

# Evan Polman

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/630307/publications.pdf>

Version: 2024-02-01

30  
papers

1,441  
citations

430754

18  
h-index

501076

28  
g-index

31  
all docs

31  
docs citations

31  
times ranked

1044  
citing authors

#	ARTICLE	IF	CITATIONS
1	Selfâ€“other decision making and loss aversion. <i>Organizational Behavior and Human Decision Processes</i> , 2012, 119, 141-150.	1.4	190
2	Decisions for Others Are More Creative Than Decisions for the Self. <i>Personality and Social Psychology Bulletin</i> , 2011, 37, 492-501.	1.9	145
3	Effects of selfâ€“other decision making on regulatory focus and choice overload.. <i>Journal of Personality and Social Psychology</i> , 2012, 102, 980-993.	2.6	136
4	Can confidence come too soon? Collective efficacy, conflict and group performance over time. <i>Organizational Behavior and Human Decision Processes</i> , 2010, 113, 13-24.	1.4	108
5	Why are maximizers less happy than satisficers? Because they maximize positive and negative outcomes. <i>Journal of Behavioral Decision Making</i> , 2010, 23, 179-190.	1.0	106
6	Effects of multiple psychological distances on construal and consumer evaluation: A field study of online reviews. <i>Journal of Consumer Psychology</i> , 2016, 26, 474-482.	3.2	105
7	Effects of Anger, Guilt, and Envy on Moral Hypocrisy. <i>Personality and Social Psychology Bulletin</i> , 2012, 38, 129-139.	1.9	82
8	Decision making for others involving risk: A review and meta-analysis. <i>Journal of Economic Psychology</i> , 2020, 77, 102184.	1.1	76
9	Information distortion in self-other decision making. <i>Journal of Experimental Social Psychology</i> , 2010, 46, 432-435.	1.3	64
10	Effects of wrongdoer status on moral licensing. <i>Journal of Experimental Social Psychology</i> , 2013, 49, 614-623.	1.3	60
11	Decision Fatigue, Choosing for Others, and Self-Construal. <i>Social Psychological and Personality Science</i> , 2016, 7, 471-478.	2.4	50
12	Is It Me or Her? How Gender Composition Evokes Interpersonally Sensitive Behavior on Collaborative Cross-Boundary Projects. <i>Organization Science</i> , 2015, 26, 334-355.	3.0	47
13	Revising probability estimates: Why increasing likelihood means increasing impact.. <i>Journal of Personality and Social Psychology</i> , 2016, 111, 141-158.	2.6	40
14	Choosing for others and its relation to information search. <i>Organizational Behavior and Human Decision Processes</i> , 2018, 147, 65-75.	1.4	38
15	Other Peopleâ€™s Money: Moneyâ€™s Perceived Purchasing Power Is Smaller for Others Than for the Self. <i>Journal of Consumer Research</i> , 2018, 45, 109-125.	3.5	29
16	Effects of Anger, Disgust, and Sadness on Sharing with Others. <i>Personality and Social Psychology Bulletin</i> , 2013, 39, 1683-1692.	1.9	27
17	Spatial Orientation Shrinks and Expands Psychological Distance. <i>Psychological Science</i> , 2014, 25, 1345-1352.	1.8	24
18	Mere Gifting: Liking a Gift More Because It Is Shared. <i>Personality and Social Psychology Bulletin</i> , 2017, 43, 1582-1594.	1.9	22

#	ARTICLE	IF	CITATIONS
19	Commitment to a developing preference and predecisional distortion of information. <i>Organizational Behavior and Human Decision Processes</i> , 2012, 119, 78-88.	1.4	19
20	Picking Gifts for Picky People. <i>Journal of Retailing</i> , 2021, 97, 191-206.	4.0	15
21	The Name-Letter-Effect in Groups: Sharing Initials with Group Members Increases the Quality of Group Work. <i>PLoS ONE</i> , 2013, 8, e79039.	1.1	13
22	On prospect theory, making choices for others, and the affective psychology of risk. <i>Journal of Experimental Social Psychology</i> , 2021, 96, 104177.	1.3	9
23	Consumers Believe That Products Work Better for Others. <i>Journal of Consumer Research</i> , 2022, 49, 132-153.	3.5	7
24	When More Pain Is Preferred To Less: The Effect of Anger in Decision Making. <i>Social Cognition</i> , 2011, 29, 43-55.	0.5	6
25	When being creative frees us to be bad. , 2016, , 166-184.		5
26	Effects of maximizing on choosing a product and using it over 1 month. <i>Personality and Individual Differences</i> , 2022, 196, 111702.	1.6	5
27	Deterring Deception: Approaches to Maximize Ethical Behavior in Social Interactions and Organizations. , 2019, , 673-688.		4
28	Perceptions of Collaborations: How Many Cooks Seem to Spoil the Broth?. <i>Social Psychological and Personality Science</i> , 2020, 11, 236-243.	2.4	3
29	Making utilitarian choices but giving deontological advice.. <i>Journal of Experimental Psychology: General</i> , 2022, 151, 2614-2621.	1.5	3
30	Are people more selfish after giving gifts?. <i>Journal of Behavioral Decision Making</i> , 2022, 35, .	1.0	2