

David D Loschelder

List of Publications by Year in descending order

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Version: 2024-02-01

35
papers

1,339
citations

471371

17
h-index

414303

32
g-index

37
all docs

37
docs citations

37
times ranked

1046
citing authors

#	ARTICLE	IF	CITATIONS
1	Does Self-Control Training Improve Self-Control? A Meta-Analysis. <i>Perspectives on Psychological Science</i> , 2017, 12, 1077-1099.	5.2	218
2	Is Ego Depletion Real? An Analysis of Arguments. <i>Personality and Social Psychology Review</i> , 2019, 23, 107-131.	3.4	217
3	Perspective taking as a means to overcome motivational barriers in negotiations: When putting oneself into the opponent's shoes helps to walk toward agreements.. <i>Journal of Personality and Social Psychology</i> , 2011, 101, 771-790.	2.6	105
4	Dynamic norms drive sustainable consumption: Norm-based nudging helps caf� customers to avoid disposable to-go-cups. <i>Journal of Economic Psychology</i> , 2019, 75, 102146.	1.1	83
5	A Multisite Preregistered Paradigmatic Test of the Ego-Depletion Effect. <i>Psychological Science</i> , 2021, 32, 1566-1581.	1.8	76
6	What Makes for a Good Theory? How to Evaluate a Theory Using the Strength Model of Self-Control as an Example. , 2019, , 3-21.		63
7	� Precision Boosts the Anchoring Potency of First Offers. <i>Social Psychological and Personality Science</i> , 2014, 5, 491-499.	2.4	47
8	The Too-Much-Precision Effect. <i>Psychological Science</i> , 2016, 27, 1573-1587.	1.8	47
9	The First-Mover Disadvantage. <i>Psychological Science</i> , 2014, 25, 954-962.	1.8	46
10	Procedural frames in negotiations: How offering my resources versus requesting yours impacts perception, behavior, and outcomes.. <i>Journal of Personality and Social Psychology</i> , 2015, 108, 417-435.	2.6	40
11	The information-anchoring model of first offers: When moving first helps versus hurts negotiators.. <i>Journal of Applied Psychology</i> , 2016, 101, 995-1012.	4.2	40
12	Too precise to pursue: How precise first offers create barriers-to-entry in negotiations and markets. <i>Organizational Behavior and Human Decision Processes</i> , 2018, 148, 87-100.	1.4	38
13	How students' self-control and smartphone-use explain their academic performance. <i>Computers in Human Behavior</i> , 2021, 117, 106624.	5.1	33
14	Bargaining zone distortion in negotiations: The elusive power of multiple alternatives. <i>Organizational Behavior and Human Decision Processes</i> , 2016, 137, 156-171.	1.4	32
15	Happy but unhealthy: The relationship between social ties and health in an emerging network. <i>European Journal of Social Psychology</i> , 2014, 44, 612-621.	1.5	30
16	Using Self-regulation to Successfully Overcome the Negotiation Disadvantage of Low Power. <i>Frontiers in Psychology</i> , 2017, 8, 271.	1.1	22
17	How and why precise anchors distinctly affect anchor recipients and senders. <i>Journal of Experimental Social Psychology</i> , 2017, 70, 164-176.	1.3	20
18	Working from home during the COVID-19 crisis: How self-control strategies elucidate employees' job performance. <i>Applied Psychology</i> , 2022, 71, 853-880.	4.4	17

#	ARTICLE	IF	CITATIONS
19	How self-regulation helps to master negotiation challenges: An overview, integration, and outlook. <i>European Review of Social Psychology</i> , 2015, 26, 203-246.	5.8	15
20	Promoting prevention success at the bargaining table: Regulatory focus in distributive negotiations. <i>Journal of Economic Psychology</i> , 2013, 38, 26-39.	1.1	14
21	Connecting consumers to producers to foster sustainable consumption in international coffee supply – a marketing intervention study. <i>Journal of Marketing Management</i> , 2021, 37, 1148-1168.	1.2	14
22	How individuals react emotionally to others' (mis)fortunes: A social comparison framework.. <i>Journal of Personality and Social Psychology</i> , 2022, 123, 55-83.	2.6	14
23	How numeric advice precision affects advice taking. <i>Journal of Behavioral Decision Making</i> , 2021, 34, 303-310.	1.0	10
24	Open to offers, but resisting requests: How the framing of anchors affects motivation and negotiated outcomes.. <i>Journal of Personality and Social Psychology</i> , 2020, 119, 582-599.	2.6	10
25	Using self-regulation to overcome the detrimental effects of anger in negotiations. <i>Journal of Economic Psychology</i> , 2017, 58, 31-43.	1.1	9
26	How Attribution-of-Competence and Scale-Granularity Explain the Anchor Precision Effect in Negotiations and Estimations. <i>Social Cognition</i> , 2020, 38, 40-61.	0.5	8
27	A preregistered test of competing theories to explain ego depletion effects using psychophysiological indicators of mental effort.. <i>Motivation Science</i> , 2021, 7, 32-45.	1.2	6
28	How and Why Different Forms of Expertise Moderate Anchor Precision in Price Decisions. <i>Experimental Psychology</i> , 2019, 66, 165-175.	0.3	6
29	“My Goal Is to Lose 2.923%kg!” Efficacy of Precise Versus Round Goals for Body Weight Reduction. <i>Frontiers in Psychology</i> , 2022, 13, 793962.	1.1	3
30	How cognitive issue bracketing affects interdependent decision-making in negotiations. <i>Journal of Experimental Social Psychology</i> , 2022, 99, 104268.	1.3	2
31	Perspective taking does not moderate the price precision effect, but indirectly affects counteroffers to asking prices. <i>Journal of Experimental Social Psychology</i> , 2022, 101, 104323.	1.3	1
32	Precious Property or Magnificent Money? How Money Salience but Not Temperature Priming Affects First-Offer Anchors in Economic Transactions. <i>Frontiers in Psychology</i> , 2018, 9, 1099.	1.1	0
33	The Power and Peril of Precise vs. Round Health Message Interventions to Increase Stair Use. <i>Frontiers in Psychology</i> , 2021, 12, 624198.	1.1	0
34	Workplace Mediation: Lessons from Negotiation Theory. <i>Industrial Relations & Conflict Management</i> , 2016, , 67-86.	0.6	0
35	How Much Do Severely Injured Athletes Experience Sport Injury-Related Growth? Contrasting Psychological, Situational, and Demographic Predictors. <i>Journal of Sport and Exercise Psychology</i> , 2022, , 1-17.	0.7	0