

Siegfried Dewitte

List of Publications by Year in descending order

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Version: 2024-02-01

102
papers

5,435
citations

109137

35
h-index

88477

70
g-index

107
all docs

107
docs citations

107
times ranked

4737
citing authors

#	ARTICLE	IF	CITATIONS
1	A Multilab Preregistered Replication of the Ego-Depletion Effect. Perspectives on Psychological Science, 2016, 11, 546-573.	5.2	660
2	Measuring pro-environmental behavior: Review and recommendations. Journal of Environmental Psychology, 2019, 63, 92-100.	2.3	360
3	How to Capture the Heart? Reviewing 20 Years of Emotion Measurement in Advertising. Journal of Advertising Research, 2006, 46, 18-37.	1.0	286
4	Positive cueing: Promoting sustainable consumer behavior by cueing common environmental behaviors as environmental. International Journal of Research in Marketing, 2008, 25, 46-55.	2.4	260
5	Bikinis Instigate Generalized Impatience in Intertemporal Choice. Journal of Consumer Research, 2008, 35, 85-97.	3.5	239
6	The role of different types of instrumentality in motivation, study strategies, and performance: Know why you learn, so you'll know what you learn!. British Journal of Educational Psychology, 2004, 74, 343-360.	1.6	197
7	Procrastination, temptations, and incentives: the struggle between the present and the future in procrastinators and the punctual. European Journal of Personality, 2002, 16, 469-489.	1.9	195
8	?The less I trust, the less I contribute (or not)? The effects of trust, accountability and self-monitoring in social dilemmas. European Journal of Social Psychology, 2001, 31, 93-107.	1.5	181
9	Are Social Value Orientations Expressed Automatically? Decision Making in the Dictator Game. Personality and Social Psychology Bulletin, 2011, 37, 1080-1090.	1.9	181
10	Hungry for Money. Psychological Science, 2006, 17, 939-943.	1.8	166
11	The "why" and "why not" of job search behaviour: their relation to searching, unemployment experience, and well-being. European Journal of Social Psychology, 2004, 34, 345-363.	1.5	163
12	Self-Regulating Enhances Self-Regulation in Subsequent Consumer Decisions Involving Similar Response Conflicts. Journal of Consumer Research, 2009, 36, 394-405.	3.5	112
13	Digit ratio (2D:4D) moderates the impact of sexual cues on men's decisions in ultimatum games. Proceedings of the Royal Society B: Biological Sciences, 2006, 273, 2091-2095.	1.2	103
14	Altruistic behavior as a costly signal of general intelligence. Journal of Research in Personality, 2007, 41, 316-326.	0.9	94
15	Repeated choosing increases susceptibility to affective product features. International Journal of Research in Marketing, 2006, 23, 215-225.	2.4	91
16	Tempt Me Just a Little Bit More: The Effect of Prior Food Temptation Actionability on Goal Activation and Consumption. Journal of Consumer Research, 2008, 35, 600-610.	3.5	90
17	Procrastinators lack a broad action perspective. European Journal of Personality, 2000, 14, 121-140.	1.9	89
18	I felt low and my purse feels light: depleting mood regulation attempts affect risk decision making. Journal of Behavioral Decision Making, 2009, 22, 153-170.	1.0	89

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19	Second to fourth digit ratio and cooperative behavior. <i>Biological Psychology</i> , 2006, 71, 111-115.	1.1	83
20	The Pro-Environmental Behavior Task: A laboratory measure of actual pro-environmental behavior. <i>Journal of Environmental Psychology</i> , 2018, 56, 46-54.	2.3	83
21	The Role of Emotions in Advertising: A Call to Action. <i>Journal of Advertising</i> , 2019, 48, 81-90.	4.1	83
22	Wanting to have vs. wanting to be: The effect of perceived instrumentality on goal orientation. <i>British Journal of Psychology</i> , 2000, 91, 335-351.	1.2	82
23	Whatever people say I am, that's what I am: Social labeling as a social marketing tool. <i>International Journal of Research in Marketing</i> , 2007, 24, 278-288.	2.4	74
24	A Multilab Replication of the Ego Depletion Effect. <i>Social Psychological and Personality Science</i> , 2021, 12, 14-24.	2.4	73
25	Hope and self-regulatory goals applied to an advertising context. <i>Journal of Business Research</i> , 2008, 61, 1030-1040.	5.8	70
26	Nature's broken path to restoration. A critical look at Attention Restoration Theory. <i>Journal of Environmental Psychology</i> , 2018, 59, 1-8.	2.3	65
27	Digit ratio (2D:4D) moderates the impact of an aggressive music video on aggression. <i>Personality and Individual Differences</i> , 2007, 43, 289-294.	1.6	60
28	“Donâ€™t Do It for Me. Do It for Yourself!” Stressing the Personal Relevance Enhances Motivation in Physical Education. <i>Journal of Sport and Exercise Psychology</i> , 2003, 25, 145-160.	0.7	57
29	Me, Myself, and My Choices: The Influence of Private Self-Awareness on Choice. <i>Journal of Marketing Research</i> , 2009, 46, 682-692.	3.0	55
30	The presence of aggression cues inverts the relation between digit ratio (2D:4D) and prosocial behaviour in a dictator game. <i>British Journal of Psychology</i> , 2009, 100, 151-162.	1.2	55
31	Situated embodied cognition: Monitoring orientation cues affects product evaluation and choice. <i>Journal of Consumer Psychology</i> , 2013, 23, 424-433.	3.2	51
32	Wanting a Bit(e) of Everything: Extending the Valuation Effect to Variety Seeking. <i>Journal of Consumer Research</i> , 2007, 34, 386-394.	3.5	50
33	Self-Control and Cooperation: Different Concepts, Similar Decisions? A Question of the Right Perspective. <i>Journal of Psychology: Interdisciplinary and Applied</i> , 2001, 135, 133-153.	0.9	47
34	The Backdoor to Overconsumption: The Effect of Associating “Low-Fat” Food with Health References. <i>Journal of Public Policy and Marketing</i> , 2007, 26, 118-125.	2.2	46
35	Darwinism and the Cultural Evolution of Sports. <i>Perspectives in Biology and Medicine</i> , 2009, 52, 1-16.	0.3	40
36	Up speeds you down. Awe-evoking monumental buildings trigger behavioral and perceived freezing. <i>Journal of Environmental Psychology</i> , 2016, 47, 112-125.	2.3	38

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37	A subordinate status position increases the present value of financial resources for low 2D:4D men. <i>American Journal of Human Biology</i> , 2008, 20, 110-115.	0.8	35
38	Getting a Line on Print Ads: Pleasure and Arousal Reactions Reveal an Implicit Advertising Mechanism. <i>Journal of Advertising</i> , 2008, 37, 63-74.	4.1	34
39	Having less, giving more? Two preregistered replications of the relationship between social class and prosocial behavior. <i>Journal of Research in Personality</i> , 2020, 84, 103902.	0.9	33
40	Politics and Basking-in-Reflected-Glory: A Field Study in Flanders. <i>Basic and Applied Social Psychology</i> , 2002, 24, 205-214.	1.2	31
41	Adapting to an initial self-regulatory task cancels the ego depletion effect. <i>Consciousness and Cognition</i> , 2013, 22, 816-821.	0.8	31
42	The Work for Environmental Protection Task: A consequential web-based procedure for studying pro-environmental behavior. <i>Behavior Research Methods</i> , 2022, 54, 133-145.	2.3	31
43	Investigating the effect of childhood socioeconomic background on interpersonal trust: Lower childhood socioeconomic status predicts lower levels of trust. <i>Personality and Individual Differences</i> , 2019, 145, 19-25.	1.6	27
44	Positive affect and pro-environmental behavior: A preregistered experiment. <i>Journal of Economic Psychology</i> , 2020, 80, 102291.	1.1	27
45	Exploring volitional problems in academic procrastinators. <i>International Journal of Educational Research</i> , 2000, 33, 733-750.	1.2	26
46	Time-based versus money-based decision making under risk: An experimental investigation. <i>Journal of Economic Psychology</i> , 2015, 50, 52-72.	1.1	25
47	Implementation intentions do not enhance all types of goals: The moderating role of goal difficulty. <i>Current Psychology</i> , 2003, 22, 73-89.	0.4	19
48	A replication study of the credit card effect on spending behavior and an extension to mobile payments. <i>Journal of Retailing and Consumer Services</i> , 2021, 60, 102472.	5.3	19
49	Effect of Trust and Accountability in Mixed-Motive Situations. <i>Journal of Social Psychology</i> , 2002, 142, 541-543.	1.0	18
50	Engaging in self-regulation results in low-level construals. <i>European Journal of Social Psychology</i> , 2012, 42, 763-769.	1.5	18
51	Mating games: cultural evolution and sexual selection. <i>Biology and Philosophy</i> , 2007, 22, 475-491.	0.7	17
52	What a feeling! Touching sexually laden stimuli makes women seek rewards. <i>Journal of Consumer Psychology</i> , 2014, 24, 387-393.	3.2	17
53	Green when seen? No support for an effect of observability on environmental conservation in the laboratory: a registered report. <i>Royal Society Open Science</i> , 2020, 7, 190189.	1.1	17
54	Volition: Use with measure. <i>Learning and Individual Differences</i> , 1999, 11, 321-333.	1.5	16

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55	The joint effect of tangible and non-tangible rewards on healthy food choices in children. <i>Appetite</i> , 2012, 59, 403-408.	1.8	16
56	The Conundrum of Modern Art. <i>Human Nature</i> , 2017, 28, 16-38.	0.8	13
57	Test-retest reliability and construct validity of the Pro-Environmental Behavior Task. <i>Journal of Environmental Psychology</i> , 2021, 73, 101550.	2.3	13
58	Bikinis Instigate Generalized Impatience in Intertemporal Choice. <i>SSRN Electronic Journal</i> , 0, , .	0.4	12
59	Better think before agreeing twice. <i>International Journal of Research in Marketing</i> , 2010, 27, 133-141.	2.4	12
60	From willpower breakdown to the breakdown of the willpower model – The symmetry of self-control and impulsive behavior. <i>Journal of Economic Psychology</i> , 2013, 38, 16-25.	1.1	12
61	Being funny: A selectionist account of humor production. <i>Humor</i> , 2001, 14, .	0.6	11
62	Are Prosocials Unique in Their Egalitarianism? The Pursuit of Equality in Outcomes Among Individualists. <i>Personality and Social Psychology Bulletin</i> , 2006, 32, 1219-1231.	1.9	11
63	The referral backfire effect: The identity-threatening nature of referral failure. <i>International Journal of Research in Marketing</i> , 2012, 29, 370-379.	2.4	11
64	Self-control depletion is more than motivational switch from work to fun: the indispensable role of cognitive adaptation. <i>Frontiers in Psychology</i> , 2014, 5, 933.	1.1	11
65	Nudging Commuters to Increase Public Transport Use: A Field Experiment in Rotterdam. <i>Frontiers in Psychology</i> , 2021, 12, 633865.	1.1	11
66	Is this a question? Not for long. The statement bias. <i>Journal of Experimental Social Psychology</i> , 2006, 42, 525-531.	1.3	10
67	Commentary: “Poverty impedes cognitive function” and “The poor’s poor mental power”. <i>Frontiers in Psychology</i> , 2015, 6, 1037.	1.1	9
68	Towards a Behavioral Vaccine: Exposure to Accessible Temptation when Self-Regulation is Endorsed Enhances Future Resistance to Similar Temptations in Children. <i>Applied Psychology: Health and Well-Being</i> , 2015, 7, 63-84.	1.6	9
69	Temptation in the background: non-consummatory exposure to food temptation enhances self-regulation in boys but not in girls. <i>Frontiers in Psychology</i> , 2014, 5, 788.	1.1	8
70	Promoting healthy drink choices at school by means of assortment changes and traffic light coding: A field study. <i>Food Quality and Preference</i> , 2019, 71, 415-421.	2.3	8
71	Amelioration of Pet Overpopulation and Abandonment Using Control of Breeding and Sale, and Compulsory Owner Liability Insurance. <i>Animals</i> , 2021, 11, 524.	1.0	8
72	A dual-process model of decision-making: The symmetric effect of intuitive and cognitive judgments on optimal budget allocation.. <i>Journal of Neuroscience, Psychology, and Economics</i> , 2018, 11, 1-27.	0.4	7

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73	Pre-exposure to food temptation reduces subsequent consumption: A test of the procedure with a South-African sample. <i>Appetite</i> , 2016, 96, 636-641.	1.8	6
74	Procrastinators lack a broad action perspective. <i>European Journal of Personality</i> , 2000, 14, 121-140.	1.9	6
75	Are the Smart Kids More Rational?. <i>SSRN Electronic Journal</i> , 0, , .	0.4	6
76	Money and the autonomy instinct. <i>Behavioral and Brain Sciences</i> , 2006, 29, 184-185.	0.4	5
77	Handling tempting food in a non-consummatory context reduces subsequent consumption of other tempting food: An extension beyond sweet snacks. <i>Food Quality and Preference</i> , 2017, 57, 97-103.	2.3	5
78	Uncertainty causes humans to use social heuristics and to cooperate more: An experiment among Belgian university students. <i>Evolution and Human Behavior</i> , 2021, 42, 223-229.	1.4	5
79	Development and Evaluation of a Virtual Reality Puzzle Game to Decrease Food Intake: Randomized Controlled Trial. <i>JMIR Serious Games</i> , 2022, 10, e31747.	1.7	5
80	The robustness of the "Raise-The-Stakes" strategy. <i>Evolution and Human Behavior</i> , 2006, 27, 19-28.	1.4	4
81	Measuring the willingness-to-pay for others' consumption: An application to joint decisions of children. <i>Quantitative Economics</i> , 2017, 8, 1037-1082.	0.9	4
82	Pre-exposure to Tempting Food Reduces Subsequent Snack Consumption in Healthy-Weight but Not in Obese-Weight Individuals. <i>Frontiers in Psychology</i> , 2018, 9, 685.	1.1	4
83	Evaluating the Effect of Framing Energy Consumption in Terms of Losses versus Gains on Air-Conditioner Use: A Field Experiment in a Student Dormitory in Japan. <i>Sustainability</i> , 2021, 13, 4380.	1.6	4
84	Politics and Basking-in-Reflected-Glory: A Field Study in Flanders. , 0, .		4
85	Determinants of the Action Identification Level and its Influence on Self-Control. <i>Psychologica Belgica</i> , 2020, 39, 1.	1.0	4
86	Digit Ratio (2D:4D) Moderates the Impact of Sexual Cues on Men's Decisions in Ultimatum Games. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
87	Whatever People Say I Am That's What I Am: Social Labeling as a Social Marketing Tool. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
88	A preregistered study of the relationship between childhood socioeconomic background, life history strategies and conformity. <i>Journal of Research in Personality</i> , 2021, 92, 104095.	0.9	3
89	Altruistic Behavior as a Costly Signal of General Intelligence. <i>SSRN Electronic Journal</i> , 2006, , .	0.4	2
90	Social Value Orientation as a Moral Intuition: Decision-Making in the Dictator Game. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2

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91	An appetite for risk? Failure to replicate the effect of hunger cues on risk taking. Food Quality and Preference, 2018, 68, 415-419.	2.3	2
92	Verbal aptitude hurts children's economic decision-making accuracy. Journal of Behavioral Decision Making, 2021, 34, 199-212.	1.0	2
93	Bending Arms, Bending Discounting Functions - How Motor Actions Affect Intertemporal Decision-Making. SSRN Electronic Journal, 2009, , .	0.4	1
94	Eating standards fade in the wake of emerging food abundance—commentary on De Ridder, De Vet, Stok, Adriaanse, & De Wit (2012). Health Psychology Review, 2013, 7, 170-172.	4.4	1
95	An addition to Kurzban et al.'s model: Thoroughness of cost-benefit analyses depends on the executive tasks at hand. Behavioral and Brain Sciences, 2013, 36, 681-682.	0.4	1
96	Self-Control Performance Enhances Self-Control Performance at Similar Tasks. SSRN Electronic Journal, 0, , .	0.4	1
97	'Better Think Before Agreeing Twice' - Mere Agreement: A Similarity-Based Persuasion Mechanism. SSRN Electronic Journal, 2010, , .	0.4	0
98	Measuring the Willingness-to-Pay for Others' Consumption: An Application to Joint Decisions of Children. SSRN Electronic Journal, 2014, , .	0.4	0
99	E-zines Silence the Brand Detractors. Journal of Advertising Research, 2006, 46, 199-208.	1.0	0
100	Better Think Before Agreeing Twice. Mere Agreement: A Similarity-Based Persuasion Mechanism. SSRN Electronic Journal, 0, , .	0.4	0
101	Situated Embodied Cognition: Monitoring Orientation Cues Affects Product Evaluation and Choice. SSRN Electronic Journal, 0, , .	0.4	0
102	Easy Losses or Hard Wins: Emotionality Obscuring the Positive Outcomes Associated with Frequent Losses. SSRN Electronic Journal, 0, , .	0.4	0