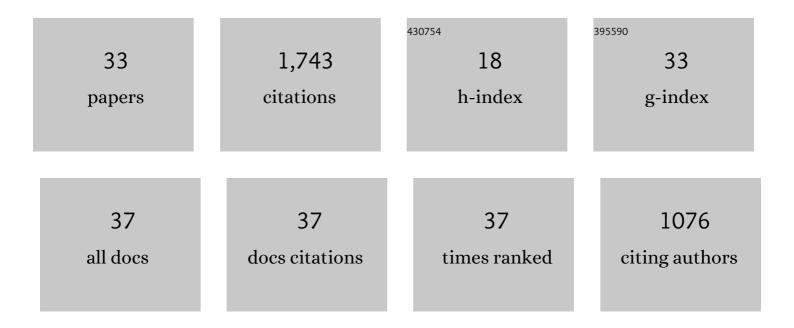
Erik Hoelzl

List of Publications by Year in descending order

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FRIK HOFLZI

#	Article	IF	CITATIONS
1	Self-found, spellbound: The sense of own discovery shapes customer bonds with service venues. Journal of Business Research, 2020, 113, 303-316.	5.8	5
2	Trust and power as determinants of tax compliance across 44 nations. Journal of Economic Psychology, 2019, 74, 102191.	1.1	77
3	True to which self? Lay rationalism and decision satisfaction in self-control conflicts Journal of Personality and Social Psychology, 2019, 117, 417-447.	2.6	11
4	What else can your payment card do? Multifunctionality of payment modes can reduce payment transparency. Marketing Letters, 2018, 29, 61-72.	1.9	11
5	Underestimated Habits: Hypothetical Choice Design in Consumer Research. Journal of the Association for Consumer Research, 2017, 2, 359-370.	1.0	11
6	A matter of perspective: why past moral behavior can sometimes encourage and other times discourage future moral striving. Journal of Applied Social Psychology, 2014, 44, 201-209.	1.3	61
7	The effect of payment type on productâ€related emotions: evidence from an experimental study. International Journal of Consumer Studies, 2013, 37, 21-28.	7.2	7
8	The Effect of Feedback on Process and Outcome of Loan Negotiations: Consequences on Risk Aversion and the Willingness to Compromise. Group Decision and Negotiation, 2013, 22, 541-559.	2.0	7
9	Credit use: Psychological perspectives on a multifaceted phenomenon. International Journal of Psychology, 2012, 47, 1-27.	1.7	93
10	Economic and Psychological Determinants of Consumer Behavior. Zeitschrift Fur Psychologie / Journal of Psychology, 2011, 219, 195-197.	0.7	6
11	Loan repayment plans as sequences of instalments. Journal of Economic Psychology, 2011, 32, 621-631.	1.1	18
12	Financial capability. Journal of Economic Psychology, 2011, 32, 543-545.	1.1	23
13	Hedonic evaluations of cars: Effects of payment mode on prediction and experience. Psychology and Marketing, 2011, 28, 1115-1129.	4.6	10
14	Price perception and confirmation bias in the context of a VAT increase. Journal of Economic Psychology, 2011, 32, 131-141.	1.1	24
15	The Influence of Anticipated Emotions on Consumer Decisions. Zeitschrift Fur Psychologie / Journal of Psychology, 2011, 219, 238-245.	0.7	5
16	Consumer Decisions as a Central Research Topic in Economic Psychology. Zeitschrift Fur Psychologie / Journal of Psychology, 2011, 219, 253-254.	0.7	0
17	Consumption-related emotions over time: Fit between prediction and experience. Marketing Letters, 2010, 21, 397-411.	1.9	20
18	Experiencing costs and benefits of a loan transaction: The role of cost–benefit associations. Journal of Economic Psychology, 2010, 31, 1047-1056.	1.1	8

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#	Article	IF	CITATIONS
19	Risk-defusing in decisions by probability of detection of harm and promotion and prevention focus. Journal of Socio-Economics, 2010, 39, 595-600.	1.0	4
20	Experience, prediction and recollection of loan burden. Journal of Economic Psychology, 2009, 30, 446-454.	1.1	21
21	Cost–Benefit Associations and Financial Behavior. Applied Psychology, 2009, 58, 435-452.	4.4	20
22	Effort and Aspirations in Tax Evasion: Experimental Evidence. Applied Psychology, 2009, 58, 488-507.	4.4	30
23	A Comparison of Models Describing the Impact of Moral Decision Making on Investment Decisions. Journal of Business Ethics, 2008, 82, 171-187.	3.7	72
24	Enforced versus voluntary tax compliance: The "slippery slope―framework. Journal of Economic Psychology, 2008, 29, 210-225.	1.1	682
25	Framing of information on the use of public finances, regulatory fit of recipients and tax compliance. Journal of Economic Psychology, 2008, 29, 597-611.	1.1	57
26	Spending and credit use in the private household. Journal of Socio-Economics, 2008, 37, 519-532.	1.0	46
27	Preconditions of Voluntary Tax Compliance. Zeitschrift Fuer Psychologie Mit Zeitschrift Fuer Angewandte Psychologie, 2008, 216, 209-217.	1.1	80
28	Hard-Earned Income and Tax Compliance. European Psychologist, 2008, 13, 298-304.	1.8	13
29	Twenty-five years of the Journal of Economic Psychology (1981–2005): A report on the development of an interdisciplinary field of research. Journal of Economic Psychology, 2006, 27, 793-804.	1.1	37
30	Overconfident: Do You Put Your Money on It?. Economic Journal, 2005, 115, 305-318.	1.9	147
31	Wearing out your shoes to prevent someone else from stepping into them: Anticipated regret and social takeover in sequential decisions. Organizational Behavior and Human Decision Processes, 2005, 98, 15-27.	1.4	45
32	Price developments after a nominal shock: Benford's Law and psychological pricing after the euro introduction. International Journal of Research in Marketing, 2005, 22, 471-480.	2.4	43
33	Gender Stereotypes of Leaders: An Analysis of the Contents of Obituaries from 1974 to 1998. Sex Roles, 2001, 45, 827-843.	1.4	45