

# Erik Hoelzl

## List of Publications by Year in descending order

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Version: 2024-02-01

33  
papers

1,743  
citations

430754

18  
h-index

395590

33  
g-index

37  
all docs

37  
docs citations

37  
times ranked

1076  
citing authors

#	ARTICLE	IF	CITATIONS
1	Enforced versus voluntary tax compliance: The "slippery slope" framework. <i>Journal of Economic Psychology</i> , 2008, 29, 210-225.	1.1	682
2	Overconfident: Do You Put Your Money on It?. <i>Economic Journal</i> , 2005, 115, 305-318.	1.9	147
3	Credit use: Psychological perspectives on a multifaceted phenomenon. <i>International Journal of Psychology</i> , 2012, 47, 1-27.	1.7	93
4	Preconditions of Voluntary Tax Compliance. <i>Zeitschrift Fuer Psychologie Mit Zeitschrift Fuer Angewandte Psychologie</i> , 2008, 216, 209-217.	1.1	80
5	Trust and power as determinants of tax compliance across 44 nations. <i>Journal of Economic Psychology</i> , 2019, 74, 102191.	1.1	77
6	A Comparison of Models Describing the Impact of Moral Decision Making on Investment Decisions. <i>Journal of Business Ethics</i> , 2008, 82, 171-187.	3.7	72
7	A matter of perspective: why past moral behavior can sometimes encourage and other times discourage future moral striving. <i>Journal of Applied Social Psychology</i> , 2014, 44, 201-209.	1.3	61
8	Framing of information on the use of public finances, regulatory fit of recipients and tax compliance. <i>Journal of Economic Psychology</i> , 2008, 29, 597-611.	1.1	57
9	Spending and credit use in the private household. <i>Journal of Socio-Economics</i> , 2008, 37, 519-532.	1.0	46
10	Gender Stereotypes of Leaders: An Analysis of the Contents of Obituaries from 1974 to 1998. <i>Sex Roles</i> , 2001, 45, 827-843.	1.4	45
11	Wearing out your shoes to prevent someone else from stepping into them: Anticipated regret and social takeover in sequential decisions. <i>Organizational Behavior and Human Decision Processes</i> , 2005, 98, 15-27.	1.4	45
12	Price developments after a nominal shock: Benford's Law and psychological pricing after the euro introduction. <i>International Journal of Research in Marketing</i> , 2005, 22, 471-480.	2.4	43
13	Twenty-five years of the <i>Journal of Economic Psychology</i> (1981-2005): A report on the development of an interdisciplinary field of research. <i>Journal of Economic Psychology</i> , 2006, 27, 793-804.	1.1	37
14	Effort and Aspirations in Tax Evasion: Experimental Evidence. <i>Applied Psychology</i> , 2009, 58, 488-507.	4.4	30
15	Price perception and confirmation bias in the context of a VAT increase. <i>Journal of Economic Psychology</i> , 2011, 32, 131-141.	1.1	24
16	Financial capability. <i>Journal of Economic Psychology</i> , 2011, 32, 543-545.	1.1	23
17	Experience, prediction and recollection of loan burden. <i>Journal of Economic Psychology</i> , 2009, 30, 446-454.	1.1	21
18	Cost-Benefit Associations and Financial Behavior. <i>Applied Psychology</i> , 2009, 58, 435-452.	4.4	20

#	ARTICLE	IF	CITATIONS
19	Consumption-related emotions over time: Fit between prediction and experience. <i>Marketing Letters</i> , 2010, 21, 397-411.	1.9	20
20	Loan repayment plans as sequences of instalments. <i>Journal of Economic Psychology</i> , 2011, 32, 621-631.	1.1	18
21	Hard-Earned Income and Tax Compliance. <i>European Psychologist</i> , 2008, 13, 298-304.	1.8	13
22	Underestimated Habits: Hypothetical Choice Design in Consumer Research. <i>Journal of the Association for Consumer Research</i> , 2017, 2, 359-370.	1.0	11
23	What else can your payment card do? Multifunctionality of payment modes can reduce payment transparency. <i>Marketing Letters</i> , 2018, 29, 61-72.	1.9	11
24	True to which self? Lay rationalism and decision satisfaction in self-control conflicts.. <i>Journal of Personality and Social Psychology</i> , 2019, 117, 417-447.	2.6	11
25	Hedonic evaluations of cars: Effects of payment mode on prediction and experience. <i>Psychology and Marketing</i> , 2011, 28, 1115-1129.	4.6	10
26	Experiencing costs and benefits of a loan transaction: The role of cost-benefit associations. <i>Journal of Economic Psychology</i> , 2010, 31, 1047-1056.	1.1	8
27	The effect of payment type on product-related emotions: evidence from an experimental study. <i>International Journal of Consumer Studies</i> , 2013, 37, 21-28.	7.2	7
28	The Effect of Feedback on Process and Outcome of Loan Negotiations: Consequences on Risk Aversion and the Willingness to Compromise. <i>Group Decision and Negotiation</i> , 2013, 22, 541-559.	2.0	7
29	Economic and Psychological Determinants of Consumer Behavior. <i>Zeitschrift Fur Psychologie / Journal of Psychology</i> , 2011, 219, 195-197.	0.7	6
30	Self-found, spellbound: The sense of own discovery shapes customer bonds with service venues. <i>Journal of Business Research</i> , 2020, 113, 303-316.	5.8	5
31	The Influence of Anticipated Emotions on Consumer Decisions. <i>Zeitschrift Fur Psychologie / Journal of Psychology</i> , 2011, 219, 238-245.	0.7	5
32	Risk-defusing in decisions by probability of detection of harm and promotion and prevention focus. <i>Journal of Socio-Economics</i> , 2010, 39, 595-600.	1.0	4
33	Consumer Decisions as a Central Research Topic in Economic Psychology. <i>Zeitschrift Fur Psychologie / Journal of Psychology</i> , 2011, 219, 253-254.	0.7	0