

Harmen Oppewal

List of Publications by Year in descending order

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Version: 2024-02-01

90
papers

3,487
citations

136950

32
h-index

155660

55
g-index

96
all docs

96
docs citations

96
times ranked

2364
citing authors

#	ARTICLE	IF	CITATIONS
1	High Expectations: How Tourists Cope With Disappointing Vacation Experiences. <i>Journal of Travel Research</i> , 2023, 62, 989-1009.	9.0	9
2	Determining the Importance of Stopover Destination Attributes: Integrating Stated Importance, Choice Experiment, and Eye-Tracking Measures. <i>Journal of Hospitality and Tourism Research</i> , 2022, 46, 125-146.	2.9	9
3	Scarcity tactics in marketing: A meta-analysis of product scarcity effects on consumer purchase intentions. <i>Journal of Retailing</i> , 2022, 98, 741-758.	6.2	21
4	Where to refuel: Modeling on-the-way choice of convenience outlet. <i>Journal of Retailing and Consumer Services</i> , 2021, 61, 102572.	9.4	3
5	Hypothetical bias in stated choice experiments: Part I. Macro-scale analysis of literature and integrative synthesis of empirical evidence from applied economics, experimental psychology and neuroimaging. <i>Journal of Choice Modelling</i> , 2021, 41, 100309.	2.3	38
6	Hypothetical bias in stated choice experiments: Part II. Conceptualisation of external validity, sources and explanations of bias and effectiveness of mitigation methods. <i>Journal of Choice Modelling</i> , 2021, 41, 100322.	2.3	37
7	Surprising adaptivity to set size changes in multi-attribute repeated choice tasks. <i>Journal of Business Research</i> , 2020, 111, 163-175.	10.2	15
8	How the layout of a unit price label affects eye-movements and product choice: An eye-tracking investigation. <i>Journal of Business Research</i> , 2020, 111, 102-116.	10.2	26
9	Collective ideological work for an alternative to consumerism: How an intentional community balances ideals and practice. <i>Journal of Consumer Behaviour</i> , 2020, 19, 99-107.	4.2	0
10	How mindset and store familiarity impact online stockout responses. <i>International Journal of Retail and Distribution Management</i> , 2020, 48, 326-347.	4.7	10
11	Consumer decisions with artificially intelligent voice assistants. <i>Marketing Letters</i> , 2020, 31, 335-347.	2.9	51
12	Cheaper and smaller or more expensive and larger: how consumers respond to unit price increase tactics that simultaneously change product price and package size. <i>Journal of the Academy of Marketing Science</i> , 2020, 48, 1075-1094.	11.2	15
13	Combining virtual reality and mobile eye tracking to provide a naturalistic experimental environment for shopper research. <i>Journal of Business Research</i> , 2019, 100, 445-458.	10.2	146
14	A trial engagement? Innovative free and other service trials. <i>Journal of Services Marketing</i> , 2018, 32, 46-56.	3.0	4
15	See How Much We've Sold Already! Effects of Displaying Sales and Stock Level Information on Consumers' Online Product Choices. <i>Journal of Retailing</i> , 2018, 94, 45-57.	6.2	42
16	Anticipated embarrassment due to social presence withholds consumers from purchasing products that feature a lucky charm. <i>European Journal of Marketing</i> , 2017, 51, 1612-1630.	2.9	9
17	Student Preferences for University Accommodation: An Application of the Stated Preference Approach. , 2017, , 113-124.		7
18	Unit pricing matters more when consumers are under time pressure. <i>European Journal of Marketing</i> , 2016, 50, 1094-1114.	2.9	31

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19	Inferring Future Vacation Experience Preference from Past Vacation Choice. <i>Journal of Travel Research</i> , 2016, 55, 574-587.	9.0	32
20	Unit Pricing Increases Price Sensitivity Even When Products are of Identical Size. <i>Journal of Retailing</i> , 2016, 92, 109-121.	6.2	30
21	Mobile coupons: what to offer, to whom, and where?. <i>European Journal of Marketing</i> , 2015, 49, 851-873.	2.9	28
22	Tourist destination and experience choice: A choice experimental analysis of decision sequence effects. <i>Tourism Management</i> , 2015, 48, 467-476.	9.8	76
23	Citations as a Currency: Every Performance Measure Creates Its Own Behaviour. <i>Australasian Marketing Journal</i> , 2015, 23, 162-164.	5.4	0
24	How in-store educational and entertaining events influence shopper satisfaction. <i>Journal of Retailing and Consumer Services</i> , 2015, 23, 9-20.	9.4	29
25	Consumer responses to mobile coupons: The roles of shopping motivation and regulatory fit. <i>Journal of Business Research</i> , 2014, 67, 2447-2455.	10.2	50
26	Exploring Attitudes and Affiliation Intentions toward Consumers Who Engage in Socially Shared Superstitious Behaviors: A Study of Students in the East and the West. <i>Psychology and Marketing</i> , 2014, 31, 203-213.	8.2	5
27	Place Attachment in Commercial Settings: A Gift Economy Perspective. <i>Journal of Consumer Research</i> , 2014, 40, 904-923.	5.1	141
28	Experimental analysis of consumer channel-mix use. <i>Journal of Business Research</i> , 2013, 66, 2226-2233.	10.2	20
29	The influence of ethnic attributes on ethnic consumer choice of service outlet. <i>European Journal of Marketing</i> , 2013, 47, 877-898.	2.9	30
30	Determinants of franchise conversion: a franchisee perspective. <i>European Journal of Marketing</i> , 2013, 47, 1554-1575.	2.9	28
31	Consumer Satisfaction with Local Retail Diversity in the UK: Effects of Supermarket Access, Brand Variety, and Social Deprivation. <i>Environment and Planning A</i> , 2012, 44, 1896-1911.	3.6	15
32	Accessibility and the role of the Consideration Set in Spatial Choice Modelling: A Simulation Study. <i>Journal of Choice Modelling</i> , 2012, 5, 46-63.	2.3	6
33	Predicting early adoption of successive video player generations. <i>Technological Forecasting and Social Change</i> , 2012, 79, 558-569.	11.6	17
34	The attraction effect is more pronounced for consumers who rely on intuitive reasoning. <i>Marketing Letters</i> , 2012, 23, 339-351.	2.9	32
35	In-store music and aroma influences on shopper behavior and satisfaction. <i>Journal of Business Research</i> , 2011, 64, 558-564.	10.2	249
36	The Impact of Store-Price Signals on Consumer Search and Store Evaluation. <i>Journal of Retailing</i> , 2011, 87, 127-141.	6.2	23

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37	Preference Stability: Modeling how Consumer Preferences Shift after Receiving New Product Information. , 2010, , 499-516.		3
38	Segmenting consumers based on how they spend a tax rebate: An analysis of the Australian stimulus payment. Journal of Economic Psychology, 2010, 31, 510-519.	2.2	13
39	Did I Choose the Right University? How Post-Purchase Information Affects Cognitive Dissonance, Satisfaction and Perceived Service Quality. Australasian Marketing Journal, 2010, 18, 28-35.	5.4	32
40	The effects of in-store themed events on consumer store choice decisions. Journal of Retailing and Consumer Services, 2009, 16, 386-395.	9.4	50
41	Tourism and discretionary income allocation. Heterogeneity among households. Tourism Management, 2008, 29, 44-52.	9.8	70
42	Research in Action: Enquiry and Debate. Australasian Marketing Journal, 2008, 16, 88-93.	5.4	0
43	Effects of Package Holiday Information Presentation on Destination Choice. Journal of Travel Research, 2008, 47, 127-136.	9.0	24
44	Understanding and Predicting Customer Choices. Handbooks in Transport, 2008, , 293-310.	0.1	0
45	Discretionary Expenditure and Tourism Consumption: Insights from a Choice Experiment. Journal of Travel Research, 2007, 45, 247-258.	9.0	65
46	Understanding retail experiences - the case for ethnography. International Journal of Market Research, 2007, 49, 751-778.	3.8	64
47	Consumer perceptions of corporate social responsibility in town shopping centres and their influence on shopping evaluations. Journal of Retailing and Consumer Services, 2006, 13, 261-274.	9.4	80
48	Why consumers hesitate to shop online. International Journal of Retail and Distribution Management, 2006, 34, 334-353.	4.7	83
49	A Multipurpose Shopping Trip Model to Assess Retail Agglomeration Effects. Journal of Marketing Research, 2005, 42, 109-115.	4.8	128
50	More choice is better: Effects of assortment size and composition on assortment evaluation. International Journal of Research in Marketing, 2005, 22, 45-60.	4.2	143
51	Bundling and retail agglomeration effects on shopping behavior. Journal of Retailing and Consumer Services, 2004, 11, 61-74.	9.4	82
52	Effects of holiday packaging on tourist decision making: some preliminary results.. , 2004, , 181-188.		3
53	Mapping Out the Landscape of Marketing Journals. A comment. Journal of Marketing Management, 2003, 19, 905-908.	2.3	0
54	HOLIDAY PACKAGING AND TOURIST DECISION MAKING. Tourism Analysis, 2003, 8, 193-1896.	0.9	8

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55	Student Preferences for Room Attributes at University Halls of Residence: An Application of the Willingness to Pay Technique. <i>Tourism and Hospitality Research</i> , 2002, 4, 116-129.	3.8	4
56	Conjoint modeling of residential group preferences: A comparison of the internal validity of hierarchical information integration approaches. <i>Journal of Geographical Systems</i> , 2002, 4, 343-358.	3.1	17
57	Channel Management Strategy in the eCommerce Environment - A Portfolio Management Approach. , 2002, , 17-26.		6
58	Analyzing heterogeneity in conjoint estimates of residential preferences. <i>Journal of Housing and the Built Environment</i> , 2001, 16, 267-284.	1.8	26
59	Discrete Choice Modelling: Basic Principles and Application to Parking Policy Assessment. <i>Advances in Spatial Science</i> , 2001, , 97-114.	0.6	3
60	Pairwise Conjoint Analysis of Activity Engagement Choice. <i>Environment and Planning A</i> , 2000, 32, 805-816.	3.6	11
61	Title is missing!. <i>Marketing Letters</i> , 2000, 11, 165-175.	2.9	21
62	Measuring perceived service quality using integrated conjoint experiments. <i>International Journal of Bank Marketing</i> , 2000, 18, 154-169.	6.4	73
63	Modifying Conjoint Methods to Model Managers' Reactions to Business Environmental Trends. <i>Journal of Business Research</i> , 2000, 50, 245-257.	10.2	18
64	A stated choice approach to developing multi-faceted models of activity behavior. <i>Transportation Research, Part A: Policy and Practice</i> , 2000, 34, 625-643.	4.2	6
65	Consumer Choice of Theme Parks: A Conjoint Choice Model of Seasonality Effects and Variety Seeking Behavior. <i>Leisure Sciences</i> , 2000, 22, 1-18.	3.1	76
66	Modeling Consumer Perception of Public Space in Shopping Centers. <i>Environment and Behavior</i> , 1999, 31, 45-65.	4.7	48
67	A Constraints-Induced Model of Park Choice. <i>Leisure Sciences</i> , 1999, 21, 145-158.	3.1	32
68	Assessing the effects of assortment and ambience: a choice experimental approach. <i>Journal of Retailing</i> , 1999, 75, 319-345.	6.2	105
69	Group-Based versus Individual-Based Conjoint Preference Models of Residential Preferences: A Comparative Test. <i>Environment and Planning A</i> , 1999, 31, 1935-1947.	3.6	51
70	Assessing the Impact of School Marketing: Conjoint Choice Experiments Incorporating Availability and Substitution Effects. <i>Environment and Planning A</i> , 1999, 31, 1949-1964.	3.6	4
71	Ratings-Based versus Choice-Based Latent Class Conjoint Models. <i>International Journal of Market Research</i> , 1998, 40, 1-11.	0.6	44
72	The Validity of Hierarchical Information Integration Choice Experiments to Model Residential Preference and Choice. <i>Geographical Analysis</i> , 1998, 30, 254-272.	3.5	34

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73	Modelling the Effects of Shopping Centre Size and Store Variety on Consumer Choice Behaviour. <i>Environment and Planning A</i> , 1997, 29, 1073-1090.	3.6	62
74	Retailer self-perceived store image and competitive position. <i>International Review of Retail, Distribution and Consumer Research</i> , 1997, 7, 41-59.	2.0	46
75	Modeling Group Preferences Using a Decompositional Preference Approach. <i>Group Decision and Negotiation</i> , 1997, 6, 339-350.	3.3	20
76	Modeling Constrained Choice Behaviour in Regulated Housing Markets by Means of Discrete Choice Experiments and Universal Logit Models: An Application to the Residential Choice Behaviour of Divorcees. <i>Environment and Planning A</i> , 1996, 28, 1095-1112.	3.6	23
77	Predicting consumer response to new housing: A stated choice experiment. <i>Netherlands Journal of Housing and the Built Environment</i> , 1996, 11, 297-311.	0.4	47
78	Leisure Market Segmentation:. <i>Journal of Travel and Tourism Marketing</i> , 1996, 5, 161-185.	7.0	23
79	A review of conjoint software. <i>Journal of Retailing and Consumer Services</i> , 1995, 2, 55-61.	9.4	5
80	A review of choice-based conjoint software: CBC and MINT. <i>Journal of Retailing and Consumer Services</i> , 1995, 2, 259-264.	9.4	5
81	Modeling Hierarchical Conjoint Processes with Integrated Choice Experiments. <i>Journal of Marketing Research</i> , 1994, 31, 92-105.	4.8	81
82	Modeling Hierarchical Conjoint Processes with Integrated Choice Experiments. <i>Journal of Marketing Research</i> , 1994, 31, 92.	4.8	84
83	Adaptive choice behaviour of motorists in congested shopping centre parking lots. <i>Transportation</i> , 1993, 20, 395-408.	4.0	20
84	Residential Choice Behaviour of Dual Earner Households: A Decompositional Joint Choice Model. <i>Environment and Planning A</i> , 1992, 24, 517-533.	3.6	92
85	A three-person ultimatum game to investigate effects of differences in need, sharing rules and observability on bargaining behaviour. <i>Journal of Economic Psychology</i> , 1992, 13, 203-213.	2.2	10
86	Context effects and decompositional choice modeling. <i>Papers in Regional Science</i> , 1991, 70, 113-131.	1.9	44
87	CONTEXT EFFECTS AND DECOMPOSITIONAL CHOICE MODELING. <i>Papers in Regional Science</i> , 1991, 70, 113-131.	1.9	0
88	Relative importance of scenario information and frequency information in the judgment of risk. <i>Acta Psychologica</i> , 1989, 72, 41-63.	1.5	142
89	AN EXAMINATION OF THE BRAND RELATIONSHIP QUALITY SCALE IN THE EVALUATION OF RESTAURANT BRANDS. <i>Advances in Hospitality and Leisure</i> , 0, , 189-197.	0.2	10
90	How the Layout of a Price Label Influences Unit Price Visual Attention and Choice During Grocery Shopping. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4