306-317.	4.8	106
4	Healthier by Precommitment. <i>Psychological Science</i> , 2014, 25, 538-546.	3.3	104
5	A scale distortion theory of anchoring.. <i>Journal of Experimental Psychology: General</i> , 2012, 141, 124-133.	2.1	103
6	Who Benefits from Religion?. <i>Social Indicators Research</i> , 2011, 101, 1-15.	2.7	86
7	Selective Versus Unselective Romantic Desire: Not All Reciprocity Is Created Equal. <i>Psychological Science</i> , 2007, 18, 317-319.	3.3	84
8	Getting off the hedonic treadmill, one step at a time: The impact of regular religious practice and exercise on well-being. <i>Journal of Economic Psychology</i> , 2008, 29, 632-642.	2.2	72
9	Anchoring in sequential judgments. <i>Organizational Behavior and Human Decision Processes</i> , 2013, 122, 69-79.	2.5	62
10	Gain Without Pain: The Extended Effects of a Behavioral Health Intervention. <i>Management Science</i> , 2017, 63, 58-72.	4.1	33
11	Single-Option Aversion. <i>Journal of Consumer Research</i> , 2013, 40, 555-566.	5.1	28
12	Causal models frame interpretation of mathematical equations. <i>Psychonomic Bulletin and Review</i> , 2004, 11, 1099-1104.	2.8	27
13	Elaborating a simpler theory of anchoring. <i>Journal of Consumer Psychology</i> , 2010, 20, 17-19.	4.5	25
14	If You Are Going to Pay Within the Next 24 Hours, Press 1: Automatic Planning Prompt Reduces Credit Card Delinquency. <i>Journal of Consumer Psychology</i> , 2018, 28, 466-476.	4.5	19
15	Characterizing perceptions of energy consumption. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2011, 108, E23; author reply E24.	7.1	17
16	The Importance of Construct Validity in Consumer Research. <i>Journal of Consumer Psychology</i> , 2020, 30, 208-214.	4.5	5