

Gary H McClelland

List of Publications by Year in descending order

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Version: 2024-02-01

52
papers

8,981
citations

186265

28
h-index

189892

50
g-index

53
all docs

53
docs citations

53
times ranked

8138
citing authors

| # | ARTICLE | IF | CITATIONS |
|----|--|-----|-----------|
| 1 | Statistical difficulties of detecting interactions and moderator effects.. Psychological Bulletin, 1993, 114, 376-390. | 6.1 | 2,718 |
| 2 | Spotlights, Floodlights, and the Magic Number Zero: Simple Effects Tests in Moderated Regression. Journal of Marketing Research, 2013, 50, 277-288. | 4.8 | 1,299 |
| 3 | Estimating and testing mediation and moderation in within-subject designs.. Psychological Methods, 2001, 6, 115-134. | 3.5 | 702 |
| 4 | Why do people pay taxes?. Journal of Public Economics, 1992, 48, 21-38. | 4.3 | 677 |
| 5 | Misleading Heuristics and Moderated Multiple Regression Models. Journal of Marketing Research, 2001, 38, 100-109. | 4.8 | 516 |
| 6 | Negative Consequences of Dichotomizing Continuous Predictor Variables. Journal of Marketing Research, 2003, 40, 366-371. | 4.8 | 331 |
| 7 | Designing, Testing, and Interpreting Interactions and Moderator Effects in Family Research.. Journal of Family Psychology, 2005, 19, 111-120. | 1.3 | 286 |
| 8 | What's next? Judging sequences of binary events.. Psychological Bulletin, 2009, 135, 262-285. | 6.1 | 208 |
| 9 | Preference reversals and the measurement of environmental values. Journal of Risk and Uncertainty, 1993, 6, 5-18. | 1.5 | 206 |
| 10 | The Effect of Risk Beliefs on Property Values: A Case Study of a Hazardous Waste Site1. Risk Analysis, 1990, 10, 485-497. | 2.7 | 188 |
| 11 | Insurance for low-probability hazards: A bimodal response to unlikely events. Journal of Risk and Uncertainty, 1993, 7, 95-116. | 1.5 | 185 |
| 12 | Examining the Electro-Neural Interface of Cochlear Implant Users Using Psychophysics, CT Scans, and Speech Understanding. JARO - Journal of the Association for Research in Otolaryngology, 2014, 15, 293-304. | 1.8 | 154 |
| 13 | Optimal design in psychological research.. Psychological Methods, 1997, 2, 3-19. | 3.5 | 148 |
| 14 | Escaping the tyranny of choice: when fewer attributes make choice easier. Marketing Theory, 2007, 7, 13-26. | 3.1 | 142 |
| 15 | Title is missing!. Environmental and Resource Economics, 2001, 18, 275-292. | 3.2 | 119 |
| 16 | Median splits, Type II errors, and falseâ€“positive consumer psychology: Don't fight the power. Journal of Consumer Psychology, 2015, 25, 679-689. | 4.5 | 93 |
| 17 | Preference scales for number and sex of Children. Population Studies, 1975, 29, 273-298. | 2.1 | 92 |
| 18 | Predicting Loss of Life in Cases of Dam Failure and Flash Flood. Risk Analysis, 1993, 13, 193-205. | 2.7 | 90 |

| # | ARTICLE | IF | CITATIONS |
|----|---|-----|-----------|
| 19 | Hypothetical and real consequences in experimental auctions for insurance against low-probability risks. <i>Journal of Behavioral Decision Making</i> , 1992, 5, 107-116. | 1.7 | 87 |
| 20 | Can Stigma Explain Large Property Value Losses? The Psychology and Economics of Superfund. <i>Environmental and Resource Economics</i> , 2006, 33, 299-324. | 3.2 | 65 |
| 21 | Avoid Cohen's "Small", "Medium", and "Large" for Power Analysis. <i>Trends in Cognitive Sciences</i> , 2020, 24, 200-207. | 7.8 | 61 |
| 22 | Probability and utility of endangered species preservation programs.. <i>Journal of Experimental Psychology: Applied</i> , 1996, 2, 60-83. | 1.2 | 54 |
| 23 | Determining the impact of sex preferences on fertility: A consideration of parity progression ratio, dominance, and stopping rule measures. <i>Demography</i> , 1979, 16, 377-388. | 2.5 | 53 |
| 24 | Testing treatment by covariate interactions when treatment varies within subjects.. <i>Psychological Methods</i> , 1996, 1, 366-378. | 3.5 | 46 |
| 25 | Multicollinearity is a red herring in the search for moderator variables: A guide to interpreting moderated multiple regression models and a critique of Iacobucci, Schneider, Popovich, and Bakamitsos (2016). <i>Behavior Research Methods</i> , 2017, 49, 394-402. | 4.0 | 46 |
| 26 | Who accepts the pareto axiom? the role of utility and equity in arbitration decisions. <i>Systems Research and Behavioral Science</i> , 1978, 23, 446-456. | 0.2 | 34 |
| 27 | Insurance for Low-Probability Hazards: A Bimodal Response to Unlikely Events. , 1993, , 95-116. | | 34 |
| 28 | Animation attracts: The attraction effect in an on-line shopping environment. <i>Psychology and Marketing</i> , 2006, 23, 799-811. | 8.2 | 31 |
| 29 | Changing the Social Norm of Tax Compliance by Voting. <i>Kyklos</i> , 1999, 52, 141-171. | 1.4 | 31 |
| 30 | Ordmet: A general algorithm for constructing all numerical solutions to ordered metric structures. <i>Psychometrika</i> , 1975, 40, 269-290. | 2.1 | 28 |
| 31 | Protective Responses to Household Risk: A Case Study of Radon Mitigation. <i>Risk Analysis</i> , 1991, 11, 121-134. | 2.7 | 28 |
| 32 | A note on Arbuckle and Larimer, "the number of two-way tables satisfying certain additivity axioms". <i>Journal of Mathematical Psychology</i> , 1977, 15, 292-295. | 1.8 | 20 |
| 33 | Subjective probabilities for sex of next child: U.S. College students and Philippine villagers. <i>Journal of Population</i> , 1978, 1, 132-147. | 0.6 | 20 |
| 34 | Measuring the relative importance of utilitarian and egalitarian values: A study of individual differences about fair distribution.. <i>Journal of Applied Psychology</i> , 1980, 65, 34-49. | 5.3 | 15 |
| 35 | Individual differences in adaptive choice strategies. <i>Research in Economics</i> , 2003, 57, 219-233. | 0.8 | 14 |
| 36 | Determining the Impact of Sex Preferences on Fertility: A Demonstration Study. <i>Demography</i> , 1981, 18, 27-37. | 2.5 | 12 |

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|----|--|-----|-----------|
| 37 | Scaling Distortion in Numerical Conjoint Measurement. <i>Applied Psychological Measurement</i> , 1984, 8, 183-198. | 1.0 | 12 |
| 38 | Extended Axiomatic Conjoint Measurement: A Solution to a Methodological Problem in Studying Fertility-Related Behaviors. <i>Applied Psychological Measurement</i> , 1988, 12, 129-153. | 1.0 | 11 |
| 39 | Measuring Sex Preferences and Their Effects on Fertility. , 1983, , 13-45. | | 10 |
| 40 | Effects of choice task on attribute memory. <i>Organizational Behavior and Human Decision Processes</i> , 1987, 40, 235-254. | 2.5 | 8 |
| 41 | Preference Scales for Number and Sex of Children. <i>Population Studies</i> , 1975, 29, 273. | 2.1 | 6 |
| 42 | Theoretical and methodological implications of the influence of sex preferences on the fertility attitude-behavior relationship. <i>Journal of Population</i> , 1979, 2, 224-234. | 0.6 | 5 |
| 43 | Mental search processes in problem solving. <i>Memory and Cognition</i> , 1975, 3, 627-634. | 1.6 | 4 |
| 44 | Student attitudes toward mandatory fees. <i>Research in Higher Education</i> , 1978, 8, 241-254. | 1.7 | 3 |
| 45 | Solutions to some problems in the implementation of conjoint analysis. <i>Behavior Research Methods</i> , 1990, 22, 360-374. | 1.3 | 3 |
| 46 | Measurement Error, Skewness, and Risk Analysis: Coping with the Long Tail of the Distribution. <i>Risk Analysis</i> , 2002, 22, 277-290. | 2.7 | 3 |
| 47 | Signal detection continues to be part of science. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2020, 117, 13199-13200. | 7.1 | 3 |
| 48 | Assessing bias in professional licensing examinations by checking internal consistency.. <i>Law and Human Behavior</i> , 1985, 9, 305-318. | 0.7 | 2 |
| 49 | Median Splits, Type II Errors, and False Positive Consumer Psychology: Don't Fight the Power. <i>SSRN Electronic Journal</i> , 2015, , . | 0.4 | 2 |
| 50 | Beliefs and values and the sterilization decision. <i>Population and Environment</i> , 1987, 9, 74-95. | 3.0 | 1 |
| 51 | Measuring contraceptive values: An alternative approach. <i>Journal of Behavioral Medicine</i> , 1991, 14, 241-266. | 2.1 | 1 |
| 52 | Tis Not, Tis Not Tis So, Tis So: Rebuttal of Rebuttal by Iacobucci, Posavac, Kardes, Schneider, and Popovich (2015) on the Appropriateness of Median Splits. <i>SSRN Electronic Journal</i> , 0, , . | 0.4 | 1 |