

Alexandre Pascual

List of Publications by Year in descending order

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Version: 2024-02-01

40
papers

341
citations

933447

10
h-index

888059

17
g-index

40
all docs

40
docs citations

40
times ranked

165
citing authors

#	ARTICLE	IF	CITATIONS
1	Foot-in-the-Door and Door-in-the-Face: A Comparative Meta-Analytic Study. <i>Psychological Reports</i> , 2005, 96, 122-128.	1.7	62
2	<sc>I</sc>'m free but <sc>I</sc>'ll comply with your request: generalization and multidimensional effects of the "evoking freedom" technique. <i>Journal of Applied Social Psychology</i> , 2013, 43, 116-137.	2.0	31
3	Raising Students Awareness to Climate Change. <i>Environment and Behavior</i> , 2017, 49, 339-353.	4.7	30
4	Improving the Response Rate to a Street Survey: An Evaluation of the "But you are Free to Accept or to Refuse" Technique. <i>Psychological Record</i> , 2005, 55, 297-303.	0.9	23
5	When Drivers See Red: Car Color Frustrators and Drivers's Aggressiveness. <i>Aggressive Behavior</i> , 2012, 38, 166-169.	2.4	19
6	Request Solicitation and Semantic Evocation of Freedom: An Evaluation in a Computer-Mediated Communication Context. <i>Perceptual and Motor Skills</i> , 2002, 95, 208-212.	1.3	17
7	Low-Ball and Compliance to a Request: An Application in a Field Setting. <i>Psychological Reports</i> , 2002, 91, 81-84.	1.7	15
8	Words as Environmental Cues: The Effect of the Word "Loving" on Compliance to a Blood Donation Request. <i>Journal of Psychology: Interdisciplinary and Applied</i> , 2012, 146, 455-470.	1.6	14
9	Cross-Cultural Investigation of Compliance Without Pressure. <i>Cross-Cultural Research</i> , 2012, 46, 394-416.	2.7	13
10	Cultural Differences in Altruistic Behavior: Quasi Replication of Uranowitz's "Foot-in-the-Door with Implicit Demand". <i>Psychological Reports</i> , 2004, 94, 767-770.	1.7	10
11	Foot-in-the-door and problematic requests: A field experiment. <i>Social Influence</i> , 2013, 8, 46-53.	1.6	10
12	Foot-in-the-Door Technique Using a Courtship Request: A Field Experiment. <i>Psychological Reports</i> , 2008, 103, 529-534.	1.7	9
13	Conformity, obedience to authority, and compliance without pressure to control cigarette butt pollution. <i>Social Influence</i> , 2014, 9, 83-98.	1.6	8
14	First Name Popularity as Predictor of Employability. <i>Names</i> , 2015, 63, 30-36.	0.4	8
15	Low-ball and compliance: Commitment even if the request is a deviant one. <i>Social Influence</i> , 2014, 9, 162-171.	1.6	7
16	Door-in-the-Face Technique and Monetary Solicitation: An Evaluation in a Field Setting. <i>Perceptual and Motor Skills</i> , 2006, 103, 974-978.	1.3	5
17	The Effect of the Foot-in-the-Door Technique on Sales in a Computer-Mediated Field Setting. <i>Communication Research Reports</i> , 2013, 30, 63-67.	1.8	5
18	The Effect of the "Evoking Freedom" Technique on an Unusual and Disturbing Request. <i>Psychological Reports</i> , 2015, 116, 936-940.	1.7	5

#	ARTICLE	IF	CITATIONS
19	Erratum : Correction: La technique du « vous êtes libre de » : induction d'un sentiment de liberté et soumission à une requête ou le paradoxe d'une liberté manipulatrice. Revue Internationale De Psychologie Sociale, 2021, 34, .	1.5	5
20	Le « test par CDD » comme frein au fonctionnement des entreprises. Psychologie Du Travail Et Des Organisations, 2012, 18, 291-303.	0.3	4
21	Testing the reactance vs. the reciprocity of politeness explanations for the effectiveness of the «but you are free»-compliance-gaining technique. Social Influence, 2016, 11, 101-110.	1.6	4
22	The Effect of the Evoking Freedom Technique on Compliance with a Server's Suggestion: An Evaluation in a Restaurant. Journal of Hospitality and Tourism Research, 2017, 41, 635-639.	2.9	4
23	The effect of the «evoking freedom» technique on sales in a computer-mediated field setting. International Review of Retail, Distribution and Consumer Research, 2012, 22, 435-437.	2.0	3
24	The Pique Then Reframe Technique: Replication and Extension of the Pique Technique. Communication Research Reports, 2015, 32, 143-148.	1.8	3
25	Promising reciprocity: When proposing a favor for a request increases compliance even if the favor is not accepted. Journal of Social Psychology, 2016, 156, 498-512.	1.5	3
26	When stereotype threat does not impair performance, self-affirmation can be harmful. Self and Identity, 2019, 18, 331-348.	1.6	3
27	Restauration d'un contexte de libre choix et insertion professionnelle des allocataires du RMI. Psychologie Du Travail Et Des Organisations, 2010, 16, 178-192.	0.3	2
28	Mr "Py" is Probably a Good Mathematician: An Experimental Study of the Subjective Attractiveness of Family Names. Names, 2011, 59, 52-56.	0.4	2
29	The Impact of Patronymic Attractiveness on Employability. Journal of Human Behavior in the Social Environment, 2012, 22, 78-84.	1.9	2
30	Effets sur le jugement socioprofessionnel des explications causales en termes d'effort et de pouvoir d'autrui dans une situation de succès. Psychologie Du Travail Et Des Organisations, 2014, 20, 133-144.	0.3	2
31	Operationalizations of the «but you are free»-technique with the word liberty and the Statue of Liberty symbol on clothes: effects on compliance-gaining. Social Influence, 2015, 10, 149-156.	1.6	2
32	When Legitimizing a Request Increases Compliance: The Legitimizing Object Technique. Journal of Social Psychology, 2015, 155, 541-544.	1.5	2
33	Impact of gendered ingroup/outgroup ostracism on women's academic performances. Journal of Social Psychology, 2017, 157, 338-351.	1.5	2
34	Foot-in-the-Door Technique and Problematic Implicit Request for Help. Swiss Journal of Psychology, 2015, 74, 111-114.	0.9	2
35	Correction: La technique du « vous êtes libre de » : induction d'un sentiment de liberté et soumission à une requête ou le paradoxe d'une liberté manipulatrice. Revue Internationale De Psychologie Sociale, 2019, 32, .	1.5	2
36	How to recruit in a more effective way people with low qualification levels? A contextual and collective approach for recruitment. Orientation Scolaire Et Professionnelle, 2011, . .	0.1	2

#	ARTICLE	IF	CITATIONS
37	Hey Buddy, Can You Give Me 37Âs of Your Time? Extension of the Pique Technique to a Non-monetary Solicitation and Test of Justification for Compliance. <i>Current Psychology</i> , 2016, 35, 583-586.	2.8	1
38	EfficacitÃ© du pied-dans-la-porte en fonction de lâ€™Ã¢ge des enfants.. <i>Canadian Journal of Behavioural Science</i> , 2015, 47, 80-82.	0.6	0
39	Compliance without pressure for minimal income policy management.. <i>Psychology, Public Policy, and Law</i> , 2016, 22, 330-340.	1.2	0
40	The foot-in-the-door technique, crime, and the responsive bystander: A field experiment. <i>Crime Prevention and Community Safety</i> , 2016, 18, 60-68.	0.9	0