

Katherine White

List of Publications by Year in descending order

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21
papers

3,114
citations

516215

16
h-index

713013

21
g-index

21
all docs

21
docs citations

21
times ranked

2154
citing authors

#	ARTICLE	IF	CITATIONS
1	How to SHIFT Consumer Behaviors to be More Sustainable: A Literature Review and Guiding Framework. <i>Journal of Marketing</i> , 2019, 83, 22-49.	7.0	782
2	It's the Mind-Set that Matters: The Role of Construal Level and Message Framing in Influencing Consumer Efficacy and Conservation Behaviors. <i>Journal of Marketing Research</i> , 2011, 48, 472-485.	3.0	497
3	Self-Benefit versus Other-Benefit Marketing Appeals: Their Effectiveness in Generating Charitable Support. <i>Journal of Marketing</i> , 2009, 73, 109-124.	7.0	392
4	Good and Guilt-Free: The Role of Self-Accountability in Influencing Preferences for Products with Ethical Attributes. <i>Journal of Marketing</i> , 2013, 77, 104-119.	7.0	308
5	When Do (and Don't) Normative Appeals Influence Sustainable Consumer Behaviors?. <i>Journal of Marketing</i> , 2013, 77, 78-95.	7.0	279
6	Belief in a Just World: Consumer Intentions and Behaviors toward Ethical Products. <i>Journal of Marketing</i> , 2012, 76, 103-118.	7.0	196
7	Dissociative versus Associative Responses to Social Identity Threat: The Role of Consumer Self-Construal. <i>Journal of Consumer Research</i> , 2012, 39, 704-719.	3.5	146
8	When Imitation Doesn't Flatter: The Role of Consumer Distinctiveness in Responses to Mimicry. <i>Journal of Consumer Research</i> , 2011, 38, 667-680.	3.5	84
9	Focusing on the forest or the trees: How abstract versus concrete construal level predicts responses to eco-friendly products. <i>Journal of Environmental Psychology</i> , 2018, 57, 87-98.	2.3	82
10	The Motivating Role of Dissociative Out-Groups in Encouraging Positive Consumer Behaviors. <i>Journal of Marketing Research</i> , 2014, 51, 433-447.	3.0	71
11	Negative Reviews, Positive Impact: Consumer Empathetic Responding to Unfair Word of Mouth. <i>Journal of Marketing</i> , 2020, 84, 86-108.	7.0	65
12	When Public Recognition for Charitable Giving Backfires: The Role of Independent Self-Construal. <i>Journal of Consumer Research</i> , 2018, 44, 1257-1273.	3.5	60
13	A Review and Framework for Thinking about the Drivers of Prosocial Consumer Behavior. <i>Journal of the Association for Consumer Research</i> , 2020, 5, 2-18.	1.0	40
14	How Co-creation Increases Employee Corporate Social Responsibility and Organizational Engagement: The Moderating Role of Self-Construal. <i>Journal of Business Ethics</i> , 2020, 166, 331-350.	3.7	32
15	A Little Piece of Me: When Mortality Reminders Lead to Giving to Others. <i>Journal of Consumer Research</i> , 2020, 47, 431-453.	3.5	28
16	Shifting consumer behavior to address climate change. <i>Current Opinion in Psychology</i> , 2021, 42, 108-113.	2.5	26
17	Everybody Thinks We Should but Nobody Does: How Combined Injunctive and Descriptive Norms Motivate Organ Donor Registration. <i>Journal of Consumer Psychology</i> , 2021, 31, 621-630.	3.2	14
18	Immediacy bias in social-emotional comparisons.. <i>Emotion</i> , 2012, 12, 737-747.	1.5	5

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19	Sensitivity to Ulterior Motives in Retail Settings: The Moderating Role of Dual-Identity versus Sole-Identity Consumers. <i>Journal of Retailing</i> , 2019, 95, 63-75.	4.0	4
20	Identity salience moderates the effect of social dominance orientation on COVID-19 "rule bending". <i>Acta Psychologica</i> , 2022, 223, 103460.	0.7	2
21	The package as a weapon of influence: Changes to cigarette packaging design as a function of regulatory changes in Canada. <i>Tobacco Prevention and Cessation</i> , 2020, 6, 17.	0.2	1