

Marcel Zeelenberg

List of Publications by Citations

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

152
papers

13,490
citations

49
h-index

115
g-index

168
ext. papers

16,013
ext. citations

3.6
avg, IF

7.61
L-index

#	Paper	IF	Citations
152	PSYCHOLOGY. Estimating the reproducibility of psychological science. <i>Science</i> , 2015 , 349, aac4716	33.3	3406
151	Beyond valence in customer dissatisfaction. <i>Journal of Business Research</i> , 2004 , 57, 445-455	8.7	557
150	A Theory of Regret Regulation 1.0. <i>Journal of Consumer Psychology</i> , 2007 , 17, 3-18	3.1	498
149	Anticipated regret, expected feedback and behavioral decision making. <i>Journal of Behavioral Decision Making</i> , 1999 , 12, 93-106	2.4	497
148	Angry customers don't come back, they get back: The experience and behavioral implications of anger and dissatisfaction in services. <i>Journal of the Academy of Marketing Science</i> , 2003 , 31, 377-393	12.4	487
147	Regret in Decision Making. <i>Current Directions in Psychological Science</i> , 2002 , 11, 212-216	6.5	387
146	Leveling up and down: the experiences of benign and malicious envy. <i>Emotion</i> , 2009 , 9, 419-29	4.1	331
145	Dynamics of multiple-goal pursuit. <i>Journal of Personality and Social Psychology</i> , 2007 , 93, 174-93	6.5	311
144	On bad decisions and disconfirmed expectancies: The psychology of regret and disappointment. <i>Cognition and Emotion</i> , 2000 , 14, 521-541	2.3	288
143	Consequences of Regret Aversion: Effects of Expected Feedback on Risky Decision Making. <i>Organizational Behavior and Human Decision Processes</i> , 1996 , 65, 148-158	4	269
142	Emotional Reactions to the Outcomes of Decisions: The Role of Counterfactual Thought in the Experience of Regret and Disappointment. <i>Organizational Behavior and Human Decision Processes</i> , 1998 , 75, 117-41	4	245
141	Regret in Repeat Purchase versus Switching Decisions: The Attenuating Role of Decision Justifiability. <i>Journal of Consumer Research</i> , 2002 , 29, 116-128	6.3	238
140	Never eat in that restaurant, I did! Exploring why people engage in negative word-of-mouth communication. <i>Psychology and Marketing</i> , 2007 , 24, 661-680	3.9	216
139	Option Attachment: When Deliberating Makes Choosing Feel like Losing. <i>Journal of Consumer Research</i> , 2003 , 30, 15-29	6.3	214
138	A meta-analytic review of moral licensing. <i>Personality and Social Psychology Bulletin</i> , 2015 , 41, 540-58	4.1	213
137	The inaction effect in the psychology of regret.. <i>Journal of Personality and Social Psychology</i> , 2002 , 82, 314-327	6.5	207
136	Moral sentiments and cooperation: Differential influences of shame and guilt. <i>Cognition and Emotion</i> , 2007 , 21, 1025-1042	2.3	187

135	Comparing Service Delivery to What Might Have Been: Behavioral Responses to Regret and Disappointment. <i>Journal of Service Research</i> , 1999 , 2, 86-97	6	181
134	Not so ugly after all: when shame acts as a commitment device. <i>Journal of Personality and Social Psychology</i> , 2008 , 95, 933-43	6.5	179
133	Consequences of Regret Aversion 2: Additional Evidence for Effects of Feedback on Decision Making. <i>Organizational Behavior and Human Decision Processes</i> , 1997 , 72, 63-78	4	162
132	The use of crying over spilled milk: A note on the rationality and functionality of regret. <i>Philosophical Psychology</i> , 1999 , 12, 325-340	1.1	159
131	The Experience of Regret and Disappointment. <i>Cognition and Emotion</i> , 1998 , 12, 221-230	2.3	152
130	Reconsidering the Relation between Regret and Responsibility. <i>Organizational Behavior and Human Decision Processes</i> , 1998 , 74, 254-72	4	147
129	Why envy outperforms admiration. <i>Personality and Social Psychology Bulletin</i> , 2011 , 37, 784-95	4.1	145
128	When guilt evokes self-punishment: evidence for the existence of a Dobby Effect. <i>Emotion</i> , 2009 , 9, 118-22	4.1	137
127	Consequences of regret aversion in real life: The case of the Dutch postcode lottery. <i>Organizational Behavior and Human Decision Processes</i> , 2004 , 93, 155-168	4	129
126	Appraisal patterns of envy and related emotions. <i>Motivation and Emotion</i> , 2012 , 36, 195-204	2.5	119
125	The Envy Premium in Product Evaluation. <i>Journal of Consumer Research</i> , 2011 , 37, 984-998	6.3	115
124	What is moral about guilt? Acting "prosocially" at the disadvantage of others. <i>Journal of Personality and Social Psychology</i> , 2011 , 100, 462-73	6.5	108
123	Restore and protect motivations following shame. <i>Cognition and Emotion</i> , 2010 , 24, 111-127	2.3	108
122	When demand accelerates demand: Trailing the bandwagon. <i>Journal of Consumer Psychology</i> , 2009 , 19, 302-312	3.1	107
121	Flying under the Radar: Perverse Package Size Effects on Consumption Self-Regulation. <i>Journal of Consumer Research</i> , 2008 , 35, 380-390	6.3	106
120	Dispositional greed. <i>Journal of Personality and Social Psychology</i> , 2015 , 108, 917-933	6.5	99
119	On the psychology of if only—Regret and the comparison between factual and counterfactual outcomes. <i>Organizational Behavior and Human Decision Processes</i> , 2005 , 97, 152-160	4	91
118	Blessed are those who expect nothing: Lowering expectations as a way of avoiding disappointment. <i>Journal of Economic Psychology</i> , 2003 , 24, 505-516	2.5	85

117	Negative Returns on Positive Emotions: The Influence of Pride and Self-Regulatory Goals on Repurchase Decisions. <i>Journal of Consumer Research</i> , 2005 , 31, 833-840	6.3	76
116	The discounting of ambiguous information in economic decision making. <i>Journal of Behavioral Decision Making</i> , 2003 , 16, 341-352	2.4	76
115	The role of interpersonal harm in distinguishing regret from guilt. <i>Emotion</i> , 2008 , 8, 589-96	4.1	73
114	Investigating the Appraisal Patterns of Regret and Disappointment. <i>Motivation and Emotion</i> , 2002 , 26, 321-331	2.5	70
113	Regret and Responsibility Resolved? Evaluating Ordaz and Connolly's (2000) Conclusions. <i>Organizational Behavior and Human Decision Processes</i> , 2000 , 81, 143-154	4	69
112	Psychological strain and emotional labor among police-officers: A diary study. <i>Journal of Vocational Behavior</i> , 2007 , 71, 446-459	6	66
111	A Theory of Regret Regulation 1.1. <i>Journal of Consumer Psychology</i> , 2007 , 17, 29-35	3.1	65
110	Undoing Regret on Dutch Television: Apologizing for Interpersonal Regrets Involving Actions or Inactions. <i>Personality and Social Psychology Bulletin</i> , 1998 , 24, 1113-1119	4.1	65
109	On bad decisions and deciding badly: When intention-behavior inconsistency is regrettable. <i>Organizational Behavior and Human Decision Processes</i> , 2005 , 97, 18-30	4	64
108	Anger and Prosocial Behavior. <i>Emotion Review</i> , 2014 , 6, 261-268	4.6	62
107	A functionalist account of shame-induced behaviour. <i>Cognition and Emotion</i> , 2011 , 25, 939-46	2.3	61
106	When envy leads to schadenfreude. <i>Cognition and Emotion</i> , 2015 , 29, 1007-25	2.3	60
105	A reverse sunk cost effect in risky decision making: Sometimes we have too much invested to gamble. <i>Journal of Economic Psychology</i> , 1997 , 18, 677-691	2.5	57
104	When curiosity killed regret: Avoiding or seeking the unknown in decision-making under uncertainty. <i>Journal of Experimental Social Psychology</i> , 2007 , 43, 656-662	2.6	52
103	Not Having What You Want versus Having What You Do Not Want: The Impact of Type of Negative Outcome on the Experience of Disappointment and Related Emotions. <i>Cognition and Emotion</i> , 1999 , 13, 129-148	2.3	49
102	When Satisfied Consumers Do Not Return: Variety Seeking's Effect on Short- and Long-Term Intentions. <i>Psychology and Marketing</i> , 2012 , 29, 15-24	3.9	48
101	Warding off the evil eye: when the fear of being envied increases prosocial behavior. <i>Psychological Science</i> , 2010 , 21, 1671-7	7.9	47
100	Affect, Attitudes and Decisions: Let's Be More Specific. <i>European Review of Social Psychology</i> , 1997 , 8, 33-66	5.5	46

99	What do we talk about when we talk about disappointment? Distinguishing outcome-related disappointment from person-related disappointment. <i>Cognition and Emotion</i> , 2002 , 16, 787-807	2.3	43
98	The impact of accuracy motivation on interpretation, comparison, and correction processes: Accuracy knowledge accessibility effects. <i>Journal of Personality and Social Psychology</i> , 1998 , 74, 878-893	6.5	43
97	Effort Invested in Vain: The Impact of Effort on the Intensity of Disappointment and Regret. <i>Motivation and Emotion</i> , 1999 , 23, 203-220	2.5	42
96	Multiple reference points in investor regret. <i>Journal of Economic Psychology</i> , 2006 , 27, 781-792	2.5	41
95	Defining greed. <i>British Journal of Psychology</i> , 2015 , 106, 505-25	4	40
94	Three Attempts to Replicate the Moral Licensing Effect. <i>Social Psychology</i> , 2014 , 45, 232-238	2.5	40
93	Behavioural consequences of regret and disappointment in social bargaining games. <i>Cognition and Emotion</i> , 2011 , 25, 351-9	2.3	39
92	Inaction inertia, regret, and valuation: A closer look. <i>Organizational Behavior and Human Decision Processes</i> , 2006 , 101, 89-104	4	38
91	When and why do we want to know? How experienced regret promotes post-decision information search. <i>Journal of Behavioral Decision Making</i> , 2007 , 20, 207-222	2.4	36
90	A different kind of honor culture: Family honor and aggression in Turks. <i>Group Processes and Intergroup Relations</i> , 2013 , 16, 334-344	1.9	35
89	The dark side of discounts: An inaction inertia perspective on the post-promotion dip. <i>Psychology and Marketing</i> , 2005 , 22, 611-622	3.9	35
88	Reconsidering the roles of gratitude and indebtedness in social exchange. <i>Cognition and Emotion</i> , 2018 , 32, 760-772	2.3	32
87	Regret aversion and the reluctance to exchange lottery tickets. <i>Journal of Economic Psychology</i> , 2011 , 32, 194-200	2.5	30
86	Greedy bastards: Testing the relationship between wanting more and unethical behavior. <i>Personality and Individual Differences</i> , 2019 , 138, 147-156	3.3	30
85	Greed and adolescent financial behavior. <i>Journal of Economic Psychology</i> , 2016 , 57, 1-12	2.5	29
84	Attributions of responsibility and affective reactions to decision outcomes. <i>Acta Psychologica</i> , 2000 , 104, 303-15	1.7	29
83	Regret, disappointment and the endowment effect. <i>Journal of Economic Psychology</i> , 2011 , 32, 962-968	2.5	28
82	Fear and guilt in proposers: Using emotions to explain offers in ultimatum bargaining. <i>European Journal of Social Psychology</i> , 2011 , 41, 78-85	2.9	28

81	Dealing with missed opportunities: Action vs. state orientation moderates inaction inertia. <i>Journal of Experimental Social Psychology</i> , 2009 , 45, 808-815	2.6	28
80	Vicarious shame. <i>Cognition and Emotion</i> , 2012 , 26, 836-46	2.3	27
79	When ignorance is not bliss: How feelings of discomfort promote the search for negative information. <i>Journal of Economic Psychology</i> , 2008 , 29, 643-653	2.5	27
78	Disgust sensitivity is primarily associated with purity-based moral judgments. <i>Emotion</i> , 2018 , 18, 277-289	4.1	27
77	Decision time as information in judgment and choice. <i>Organizational Behavior and Human Decision Processes</i> , 2014 , 125, 113-122	4	26
76	Reappraising the Moral Nature of Emotions in Decision Making: The Case of Shame and Guilt. <i>Social and Personality Psychology Compass</i> , 2013 , 7, 355-365	3	26
75	What do you think is fair? Effects of ingroup norms and outcome control on fairness judgments. <i>European Journal of Social Psychology</i> , 2002 , 32, 327-341	2.9	26
74	Buying and selling exchange goods: Outcome information, curiosity and the endowment effect. <i>Journal of Economic Psychology</i> , 2005 , 26, 459-468	2.5	25
73	The inaction effect in the psychology of regret. <i>Journal of Personality and Social Psychology</i> , 2002 , 82, 314-27	6.5	25
72	When less sells more or less: The scarcity principle in wine choice. <i>Food Quality and Preference</i> , 2014 , 36, 153-160	5.8	24
71	Generality and cultural variation in the experience of regret. <i>Emotion</i> , 2014 , 14, 1037-48	4.1	23
70	Decoupling the past from the present attenuates inaction inertia. <i>Journal of Behavioral Decision Making</i> , 2007 , 20, 65-79	2.4	23
69	The dampening effect of uncertainty on positive and negative emotions. <i>Journal of Behavioral Decision Making</i> , 2006 , 19, 171-176	2.4	23
68	Anticipated emotions and effort allocation in weight goal striving. <i>British Journal of Health Psychology</i> , 2011 , 16, 201-12	8.3	21
67	Numeracy and wealth. <i>Journal of Economic Psychology</i> , 2016 , 54, 53-63	2.5	20
66	The social side of shame: approach versus withdrawal. <i>Cognition and Emotion</i> , 2018 , 32, 1671-1677	2.3	19
65	Trust me (or not): Regret and disappointment in experimental economic games.. <i>Decision</i> , 2015 , 2, 118-126		19
64	Different ways of looking at unpleasant truths: How construal levels influence information search. <i>Organizational Behavior and Human Decision Processes</i> , 2009 , 110, 36-44	4	19

63	Inaction inertia. <i>European Review of Social Psychology</i> , 2013 , 24, 123-159	5.5	18
62	The impact of anger on donations to victims. <i>International Review of Victimology</i> , 2017 , 23, 303-312	1.1	17
61	Consequences of socially sharing emotions: testing the emotion-response congruency hypothesis. <i>European Journal of Social Psychology</i> , 2007 , 37, 1310-1324	2.9	17
60	On the counterfactual nature of envy: "It could have been me". <i>Cognition and Emotion</i> , 2015 , 29, 954-71	2.3	16
59	The self and others in the experience of pride. <i>Cognition and Emotion</i> , 2018 , 32, 404-413	2.3	16
58	Choosing between options associated with past and future regret. <i>Organizational Behavior and Human Decision Processes</i> , 2015 , 126, 107-114	4	15
57	The role of emotions in tax compliance behavior: A mixed-methods approach. <i>Journal of Economic Psychology</i> , 2019 , 74, 102194	2.5	15
56	How consumers deal with missed discounts: Transaction decoupling, action orientation and inaction inertia. <i>Journal of Economic Psychology</i> , 2013 , 38, 104-110	2.5	15
55	The benefits of behaving badly on occasion: Successful regulation by planned hedonic deviations. <i>Journal of Consumer Psychology</i> , 2016 , 26, 17-28	3.1	14
54	Set-fit effects in choice. <i>Journal of Experimental Psychology: General</i> , 2014 , 143, 504-9	4.7	14
53	Multilevel Emotion Transfer on YouTube: Disentangling the Effects of Emotional Contagion and Homophily on Video Audiences. <i>Social Psychological and Personality Science</i> , 2019 , 10, 1028-1035	4.3	14
52	Ain't no mountain high enough? Setting high weight loss goals predict effort and short-term weight loss. <i>Journal of Health Psychology</i> , 2013 , 18, 638-47	3.1	13
51	Looking Backward With an Eye on the Future Propositions Toward a Theory of Regret Regulation 2006 , 210-229		13
50	Commitment Lotteries Promote Physical Activity Among Overweight Adults-A Cluster Randomized Trial. <i>Annals of Behavioral Medicine</i> , 2018 , 52, 342-351	4.5	12
49	Prosocial consequences of third-party anger. <i>Theory and Decision</i> , 2018 , 84, 585-599	0.8	12
48	On the context dependence of emotion displays: Perceptions of gold medalists' expressions of pride. <i>Cognition and Emotion</i> , 2016 , 30, 1332-43	2.3	12
47	Take it or leave it for something better? Responses to fair offers in ultimatum bargaining. <i>Journal of Experimental Social Psychology</i> , 2009 , 45, 1227-1231	2.6	12
46	Eliciting decision weights by adapting de Finetti's betting-odds method to prospect theory. <i>Journal of Risk and Uncertainty</i> , 2007 , 34, 179-199	3.1	11

45	Multiple options in the past and the present: The impact on inaction inertia. <i>Journal of Behavioral Decision Making</i> , 2008 , 21, 519-531	2.4	11
44	Cultural variation in the role of responsibility in regret and disappointment: The Italian case. <i>Journal of Economic Psychology</i> , 2012 , 33, 726-737	2.5	10
43	Evidence for Opportunity Cost Neglect in the Poor. <i>Journal of Behavioral Decision Making</i> , 2018 , 31, 65-73.4	2.4	10
42	When enough is not enough: Overearning as a manifestation of dispositional greed. <i>Personality and Individual Differences</i> , 2020 , 165, 110155	3.3	9
41	Emotion Regulation and Well-Being: A View from Different Angles 2011 , 1-9		9
40	Delay, doubt, and decision: how delaying a choice reduces the appeal of (descriptively) normative options. <i>Psychological Science</i> , 2010 , 21, 568-73	7.9	8
39	The meaning of pride across cultures1 2013 , 377-387		8
38	The Role of Mindful Parenting in Individual and Social Decision-Making in Children. <i>Frontiers in Psychology</i> , 2019 , 10, 550	3.4	7
37	Putting the public back in behavioral public policy. <i>Behavioural Public Policy</i> , 2018 , 2, 218-226	2.7	7
36	Robust Satisficing via Regret Minimization. <i>Journal of Marketing Behavior</i> , 2015 , 1, 157-166	0.5	7
35	The Hidden Cost of Insurance on Cooperation. <i>Journal of Behavioral Decision Making</i> , 2017 , 30, 1182-1192.4	2.4	6
34	Show or hide pride? Selective inhibition of pride expressions as a function of relevance of achievement domain. <i>Emotion</i> , 2019 , 19, 334-347	4.1	6
33	Schooling, numeracy, and wealth accumulation: A study involving an agrarian population. <i>Journal of Consumer Affairs</i> , 2020 , 54, 648-674	2	6
32	Dispositional Greed Scales. <i>European Journal of Psychological Assessment</i> , 1-10	2.2	6
31	The impact of doubt on the experience of regret. <i>Organizational Behavior and Human Decision Processes</i> , 2018 , 149, 97-110	4	6
30	What we talk about when we talk about hope: A prototype analysis. <i>Emotion</i> , 2020 ,	4.1	5
29	Greed and individual trading behavior in experimental asset markets.. <i>Decision</i> , 2021 , 8, 80-96	1.9	5
28	An exploration of third parties' preference for compensation over punishment: six experimental demonstrations. <i>Theory and Decision</i> , 2018 , 85, 333-351	0.8	5

27	Physical activity after commitment lotteries: examining long-term results in a cluster randomized trial. <i>Journal of Behavioral Medicine</i> , 2018 , 41, 483-493	3.6	4
26	Gratitude, indebtedness, and reciprocity: an extended replication of Bartlett & DeSteno (2006). <i>Social Influence</i> , 2020 , 15, 4-16	0.5	4
25	Temptation-Based Reasoning: When Tempted, Everything Becomes a (Better) Reason to Indulge. <i>Journal of Marketing Behavior</i> , 2018 , 3, 185-209	0.5	4
24	Regulating regret via decreasing goal level: Comparing maximizers and satisficers. <i>Personality and Individual Differences</i> , 2021 , 178, 110870	3.3	4
23	Psychological trait inferences from women's clothing: human and machine prediction. <i>Journal of Computational Social Science</i> , 2020 , 1	3	3
22	Self-Conscious Emotions and Social Functioning 2011 , 197-210		3
21	Design and protocol of the weight loss lottery- a cluster randomized trial. <i>Contemporary Clinical Trials</i> , 2016 , 49, 109-15	2.3	2
20	Emotional responses to behavioral economic incentives for health behavior change. <i>Psychology, Health and Medicine</i> , 2018 , 23, 996-1005	2.1	2
19	Post-decisional information search: Balancing the pains of suspecting the worst with the comforts of knowing the worst. <i>Social Influence</i> , 2012 , 7, 193-210	0.5	2
18	Emotional consequences of alternatives to reality: Feeling is for doing. <i>Behavioral and Brain Sciences</i> , 2007 , 30, 469-470	0.9	2
17	Porque 'que a val'cia n' suficiente no estudo das emo'es: Diferen'as comportamentais entre arrependimento e desilus'o. <i>Psicologia</i> , 2014 , 22, 109	2	2
16	Further tests of the scarcity and luxury hypotheses in dispositional greed: Evidence from two large-scale Dutch and American samples. <i>Current Psychology</i> , 1	1.4	2
15	Regret, Self-regulatory Abilities, and Well-Being: Their Intricate Relationships. <i>Journal of Happiness Studies</i> , 2022 , 23, 1189	3.7	2
14	Supervised machine learning methods in psychology: A practical introduction with annotated R code. <i>Social and Personality Psychology Compass</i> , 2021 , 15, e12579	3	2
13	The good, bad and ugly of dispositional greed.. <i>Current Opinion in Psychology</i> , 2022 , 46, 101323	6.2	2
12	StatBreak: Identifying 'lucky' Data Points Through Genetic Algorithms. <i>Advances in Methods and Practices in Psychological Science</i> , 2020 , 3, 216-228	13.3	1
11	Order Preference. <i>SSRN Electronic Journal</i> , 2014 ,	1	1
10	Weirdness of disgust sensitivity items predicts their relationship to purity moral judgments. <i>Personality and Individual Differences</i> , 2019 , 146, 182-187	3.3	1

9	Inaction inertia in retirement saving. <i>Journal of Behavioral Decision Making</i> , 2020 , 33, 52-62	2.4	1
8	The role of self-discrepancies in distinguishing regret from guilt. <i>Self and Identity</i> , 2021 , 20, 388-405	1.7	1
7	Intention and action in retirement preparation. <i>Behavioural Public Policy</i> , 2018 , 1-22	2.7	1
6	Using semantic similarity to understand the psychological constructs related to prosociality. <i>Current Opinion in Psychology</i> , 2021 , 44, 226-230	6.2	0
5	Interregional and intraregional variability of intergroup attitudes predict online hostility. <i>European Journal of Personality</i> , 2020 , 34, 859-872	5.1	0
4	Increasing saving intentions through leaderboards: A gamification approach. <i>PLoS ONE</i> , 2021 , 16, e0249283	3.8	0
3	The elusive constellations of poverty. <i>Behavioral and Brain Sciences</i> , 2017 , 40, e318	0.9	
2	The Interaction of Product Attractiveness and Decision-Making Style on Consumer Purchase Intention: A Cultural Moderation Perspective. <i>Journal of International Consumer Marketing</i> , 1-11	2.1	
1	Internal locus of control and individuals' regret for normal vs. abnormal decisions. <i>Personality and Individual Differences</i> , 2022 , 192, 111562	3.3	