

# Ale Smidts

## List of Publications by Year in descending order

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Version: 2024-02-01

51  
papers

4,745  
citations

159585

30  
h-index

175258

52  
g-index

53  
all docs

53  
docs citations

53  
times ranked

3880  
citing authors

#	ARTICLE	IF	CITATIONS
1	THE IMPACT OF EMPLOYEE COMMUNICATION AND PERCEIVED EXTERNAL PRESTIGE ON ORGANIZATIONAL IDENTIFICATION.. Academy of Management Journal, 2001, 44, 1051-1062.	6.3	851
2	Reinforcement Learning Signal Predicts Social Conformity. Neuron, 2009, 61, 140-151.	8.1	487
3	Do loyalty programs really enhance behavioral loyalty? An empirical analysis accounting for self-selecting members. International Journal of Research in Marketing, 2007, 24, 31-47.	4.2	337
4	Effects of waiting on the satisfaction with the service: Beyond objective time measures. International Journal of Research in Marketing, 1998, 15, 321-334.	4.2	239
5	Brain Responses to Movie Trailers Predict Individual Preferences for Movies and Their Population-Wide Commercial Success. Journal of Marketing Research, 2015, 52, 482-492.	4.8	221
6	Assessing the Construct Validity of Risk Attitude. Management Science, 2000, 46, 1337-1348.	4.1	195
7	Testosterone Inhibits Trust but Promotes Reciprocity. Psychological Science, 2013, 24, 2306-2314.	3.3	157
8	Brain mechanisms of persuasion: how "expert power" modulates memory and attitudes. Social Cognitive and Affective Neuroscience, 2008, 3, 353-366.	3.0	154
9	The Shape of Utility Functions and Organizational Behavior. Management Science, 2003, 49, 1251-1263.	4.1	140
10	The Herding Hormone. Psychological Science, 2012, 23, 1288-1292.	3.3	139
11	Downregulation of the Posterior Medial Frontal Cortex Prevents Social Conformity. Journal of Neuroscience, 2011, 31, 11934-11940.	3.6	134
12	Advancing consumer neuroscience. Marketing Letters, 2014, 25, 257-267.	2.9	114
13	Improving Decision Making by Means of a Marketing Decision Support System. Management Science, 1998, 44, 645-658.	4.1	105
14	Decision neuroscience and consumer decision making. Marketing Letters, 2012, 23, 473-485.	2.9	94
15	Language Abstraction in Word of Mouth. Journal of Consumer Research, 2010, 37, 207-223.	5.1	88
16	The Relationship Between Risk Attitude and Strength of Preference: A Test of Intrinsic Risk Attitude. Management Science, 1997, 43, 357-370.	4.1	87
17	Cross-National Logo Evaluation Analysis: An Individual-Level Approach. Marketing Science, 2009, 28, 968-985.	4.1	84
18	Decision Neuroscience. Marketing Letters, 2005, 16, 375-386.	2.9	83

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19	Sales and sincerity: The role of relational framing in word-of-mouth marketing. <i>Journal of Consumer Psychology</i> , 2009, 19, 38-47.	4.5	76
20	Celebrities and shoes on the female brain: The neural correlates of product evaluation in the context of fame. <i>Journal of Economic Psychology</i> , 2010, 31, 802-811.	2.2	71
21	Translating upwards: linking the neural and social sciences via neuroeconomics. <i>Nature Reviews Neuroscience</i> , 2012, 13, 789-797.	10.2	69
22	Neurobiological Mechanisms of Responding to Injustice. <i>Journal of Neuroscience</i> , 2018, 38, 2944-2954.	3.6	66
23	Organizing warehouse management. <i>International Journal of Operations and Production Management</i> , 2013, 33, 1230-1256.	5.9	64
24	Ambient scent as a mood inducer in supermarkets: The role of scent intensity and time-pressure of shoppers. <i>Journal of Retailing and Consumer Services</i> , 2019, 48, 270-280.	9.4	60
25	Print advertising: Celebrity presenters. <i>Journal of Business Research</i> , 2012, 65, 874-879.	10.2	59
26	Neural responses to functional and experiential ad appeals: Explaining ad effectiveness. <i>International Journal of Research in Marketing</i> , 2017, 34, 355-366.	4.2	51
27	Exogenous testosterone in women enhances and inhibits competitive decision-making depending on victory-defeat experience and trait dominance. <i>Psychoneuroendocrinology</i> , 2015, 60, 224-236.	2.7	49
28	Cognitive control increases honesty in cheaters but cheating in those who are honest. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2020, 117, 19080-19091.	7.1	41
29	The impact of the quality of a marketing decision support system: An experimental study. <i>International Journal of Research in Marketing</i> , 1996, 13, 331-343.	4.2	39
30	Peer influence: neural mechanisms underlying in-group conformity. <i>Frontiers in Human Neuroscience</i> , 2013, 7, 50.	2.0	38
31	Path dependence in risky choice: Affective and deliberative processes in brain and behavior. <i>Journal of Economic Behavior and Organization</i> , 2014, 107, 566-581.	2.0	36
32	The powerful triangle of marketing data, managerial judgment, and marketing management support systems. <i>European Journal of Marketing</i> , 2001, 35, 796-816.	2.9	32
33	Neural Profiling of Brands: Mapping Brand Image in Consumers' Brains with Visual Templates. <i>Journal of Marketing Research</i> , 2018, 55, 600-615.	4.8	31
34	Neural similarity at temporal lobe and cerebellum predicts out-of-sample preference and recall for video stimuli. <i>NeuroImage</i> , 2019, 197, 391-401.	4.2	22
35	Validity of conjoint analysis to study clinical decision making in elderly patients with aortic stenosis. <i>Journal of Clinical Epidemiology</i> , 2004, 57, 815-823.	5.0	20
36	Measuring Neural Arousal for Advertisements and Its Relationship With Advertising Success. <i>Frontiers in Neuroscience</i> , 2020, 14, 736.	2.8	20

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37	Sharing product harm information: The effects of self-construal and self-relevance. <i>International Journal of Research in Marketing</i> , 2018, 35, 319-335.	4.2	19
38	Survival of the fittest: the impact of fit between warehouse management structure and warehouse context on warehouse performance. <i>International Journal of Production Research</i> , 2018, 56, 120-139.	7.5	19
39	Individual differences in (dis)honesty are represented in the brain's functional connectivity at rest. <i>NeuroImage</i> , 2022, 246, 118761.	4.2	19
40	Towards a brain-to-society systems model of individual choice. <i>Marketing Letters</i> , 2008, 19, 323-336.	2.9	18
41	Decoding dynamic affective responses to naturalistic videos with shared neural patterns. <i>NeuroImage</i> , 2020, 216, 116618.	4.2	17
42	Interpersonal relationships moderate the effect of faces on person judgments. <i>European Journal of Social Psychology</i> , 2009, 39, 757-767.	2.4	16
43	Linguistic Biases and Persuasion in Communication About Objects. <i>Journal of Language and Social Psychology</i> , 2013, 32, 291-310.	2.3	13
44	The emergence of neuromarketing investigated through online public communications (2002â€“2008). <i>Business History</i> , 2021, 63, 443-466.	0.8	13
45	Cognitive control and dishonesty. <i>Trends in Cognitive Sciences</i> , 2022, 26, 796-808.	7.8	13
46	You and I have nothing in common: The role of dissimilarity in interpersonal influence. <i>Organizational Behavior and Human Decision Processes</i> , 2019, 151, 49-60.	2.5	11
47	Cognitive Control Promotes Either Honesty or Dishonesty, Depending on One's Moral Default. <i>Journal of Neuroscience</i> , 2021, 41, 8815-8825.	3.6	11
48	Assessing the Construct Validity of Risk Attitude. <i>SSRN Electronic Journal</i> , 2003, , .	0.4	9
49	Implicit measurement of emotional experience and its dynamics. <i>PLoS ONE</i> , 2019, 14, e0211496.	2.5	8
50	Neural Mechanisms of Choice Diversification. <i>Frontiers in Neuroscience</i> , 2020, 14, 502.	2.8	3
51	Different Neural Mechanisms Underlie Non-habitual Honesty and Non-habitual Cheating. <i>Frontiers in Neuroscience</i> , 2021, 15, 610429.	2.8	1